

POWER 250 Influential people in 2015

FROM JACOBS TO CELLINO & BARNES

Perception of power plays into 250 list

Before an interview with Delaware North Chairman Jeremy Jacobs at the company's downtown headquarters, I waited while he and other top executives had their photos taken on a gorgeous summer day for the company's annual report.

Just a few feet away at the NFTA Metro Rail station at Fountain Plaza, a small group of people waited for the train. Few paid attention to the Delaware North hierarchy and the photo session.

But when Buffalo attorneys Ross Cellino and Steve Barnes happened to



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walk by, the train riders gawked at them.

I turned to Jacobs and commented

that the Metro Rail riders seemed more interested in the personal injury attorneys than the Delaware North executives.

His response, with a wry smile: "That's the way I like it."

Jacobs chairs a family-run business with global holdings and annual revenue of more than \$3 billion. In Buffalo, Delaware North employs more than 350 at the downtown headquarters.

It's easy to recognize Cellino and Barnes because their firm advertises extensively around Western New York.

The point is that power and influence come in many shapes.

Of the 10 most influential people, as identified by Business First, six are from the public sector and four are from private companies. That is representative of how Western New York has become a region where fiefdoms and self-created silos have been reduced.

"Our next step is to have collaboration," said Dennis Murphy, president of InnVest Lodging Services Inc. and chairman of Visit Buffalo Niagara. "The 'Lone Ranger' days are over."



99

THOMAS BEECHER JR.

Chairman emeritus
Buffalo Niagara Medical Campus
Chairman
Barrantys LLC



55

DAVID MCNAMARA

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242

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