



This week we are pleased to introduce the Business and Consumer editions of The Global Gateway, separating the business news and information you need, from the consumer events you deliver. We will continue to circulate both editions to our business contacts,

but are targeting the Consumer edition to our growing list of external customers and media in order to support your efforts to reach new markets. We want you to get to know our board and staff members and this week's business edition highlights our new Board President, Mark Celmer and his company, Insource Healthcare Solutions. We were saddened to learn about the recent death of Teresa Mitchell, a well-respected colleague and tenacious leader in the tourism industry in Upstate New York for many years, and champion of the Seaway Trail and 1812 Bicentennial. Our sincere condolences to her family – she will be sorely missed by the many friends and partners she attracted over her career, but her legacy lives on with the continued success of the Seaway Trail.

~ Arlene White, Executive Director, The Binational Alliance

Meet Binational Alliance Board President Mark E. Celmer, CEO & President Insource Healthcare Solutions, LLC (IHS)



Mark founded IHS in 2009 as a means of improving the overall flow & efficiency of healthcare providers; particularly as it relates to managing emergency room capacity & hybrid urgent & convenience care centers. Most recently, IHS has been retained to develop Hybrid Urgent Care Centers in Niagara, Erie, Cattaraugus, Chemung, Cayuga, Ontario & Chautauqua Counties. In 2011, IHS teamed select board certified physicians, developers, investors, & others to create a new models of episodic, urgent, convenience & patient centered medical home models. In addition, IHS is closely linked to breakthrough & transformational EMR, Telemedicine & other Healthcare / IT based technologies.

The overall mission & vision of IHS is to create a new state & federal model of primary & episodic care within a fully integrated delivery system network. Unique to their model is the partnerships & investments from PCP, Payors, & others all working together to create this unique fabric.



In Remembrance of Teresa Mitchell Oct. 3, 1952 - Jan. 24, 2012

Amongst Teresa's many accomplishments & successes, many knew her as the brain-child & driving force of a tourism trail in the 1980's that evolved into the [Great Lakes](#)

[Seaway Trail](#). Also developer & managing editor of the Great Lakes Seaway Trail Travel Magazine & a series of guidebooks, she was highly respected by all who had the opportunity to work with her. An early champion of the 1812 Bicentennial, we were fortunate to have her as a speaker at last year's Binational Dialogues Summit 2011 in Niagara Falls, ON - all that attended were impressed with her knowledge & commitment. She will be greatly missed.

Global Gateway TV Show on [TVCOGECO](#) Niagara - [click here](#) for schedule

Business Highlights For This Week: (Prior Friday Deadline for Submissions)

- Buffalo & Fort Erie Public Bridge Authority 'Year in Review' - [click here](#)
- Canisius College 'Proposal Development Workshop' on Feb 16 or Apr 26, 2012 - [click here](#)
- Roswell Park Launches Landmark Immunotherapy Vaccine Trial - [click here](#)
- ECHDC conducting survey about food, markets & restaurants in WNY - [click here](#)
- New device will detect infections, cancer in minutes - [click here](#)
- 2012 CCOVI Lecture Series - Free & Open to the Public Feb 8 to Apr 18 - [click here](#)
- Industry exports will set all-time record for tourism-related exports for 2011 (U.S.) - [click here](#)
- 'Best Human Resource Practices Regarding Social Media' on Feb 22 - [click here](#)
- Introductory Grant Writing Seminar on Feb 24 - Canisius College - [click here](#)
- Fraud Detection & Prevention for the Not-for-Profit Sector - FREE on Mar 16 - [click here](#)
- Joan A. Male Family Support Center - Employment Opportunities - [click here](#)
- ArtsBuild Ontario Facilities Portal - [click here](#)
- Small Business Niagara Trade Show on Feb 16 - [click here](#)

• [Symposiums & Seminars](#)

• [Bicentennial of War of 1812](#)

• [Call for Artists](#)

• [Canada/U.S. Legal Developments](#)

• [BETA Membership Information](#)

• [Job/Volunteer Opportunities](#)

• [Research Information](#)

• [Member & Partner Events, Newsletters & Announcements](#)



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