

INVEST **BUFFALO NIAGARA**

7 wins

businesses new or expanded to the region

\$14,918,701 in investment

capital investment pledged

282 total jobs

133 new jobs pledged • 149 jobs retained



Agribusiness

Sierra Biological \$338,000 Investment | 8 New Jobs

Sierra Biological is an early-stage agribusiness company that manufactures microscopic nematodes and other biological organisms for agricultural applications. Sierra's products offer growers a highly effective and economical alternative to using pesticides.

Founded in California, the company's primary upstream and downstream supply chains were located on the east coast and in Southern Ontario prompting the management team to consider a relocation.

Invest Buffalo Niagara worked closely with the company, providing information on the Buffalo Niagara region and coordinating their incentives process. The company received an offer of Excelsior tax credits from Empire State Development and a loan/grant combination from the NYS Office of Community Renewal, through the Orleans EDA and town of Ridgeway. The company purchased a former auto repair shop in Orleans County, and has converted a portion of the building into a manufacturing and R&D facility.



Advanced Manufacturing

Hamilton Plastics \$63,400 Investment | 5 New Jobs

Canadian-headquartered Hamilton Plastics produces equipment for the plastic injection molding industry. The company has a high percentage of US sales and a high percentage of their raw materials come from the US. Hamilton Plastics sought a US location to better access this market. Originally, Florida and Georgia were target locations for their expansion. InBN assisted the company with cross border due diligence conversations and introductions, site selection based on their specific building needs, and provided information on the local workforce. The company has leased 3,000 sq. ft. in Niagara Falls and plans to hire 5 new employees.

MLP Plumbing and Mechanical

\$925,000 Investment | 4 new jobs, 3 retained jobs

MLP Plumbing and Mechanical is a local commercial plumbing and mechanical contractor looking to expand its operations. The project originally called for a new fabrication shop at their current facility. InBN introduced the company to ESD, ECIDA, and NYSEK for assistance. After evaluating options, the company chose to acquire an existing fabrication shop in Lancaster instead of constructing new. MLP Plumbing and Mechanical will hire four additional employees at the Lancaster site for fabrication work. The new facility also will require them to add more power to the site, thus InBN reconnected the company to NYSEG for power and possible lighting upgrades.

Q1 REPORT

July 1, 2016 - Sept. 30, 2016

New Flyer of America \$1,800,000 Investment | 32 New Jobs

New Flyer is the largest manufacturer of transit buses in North America with 3,800 employees and thirteen facilities across the US and Canada. New Flyer was contracted by the Metropolitan Transportation Authority (MTA) in New York City to refresh the system's bus fleet. Instead of contracting out the work, New Flyer decided to set up a manufacturing facility in NYS to build transmission and axle assemblies. InBN worked with our partners ESD, Chautauqua County IDA, Jamestown BPU and Chautauqua Works in helping the company establish a 30,000 sq. ft. manufacturing operation in Jamestown.

Power Drives \$10,750,000 Investment | 47 New, 146 Retained Jobs

Power Drives is a manufacturer and distributor of pneumatic and hydraulic components, assemblies and systems. The company is headquartered in the Buffalo area with manufacturing plants in Chautauqua County and northwestern PA. Nearing capacity under the current square footage at multiple locations and future growth being dependent upon increasing the manufacturing footprint, the company needed to relocate its fractured manufacturing into one space. With an aggressive offer from Pennsylvania in hand, InBN facilitated meetings with ESD and NYPA to keep the jobs in NYS. With a retention offer in hand, the company found an appropriate facility in the Larkin District in Buffalo.



Life Sciences

Seroclinix \$250,000 Investment | 5 New Jobs

Seroclinix is a Canadian-based company that provides diagnostic lab services for specialized animals. The company utilizes this information for animal breeding and testing. With a small facility in Southern Ontario, the company was looking to create a US-based flagship site in Buffalo Niagara to remain close to its facility in Canada. Seroclinix will look to expand further into the US with additional locations and services. The project expects to hire 5 new employees over the first three years and invest \$250,00 in the new facility in Amherst.



Logistics/Distribution

Herman's Building Centers \$792,301 Investment | 32 New Jobs

Herman's Building Center is a Canadian-based company that sells and distributes roofing supplies. Looking to increase their US sales by opening their first US office, the company contacted InBN to learn more about the region. InBN set up meetings with cross border experts, completed a site search based on their specific building criteria, and coordinated incentives introductions. The company purchased a 38,000 sq. ft. building in West Seneca and did not pursue incentive benefits.