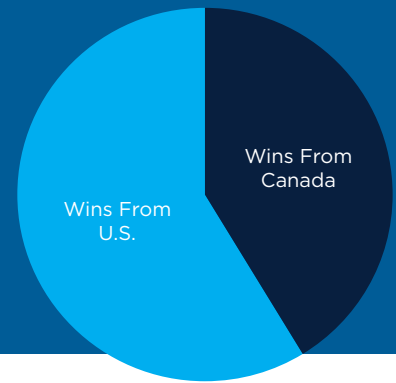


INVEST **BUFFALO NIAGARA**

2016-2017 RESULTS



17 WINS

[businesses expanded or new]

INVESTMENT

\$30,914,639

capital investment pledged

JOB IMPACT






819 total jobs

524 new jobs pledged • **295** jobs retained

AVERAGE SALARY

\$43,060

ECONOMIC IMPACT: \$315,575,927

	COMPANY WINS	CAPITAL INVESTMENT	TOTAL JOBS
 ADVANCED BUSINESS SERVICES	2	\$2,782,870	199
 ADVANCED MANUFACTURING	10	\$26,209,400	565
 AGRIBUSINESS	2	\$861,568	15
 LIFE SCIENCES	1	\$250,000	5
 LOGISTICS/ DISTRIBUTION	2	\$810,801	35

SINCE 1999

WINS 363

INVESTMENT \$6.2 Billion capital investment

JOBS 44,556 jobs

2010-2017 THE ECONOMIC IMPACT

107 wins

[businesses expanded or new]



GENERATING

\$6.1 billion
*total economic
impact*

23,925 jobs
*employment
impact*

\$1.4 billion
*labor
income*

A Plan Forward

This is a new day for the Buffalo Niagara region and for our organization. Our plan represents a refocus on the fundamentals and builds on past experiences and learning:

- Support and Grow Key Industry Sectors
- Address Regional Talent as a Strategic Imperative
- Target Marketing and Business Recruitment
- Promote Buffalo Niagara

INVEST **BUFFALO NIAGARA**

2016-2017 WINS

[businesses expanded or new]



Advanced Business Services

Northwest Bank \$1,500,000 Investment

115 New Jobs | 33 Jobs Retained

Northwest Bank underwent a large expansion within the region in its acquisition of 18 First Niagara Bank branches. Following that buyout, they realized the need for a regional headquarters and an expanded training center. With the help of local connections and Excelsior incentives facilitated through InBN, the company was able to expand in the Buffalo Niagara region.

RED-Inc. \$1,282,870 Investment

40 New Jobs | 11 Jobs Retained

RED-Inc is a Maryland-based provider of top level research, engineering, and development, primarily for military and defense applications. The company established a small, temporary office in the Buffalo area in 2016 and their growth and positive experience with their small team led them to consider an expansion. There was heavy competition to expand in Maryland. The business case made with InBN, including workforce and Excelsior incentives tax-refunds, and InBN's facilitation of the site search process helped to secure the project in the Larkin Center of Commerce.



Advanced Manufacturing

Aakron Rule \$3,340,000 Investment

46 New Jobs | 25 Jobs Retained

Aakron Rule is a second-generation wooden ruler and promotional product manufacturer in Akron, NY. In considering expansion, their other location in Tennessee with extra space was an attractive offer. However, with InBN's incentive coordination, they were able to save all Buffalo Niagara jobs and create new jobs by expanding their Akron location.

CI Filing Systems LLC \$4,766,000 Investment

80 New Jobs | 22 Jobs Retained

CI Filing Systems LLC manufactures custom index tabs. Their products are used by medical, legal and governmental entities for their durability and customization. Following a buyout by Permiclip, the company leased a space in Tonawanda for manufacturing and warehouse space. Through InBN assistance and coordination, the project received local job incentives and utilized Buffalo Niagara's low-cost hydropower.

Hamilton Plastics \$63,400 Investment

5 New Jobs

Hamilton Plastics is a Canadian-based company that manufactures equipment for the plastic injection molding industry. The company saw an opportunity for continued U.S. growth via a Western New York location due to a high percentage of U.S. sales and frequent sourcing of raw materials from this market. InBN's cross border due diligence and site selection assistance helped them establish a facility in Niagara Falls.

Longda Forge Co. \$1,310,000 Investment

6 New Jobs

This Canadian company imports patio furniture from China and was looking to set up a warehouse distribution location in Buffalo Niagara. By doing so they hope to improve their customer service and deliveries in the U.S., where 85% of their sales are made. Future plans include adding assembly and manufacturing in this new facility. InBN assisted the company with cross border due diligence meetings, local banking options, and introduction to local workforce and recruiting resources.

Lynch Fluid Controls \$1,540,000 Investment

10 New Jobs

Lynch Fluid Controls is a Canadian based company that manufactures manifolds, valves, and control boxes. They have 90 employees in Canada. Though they had a U.S. address in Michigan, they wanted to set up a warehouse and manufacturing facility. Over 35% of their sales were in the U.S. and they were bringing over 50% of their raw materials from the US. InBN helped with cross border due diligence, workforce, and site selection. The company has leased 5,388 sq. ft. to first establish a warehouse facility with manufacturing capabilities for phase two.

MLP Plumbing and Mechanical \$925,000 Investment

4 New Jobs | 3 Jobs Retained

MLP Plumbing and Mechanical is a local commercial plumbing company and mechanical contractor that offers services including design/build and construction management. The company expanded operations by acquiring an existing fabrication shop in Lancaster, NY. InBN assisted in local incentives coordination.

New Flyer of America, Inc. \$1,800,000 Investment

32 New Jobs

New Flyer is the largest manufacturer of transit buses in North America, with 3,800 employees and 13 facilities across the U.S. and Canada. New Flyer was contracted by the Metropolitan Transportation Authority in New York City to refresh the system's bus fleet and, instead of contracting the work, New Flyer opened a manufacturing facility in Jamestown, NY to build transmission and axle assemblies. InBN assisted in data and site options for New Flyer.

Power Drives \$10,750,000 Investment

47 New Jobs | 146 Jobs Retained

Power Drives is a local manufacturer and distributor of pneumatic and hydraulic components, assemblies and systems. Nearing capacity under the company's current square footage at locations in Buffalo, NY; Chautauqua, NY; and northwestern PA; Power Drives relocated its fractured manufacturing into one facility in the Larkin District in Buffalo, NY.



Advanced Manufacturing

Transit Design Group \$170,000 Investment

12 New Jobs

TDG Design is a Canadian-based company that manufactures LED lighting for rail and transit industry. The company desired a made in U.S. label and was looking to grow sales with the larger market opportunities. Nearly 70% of their raw materials came from the U.S. already. Their new location in Tonawanda will assemble, quality control, and package products. InBN assisted in cross border due diligence, site selection, and workforce.

Viatran \$1,545,00 Investment

72 New Jobs | 55 Jobs Retained

Viatran is a subsidiary of a publicly-traded, out-of-state parent company, operating as a separate division in the Buffalo Niagara region. They manufacture pressure sensors and transmitters. The company's lease was coming due and at the same time the division was poised for a significant expansion, making their current space far too small. The local leadership team was tasked with conducting a global search for the most appropriate venue to expand operations. InBN's business case and incentive coordination retained the existing jobs, and also captured the expansion for the region.



Agribusiness

Oliver Hazard Brewing Company \$523,568 Investment

7 New Jobs

InBN's contact, through the City of Buffalo, was interested in coming to Buffalo and opening his own company and brew operation. With InBN's help and connections with incorporation, permits, licenses, utilities, and more, he moved forward with a lease agreement and business set-up. Oliver Hazard Brewing Company is in the works in the Barrel Factory at the Old First Ward and has ordered brewing equipment to be installed.

Sierra Biological Inc. \$338,000 Investment

8 New Jobs

Sierra Biological is an early-stage agribusiness company that manufactures microscopic nematodes and other biological organisms used by the commercial greenhouse industry and agricultural applications. Although founded in Northern California in the Sierra Mountains, the company's primary upstream and downstream supply chains are located on the East Coast of the U.S. and in Southern Ontario, Canada, prompting relocation to Buffalo Niagara, in Orleans County specifically.



Life Sciences

Seroclinix \$250,000 Investment

5 New Jobs

Seroclinix is a Canadian-based company that provides diagnostic lab services for specialized animals. With a small facility in Southern Ontario, Seroclinix opened a U.S. flagship site in Buffalo Niagara. The American benefits were a draw to cross the border into their Amherst location.



Logistics & Distribution

Herman's Building Centers \$792,301 Investment

32 New Jobs

Herman's Building Centers is a Canadian-based company that sells and distributes roofing supplies. Aiming to increase U.S. sales, the company purchased a 38,000 square foot building in West Seneca, NY. InBN assisted with cross-border due diligence, workforce, incentives, and site selection.

Regatta Sport \$18,500 Investment

3 New Jobs

Regatta Sport is a Canadian-based company that manufactures and sells regatta gear and equipment. Nearly 50% of their sales were in the U.S. A previous InBN win, Regatta Sport needed a new home and came back for help in relocating. They also wanted to add American workforce. Following InBN's help with a site search, they have signed a lease agreement for 1,311 sq. ft. warehouse in Tonawanda.

“Buffalo Niagara is a great place to start small companies. It's great for local morale.”

- Kevin, Cornacchio, President, Viatran

