



Come Grow Your Business Here



INVEST **BUFFALO
NIAGARA**

BUFFALONIAGARA.ORG



a great place to do business

Allegany

County, New York

Skilled Workforce

Three higher education institutes - producing over 1,600 graduates annually. Home of the NYS College of Ceramics, Glass and Material Science.

Market Access

Within a days drive to 51% of the U.S. and Canadian population - that's 130 million customers.

Available Real Estate

Industrial park with over 100 acres ready for development or incubator space located one mile from Alfred University.

Lifestyle

Join businesses like Empire Cheese and Dresser-Rand who find affordable living and a full menu of seasonal activities.

Craig R. Clark, PE, PhD
607.968.0214
clarkcr@alleganyco.com

ALLEGANYCO.COM

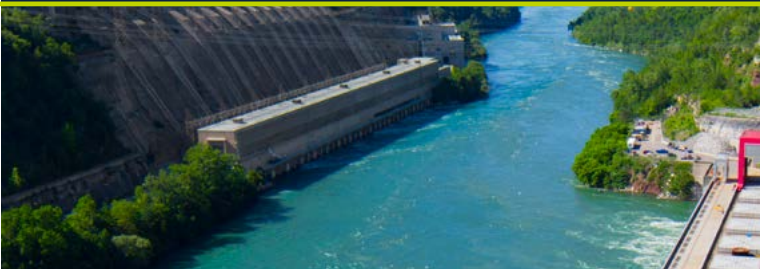
8 COUNTIES, 1 SPECTACULAR REGION

BUFFALO NIAGARA



PROGRESSIVE GREEN CODE

**Walkable community
& redeveloped waterfronts**



CLEAN & RELIABLE HYDROPOWER

**Unparalleled power with
access to Niagara Falls**

MARKETPLACE OF FUTURE

**Game changing
technology**



BILLIONS INVESTED

**Development projects
transforming our region**

REINVEST • ENGAGE • INNOVATE



Jamestown, New York, is home to dozens of world-class attractions, museums, and public events making us a unique, all-in-one destination conveniently located between Buffalo, Pittsburgh, and Erie.

Here is a quick look at some major development projects and business incentives available in the Pearl City:



Reg Lenna Center for the Arts Capital Expansion Project

\$4.65 million renovation and expansion of the Reg Lenna Center for the Arts will anchor Jamestown's arts and cultural district. The project involves renovations and mechanical system upgrades to eight buildings including the historic Reg Lenna theater.



Jamestown Brewing Co. Downtown Microbrewery and Restaurant

This \$5.25 million project will rehabilitate a former department store in the heart of downtown across the street from the future National Comedy Center. Jamestown Brewing Co. will include a microbrewery, full-service restaurant, 250 seat banquet facility, and a rooftop patio.



Hamister Group, LLC Hilton DoubleTree Hotel Project

Originally built as a Holiday Inn, the Hamister Group is planning an \$11 million renovation and upgrade of the now vacant building in downtown Jamestown. The future Hilton DoubleTree hotel will provide much needed accommodations for year-round visitors.



National Comedy Center and Comedy Park

This project includes a \$21 million investment in state-of-the-art electronics and hologram technologies that will change the way people interact with comedy. Unlike a static museum or hall of fame, NCC is an interactive tribute to comedy in Lucille Ball's hometown!

Business incentives available in Jamestown, New York:

Historic Tax Credits: Much of downtown Jamestown lies in an approved historic district that offers the opportunity for building renovation investors to achieve a **20% Federal Tax Credit** and a **20% New York State Tax Credit** for Qualified Revitalization Expenses. The district includes over 100 key buildings in the central business district.

New Market Tax Credits (NMTC): Authorized by the Community Tax Relief Act of 2000, NMTC allows access to federal tax credits for investments made in urban areas. Downtown Jamestown is located in a census tract that qualifies for access to **New Market Tax Credits**. The credits are used to stimulate economic growth and the creation of jobs to qualified projects. Investors can achieve a **39% federal tax credit** of the total Qualified Equity Investment in a project.

Property Tax Exemptions: Two real property tax exemptions (**Adaptive Re-Use and Tourism Destination**) are offered through the Chautauqua County Industrial Development Agency. Details are available at: ccida.com/policies/uniform-tax-exemption-policy-and-guidelines

JURA ADA and Façade Incentives: Jamestown Urban Renewal Agency offers **matching funds up to \$30,000 per building for improvements** that will comply with the Americans with Disabilities Act and **up to \$15,000 per storefront for façade improvements**. Funding is made available annually through Community Development Block Grant funds.

JRC Lease and Business Incentives: Jamestown Renaissance Corporation offers **matching funds up to \$20,000 for build-out and equipment costs and up to \$5,000 in lease incentives** to qualified businesses to locate in the central business district. Funding is made available on an annual basis through the generosity of The Gebbie Foundation.



MOST AFFORDABLE
MAJOR U.S. HOUSING MARKET

—National Association of Home Builders, November 2015



RANKED #6
BEST QUALITY OF LIFE

- The Huffington Post, August 2014



RANKED #1
FRIENDLIEST AMERICAN CITY

- Travel & Leisure, October 2017



BUFFALO RANKED 10TH HAPPIEST CITY TO WORK IN

- Forbes, January 2016



DIG INNOVATION CENTER



RANKED #1
FAVORITE CITY

- Travel & Leisure, May 2016



3RD MOST AFFORDABLE CITY

- Forbes, March 2014



LUMBER CITY

DEVELOPMENT CORPORATION

Your Partner in Success



Business Growth

Small business growth in **North Tonawanda** is on the upswing and LCDC is focused on cultivating that continued success. We provide many different opportunities for small businesses looking to locate in a city neighborhood and to those which already make North Tonawanda their business home.

For those looking to open a business, we offer assistance with every aspect of selecting the appropriate building or site for your enterprise. We understand how searching for the perfect location can be a daunting task. To simplify your search, LCDC is happy to provide a **Bring Your Business to North Tonawanda** property listing, a comprehensive inventory of small properties and business opportunities that are currently available.

There are numerous financial incentives available to assist growing businesses these days. We also offer **Comprehensive Technical Assistance and Services** for small and mid-size companies as well as **Low-Interest Financing** options. Let us help you find the right fit and balance of incentives that will meet your business goals.

www.lumbercitydc.com

716.695.8580

Want to know how living in Buffalo Niagara compares to other cities, in terms of how far your paycheck will go? An individual would need to make “x” (the salary listed in the right column) in the corresponding metro region to have the same standard of living making **\$60,000 in Buffalo Niagara**.

METRO AREA	SALARY
New York-N. New Jersey-Long Island, NY-NJ-PA	\$143,974
San Francisco-Oakland-Fremont, CA	\$111,924
Boston-Cambridge-Quincy, MA-NH	\$93,438
Seattle-Tacoma-Bellevue, WA	\$91,545
San Diego-Carlsbad-San Marcos, CA	\$91,104
Los Angeles-Long Beach-Santa Ana, CA	\$89,779
Portland-Vancouver-Beaverton, OR-WA	\$81,072
Hartford-West Hartford-East Hartford, CT	\$77,097
Providence-New Bedford-Fall River, RI-MA	\$77,034
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$74,826
Chicago-Naperville-Joliet, IL-IN-WI	\$74,763
Baltimore-Towson, MD	\$72,933
Denver-Aurora, CO	\$69,653
Minneapolis-St. Paul-Bloomington, MN-WI	\$66,624
Dallas-Fort Worth-Arlington, TX	\$63,343
Cleveland-Elyria-Mentor, OH	\$62,271
Atlanta-Sandy Springs-Marietta, GA	\$62,271
Phoenix-Mesa-Scottsdale, AZ	\$61,198
Austin-Round Rock, TX	\$61,009
Jacksonville, FL	\$60,441
Buffalo Niagara, NY	\$60,000
Albuquerque, NM	\$59,873
Charlotte, NC	\$59,810
Richmond, VA	\$59,495
Pittsburgh, PA	\$59,306
Kansas City, MO-KS	\$58,738

Source: Council for Community & Economic Research; Cost of Living Index (2016)



**MEDIAN
HOME PRICE
BUFFALO-NIAGARA
FALLS, NY
\$132,500**

Source: National Association of Realtors
- Median Home Price - Q1 2016

**HOUSING
OPPORTUNITY INDEX
BUFFALO-NIAGARA
FALLS, NY
90.7%
OF HOMES
AFFORDABLE TO
FAMILIES MAKING
MEDIAN INCOME**

Source: National Association of Home Builders
- Housing Opportunity Index - Q1 2017

Take **Another Look** at Buffalo and Erie County



© Christopher Behrend Photography

Call us to find out how the ECIDA can help your business leverage your investment and take advantage of the exciting economic expansion in Erie County.

The Erie County Industrial Development Agency offers:

- Tax Incentives
- Business Loans
- Bond Financing for Nonprofits
- Foreign Trade Zone Designation

How can the ECIDA help you?



95 Perry Street, Suite 403, Buffalo, NY 14203

716.856.6525 • www.ecidany.com






Erie County, NY has so much to offer businesses—a great quality of life, rich cultural heritage, a ready workforce, and comprehensive incentive programs to help your business grow in our thriving economy.

Call the ECIDA at **716.856.6525** to speak with an experienced Business Development Officer.

TRANSPORTATION & MARKET ACCESS

SEVEN INTERNATIONAL PORTS OF ENTRY

Facilitating \$76 billion in annual trade between Canada and the U.S.

-  Auto/Truck (4)
-  Rail (2)
-  Water (1)
-  International Airports
-  Intermodal Yards



HIGHWAY

The region's 3,675-mile network of major interstates, state routes and local arterial roads is a critical factor in enabling effective connections for the region's economy. Approximately 75% of the region's freight travels by truck. Due to the heavy reliance on truck transportation, the highway system is paramount in the efficient movement of freight.



RAIL

The region is served by four Class I railroads (CSX Transportation, Norfolk Southern, Canadian Pacific Railway, and Canadian National Railway), one Class II (or Regional) railroad, and three Class III (or Short Line) railroads. Considered one of the largest railheads in the U.S., the area features over 1,000 miles of track.



PORT

The Port of Buffalo, the first major U.S. Port of Call encountered when entering the Great Lakes, consists of 28 terminals, including the three terminals of the Gateway Trade Center–Metroport, a third-party-operated terminal. There are two hundred acres located on or near deep water and one set aside for bulk cargo storage. The Port features a 230-ton American crawler crane and a heavy-duty front-end loader.

ROADWAY CONGESTION AND DELAY COMPARISON

METRO AREA	ANNUAL HOURS OF DELAY	% LANE MILES CONGESTED
Buffalo-Niagara Falls, NY	40	21%
Charlotte-Gastonia-Concord, NC-SC	43	24%
Detroit-Warren-Livonia, MI	52	24%
Minneapolis-St. Paul-Bloomington, MN-WI	47	28%
Austin-Round Rock, TX	52	28%
Phoenix-Mesa-Scottsdale, AZ	51	31%
Portland-Vancouver-Beaverton, OR-WA	52	33%

2014 Source: Texas Transportation Institute

AVERAGE COMMUTE TIME:

21.6 MINUTES



4.4 minutes faster than the national average

Source: U.S. Census Bureau, 2015

NIAGARA MEANS BUSINESS



38% of U.S. &
59% of Canadian
population within
500 miles



3 bridges to Canada
- our \$32 Billion
trading partner



1.5 M population/
highly educated &
skilled workforce



500 acres of
certified Shovel
Ready land
available



Some of the
cheapest and
greenest power
in North America



15 year flexible tax
abatement & low
interest financing



0% tax rate
for qualified
manufacturers
in New York



Active Foreign
Trade Zone



Low Cost of Living
High Quality of Life

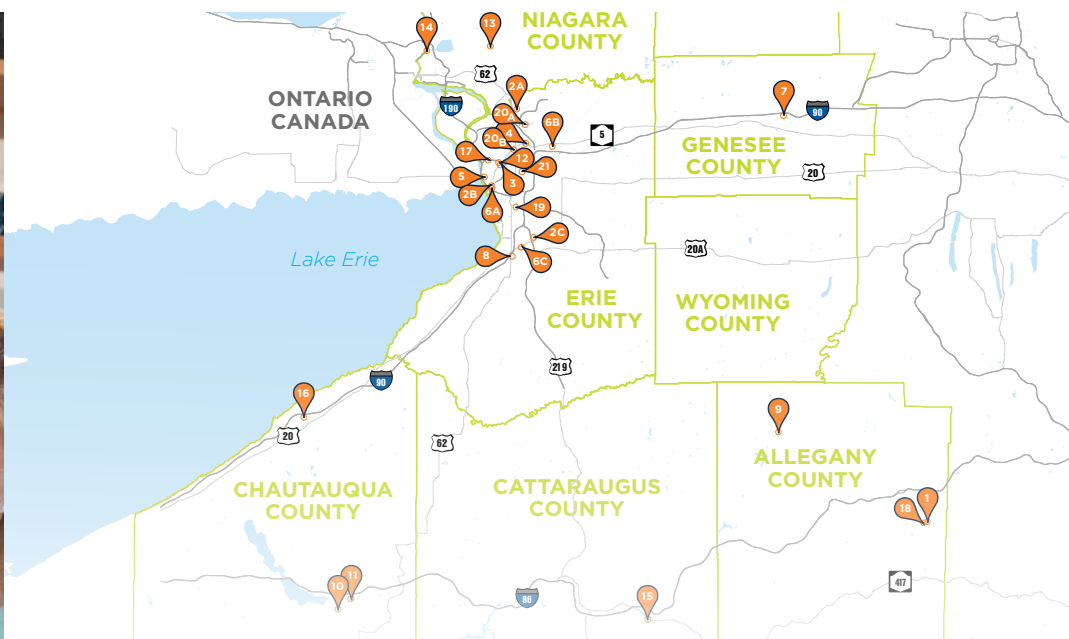




©SUNY AT FREDONIA

**MORE THAN 39%
OF THE REGION'S
WORKFORCE HAS
A COLLEGE DEGREE.**

**106,000+
STUDENTS
ARE ENROLLED
IN 2- AND 4-YEAR
COLLEGES, PRODUCING
27,000+
GRADUATES
ANNUALLY.**



COLLEGES AND UNIVERSITIES

KEY	SCHOOL		TYPE	
1	Alfred University	2,286	4-year	Private
2A	Bryant & Stratton Amherst	317	2-year	Private
2B	Bryant & Stratton Buffalo	600	2-year	Private
2C	Bryant & Stratton Southtowns	786	2-year	Private
3	Canisius College	3,900	4-year	Private
4	Daemen College	2,767	4-year	Private
5	D'Youville College	2,909	4-year	Private
6 A-C	Erie Community College	12,022	2-year	SUNY
7	Genesee Community College	6,507	2-year	SUNY
8	Hilbert College	946	4-year	Private
9	Houghton College	1,084	4-year	Private
10	Jamestown Business College	296	2-year	Private
11	Jamestown Community College	4,826	2-year	SUNY
12	Medaille College	2,112	4-year	Private
13	Niagara County Community College	6,116	2-year	SUNY
14	Niagara University	4,128	4-year	Private
15	Saint Bonaventure University	1,992	4-year	Private
16	SUNY at Fredonia	4,842	4-year	SUNY
17	SUNY College at Buffalo	10,330	4-year	SUNY
18	SUNY College of Technology at Alfred	3,699	4-year	SUNY
19	Trocaire College	1,369	2-year	Private
20 A-B	SUNY at Buffalo	29,796	4-year	SUNY
21	Villa Maria College Buffalo	543	4-year	Private

* There are three WNY locations; two offer only associates or less, last offers bachelors as well.

** WNY has other professional/trade schools not included in this total.

Data Source: National Center for Education Statistics, IPEDS 2015-2016, Spring Collection; September 2016



Buffalo Urban Development Corporation
Honorable Byron W. Brown, Chairman

Buffalo Lakeside Commerce Park

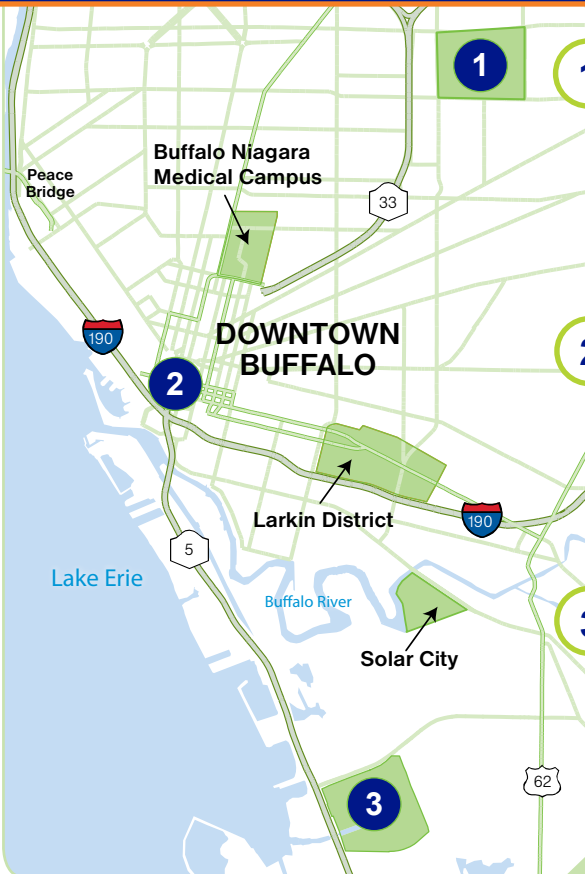
A New York State - Certified Shovel Ready Site



available parcels



URBAN REAL ESTATE OPPORTUNITIES IN BUFFALO, NY



1

1

Northland Corridor

Future home of the Western New York Workforce Training Center, in a vibrant East Side Business Park.



2

Buffalo Building Reuse Project

Strategic initiatives that provide development tools and financing opportunities for downtown projects.

3

Buffalo Lakeside Commerce Park

All developers welcome for shovel ready parcels on reclaimed waterfront land. Competitive broker commission available. Sites from 2 to 27 acres.

Contact **Buffalo Urban Development Corporation (BUDC)** to learn about sites, programs, funding, and infrastructure support: **716.856.6525** • **www.BuffaloUrbanDevelopment.com**



Many diverse industries are thriving in Buffalo Niagara, thanks to a network of existing companies, educational infrastructure, talented and dedicated workforce and competitive cost of doing business:



Advanced Manufacturing

- No state corporate income tax for manufacturing companies
- Third-largest employment sector in the Buffalo Niagara economy, representing 50,000 employees
- Buffalo Manufacturing Works, a state-of-the-art facility providing applied R&D services in the areas of flexible automation controls, advanced materials and testing, additive manufacturing, and machining and finishing



Agribusiness

- Access to abundant, clean, fresh water
- Third-largest dairy producing state in the U.S., and home to the largest dairy-producing county in New York State
- New state legislation making it easier for craft breweries and distilleries to conduct business
- Available real estate with access to large water aquifers, municipal sewers and waste water treatment facilities
- University support and food processing programs



Advanced Business Services

- 38% of the population holds an associate degree or higher
- With numerous four-year colleges, recruiters have easy access to a yearly output of 28,000+ job seekers
- Buffalo Niagara boasts turnover rates that are half the national average
- Cost of living in Buffalo Niagara is 5.4% lower than the national average



Life Science

- 120-plus-acre medical campus and collaborative research park focused on bioinformatics, life sciences, clinical care, and innovation
- Creation of 500 new IT jobs through IBM to develop next-generation software in the areas of molecular research, genomics, energy efficiency development and defense
- More than 60 medical device companies are located here, among them manufacturers of anesthesia equipment, high-tech fabrics, thrombic-free pumps, imaging tools, ophthalmic, filtration media and infusion pumps



Logistics/Distribution

- Within 10-hour drive of 59% of the Canadian population and 40% of the U.S. population
- Seven international ports of entry, facilitating 15% of all trade between Canada and the U.S.
- Home to two of the largest Foreign Trade Zones in North America



WYOMING COUNTY, NY

Rural values. Global vision. Endless possibilities.



AGRIBUSINESS | Our proximity to several universities specializing in agriculture and engineering has made Wyoming County a front-runner in the development of precision agriculture, helping farmers optimize production through sustainable, and affordable methods.

- #1 in New York State for dairy (NYS is 3rd in the country)
- #2 in New York State for maple production



MANUFACTURING | With a highly skilled workforce and lower operational costs, Wyoming County is a regional leader in green technologies and metals-based manufacturing, and is home to significant operations for global corporations that include API Heat Transfer®, Koike Aronson®, Prestolite Electric® and Markin Tubing®.



RECREATION AND TOURISM | With breathtaking trails and parks – including Letchworth State Park, known as “the Grand Canyon of the East” – Wyoming County’s natural beauty and varied terrain make it a year-round destination for more than 2.5 million visitors and outdoor enthusiasts.

Go to WyomingCountyNY.org to view videos and download industry brochures



INCUBATORS, ACCELERATORS, & CO-WORKING SPACES

Buffalo Niagara's diverse array of innovation spaces serve as major assets to companies across industries, from medical devices and biotech, to software development and next-generation manufacturing.

- Buffalo Niagara Medical Campus Innovation Center
- Batavia Industrial Center
- Cowork Buffalo
- DIG Buffalo
- Fredonia Technology Incubator
- Harrison Place
- IncubatorWorks
- Innovation Zone at the MedTech Commercialization Centre
- The Foundry Incubator
- UB Biosciences Incubator at Buffalo Clinical & Translational Research Center
- UB Blackstone LaunchPad
- UB Technology Incubator at Baird Research Park
- Western New York Incubator Network
- Z80 Labs

DEVELOPMENT RESOURCES

Buffalo Niagara's entrepreneurial ecosystem is rich with support services and resources for early-stage companies, many of which are free of charge. Find the mix of services that fit your needs here:

- Buffalo Clinical & Translational Research Center (CTRC)
- Center for Entrepreneurial Leadership (CEL)
- Ceramics Corridor Business Innovation Center
- Global Biotechnology & Cancer Therapeutics (GBCT)
- Infotech WNY
- Insyte Consulting
- Jacobs Institute
- LaunchNY
- New York State Center for Engineering Design and Industrial Innovation (NYSCEDII)
- New York State Center of Excellence in Bioinformatics & Life Sciences
- New York State Center of Excellence in Materials Informatics
- Pre-Seed Workshop
- UB Center for Industrial Effectiveness (TCIE)
- UB Office of Science, Technology Transfer and Economic Outreach (STOR)
- Western New York Incubator Network (WIN)



RANKED 2ND MOST BOOMING STARTUP ECOSYSTEM

- Entrepreneur.com, July 2017

COMPETITIONS & EVENTS

- 43North, Global Business Plan Competition
- Bright Buffalo Niagara
- Henry A. Panasci Jr. Technology Entrepreneurship Competition
- Startup Grind Buffalo
- Startup Weekend
- The Pitch Business Plan Competition

SMALL BUSINESS DEVELOPMENT CENTERS

- Buffalo Urban League
- Buffalo State College Small Business Development Center
- Entrepreneurial Assistance Program
- Jamestown Small Business Development Center
- Niagara Small Business Development Center
- SCORE Buffalo Niagara
- WISE Women's Business Center

CHAUTAUQUA COUNTY

On the Move

WITH SHOVEL READY SITES



County of Chautauqua Industrial Development Agency

www.ccida.com 716.661.8900

Kevin Sanvidge
Administrative Director/CEO

Rich Dixon
CFO

Michelle Turner
VP Marketing



Hanover Interstate Site

Routes 5 & 20, Silver Creek, NY 14136

Acreage: 11.6 Acre Greenfield

Utility Infrastructure:

Electric Provider: NYSEG

Water/Sewer Provider: Town of Hanover

Natural Gas Provider: National Fuel

Transportation Infrastructure:

Highway(s): I-90 < ¼ mile;

Fronting US Route 20 and NYS Route 5

Airport(s): Buffalo-Niagara International - 35 miles

Owner: Private

Hanover Commercial Site

Routes 5 & 20, Silver Creek, NY 14136

Acreage: 80 Acre Greenfield

Utility Infrastructure:

Electric Provider: NYSEG

Water/Sewer Provider: Town of Hanover

Natural Gas Provider: National Fuel

Transportation Infrastructure:

Highway(s): I-90 1 mile;

Fronting US Route 20 and NYS Route 5

Airport(s): Buffalo-Niagara International - 35 miles

Owner: Private

Ripley Interstate Site

US Route 20 at Shortman Road, Ripley, NY

Acreage: 140 Acre Greenfield

Utility Infrastructure:

Electric Provider: National Grid

Water/Sewer Provider: Town of Ripley

Natural Gas Provider: National Fuel Gas

Transportation Infrastructure:

Highway(s): I-90 < 1/4 mile;

On US Route 20; NYS Route 5 < 1 mile

Airport(s): Erie International - 25 miles;

Buffalo-Niagara International- 70 miles

Owner: Private - CCIDA has options on land

Chadwick Bay Industrial Park - 3 Sites

Chadwick Drive, Dunkirk, NY

Acreage: 11 Acre Site; 8 Acre Site and 6.4 Acre Site

Utility Infrastructure:

Electric Provider: National Grid

Water/Sewer Provider: City of Dunkirk

Natural Gas Provider: National Fuel Gas

Transportation Infrastructure:

Highway(s): I-90 < 5 miles;

US Route 20 < 3 miles;

NYS Route 5 < 1 mile

Airport(s): Buffalo-Niagara International - 35 miles; Erie International- 50 miles

Owner: CCIDA owned land

Mason Industrial Park - 3 Sites

Parkway Drive, Falconer, NY

Acreage: 60 Acre Site; 6 Acre Site and 3.3 Acre Site

Utility Infrastructure:

Electric Provider: Jamestown Board of Public Utilities (MUNY)

Water/Sewer Provider: City of Jamestown

Natural Gas Provider: National Fuel Gas

Transportation Infrastructure:

Highway(s): I-86 < 5 miles;

US Route 62 < 5 miles;

NYS Route 394 < 2 miles

Airport(s): Buffalo-Niagara International - 70 miles; Erie International- 45 miles;

Chautauqua County at Jamestown - 8 miles

Owner: CCIDA owned land



BAK USA

Ulla and JP Bak

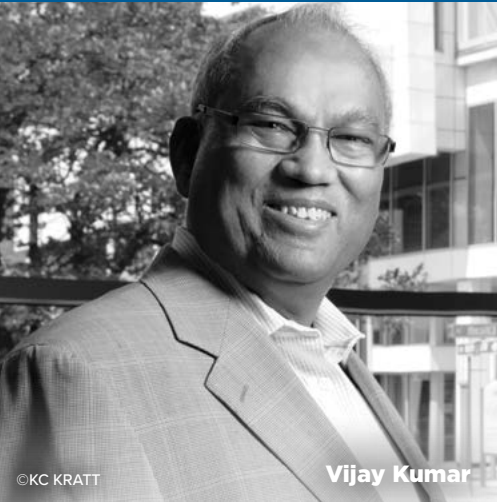
“ Buffalo Niagara has made out of towners like us feel at home. It is indeed the city of good neighbors.

“ There is more help here in Buffalo Niagara. There is more of a collaborative, small business community. ”



PRESSURE DROP BREWING

Karl Kolbe



AESKUNY INC.

Vijay Kumar

“ WNY is a fantastic place to live and work. You can find hard working, sincere and dedicated employees here. I am blessed to be able to learn, work, and enjoy life in Buffalo Niagara. ”

“ Instead of growing in a garage in California, we get to grow in a mansion in Buffalo. ”



Ward Thomas

SENTIENT SCIENCE

Go ahead – **up**grade

As an active ally in promoting a strong and healthy economy in Upstate New York, there's no one more committed to helping you than New York State Electric & Gas Corporation (NYSEG).

As your energy partner, we're dedicated to helping you grow your business with some of the most enterprising energy-related incentives in the country.

Whether you're ready to move into Upstate New York or are already here and want to expand, make sure you contact NYSEG's economic development team at NYSEconomic_Development@nyseg.com or visit us at lookupstateny.com.

Look  Upstate NY





MILLENNIALS ARE MOVING TO BUFFALO & LIVING LIKE KINGS

—Gothamist, Jan. 28, 2015

“FOR ANYONE WHO HASN’T BEEN TO BUFFALO IN A FEW YEARS, IT HITS YOU LIKE A SLEDGE HAMMER.”

—ESPN.com, Jan. 21, 2015



“BUFFALO IMPRESSES WITH EVERYTHING FROM ITS AFFORDABILITY TO ITS SURPRISING, HIGH-END DINING.”

—Travel & Leisure, 2016



EXPECT THIS FORMER FACTORY TOWN TO CONTINUE BOOMING.

—Entrepreneur.com, 2017



© JOE CASCIO



There's never been a better time to invest, work, and live in Buffalo Niagara.

Businesses find great success in Buffalo Niagara. We have unique assets, including our strategic geographic location on the Canadian border and extensive incentive packages, that make the region as competitive as any.

INVEST
BUFFALO NIAGARA

Come grow your
business with us.

257 WEST GENESEE STREET, SUITE 600, BUFFALO, NEW YORK 14202

1.800.916.9073

BUFFALONIAGARA.ORG

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