

INVEST
BUFFALO NIAGARA

Come grow your
business with us.

Perfectly Positioned for Success



Buffalo Niagara



The Buffalo Niagara region is located on the western edge of New York State, bordering Canada and Pennsylvania, along the shores of Lake Erie and Lake Ontario. The area is comprised of eight counties: Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans and Wyoming.

Buffalo Niagara benefits from its prime location in the center of an internationally significant regional community and marketplace. The region's strategic location on the Canadian-American border is within 500 miles (800 km) of 40% of the continental North American population. Our binational gateway for commerce facilitates \$82.5 billion in annual trade between the two countries.



Key area stats

- 1.5 million people
- Vibrant cluster of 22 colleges and universities with enrollment of more than 112,000 students
- Diversified economy where no industry accounts for more than 18 percent of employment
- Linked to Canada through seven different ports of entry (4 road, 2 rail, 1 water)
- 20.6-minute average commute time, 5.2 minutes faster than the national average

Regional advantages

- Central proximity to major eastern and mid-western U.S. cities as well as a shared border with our country's leading trading partner, Canada
- Low-cost and reliable energy available to power high-tech manufacturing and computing operations
- Home to Niagara Falls and the Niagara River, connecting the Great Lakes—the largest surface fresh-water system on the globe
- One of the most highly developed rail systems in the world



A new Buffalo Niagara is rapidly taking shape:

The region is enjoying success today and is positioned for long-term growth tomorrow in advanced manufacturing, life sciences and biotechnologies, finance, education, advanced agriculture—all within one of the most affordable and enjoyable regions of the country.

Notable new initiatives transforming Buffalo Niagara:

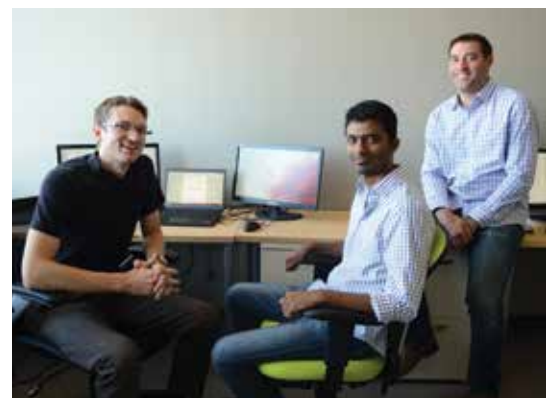
- **SolarCity GigaFactory** (already under construction), located at the Buffalo High-Tech Manufacturing Innovation Hub at RiverBend employing 1,500
 - **Buffalo Manufacturing Works**, a new state-of-the-art facility providing applied R&D services in the areas of flexible automation and controls, advanced materials and testing, additive manufacturing, and machining and finishing
 - IBM recently announced the creation of **500 new Buffalo-based IT jobs** to develop next-generation software in the areas of molecular research, genomics, energy efficiency development and defense
 - **120-plus-acre medical campus** and collaborative research park in downtown Buffalo, focused on bioinformatics, life sciences, clinical care and innovation; expanding and adding nearly 5,000 jobs by 2017
 - 38 Buffalo Niagara-based companies announced in 2015 as recipients of **START-UP NY tax incentives** by partnering and commercializing with local colleges and universities
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New incubators, accelerators and startup resources are fueling new ways for the next generation to perceive opportunities in the Buffalo Niagara region:

- “Buffalo is channeling its legacy of hard work—dating back to its heyday as a turn-of-the-twentieth-century giant—into a new push for entrepreneurial progress. ... This concept of exacting change through entrepreneurship is what’s driving Buffalo forward. It’s a bold venture for a city to bet on bright ideas and put them into action. But it’s a critical step, with potentially high reward, in restoring the brightness to America’s City of Light.” —*The Huffington Post*, June 2015
- “A South Beach-inspired gathering place. Bike lanes and kayak tours. Free outdoor yoga classes. AI fresco dancing and dining. It’s all in Buffalo.” —*The Washington Post*, July 2014

“Henry Ford had River Rouge; Musk and SolarCity have a Buffalo solar panel manufacturing plant named RiverBend.”

—YAHOO! Finance, June 2015



Dynamic Industries

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 new 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

“We have been overwhelmed by the positive reception we’ve received in the wake of the announcement from the Governor and our partners at the University to local elected officials. We’ve been greeted with support, kindness and the belief that Bak USA will be much more than a company that manufactures tablet PCs.”

–Ulla Bak, president, Bak USA

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

“Redland Foods is excited to begin a new chapter in an almost 50-year history of bringing snacking, baking and confectionary food products to consumers with our new facility in Cheektowaga, New York. Invest Buffalo Niagara played an important role in supporting our decision-making process and connecting us to suppliers, services and customers in the Western New York area.”

–Brian Paul, president and CEO, Redland Foods Corp.

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-plus eager 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

“We are thrilled to be expanding into Western New York because of the availability of strong qualified talent and unrivaled work ethic.”

–Dave Masi, executive vice-president, One Touch Direct

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

“I am very thankful for the assistance and support provided by Invest Buffalo Niagara and state and local agencies. Their involvement was instrumental in the German parent company’s decision to select Buffalo. Western New York is a fantastic place to live and work. You can find hardworking, sincere and dedicated employees here. I am blessed to have Buffalo as a place to learn, work and play.”

–Vijay Kumar, vice-president, Aesku Diagnostics

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

“We found that Buffalo Niagara is a growing, vibrant and exciting community with many new food establishments popping up. The area needs a new player in the market, which led us to work with Invest Buffalo Niagara and establish a presence here.”

–Jim Anastasiadis, president and CEO, Magic White Inc.

Proven Results

Since 1999, Invest Buffalo Niagara has assisted more than 340 businesses expand or startup in the region, attracting more than 42,622 jobs and \$4.4 billion in capital investments.



GEICO

Advanced Business Services
\$40M capital investment / 2,500 jobs



1366 TECHNOLOGIES

Advanced Manufacturing
\$700M capital investment / 600 jobs



ALPINA

Agribusiness
\$16M capital investment / 43 jobs



AESKU DIAGNOSTICS

Life Sciences
\$2.8M capital investment / 31 jobs



FEDEX GROUND

Logistics
\$49M capital investment / 121 jobs



ONE TOUCH DIRECT

Advanced Business Services
\$7.7M capital investment / 271 jobs

Regional Assets

There are so many reasons to call Buffalo Niagara home, from business incentives to real estate to quality of life:

WORKFORCE

- Buffalo Niagara's labor supply is comprised of more than 1.25 million employable people (age 16 and up)
- More than 112,000 students are enrolled in two- and four-year colleges, producing more than 28,000 graduates annually
- Only 15% of private-sector jobs are unionized

INCENTIVES

- START-UP NY allows businesses to operate 100% tax free for 10 years—no income tax, business, corporate, state or local taxes, sales taxes, property taxes, or franchise fees on or near academic institutions
- Fully refundable tax credits through Excelsior Jobs Program
- Low-cost hydropower from the Niagara Power Project is available for companies planning to expand or build in Buffalo Niagara
- R&D grants through universities
- Local property tax abatements through industrial development agencies

REAL ESTATE

- Buffalo Niagara has a successful strategy in place that encourages adaptive reuse to increase our downtown core residential base, improve infrastructure and assist developers, retailers and businesses with financial tools and incentives
- Masterpieces of steel and stone built by the greatest architects of the last two centuries are being rediscovered by today's most progressive developers as apartments, inns, technology labs, conference centers and museums—even grain elevators are being converted to performance and exhibition space
- Real estate prices are significantly lower than the national average, include lease rates for Class A&B offices per square foot at \$15.97 (triple net) and industrial real estate per square foot at \$3.91 (triple net)

ENTREPRENEURSHIP

- An active entrepreneurial ecosystem led by innovators, techies, inventors and thought-leaders who care deeply for our city and volunteer their time to lead efforts such as Buffalo Startup Weekend, Startup Grind and Pitch-In events
- Challenging the ways people do business in the city's burgeoning business incubators, accelerators and co-working spaces—Z80Labs, dig, VCAMP and more
- Business competitions like 43North—the world's largest business idea competition with \$5 million in funding and support—and Student Sandbox and Bright Buffalo Niagara, are fueling startup ideas from the next generation of college students

QUALITY OF LIFE

- Over 1 million people gather year-round to enjoy concerts, festivals, boating, skating and more at Canalside. The waterfront site offers museums, vibrant shops and restaurants
- The region's renewed diversity, with people relocating here from Atlanta to Zambia, discovering outstanding new opportunities, such as the promise of a college education to qualified Buffalo Public School graduates through Say Yes Buffalo
- Thousands of acres of parks, including a spectacular system designed by the legendary Frederick Law Olmsted—miles of bike paths, forests, farms, ski slopes, two Great Lakes, the wonder of Niagara Falls, and professional and college-level football, hockey, baseball and lacrosse teams



About Invest Buffalo Niagara

Founded in 1999, Invest Buffalo Niagara represents the eight counties of Western New York. We are the region's nonprofit, privately funded economic development organization focused on job creation. Our mission is to attract new employers to the Buffalo Niagara region through outreach to growing companies around the world.

To support business attraction, expansion and entrepreneurship, Invest Buffalo Niagara collaborates with local businesses, universities, nonprofit organizations and elected officials to deliver a unified response to regional economic development opportunities.

Our team of professional economic development consultants provides services to companies considering the Buffalo Niagara region, particularly for the first time.

Our services

Invest Buffalo Niagara serves as a single point of entry for economic development inquiries and offers a comprehensive suite of client-driven project management services to companies and consultants evaluating the market area:

- Confidential and custom site location assistance
- Labor market analysis and demographics
- Tailored market research
- Detailed, comprehensive site/building information
- Facilitation of state and local incentive programming
- Introductions to professional services providers and partners
- Meetings with community and business leaders
- Assistance with workforce and recruitment training needs



*Millennials Are Moving to
Buffalo & Living Like Kings*

—Gothamist, Jan. 28, 2015

*Elon Musk's Boldest Bet Yet:
Buffalo, N.Y., Solar Hub*

—YAHOO! Finance, June 11, 2015

*Entrepreneurial Spirit Is
Driving Buffalo Forward*

—The Huffington Post, June 11, 2015

*The Wind and Sun Are Bringing
the Shine Back to Buffalo*

—The New York Times, July 20, 2015

*In Buffalo, N.Y., a New Vitality
Is Giving the Once-Gritty
City Wings*

—The Washington Post, July 2014

*"For anyone who hasn't been to
Buffalo in a few years, it hits you
like a sledge hammer."*

—ESPN.com, Jan. 21, 2015



Our Investors

Invest Buffalo Niagara is supported by more than 60 valuable investors and partners—you won't find a better place to get the assistance and encouragement you need. Thanks to their support, we are able to provide our services at no cost. Our investors and partners are dedicated to helping Invest Buffalo Niagara bring companies like yours to the region:

- Alcott HR Group
- Amherst Industrial Development Agency
- Astronics Corporation
- Bank of America
- Barclay Damon, LLP
- Block Club
- BlueCross BlueShield of Western New York (HealthNow New York, Inc.)
- Buffalo Bills
- Buffalo Niagara Partnership
- Buffalo Urban Development Corporation
- Business First
- Cattaraugus County Industrial Development Agency
- Chautauqua County Industrial Development Agency
- City of Buffalo
- City of Niagara Falls
- Delaware North
- Dunn Tire LLC
- Empire State Development Corporation
- Employer Services Corporation
- Eric Mower & Associates
- Erie County Industrial Development Agency
- Ernst & Young, LLP
- First Niagara Financial Group
- Freed Maxick CPAs, P.C.
- Frey Electric Construction Company
- Genesee County Economic Development Center
- Gross, Shuman, Brizdle & Gilfillan, P.C.
- Hamister Group of Companies
- Harter Secrest & Emery LLP
- HSBC Bank USA, NA
- Imagine Staffing Technology
- Independent Health
- KeyBank, NA
- Lippes Mathias Wexler Friedman LLP
- Lumsden & McCormick, LLP
- M&T Bank Corporation
- Merchants Insurance Group
- Moog Inc.
- National Fuel Gas Company
- National Grid
- NOCO Energy Corporation
- NYSEG
- Orleans Economic Development Agency
- Phillips Lytle LLP
- Remedy Intelligent Staffing
- SelectOne Search LLC
- Sonwil Distribution
- Speed Global Services
- Steve Blake-CB Richard Ellis Buffalo
- Superior Group
- TM Montante Development LLC
- Tops Markets, LLC
- Town of Lockport Industrial Development Agency
- Tronconi Segarra & Associates LLP
- Uniland Development Company
- Univera Healthcare
- State University of New York at Buffalo
- Wegmans Food Markets
- WNY NYSCAR
- Wyoming County Business Center

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