



# Artisan Producer of Traditional Italian Inspired Meats Selects WNY for New U.S. Operation



## COMPANY OVERVIEW:



Niagara Food Specialties (NFS), incorporated in 2001, is a food processor, distributor and wholesaler, specializing in the production of prosciutto ham for the foodservice (restaurants & hotels) industry and gourmet retail markets. NFS adds value to naturally raised pork without antibiotics or growth

promotants, producing artisanal charcuterie that is chemical preservative free, including prosciutto, capicola, pancetta, salami, guanciale, and sausage. This family operated business is currently headquartered in Niagara Falls, ON. Demand from markets outside Ontario, including the U.S. lead NFS to investigate an expansion. InBN proved that doing the investment in WNY made sense.

## PROJECT SOLUTION:

In 2012, Invest Buffalo Niagara (InBN) met the company while attending a food processing show in Toronto. NFS had some US sales and orders but needed to set up an US based facility to grow those opportunities.

InBN dove into discussing and detailing the cross border due diligence items needed to expand their business in the US, and assist with completing a full real estate search. We discussed and provided direction on workforce and incentive programs and contacts. We also made introductions to the USDA for approval requirements for the building operations and future inspections. The company has purchased a 51,500 sq. ft. building in Lyndonville, NY and after renovations and equipment installation, they plan to create 30 new jobs over the next three to five years. NFS can't wait to break ground!

### PROJECT TYPE:

Agribusiness Expansion

**JOBS:** 30

**INVESTMENT:** \$2,555,000

### REQUIREMENTS:

- Min 14,000 sq. ft. of food grade space with existing coolers
- Reduce bridge restrictions, costs and delays
- USDA approvals

### INCENTIVES:

- New York State (NYS) Empire State Development Capital Grant
- NYS Office Community Renewal (OCR) Loan/Grant
- Orleans Revolving Loan Fund (ORLF)

“Sharing an international border is a superfluous formality. We have always worked and played equally on both sides. Our neighbors are welcoming and sincere. Everyone I worked with at the state level, EDA and InBN have been most accommodating.”

- Mario Pingue,  
Niagara Foods Specialties CEO