

Buffalo Niagara INSURANCE

Buffalo Niagara is perfectly suited for your expansion or relocation. Available talented labor, affordability, and a proven track-record of success make your decision easy. Come grow your business with us.



8,000

INSURANCE EMPLOYEES
IN BUFFALO NIAGARA

21

COLLEGES AND UNIVERSITIES
PRODUCING NEARLY 25,000 GRADS ANNUALLY

Affordable Labor Costs

Median Hourly Wages

OCCUPATION	BUFFALO NIAGARA	PHILA., PA	CHICAGO, IL	BOSTON, MA
CLAIMS ADJUSTERS, EXAMINERS, AND INVESTIGATORS	\$27.27	\$30.56	\$32.42	\$33.60
INSURANCE CLAIMS AND POLICY PROCESSING CLERKS	\$18.06	\$20.60	\$20.75	\$21.60
INSURANCE SALES AGENTS	\$22.27	\$28.00	\$21.37	\$30.30
CUSTOMER SERVICE REPRESENTATIVES	\$16.12	\$17.29	\$16.89	\$19.28
INSURANCE UNDERWRITERS	\$26.21	\$35.28	\$35.51	\$38.67
FIRST-LINE SUPERVISORS OF OFFICE AND ADMINISTRATIVE SUPPORT	\$25.63	\$28.69	\$26.33	\$28.68
TITLE EXAMINERS, ABSTRACTORS, AND SEARCHERS	\$25.71	\$22.37	\$20.41	\$24.81
COMPUTER SYSTEMS ANALYSTS	\$35.14	\$43.12	\$41.88	\$43.98
GENERAL AND OPERATIONS MANAGERS	\$43.76	\$59.41	\$50.06	\$51.14
SECRETARIES AND ADMINISTRATIVE ASSISTANTS	\$16.37	\$18.04	\$17.17	\$21.18

Source: EMSI - Quarterly Census of Employment and Wages (Q1-2018)

Buffalo Niagara, More for Your Money

COST OF LIVING	
LOCATION	COST OF LIVING INDEX
Buffalo-Niagara Falls, NY	100.2
Philadelphia, PA	117.2
Chicago, IL	123.6
Boston, MA	148.2

Source: C2ER COLI 2017 Annual

\$ = 10 index points

RECENT ANNOUNCEMENTS



GEICO has **grown rapidly** since it first came to the region in 2004. The nation's No. 2 auto insurer, announced in 2017 it already has exceeded the original 2,500 jobs promised and is **moving into a second building**.

INVEST

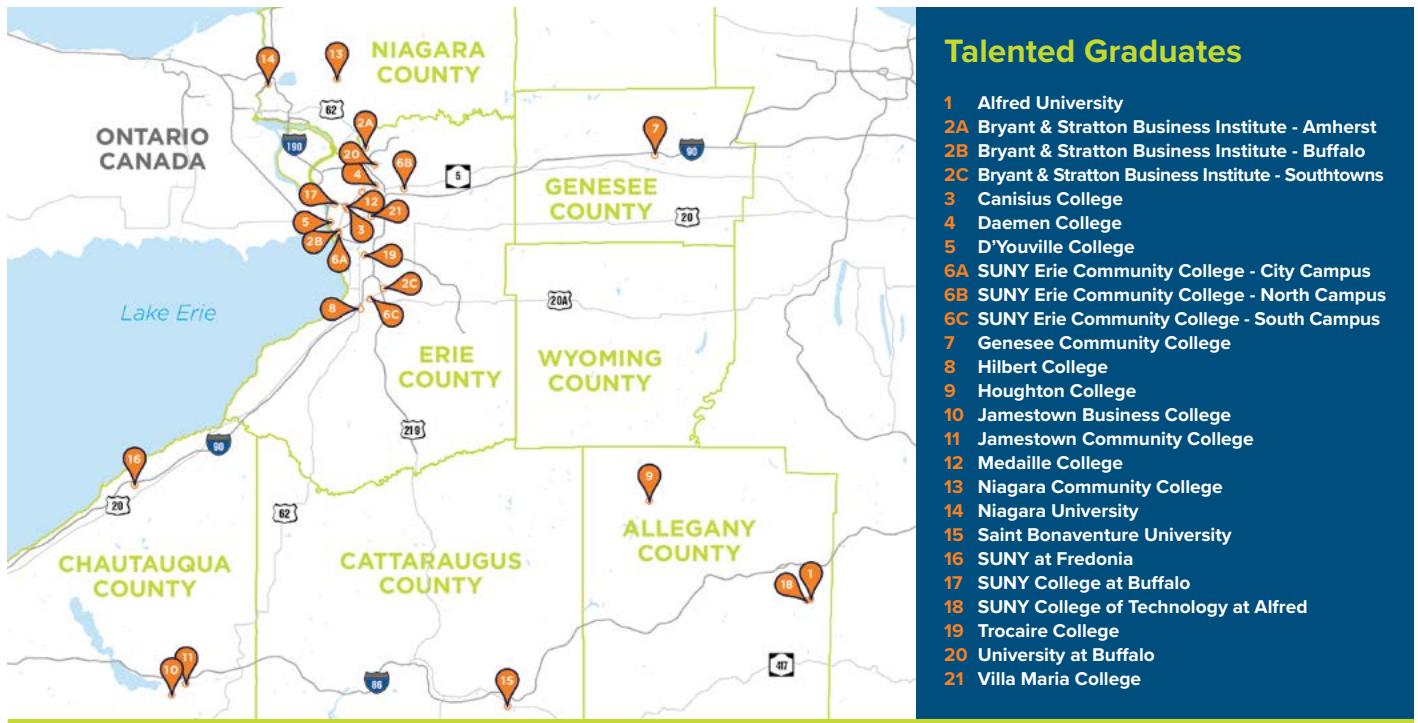
**BUFFALO
NIAGARA**

1.800.916.9073
BUFFALONIAGARA.ORG

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Leading Insurance Related Degrees

Buffalo Niagara is full of talented, hardworking, and educated people. The region's 21 colleges and universities produce nearly 25,000 graduates annually, with over 5,000 graduates in insurance related degrees, creating a healthy pipeline of future talent.



Annual Graduates by Degree in Buffalo Niagara

PROGRAM	CERTIFICATE	ASSOCIATE DEGREE	BACHELOR'S DEGREE	ADVANCED DEGREES	TOTAL
BUSINESS, MANAGEMENT, AND RELATED SUPPORT SERVICES	99	939	2,734	810	4,582
COMPUTER AND INFORMATION SCIENCES AND SUPPORT SERVICES	69	175	321	441	1,006
MATHEMATICS AND STATISTICS	0	0	148	105	253

Source: EMSI - National Center for Education Statistics (2016)

Buffalo also has 47 colleges and universities within 100 miles of downtown, significantly expanding the region's labor draw.



“ The quality of the people in WNY has been a key to Merchants Insurance thriving for over 100 years. They are well educated, have a strong work ethic and more importantly, care about each other and their customers. That's what the 'City of Good Neighbors' is all about. ”

- Robert Zak
President and CEO, Merchants Mutual Insurance