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.

### Affordable Labor Costs

**GROWTH IN MILLENNIAL POPULATION OVER THE LAST 5 YEARS**

7.2%

*(NATIONAL AVG. = 5.4%)*

#### Median Annual Wages

<table>
<thead>
<tr>
<th>OCCUPATION</th>
<th>BUFFALO NIAGARA</th>
<th>SAN FRAN., CA</th>
<th>PHILA., PA</th>
<th>BOSTON, MA</th>
</tr>
</thead>
<tbody>
<tr>
<td>SOFTWARE DEVELOPERS, APPLICATIONS</td>
<td>$80,974</td>
<td>$132,662</td>
<td>$99,382</td>
<td>$109,158</td>
</tr>
<tr>
<td>COMPUTER SYSTEMS ANALYSTS</td>
<td>$73,091</td>
<td>$109,262</td>
<td>$89,689</td>
<td>$91,478</td>
</tr>
<tr>
<td>COMPUTER PROGRAMMERS</td>
<td>$69,035</td>
<td>$101,400</td>
<td>$79,934</td>
<td>$89,564</td>
</tr>
<tr>
<td>SOFTWARE DEVELOPERS, SYSTEMS SOFTWARE</td>
<td>$77,355</td>
<td>$132,974</td>
<td>$103,563</td>
<td>$117,145</td>
</tr>
<tr>
<td>NETWORK AND COMPUTER SYSTEMS ADMINISTRATORS</td>
<td>$72,155</td>
<td>$132,974</td>
<td>$78,915</td>
<td>$88,296</td>
</tr>
<tr>
<td>GENERAL AND OPERATIONS MANAGERS</td>
<td>$91,020</td>
<td>$132,558</td>
<td>$123,572</td>
<td>$106,371</td>
</tr>
<tr>
<td>COMPUTER AND INFORMATION SYSTEMS MANAGERS</td>
<td>$117,312</td>
<td>$176,508</td>
<td>$149,968</td>
<td>$145,641</td>
</tr>
<tr>
<td>WEB DEVELOPERS</td>
<td>$49,691</td>
<td>$88,088</td>
<td>$62,400</td>
<td>$69,139</td>
</tr>
<tr>
<td>COMPUTER NETWORK ARCHITECTS</td>
<td>$85,800</td>
<td>$130,540</td>
<td>$110,531</td>
<td>$117,769</td>
</tr>
</tbody>
</table>

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

| COST OF LIVING INDEX | 94.2 | 195.7 | 113.9 | 146.5 |

Source: C2ER COLI 2018 Q1

### Workforce Fast Facts

Access to 6,200+ software developers within 60 miles (U.S. only).

16 local colleges and universities in the Buffalo Niagara region graduate over 1,000 students annually in targeted degree programs.

Buffalo Niagara is projected to see a 6.6% growth rate in software developers over the next 5 years.

Significant labor cost savings. Median salary for software developer 23% less than national average.

#### RECENT ANNOUNCEMENTS

- RED-INC creates 40 new, engineering & development jobs in Buffalo
- ACV Auctions hires over 200 following Series C funding
- Buffalo named #2 most booming startup ecosystem - Entrepreneur Magazine
Super-Computing Center

University at Buffalo Center for Computational Research provides access to high performing computing and visualization resources for software development, computational science, advanced database engineering, big data analytics, and other data driven sciences.

Leading Technology Design & Development Employers

Buffalo Niagara's affordability and flexibility supports well-established companies, budding startups, and everything in between.

Venture Capital Access

Buffalo companies are successfully raising angel and venture capital from both local sources and drawing in from nearby major markets.

- **ACV AUCTIONS**: Series C $31M (New York City)
- **SENTIENT SCIENCE**: Series B $22.5M (Toronto)
- **POST PROCESS TECHNOLOGIES**: Series A $4M (Buffalo/Chicago)
- **GRAPHENEX DEVELOPMENT**: Pre-Series A $3.5M (Buffalo/Rochester/Connecticut)
- **VADER SYSTEMS**: Seed $1.1M (Buffalo)

“RED-INC chose to expand in Buffalo because it’s a city with an upward trajectory. We were impressed with the top engineering talent available from the local universities, the cost competitive nature of the city, and the level of amenities available within the city of Buffalo.”

- David Aldrich, CEO of RED-INC