



# Buffalo Niagara Life Sciences

PHARMACEUTICALS/BIOTECHNOLOGY • MEDICAL DEVICES • HEALTHCARE IT



## AESKU DIAGNOSTICS

BUFFALO,  
NEW YORK

*"I am very thankful for the assistance and support provided by Invest Buffalo Niagara and state and local agencies. WNY is a fantastic place to live and work. You can find hard working, sincere, and dedicated employees here."*

– Vijay Kumar, Vice President



**120-ACRE**  
**BUFFALO NIAGARA**  
**MEDICAL CAMPUS**

**0%** STATE  
CORPORATE  
INCOME TAX

FOR LIFE SCIENCE  
MANUFACTURING COMPANIES

**10** YEARS TAX FREE  
ON OR NEAR ELIGIBLE  
ACADEMIC CAMPUSES



UNIVERSITY AT BUFFALO SPENDS OVER  
**\$401 M** ON RESEARCH  
YEARLY



## Welcome to Buffalo Niagara

Our region is home to an ever-growing network of life science companies - from spin-offs of Roswell Park Cancer Institute and businesses beginning their incubation at the University at Buffalo (UB), to industry leaders like ThermoFisher Science. Led by UB, a hub of research, collaboration, and scientific discovery, and the Buffalo Niagara Medical Campus (BNMC), spanning 9 million sq. ft., Buffalo Niagara is a burgeoning leader in the life sciences sector.

Since 2000, Invest Buffalo Niagara has helped more than 35 life science companies expand or relocate to the Buffalo Niagara region.



## Dedicated to Life Sciences

The BNMC is 120 acres in the heart of downtown Buffalo and is home to the new state of the art UB medical school, Oshei Children's Hospital, and many of the startups spurring innovation in Buffalo. Over 150 companies and nine member institutions on this multi-anchor campus employ about 16,000 people. Below are just a few examples of organizations that make up this dynamic, collaborative, and exciting space.

### + *Innovation Center* | [innovationcenterbuffalo.org](http://innovationcenterbuffalo.org) 1 2

The largest business incubator in Buffalo, made up of 180,000 sq. ft. in three buildings, the Innovation Center includes idea generation, campus collaboration, business modelers, startup companies, service providers, and scaling post-launch businesses. The BNMC's non-profit organization, 43North, and dig are housed here.

### + *Hauptman-Woodward Medical Research Institute* | [hwi.buffalo.edu](http://hwi.buffalo.edu) 8

A Buffalo institute for 60+ years, focused on crystallography, with international recognition. In 1985, Dr. Hauptman became the first mathematician to win the Nobel Prize in Chemistry. Dr. Hauptman discovered new methods for analyzing crystallographic diffraction data. These techniques have since been used throughout the world.

### + *UB NYS Center of Excellence in Bioinformatics & Life Sciences (CBLIS)* 9

[buffalo.edu/bioinformatics](http://buffalo.edu/bioinformatics) | [buffalo.edu/genomics](http://buffalo.edu/genomics)

A hub of innovation and technology-based economic development driving scientific discovery and facilitating collaboration among academia and industry. Genomic medicine is transforming nationally here with an \$100M collaboration between UB and the NY Genome Center in Manhattan. The institute is also home to **UB's Center for Computational Research**, one of the most powerful university-based supercomputers in the country.

### + *Roswell Park Comprehensive Cancer Center* | [roswellpark.org](http://roswellpark.org) 10

Founded in 1898 as the nation's first cancer center, Roswell brings together the best minds dedicated to understanding, preventing, and curing cancer.



+ **UB Jacobs School of Medicine and Biomedical Sciences** 12

| [medicine.buffalo.edu](http://medicine.buffalo.edu)

An eight-story site providing students, faculty, and researchers a closer connection to partners on the BNMC. The medical school offers a broad array of educational opportunities as well as research programs, and resources. Students and faculty are embedded into the community through active outreach programs including the Brain Museum, Head Start for Tomorrow's Students, and UB HEALS.

+ **John R. Oishei Children's Hospital** | [ochbuffalo.org](http://ochbuffalo.org) 18

A 12-story comprehensive pediatric health care facility on the BNMC offering pediatric critical care, Level III neonatal intensive care, and Level 1 Pediatric Trauma.

+ **Gates Vascular Institute (GVI)** | [kaleidahealth.org/gvi](http://kaleidahealth.org/gvi) 23

Buffalo has become a destination for endovascular surgery training, having had 38 physicians from 17 counties in the last four years spend three days to three months observing procedures, learning new techniques, and exploring latest devices.

+ **The Jacobs Institute (JI)** | [jacobsinstitute.org](http://jacobsinstitute.org) 23

A medical device innovation center specializing in heart attack, stroke, and other vascular diseases. The JI inspires the next generation with unique hands-on training with simulation experiences and 3D-printed vascular flow modules. Innovation and product development is the JI's primary focus with its Idea to Reality Center (i2R). The JI's i2R is the smartest, fastest, most cost-effective way to develop and endovascular device idea.

+ **UB Clinical & Translational Science Institute (CTSI)** | [buffalo.edu/ctsi](http://buffalo.edu/ctsi) 23

Principal investigators and research coordinators have access to the services and resources provided with the CTSI to advance health care solutions from discovery to delivery.



**One of the most powerful university-based supercomputers in the country**

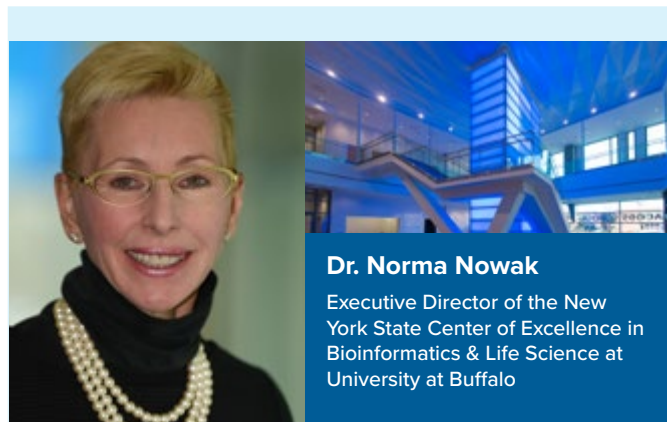
University at Buffalo Center for Computational Research (CCR) provides UB researchers and partners, including industry, with access to high performing computing and visualization resources for software development, computational science, advanced database engineering, big data analytics, and other data driven sciences.

- Housed in a 4,000 sq ft machine room
- More than 170T ops of peak performance capacity
- Industrial cluster alone consists of 216 HP SL230 Gen8 servers
- Visualization laboratory featuring a tiled display wall and a VisDuo 3D projection.

# Top Six Fastest-Growing Life Sciences Occupations in Buffalo Niagara

- 1 Biomedical Engineer
- 2 Industrial Machinery Mechanic
- 3 Mixing and Blending Machine Setters, Operators, and Tenders
- 4 Chemists
- 5 Chemical Engineers
- 6 Packaging and Filling Machine Operators and Tenders

Source: Economic Modeling Specialists Intl. (EMSI), 2017



**Dr. Norma Nowak**

Executive Director of the New York State Center of Excellence in Bioinformatics & Life Science at University at Buffalo

“Through university-industry applied research collaboration, we develop new, innovative biomedical and bioengineering products and services that spur the life sciences industry, providing maximum impact on the region’s economy.”

## Educated and Skilled Workforce

Life sciences represents 2% of all employment in Buffalo Niagara, higher than the national average of 1.6%. Companies in Buffalo Niagara have access to a steady stream of talent graduating from the area’s 21 colleges and universities.

### Annual Graduates by Degree

PROGRAM	< TWO-YEAR DEGREE	ASSOCIATE DEGREE	BACHELOR’S DEGREE	ADVANCED DEGREES	TOTAL
BIOLOGICAL AND BIOMEDICAL STUDIES	0	11	825	186	1,022
BUSINESS	99	939	2,734	810	4,582
ENGINEERING TECH (AND RELATED)	43	227	961	499	1,730
HEALTH PROFESSIONS (AND RELATED)	680	1815	1193	1550	5,238

Source: Economic Modeling Specialists Intl. (EMSI), 2016



## Affordable Workforce

*Buffalo Niagara has an affordable cost of living and competitive labor rates as compared to other Northeast metro areas.*

FOR A CUSTOMIZED WAGE  
COMPARISON REPORT  
PLEASE CONTACT:

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### Median Hourly Earnings

OCCUPATION	BUFFALO NIAGARA	PHILA., PA	BOSTON, MA
TEAM ASSEMBLERS	\$15.24	\$14.99	\$15.45
MEDICAL SCIENTISTS	\$34.08	\$44.60	\$43.25
INSPECTORS, TESTERS, SORTERS, SAMPLERS, AND WEIGHERS	\$17.59	\$20.72	\$21.25
GENERAL AND OPERATIONS MANAGERS	\$42.42	\$59.41	\$51.54
DENTAL LABORATORY TECHNICIANS	\$17.83	\$21.92	\$22.04
ELECTRICAL AND ELECTRONIC EQUIPMENT ASSEMBLERS	\$13.96	\$16.50	\$18.25
PACKAGING AND FILLING MACHINE OPERATORS AND TENDERS	\$14.68	\$14.92	\$14.18
MECHANICAL ENGINEERS	\$35.74	\$42.70	\$44.55
FIRST-LINE SUPERVISORS OF PRODUCTION AND OPERATING WORKERS	\$28.57	\$31.19	\$30.92
COMPLIANCE OFFICERS	\$34.66	\$34.98	\$38.34
BIOLOGICAL TECHNICIANS	\$17.81	\$23.08	\$24.06

Source: Economic Modeling Specialists Intl. (EMSI), 2017



#### Dr. Khurshid Guru

Chair of the Department of  
Urology and Director of Robotic  
Surgery at Roswell Park  
Comprehensive Cancer Center

“*This institution is very open-minded about new technology and pioneering efforts in the field of science and medicine.*”

# Buffalo Niagara's Strengths in Life Sciences

## Pharmaceutical / Biotechnology



**AREAS OF EXCELLENCE:** DIAGNOSTICS • DRUG DEVELOPMENT • ONCOLOGY • THERAPEUTICS

**TOP COMPANIES:** AMRI • ATHENEX • FRESENIUS KABI • IMMCO DIAGNOSTICS • THERMO FISHER SCIENTIFIC • TRINITY BIOTECH

*"It can be done - Athenex is a success case that shows it can be done, you can do it here in Buffalo."*

- David Hangauer, Athenex Co-founder

## Medical Device



**AREAS OF EXCELLENCE:** DENTAL DEVICES • DISPOSABLES/PLASTICS • IMAGING • SURGICAL TECHNOLOGY AND DEVICES • VASCULAR DEVICES

**TOP COMPANIES:** BAXTER • HARMAC MEDICAL PRODUCTS • INTEGER (FORMALLY GREATBATCH MEDICAL) • POLYMER CONVERSIONS • TAPECON, INC.

*"Our people have the soft skills. They're very articulate and very well-educated. We're just raising nice people—they can talk, they're hardworking."*

- Ben Harp, Polymer Conversion COO

## Healthcare IT



**AREAS OF EXCELLENCE:** BIOINFORMATICS • GENOMICS & PROTEOMICS • HIGH-PERFORMANCE COMPUTING/BIG DATA ANALYTICS • POPULATION HEALTH

**TOP COMPANIES:** APPLIED SCIENCES GROUP • CIRCUIT CLINICAL • IBM BUFFALO INNOVATION CENTER • PATIENT PATTERN

*"Currently, we are available in over 3,000 facilities across the country; and we're working to make it accessible to many more."*

- Steven Buslovich, Patient Pattern Co-founder & CEO



**Dr. Adnan Siddiqui**

Vice-Chairman and Professor of Neurosurgery, Jacobs School of Medicine & Biomedical Sciences at University at Buffalo

*"We're working to bring the next generation 3D technology to our patients, learning the best way to utilize it to facilitate medical care"*



## Valuable Incentives

New York State and the Buffalo Niagara region offer a variety of valuable incentives to companies expanding or relocating in the region. Invest Buffalo Niagara can facilitate the process of identifying and applying for applicable incentive programs.

### + *0% state corporate tax rate*

Net income base of manufacturers is **taxed at 0% in New York State**. Manufacturers are also exempt from paying taxes on machinery, equipment, and inventory.

### + *Excelsior Tax Credit Program*

**Refundable tax credits** available to new and existing companies in New York State based on job creation, capital investment, and investment in research and development.

### + *Refundable investment tax credits*

New companies to New York State are eligible to receive a **5% cash refund** on any capital spending up to \$350 million for the first five years of operation. Spending over \$350 million in the first five years is eligible to result in a 4% cash refund.

### + *Brownfield Clean-Up Program*

**Refundable tax credits up to 20%** of eligible expenditures, including tangible personal property (e.g. buildings and equipment). Eligible expenditures may be incurred at any point within 10 years following completion of remediation.

### + *Start-Up NY*

Helps new and expanding businesses through tax incentives and academic partnerships. Companies operate **10 years tax free** on or near eligible academic campuses.

### + *Low-cost hydropower*

New York Power Authority has power allocation incentives available for businesses locating and growing within 30 miles of the Niagara Power Project. **Low-cost hydropower** is an inexpensive, green power source.

### + *Training incentives*

A credit of **50% of eligible training costs**, up to \$10,000 per employee receiving eligible training.

### + *Industrial Development Agencies (IDA)*

Local IDAs can offer **tax incentive** programs that provide major savings by abating property, sales, and mortgage recording taxes.



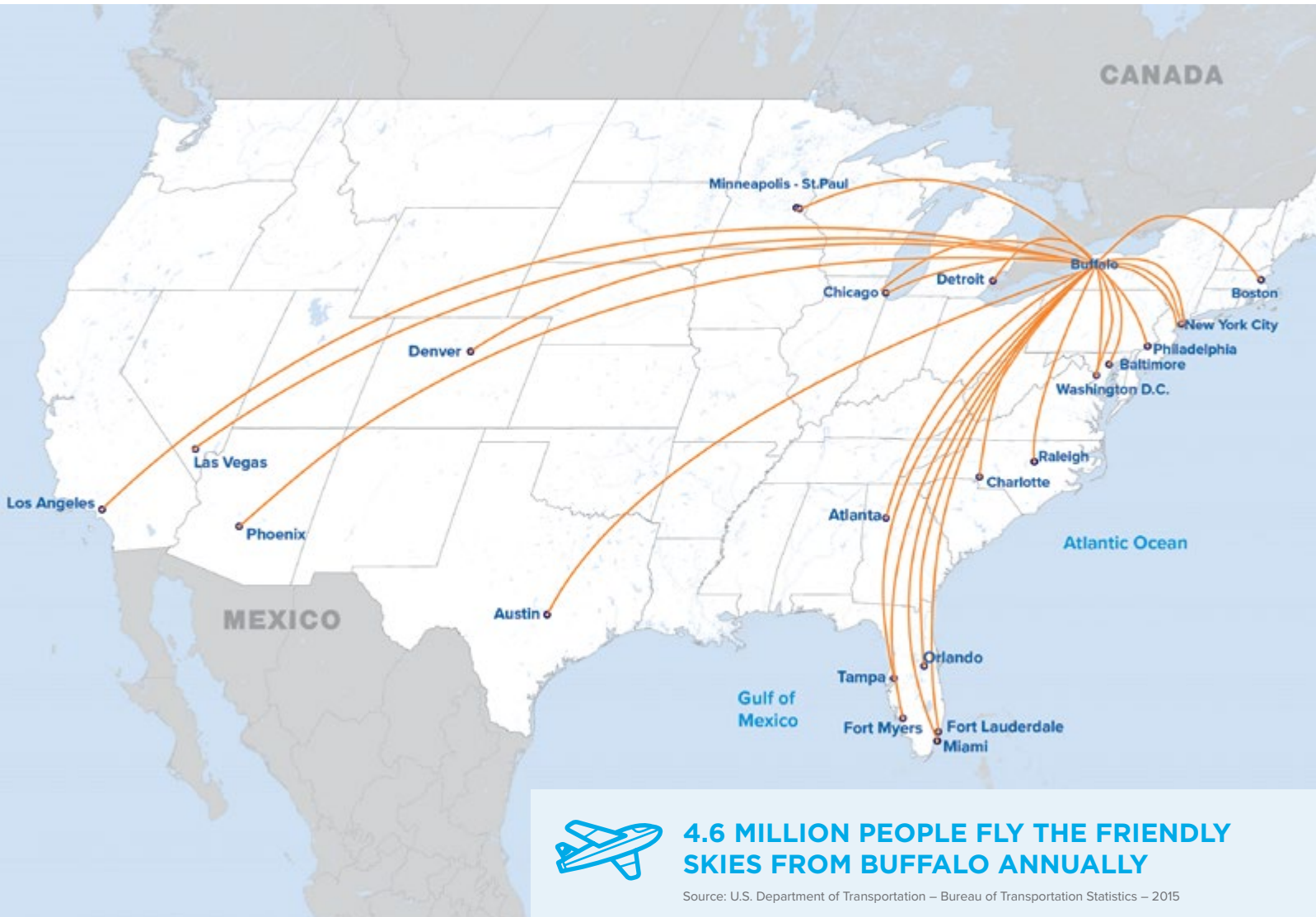
**DOWNLOAD OUR FULL INCENTIVES GUIDE FOR MORE INFORMATION:**

**[BUFFALONIAGARA.ORG/INCENTIVES](http://BUFFALONIAGARA.ORG/INCENTIVES)**



## Easily Accessible

100 daily flights with non-stop service to 22 cities and 26 airports. Average one-way fare is only \$183.



### Invest Buffalo Niagara is a non-profit economic development agency.

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.

[buffaloniagara.org/lifesciences](http://buffaloniagara.org/lifesciences)

**INVEST** BUFFALO  
NIAGARA

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