

A collage of images representing different aspects of Buffalo, New York: the Statue of Liberty, a city skyline at sunset, a woman, a worker in a lab, and a warehouse. A large blue 'X' is overlaid on the collage, and a white diamond shape contains the main text.

BUFFALO NIAGARA

**PERFECTLY  
POSITIONED**  
— FOR —  
**SUCCESS**

**INVEST**  
BUFFALO NIAGARA

Come grow your  
business with us.

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

# Go ahead – **up**grade

As an active ally in promoting a strong and healthy economy in Upstate New York, there's no one more committed to helping you than New York State Electric & Gas Corporation (NYSEG).

As your energy partner, we're dedicated to helping you grow your business with some of the most enterprising energy-related incentives in the country.

Whether you're ready to move into Upstate New York or are already here and want to expand, make sure you contact NYSEG's economic development team at [NYSEconomic\\_Development@nyseg.com](mailto:NYSEconomic_Development@nyseg.com) or visit us at [lookupstateny.com](http://lookupstateny.com).

**Look  Upstate NY**





# 8 COUNTIES, 1 SPECTACULAR REGION

## BUFFALO NIAGARA



### PROGRESSIVE GREEN CODE

**Walkable communities  
& redeveloped waterfronts**



### CLEAN & RELIABLE HYDROPOWER

**Unparalleled power with  
access to Niagara Falls**



### MARKETPLACE OF FUTURE

**Game changing  
technologies**



### BILLIONS INVESTED

**Development projects  
transforming our region**

EMBRACE A LIFE

# Well Balanced

*Imagine doing business in Chautauqua County — an active, affordable, accessible, naturally beautiful community.*



County of Chautauqua Industrial Development Agency

[www.ccida.com](http://www.ccida.com) 716.661.8900

Mark Geise, Administrative Director/CEO  
Rich Dixon, CFO

## Marinas & Beaches

Four inland lakes and 50 miles of Lake Erie shoreline offer easy access to boating, swimming, and fishing.



## Chadwick Bay Industrial Park

Three parcels with 6.4, 8, and 11 acres, electric, gas, water, and sewer.



## Dunkirk Industrial Site

Building with 243,872 sq. ft. on 9.52 acres with rail access, for sale or lease.

Lake Erie

## Ripley Shovel-Ready Site

140-acre greenfield site with electric, gas, water, and sewer.



## Lake Erie Wine Country

Lake shores and rural landscapes support 20,000 acres of vineyards.

Cassadaga Lake  
Bear Lake

## Hiking Trails

Hiking, biking, and equestrian trails traverse the county's rural foot-hills and forests.



## Charming Historic Towns

offer high-ranking schools and low-cost housing with architectural diversity.



## Chautauqua Institution

The summer program of lectures, performances, art, and recreation entertains multiple generations.



## National Comedy Center

The story of comedy lives in Jamestown at the nationally designated center for comedy.



## Peek'n Peak and Chautauqua Harbor Hotel

Resorts provide comfort and convenience to recreational and cultural attractions.



## Mason Industrial Park

Three parcels with 3.3, 6, and 60 acres located in an Opportunity Zone.







AML RIGHTSOURCE

**“ You can’t calculate on a spreadsheet hard work and grit. The folks in Buffalo Niagara have those attributes in spades.”**

- Frank Ewing, CEO, AML RightSource

**“ Invest Buffalo Niagara afforded us peace of mind throughout what could have been a very complex process. They built the business case and we couldn’t be more happy to expand to Buffalo Niagara.”**

- Tom Chopp, Managing Partner, SWS Warning Lights Inc.

SWS WARNING LIGHTS INC.



PRESSURE DROP BREWING

**“ There is more help here in Buffalo Niagara. There is more of a collaborative, small business community.”**

- Karl Kolbe, Head Brewer & CEO, Pressure Drop Brewing

**“ There are practical reasons that drove our move to Buffalo - access to great talent, cost-effective living, a budding entrepreneurial ecosystem - but what truly made it a success for LegWorks was the support, guidance, and openness of the incredible community here.”**

- Emily Lutyens, CEO, LegWorks

LEGWORKS





# WYOMING COUNTY, NY

Rural values. Global vision. Endless possibilities.



## STEELE AVENUE BUSINESS PARK - ARCADE, NY

### LIGHT INDUSTRIAL - SHOVEL READY SITE BUILD TO SUIT OPTION

- Low Cost Industrial Municipal Electric Rates
- 28 Acres of Vacant Land Ready for Development
- Zoned Light Industrial - Highway Commercial
- Village of Arcade Power, Water and Sewer
- Verizon Fiber Optic Ready
- Close to Nearby Rail Infrastructure
- Quick Access to NYS Routes 39 and 400
- 40 miles to the Buffalo-Niagara International Airport
- 45 miles to the Canadian Border Peace Bridge

Wyoming County, NY is located within  
a 10 hour drive of 50% of the combined  
U.S. and Canadian population.

### GROW WITH US...

Wyoming County offers aggressive financial and tax incentives to stimulate business growth and job creation. We're ready to help you access business investment programs and can bundle incentives offered by New York State and the Wyoming County Industrial Development Agency, local utilities and others to help your bottom line.

#### THE WYOMING COUNTY ADVANTAGE

- **Property Tax Abatement:** Available for business expansion projects for a 10-year period on the improved value of property
- **Mortgage Recording Tax Abatement:** Equaling 1.25% of the mortgage amount
- **Sales Tax Abatement:** Provides for the abatement of sales tax on eligible purchases prior to the transaction

Contact: James M. Pierce, Executive Director | 585.786.3764 | [jpierce@wycoida.org](mailto:jpierce@wycoida.org)

36 Center Street, Suite D | Warsaw, NY 14569 | [WyCoIDA.org](http://WyCoIDA.org)

## MAJOR MARKET ACCESS



## 7 INTERNATIONAL PORTS OF ENTRY

Facilitating \$71 billion in ann

Facilitating \$71 billion in annual trade between Canada and the U.S.

- Auto/Truck (4)
- Rail (2)
- Water (1)
- International Airports
- Intermodal Yards



## HIGHWAY

The region's 3,675-mile network of major interstates, state routes and local arterial roads is a critical factor in enabling effective connections for the region's economy. Approximately 75% of the region's freight travels by truck. Due to the heavy reliance on truck transportation, the highway system is paramount in the efficient movement of freight.



## RAIL

The region is served by four Class I railroads (CSX Transportation, Norfolk Southern, Canadian Pacific Railway, and Canadian National Railway), one Class II (or Regional) railroad, and three Class III (or Short Line) railroads. Considered one of the largest railheads in the U.S., the area features over 1,000 miles of track.



## PORT

The Port of Buffalo, the first major U.S. Port of Call encountered when entering the Great Lakes, consists of 28 terminals, including the three terminals of the Gateway Trade Center–Metroport, a third-party-operated terminal, featuring two hundred acres located on or near deep water and one set aside for bulk cargo storage. The Port features a 230-ton American crawler crane and a heavy-duty front-end loader.

### AVERAGE COMMUTE TIME:

## 22 MINUTES



*4.3 minutes faster than  
the national average*

## ROADWAY CONGESTION AND DELAY COMPARISON

METRO AREA	ANNUAL HOURS OF DELAY	% LANE MILES CONGESTED
Buffalo-Niagara Falls, NY	40	21%
Charlotte-Gastonia-Concord, NC-SC	43	24%
Detroit-Warren-Livonia, MI	52	24%
Minneapolis-St. Paul-Bloomington, MN-WI	47	28%
Austin-Round Rock, TX	52	28%
Phoenix-Mesa-Scottsdale, AZ	51	31%
Portland-Vancouver-Beaverton, OR-WA	52	33%

2014 Source: Texas Transportation Institute





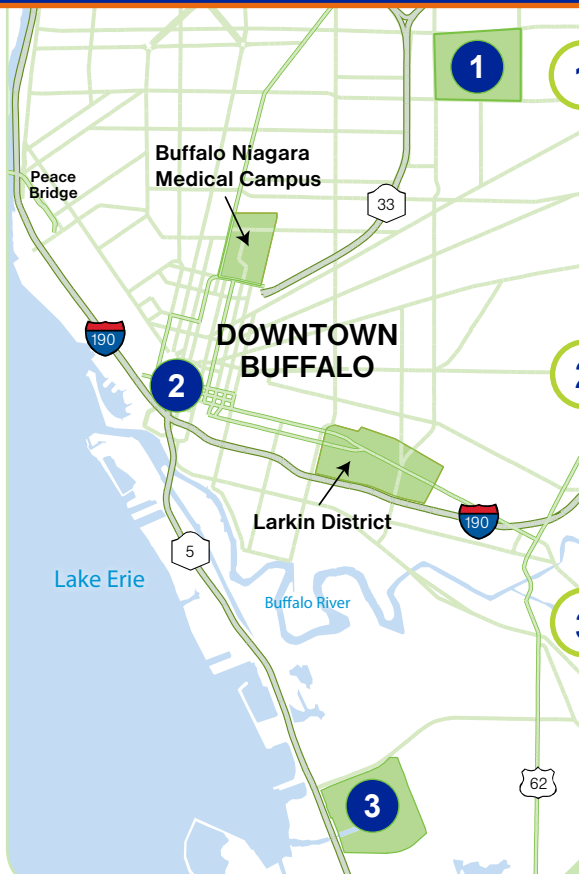
Buffalo Urban Development Corporation  
Honorable Byron W. Brown, Chairman

# NORTHLAND CORRIDOR

Office and Industrial Space Available



## URBAN REAL ESTATE OPPORTUNITIES IN BUFFALO, NY



1

### Northland Beltline Corridor

Home to the Northland Workforce Training Center and Buffalo Manufacturing Works. Office and industrial space available.



2

### Buffalo Building Reuse Project

Provides financing up to \$750,000 for development projects as well as strategic support for key initiatives in downtown Buffalo.

3

### Buffalo Lakeside Commerce Park

All developers welcome for shovel ready parcels on reclaimed waterfront land. Competitive broker commission available. Sites from 2 to 27 acres.

Contact **Buffalo Urban Development Corporation (BUDC)** to learn about sites, programs, funding, and infrastructure support: **716.856.6525** • **[www.BuffaloUrbanDevelopment.com](http://www.BuffaloUrbanDevelopment.com)**





# WELL-EDUCATED WORKFORCE



## 21 COLLEGES AND UNIVERSITIES

KEY	SCHOOL		TYPE	
1	Alfred University	2,354	4-year	Private
2A	Bryant & Stratton Amherst	282	2-year	Private
2B	Bryant & Stratton Buffalo	491	2-year	Private
2C	Bryant & Stratton Southtowns	418	2-year	Private
3	Canisius College	3,464	4-year	Private
4	Daemen College	2,635	4-year	Private
5	D'Youville College	3,021	4-year	Private
6	Genesee Community College	5,906	2-year	SUNY
7	Hilbert College	792	4-year	Private
8	Houghton College	1,043	4-year	Private
9	Jamestown Business College	323	2-year	Private
10	Jamestown Community College	4,463	2-year	SUNY
11	Medaille College	2,198	4-year	Private
12	Niagara County Community College	5,439	2-year	SUNY
13	Niagara University	3,949	4-year	Private
14	Saint Bonaventure University	2,084	4-year	Private
15 A-B	SUNY at Buffalo (UB)	30,648	4-year	SUNY
16 A-C	SUNY Erie Community College	11,135	2-year	SUNY
17	SUNY at Fredonia	4,630	4-year	SUNY
18	SUNY College at Buffalo	9,516	4-year	SUNY
19	SUNY College of Technology at Alfred	3,686	4-year	SUNY
20	Trocaire College	1,399	2-year	Private
21	Villa Maria College Buffalo	596	4-year	Private

\* There are three WNY locations; two offer only associates or less, last offers bachelors as well.

\*\* WNY has other professional/trade schools not included in this total.

Source: US Department of Education, National Center for Education Statistics (2018 Enrollment)




**MORE THAN 41%  
OF THE REGION'S  
WORKFORCE HAS  
A COLLEGE DEGREE.**

**100,000+  
STUDENTS  
ARE ENROLLED IN 2- AND  
4-YEAR COLLEGES**



**25,000+  
GRADUATES  
ANNUALLY.**



# THE ONLY THING MORE SURPRISING THAN OUR LOCATION IS OUR PEOPLE.

FIND WHERE YOU BELONG IN  
ALLEGANY COUNTY, NY.

Centrally located among the major cities of the North East, **Allegany County, NY is closer than you think.** Our interstate highway access and close geographic proximity to a large consumer and industrial market is only eclipsed by our high-quality workforce. With our deeper than expected industrial skills base, and suprising wealth of **skilled blue-collar labor,** *the only real surprise is that you aren't doing business here yet.*

[alleganyco.com/economic-development](http://alleganyco.com/economic-development)

a great place to do business  
**Allegany**  
COUNTY  
New York





## *Training Programs & Funding Opportunities*

Invest Buffalo Niagara connects businesses with local organizations to access available training funds, locate training resources, and link companies with qualified job seekers.

### **NORTHLAND WORKFORCE TRAINING CENTER (NWTC)**

NWTC is an ambitious initiative helping to fill the advanced manufacturing labor pipeline. NWTC provides for-credit technical skills programs taught on site by SUNY Alfred State College and SUNY Erie. Along with technical skills, NWTC also has wrap-around services to equip students with the soft skills and adaptability needed for today's workplace.

Welding Technology • Electrical Construction and Maintenance • Machine Tool Technology • Energy Utility Technology • Mechatronics

### **BUFFALO EMPLOYMENT & TRAINING CENTER**

The Buffalo Employment & Training Center (BETC) is committed to working with Buffalo and Erie County residents and employers in matching potential employees with the necessary skills to the needs of employers. The BETC offers services and events in the following areas: workshops, career planning, education and training, job search assistance, and services for employers.

### **UNIVERSITY AT BUFFALO'S EDUCATIONAL OPPORTUNITY CENTER**

The Educational Opportunity Center (EOC) provides leadership to Western New York by offering academic and vocational training to employees in various industries. The objective of the EOC is to provide training programs which correlate with the needs of employers. Such programs include: soft skill training, job matching through career exploration, academic assessments, career assessments, and academic and vocational training.

### **EMPLOYEE TRAINING INCENTIVE PROGRAM**

The Employee Training Incentive Program provides refundable tax credits to New York State employers for procuring skills training that upgrades, retrains or improves the productivity of their employees. Businesses can also receive tax credits for approved internship programs that provide training in advanced technology. The ETIP will make \$5 million in tax credits available to businesses annually, with up to \$1 million in credits available for approved programs.

### **NEW YORK STATE DEPARTMENT OF LABOR (NYSOL)**

NYSOL Business Services offers many services to help with workforce needs, including: customized recruitment and career fairs, hiring incentives such as tax credits and on-the-job training (OJT), workforce intelligence, apprenticeship programs, New York Job Service Employer Committee (JSEC), and human resource consultation services.

The "Jobs Express" new website helps residents seeking employment. Current job openings are sorted by region to help job seekers evaluate what industries are growing in their area and learn what opportunities are available in that economic sector.

### **BUFFALO AND ERIE COUNTY WORKFORCE INVESTMENT BOARD (WIB)**

The Buffalo and Erie County Workforce Investment Board is a private sector board that is charged with developing, coordinating, and overseeing publicly funded workforce development/training initiatives. The WIB is committed to creating and promoting a workforce development system that is user-friendly and responsive to the needs of both the individual training/job applicant, and/or the business organization seeking assistance.

The overall goal of the WIB is to develop and sustain a unified, cost effective, and labor market driven system that facilitates economic development and business growth.

# Take **Another Look** *at Buffalo and Erie County*



© Christopher Behrend Photography

Call us to find out how the ECIDA can help your business leverage your investment and take advantage of the exciting economic expansion in Erie County.

## The Erie County Industrial Development Agency offers:

- Tax Incentives
- Business Loans
- Bond Financing for Nonprofits
- Foreign Trade Zone Designation

How can the ECIDA help you?



95 Perry Street, Suite 403, Buffalo, NY 14203

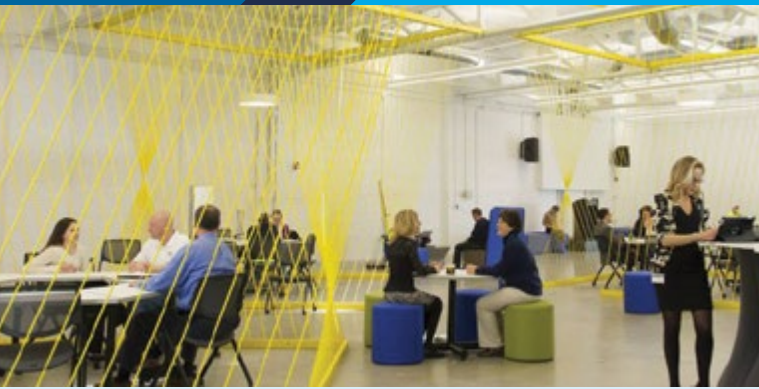
**716.856.6525** • **[www.ecidany.com](http://www.ecidany.com)**

**Erie County, NY** has so much to offer businesses—a great quality of life, rich cultural heritage, a ready workforce, and comprehensive incentive programs to help your business grow in our thriving economy.

Call the ECIDA at **716.856.6525** to speak with an experienced Business Development Officer.



# BUFFALO'S STARTUP ENGINES



## EVENTS

- 43North, Global Business Plan Competition
- Ignite Buffalo
- Startup Grind Buffalo
- Startup Weekend
- Techstars Startup Week

## SUPPORT GROUPS

- Python Buffalo
- Startup Tech Unleashed
- Buffalo Fame Space
- Buffalo JS (JavaScript)
- Girl Develop It
- Full Stack Buffalo
- Buffalo AI (Artificial Intelligence)

**BUFFALO NIAGARA UNIVERSITY-  
BASED R&D EXPENDITURES  
GREW BY 27.8% TO**

**\$389.6M**

**FROM 2006-2016**



**RANKED 2ND MOST  
BOOMING  
STARTUP ECOSYSTEM**

- Entrepreneur.com, July 2017

## INCUBATORS, ACCELERATORS, & CO-WORKING SPACES

- Buffalo Niagara Medical Campus Innovation Center
- DiG Buffalo
- Innovation Zone at the MedTech Commercialization Centre
- Harrison Place
- IncubatorWorks
- Fredonia Technology Incubator
- UB Technology Incubator at Baird Research Park
- UB Biosciences Incubator at Buffalo Clinical & Translational Research Center
- UB Innovation Hub
- Western New York Incubator Network (WIN)
- Z80 Labs

## DEVELOPMENT RESOURCES

- Buffalo Clinical & Translational Research Center (CTRC)
- Center for Entrepreneurial Leadership (CEL)
- Ceramics Corridor Business Innovation Center
- Insyte Consulting
- LaunchNY
- New York State Center for Engineering Design and Industrial Innovation (NYSCEDII)
- New York State Center of Excellence in Bioinformatics & Life Sciences
- New York State Center of Excellence in Materials Informatics
- StartOneNY
- Techstars Ecosystem Development
- UB Center for Industrial Effectiveness (TCIE)
- UB Office of Science, Technology Transfer and Economic Outreach (STOR)
- Western New York Incubator Network (WIN)



# POWERING OUR COMMUNITY FORWARD

ADVANCED MANUFACTURING • GREEN TECHNOLOGY • LOGISTICS • AGRIBUSINESS • HEALTHCARE • HOSPITALITY & TOURISM

Niagara County offers low-cost hydropower, easy Canadian access, an educated workforce, and low-cost of doing business. That's why new companies are moving to our County and existing companies are growing. **We want to be a part of that growth.** **Niagara County means business, and we're ready to help.**

Niagara  County  
Center for Economic Development  
[niagaracountybusiness.com](http://niagaracountybusiness.com)



# MORE FOR YOUR MONEY



## COST OF LIVING COMPARISON

Want to know how living in Buffalo Niagara compares to other cities, in terms of how far your paycheck will go? An individual would need to make "x" (the salary listed in the right column) in the corresponding metro region, to have the same standard of living making \$60,000 in Buffalo Niagara.

METRO AREA	SALARY
New York	\$157,278
San Francisco	\$124,240
Seattle	\$97,974
Boston	\$94,936
Los Angeles	\$93,797
San Diego	\$93,038
Chicago	\$77,974
Baltimore	\$73,987
Philadelphia	\$71,772
Denver	\$71,645
Minneapolis	\$67,278
Dallas	\$66,708
Pittsburgh	\$62,721
Cleveland	\$62,025
Phoenix	\$61,645
Charlotte	\$61,392
Detroit	\$60,189
Kansas City	\$60,126
Buffalo	\$60,000

Source: Council for Community & Economic Research; Cost of Living Index (2017)

### HALF-GALLON OF MILK

BUFFALO	SAN FRANCISCO
\$1.65	\$3.73

### 6-PACK BEER

BUFFALO	NEW YORK CITY
\$9.31	\$11.99

### DOZEN EGGS

BUFFALO	PHILADELPHIA
\$1.49	\$2.36

### COFFEE

BUFFALO	SAN FRANCISCO
\$4.13	\$6.85

**81.7%**  
OF HOMES AFFORDABLE  
TO FAMILIES MAKING  
MEDIAN INCOME

Source: National Association of Home Builders  
- Housing Opportunity Index - Q4 2017

**\$154,200**  
MEDIAN HOME PRICE

Source: National Association of Realtors  
- Median Home Price - Q4 2018

COST OF LIVING = 94.8  
**5.2%** BELOW  
NATIONAL AVERAGE

Source: C2ER Cost of Living Index - Q1 2018



## CrossPoint Business Park | Amherst, NY



28 Acres  
Shovel-Ready

## Eastport Commerce Center | Lancaster, NY



121 Acres  
Shovel-Ready

Build-to-Suit Solutions for Successful Companies



716.834.5000 | [uniland.com](http://uniland.com)

Development

Construction

Sales & Leasing

Property Management



# A PLACE TO CALL HOME



NEARLY  
**150 MILES**  
OF BIKE LANES IN THE  
CITY OF BUFFALO



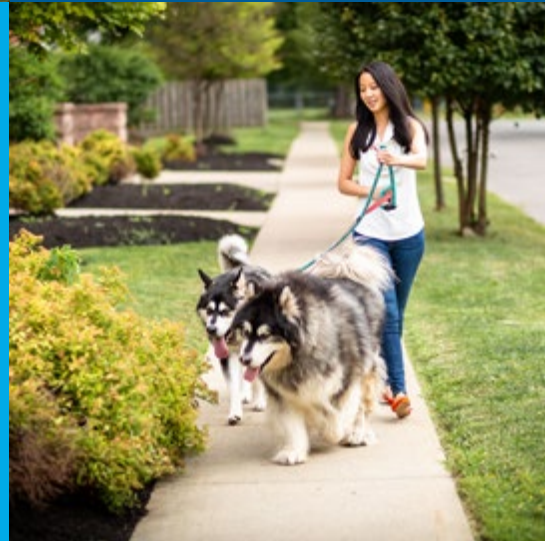
RANKED #1  
U.S. MARKET FOR  
**MILLENNIAL  
HOME BUYERS**

- Realtor.com, 2019



RANKED #1  
**FRIENDLIEST  
AMERICAN  
CITY**

- Travel & Leisure, October 2017



**25,000+**  
COLLEGE  
**GRADUATES**  
ANNUALLY



RANKED #4  
**SAFEST CITY**  
FROM NATURAL  
DISASTERS

- Trulia, 2017



**“Buffalo is shedding its rusty  
roots and experiencing a  
bona-fide renaissance.”**

— New York Times, 2018



# Be in Buffalo



**Buffalo is a great place to live  
comfortably, work productively,  
and play constantly.**

Invest Buffalo Niagara teamed up with local employers in emerging sectors and its longtime investors and partners to launch a talent attraction campaign to showcase all the extraordinary ways there are to Be in Buffalo.

Together, we're working to reintroduce ambitious young professionals across the country to a Buffalo they thought they knew—a Buffalo still grounded by accessibility but freshly reeling with energy and boundless opportunity to help them reach next-level success and “be” whatever they want to be—whether that’s a first-time homeowner, creative freelancer, c-level executive, or anything in between.

From its rapidly expanding high-growth job market to its world-renowned cultural amenities, low cost of living, and stunningly accessible real estate market, it’s no wonder Buffalo is attracting college-educated young adults in droves. Find out for yourself why Time called Buffalo Niagara one of “25 Cities Where Millennials Are Moving.”

**beinbuffalo.com**





Our Investors and partners are dedicated to helping attract companies and talent to the eight counties of Western New York. Since 1999, Invest Buffalo Niagara has attracted or retained over 44,000 jobs and \$5.5 billion in capital investment. That type of meaningful change is why our organization was started, why it has succeeded, and why it continues forward today.



## JOIN THE RENAISSANCE HAPPENING IN BUFFALO NIAGARA.

To become an investor contact Alexandra Williams at: [AWILLIAMS@BUFFALONIAGARA.ORG](mailto:AWILLIAMS@BUFFALONIAGARA.ORG) • 716.541.1708

AAA of Western & Central New York	Genesee County Economic Development Center	Niagara County Department of Economic Development
Acara Solutions, Inc.	Gross, Shuman, Brizdle & Gilfillan, P.C.	Northwest Bank
Alcott HR	Hamister Group of Companies	NYSEG
Allegany County Industrial Development Agency	Hanna Commercial Real Estate	Orleans Economic Development Agency
Amherst Industrial Development Agency	Harter Secrest & Emery LLP	Otis Eastern Service, LLC
Astronics Corporation	Hodgson Russ LLP	Performance Management Partners
BlueCross BlueShield of Western New York (HealthNow New York, Inc.)	HSBC Bank USA, NA	Phillips Lytle LLP
Buffalo Niagara Partnership	HUNT Real Estate Corporation	Remedy Intelligent Staffing
Buffalo Urban Development Corporation	Hurwitz & Fine, P.C.	Rich Products Corporation
Catholic Health System	Imagine Staffing Technology	Schutte Buffalo
Cattaraugus County Industrial Development Agency	Independent Health	Sonwil Distribution
Chautauqua County Industrial Development Agency	Kaleida Health	Speed Global Services
City of Buffalo	KeyBank, NA	TM Montante Development
Delaware North	Largo Capital, Inc.	Tops Markets, LLC
Deloitte	LeChase Construction	Turner Construction Company
Empire State Development Corporation	Lippes Mathias Wexler Friedman LLP	Tronconi Segarra & Associates LLP
Employer Services Corporation	Lockport Industrial Development Agency	Uniland Development Company
Erie County	Lumsden & McCormick, LLP	Univera Healthcare
Erie County Industrial Development Agency	The Martin Group	University at Buffalo
Ernst & Young, LLP	Merchants Insurance Group	Walsh Duffield Companies, Inc.
Evans Bank	Moog Inc.	Wegmans Food Markets
Five Star Bank	M&T Bank Corporation	West Herr Automotive Group
Frey Electric Construction Company	National Fuel Gas Company	WNY NYSCAR
	National Grid	Wyoming County Business Center
	Nestle Purina PetCare	



**Design it. Build it. Guarantee it.**

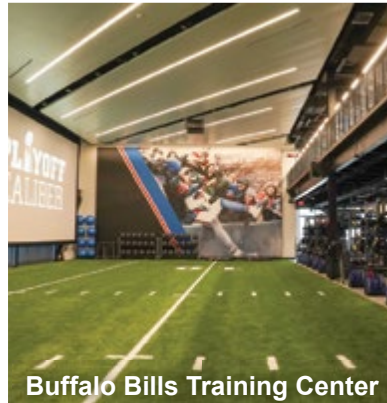
A few of our recently completed projects.



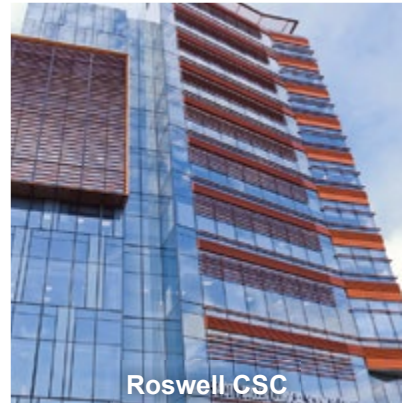
Dash's Market



Northland WTC



Buffalo Bills Training Center



Roswell CSC

Since 1945, organizations throughout Western New York have used Frey Electric for our full spectrum of services in the electrical and communications fields. That is why we support our community.

We firmly believe that the City of Good Neighbors is made even better when business leaders give back to support the people and causes that make Western New York such a great place to live and work.



75 YEARS STRONG | 1945 - 2020

Connect With Us:

**Frey-Electric.com • f** 