

Buffalo Niagara FINTECH

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.



7.2%

GROWTH IN MILLENNIAL POPULATION
OVER THE LAST 5 YEARS

(NATIONAL AVG. = 5.4%)

80,000

MILES OF FIBER OPTIC LINES

Leading Fintech Employers in Buffalo Niagara



Affordable Labor Costs

Median Annual Wages

| OCCUPATION | BUFFALO NIAGARA | CHARLOTTE, NC | ATLANTA, GA | DENVER, CO | BOSTON, MA |
|-----------------------------|-----------------|---------------|-------------|------------|------------|
| COMPLIANCE ANALYST | \$53,291 | \$52,879 | \$53,717 | \$58,647 | \$60,018 |
| COMPUTER SYSTEMS ANALYST | \$77,848 | \$83,546 | \$84,862 | \$89,593 | \$91,191 |
| FINANCIAL ANALYST | \$81,179 | \$84,563 | \$85,363 | \$88,702 | \$92,298 |
| CYBERSECURITY ANALYST | \$85,452 | \$92,124 | \$93,132 | \$98,146 | \$99,846 |
| SOFTWARE DEVELOPER | \$90,672 | \$98,005 | \$98,783 | \$103,993 | \$105,752 |
| DATA SCIENTIST | \$94,754 | \$102,591 | \$103,196 | \$108,548 | \$110,349 |
| AI ENGINEER | \$100,103 | \$103,656 | \$104,012 | \$109,647 | \$112,807 |
| PRODUCT MANAGER (TECHNICAL) | \$105,284 | \$109,926 | \$109,841 | \$116,399 | \$117,944 |
| SOLUTIONS ARCHITECT | \$106,067 | \$115,198 | \$115,440 | \$121,073 | \$122,985 |
| COMPUTER OPERATIONS MANAGER | \$119,789 | \$125,990 | \$124,867 | \$132,883 | \$132,264 |

Salaries expressed at 5 years experience
Source: Economic Research Institute (Q2-2019) Date: 10/7/19

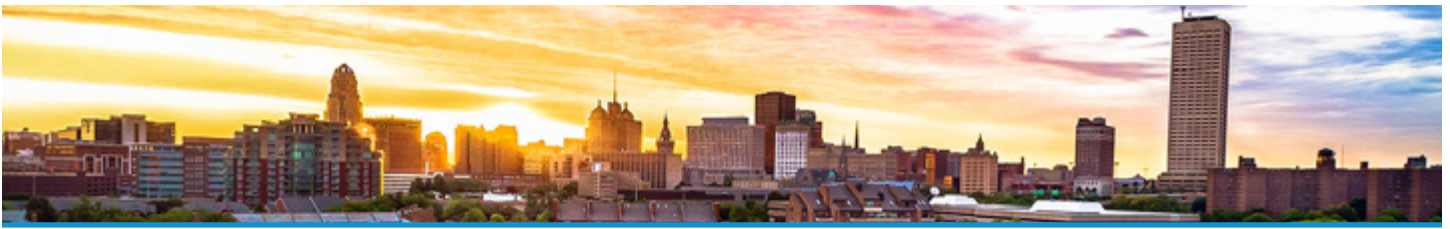
| COST OF LIVING INDEX | 94.3 | 96.3 | 101.3 | 110.8 | 150.1 |
|----------------------|------|------|-------|-------|-------|
|----------------------|------|------|-------|-------|-------|

Cost of Living Index (Q2-2019)

INVEST BUFFALO NIAGARA

1.800.916.9073
BUFFALONIAGARA.ORG

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Seneca One Tower

- 38-story mixed use tower undergoing a transformation
- 22,000 sq. ft. floor plates with amazing views of the city and Lake Erie
- Access to parking and Metro rail, as well as residential, auditorium, and event space
- M&T Bank announced a 1,500-employee technology expansion in the Seneca One Tower

IBM Buffalo Innovation Center

- Class A office space available in the heart of downtown Buffalo
- Fully furnished collaborative spaces, breakout areas, and conference rooms on two floors
- Access to parking, Metro rail, and amenities
- IBM collaborative opportunity



Workforce Fast Facts



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



Turnover rates **15% less** than other comparable metro regions



47 colleges and universities within 100 miles of downtown, expanding an employer's available workforce significantly



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

Success Story: AML RightSource | 100 JOBS CREATED | \$1,617,605 INVESTMENT



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

- Frank Ewing, AML RightSource, CEO