



Polymer Conversions Injects More Jobs, Investment into Buffalo Niagara



PROJECT OVERVIEW:

Polymer Conversions is a plastics injection molder specializing in highly technical medical devices and components. The company is based in Buffalo Niagara with 125 employees. In August 2020, the company was sold to MedBio, a company headquartered in Michigan. Polymer Conversions needed to expand its footprint and was considering doing so in either Western New York or Michigan. Invest Buffalo Niagara (InBN) was working toward the retention of the existing 125 jobs and the expansion of an additional 45 new jobs.

PROJECT SOLUTION:

To build the Buffalo Niagara business case, Polymer Conversions engaged InBN. InBN provided comparative data on workforce between Michigan sites and the current location in Western New York. InBN also coordinated incentives through New York Power Authority, Empire State Development, and Erie County Industrial Development Agency. When Polymer Conversions' site plan approvals were delayed by unforeseen circumstances, InBN connected the company to Phillips Lytle for legal consultation and assistance. This allowed the company to manage the delayed timeline and receive all needed approvals for their final steps.

Ultimately, thanks to legal connections to navigate timeline challenges and incentives coordination, Polymer Conversions decided to place its expansion in Buffalo Niagara. The expansion is estimated to be completed in mid-2022. The project will retain the existing 125 jobs, add an additional 45 jobs, and the company will invest over \$14 million.

COMPANY:

Polymer Conversions

PROJECT TYPE:

Advanced Manufacturing

JOBS: 45 NEW, 125 RETAINED

INVESTMENT: \$14,250,000

INCENTIVES:

NYPA – Hydropower Allocation

Empire State Development
Excelsior Jobs Program

Erie County IDA Tax Abatements