

Buffalo Niagara Perfectly Positioned for Success



INVEST
BUFFALO NIAGARA

Come grow your
business with us.

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 or visit us at 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 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 foothills 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.





\$63 BILLION
GROSS METRO PRODUCT

2019, Source: US Bureau of Economic Analysis

\$20.77 BILLION
PUBLIC/PRIVATE DEVELOPMENT IN 2020

RECENT INVESTMENT HIGHLIGHTS

SENECA ONE TOWER

\$120M

BUFFALO NIAGARA
INTERNATIONAL AIRPORT

\$80M

201 ELLICOTT STREET

\$76M

STATION 12

\$50M

CANTERBURY WOODS
GATES CIRCLE

\$43M

FORTUNE 1000 COMPANIES

2020, Source: Fortune Magazine

M&T Bank

MOOG

TOP PRIVATE COMPANIES

2020, Source: Forbes Magazine



WNY'S FASTEST GROWING COMPANIES

ESC Premier

Founders Software

Felgemacher Masonry

KensieMae

RentPrep

Trusted Nurse Staffing

Sonwil Distribution and Logistics

Buffalo Games

Buffalo Computer Graphics

2020, Source: Inc. Magazine



RENAISSANCE
COMMERCE PARK

WELCOME
City of
LACKAWANNA
Home of Father Baker

360
LACKAWANNA
PUBLIC LIBRARY
ACADEMIC LIBRARY 1922

LOOKING FOR OPTIONS TO LOCATE OR EXPAND YOUR BUSINESS?

Bring your light manufacturing, warehousing/distribution or mixed-use development projects to the **City of Lackawanna, NY** ... and become part of the next exciting chapter in our city's rich industrial & cultural history!

"We're Open For Your Business"



World-class intermodal transportation infrastructure, including Port of Buffalo, the first major U.S. port of call on the Great Lakes



Federal Opportunity Zone with Potential NYSERDA Low-Cost Energy Allocations



Foreign Trade Zone Designation



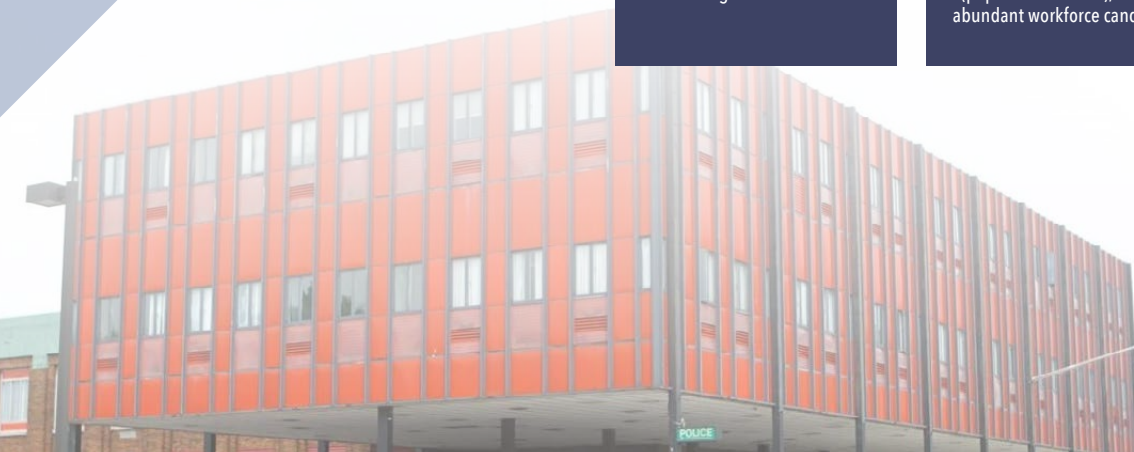
Brownfield Opportunity Area As-Of-Right Tax Incentives



Centrally located in Buffalo-Niagara Falls MSA (population 1MM+), offering abundant workforce candidates



Affordable unified city property tax rate



TO CONNECT WITH A CITY OF LACKAWANNA DEVELOPMENT OFFICER

Call 716.827.6677 or
Email: lackawannadevelopment@lackny.com

Lackawanna City Hall, 714 Ridge Road,
Room 309, Lackawanna, NY 14218
www.lackawannany.gov/developmentopportunities



Advanced Business Services

- 21 colleges and universities producing nearly 25,000 grads/yr.
- 300,000 millennials (and growing) in the Buffalo Niagara region
- Turn over rates 15% less than comparable metro regions
- More than 43% of the region's workforce holds a college degree



Advanced Manufacturing

- 0% state corporate income tax for manufacturers
- Northland Workforce Training Center, dedicated to developing and maintaining a skilled and diverse workforce to meet the needs of the advanced manufacturing sector
- 66,000+ advanced manufacturing employees
- Buffalo Manufacturing Works, a state-of-the-art facility providing your business the tools to grow



Agribusiness

- Access to abundant, clean, fresh water
- 4th largest dairy producing state in the U.S., and home to the largest dairy-producing county in New York State
- #1 state for yogurt, sour cream, and cottage cheese production
- University support and food processing programs



Life Science

- 120-plus-acre medical campus and collaborative research park focused on bioinformatics, life sciences, clinical care, and innovation
- 10 years tax free, on or near eligible academic campuses through START-UP NY
- More than 60 medical device companies are located here, among them manufacturers of anesthesia equipment, high-tech fabrics, thrombic-free pumps, imaging tools, ophthalmic, filtration media and infusion pumps



Logistics/Distribution

- 40% of the binational population within a 10 hour drive
- Seven international ports of entry; 1st major U.S. Port of Call when entering the Great Lakes
- Three certified Foreign Trade Zones, two of the largest in North America

DISCOVER A WORLD OF OPPORTUNITY



Join our growing number of entrepreneurs

The Western NY Wilds offers a world of opportunity for those looking to start a new business—from outdoor recreation, to craft beverages, light manufacturing, advanced ceramic engineering, and beyond. Looking to do something a little different?—Hey, you're just like us! Those who have made their homes and their businesses here will proudly tell you: the Western NY Wilds are a place for creators, adventure-seekers, and those making their own path in life. An abundance of raw natural resources, community camaraderie, a well-trained workforce, and opportunities for financial and governmental support make the Western NY Wilds an ideal place to turn your dreams into reality.



Spotlight on our success stories: Kent Beer Company



After enjoying home-brewing for twenty years, Ed Kent, the Master Brewer behind Kent Beer Company, decided to go pro. Kent Beer Company opened its doors just as a global pandemic was closing doors around the world. And maybe if it had been any other place or any other community, Kent Beer Company wouldn't have survived. But in the Western NY Wilds, we still believe in helping our neighbors.

Watch Ed's story, and meet others who've deliberately chosen to live their lives here, at wnywilds.com/wild-souls-wild-places.

Live Deliberately.



western ny
wilds

The Western NY Wilds
Offices of Planning, Development & Tourism
6087 State Route 19N, Belmont, NY 14813
585.268.7472 • wnywilds.com



THE CITY OF LIGHT WITH BRIGHT IDEAS

Buffalo Niagara is home to a booming entrepreneurial ecosystem, with industry-disrupting companies, top tech talent, available capital, and an entire community of support.

2ND MOST BOOMING STARTUP ECOSYSTEM

- Entrepreneur.com

\$225M

Million venture capital
raised in 2019

\$424M

University R&D expenditures
in 2019

10+

Incubators

12+

Coworking spaces



ACV Auctions became Buffalo's first software unicorn, with a valuation over \$1 billion, more than 1,000 employees, and a successful IPO on the NASDAQ in 2021.

43NORTH

43North is an accelerator that hosts an annual startup competition, investing \$5M per year to attract and retain high-growth companies in Buffalo.

“Buffalo's entrepreneurial ecosystem offered the perfect balance of founder affordability, talent and support; Buffalo provided us an ideal environment to go from start-up to scale-up.”

— Liz Tsai, CEO, HiOperator



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

Tax-exempt bond financing for nonprofits

Foreign Trade Zone Designation

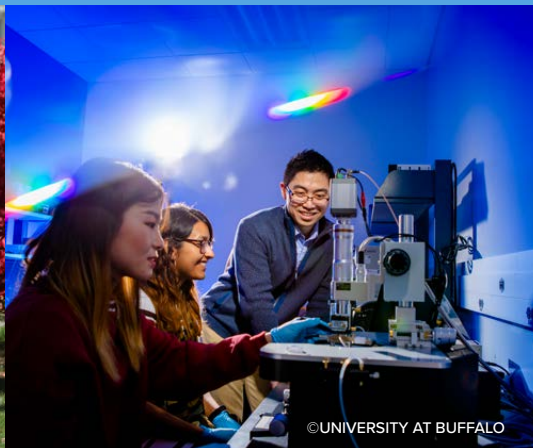


95 Perry Street, Suite 403, Buffalo, NY 14203

716.856.6525 • **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.



**MORE THAN 43%
OF THE REGION'S
WORKFORCE HAS
A COLLEGE DEGREE.**

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



**25,000+
GRADUATES
ANNUALLY.**

Buffalo Niagara is home to 21 colleges and universities graduating over 25,000 students annually. Our higher education institutions each offer a specialized focus and often rank in national publications.

UNIVERSITY AT BUFFALO

#3

#3 New York Public University
#34 among public universities nationwide

ALFRED STATE COLLEGE

#3 & #4

#3 Computer Engineering Technology
#4 IT: Network Administration and Web Development

21 COLLEGES AND UNIVERSITIES

- Alfred University
- Bryant & Stratton
- Canisius College
- Daemen College
- D'Youville College
- Genesee Community College
- Hilbert College
- Houghton College
- Jamestown Business College
- Jamestown Community College
- Medaille College
- Niagara County Community College
- Niagara University
- Saint Bonaventure University
- SUNY at Buffalo (UB)
- SUNY Erie Community College
- SUNY at Fredonia
- SUNY College at Buffalo
- SUNY College of Technology at Alfred
- Trocaire College
- Villa Maria College Buffalo

Source: US Department of Education, National Center for Education Statistics (2019 Enrollment)



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



Invest Buffalo Niagara connects businesses with local organizations to access available training funds, locate training resources, and link companies with qualified job seekers. Below is a sampling of top programs in the area.

NORTHLAND WORKFORCE TRAINING CENTER (NWTC)

NWTC is a regionally-significant initiative helping to fill the advanced manufacturing and energy 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, retrain or improves the productivity of their employees. Businesses can also receive tax credits for approved internship programs that provide training in advanced technology life sciences, software development and clean energy. 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, 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)

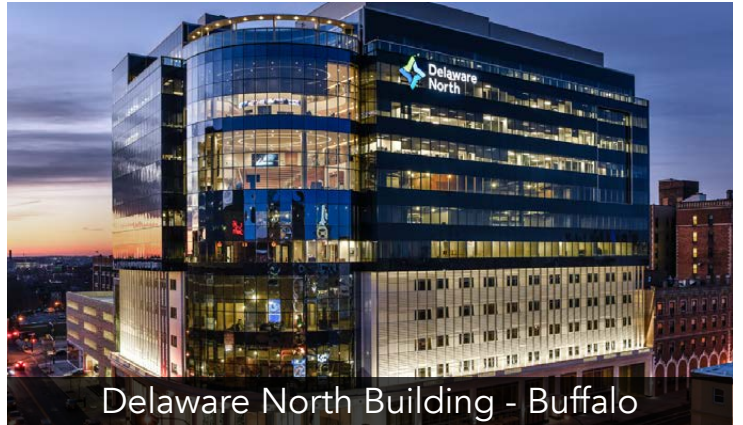
The Buffalo and Erie County Workforce Investment Board is a private sector board that is charged with developing, coordinating, and overseeing publicly funded workforce development/training initiatives. The WIB is committed to creating and promoting a workforce development system that is user-friendly 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.

GROW YOUR BUSINESS IN BUFFALO!



Avant - Buffalo



Delaware North Building - Buffalo



HANSA workspace - Buffalo



Sheridan Meadows - Amherst



8 Dona Street - Lackawanna



CrossPoint Business Park - Amherst

Whether you're looking for a 800 SF custom office, a 40,000 SF build-to-suit, or a 200,000+ SF industrial space, you can be confident that Uniland has the experience and expertise to deliver a space that fits your company's needs and budget. View available spaces at: [Uniland.com](https://uniland.com)



716.834.5000 | uniland.com

Explore our full suite of
real estate services at:
[Uniland.com](https://uniland.com)



Development | Construction | Sales & Leasing | Property Management | Hospitality | Residential

Be in Buffalo

Powered by, INVEST BUFFALO NIAGARA

Be a part of the story.

PROMOTE

Share on
social media

CONNECT

Have your HR staff
connect with us

INVEST

Help fund
our efforts

SHARE

Share your
#BuffaloBrag

Innovative people. Inspiring places.

Invest Buffalo Niagara, the region's nonprofit economic development organization, teamed up with local employers, partners, and longtime investors to launch a talent attraction campaign showcasing all the extraordinary ways there are to Be in Buffalo.

Together, we're working to introduce—or reintroduce—an entire generation of ambitious young professionals to a Buffalo they thought they knew—a Buffalo still grounded by accessibility but freshly reeling with energy and boundless opportunity. We truly believe there has never been a better time to Be In Buffalo.

RECRUITER TOOLKIT:

The Be in Buffalo website hosts a Recruiter's HQ, full of resources to help in your candidate search. Visit for free photos, copy, social media graphics, applicant tracking system integrations, training presentations, a 90+ page Relocation Guide and more.

Get Involved. Contact Us.

beinbuffalo@buffaloniagara.org | beinbuffalo.com |    

Investing in the future of Buffalo Niagara

Invest Buffalo Niagara is a unique private-public partnership that allows business leaders in the region to guide Buffalo Niagara in marketing and regional initiatives that will positively impact economic growth.

Our investors and partners are dedicated to helping Invest Buffalo Niagara attract and grow businesses in Buffalo Niagara. Their commitment fuels and enables our collaboration and coordination, which will make all the difference in the future development of our region. Thanks to the support of our investors, we provide our services at no cost.

AAA of Western & Central New York*	Frey Electric Construction Company	National Grid*
Acara Solutions, Inc.	Genesee County Economic Development Center	Niagara County Department of Economic Development
Allegany County Industrial Development Agency	Hamburg Industrial Development Agency	Northwest Bank
Amherst Industrial Development Agency	Hanna Commercial Real Estate	NYSEG*
ARC Building Partners	Harris Beach, PLLC	Phillips Lytle LLP*
Astronics Corporation	Harter Secrest & Emery LLP	Schutte Buffalo
Buffalo Niagara Partnership*	Highmark BlueCross BlueShield of Western New York*	Sonwil Distribution
Buffalo Urban Development Corporation	Hodgson Russ LLP	The Buffalo News
Calspan	HSBC Bank USA, NA*	TM Montante Development
Cattaraugus County Industrial Development Agency	HUNT Real Estate Corporation	Tops Markets, LLC*
Chautauqua County Industrial Development Agency	Hurwitz & Fine, P.C.	Tronconi Segerra & Associates LLP
City of Buffalo	Independent Health	Turner Construction Company
Delaware North*	KeyBank, NA*	Uniland Development Company*
Douglas Development	Lippes Mathias Wexler Friedman LLP	Univera Healthcare
Empire State Development Corporation*	Lockport Industrial Development Agency	University at Buffalo
Erie County	Lumsden & McCormick, LLP	Walsh Duffield Companies, Inc.
Erie County Industrial Development Agency*	The Martin Group	Wegmans Food Markets
Ernst & Young, LLP*	Merchants Insurance Group*	West Herr Automotive Group
Evans Bank	Moog Inc.*	WNY NYSCAR
Five Star Bank	M&T Bank Corporation*	Wyoming County Business Center
	National Fuel Gas Company*	

*FOUNDING INVESTORS



LEARN MORE AT:
[BUFFALONIAGARA.ORG/INVEST](https://buffaloniagara.org/invest) | 1-800-916-9073