“The facility in Orchard Park was selected for acquisition based on the great employees and their successful growth in the region. We are pleased to continue our investment in WNY and we appreciate the partnership with InBN to support our activities here.”

– Hugh Davies, President, MedBio Orchard Park
Welcome to Buffalo Niagara

Our region is home to an ever-growing network of life science companies - from spin-offs of Roswell Park Comprehensive Cancer Center and businesses beginning their incubation at the University at Buffalo (UB), to industry leaders like ThermoFisher Scientific. 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.

Invest Buffalo Niagara has helped 40 life sciences companies expand or relocate to the Buffalo Niagara region joining an impressive cluster of companies in fields like pharmaceuticals and biotechnology, medical devices, healthcare IT, and more, including:

- **Hauptman-Woodward Medical Research Institute** | hwi.buffalo.edu
  A Buffalo institute for 65+ years focused on studying the foundations of disease, looking at the interaction of biology with new and improved pharmaceuticals using crystallography with international recognition. In 1985, Dr. Herbert Hauptman won the Nobel Prize in Chemistry for his discovery of analyzing crystallographic diffraction data. HWI is also home to world renown structural expertise and a Thermo Fisher Glacio 200 kV microscope in their Cryo-Electron Microscopy Center.

- **UB NYS Center of Excellence in Bioinformatics & Life Sciences**
  buffalo.edu/bioinformatics  |  buffalo.edu/genomics
  A hub of innovation and technology based economic development driving scientific discovery and facilitating collaboration between academia and industry. The CBLS is home to cutting-edge facilities with access to experts, wet labs, office space, and shared equipment for innovation and R&D. The facility also houses UB's Genomics and Proteomics cores as well as UB's Center of Computational Research, one of the most powerful university based super computers in the country.

- **UB Jacobs School of Medicine and Biomedical Sciences** | medicine.buffalo.edu
  A worldclass medical school created as a key component of a regional, comprehensive medical community and attracts outstanding scientists, physician-scientists, clinicians, and medical students. This state-of-the-art 628,000 square foot facility provides the education of tomorrow’s leaders in health care and biomedical sciences through innovation and research using medical simulation technology, animate and inanimate explorations and standardized patient interactions to advance health and wellness.

- **Roswell Park Comprehensive Cancer Center** | roswellpark.org
  Founded in 1898 as the nation’s first cancer center, Roswell brings together the best minds dedicated to understanding, preventing, and curing cancer.

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.

- **Hauptman-Woodward Medical Research Institute** | hwi.buffalo.edu
- **UB NYS Center of Excellence in Bioinformatics & Life Sciences**
- **UB Jacobs School of Medicine and Biomedical Sciences** | medicine.buffalo.edu
- **Roswell Park Comprehensive Cancer Center** | roswellpark.org
BUFFALO NIAGARA MEDICAL CAMPUS

1 Innovation Center  
2 UB Educational Opportunity Center  
3 UB – Downtown Gateway  
4 Visitor & Employee Parking  
5 Innovation Center Annex  
6 Allen/Medical Campus  
7 NFTA Metro Rail Station  
8 Hauptman-Woodward Medical Research Institute  
9 Roswell Park Cancer Institute  
10 UB – New York State Center of Excellence in Bioinformatics and Life Sciences  
11 Roswell Park – Center for Genetics and Pharmacology  
12 UB Jacobs School of Medicine & Biomedical Sciences  
13 Kevin Guest Houses  
14 73 High St. Biosciences Incubator  
15 Buffalo Medical Group  
16 Doubletree Club by Hilton Hotel  
17 Conventus  
18 Kaleida Health – Oshei Children’s Hospital  
19 Kaleida Health – Buffalo General Medical Center  
20 Kaleida Health – Community Mental Health Center and Service Response Center  
21 UB Research Institute on Addictions  
22 Buffalo Hearing & Speech Center  
23 Kaleida Health – Gates Vascular Institute, UB Clinical and Translational Research Center & Jacobs Institute  
24 Patient, Visitor & Employee Parking  
25 Patient & Visitor Parking  
26 Olmsted Center for Sight/Ross Eye Institute  
27 Kaleida Health – HighPointe on Michigan  
28 Roswell Park – Clinical Sciences Center  
29 Roswell Park – Patient, Visitor & Employee Parking  
30 Electric Vehicle Charging Station

**John R. Oishei Children’s Hospital** | ochbuffalo.org  
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** | kaleidahealth.org/gvi  
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** | jacobsinstitute.org  
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** | buffalo.edu/ctsi  
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.

**Empire Discovery Institute** | discoveredi.org  
EDI is an integrated drug discovery and development accelerator, formed as an equal partnership between the University at Buffalo, the University of Rochester, and Roswell Park Comprehensive Cancer Center. Working at the interface between basic academic research, fundamental academic discoveries and the pharmaceutical industry, EDI facilitates taking scientific innovation, pharmaceutical industry expertise and funding to efficiently transform fundamental scientific discoveries into important new medicines for commercialization.
Top Six Fastest-Growing Life Sciences Occupations in Buffalo Niagara

1. General and Operations Managers
2. Medical Appliance Technicians
3. Production, Planning, and Executing Clerks
4. Chemical Equipment Operators and Tenders
5. Industrial Engineers
6. Chemists

Source: Economic Modeling Specialists Inc. (EMSI) 2022

Dr. Norma Nowak
Executive Director of the New York State Center of Excellence in Bioinformatics & Life Science, University at Buffalo

For any young company interested in Life Sciences or Technology the Buffalo Niagara ecosystem is looking to help in every way possible. We are the ‘City of Good Neighbors’ and the ‘City of Great Mentors.’

Educated and Skilled Workforce

Life sciences represents 1.6% of all employment in Buffalo Niagara, higher than the national average of 1.2%. Employees in Buffalo Niagara have access to a steady stream of talent graduating from the area’s 21 colleges and universities.

Annual Graduates by Degree

<table>
<thead>
<tr>
<th>PROGRAM</th>
<th>CERTIFICATE</th>
<th>ASSOCIATE DEGREE</th>
<th>BACHELOR’S DEGREE</th>
<th>ADVANCED DEGREES</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>BIOLOGICAL AND BIOMEDICAL</td>
<td>1</td>
<td>24</td>
<td>807</td>
<td>206</td>
<td>1,038</td>
</tr>
<tr>
<td>BUSINESS</td>
<td>143</td>
<td>826</td>
<td>2,349</td>
<td>891</td>
<td>4,209</td>
</tr>
<tr>
<td>ENGINEERING (AND RELATED)</td>
<td>10</td>
<td>42</td>
<td>998</td>
<td>543</td>
<td>1,593</td>
</tr>
<tr>
<td>ENGINEERING TECHNOLOGIES</td>
<td>48</td>
<td>180</td>
<td>155</td>
<td>0</td>
<td>383</td>
</tr>
<tr>
<td>HEALTH PROFESSIONS</td>
<td>1,141</td>
<td>1,541</td>
<td>1,261</td>
<td>1,504</td>
<td>5,447</td>
</tr>
<tr>
<td>PHYSICAL SCIENCES</td>
<td>26</td>
<td>0</td>
<td>199</td>
<td>100</td>
<td>325</td>
</tr>
</tbody>
</table>

Source: Economic Modeling Specialists Inc. (EMSI) 2022
Affordable Workforce

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

<table>
<thead>
<tr>
<th>OCCUPATION</th>
<th>BUFFALO NIAGARA</th>
<th>PHILA., PA</th>
<th>BOSTON, MA</th>
</tr>
</thead>
<tbody>
<tr>
<td>TEAM ASSEMBLERS</td>
<td>$14.96</td>
<td>$18.64</td>
<td>$18.13</td>
</tr>
<tr>
<td>MEDICAL SCIENTISTS</td>
<td>$39.05</td>
<td>$42.26</td>
<td>$50.25</td>
</tr>
<tr>
<td>INSPECTORS, TESTERS, SORTERS</td>
<td>$19.82</td>
<td>$22.19</td>
<td>$23.90</td>
</tr>
<tr>
<td>GENERAL AND OPERATIONS MANAGERS</td>
<td>$44.98</td>
<td>$54.06</td>
<td>$60.80</td>
</tr>
<tr>
<td>DENTAL LABORATORY TECHNICIANS</td>
<td>$18.17</td>
<td>$20.64</td>
<td>$18.94</td>
</tr>
<tr>
<td>ELECTRICAL AND ELECTRONIC EQUIPMENT ASSEMBLER</td>
<td>$16.89</td>
<td>$19.46</td>
<td>$23.08</td>
</tr>
<tr>
<td>PACKAGING AND FILLING MACHINE</td>
<td>$17.22</td>
<td>$17.47</td>
<td>$16.60</td>
</tr>
<tr>
<td>SOFTWARE DEVELOPERS</td>
<td>$47.16</td>
<td>$52.29</td>
<td>$63.52</td>
</tr>
<tr>
<td>FIRST LINE SUPERVISORS</td>
<td>$29.76</td>
<td>$34.11</td>
<td>$32.92</td>
</tr>
<tr>
<td>COMPLIANCE OFFICERS</td>
<td>$38.65</td>
<td>$36.45</td>
<td>$40.01</td>
</tr>
<tr>
<td>BIOLOGICAL TECHNICIANS</td>
<td>$20.17</td>
<td>$26.33</td>
<td>$31.15</td>
</tr>
<tr>
<td>INDUSTRIAL ENGINEERS</td>
<td>$44.62</td>
<td>$45.92</td>
<td>$49.36</td>
</tr>
<tr>
<td>CHEMICAL EQUIPMENT OPERATORS</td>
<td>$27.77</td>
<td>$23.54</td>
<td>$24.94</td>
</tr>
</tbody>
</table>

Source: EMSI 2022

FOR A CUSTOMIZED WAGE COMPARISON REPORT PLEASE CONTACT:
Matthew Hubacher
Vice President Research
mhubacher@buffaloniagara.org

—we have the most incredible team of scientists and engineers. — We are not just growing a company. We are going to save lives, and we are going to benefit WNY.”

Wayne Bacon
Garwood, Medical
Buffalo Niagara’s Strengths in Life Sciences

Pharmaceuticals/Biotechnology

For any young company interested in Life Sciences or Technology this [Buffalo Niagara] ecosystem is looking to help in every way possible.

Ifran Khan
Founder and CEO
Circuit Clinical

DIAGNOSTICS • DRUG DEVELOPMENT • ONCOLOGY • THERAPEUTICS

TOP COMPANIES: AMRI, Athenex, Efferdent Labs, Fresenius Kabi, Great Lakes Orthopedics, KSL, Omniseq, ONY Biotech, Thermo Fisher Scientific, Trinity Biotech, Zeptometrix

Medical Device

DENTAL • DISPOSABLES/PLASTICS • IMAGING • SURGICAL • VASCULAR


Healthcare IT

BIOINFORMATICS • GENOMICS & PROTEOMICS • BIG DATA ANALYTICS • POPULATION HEALTH

TOP COMPANIES: AHRM, Circuit Clinical, Compliance Team, IBM Buffalo Innovation Center, Patient Pattern

"For any young company interested in Life Sciences or Technology this [Buffalo Niagara] ecosystem is looking to help in every way possible."

INVEST BUFFALO NIAGARA
Valuable Incentives

New York State and the Buffalo Niagara region offer 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.

+ **The Buffalo Institute for Genomics and Data Analytics (BIG)**
  BIG leverages the University at Buffalo’s leading supercomputing capabilities and expertise in genomics and patient data analytics to advance the technology development and commercialization of partner companies. BIG has an **allocation of New York State dollars to financially incentivize growing companies to create jobs** in Buffalo Niagara.
  BIG supports the application of advanced analytics and provides access to genomic expertise and healthcare informatics.

+ **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.

+ **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.

+ **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.

+ **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.

+ **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.

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

+ **UB Center for Advanced Technology in Health Sciences & Big Data**
  The University at Buffalo Center for Advanced Technology in Big Data and Health Sciences (UB CAT) is a project cost-sharing grant program funded by Empire State Development’s Division of Science, Technology and Innovation (NYSTAR) program, designed to drive the growth of life and health science businesses in New York State.
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