



BUFFALO NIAGARA SUCCESS STORY

Start-up Chooses Buffalo and its Local Work Ethic



COMPANY OVERVIEW:



Larkin Express Logistics is a startup third party logistics (3PL) company, providing traditional 3PL logistics services, focused primarily on connecting shippers with carriers (truck owners). The team in

Buffalo will include business development, operations, and account management professionals. The Larkin Express Logistics equity holders have experience starting and growing 3PL companies in the past. Several of the project decision makers are based in Knoxville, Tennessee, which was strongly considered for the company's location. However, Buffalo Niagara's talented and dedicated workforce helped convince decision makers that the project should be in Buffalo. The company has leased 2,500 square feet of office space in the City of Buffalo and expects to hire over 50 people.

PROJECT SOLUTION:

Invest Buffalo Niagara (InBN) helped manage Larkin Express Logistics project as they started to consider Buffalo Niagara. InBN facilitated the company's search for office space, incentives application process, and introductions to resources. Larkin Express Logistics key competitive advantage is the people they hire, and connections through InBN to local staffing agencies proved key in making the business case for Buffalo Niagara.

"Our research prior to choosing Buffalo spoke highly of the local work ethic. Now, we're seeing it firsthand," said De Laria, President of Larkin Express Logistics.

PROJECT TYPE:

Advanced Business Services

JOBS: 53 New

INVESTMENT: \$680,000

REQUIREMENTS:

- Open concept office space with access to local amenities.

INCENTIVES:

- \$300,000 in Excelsior Tax Credits

“Invest Buffalo Niagara and the entire business community in Buffalo has been so welcoming and helpful. There's a reason Buffalo is called the City of Good Neighbors.”

- Don De Laria, President