



BUFFALO NIAGARA SUCCESS STORY

IMA LIFE: Growing the Future of Pharma in Western New York



COMPANY: IMA LIFE

INDUSTRY: Life Sciences

JOBS: 176 retained and 30 new

INVESTMENT: 27,600,000

INCENTIVES:

ECIDA tax abatement (property, mortgage recording, sales tax), ESD Excelsior Jobs Tax Credit, National Grid Grant for Insyte Consulting automation evaluation

Project Overview

IMA Life, a division of Italy's IMA Group, is a global leader in aseptic processing, filling, and freeze-drying solutions for the pharmaceutical and biotech industries. With operations across Europe, Asia, and North America, IMA Life designs advanced equipment that helps protect some of the world's most critical medicines.

To support continued growth in North America, IMA Life expanded its Western New York operations with a new 120,000-square-foot advanced manufacturing facility delivered in two phases. The facility includes office, warehouse, and production space designed to increase capacity while maintaining operational excellence. Remaining close to its existing Tonawanda operations was a priority, allowing IMA Life to retain its highly skilled workforce.

Located on Colvin Woods Parkway in North Tonawanda, just off Interstate I-90, the \$27.6 million investment strengthens the region's position as a hub for advanced manufacturing and life sciences innovation. The expansion will create 30 new full-time jobs immediately, adding to IMA Life's existing workforce of 176 and reinforcing the company's long-term commitment to the Buffalo Niagara region, with the potential to grow by up to 230 additional positions in the future.

Project Solution

As IMA Life advanced its expansion plans, the company faced the challenge of identifying a site that could meet highly specialized operational requirements while remaining close to its workforce. Rather than compromising, IMA Life pursued a collaborative, partnership-driven approach focused on long-term success.

After an initial regional site search, the team explored creative options. Montante Construction was selected as design-builder and strategic partner, leading coordination of design, construction, and municipal approvals working closely with architect LaBella Associates and Ciminelli Real Estate, unlocking a site aligned with the company's operational goals, workforce needs, and future growth plans. Additional partners including National Grid and Insyte Consulting evaluated automation efficiencies.

Invest Buffalo Niagara guided IMA Life through New York State's incentive process, securing support through the Excelsior Jobs Program and IDA tax incentives. Together, all these partnerships helped bring the project to life and positioned IMA Life for continued growth and investment in Western New York.

“Delivering a facility with the level of specialization required for our operations depended on strong collaboration and trusted partners. Working closely with a team of construction and regional economic development partners allowed the project to move forward efficiently and supports our continued growth in Western New York.”

Ernesto Renzi,
President and Sales Director,
IMA Life North America