



Expanding into the U.S. Checklist

International businesses considering a business expansion have good reason to rank Buffalo Niagara at the top of their prospect list. Invest Buffalo Niagara has business development managers who provide a single point of contact to a roster of experts in every key area needed to successfully analyze and consider a U.S. business expansion. Since 1999, Invest Buffalo Niagara has helped more than 120+ Canadian companies successfully expand their business to Buffalo Niagara. Our services are free of charge.

Legal

- Immigration
- Incorporation
- Intellectual property (patents, branding, trademarks, etc.)
- Real estate contracts and purchases

Accounting and Tax

- Tax structure
- State and federal requirements and filings
- Tax reporting and timelines

U.S. Banking

- U.S. deposits
- Checking and savings accounts
- Inter-company financial transfers
- Loan programs

Site Selection

- What sites are available in the region?
- What are the current market rates?
- What site best meets my long and short term needs?
- Committing to a real estate site (letters of intent, lease signing)

Workforce

- Wage rate data
- Employment and recruiting
- Employee benefits and medical coverage
- Training programs

Utilities

- What are your requirements of this new facility?
- Is the site that you are considering able to handle that need?
- How can a site be upgraded?
- Energy efficiency programs

Incentives

- State tax credits and grants
- County loans and tax abatements
- University partnerships
- NYSERDA (New York State Energy Research and Development Authority)
- Low-cost renewable power

Misc.

- Insurance (for the new facility and to cover the move)
- Plant layout and efficiency

Matthew Hubacher, Senior Vice President, specializes in helping Canadian businesses find success in Buffalo Niagara. Contact Matthew at 716.359.0337 or Mhubacher@buffaloniagara.org to learn more.