



# Buffalo Niagara Advanced Manufacturing



## AMDOR

LANCASTER,  
NEW YORK

*“After considering many alternatives, we concluded that an expansion to Buffalo Niagara was the wisest choice.*

*We very much appreciate the guidance provided by the Invest Buffalo Niagara team and their partner agencies.”*

– Bruce Whitehouse, President & Owner



**0%** STATE  
CORPORATE  
INCOME TAX  
FOR MANUFACTURERS

**5%** REFUNDABLE  
INVESTMENT TAX  
CREDITS ON CAPITAL  
EXPENDITURES

**68,000**

SKILLED WORKERS



LOW-COST  
**HYDROPOWER**



## Welcome to Buffalo Niagara

Buffalo Niagara has an impressive history as a powerhouse in advanced manufacturing that dates back to the 1800s. Manufacturing was the reason for much of Buffalo Niagara's notoriety in earlier centuries and continues to flourish in Western New York today, from Fisher Price's iconic toys to Moog's products for space, defense, aircraft, energy applications, medical technologies, and more.

Since 2000, Invest Buffalo Niagara has helped more than 100 manufacturing companies expand or relocate to the Buffalo Niagara region including:



## Largest Manufacturing Employers

Buffalo Niagara boasts a dense cluster of local suppliers and support industries to our advanced manufacturing industry. The industry remains the third-largest employer sector in the Buffalo Niagara economy, representing over 1,600 companies with more than 66,000 skilled workers.

COMPANY	INDUSTRY	EMPLOYEES
MOOG INC.	Precision-control components and defense systems	3,250
GENERAL MOTORS	Engines and powertrain cooling systems	2,981
CUMMINS INC.	Diesel engines and component parts	1,500
TESLA	Solar cells and modules	1,460
SUMITOMO RUBBER USA LLC	Tires	1,390
FORD MOTOR CO.	Automotive stamping	1,100
LINDE	Production and distribution of industrial gases	1,000
FRESENIUS KABI	Pharmaceuticals	960
THERMO FISHER SCIENTIFIC	Pharmaceuticals and biotechnology	800
PCB PIEZOTRONICS	Sensor technology	700

Source: Buffalo Business First 2021 Book of Lists



## Valuable Incentives

New York State and the Buffalo Niagara region offer a variety of 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.

### + *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.

### + *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.

### + *Brownfield Clean-Up Program*

**Refundable tax credits up to 24%** 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.

### + *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.

### + *Training incentives*

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

### + *Industrial Development Agencies (IDA)*

Local IDAs can offer **tax incentive** programs that provide major savings by abating property, sales, and mortgage recording taxes.



**DOWNLOAD OUR FULL INCENTIVES GUIDE FOR MORE INFORMATION:**

**[BUFFALONIAGARA.ORG/INCENTIVES](http://BUFFALONIAGARA.ORG/INCENTIVES)**

# Educated and Skilled Workforce

Advanced manufacturing represents 7.9% of total employment in Buffalo Niagara, a greater percentage than the nation (7.8%). Workers in Buffalo Niagara have access to a number of educational facilities at the area's 21 colleges and universities. Degrees in manufacturing and research resources are particularly strong at SUNY Buffalo and Alfred State SUNY College of Technology.

## Graduates by Degree

PROGRAM	< TWO-YEAR DEGREE	ASSOCIATE DEGREE	BACHELOR'S DEGREE	ADVANCED DEGREES	TOTAL
BUSINESS	143	826	2,349	891	4,209
ENGINEERING (AND RELATED)	10	42	998	543	1,593
MECHANIC & REPAIR TECHNOLOGIES	85	112	0	0	197
TRANSPORTATION & MATERIALS MOVING	155	10	0	0	165
CONSTRUCTION TRADES	7	147	0	0	154
PRECISION PRODUCTION	79	80	2	0	161

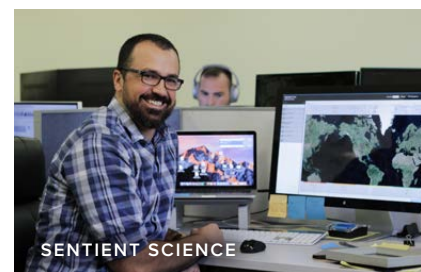
Source: EMSI 2021



© Don Burns | Driftwood Motions + Stills



MEDBIO



SENTIENT SCIENCE



NEW FLYER

# Top Six Fastest-Growing Manufacturing Occupations in Buffalo Niagara

- 1** Extruding and Forming Machine Setters, Operators, and Tenders
- 2** Coil Winders, Tapers, and Finishers
- 3** Forging Machine Setters, Operators, and Tenders, Metal and Plastic
- 4** Molders, Shapers, and Casters, Except Metal and Plastic
- 5** Metal Workers and Plastic Workers, All Other
- 6** Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders

Source: EMSI 2021

**FOR A CUSTOMIZED WAGE COMPARISON REPORT PLEASE CONTACT:**  
**Matthew Hubacher**  
 Research Director  
[mhubacher@buffaloniagara.org](mailto:mhubacher@buffaloniagara.org)



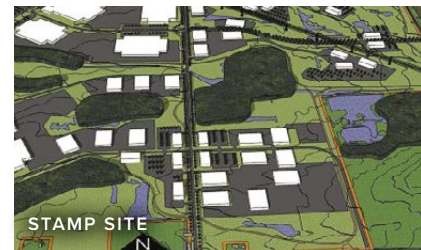
## Productive, Affordable Workforce

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

### Median Hourly Earnings

OCCUPATION	EMPLOYED (BN)	BUFFALO NIAGARA	PHILA., PA	BOSTON, MA
LABORERS AND FREIGHT, STOCK, AND MATERIAL MOVERS, HANDLERS	10,710	\$14.91	\$14.79	\$16.47
GENERAL AND OPERATIONS MANAGERS	9,761	\$47.63	\$63.19	\$59.95
MAINTENANCE AND REPAIR WORKERS, GENERAL	8,277	\$19.16	\$21.79	\$23.67
HEAVY AND TRACTOR-TRAILER TRUCK DRIVERS	7,275	\$22.55	\$24.19	\$24.87
TEAM ASSEMBLERS	6,281	\$15.92	\$17.12	\$17.76
FIRST-LINE SUPERVISORS OF PRODUCTION AND OPERATING WORKERS	3,407	\$31.92	\$33.43	\$33.63
INSPECTORS, TESTERS, SORTERS, SAMPLERS, AND WEIGHERS	3,346	\$19.72	\$21.72	\$23.61
SHIPPING, RECEIVING, AND INVENTORY CLERKS	3,274	\$16.88	\$16.93	\$19.54
MACHINISTS	2,937	\$22.93	\$27.49	\$26.46
INDUSTRIAL ENGINEERS	2,070	\$41.46	\$43.43	\$49.52
WELDERS, CUTTERS, SOLDERERS, AND BRAZERS	1,750	\$20.92	\$22.31	\$25.22
SALES REPRESENTATIVES, WHOLESALE AND MANUFACTURING, TECHNICAL AND SCIENTIFIC PRODUCTS	1,220	\$34.30	\$33.70	\$47.52

Source: EMSI - 2021



## Dedicated to Advanced Manufacturing

New York State recognizes the successes advanced manufacturing has brought the Buffalo Niagara region and is committed to sustaining that success by dedicating resources to bolster that sector of our economy. Several initiatives have spun out of the state's historic and visionary Buffalo Billion:

### + *Buffalo Manufacturing Works*

Buffalo Manufacturing Works is a groundbreaking collaboration between leading industry, research, and academic partners. It provides unparalleled access to a wide range of resources related to advanced manufacturing from engineering services and cutting-edge equipment to business consulting and workforce development.

### + *The Science and Technology Advanced Manufacturing Park (STAMP)*

STAMP is a 1,250 acre mega site. It is located within NYPA's low-cost hydropower zone and is serviced by reliable, high-capacity power infrastructure. In 2021, Plug Power commenced construction on a 56-acre parcel and the construction phase for STAMP's 345-115kV electric substation commenced.

### + *Northland Workforce Training Center*

A workforce training center creating a successful pipeline of highly-skilled workers in the advanced manufacturing and energy industries, aligned with the current and future needs of Buffalo Niagara's manufacturing sector. 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. NWTC also offers companies B2B services.

### + *NYPA*

Programs through the New York Power Authority (NYPA) are dedicated to providing customers with low-cost, clean, reliable power along with innovative energy infrastructure and services. This initiative through New York State creates a competitive advantage for qualified companies located in NYPA's service territory.





## Strategic Location

The area shaded in green can be accessed within a 10-hour drive from Buffalo Niagara. It includes 40% of the bi-national population, a populace of approximately 140 million people.



### 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/advancedmanufacturing](http://buffaloniagara.org/advancedmanufacturing)

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**INVEST** BUFFALO  
NIAGARA

257 WEST GENESEE STREET, SUITE 600 BUFFALO, NEW YORK 14202 1.800.916.9073