



Buffalo Niagara Food & Beverage Processing



Pride Pak

MEDINA,
NEW YORK

“The collaboration between Invest Buffalo Niagara and various agencies in Orleans County was a key factor in the success of this project”

– Steve Karr
Pride Pak CEO



0% STATE
CORPORATE
INCOME TAX
FOR FOOD PROCESSORS

#1 FOR YOGURT, SOUR
CREAM, AND
COTTAGE CHEESE

ABUNDANT



FRESH WATER,
WATER AQUIFERS,
MUNICIPAL SEWERS, &
WASTE WATER
TREATMENT FACILITIES



**LOW-COST
HYDROPOWER**



Welcome to Buffalo Niagara

Buffalo Niagara is home to a strong and growing 1,000+ company agribusiness cluster. The region's reliable infrastructure, inexpensive power, and ideal geography are the perfect ingredients for a successful food and dairy processing expansion or relocation.

Invest Buffalo Niagara has helped nearly 30 agribusiness companies expand or relocate to the Buffalo Niagara region including:



Largest Food & Dairy Processing Employers

Buffalo Niagara boasts a compelling combination of global companies and those supporting the local supply chain.

COMPANY	INDUSTRY	EMPLOYEES
RICH PRODUCTS CORPORATION	Frozen Food Manufacturer	1,150
UPSTATE NIAGARA CO-OP INC	Dairy Production	968
WELLS ENTERPRISES	Ice Cream and Frozen Dessert Manufacturer	700
STEUBEN FOODS INC	Dairy Processing	640
LACTALIS AMERICAN GROUP	Cheese Manufacturer	600
BIG HEART PET BRANDS	Pet Food Manufacturer	500
O-AT-KA MILK PRODUCTS	Dairy Products	466
ROSINA FOOD PRODUCTS	Frozen Food Manufacturer	462
PERRY'S ICE CREAM CO INC	Ice Cream and Frozen Dessert Manufacturer	412
GENERAL MILLS	Breakfast Cereal Manufacturer	391

Source: Buffalo Business First Book of Lists 2022/New York State Department of Labor



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 range between 10%–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

Top Six Fastest-Growing Agribusiness Occupations in Buffalo Niagara

- 1 Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders
- 4 Heavy and Tractor-Trailer Truck Drivers
- 2 Industrial Machinery Mechanics
- 5 Stockers and Order Fillers
- 3 Sales Representatives
- 6 Bakers

Source: Economic Modeling Specialists Intl. (EMSI), 2022



Productive, Affordable Workforce

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

FOR A CUSTOMIZED WAGE COMPARISON REPORT PLEASE CONTACT:

Matthew Hubacher
VP Research

mhubacher@buffaloniagara.org

Median Hourly Earnings

OCCUPATION	EMPLOYED (BN)	BUFFALO NIAGARA	MILWAUKEE, WI	CENTRAL PA
PACKAGING AND FILLING MACHINE OPERATORS AND TENDERS	1,423	\$16.19	\$16.54	\$16.95
FOOD BATCHMAKERS	1,041	\$17.45	\$15.00	\$21.97
LABORERS AND FREIGHT, STOCK, AND MATERIAL MOVERS, HAND	579	\$14.90	\$16.93	\$15.04
FIRST-LINE SUPERVISORS OF PRODUCTION AND OPERATING WORKERS	444	\$31.91	\$30.94	\$27.61
MAINTENANCE AND REPAIR WORKERS, GENERAL	362	\$19.15	\$21.65	\$20.58
BAKERS	346	\$13.88	\$14.78	\$12.64
INSPECTORS, TESTERS, SORTERS, SAMPLERS, AND WEIGHERS	334	\$19.72	\$19.82	\$21.76
INDUSTRIAL TRUCK AND TRACTOR OPERATORS	301	\$20.98	\$19.13	\$18.00
INDUSTRIAL MACHINERY MECHANICS	285	\$28.33	\$27.58	\$24.62
PACKERS AND PACKAGERS, HAND	251	\$13.02	\$13.09	\$13.58

Source: Economic Modeling Specialists Intl. (EMSI), 2022

Educated and Skilled Workforce

Buffalo Niagara boasts a strong workforce pipeline from the region's 21 colleges and universities. Degrees in agribusiness are particularly strong at Alfred State SUNY College of Technology.

Annual Graduates by Degree

PROGRAM	< TWO-YEAR DEGREE	ASSOCIATE DEGREE	BACHELOR'S DEGREE	ADVANCED DEGREES	TOTAL
AGRICULTURE	8	159	27	0	194
BUSINESS	143	826	2,349	891	4,209
ENGINEERING (AND RELATED)	58	222	1,153	543	1,976
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: Economic Modeling Specialists Intl. (EMSI), 2022



EAST HILL CREAMERY



GALBANI



PRIDE PAK



CREATIVE FOODS



University Support

Buffalo Niagara food and dairy processing companies access support from the region's 21 colleges and universities and one of the country's premier food science programs at Cornell University. These institutions offer research collaboration opportunities and laboratory testing, as well as education for the future of your company's workforce. Below are some highlights:

+ *Cornell University*

Department of Food Science - Includes biology/microbiology, chemistry, and nutrition in food and beverage disciplines. The Center of Excellence in Food and Agriculture Innovation serves as a hub to connect New York businesses with services they need for success.

Food Processing Development Laboratory (FPDL) - 6,000 sq. ft. pilot plant serving as a statewide center for food and dairy processing offering a unique for product development and short-term manufacturing space that allows companies to perform research, develop new products, and start new food related businesses.

Dairy Foods Extension Program - Includes dairy research and extension programs, milk processing from Cornell's dairy herd. The program and licensed dairy processing plant actually supplies dairy products to the campus.

Cornell Craft Beverage Institute - The CCBI provides technical resources and research to the growing brewing industry across New York. Its facilities a state-of-the-art automated pilot brewery and the Cornell Craft Beverage Analytical Lab, where products may be submitted for troubleshooting, quality testing or sensory appraisal.

+ *Alfred State College*

Agricultural Technology Program - Alfred's campus boasts a 5,300 sq. ft. greenhouse that produces hydroponic vegetables, and herbs and contains a tropical room, desert room, and plant propagation areas ASC offers instruction on conventional, natural, and organic food production systems. It's also the only institution of higher education in the U.S. with both conventional and organic dairy systems on the same farm.

Agricultural Business Program - The campus' 800 acre college farm also hosts the Center for Organic and Sustainable Agriculture (COSA) which features an organic dairy herd with which students gain experience in management intensive grazing and a robotic milking system.

+ *Genesee Community College (GCC)*

Food Processing Technology - Includes physical, microbiological, and chemical understandings, as well as experience with the technologies of tomorrow.

Career Pathways Agribusiness Academy - A program for high school seniors interested in exploring agribusiness as a future career choice, which incorporates rigorous coursework and work-based instruction in a comprehensive and non-repetitive curriculum.

Hazard Analysis & Critical Control Points (HACCP) - Held at the BEST Center, HACCP certification training provides a practical understanding of the regulatory requirements and implementation of a HACCP system using a hands-on approach. This training is a foundation for FDA-regulated seafood and juice production as well as USDA regulated meat and poultry production.

Dairy Processing

Each year, Buffalo Niagara produces over 3 billion pounds of fluid milk. The region's dairy processing products include ice cream, cheese, and fluid, condensed, and evaporated milk. Milk is New York State's leading agricultural product. Wyoming County in Buffalo Niagara is the largest producing county in the state.



REGION	DAIRY SALES	DAIRY PROCESSING MANUFACTURERS	TOTAL JOBS
BUFFALO NIAGARA	\$3,784,076,000	20	4,311
GREEN BAY, WI	\$2,404,392,000	10	2,572
MERCED, CA	\$1,656,084,000	8	1,474
LANCASTER, PA	\$806,333,000	14	1,247
FRANKLIN, VT	\$785,178,000	6	987
SACRAMENTO, CA	\$306,529,000	11	430

Source: EMSI & National Agricultural Statistics Service, 2022

#1

NY RANKS FIRST IN THE U.S. FOR PRODUCTION OF YOGURT, SOUR CREAM, AND COTTAGE CHEESE

#4

NY RANKS THIRD FOR DAIRY PRODUCTION IN THE U.S.
 NY'S TOP PRODUCING COUNTY IS LOCATED IN BUFFALO NIAGARA

#4

NY RANKS FOURTH AMONG THE U.S. IN TOTAL CHEESE PRODUCTION



“The Buffalo Niagara region has provided Perry’s Ice Cream with a dedicated workforce that is passionate about the quality of products we produce, sell and deliver. Our company’s four generations of success in this region is due to hard work and pride taken by our team members. We are proud and blessed to call Buffalo Niagara our home for 100 years.”

- Robert Denning, President and CEO Perry’s Ice Cream Company, Inc.



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.



Highway

The region's 3,675-mile network of major interstates, state routes, and local arterial roads is a critical factor in enabling effective connections for the region's economy.

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/agribusiness

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INVEST **BUFFALO NIAGARA**

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