



Buffalo Niagara Life Sciences

PHARMACEUTICALS/BIOTECHNOLOGY • MEDICAL DEVICES • HEALTHCARE IT



MEDBIO

BUFFALO,
NEW YORK

“The facility in Orchard Park was selected for acquisition based on the great employees and their successful growth in the region. We are pleased to continue our investment in WNY and we appreciate the partnership with InBN to support our activities here.”

– Hugh Davies, President,
MedBio Orchard Park



120-ACRE
BUFFALO NIAGARA
MEDICAL CAMPUS

0% STATE
CORPORATE
INCOME TAX

FOR LIFE SCIENCE
MANUFACTURING COMPANIES

10 YEARS TAX FREE
ON OR NEAR ELIGIBLE
ACADEMIC CAMPUSES



UNIVERSITY AT BUFFALO SPENDS OVER
\$420 M ON RESEARCH
YEARLY



INVEST BUFFALO
NIAGARA

BUFFALONIAGARA.ORG

Welcome to Buffalo Niagara

Our region is home to an ever-growing network of life science companies - from spin-offs of Roswell Park Comprehensive Cancer Center and businesses beginning their incubation at the University at Buffalo (UB), to industry leaders like ThermoFisher Scientific. Led by UB, a hub of research, collaboration, and scientific discovery, and the Buffalo Niagara Medical Campus (BNMC), spanning 9 million sq. ft., Buffalo Niagara is a burgeoning leader in the life sciences sector.

Invest Buffalo Niagara has helped 40 life sciences companies expand or relocate to the Buffalo Niagara region joining an impressive cluster of companies in fields like pharmaceuticals and biotechnology, medical devices, healthcare IT, and more, including:



Dedicated to Life Sciences

The BNMC is 120 acres in the heart of downtown Buffalo and is home to the new state of the art UB medical school, Oshei Children's Hospital, and many of the startups spurring innovation in Buffalo. Over 150 companies and nine member institutions on this multi-anchor campus employ about 16,000 people. Below are just a few examples of organizations that make up this dynamic, collaborative, and exciting space.

+ *Hauptman-Woodward Medical Research Institute* | hwi.buffalo.edu **8**

A Buffalo institute for 65+ years focused on studying the foundations of disease, looking at the interaction of biology with new and improved pharmaceuticals using crystallography with international recognition. In 1985, Dr. Herbert Hauptman won the Nobel Prize in Chemistry for his discovery of analyzing crystallographic diffraction data. HWI is also home to world renown structural expertise and a Thermo Fisher Glacio 200 kV microscope in their Cryo-Electron Microscopy Center.

+ *UB NYS Center of Excellence in Bioinformatics & Life Sciences* **10** buffalo.edu/bioinformatics | buffalo.edu/genomics

A hub of innovation and technology based economic development driving scientific discovery and facilitating collaboration between academia and industry. The CBLS is home to cutting-edge facilities with access to experts, wet labs, office space, and shared equipment for innovation and R&D. The facility also houses UB's Genomics and Proteomics cores as well as UB's Center of Computational Research, one of the most powerful university based super computers in the country.

+ *UB Jacobs School of Medicine and Biomedical Sciences* | medicine.buffalo.edu **12**

A worldclass medical school created as a key component of a regional, comprehensive medical community and attracts outstanding scientists, physician-scientists, clinicians, and medical students. This state-of-the-art 628,000 square foot facility provides the education of tomorrow's leaders in health care and biomedical sciences through innovation and research using medical simulation technology, animate and inanimate explorations and standardized patient interactions to advance health and wellness.

+ *Roswell Park Comprehensive Cancer Center* | roswellpark.org **9 11 28**

Founded in 1898 as the nation's first cancer center, Roswell brings together the best minds dedicated to understanding, preventing, and curing cancer.



BUFFALO NIAGARA MEDICAL CAMPUS

- | | | | | |
|---|---|--|--|---|
| 1 Innovation Center | 8 Hauptman-Woodward Medical Research Institute | 13 Kevin Guest Houses | 20 Kaleida Health - Community Mental Health Center and Service Response Center | 26 Olmsted Center for Sight/Ross Eye Institute |
| 2 dig | 9 Roswell Park Cancer Institute | 14 73 High St. Biosciences Incubator | 21 UB Research Institute on Addictions | 27 Kaleida Health - HighPointe on Michigan |
| 3 UB Educational Opportunity Center | 10 UB - New York State Center of Excellence in Bioinformatics and Life Sciences | 15 Buffalo Medical Group | 22 Buffalo Hearing & Speech Center | 28 Roswell Park - Clinical Sciences Center |
| 4 UB - Downtown Gateway | 11 Roswell Park - Center for Genetics and Pharmacology | 16 Doubletree Club by Hilton Hotel | 23 Kaleida Health - Gates Vascular Institute, UB Clinical and Translational Research Center & Jacobs Institute | 29 Roswell Park - Patient, Visitor & Employee Parking |
| 5 Visitor & Employee Parking | 12 UB Jacobs School of Medicine & Biomedical Sciences | 17 Conventus | 24 Patient, Visitor & Employee Parking |  Electric Vehicle Charging Station |
| 6 Innovation Center Annex | | 18 Kaleida Health - Oishei Children's Hospital | 25 Patient & Visitor Parking | |
| 7 Allen/Medical Campus
NFTA Metro Rail Station | | 19 Kaleida Health - Buffalo General Medical Center | | |

+ *John R. Oishei Children's Hospital* | ochbuffalo.org **18**

A 12-story comprehensive pediatric health care facility on the BNMC offering pediatric critical care, Level III neonatal intensive care, and Level 1 Pediatric Trauma.

+ *Gates Vascular Institute* | kaleidahealth.org/gvi **23**

Buffalo has become a destination for endovascular surgery training, having had 38 physicians from 17 counties in the last four years spend three days to three months observing procedures, learning new techniques, and exploring latest devices.

+ *The Jacobs Institute* | jacobsinstitute.org **23**

A medical device innovation center specializing in heart attack, stroke, and other vascular diseases. The JI inspires the next generation with unique hands-on training with simulation experiences and 3D-printed vascular flow modules. Innovation and product development is the JI's primary focus with its Idea to Reality Center (i2R). The JI's i2R is the smartest, fastest, most cost-effective way to develop and endovascular device idea.

+ *UB Clinical & Translational Science Institute* | buffalo.edu/ctsi **23**

Principal investigators and research coordinators have access to the services and resources provided with the CTSI to advance health care solutions from discovery to delivery.

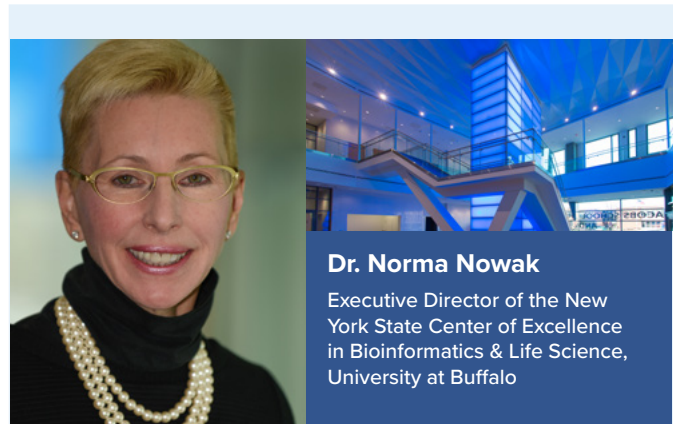
Empire Discovery Institute | discoveredi.org

EDI is an integrated drug discovery and development accelerator, formed as an equal partnership between the University at Buffalo, the University of Rochester, and Roswell Park Comprehensive Cancer Center. Working at the interface between basic academic research, fundamental academic discoveries and the pharmaceutical industry, EDI facilitates taking scientific innovation, pharmaceutical industry expertise and funding to efficiently transform fundamental scientific discoveries into important new medicines for commercialization.

Top Six Fastest-Growing Life Sciences Occupations in Buffalo Niagara

- 1 General and Operations Managers
- 2 Medical Appliance Technicians
- 3 Production, Planning, and Executing Clerks
- 4 Chemical Equipment Operators and Tenders
- 5 Industrial Engineers
- 6 Chemists

Source: Economic Modeling Specialists Inc. (EMSI) 2022



Dr. Norma Nowak

Executive Director of the New York State Center of Excellence in Bioinformatics & Life Science, University at Buffalo

“ For any young company interested in Life Sciences or Technology the Buffalo Niagara ecosystem is looking to help in every way possible. We are the ‘City of Good Neighbors’ and the ‘City of Great Mentors.’ ”

Educated and Skilled Workforce

Life sciences represents 1.6% of all employment in Buffalo Niagara, higher than the national average of 1.2%. Employees in Buffalo Niagara have access to a steady stream of talent graduating from the area’s 21 colleges and universities.

Annual Graduates by Degree

PROGRAM	CERTIFICATE	ASSOCIATE DEGREE	BACHELOR’S DEGREE	ADVANCED DEGREES	TOTAL
BIOLOGICAL AND BIOMEDICAL	1	24	807	206	1,038
BUSINESS	143	826	2,349	891	4,209
ENGINEERING (AND RELATED)	10	42	998	543	1,593
ENGINEERING TECHNOLOGIES	48	180	155	0	383
HEALTH PROFESSIONS	1,141	1,541	1,261	1,504	5,447
PHYSICAL SCIENCES	26	0	199	100	325

Source: Economic Modeling Specialists Inc. (EMSI) 2022



Affordable Workforce

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

FOR A CUSTOMIZED WAGE COMPARISON REPORT PLEASE CONTACT:

Matthew Hubacher
Vice President Research
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Median Hourly Earnings

OCCUPATION	BUFFALO NIAGARA	PHILA., PA	BOSTON, MA
TEAM ASSEMBLERS	\$14.96	\$18.64	\$18.13
MEDICAL SCIENTISTS	\$39.05	\$42.26	\$50.25
INSPECTORS, TESTERS, SORTERS	\$19.82	\$22.19	\$23.90
GENERAL AND OPERATIONS MANAGERS	\$44.98	\$54.06	\$60.80
DENTAL LABORATORY TECHNICIANS	\$18.17	\$20.64	\$18.94
ELECTRICAL AND ELECTRONIC EQUIPMENT ASSEMBLER	\$16.89	\$19.46	\$23.08
PACKAGING AND FILLING MACHINE	\$17.22	\$17.47	\$16.60
SOFTWARE DEVELOPERS	\$47.16	\$52.29	\$63.52
FIRST LINE SUPERVISORS	\$29.76	\$34.11	\$32.92
COMPLIANCE OFFICERS	\$38.65	\$36.45	\$40.01
BIOLOGICAL TECHNICIANS	\$20.17	\$26.33	\$31.15
INDUSTRIAL ENGINEERS	\$44.62	\$45.92	\$49.36
CHEMICAL EQUIPMENT OPERATORS	\$27.77	\$23.54	\$24.94

Source: EMSI 2022



Wayne Bacon
Garwood, Medical



We have the most incredible team of scientists and engineers. — We are not just growing a company. We are going to save lives, and we are going to benefit WNY.”

Buffalo Niagara's Strengths in Life Sciences

Pharmaceuticals/Biotechnology



DIAGNOSTICS • DRUG DEVELOPMENT • ONCOLOGY • THERAPEUTICS

TOP COMPANIES: AMRI, Athenex, Efferdent Labs, Fresenius Kabi, Great Lakes Orthopedics, KSL, Omniseg, ONY Biotech, Thermo Fisher Scientific, Trinity Biotech, Zeptomatrix

Medical Device



DENTAL • DISPOSABLES/PLASTICS • IMAGING • SURGICAL • VASCULAR

TOP COMPANIES: Baxter, Garwood Medical Devices, Harmac Medical Products, Interger, Ivoclar Vivident, MedBio, Nissha Medical Technologies, Robb Surgical Devices, Tapecon, Inc.

Healthcare IT



BIOINFORMATICS • GENOMICS & PROTEOMICS • BIG DATA ANALYTICS • POPULATION HEALTH

TOP COMPANIES: AHRM, Circuit Clinical, Compliance Team, IBM Buffalo Innovation Center, Patient Pattern



Ifran Khan
Founder and CEO
Circuit Clinical

“

For any young company interested in Life Sciences or Technology this [Buffalo Niagara] ecosystem is looking to help in every way possible.”



DOWNLOAD OUR FULL INCENTIVES GUIDE FOR MORE INFORMATION: BUFFALONIAGARA.ORG/INCENTIVES



Valuable Incentives

New York State and the Buffalo Niagara region offer 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.

+ *The Buffalo Institute for Genomics and Data Analytics (BIG)*

BIG leverages the University at Buffalo's leading supercomputing capabilities and expertise in genomics and patient data analytics to advance the technology development and commercialization of partner companies. BIG has an **allocation of New York State dollars to financially incentivize growing companies to create jobs** in Buffalo Niagara.

BIG supports the application of advanced analytics and provides access to genomic expertise and healthcare informatics.

+ *Brownfield Clean-Up Program*

Refundable tax credits up to 20% 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.

+ *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.

+ *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.

+ *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.

+ *Start-Up NY*

Helps new and expanding businesses through tax incentives and academic partnerships. Companies operate **10 years tax free** on or near eligible academic campuses.

+ *Training incentives*

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

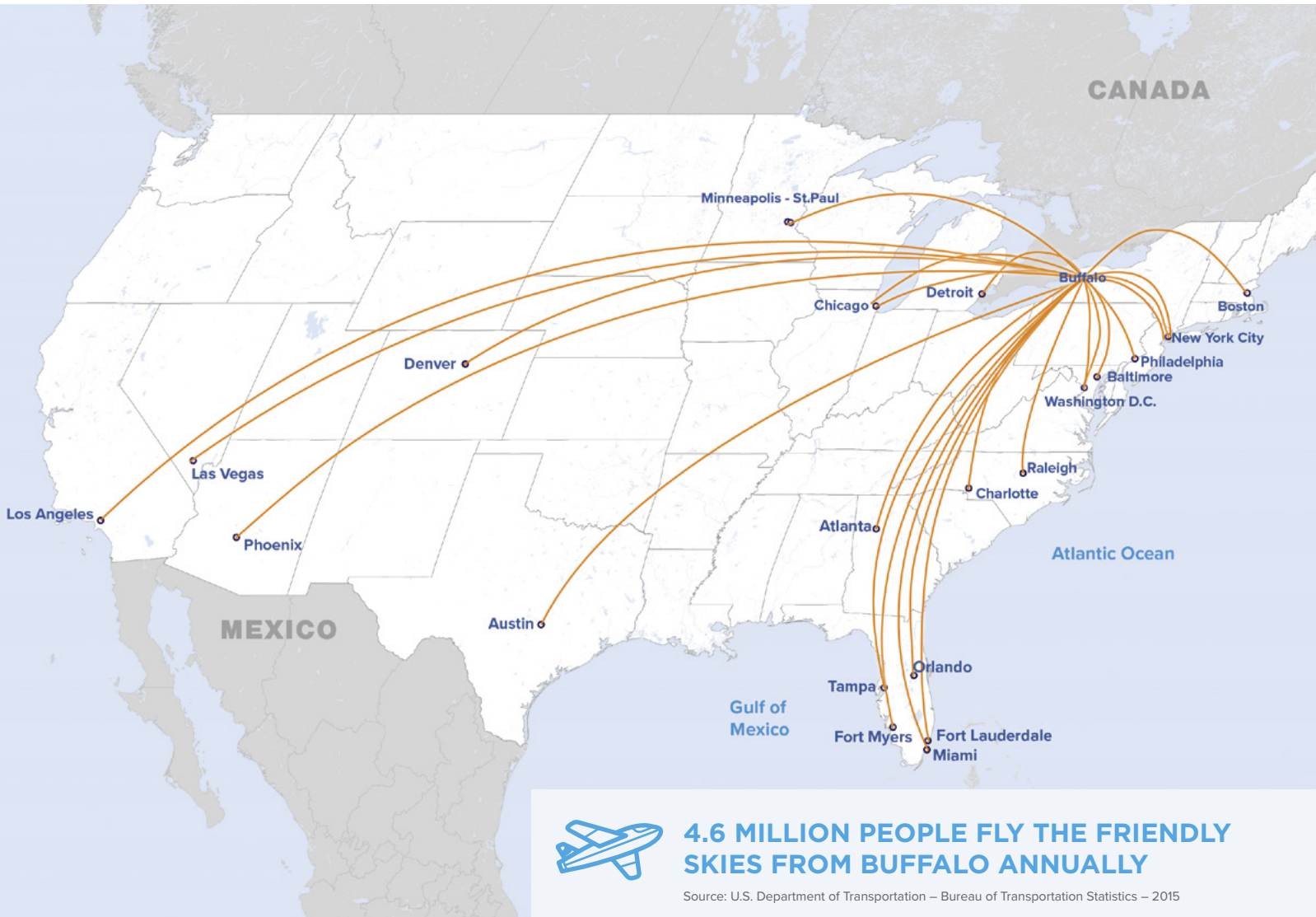
+ *UB Center for Advanced Technology in Health Sciences & Big Data*

The University at Buffalo Center for Advanced Technology in Big Data and Health Sciences (UB CAT) is a project cost-sharing grant program funded by Empire State Development's Division of Science, Technology and Innovation (NYSTAR) program, designed to drive the growth of life and health science businesses in New York State.



Easily Accessible

100 daily flights with non-stop service to 22 cities and 26 airports. Average one-way fare is only \$183.



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/lifesciences

INVEST BUFFALO
NIAGARA

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