

Buffalo Niagara Perfectly Positioned for Success

INVEST
BUFFALO NIAGARA

Come grow your
business with us.



Go ahead – **up**grade

As an active ally in promoting a strong and healthy economy in Upstate New York, there's no one more committed to helping you than New York State Electric & Gas Corporation (NYSEG).

As your energy partner, we're dedicated to helping you grow your business with some of the most enterprising energy-related incentives in the country.

Whether you're ready to move into Upstate New York or are already here and want to expand, make sure you contact NYSEG's economic development team at NYSEconomic_Development@nyseg.com or visit us at lookupstateny.com.

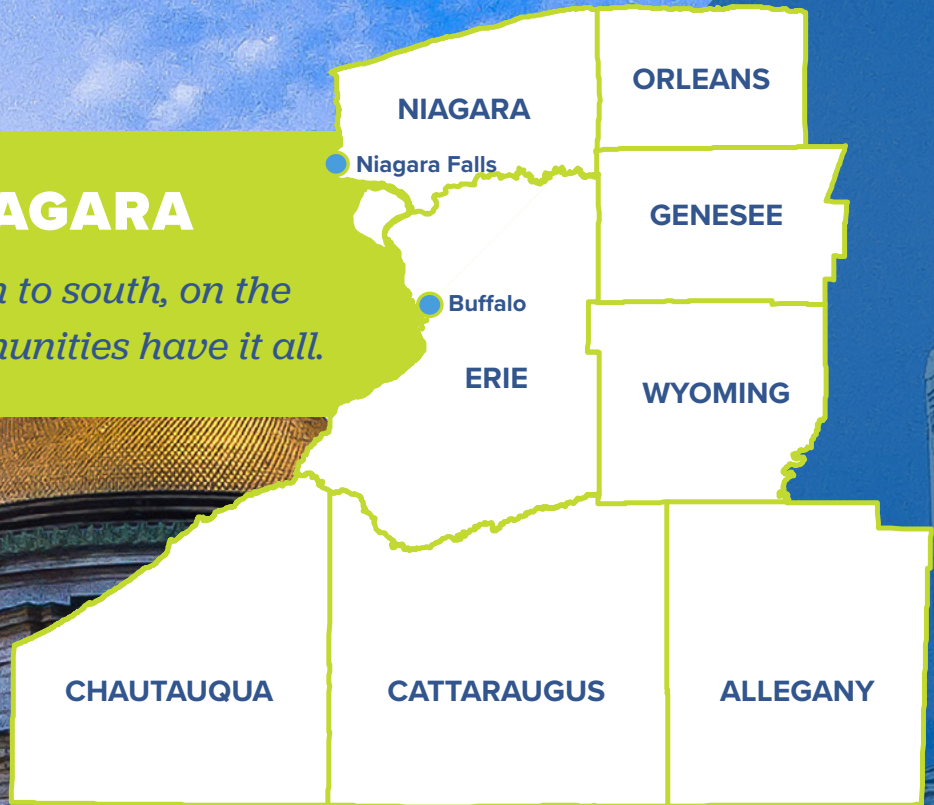
Look  Upstate NY



8 COUNTIES, 1 SPECTACULAR REGION

BUFFALO NIAGARA

From rural to urban, north to south, on the water or inland, our communities have it all.



FULL RANGE OF
TALENT

AFFORDABLE
COMMERCIAL & RESIDENTIAL REAL ESTATE

LOW COST
RENEWABLE ENERGY

**MARKET
ACCESS**

COMPETITIVE
REASONABLE WAGES

LOWER RISK
FOR NATURAL DISASTERS

EASE OF
TRANSPORTATION

RESEARCH & DEVELOPMENT
PARTNERSHIPS

Visit BuffaloNiagara.org to learn more about our strengths and unique assets.

EMBRACE A LIFE

Well Balanced

Imagine doing business in Chautauqua County, an active, affordable, accessible, naturally beautiful community.



Shovel Ready Sites in Dunkirk and Ellicott provide a myriad of business development opportunities.



Advanced Manufacturing businesses produce materials used in transportation, medical supplies, packaging and industrial tools.



Four Seasons of Play on hills, lakes and rivers include golfing, exceptional fishing, winter and water sports, parks and hundreds of miles of trails.



World Class Entertainment at renowned attractions elevates the county to a must-see tourist destination.



County of Chautauqua Industrial Development Agency

Call today for assistance in planning your business future in Chautauqua County.

www.ccida.com 716.661.8900

Mark Geise Administrative Director/CEO
Rich Dixon CFO



Chadwick Bay Industrial Park

Three parcels with 6.4, 8 and 11 acres, electric, gas, water and sewer.



Marinas & Beaches

Four inland lakes and 50 miles of Lake Erie shoreline offer easy access to boating, swimming, and fishing.

Dunkirk Industrial Site

Building with 243,872 sq. ft. on 9.52 acres with rail access, for sale or lease.

Lake Erie Wine Country

Lake shores and rural landscapes support 20,000 acres of vineyards.



Hiking Trails

Hiking, biking and equestrian trails traverse the county's rural foothills and forests.



Charming Historic Towns

offer high ranking schools and low-cost housing with architectural diversity.



Chautauqua Institution

The summer program of lectures, performances, art and recreation entertains multiple generations.



National Comedy Center

The story of comedy lives in Jamestown at the nationally designated center for comedy.



Peek'n Peak and Chautauqua Harbor Hotel

Resorts provide comfort and convenience to recreational and cultural attractions.



Mason Industrial Park

Three parcels with 3.3, 6, and 60 acres located in an Opportunity Zone.



DYNAMIC INDUSTRIES

*From research to ribbon cutting,
helping companies grow and expand*



Advanced Business Services

- 21 colleges and universities producing nearly 25,000 grads/yr.
- 300,000 millennials (and growing) in the Buffalo Niagara region
- Turn over rates 15% less than comparable metro regions
- More than 43% of the region's workforce holds a college degree



Advanced Manufacturing

- 0% state corporate income tax for manufacturers
- Low cost hydropower reserved for growing companies
- 66,000+ advanced manufacturing employees
- Buffalo Manufacturing Works, a state-of-the-art facility providing your business the tools to grow



Agribusiness

- Access to abundant, clean, fresh water
- 4th largest dairy producing state in the U.S., and home to the largest dairy-producing county in New York State
- #1 state for yogurt, sour cream, and cottage cheese production
- University support and food processing programs



Life Science

- 120-plus-acre medical campus and collaborative research park focused on bioinformatics, life sciences, clinical care, and innovation
- 10 years tax free, on or near eligible academic campuses through START-UP NY
- More than 60 medical device companies are located here, among them manufacturers of anesthesia equipment, high-tech fabrics, thrombic-free pumps, imaging tools, ophthalmic, filtration media and infusion pumps



Logistics/Distribution

- 40% of the binational population within a 10 hour drive
- Seven international ports of entry; 1st major U.S. Port of Call when entering the Great Lakes
- Three certified Foreign Trade Zones, two of the largest in North America



LOOKING FOR OPTIONS TO LOCATE OR EXPAND YOUR BUSINESS?



Since 2020, over \$100 million in new private development projects have been initiated or completed in the **City of Lackawanna**. Become a part of this exciting new chapter in Lackawanna's rich history by bringing your advanced manufacturing, warehouse, distribution or mixed-use project to our city!

"We're Open For Your Business"

World-class intermodal transportation infrastructure, including Port of Buffalo, the first major U.S. port of call on the Great Lakes

Federal Opportunity Zone with Potential NYSERDA Low-Cost Energy Allocations

Foreign Trade Zone Designation

Brownfield Opportunity Area As-Of-Right Tax Incentives

Centrally located in Buffalo-Niagara Falls MSA (population 1MM+), offering abundant workforce candidates

Affordable unified city property tax rate



TO CONNECT WITH A CITY OF LACKAWANNA DEVELOPMENT OFFICER

Call 716.827.6677 or
Email: lackawannadevelopment@lackny.com

Lackawanna City Hall, 714 Ridge Road,
Room 309, Lackawanna, NY 14218
www.lackawannany.gov/developmentopportunities

ENTREPRENEURIAL ECOSYSTEM



*\$530M venture capital raised
for Buffalo Niagara-based companies in 2021*

©NANCY J PARISI

SCALING NEW HEIGHTS

Buffalo Niagara is home to a booming entrepreneurial ecosystem, with industry-disrupting companies, top tech talent, available capital, and an entire community of support. It is also home to 43North, the world's largest start-up competition, awarding \$5M annually.

History of innovation and change • Incubators & accelerators • Regional and collaborative partners • Coworking spaces • Funding access • Top tech talent

INCUBATORS + ACCELERATORS

From 43North to Launch NY and each accelerator in between, we are helping attract and nurture entrepreneurs as they turn their idea into a company.

buffaloniagara.org/incubators-accelerators

COWORKING

Coworking offers many desirable qualities, like flexibility, organic connections, and amenities for every need. As of last count, there are over a dozen in the region.

Find your place.

buffaloniagara.org/coworking-spaces

“ We are the ‘City of Good Neighbors’ and the City of Great Mentors. ”

– Irfan Khan, CEO, Circuit Clinical

DISCOVER A WORLD OF OPPORTUNITY



Join our growing number of entrepreneurs

The Western NY Wilds offers a world of opportunity for those looking to start a new business—from outdoor recreation, to craft beverages, light manufacturing, advanced ceramic engineering, and beyond. Looking to do something a little different?—Hey, you're just like us! Those who have made their homes and their businesses here will proudly tell you: the Western NY Wilds are a place for creators, adventure-seekers, and those making their own path in life. An abundance of raw natural resources, community camaraderie, a well-trained workforce, and opportunities for financial and governmental support make the Western NY Wilds an ideal place to turn your dreams into reality.



Spotlight on our success stories: Walker Metalsmiths



Artisan jewelry-maker, Steve Walker, has been perfecting his craft in the Western NY Wilds since 1984. Specializing in authentic Celtic jewelry, Steve was able to find his own audience for his unique craft, and his own validation, in the Western NY Wilds. With a community of fellow-artisans and craftsmen around him, Steve shares in a vision of a growth for the community.

Watch Steve's story, and meet others who've deliberately chosen to live their lives here, at wnywilds.com/wild-souls-wild-places.

Live Deliberately.



western ny
wilds

The Western NY Wilds
Offices of Planning, Development & Tourism
6087 State Route 19N, Belmont, NY 14813
585.268.7472 • wnywilds.com

*More than
43% of the region's workforce
has a college degree*

©DOUGLAS LEVERE

“You can't calculate on a spreadsheet hard work and grit. The folks in Buffalo Niagara have those attributes in spades.”

– Frank Ewing, CEO, AML Rightsource

**100,000+
STUDENTS**

**ARE ENROLLED IN 2- AND
4-YEAR COLLEGES**



**25,000+
GRADUATES
ANNUALLY.**

Buffalo Niagara is home to 21 colleges and universities graduating over 25,000 students annually. Our higher education institutions each offer a specialized focus and often rank in national publications.

NORTHLAND WORKFORCE TRAINING CENTER (NWTC)

Dedicated to training the future of the advanced manufacturing workforce, with low or no cost programs and wrap around services. northlandwtc.org

TECHBUFFALO

Working to create a sustainable, inclusive, and accessible technology community. techbuffalo.org

21 COLLEGES AND UNIVERSITIES

- Alfred University
- Bryant & Stratton
- Canisius College
- Daemen College
- D'Youville College
- Genesee Community College
- Hilbert College
- Houghton College
- Jamestown Business College
- Jamestown Community College
- Medaille College
- Niagara County Community College
- Niagara University
- Saint Bonaventure University
- SUNY at Buffalo (UB)
- SUNY Erie Community College
- SUNY at Fredonia
- SUNY College at Buffalo
- SUNY College of Technology at Alfred
- Trocaire College
- Villa Maria College Buffalo

Source: US Department of Education, National Center for Education Statistics (2019 Enrollment)

Take **Another Look** at Buffalo and Erie County



© Christopher Behrend Photography

Call us to find out how the ECIDA can help your business leverage your investment and take advantage of the exciting economic expansion in Erie County.

The Erie County Industrial Development Agency offers:

Tax Incentives

Business Loans

Tax-exempt bond financing for nonprofits

Foreign Trade Zone Designation



THE ECONOMIC DEVELOPMENT CORPORATION FOR ERIE COUNTY

95 Perry Street, Suite 403, Buffalo, NY 14203

716.856.6525 • **www.ecidany.com**

Erie County, NY has so much to offer businesses—a great quality of life, rich cultural heritage, a ready workforce, and comprehensive incentive programs to help your business grow in our thriving economy.

Call the ECIDA at **716.856.6525** to speak with an experienced Business Development Officer.

AFFORDABLE LIVING



*Cost of living
3.3% below national average*

© CASI HALL

COST OF LIVING COMPARISON

Want to know how living in Buffalo Niagara compares to other cities, in terms of how far your paycheck will go? An individual would need to make “x” (the salary listed in the right column) in the corresponding metro region, to have the same standard of living making \$60,000 in Buffalo Niagara.

METRO AREA	SALARY
New York	\$147,052
San Francisco	\$119,317
Seattle	\$96,794
Boston	\$91,892
Los Angeles	\$91,344
San Diego	\$90,155
Chicago	\$76,566
Denver	\$71,044
Philadelphia	\$69,431
Baltimore	\$66,577
Dallas	\$65,770
Minneapolis	\$65,212
Phoenix	\$64,405
Pittsburgh	\$64,343
Detroit	\$63,846
Austin	\$63,474
Atlanta	\$63,164
Richmond	\$61,054
Charlotte	\$60,124
Buffalo	\$60,000

Source: Council for Community & Economic Research; Cost of Living Index (2019)

HALF-GALLON OF MILK

BUFFALO | **SAN FRANCISCO**

\$2.22 | **\$2.87**

6-PACK BEER

BUFFALO | **NEW YORK CITY**

\$9.47 | **\$12.05**

DOZEN EGGS

BUFFALO | **PHILADELPHIA**

\$1.14 | **\$1.89**

COFFEE

BUFFALO | **SAN FRANCISCO**

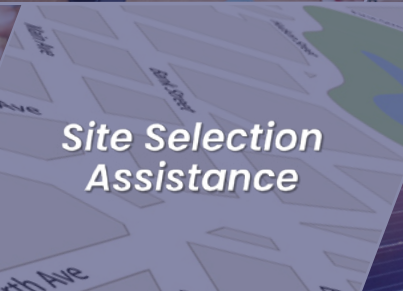
\$3.97 | **\$6.19**

Source: Council for Community and Economic Research; Cost of Living Index (2020)

MEDIAN HOME PRICE | \$206,100

Source: National Association of Realtors - Median Home Price - Q2 2021

POWERING OUR BUSINESSES TODAY



Niagara County is proud to offer a variety of programs and incentives to our businesses. From agriculture to advance manufacturing, our mission is to create and retain jobs and generate economic opportunity by offering unique benefits. **Niagara County remains unmatched in our approach to attract and expand businesses.**

Niagara  County
Center for Economic Development
niagaracountybusiness.com

Be in Buffalo

Powered by, INVEST BUFFALO NIAGARA



Be a part of the story.

PROMOTE

CONNECT

INVEST

SHARE

Share on social media

Have your HR staff connect with us

Help fund our efforts

Share your #BuffaloBrag

Innovative people. Inspiring places.

Invest Buffalo Niagara, the region's nonprofit economic development organization, teamed up with local employers, partners, and longtime investors to launch a talent attraction campaign showcasing all the extraordinary ways there are to Be in Buffalo.

Together, we're working to introduce—or reintroduce—an entire generation of ambitious young professionals to a Buffalo they thought they knew—a Buffalo still grounded by accessibility but freshly reeling with energy and boundless opportunity. We truly believe there has never been a better time to Be In Buffalo.

RECRUITER TOOLKIT:

The Be in Buffalo website hosts a Recruiter's HQ, full of resources to help in your candidate search. Visit for free photos, copy, social media graphics, applicant tracking system integrations, training presentations, a 90+ page Relocation Guide and more.

beinbuffalo.com/work/recruit

Get Involved. Contact Us.

beinbuffalo@buffaloniagara.org | beinbuffalo.com | [f](#) [in](#) [t](#) [v](#)

BUFFALO'S WORKSPACE EXPERTS



HANSA workspace | Buffalo, NY
Private offices & coworking with daily, monthly & annual options

Whether you are a small business or a Fortune 500 firm, Uniland has the largest portfolio of office, industrial and flex space, and shovel-ready vacant land in the Buffalo region.



Industrial/Warehouse | Lackawanna, NY
New construction, 150,000+ SF available



Award Winning Workspaces
Full-service capabilities



716.834.5000 | uniland.com



Explore Available Properties

Grow your business through Economic Gardening

A program focused on helping second stage companies accelerate their growth.



Participating companies could receive research to help make decisions in strategic areas, specifically:

- ✓ Market research, industry trends, competitor intelligence, new product releases
- ✓ GIS computer maps of customers competitors/ potential markets/trade areas
- ✓ Search engine optimization, web marketing, social media
- ✓ Analysis in five classes of business problems:
 - Core strategy
 - Market Dynamics
 - Innovation
 - Temperament
 - Qualified Sales Leads



The program is **free of charge** to companies when spots are available.

APPLY HERE: buffaloniagara.org/economic-gardening

For more information contact: **Olivia Hill**
Business Development Manager
ohill@buffaloniagara.org

Investing in the future of Buffalo Niagara

Invest Buffalo Niagara is a unique private-public partnership that allows business leaders to guide regional initiatives that positively impact economic growth. We're working to expand our industry clusters, bring more development, and add new jobs. Thanks to our investors, InBN also serves as a single point of contact for economic development inquiries and offers a free, comprehensive suite of client-driven project management services.

AAA of Western & Central New York*	Five Star Bank	Moog Inc.*
Acara Solutions, Inc.	Frey Electric Construction Company	M&T Bank Corporation*
Allegany County Industrial Development Agency	Genesee County Economic Development Center	National Fuel Gas Company*
Amherst Industrial Development Agency	Hamburg Industrial Development Agency	National Grid*
The Buffalo News	Hanna Commercial Real Estate	Niagara County Department of Economic Development
Buffalo Niagara Partnership*	Harris Beach, PLLC	New York Power Authority
Buffalo Urban Development Corporation	Harter Secrest & Emery LLP	NYSEG*
Cattaraugus County Industrial Development Agency	Highmark BlueCross BlueShield of Western New York*	Phillips Lytle LLP*
Chautauqua County Industrial Development Agency	Hodgson Russ LLP	Schutte Buffalo
Ciminelli Real Estate Corporation	HSBC Bank USA, NA*	Sonwil Distribution
City of Buffalo	HUNT Real Estate Corporation	TM Montante Development
Clarence Industrial Development Agency	Hurwitz & Fine, P.C.	Tops Markets, LLC*
Delaware North*	Independent Health	Tronconi Segerra & Associates LLP
Douglas Development	KeyBank, NA*	Turner Construction Company
Dunn Tire	Lighthouse Technology Services	Uniland Development Company*
Empire State Development Corporation	Lippes Mathias Wexler Friedman LLP	Univera Healthcare
Erie County	Lockport Industrial Development Agency	University at Buffalo
Erie County Industrial Development Agency*	Lumsden & McCormick, LLP	Wegmans Food Markets
Ernst & Young, LLP*	Lynn Critical Infrastructure	West Herr Automotive Group
	The Martin Group	WNY NYSCAR
	Merchants Insurance Group*	Wyoming County Business Center

*FOUNDING INVESTORS



[BUFFALONIAGARA.ORG/INVEST](https://buffaloniagara.org/invest) | 1-800-916-9073