Guide to the

Advanced Manufacturing Industry

In Buffalo Niagara
Nearly six years ago, New Flyer made their decision to invest in the future of Buffalo Niagara.

Our organization, Invest Buffalo Niagara, supported the company with project management services and connections throughout the region. When presented with the business case for Buffalo Niagara, New Flyer knew it was the perfect choice then. Since, they have been rewarded for their decision, hiring over 40 workers and transferring additional production to the Western New York site.

The business case made to New Flyer holds true today. More recently T&T Legacy Metals made the choice to expand into Buffalo Niagara’s rich manufacturing history, bringing 30 new jobs. A region with skilled labor, market access, partnership opportunities, hydropower, affordable utilities, and tax incentives combine to make a compelling case to any manufacturer looking to expand or relocate.

Invest Buffalo Niagara offers complimentary project management services. For every project we leverage our team's economic development expertise with our extensive network of professionals in their respective fields across our region.

Flip through this book, use what you need, and give us a call. We are here and happy to help.
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#5 Top State
for Capital Intensive New Manufacturing Operations

#8 Top State
for Labor-Intensive New Manufacturing Operations

KPMG and The Tax Foundation’s Location Matters: The State Tax Costs of Doing Business
Buffalo Niagara boasts a dense cluster of local suppliers and support industries to our advanced manufacturing industry. The industry remains the third-largest private sector employer in the Buffalo Niagara economy, representing over 1,700 companies including these:

- **MOOG INC.** 3,250
- **GENERAL MOTORS** 2,981
- **CUMMINS INC.** 1,500
- **TESLA** 1,460
- **SUMITOMO RUBBER USA** 1,390
- **FORD MOTOR CO.** 1,100
- **LINDE** 1,000
- **FRESENIUS KABI** 960
- **THERMO FISHER SCIENTIFIC** 800
- **INTEGER** 700
- **PCB PIEZOTRONICS** 700
- **AURUBIS BUFFALO INC.** 640
- **CUTCO CORP.** 622

### Top Industries by Gross Regional Product (GRP)

Buffalo Niagara’s balanced and diverse economy supports many growing industries in advanced manufacturing.

<table>
<thead>
<tr>
<th>NAICS DESCRIPTION</th>
<th>2020 JOBS</th>
<th>2020 GRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>3251 BASIC CHEMICAL MANUFACTURING</td>
<td>2,113</td>
<td>$1,012,178,058</td>
</tr>
<tr>
<td>3363 MOTOR VEHICLE PARTS MANUFACTURING</td>
<td>4,286</td>
<td>$729,565,567</td>
</tr>
<tr>
<td>3339 OTHER GENERAL PURPOSE MACHINERY MANUFACTURING</td>
<td>3,252</td>
<td>$567,206,616</td>
</tr>
<tr>
<td>3345 NAVIGATIONAL, MEASURING, ELECTROMEDICAL, AND CONTROL INSTRUMENTS MANUFACTURING</td>
<td>2,143</td>
<td>$511,297,654</td>
</tr>
<tr>
<td>3261 PLASTICS PRODUCT MANUFACTURING</td>
<td>2,783</td>
<td>$408,743,669</td>
</tr>
<tr>
<td>3277 MACHINE SHOPS; TURNED PRODUCT; AND SCREW, NUT, AND BOLT MANUFACTURING</td>
<td>3,292</td>
<td>$401,834,198</td>
</tr>
<tr>
<td>3353 ELECTRICAL EQUIPMENT MANUFACTURING</td>
<td>2,286</td>
<td>$349,966,213</td>
</tr>
<tr>
<td>3279 OTHER NONMETALLIC MINERAL PRODUCT MANUFACTURING</td>
<td>1,067</td>
<td>$311,668,797</td>
</tr>
<tr>
<td>3329 OTHER FABRICATED METAL PRODUCT MANUFACTURING</td>
<td>1,866</td>
<td>$294,974,921</td>
</tr>
<tr>
<td>3344 SEMICONDUCTOR AND OTHER ELECTRONIC COMPONENT MANUFACTURING</td>
<td>1,443</td>
<td>$253,745,595</td>
</tr>
<tr>
<td>3336 ENGINE, TURBINE, AND POWER TRANSMISSION EQUIPMENT MANUFACTURING</td>
<td>1,659</td>
<td>$251,351,963</td>
</tr>
<tr>
<td>3262 RUBBER PRODUCT MANUFACTURING</td>
<td>1,830</td>
<td>$250,481,709</td>
</tr>
<tr>
<td>3324 BOILER, TANK, AND SHIPPING CONTAINER MANUFACTURING</td>
<td>1,630</td>
<td>$224,466,465</td>
</tr>
<tr>
<td>3364 AEROSPACE PRODUCT AND PARTS MANUFACTURING</td>
<td>996</td>
<td>$203,760,274</td>
</tr>
<tr>
<td>3231 PRINTING AND RELATED SUPPORT ACTIVITIES</td>
<td>2,060</td>
<td>$197,857,468</td>
</tr>
<tr>
<td>3399 OTHER MISCELLANEOUS MANUFACTURING</td>
<td>1,850</td>
<td>$197,338,638</td>
</tr>
<tr>
<td>3314 NONFERROUS METAL (EXCEPT ALUMINUM) PRODUCTION AND PROCESSING</td>
<td>1,027</td>
<td>$197,193,325</td>
</tr>
<tr>
<td>3222 CONVERTED PAPER PRODUCT MANUFACTURING</td>
<td>1,563</td>
<td>$184,492,182</td>
</tr>
<tr>
<td>3323 ARCHITECTURAL AND STRUCTURAL METALS MANUFACTURING</td>
<td>1,658</td>
<td>$178,884,276</td>
</tr>
<tr>
<td>3241 PETROLEUM AND COAL PRODUCTS MANUFACTURING</td>
<td>575</td>
<td>$162,742,524</td>
</tr>
<tr>
<td>3359 OTHER ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING</td>
<td>765</td>
<td>$128,206,974</td>
</tr>
<tr>
<td>3256 SOAP, CLEANING COMPOUND, AND TOILET PREPARATION MANUFACTURING</td>
<td>343</td>
<td>$127,028,899</td>
</tr>
<tr>
<td>3271 CLAY PRODUCT AND REFRACTORY MANUFACTURING</td>
<td>831</td>
<td>$125,102,021</td>
</tr>
<tr>
<td>3328 COATING, ENGRAVING, HEAT TREATING, AND ALLIED ACTIVITIES</td>
<td>836</td>
<td>$101,998,575</td>
</tr>
<tr>
<td>3273 CEMENT AND CONCRETE PRODUCT MANUFACTURING</td>
<td>616</td>
<td>$100,559,137</td>
</tr>
</tbody>
</table>

Source: EMSI - Q4 2021
Buffalo Niagara has a large and affordable labor pool for advanced manufacturing companies to leverage. A company spends about $8,000 less on an electronic engineer in Buffalo than one in Chicago and about $12,000 less than one in Philadelphia.

68,000+ ADVANCED MANUFACTURING EMPLOYEES

<table>
<thead>
<tr>
<th>HS DIPLOMA +</th>
<th>TOTAL EMPLOYED IN INDUSTRY GROUP (2021)</th>
<th>% OF TOTAL JOBS IN INDUSTRY GROUP (2021)</th>
<th>Median Hourly / Annual Wages</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>BUFFALO NIAGARA</td>
</tr>
<tr>
<td>ELECTRICAL, ELECTRONICS, AND ELECTROMECHANICAL ASSEMBLERS</td>
<td>1,896</td>
<td>2.7%</td>
<td>$16.74</td>
</tr>
<tr>
<td>ASSEMBLERS AND FABRICATORS, INCLUDING TEAM ASSEMBLERS</td>
<td>5,084</td>
<td>7.5%</td>
<td>$15.92</td>
</tr>
<tr>
<td>MACHINISTS</td>
<td>2,635</td>
<td>3.8%</td>
<td>$22.93</td>
</tr>
<tr>
<td>WELDERS, CUTTERS, SOLDERERS, AND BRAZERS</td>
<td>1,569</td>
<td>2.3%</td>
<td>$20.37</td>
</tr>
<tr>
<td>CUTTING, PUNCHING, AND PRESS MACHINE SETTERS, OPERATORS, AND TENDERS</td>
<td>1,575</td>
<td>2.3%</td>
<td>$19.26</td>
</tr>
<tr>
<td>INDUSTRIAL MACHINERY MECHANICS</td>
<td>1,470</td>
<td>2.1%</td>
<td>$27.61</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BACHELOR’S DEGREE +</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>INDUSTRIAL PRODUCTION MANAGERS</td>
<td>727</td>
<td>1.0%</td>
<td>$111,177</td>
</tr>
<tr>
<td>GENERAL AND OPERATIONS MANAGERS</td>
<td>1,331</td>
<td>1.9%</td>
<td>$99,067</td>
</tr>
<tr>
<td>INDUSTRIAL ENGINEERS</td>
<td>1,635</td>
<td>2.3%</td>
<td>$86,238</td>
</tr>
<tr>
<td>MECHANICAL ENGINEERS</td>
<td>766</td>
<td>1.1%</td>
<td>$80,593</td>
</tr>
<tr>
<td>ELECTRICAL AND ELECTRONICS ENGINEERS</td>
<td>396</td>
<td>0.6%</td>
<td>$93,093</td>
</tr>
<tr>
<td>ELECTRICAL AND ELECTRONIC ENGINEERING TECHNICIANS</td>
<td>509</td>
<td>0.8%</td>
<td>$48,380</td>
</tr>
</tbody>
</table>

“Manufacturing is in their family fabric. People in Buffalo grew up with their parents on the line. They want to be engineers—it’s in their fabric.”

- Ben Harp, Polymer Conversions
Buffalo Niagara boasts 21 colleges and universities. Within 100 miles of downtown Buffalo, there are 37 colleges and universities, expanding the labor pool from which a company can hire, even greater.

### Advanced Manufacturing Annual Grads by Degree

<table>
<thead>
<tr>
<th>WNY AND FINGER LAKES PROGRAMS</th>
<th>ASSOCIATES DEGREE</th>
<th>BACHELOR'S DEGREE</th>
<th>MASTER'S DEGREE</th>
<th>DOCTORAL DEGREE</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGINEERING</td>
<td>97</td>
<td>1,988</td>
<td>867</td>
<td>102</td>
<td>3,054</td>
</tr>
<tr>
<td>ENGINEERING TECHNOLOGIES</td>
<td>264</td>
<td>438</td>
<td>106</td>
<td>0</td>
<td>808</td>
</tr>
</tbody>
</table>

### World renowned engineering schools

The State University of New York at Buffalo (UB), Rochester Institute of Technology (RIT) and the University of Rochester (U of R) are all ranked in US News and World Reports *Top 100 Colleges and Universities*. Alfred University’s Ceramic Engineering school is widely regarded as one of the *top in the nation* and provides students with practical experience solving real-world ceramics problems, often with industrial partners as mentors.

**University at Buffalo**

[New York State’s largest public engineering school]

- Mechanical Engineering
- Electrical and Electronics Engineering
- Industrial Engineering

**University of Rochester**

- Bioengineering and Biomedical Engineering
- Mechanical Engineering
- Electrical and Electronics Engineering
- Chemical Engineering

**Alfred University**

- Ceramics Sciences and Engineering
- Mechanical Engineering

**Rochester Institute of Technology**

- Mechanical Engineering
- Electrical and Electronics Engineering
- Computer Software Engineering

“**Our university system puts us at a strategic advantage over our competitors.**” - Steve Davis, President, Tapecon
Additional Training Opportunities

Alfred State University

- Computerized Design and Manufacturing

These programs, ranked #1 and #4 in the nation respectively by US News and World Reports, provide employers with technicians capable of functioning in and adapting to a rapidly changing environment and are supported by state-of-the-art facilities.

SUNY Erie

SUNY Erie Corporate Training can supply cost-effective, customized training solutions to increase your employees’ technical skills development, resulting in a highly skilled, efficient and dedicated workforce.

Manufacturing/technical skills course offerings:

- AutoCAD
- Basic and Advanced Electricity
- Blueprint Reading
- Brazing and Soldering
- Computer Numerical Control (CNC)
- Geometric Dimensioning and Tolerancing (GD&T)
- Hydraulics
- Industrial Refrigeration
- Machine Tool Technology
- Mastercam
- Pneumatics
- Programmable Logic Controller (PLC)
- Shop Math
- Welding

Apprenticeship Programs

In Buffalo Niagara, management and labor are coming together to jointly problem-solve and ensure supply meets demand. They’re keeping the region’s rate of work stoppages low, strengthening job training and workforce development initiatives, and contributing to economic prosperity in the region.
Charter School for Applied Technologies

At CSAT, every day is career day. CSAT’s school-to-career component prepares all students, including those who may not be college bound, for the world of work. Career preparation activities begin in kindergarten and develop as students get older, culminating in job shadowing and internships in high school.

Northland Workforce Training Center (NWTC)

NWTC is a regionally-significant initiative helping to fill the advanced manufacturing and energy labor pipeline. 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.

- Welding Technology
- Electrical Construction and Maintenance
- Machine Tool Technology
- Energy Utility Technology
- Mechatronics
Buffalo is dubbed ‘The City of Good Neighbors’—and for good reason. You don’t have to go it alone in Buffalo Niagara. We have plenty of associations ready and willing to help.

**Buffalo Manufacturing Works** | buffalomanufacturingworks.com
A collaboration between leading industry, research and academic partners, Buffalo Manufacturing Works helps local companies gain a sustainable, competitive advantage by developing and implementing cutting-edge manufacturing technologies, and enhancing productivity. The Shift program specifically for small to mid-sized companies provides expertise along the way as the participating companies navigate the steps of the program. (Learn more https://info.buffaloniagara.org/blog/shift)

**Buffalo Niagara Manufacturing Alliance (BNMA)** | bnmalliance.com
BNMA is the largest non-profit organization representing manufacturers in the Buffalo Niagara region. They promote business success through peer-to-peer connectivity, education, advocacy, economic development, career awareness and sharing of best practices.

**Buffalo Niagara Partnership (BNP) Manufacturing Council** | thepartnership.org
The BNP Manufacturing Council is a large and influential cross-section of private sector leaders in the production and fabrication industries dedicated to promoting the growth and expansion of manufacturing throughout the region. Its mission includes addressing the primary challenges manufacturers face, raising awareness of the importance of the manufacturing sector to Buffalo Niagara, and meeting workforce needs.

**Center of Excellence in Materials Informatics (CMI), University at Buffalo** | buffalo.edu/cmi
CMI leverages UB’s materials science, big data analytics, and advanced manufacturing expertise to drive critical R&D activities. The CMI is a network of 75 faculty members engaged in promising innovation with brand applications including new techniques for 3D printing of metals, safe and longer lasting hip implants, low-cost solar cells and much more.

**Insyte Consulting** | insyte-consulting.com
Insyte Consulting helps WNY manufacturing and technology companies thrive by creating and leading customized improvement projects using proven management tools and methods.

**Manufacturers Associate of the Southern Tier (MAST)** | mast-wny.com
MAST is committed to ensuring the best possible business environment for manufacturing to prosper, focused on Allegany, Cattaraugus and Chautauqua Counties. MAST focuses on advocacy, and workforce development.

**Northland Workforce Training Center (NWTC)** | northlandwtc.org
Manufacturing businesses can partner with NWCT through their machine shop on machining projects. Firms will contribute to the development of the talent pipeline while in return receive a quality fair-priced product. Businesses can also access NWTC candidate ready for job placement.

**The Center for Industrial Effectiveness, University at Buffalo (TCIE)** | buffalo.edu/tcie
The TCIE connects businesses and organizations with assets of the University at Buffalo School of Engineering and Applied Sciences to improve operations. They develop excellence in people, processes and technology. They connect you with incentives. And, they help you collaborate with UB centers, programs, or other collegiate institutions throughout the country.

**World Trade Center Buffalo Niagara (WTCBN)** | wtcbn.com
WTCBN is a not-for-profit organization with one mission – to help companies find success beyond their domestic markets.
TAXES & INCENTIVES

Top Tax Advantages in New York State:

- **0% STATE CORPORATE INCOME TAX**
  - FOR MANUFACTURING COMPANIES

- **0% INVENTORY TAX**
  - UTILIZED IN MANUFACTURING PROCESSES

- **5% FULLY REFUNDABLE TAX CREDIT**
  - FOR COMPANIES NEW TO NYS ON ANY CAPITAL SPENDING UP TO $350 MILLION FOR THE FIRST FIVE YEARS OF OPERATIONS IN THE STATE (SPENDING OVER $350 MILLION REFUNDABLE TAX CREDIT IS 4%)

Tax Incentive Program Highlights

**Excelsior Jobs Program**

Excelsior provides allocations of fully refundable tax credits to manufacturing companies that create at least 5 jobs. With NYS corporate income tax rate at **0% for manufacturers**, Excelsior credits are effectively cash grants in the form of tax refunds. Excelsior credits are available to new and existing NYS companies. Allocations are based on job creation, wages/salaries, capital investments and investments in research & development.

**Brownfield Tax Credits**

Certain sites that have been remediated under the NYS Brownfield Cleanup Program (BCP) are eligible for highly lucrative, fully refundable tax credits that can be realized by companies making investments on the sites. Credits can be up to 24% of tangible property investments (including building and construction).

**Property Tax and Other Abatements through Local Industrial Development Agencies (IDAs)**

Local IDAs have the ability to offer tax incentive programs that provide a major savings on the following: 1) real estate property taxes - savings through a PILOT (payment in lieu of taxes) provides savings on County, Municipal and School taxes based upon the value added by new construction or major renovation, 2) sales tax savings on the purchase of non-production equipment and construction materials, and 3) a mortgage recording tax exemption.

**Training Incentives**

Tax Credits may be awarded for costs associated with an eligible training program for current and new employees, or for internship programs for current students, recent graduates and recent members of the armed forces.

- **Employee Training Incentive Program** – a credit of 50% of eligible training costs, up to $10,000 per employee receiving eligible training.
- **Internship Program** – a credit of 50% of the stipend paid to an intern up to $3,000 per intern.

The On the Job Training Programs in New York State can reduce the cost of training a new employee by up to 50%. This program also offers a free recruiting service for filling vacancies within the company.
Industrial infrastructure is in Buffalo Niagara’s DNA, as our reputation as a manufacturing powerhouse dates back to the 1800s. The region boasts some of the most well-developed electric, natural gas, water, and wastewater utility infrastructure. We also enjoy some of the most competitive industrial electricity rates in the US. Taken together, you’ve got the foundation on which manufacturing success is built.

Infrastructure is, of course, site-specific. The experienced team at Invest Buffalo Niagara is ready to help identify industrial buildings and sites in our region that have the utility capacities your manufacturing operation needs.

To make Buffalo Niagara even more cost competitive, the following energy and utility programs are available as well:

**Low-Cost Hydropower**

Low-cost hydropower has been reserved by New York State law for companies planning to build or expand in the Buffalo Niagara region. The program offers renewable hydroelectric power at an extremely affordable cost. Allocations depend on project size and scope, in particular, new job creation. This program is administered by the New York Power Authority (NYPA) and is allocated through a competitive application process. An eligible project must be physically located in the State of New York and within a 30-mile radius of the NYPA Niagara Power Project in Lewiston.

** Eligibility Criteria  

- Hydropower is allocated based on job creation, new electrical demand, proximity to power project, and project time frame
- Generating new electrical demand (minimum of 100kW)
- Planning expansion or relocation within a 30-mile radius of the Niagara Power Project in the U.S.
- Completing proposed project within three years (proposed project should start construction within one year of approval)
- Willing to commit to create and maintain jobs, and use the power for the proposed project

**Reduced Rates for Excelsior Companies (Electric and Natural Gas)**

National Grid and NYSEG (electric) and National Fuel (natural gas) provide reduced utility rates for economic development projects accepted into the Excelsior Jobs Program. Existing customers must increase demand, while new customers must add new load. Qualified projects are eligible for discounted rates for up to a ten-year period.

**Utility Infrastructure Programs**

Electric and natural gas utilities in Buffalo Niagara provide targeted programs for companies that look to expand their business into the region. Programs can alleviate costs associated with energy efficiency upgrades, infrastructure improvements, capital investments, and brownfield redevelopment, and other development costs.

**Municipal Power Districts**

Certain municipalities in the Buffalo Niagara region own and operate their own public utility power generation infrastructure, offering lower power rates to its commercial & industrial power users. Municipal utilities set their own rates and each have a set amount of power available.
Easily Accessible

100 daily flights with non-stop service to 21 cities and 24 airports. Since 2004, planes have been grounded at Buffalo Niagara international airport due to snow an average of only 4.25 hours/year.

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.
Seven International Ports of Entry
Facilitating $61 billion in annual trade between Canada and the U.S.

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. Approximately 75% of the region’s freight travels by truck. Due to the heavy reliance on truck transportation, the highway system is paramount in the efficient movement of freight.

RAIL
The region is served by four Class I railroads (CSX Transportation, Norfolk Southern, Canadian Pacific Railway, and Canadian National Railway), one Class II (or Regional) railroad, and three Class III (or Short Line) railroads. Considered one of the largest railheads in the U.S., the area features over 1,000 miles of track.

PORT
The Port of Buffalo, the first major U.S. Port of Call encountered when entering the Great Lakes, consists of 28 terminals, including the three terminals of the Gateway Trade Center–Metroport, a third-party-operated terminal. Two hundred acres located on or near deep water and one set aside for bulk cargo storage. The Port features a 230-ton American crawler crane and a heavy-duty front-end loader.

ROADWAY CONGESTION AND DELAY COMPARISON

<table>
<thead>
<tr>
<th>METRO AREA</th>
<th>ANNUAL HOURS OF DELAY</th>
<th>% LANE MILES CONGESTED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buffalo-Niagara Falls, NY</td>
<td>40</td>
<td>21%</td>
</tr>
<tr>
<td>Charlotte-Gastonia-Concord, NC-SC</td>
<td>43</td>
<td>24%</td>
</tr>
<tr>
<td>Detroit-Warren-Livonia, MI</td>
<td>52</td>
<td>24%</td>
</tr>
<tr>
<td>Minneapolis-St. Paul-Bloomington, MN-WI</td>
<td>47</td>
<td>28%</td>
</tr>
<tr>
<td>Austin-Round Rock, TX</td>
<td>52</td>
<td>28%</td>
</tr>
<tr>
<td>Phoenix-Mesa-Scottsdale, AZ</td>
<td>51</td>
<td>31%</td>
</tr>
<tr>
<td>Portland-Vancouver-Beaverton, OR-WA</td>
<td>52</td>
<td>33%</td>
</tr>
</tbody>
</table>

2014 Source: Texas Transportation Institute

AVERAGE COMMUTE TIME:

21.6 MINUTES

4.4 minutes faster than the national average

Source: U.S. Census Bureau, 2015
**WNY STAMP**

Western New York Science and Technology Advanced Manufacturing Park (STAMP) is a 1250 acres high-tech manufacturing mega site. Located midway between Buffalo and Rochester accessing a 2.3 million population. Strategically located in NYPA’s low-cost hydropower zone with 100% renewable, reliable power, and 10 year NYS tax free incentives available.

**Renaissance Commerce Park**

240-Acres zoned light manufacturing & commercial warehouse. 6.5 miles from downtown buffalo, 105 miles to Toronto, and 187 miles to Cleveland. New York Power Authority Hydropower Zone with possible additional tax credits available. Rail service, deep water Great Lakes Port, and minutes to Canada bridges.

**TOTAL INDUSTRIAL**

*Market Size*  67,955,761 SQ. FT.

*Sale Rate*  $45.95 / SQ. FT.

*Availability Rate*  1.5%

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**FEATURING REAL ESTATE**

357,803 SQ. FT. NEW INDUSTRIAL CONSTRUCTION COMPLETED IN 2021

Source: CBRE Marketview Report - 2021
When starting to consider your business expansion, here’s a helpful checklist of key items to consider in the site selection process:

- Have a solid business plan defining your goals and needs.
- Secure the necessary financing.
- Identify possible geographic locations for your business.
- Connect with experts, like Invest Buffalo Niagara, in your region that can help facilitate your project.
  - Develop and share a Request for Information (RFI) to quickly gather the information and data most important to your decision-making process. You’ll want to make sure that the location you choose has the right business resources available now and in the future. These considerations may include:
    - Regional demographic information
    - Real estate options
    - Workforce availability
    - Labor costs
    - Operational costs
    - Any other data that is important to your company’s success
  - Evaluate RFI responses. Conduct site visits in the “short list” of regions you would like to visit. Initiate incentives negotiation with each region/state still under consideration.
  - Choose a location you – and your employees – will want to call home.
  - Engage in lease or purchase negotiations with land/building owner.
  - Ribbon cutting and get to know your new community!

TIPS:

#1

Important to properly sequence real estate, with incentives, public relations, etc.

#2

When preparing an RFI, it is important to provide project parameters (e.g. projected job creation; capital investment; type of operation; estimated decision-making timeline).

#3

It is the responsibility of each EDO to completely and accurately respond to your RFI in a timely manner.

#4

Avoid location biases based on preconceived notions – let the data speak for itself.

“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, AMDOR