



Buffalo Niagara
**Economic
Guide**



INVEST BUFFALO
NIAGARA

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WELCOME TO BUFFALO NIAGARA

The Buffalo Niagara region has undergone a phenomenal transformation spurred by billions of dollars in public and private investment. Businesses from retail storefronts and high-growth startups to established headquarters and advanced manufacturers are rapidly growing our innovation economy. There's never been a better time to invest, work, and live in Buffalo Niagara.

LOW COST & RELIABLE
ENERGY

TO POWER HIGH-TECH
MANUFACTURING &
COMPUTING

LOW COST
OF LIVING

(4.8% BELOW NATIONAL
AVERAGE)

21 COLLEGES
AND UNIVERSITIES

AFFORDABLE

COMMERCIAL &
RESIDENTIAL REAL ESTATE

120+ ACRE

MEDICAL CAMPUS &
COLLABORATIVE
RESEARCH PARK



MARKET ACCESS & TRANSPORTATION



The Buffalo Niagara region is located at the western edge of New York State, bordering Canada and Pennsylvania, along the shores of Lake Erie and Lake Ontario. The area is comprised of eight counties: Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans, and Wyoming.

Buffalo Niagara is in the center of an internationally significant community and regional marketplace. The region's strategic location on the Canadian border is within 500 miles (800 km) of 40% of the binational population. Our binational gateway for commerce facilitates \$83 billion in annual trade between Canada and the United States.

40%
OF THE
BINATIONAL
POPULATION
ACCESSIBLE
WITHIN A
10-HOUR DRIVE

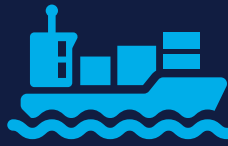


The area shaded in green can be accessed within a 10-hour drive time from Buffalo Niagara.



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.



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, featuring 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.



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.

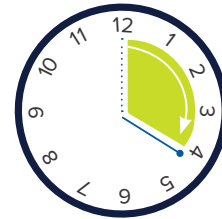
ROADWAY CONGESTION AND COST COMPARISON

METRO AREA	ANNUAL HOURS OF DELAY	CONGESTION COST PER COMMUTER
Buffalo-Niagara Falls, NY	49	\$1,056
Charlotte-Gastonia-Concord, NC-SC	53	\$1,271
Minneapolis-St. Paul-Bloomington, MN	59	\$1,119
Detriot-Warren-Livonia, MI	60	\$1,167
Phoenix-Mesa-Scottsdale, AZ	61	\$1,179
Austin-Round Rock, TX	68	\$1,520
Portland-Vancouver-Beaverton, OR-WA	68	\$1,424

2019 Source: Texas Transportation Institute

AVERAGE COMMUTE TIME:

20.6 MINUTES



5.0 MINUTES FASTER THAN THE NATIONAL AVERAGE

SOURCE: US CENSUS BUREAU, 2021



7 INTERNATIONAL PORTS OF ENTRY

Facilitating \$83 billion in annual trade between Canada and the U.S

- Auto/Truck (4)
- Rail (2)
- Water (1)
- International Airports
- Intermodal Yards



FOR MORE INFO
CLICK THE LINK



Nearly 3 million people fly from Buffalo

Source: Texas Transportation Institute, 2019

AIR

Integrated express, commercial passenger carrier and air-cargo activity within the region is concentrated at the Buffalo Niagara International Airport (BNA). There is additional cargo capacity at the Niagara Falls International Airport. Toronto Pearson International Airport, a 90-minute drive from Western New York communities, is a major hub serving Canada's largest city. Toronto Pearson has non-stop service to 200 cities including San Francisco, Seattle, Beijing, Dublin, London, Paris, Rome and Munich.



100 DAILY FLIGHTS TO 21 CITIES / 24 AIRPORTS





© WYOMING COUNTY CHAMBER & TOURISM PROMOTION AGENCY



© GO BUFFALO NIAGARA

DIRECT FLIGHT TIMES FROM BUFFALO

Boston, MA	1 hour 20 minutes	Atlanta, GA	2 hours 10 minutes
New York, NY	1 hour 30 minutes	Minneapolis, MN	2 hours 15 minutes
Washington, DC	1 hour 30 minutes	Phoenix, AZ	4 hours 45 minutes
Chicago, IL	1 hour 50 minutes	Las Vegas, NV	4 hours 50 minutes

AVERAGE ONE WAY FARE

Buffalo Niagara Falls, NY	\$177	Jacksonville, FL	\$203
Albuquerque, NM	\$192	Portland, OR	\$207
Austin, TX	\$196	Boston, MA	\$207

Q1-2022 Source: US Department of Transportation - Consumer Airfare Report

Buffalo Niagara International Airport recently completed a \$80 million renovation project. The project is part of a \$400+ million master plan.

Recent improvements include:

- Streamlined pedestrian flow
- Reduced curbside congestion
- New meet and greet facilities
- Increased baggage claim capacity
- Enhanced security

METRO BUS AND METRO RAIL

Public transportation in Buffalo, Niagara Falls, and the surrounding suburbs include the NFTA Metro Bus with 54 routes and 4,103 stops, and NFTA Metro Rail – an electric light rail line with stops along Main Street in Buffalo between the University at Buffalo’s South Campus and Canalside, making it easy to get to popular entertainment venues, events, and downtown offices.

metro.nfta.com

ELECTRIC VEHICLE NETWORK

Buffalo Niagara has a vast network of electric vehicle infrastructure, including charging stations built into many parking ramps and street spots.

plugshare.com

CROSSING THE BORDER WITH EASE

When traveling across an international border, proof of citizenship is required. Every person in your vehicle must have appropriate identification. Acceptable forms of identification include U.S.-issued passports, an enhanced driver’s license, enhanced nondriver identification card, or a NEXUS card. This is also the case if you’re traveling by bus, airplane, or train to or from Canada.

cbp.gov



DEMOGRAPHICS



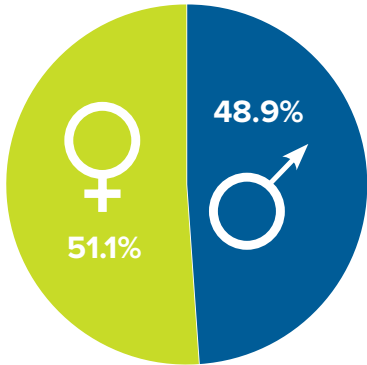


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1,543,184
TOTAL POPULATION



POPULATION BY AGE			
AGE	POPULATION		PERCENTAGE
0-4	75,616	<div style="width: 4.9%;"></div>	4.9%
5-9	80,246	<div style="width: 5.2%;"></div>	5.2%
10-14	84,875	<div style="width: 5.5%;"></div>	5.5%
15-24	194,441	<div style="width: 12.6%;"></div>	12.6%
25-34	203,700	<div style="width: 13.2%;"></div>	13.2%
35-44	177,466	<div style="width: 11.5%;"></div>	11.5%
45-54	188,268	<div style="width: 12.2%;"></div>	12.2%
55-64	223,762	<div style="width: 14.5%;"></div>	14.5%
65-74	179,009	<div style="width: 11.6%;"></div>	11.6%
75-84	95,677	<div style="width: 6.2%;"></div>	6.2%
85+	43,209	<div style="width: 2.8%;"></div>	2.8%
MEDIAN AGE = 42.5			

2022 Estimate, Source: ESRI

POPULATION BY GENDER		
	POPULATION	PERCENTAGE
Male	753,850	48.9%
Female	789,334	51.1%

2022 Estimate, Source: ESRI

300,000
MILLENNIALS
AND GROWING

HOUSEHOLDS BY INCOME		
HOUSEHOLD INCOME RANGE	HOUSEHOLDS	PERCENTAGE
<\$15,000	72,296	11.1%
\$15,000-\$24,999	59,269	9.1%
\$25,000-\$34,999	55,362	8.5%
\$35,000-\$49,999	76,204	11.7%
\$50,000-\$74,999	113,980	17.5%
\$75,000-\$99,999	86,625	13.3%
\$100,000-\$149,999	103,559	15.9%
\$150,000-\$199,999	48,197	7.4%
\$200,000+	36,474	5.6%

2022 Estimate, Source: ESRI



OLD FALLS STREET, NIAGARA COUNTY ©NIAGARA USA



©BUFFALO LOVEBIRDS



651,313
TOTAL
HOUSEHOLDS

2022 Estimate, Source: ESRI



239
(POP/SQ MI)
POPULATION DENSITY

2022 Estimate, Source: ESRI



AVERAGE
HOUSEHOLD INCOME =
\$87,186

2022 Estimate, Source: ESRI

EMPLOYMENT AND BUSINESS

Age 16+ Population	1,274,922
In Civilian Labor Force	780,446
Not in Labor Force	494,476
Number of Establishments	50,362

-
- Employed:
737,935
(94.6%)
 - Unemployed:
41,552
(5.3%)

2021 Estimate, Source: America's Community Survey (5-Year Estimates 2017-2021); ESRI 2022

733,012
HOUSING UNITS

Owner Occupied	436,875	59.6%
Renter Occupied	214,040	29.2%
Vacant	82,097	11.1%

2022 Estimate, Source: ESRI

EDUCATIONAL ATTAINMENT

Age 25+ Population	1,103,419	
Grade K-8	24,402	2.2%
Grade 9-12	56,569	5.1%
High School Graduate	338,302	30.5%
Some College, No Degree	181,907	16.4%
Associates Degree	153,068	13.8%
Bachelors Degree	200,763	18.1%
Graduate Degree	154,177	13.9%

2022 Estimate, Source: ESRI

EMPLOYMENT BY COUNTY

	EMPLOYED	UNEMPLOYED
Allegany	18,300	800
Cattaraugus	31,500	1,300
Chautauqua	51,300	2,100
Erie	428,600	15,900
Genesee	28,800	900
Niagara	94,400	3,700
Orleans	16,500	600
Wyoming	16,900	600

2022 Annual Source: NYS Department of Labor





TALENT



©DOUGLAS LEVERE | UNIVERSITY AT BUFFALO

More Western New Yorkers earn undergraduate and advanced degrees than ever before —and they’re building their futures here. In any year, more than 100,000 students enroll in our 21 colleges and universities, studying everything from biomedical engineering and business, to green technologies development, urban planning, and media arts.

The State University of New York (SUNY) is the largest comprehensive university system in the U.S., consisting of 64 institutions, including research universities, academic medical centers, liberal arts colleges, community colleges, colleges of technology, and an online learning network. SUNY educates approximately 394,000 students in more than 7,000 degree and certificate programs, and nearly two million in workforce and professional development programs.



#2

- #2 In U.S. IT: Network Administration and Web Development
- #6 In Computer Engineering Technology



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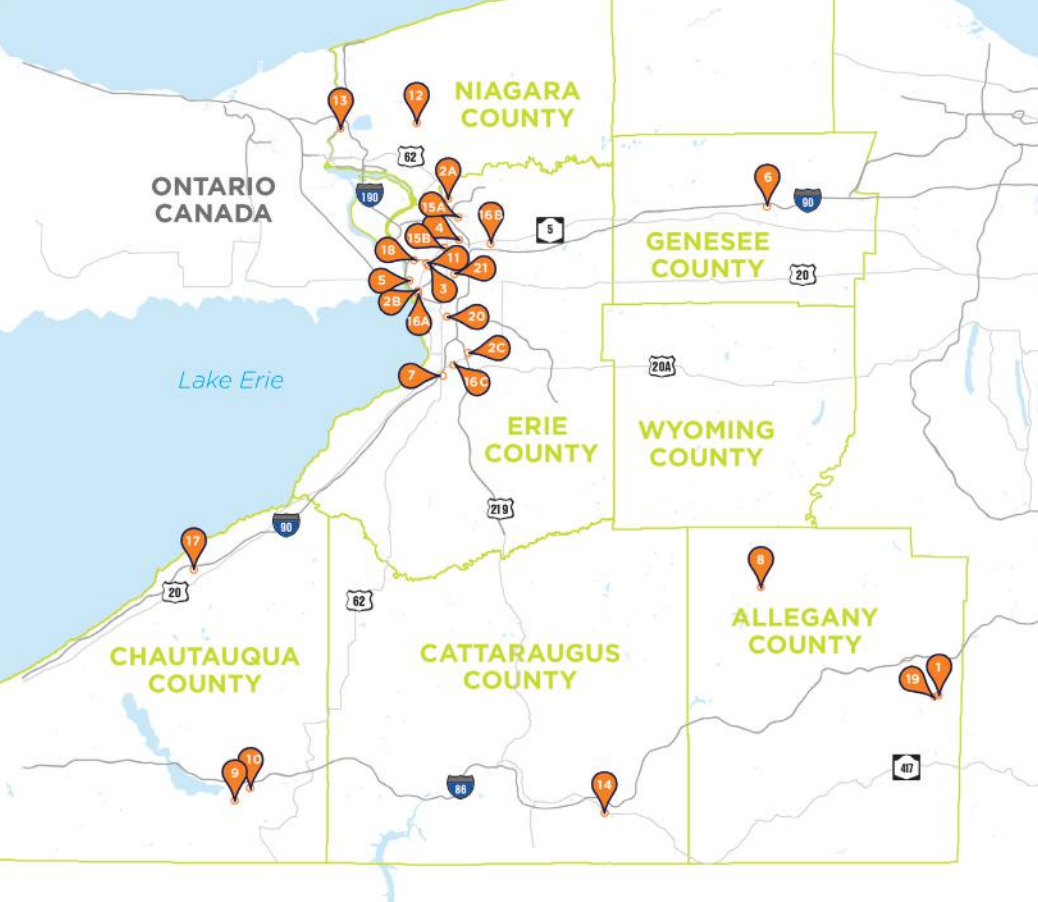


#3

- #3 New York Public University
- #38 among public universities nationwide



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21 COLLEGES AND UNIVERSITIES

KEY	SCHOOL	ENROLLMENT	TYPE	
1	Alfred University	1,982	4-year	Private
2A-C	Bryant & Stratton	749	2-year	Private
3	Canisius University	2,630	4-year	Private
4	Daemen College	2,642	4-year	Private
5	D'Youville College	2,619	4-year	Private
6	Genesee Community College	4,472	2-year	Public
7	Hilbert College	784	4-year	Private
8	Houghton College	895	4-year	Private
9	Jamestown Business College	287	2-year	Private
10	Jamestown Community College	3,798	2-year	Public
11	Medaille College (since closed)	1,814	4-year	Private
12	Niagara County Community College	4,154	2-year	Public
13	Niagara University	3,708	4-year	Private
14	Saint Bonaventure University	2,594	4-year	Private
15 A-B	SUNY at Buffalo (UB)	32,332	4-year	Public
16 A-C	SUNY Erie Community College	8,140	2-year	Public
17	SUNY at Fredonia	3,764	4-year	Public
18	SUNY College at Buffalo University	7,173	4-year	Public
19	SUNY College of Technology at Alfred	3,414	4-year	Public
20	Trocaire College	1,101	2-year	Private
21	Villa Maria College Buffalo	452	4-year	Private

Source: US Department of Education, National Center for Education Statistics (2021 Enrollment)



44.4%

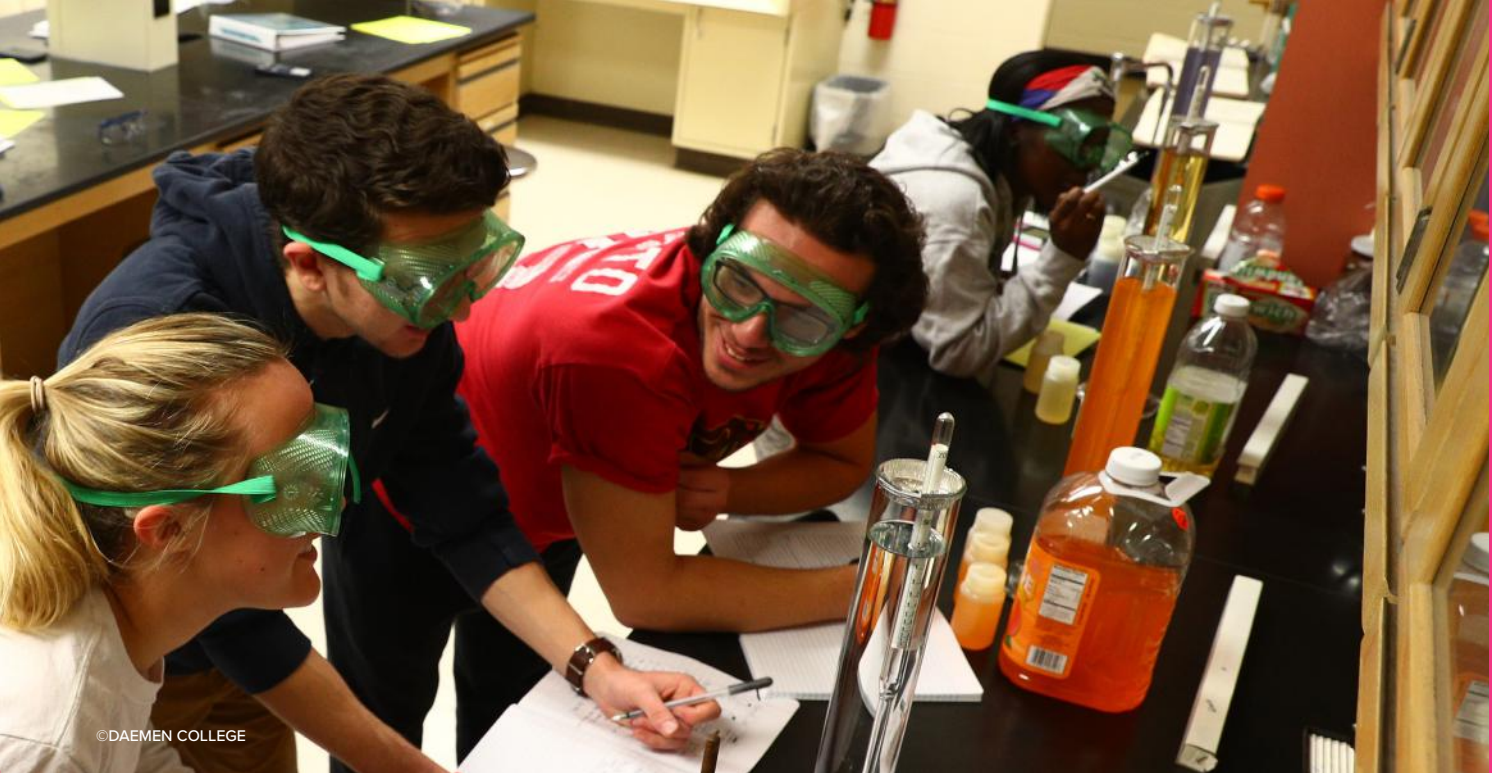
OF THE REGION'S WORKFORCE
HAS A COLLEGE DEGREE.

90,000+
students

ARE ENROLLED IN 2-AND
4-YEAR COLLEGES



20,000+
graduates
ANNUALLY.



©DAEMEN COLLEGE

TARGET INDUSTRY GRADS BY DEGREE PROGRAM

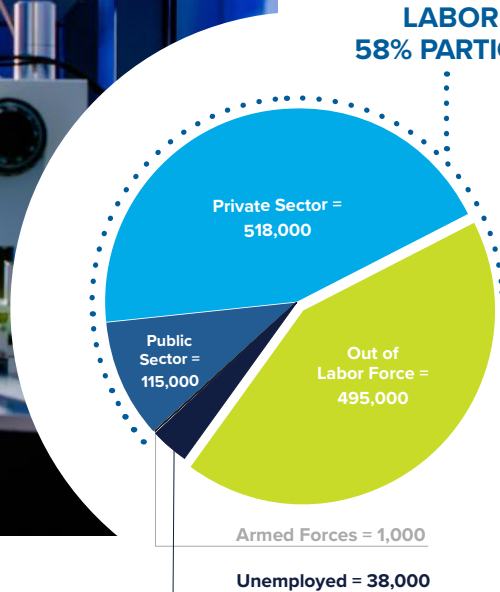
DEGREE PROGRAM	ASSOCIATE'S DEGREE	BACHELOR'S DEGREE	MASTER'S DEGREE	DOCTOR'S DEGREE
Agriculture, Agriculture Operations, and Related Sciences	151	30	0	0
Natural Resources and Conservation	32	54	0	0
Communications, Journalism, and Related Programs	54	702	51	4
Communications Technologies/Technicians and Support Services	25	82	0	0
Computer and Information Sciences and Support Services	171	462	395	18
Engineering	35	991	521	71
Engineering Technologies and Engineering-Related Fields	149	174	0	0
Biological and Biomedical Sciences	22	795	164	49
Mathematics and Statistics	5	194	64	13
Physical Sciences	0	178	48	34
Science Technologies/Technicians	3	0	0	0
Psychology	8	1,007	94	24
Public Administration and Social Service Professions	184	147	322	5
Social Sciences	116	1,200	61	24
Construction Trades	153	0	0	0
Mechanic and Repair Technologies/Technicians	195	0	0	0
Precision Production	97	1	0	0
Visual and Performing Arts	63	572	74	11
Health Professions and Related Programs	1,542	1,181	734	729
Business, Management, Marketing, and Related Support Services	766	2,227	766	3

Source: US Department of Education, National Center for Education Statistics (2021 Graduates)



Distribution of Labor Supply

LABOR FORCE = 58% PARTICIPATION



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Sources: US Census Bureau (2021); NYS Department of Labor 2021

BUFFALO-NIAGARA FALLS MSA WAGES ARE 6.2 % BELOW NATIONAL AVERAGE

OCCUPATION	TOTAL EMPLOYMENT	MEAN HOURLY	MEAN ANNUAL
Office and Administrative Support Occupations	76,800	\$19.47	\$40,491
Sales and Related Occupations	49,624	\$14.53	\$30,229
Food Preparation and Serving Related Occupations	45,529	\$14.14	\$29,410
Transportation and Material Moving Occupations	40,706	\$17.66	\$36,730
Education, Training, and Library Occupations	37,166	\$26.86	\$55,874
Healthcare Practitioners and Technical Occupations	37,451	\$33.83	\$70,375
Production Occupations	33,359	\$18.79	\$39,089
Business and Financial Operations Occupations	33,460	\$33.69	\$70,078
Management Occupations	28,007	\$49.58	\$103,119
Healthcare Support Occupations	25,059	\$14.50	\$30,164
Installation, Maintenance, and Repair Occupations	20,959	\$22.84	\$47,509
Construction and Extraction Occupations	20,690	\$24.69	\$51,359
Building and Grounds Cleaning and Maintenance Occupations	15,813	\$14.53	\$30,216
Personal Care and Service Occupations	13,234	\$13.99	\$29,092
Community and Social Services Occupations	12,226	\$23.49	\$48,862
Protective Service Occupations	11,531	\$25.07	\$52,146
Computer and Mathematical Occupations	11,730	\$37.55	\$78,113
Architecture and Engineering Occupations	7,477	\$37.25	\$77,485
Arts, Design, Entertainment, Sports, and Media Occupations	6,882	\$24.46	\$50,877
Legal Occupations	5,348	\$37.53	\$78,068
Life, Physical, and Social Science Occupations	4,578	\$31.37	\$65,256
Farming, Fishing, and Forestry Occupations	1,227	\$13.74	\$28,587

Source: US Department of Labor Occupational Employment and Wage Data, Buffalo-Niagara Falls MSA 2022

% OF EMPLOYERS OFFERING BENEFITS TO MOST OR ALL EMPLOYEES	
Tuition Reimbursement	95%
Paid Time Off	95%
Health Insurance for Employee and Family	86%
Dental Insurance	74%
401(k) or Equivalent	73%
Short-Term Disability	72%
Vision Insurance	59%
Long-Term Disability	59%
Pension	14%
Child Care	7%

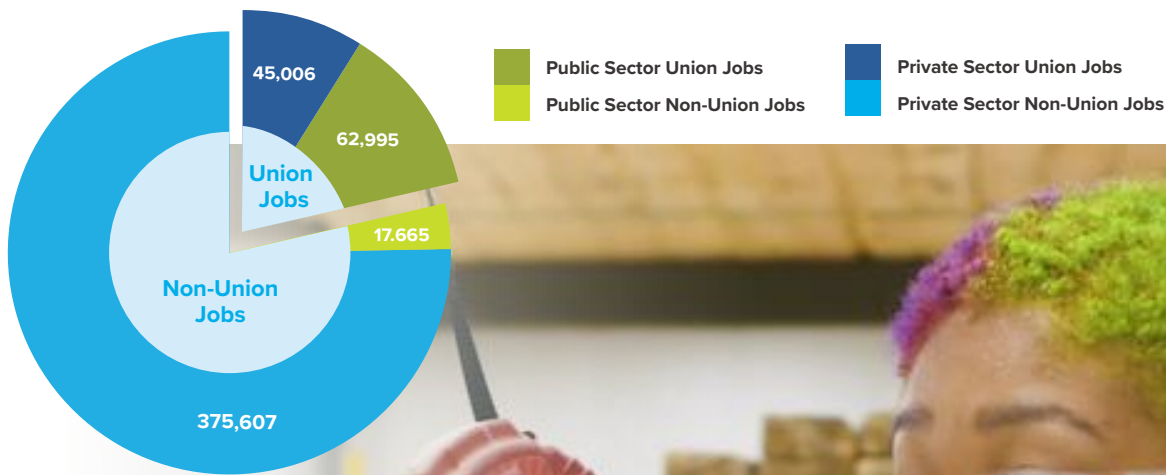
Source: Buffalo Niagara Labor Market Assessment 2017

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

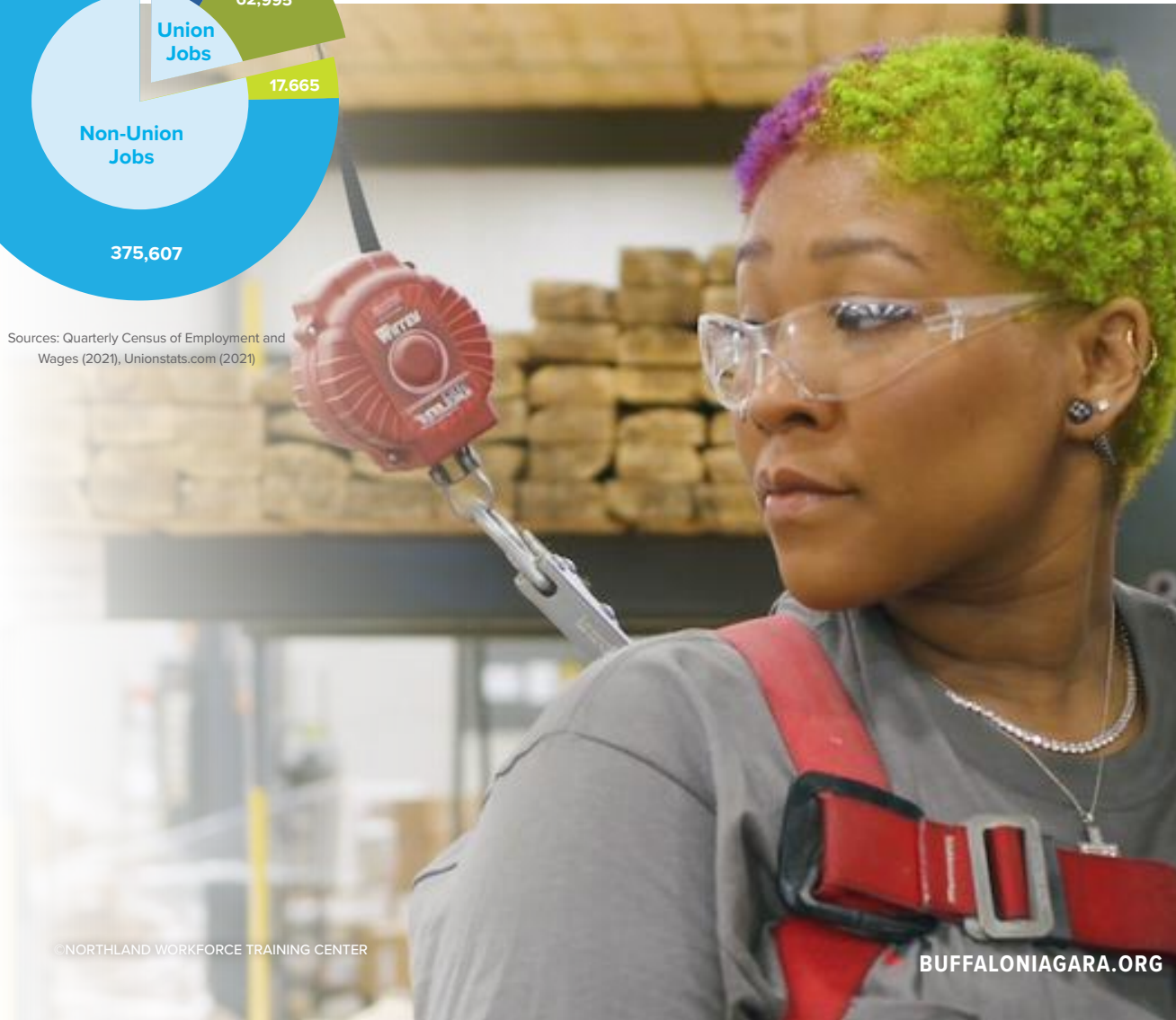
—Frank Ewing, CEO, AML RightSource

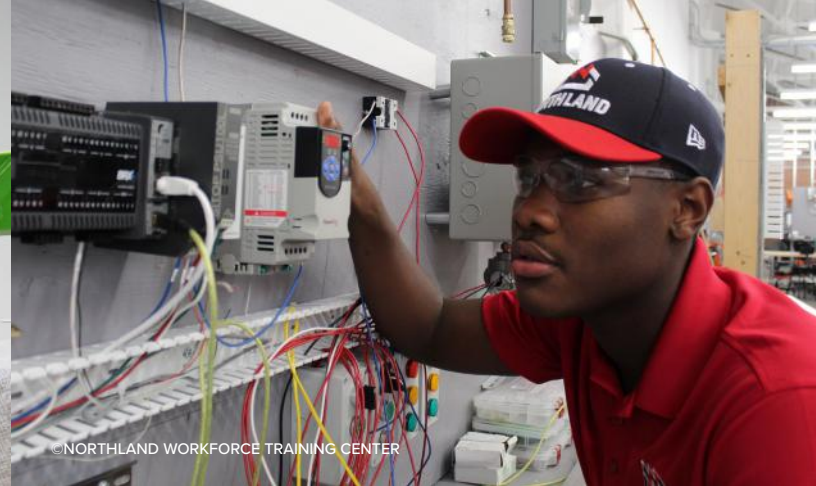
Unionized Jobs in Buffalo-Niagara Falls MSA

At 78%, the region's public-sector jobs are highly unionized; in contrast, only 11% of private-sector jobs are unionized.



Sources: Quarterly Census of Employment and Wages (2021), Unionstats.com (2021)





©NORTHLAND WORKFORCE TRAINING CENTER

©NORTHLAND WORKFORCE TRAINING CENTER

Invest Buffalo Niagara connects businesses with local organizations to access available training funds, locate training resources, and link companies with qualified job seekers. Below is a sampling of top programs in the area.

NORTHLAND WORKFORCE TRAINING CENTER (NWTC)

Northland provides for-credit technical skills programs in advanced manufacturing and energy 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. View current programs at northlandwtc.org.

TECHBUFFALO

TechBuffalo is a nonprofit organization that strives to create a sustainable, inclusive, and accessible technology community for Western New York. TechBuffalo partners with local colleges and universities and variety of training programs to support students with mentorship, wrap-around services, and provide exposure to potential employers. Learn more at www.techbuffalo.org.

BUFFALO EMPLOYMENT & TRAINING CENTER (BETC)

The BETC is committed to working with Buffalo and Erie County residents and employers in matching potential employees with the necessary skills to the needs of employers. The BETC offers services and events in the following areas: workshops, career planning, education and training, job search assistance, and services for employers.

UNIVERSITY AT BUFFALO’S EDUCATIONAL OPPORTUNITY CENTER (EOC)

The EOC provides leadership to Western New York by offering academic and vocational training to employees in various industries and correlates with the needs of employers. Such programs include: soft skill training, job matching through career exploration, academic assessments, career assessments, and academic and vocational training.

EMPLOYEE TRAINING INCENTIVE PROGRAM

This program provides refundable tax credits to New York State employers for skills training that upgrades, retrain or improves the productivity of their employees. Businesses can also receive tax credits for approved internship programs.

PLACING INDIVIDUALS IN VITAL OPPORTUNITY TRAINING (PIVOT)

PIVOT is a unique six-month wage subsidy program that provides businesses with employee recruitment and retain services during training and onboarding process.

NEW YORK STATE DEPARTMENT OF LABOR (NYS DOL)

NYS DOL Business Services offers help with workforce needs, including: customized recruitment and career fairs, hiring incentives such as tax credits and on-the-job training, workforce intelligence, apprenticeship programs, and human resource consultation services.

NEW YORK STATE WORKFORCE DEVELOPMENT INITIATIVE (WDI)

The WDI initiative’s mission is to invest in innovative, creative, and regionally customized workforce development projects that support industries in emerging fields with growing demand for jobs to improve economic security for women, young workers, and other populations who face significant barriers to career advancement.

BUFFALO AND ERIE COUNTY WORKFORCE INVESTMENT BOARD (WIB)

The WIB is a private sector board that is charged with developing, coordinating, and overseeing publicly funded workforce development/training initiatives.

The overall goal of the WIB is to develop and sustain a unified, cost effective, and labor market driven system that facilitates economic development and business growth.

“ I found the perfect opportunity at Odoo, applied without knowing much about Buffalo. Anything I want to do is available here, but without the added costs.

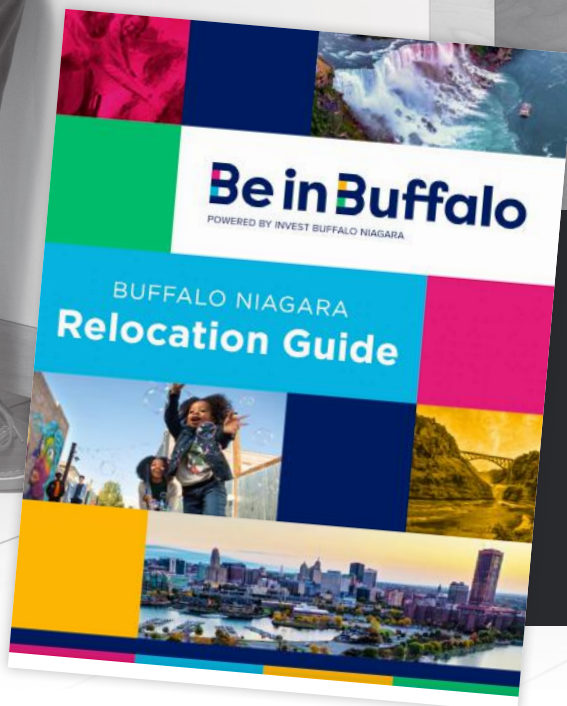
- Kevin Zaki, Business Systems Analys, Odoo

“ There is so much amazing culture and openness around here [Buffalo] that I hadn't previously seen or been exposed to. It's a great city! I love the mix of small town and big city.

- Isabell Trevino, IT Project Management Administrator, AAA Weatern and Central New York

“ As a business owner, I've been really happy with the talent here. There's a strong work ethic. The quality of life is unbelievably better.

- Sean De Clercq, CEO, Kickfurther



Be in Buffalo, an initiative of Invest Buffalo Niagara, is the region's talent attraction effort working to introduce (or reintroduce) a new Buffalo to an entire generation of folks with the skills needed to build an economic of the future. Visit our website to download this 90+ page guide.

BeinBuffalo.com

An aerial photograph of a city street during the golden hour. On the left, a modern glass skyscraper with a curved facade reflects the sky. To the right, a historic building features a large, ornate golden dome and a clock tower with Roman numerals. A streetcar is visible on the tracks in the foreground, and a car is parked on the street. The sky is a mix of blue and orange, suggesting sunset or sunrise.

BUSINESS COMMUNITY



Business is booming in Buffalo Niagara.

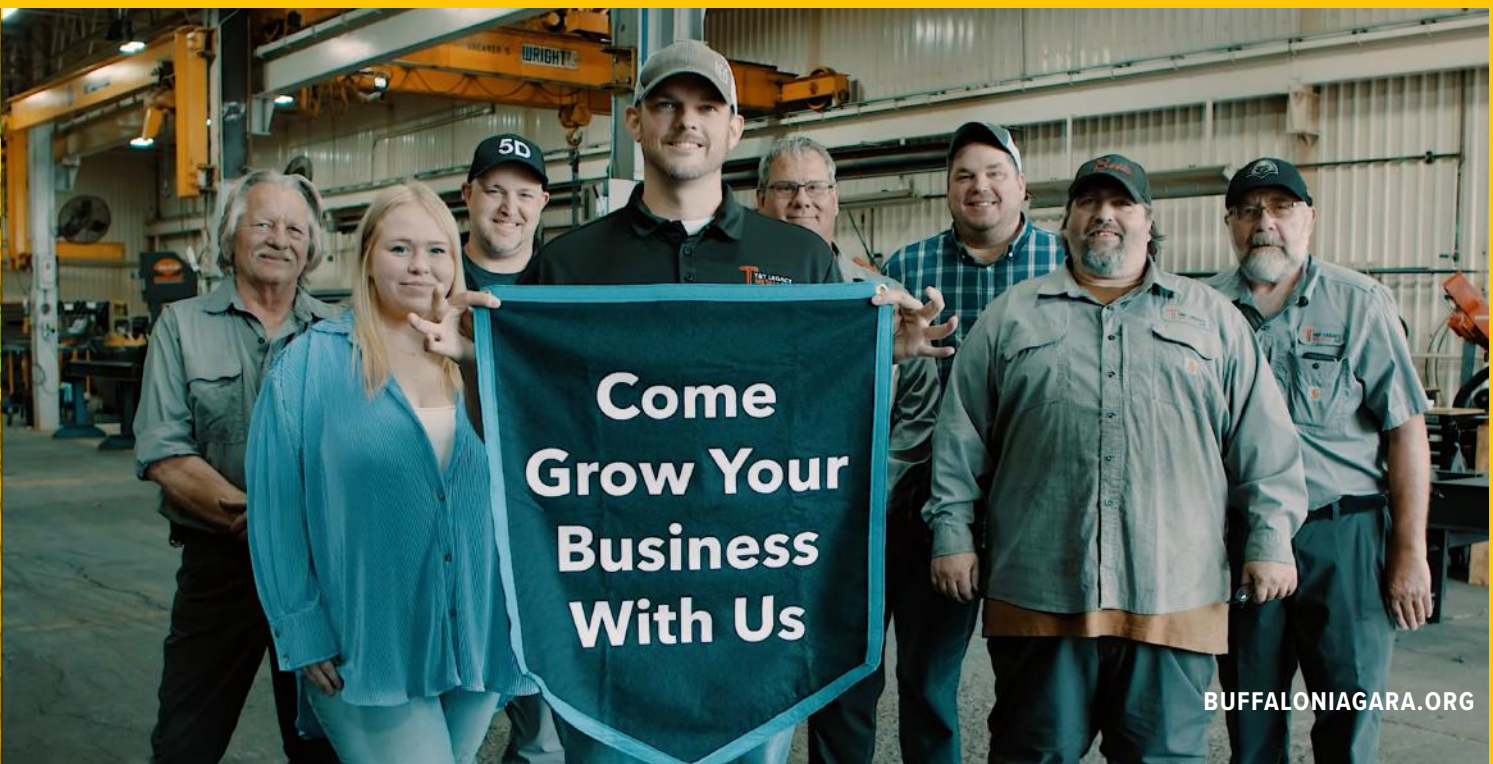
Our rich manufacturing history has gifted us with expansive infrastructure, and an unmatched workforce. The people who work here are having an impact all over the world. Take for example the employees at Moog Inc. who develop technology that is used in power-generation turbines, Formula One racing cars and medical infusion systems.

Buffalo Niagara is home to top tech talent, available capital, an entire collaborative community of startup resources, and industry-disrupting companies like M&T Bank who is deeply rooted in Buffalo's Central Business District on our Main Street Innovation Corridor.

The region's diversified and growing economy, has been recognized by leading business publications such as Fast Company, Forbes, The New York Times, CNBC, Business Facilities, CNN Money, and Business Week.

50th LARGEST METRO ECONOMY

2021, Source: US Bureau
of Economic Analysis





© GENESEE COUNTY ECONOMIC DEVELOPMENT AGENCY | PLUG POWER



©BUFFALO AKG ART MUSEUM

FORTUNE 1000 COMPANIES

#519
M&T Bank

2022, Source: Fortune Magazine

#862
MOOG

TOP PRIVATE COMPANIES

#117
RICH'S

2022, Source: Forbes Magazine

#126
Delaware North

WNY'S FASTEST GROWING COMPANIES

HiOperator - #276

Wendel Construction - #1021

Buffalo Games #1959

Pinnacle Travel Staffing #2545

Range Marketing #4268

Silver Grove Financial Group #4935

2022, Source: Inc. Magazine

\$15.71 billion

PUBLIC/PRIVATE DEVELOPMENT IN 2022

RECENT INVESTMENT HIGHLIGHTS

**GREAT LAKES
CHEESE COMPANY**

\$505M

PLUG POWER
\$233M

BUFFALO AKG ART MUSEUM
\$168M

SUMITOMO RUBBER
\$120M

ELMWOOD CROSSING
\$120M

TRICO APARTMENTS
\$112M



A community resource on Buffalo's East Side helping entrepreneurs access funding, reach new customers, and build a successful business.

\$62.3 billion GROSS METRO PRODUCT

2021, Source: US Bureau of Economic Analysis

TOP PRIVATE SECTOR COMPANIES		
COMPANY	INDUSTRY	EMPLOYEES
Kaleida Health	Health care system	8,194
M&T Bank	Commercial Bank	8,000
Catholic Health System	Health care system	7,202
Tops Friendly Markets	Supermarket retailer	5,486
Walmart	Retailer	5,100
Moog Inc.	Manufacturer	4,200
GEICO	Insurance Services	3,800
Roswell Park Cancer Institute	Hospital	3,460
Wegmans Food Markets Inc.	Supermarket retailer	3,450
HSBC Bank NA	Financial Services	3,000
People Inc.	Human Services	2,884
General Motors	Manufacturer	2,676
Seneca Gaming Corp.	Entertainment	2,560
Citigroup	Financial Services	1,936
West Herr Automotive Group	Automotive Sales and Service	1,891
Ingram Micro Inc.	Distributor of microcomputer products	1,750
UB MD Physicians Group	Physicians	1,666
Tesla	Manufacturer	1,547
Elderwood	Health care services	1,692
Highmark Blue Cross Blue Shield of WNY	Health Insurance services	1,687

2023, Source: Business First Book of Lists

2ND MOST BOOMING STARTUP ECOSYSTEM

- Entrepreneur.com

\$201M

venture capital raised
in 2022

\$431M

University R&D
expenditures in 2021

10+

Incubators

12+

Coworking spaces



© HANSA

43NORTH

43North is an accelerator that hosts an annual startup competition, investing \$5M per year to attract and retain high-growth companies in Buffalo.



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ACV Auctions became Buffalo's first software unicorn, with a valuation over \$1B, more than 1,000 employees, and a successful IPO on the NASDAQ in 2021.



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A woman in a dark blazer stands at the front of a meeting room, gesturing towards a large projection screen. The screen displays a presentation with several images and text. In the foreground, several people are seated at a long table, viewed from behind. The room has a modern aesthetic with a large, multi-bulb chandelier hanging from the ceiling. The entire image is overlaid with a semi-transparent blue filter.

TARGET INDUSTRIES

ADVANCED BUSINESS SERVICES

SUBSECTOR STRENGTHS

Technology Design & Development • Insurance • Back Office • Data Processing



Buffalo Niagara is a low cost alternative for insurance companies, back office operations, and technology design and development firms. The region's thriving advanced business services cluster is due to the low cost of operating and a large pool of talented labor. The high concentration of business degree programs at our local colleges and universities provide employers with the workforce they need at affordable wages. Data centers are also attracted to Buffalo Niagara for its temperate climate, fiber network, and low cost energy.

NOTABLE EMPLOYERS

COMPANY	INDUSTRY	EMPLOYEES
M&T Bank	Headquarters - Commercial Bank	8,000
GEICO	Insurance Services	3,800
HSBC Bank NA	Financial Services	3,000
Citibank NA	Financial Services	1,936
Ingram Micro	Information Technology	1,750
BlueCross BlueShield of WNY	Health Insurer	1,687
Charter Communications	Telecommunications	1,350
Delaware North	Headquarters - Hospitality	1,200
Independent Health	Insurance Services	1,151
National Fuel Gas	Headquarters - Utilities	1,124

Source: Buffalo Business First Book of Lists 2023

TOP OCCUPATIONS

MEDIAN HOURLY EARNINGS	
Customer Service Representatives	\$17.96
Insurance Sales Agents	\$29.51
Bill and Account Collectors	\$17.69
Account and Auditors	\$36.76
Security, Commodities, and Financial Services Sales Agents	\$37.12
First-Line Supervisors of Office and Administrative Support Workers	\$29.09
Tellers	\$16.59
Claims Adjusters, Examiners, and Investigators	\$30.80
Software Developers	\$47.27
Bookkeeping, Accounting, and Auditing Clerks	\$21.52

Source: Lightcast

3,809

Facilities
2022

54,959

Jobs
2022

8.1%

of Total Jobs
2022

94

Programs
2021

10,027

Graduates
2021

Source: EMSI

44% OF THE REGION HOLDS AN ASSOCIATES DEGREE OR HIGHER

7,600 EMPLOYED SOFTWARE DEVELOPERS WITH A 14% PROJECTED GROWTH RATE*

* Within a 60-mile radius, Canada included

NEARLY 10,000 INSURANCE COMPANIES CALL NEW YORK STATE HOME

COST OF LIVING IN BUFFALO NIAGARA IS 4.8% LOWER THAN THE NATIONAL AVERAGE

“The cost of living and the ease of everyday life helps you not worry about all that other stuff, and really just allows you to focus on what you are building. I think there is also a ton of great talent here. There is a big tech community here that is growing and people relocating back.”

— Dan Magnuszewski, Co-Founder & CTO, ACV Auctions



ADVANCED MANUFACTURING

SUBSECTOR STRENGTHS

Sensor Technology • Electronic Components • Medical Devices • Plastics Manufacturing



Manufacturing makes up \$12.4 billion in gross regional product (16.4% of the total) with the two largest export industries in our region (nonferrous metal manufacturing & chemical manufacturing).

A manufacturing mainstay since the 1800s, Buffalo Niagara remains ideally suited with the workforce (58,000+ skilled workers) and physical infrastructure manufacturers need to succeed.

The cost of doing business for manufacturers in New York has decreased with the recent elimination of the state corporate income tax. There is also no sales tax on production equipment, no inventory tax, and no personal property tax for manufacturers.

NOTABLE EMPLOYERS

COMPANY	INDUSTRY	EMPLOYEES
Moog Inc.	Precision-Control Components and Defense Systems	4,200
General Motors	Car and Boat Engines	2,676
Tesla	Semiconductors and Solar Panels	1,547
Cummins, Inc.	Diesel Engines and Engine Components	1,400
Sumitomo Rubber USA	Tires	1,400
Linde	Industrial Gases	900
Ford Motor Company	Car Part Stamping and Sub-assemblies	871
PCB Piezotronics	Sensor Technology	717
Cutco Corp.	Cutlery	707
Aurubis Buffalo	Copper Products	650

Source: Business First Book of Lists 2023

TOP OCCUPATIONS

MEDIAN HOURLY EARNINGS

Team Assemblers	\$14.97
Machinists	\$22.88
First-Line Supervisors of Production and Operating Workers	\$29.78
Inspectors, Testers, Sorters, Samplers, and Weighers	\$19.80
Electrical and Electronic Equipment Assemblers	\$16.89
Industrial Engineers	\$44.62
General and Operations Managers	\$45.02
Laborers and Freight, Stock, and Material Movers, Hand	\$17.17
Production, Planning, and Expediting Clerks	\$22.78
Welders, Cutters, Solderers, and Brazers	\$22.55

Source : Lightcast



“ Buffalo Niagara was built on a rich manufacturing history and is yet again leading the way in new advances, technologies, and industries, especially on our East Side advanced manufacturing corridor, the home of the Northland Workforce Training Center.”

– Stephen Tucker, President & CEO , Northland Workforce Training Center



.....
1,383
Facilities
2022

0% STATE CORPORATE INCOME TAX FOR MANUFACTURING COMPANIES

.....
55,455
Jobs
2022

RENEWABLE HYDROPOWER AT AN AFFORDABLE COST

8.1%
of Total Jobs
2022

FOURTH LARGEST EMPLOYMENT SECTOR IN THE BUFFALO NIAGARA ECONOMY

.....
100
Programs
2021

BUFFALO MANUFACTURING WORKS PROVIDING APPLIED R&D SERVICES

10,624
Graduates
2021

Source: Lightcast

SUBSECTOR STRENGTHS

Food & Beverage Processing



Whether it's yogurt production, food packaging, brewing, or distilling, Buffalo Niagara plays a major role in New York's agribusiness sector. In fact, Wyoming County is the leading producer of milk in the state, which says a lot considering New York is the fifth largest dairy producing state in the nation and is first in yogurt, sour cream, and cottage cheese production. New York also ranks fourth among the U.S. in total cheese production.

Our proximity to Canada and the entire east coast helps food and dairy processors get their products to their customers. Employers note their proximity to a high concentration of local businesses and farms as a major advantage.

NOTABLE EMPLOYERS

COMPANY	INDUSTRY	EMPLOYEES
Upstate Niagara Co-Op Inc	Dairy Production	1,216
Rich Products Corp	Frozen Food Manufacturer	1,150
Steuben Foods Inc	Dairy Processing	583
Rosina Food Products	Frozen Food Manufacturer	540
Nestle Purina	Pet Food Manufacturer	500
Lactalis American Group	Cheese Manufacturer	360
Fieldbrook Foods Corp	Ice Cream and Frozen Dessert Manufacturer	350
Sweetworks	Candy and Confectionary	308
Associated Brands	Dried and Dehydrated Food Manufacturer	250
Bonduelle USA Inc	Frozen Food Manufacturer	245

Source: Buffalo Business First Book of Lists 2023

TOP OCCUPATIONS

MEDIAN HOURLY EARNINGS

Packaging and Filling Machine Operators and Tenders	\$17.21
Food Batchmakers	\$16.37
Laborers and Freight, Stock, and Material Movers, Hand	\$17.17
First-Line Supervisors of Production and Operating Workers	\$29.78
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	\$13.89
Maintenance and Repair Workers, General	\$19.00
Bakers	\$14.35
Inspectors, Testers, Sorters, Samplers, and Weighers	\$19.80
Industrial Machinery Mechanics	\$28.55
Industrial Truck and Tractor Operators	\$18.86

Source: Lightcast

“ The number one asset in Buffalo Niagara is the people. We have access to a solid workforce who want to get up, go to work, and do well. Secondly, the infrastructure. ”

– Russell Corigliano, co-owner, Rosina Food Products



295

Facilities
2022

12,647

Jobs
2022

1.9%

of Total Jobs
2022

42

Programs
2021

5,623

Graduates
2021

Source: Lightcast

ACCESS TO LARGE WATER
AQUIFERS, MUNICIPAL
SEWERS, AND WASTE WATER
TREATMENT FACILITIES

BUFFALO NIAGARA PRODUCES
NEARLY 3 BILLION POUNDS OF
FLUID MILK ANNUALLY

NEW STATE LEGISLATION
MAKING IT EASIER FOR CRAFT
BREWRIES AND DISTILLERIES
TO CONDUCT BUSINESS

UNIVERSITY SUPPORT
AND FOOD PROCESSING
PROGRAMS

SUBSECTOR STRENGTHS

Pharmaceuticals/Biotechnology • Medical Device • Healthcare IT



The Buffalo Niagara Medical Campus is a world class innovation district that continues to grow by the day. The campus and the region are attracting more and more medical and life sciences professionals who are finding Buffalo Niagara to be an ideal location.

The University at Buffalo draws in a considerable amount of research funding. In fact, the region saw approximately \$431 million in research funding with two thirds dedicated to life sciences. While it's clear UB R&D activity is healthy in our region, we also rank fourth in the nation on a per capita basis of life sciences workers – over 20% of the degrees conferred by the region's 21 institutions of higher education are in the life sciences.

NOTABLE EMPLOYERS

MEDICAL DEVICE	DIAGNOSTICS	THERAPEUTICS	HEALTHCARE INFORMATICS
Garwood Medical	AESKU Diagnostics	Fresenius Kabi	Circuit Clinical
Harmac Medical Products	Thermo Fisher Scientific	Baxter Healthcare	AHRM
Integer	KSL Biomedical	ONY Biotech	Enhanced Pharmacodynamics
Efferent Labs	Zeptomatrix (an Antylia Scientific Company)	Imhuhaeon	Cognigen (a Simulation Plus Company)
Ivoclar Vivident	Immco (a Trinity Biotech Company)	Curia	Nissha Medical Technologies

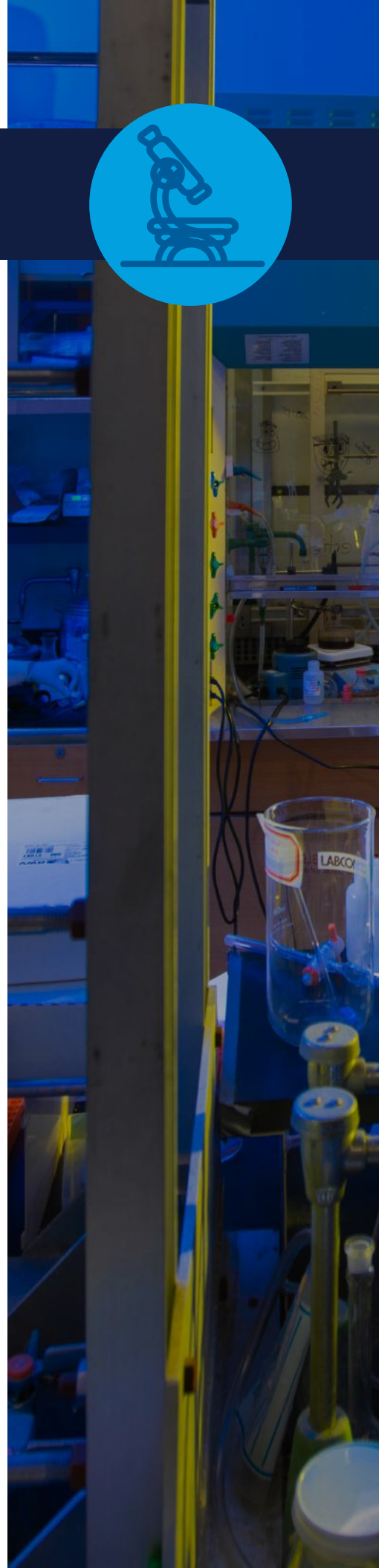
Source: Buffalo Business First Book of Lists 2023 / NYS Dept. of Labor

TOP OCCUPATIONS

MEDIAN HOURLY EARNINGS

Packaging and Filling Machine Operators and Tenders	\$17.21
Inspectors, Testers, Sorters, Samplers, and Weighers	\$19.80
General and Operations Managers	\$45.02
Industrial Engineers	\$44.62
Dental Laboratory Technicians	\$18.21
Software Developers	\$47.27
Chemical Equipment Operators and Tenders	\$27.78
Electrical and Electronic Equipment Assemblers	\$16.89
Medical Scientists, Except Epidemiologists	\$39.06
Team Assemblers	\$14.97

Source: Lightcast



204

Facilities
2022

11,238

Jobs
2022

1.7%

of Total Jobs
2022

69

Programs
2021

7,929

Graduates
2021

Source: EMSI

\$1.4 BILLION INVESTED IN
120+ ACRE MEDICAL CAMPUS
AND COLLABORATIVE
RESEARCH PARK

UB SUPERCOMPUTER - MORE
THAN 170T OPSOF PEAK
PERFORMANCE CAPACITY

MORE THAN 60 MEDICAL
DEVICE COMPANIES ARE
LOCATED HERE

“This is a time where I am really happy to be in Buffalo, where collaboration is the rule, frankly.”

— Dr. Nancy Nielsen , Clinical Professor, University at Buffalo,
Former President of the American Medical Association



LOGISTICS



Ever since the Erie Canal opened in 1825, our region has been home to successful commerce connections throughout the U.S. and Canada. Today, this access continues to set the Buffalo Niagara region apart.

TOP OCCUPATIONS	
MEDIAN HOURLY EARNINGS	
Heavy and Tractor-Trailer Truck Drivers	\$23.14
Laborers and Freight, Stock, and Material Movers, Hand	\$17.17
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$29.01
Light Truck or Delivery Services Drivers	\$17.43
Stock Clerks and Order Fillers	\$14.38
General and Operations Managers	\$45.02
Industrial Truck and Tractor Operators	\$18.86
Customer Service Representatives	\$17.96
Cargo and Freight Agents	\$18.10
Shipping, Receiving, and Inventory Clerks	\$17.82
Office Clerks, General	\$17.01

Source: Q1-2021 EMSI

“ We felt prepared for this expansion process, especially because of the guidance Invest Buffalo Niagara provided. We are happy to assist other Canadian companies as they grow their market share on this side of the border and need warehousing services in the U.S.”

– Joseph Braun, Operations Manager, Prompt Logistics / Bronco Warehousing

2,203

Facilities
2022

37,810

Jobs
20122

5.6%

of Total Jobs
2022

82

Programs
2021

9,297

Graduates
2021

Source: EMSI

POSITIONED WITHIN
10-HOUR DRIVE OF 40%
OF THE BINATIONAL
POPULATION

MULTI-MODAL, SAME-DAY
CONNECTIONS TO THE
PORT OF NEW YORK/
NEW JERSEY

SEVEN INTERNATIONAL
PORTS OF ENTRY

TWO CERTIFIED
GENERAL USE FOREIGN
TRADE ZONES (NO. 23
BUFFALO & NO. 34
NIAGARA CO.) AND A
STRONG INDUSTRIAL
REAL ESTATE MARKET

110 DAILY FLIGHTS
FROM BUFFALO NIAGARA
INTERNATIONAL AIRPORT

FOUR CLASS I
RAILROADS INCLUDING
TWO INTERMODAL
CONTAINER RAMPS

LAKE FREIGHTER AND
BARGE SERVICE ON LAKE
ERIE, LAKE ONTARIO
AND NIAGARA RIVER

EXPORTS

\$5.05 billion

EXPORTS VALUE, 2021

Source: US Department of Commerce, International Trade Administration (2019)

45,870

EXPORT-SUPPORTED JOBS

Source: Brookings Institution, Export Monitor 2018

TOP 5 EXPORT INDUSTRIES		
INDUSTRY	DOLLAR VALUE	SHARE
Chemicals	\$620 M	8.5%
Nonferrous Metal Products	\$510 M	7.0%
Miscellaneous General Purpose Machinery	\$330 M	4.6%
Credit Issuance & Lending	\$300 M	4.2%
R&D Services	\$300 M	4.2%

Source: Brookings Institution, Export Monitor 2018

TOP THREE GAINS IN EXPORT INDUSTRIES, ANNUALIZED GROWTH 2003-2017	
INDUSTRY	GROWTH
Nonferrous Metal Products	8.5%
Credit Issuance & Lending	7.0%
R&D Services	4.6%

Source: Brookings Institution, Export Monitor 2018

TOP FIVE EXPORTS, 2021	
PRODUCT	EXPORT VALUE
Chemicals	\$1,001,900,000
Machinery	\$676,300,000
Primary Metal Manufacturing	\$524,300,000
Computer and Electronic Product Manufacturing	\$319,700,000
Paper	\$297,900,000

Source: US Department of Commerce, International Trade Administration (2021)

TOP FIVE EXPORT MARKETS, 2019	
MARKET	EXPORT VALUE
Asia-Pacific Econ. Cooperation	\$3,631,900,000
Free Trade Agreement Countries	\$2,724,100,000
North American Free Trade Agreement	\$2,267,900,000
European Union	\$988,500,000
Association of Southeast Asian Nations	\$377,300,000

Source: US Department of Commerce, International Trade Administration (2021)





INCENTIVES & COST SAVINGS

0%

STATE CORPORATE INCOME
TAX FOR MANUFACTURING
COMPANIES

0%

INVENTORY/REAL
PERSONAL PROPERTY TAX

0%

SALES TAX ON PRODUCTION
OR R&D EQUIPMENT

5%

REFUNDABLE INVESTMENT
TAX CREDITS ON CAPITAL
EXPENDITURES



For more information on incentives, please contact Invest Buffalo Niagara, or view our guide at BuffaloNiagara.org



WATER RICH REGION

Buffalo Niagara is located on the Great Lakes System — containing one-fifth of the world’s fresh surface water — along the Niagara River, among one of the world’s most popular natural wonders, Niagara Falls. Across the region, water and wastewater utilities are using state of the art purification processes and implementing green infrastructure policies for proactive prevention which makes our communities more resilient.

PLENTY OF CLEAN, GREEN HYDROPOWER MEANS COST SAVINGS

Buffalo Niagara has a well-earned reputation for clean, green, low-cost electric power thanks to one of the largest renewable energy sources in the world: Niagara Falls. At the Robert Moses Niagara Power Plant in Lewiston, NY, the power of Niagara Falls is harnessed by 25 turbines to create hydroelectricity. In excess of 2.5 GW of clean, renewable power is generated at this facility; a total of 19% of the State’s grid is powered by hydroelectric energy. 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.

EXCELSIOR JOBS PROGRAM

The Excelsior Jobs Program provides job creation and investment incentives to firms in targeted industries such as biotechnology, pharmaceutical, high-tech, clean-technology, green technology, financial services, agriculture, and manufacturing. Firms in these industries that create and maintain new jobs or make significant financial investment are eligible to apply for up to four, **fully refundable** tax credits. Businesses claim the credits over a 10 year period.

- **The Excelsior Jobs Tax Credit:** A credit of 6.85 percent of wages per new job to cover a portion of the associated payroll cost.
- **The Excelsior Investment Tax Credit:** Valued at two percent of qualified investments.
- **The Excelsior Research and Development Tax Credit:** A credit of 50 percent of the Federal Research and Development credit up to three percent of research expenditures in NYS.
- **The Excelsior Real Property Tax Credit:** Available to firms locating in certain distressed areas and to firms in targeted industries that meet higher employment and investment thresholds (Regionally Significant Project).

TAX FREE ZONES FOR NEW & EXPANDING COMPANIES

START-UP NY is transforming communities across the state through tax-based incentives and innovative academic partnerships. The program offers new and expanding businesses the opportunity to operate 100% NYS tax-free for 10 years through affiliations with public and private universities, colleges and community colleges.



LOCAL INDUSTRIAL DEVELOPMENT AGENCY (IDA) TAX ABATEMENTS

- **Property Tax Abatement** – Conventional Payment in Lieu of Taxes (PILOT) schedules are administered by the IDA taking title to real property and requiring landowners to make payments in an agreed percentage for a specified number of years. The abatement of these taxes (property, school, and county), typically last for a seven or ten year period.
- **Sales Tax Abatement** – Abatement of Sales Tax requires the IDA to function as the purchaser of eligible merchandise prior to the transaction. This benefit can be used towards the purchase of nonproduction equipment and construction materials.
- **Mortgage Recording Tax Abatement** – The New York State Mortgage Recording Tax for commercial property is one percent (1% of the principal amount of the bond/mortgage). Local IDAs may exempt approved projects from payment of mortgage recording tax, based on appropriate economic development factors.

BROWNFIELD CLEANUP 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.

OPPORTUNITY ZONES

The 2017 Tax Cuts and Jobs Act created the Opportunity Zone Program – a new economic development initiative designed to spur investment activity and job creation in economically distressed communities. Qualified investments made in designated Opportunity Zones are eligible for preferential tax treatment.

AFFORDABLE UTILITIES

Billions of dollars are being invested into the region's already reliable and redundant utility infrastructure. Beyond incentives, utility providers also offer capital infrastructure programs to accommodate business expansion or new construction projects.

nationalgrid



National Fuel®

 **NYSEG**
An Avangrid company





43 NORTH / SENECA ONE TOWER

772,000 SQ. FT.
NEW OFFICE CONSTRUCTION
PROPOSED IN 2023

CLASS A OFFICE

Market Size **9,572,624** SQ. FT.

Lease Rates **\$19 - \$27 / SQ. FT.**

Vacancy Rate **13.7%**



558,000 SQ. FT.
NEW INDUSTRIAL
CONSTRUCTION COMPLETED
IN 2020

TOTAL OFFICE

Market Size **33,927,900** SQ. FT.

Lease Rates **\$15 - \$27 / SQ. FT.**

Vacancy Rate **15.0%**
(In line with U.S vacancy rate of 17.3%)



TOTAL INDUSTRIAL

Market Size **68,646,870** SQ. FT.

Sale Rate **\$47.15/SF / SQ. FT.**

Availability Rate **2.3%**

COMMERCIAL LISTING SERVICE

The Buffalo Niagara Commercial Listing Service (CLS) features powerful research tools concerning community data and area businesses—above and beyond commercial real estate listings—that are available online to anyone, free of charge:

buffaloniagaracls.com

FEATURED PROPERTIES		
<p>37 Coats Street Wellsville, NY 14895</p>	<p>365,000 SF at 55' clear height at former Dresser Rand facility. Eligible for low cost electric with several doors at grade minutes from Interstate 86. Ideal for single user or multiple tenants.</p>	
<p>Seneca One Tower Buffalo, NY 14203</p>	<p>Class A Office Tower Buffalo's largest office building and home to M&T Bank's Tech Hub. Nearly 360,000 SF is available across multiple floors and use types. The building enjoys a renovated façade and landscape with ample amenities in the immediate surrounding areas.</p>	
<p>Renaissance Commerce Park Lackawanna, NY 14218</p>	<p>Brownfield Redevelopment Park 150 acres of remediated brownfield acreage for advanced manufacturing and technology developments. Adjacent to the Port of Buffalo. Lucrative tax credits available through NYS Brownfield Cleanup Program.</p>	
<p>Western New York Science and Technology Advanced Manufacturing Park (WNY STAMP) Alabama, NY 14013</p>	<p>WNY Mega Site 1,250 acres located in Genesee County and can accommodate nanotechnology companies including semiconductor 450mm chip fab, flat panel display, photovoltaic manufacturing, and advanced manufacturing.</p>	
<p>2 Steelworkers Way Lackawanna, NY 14218</p>	<p>State of the art 151,000 SF manufacturing and warehouse space at 36' – 40' clear with generous column spacing. Ideal for single user or multiple tenant build-out. Proximate to Canadian border crossing and supportive of multimodal transport via road, rail, and port</p>	
<p>Riverview Solar Technology Park Tonawanda, NY 14150</p>	<p>The 200-acre business park contains existing commercial spaces ranging from 10,000 SF to 88,000 SF in size, including corporate offices, research and development labs, warehouses, and light manufacturing operations. Build-to-suit options ranging from 5 to 70 acres available for development.</p>	

For more information on these properties visit: buffaloniagara.org/featured-properties



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© VISIT BUFFALO NIAGARA

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	\$143,508
San Francisco	\$112,563
Los Angeles	\$94,916
Seattle	\$94,474
Boston	\$94,348
San Diego	\$90,567
Portland	\$78,340
Chicago	\$75,819
Providence	\$71,155
Denver	\$69,642
Baltimore	\$68,256
Philadelphia	\$65,861
Phoenix	\$65,735
Detroit	\$65,735
Dallas	\$64,600
Atlanta	\$64,033
Austin	\$63,655
Pittsburgh	\$63,277
Minneapolis	\$62,395
Charlotte	\$61,701
Richmond	\$61,071
Buffalo	\$60,000

Source: Council for Community & Economic Research; Cost of Living Index (2022)

HALF-GALLON OF MILK

BUFFALO	SAN FRANCISCO
\$2.48	\$3.38

6-PACK BEER

BUFFALO	NEW YORK CITY
\$10.88	\$11.40

DOZEN EGGS

BUFFALO	PHILADELPHIA
\$2.26	\$3.09

COFFEE

BUFFALO	SAN FRANCISCO
\$3.97	\$6.19

Source: Council for Community and Economic Research; Cost of Living Index (2022)



COST OF LIVING CALCULATOR

Big-city amenities, small-town charm, and affordable real estate has made Buffalo one of the most desirable places to live for millennials. See how your current city stacks up.

<https://webapps.beinbuffalo.com/cost-of-living-calculator/>

NEARLY
150 MILES
OF BIKE LANES IN THE
CITY OF BUFFALO



20 MINUTE
AVERAGE
COMMUTE TIME



NICEST CITY
IN AMERICA

-Reader's Digest



NAMED AMONG
"5 OF THE MOST
REMARKABLE
WATERFRONTS"

-Hemisphere Magazine



2ND BEST
ACCESS TO GREEN
SPACES AND PARKS

-RUNNERS NEEDED



PRO SPORTS

PROUD HOME OF THE
BUFFALO BILLS AND
BUFFALO SABRES



INVESTING IN THE FUTURE OF BUFFALO NIAGARA

Invest Buffalo Niagara (InBN) is a unique private-public partnership that allows business leaders in the region to guide Buffalo Niagara in marketing and regional initiatives that will positively impact economic growth.

Our investors and partners are dedicated to helping Invest Buffalo Niagara expand our industry clusters, bring jobs to our neighbors, and investment to our neighborhoods. Thanks to the support of our investors, InBN serves as a single point of contact for economic development inquires and offers a free, comprehensive suite of client-driven project management services including confidential and custom site location assistance, tailored market research, facilitation of state and local incentive programming, introductions to professional service providers and partner, assistance with workforce and recruitment training needs, and more. Contact us to talk about your business expansion or relocation project.

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