



Buffalo Niagara Food & Dairy Processing



Redland Food Corp. a division of Trophy Foods

CHEEKTOWAGA,
NEW YORK

"Invest Buffalo Niagara played an important role in supporting our decision making process and connecting us to suppliers, services, and customers in the Western NY area."

– Brian Paul, Trophy Foods Inc.
President & COO

0% STATE
CORPORATE
INCOME TAX
FOR FOOD PROCESSORS

#1 FOR YOGURT, SOUR
CREAM, AND
COTTAGE CHEESE

ABUNDANT



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



**LOW-COST
HYDROPOWER**



INVEST BUFFALO
NIAGARA

BUFFALONIAGARA.ORG

Welcome to Buffalo Niagara

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

Invest Buffalo Niagara has helped nearly 20 agribusiness companies expand or relocate to the Buffalo Niagara region including:



Largest Food & Dairy Processing Employers

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

COMPANY	INDUSTRY	EMPLOYEES
RICH PRODUCTS CORPORATION	Frozen Food Manufacturer	1,400
UPSTATE NIAGARA CO-OP INC	Dairy Production	890
FLDDBROOK FOODS CORP	Ice Cream and Frozen Dessert Manufacturer	600
LACTALIS AMERICAN GROUP	Cheese Manufacturer	580
STEUBEN FOODS INC	Dairy Processing	540
ROSINA FOOD PRODUCTS	Frozen Food Manufacturer	446
PERRY'S ICE CREAM CO INC	Ice Cream and Frozen Dessert Manufacturer	335
ASSOCIATED BRANDS	Dried and Dehydrated Food Manufacturer	300
BIG HEART PET BRANDS	Pet Food Manufacturer	300
BONDUELLE USA INC	Frozen Food Manufacturer	250

Source: Buffalo Business First Book of Lists 2018/New York State Department of Labor



Valuable Incentives

New York State and the Buffalo Niagara region offer a variety of valuable incentives to companies expanding or relocating in the region. Invest Buffalo Niagara can facilitate the process of identifying and applying for applicable incentive programs.

+ *0% state corporate tax rate*

Net income base of manufacturers is **taxed at 0% in New York State**. Manufacturers are also exempt from paying taxes on machinery, equipment, and inventory.

+ *Excelsior Tax Credit Program*

Refundable tax credits available to new and existing companies in New York State based on job creation, capital investment, and investment in research and development.

+ *Refundable investment tax credits*

New companies to New York State are eligible to receive a **5% cash refund** on any capital spending up to \$350 million for the first five years of operation. Spending over \$350 million in the first five years is eligible to result in a 4% cash refund.

+ *Brownfield Clean-Up Program*

Refundable tax credits 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.

+ *Low-cost hydropower*

New York Power Authority has power allocation incentives available for businesses locating and growing within 30 miles of the Niagara Power Project. **Low-cost hydropower** is an inexpensive, green power source.

+ *Training incentives*

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

+ *Industrial Development Agencies (IDA)*

Local IDAs can offer **tax incentive** programs that provide major savings by abating property, sales, and mortgage recording taxes.



**DOWNLOAD OUR FULL INCENTIVES
GUIDE FOR MORE INFORMATION:**

BUFFALONIAGARA.ORG/INCENTIVES

Top Six Fastest-Growing Agribusiness Occupations in Buffalo Niagara

- 1

Farmworkers and Laborers, Crop, Nursery, and Greenhouse
- 2

Managers
- 3

Bakers
- 4

Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders
- 5

Heavy and Tractor-Trailer Truck Drivers
- 6

Packaging and Filling Machine Operators and Tenders

Source: Economic Modeling Specialists Intl. (EMSI), 2017



Productive, Affordable Workforce

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

FOR A CUSTOMIZED WAGE COMPARISON REPORT PLEASE CONTACT:
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OCCUPATION	EMPLOYED (BN)	Median Hourly Earnings		
		BUFFALO NIAGARA	PEORIA, IL	MILWAUKEE, WI
PACKAGING AND FILLING MACHINE OPERATORS AND TENDERS	1,143	\$14.65	\$15.26	\$15.48
FOOD BATCHMAKERS	972	\$17.50	\$11.65	\$11.96
FARMWORKERS AND LABORERS, CROP, NURSERY, AND GREENHOUSE	511	\$11.26	\$13.47	\$11.14
LABORERS AND FREIGHT, STOCK, AND MATERIAL MOVERS, HAND	438	\$13.28	\$14.09	\$15.02
FIRST-LINE SUPERVISORS OF PRODUCTION AND OPERATING WORKERS	407	\$28.22	\$29.99	\$28.78
BAKERS	331	\$11.13	\$12.71	\$13.08
INDUSTRIAL TRUCK AND TRACTOR OPERATORS	311	\$17.55	\$16.83	\$16.31
PACKERS AND PACKAGERS, HAND	288	\$10.62	\$11.30	\$12.22
INSPECTORS, TESTERS, SORTERS, SAMPLERS, AND WEIGHERS	279	\$18.01	\$22.25	\$19.14
FOOD COOKING MACHINE OPERATORS AND TENDERS	266	\$12.68	\$16.41	\$15.76

Source: Economic Modeling Specialists Intl. (EMSI), 2017

Educated and Skilled Workforce

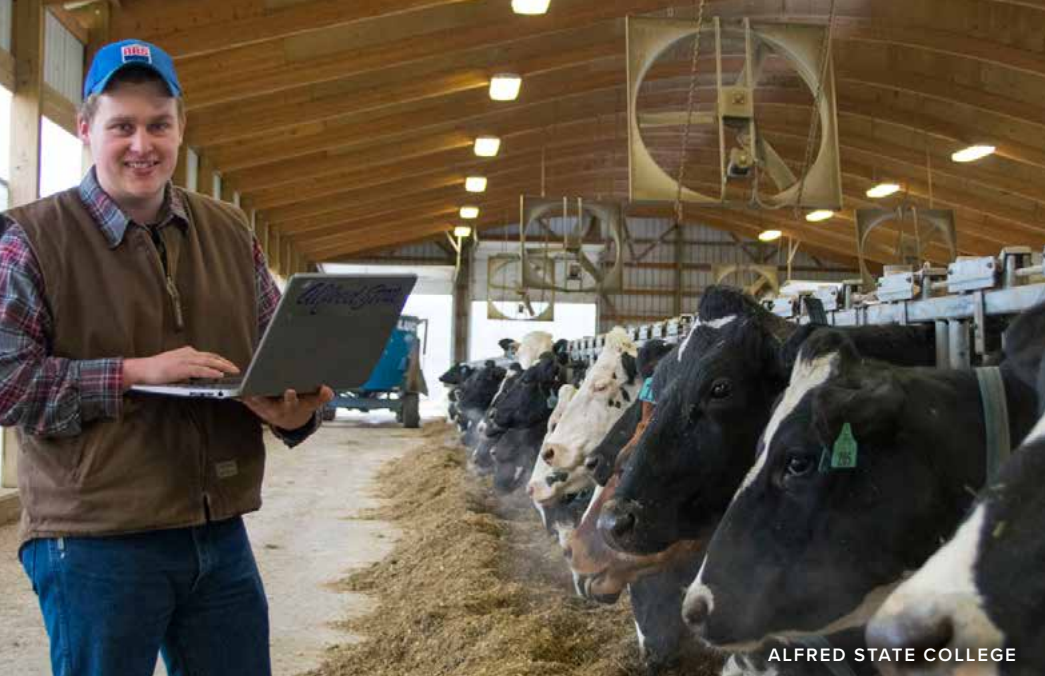
Buffalo Niagara boasts a strong workforce pipeline from the region's 21 colleges and universities. Degrees in agribusiness are particularly strong at Alfred State SUNY College of Technology.

Annual Graduates by Degree

PROGRAM	< TWO-YEAR DEGREE	ASSOCIATE DEGREE	BACHELOR'S DEGREE	ADVANCED DEGREES	TOTAL
AGRICULTURE	68	63	3	0	134
BUSINESS	99	939	2,734	810	4,582
ENGINEERING (AND RELATED)	43	227	961	499	1,730
MECHANIC & REPAIR TECHNOLOGIES	95	247	0	0	342
TRANSPORTATION & MATERIALS MOVING	172	2	0	0	174
PRECISION PRODUCTION	12	59	0	0	71

Source: Economic Modeling Specialists Intl. (EMSI), 2016





University Support

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

+ *Cornell University*

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

Food Processing Development Laboratory (FPDL) - The FPDL offers a unique food product development and short-term manufacturing space that allows companies to perform research, develop new products, and start new food related businesses.

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

Brewing Program & Extension Enology Lab (CEEL) - Conducts fermentation in collaboration with researchers.

+ *Alfred State College*

Agricultural Technology Program - Alfred's campus boasts a 5,300 sq. ft. green house. It's also the only institution of higher education in the U.S. with both conventional and organic dairy systems on the same farm.

Agricultural Business Program - The campus' 800 acre college farm also hosts the Center for Organic and Sustainable Agriculture (COSA).

+ *Genesee Community College (GCC)*

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

Career Pathways Agribusiness Academy - A program for high school seniors interested in exploring agribusiness as a future career choice.

Hazard Analysis & Critical Control Points (HACCP) - Prepares for the implementation and maintaining of a HACCP system.

Dairy Processing

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



REGION	DAIRY SALES	DAIRY PROCESSING MANUFACTURERS	TOTAL JOBS
MERCED, CA	\$1,113,424,000	48	1,316
BUFFALO NIAGARA	\$522,392,000	74	3,555
LANCASTER, PA	\$425,171,000	28	1,224
GREEN BAY, WI	\$189,534,000	24	1,250
FRANKLIN, VT	\$132,031,000	11	788
SACRAMENTO, CA	\$53,417,000	3	270

Source: EMSI & National Agricultural Statistics Service

#1

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

#3

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

#4

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



WHITE COW DAIRY



YANCEY'S FANCY



GALBANI

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

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



Strategic Location

The area shaded in green can be accessed within a 10-hour drive from Buffalo Niagara. It includes 40% of the bi-national population, a populace of approximately 140 million people.



Highway

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

Invest Buffalo Niagara is a non-profit economic development agency.

Founded in 1999, Invest Buffalo Niagara represents the eight counties of Western New York. We are the region's nonprofit, privately funded economic development organization focused on job creation. Our mission is to attract new employers to the Buffalo Niagara region through outreach to growing companies around the world.

buffaloniagara.org/agribusiness

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INVEST **BUFFALO NIAGARA**

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