

## Buffalo Niagara Industry Snapshot

| Industry             | Local Industry Definition   | Key Characteristics  | Examples of Local Employers   |
|----------------------|---|--|---|
| <b>AgriBusiness</b>  | Agribusiness in Buffalo Niagara consists of farming, food production, food processing and alternative energy production.  | *New York State is the third largest dairy producer in the country. NY State is also a major yogurt and cheese producer. *A bi-national location opens up Canadian markets for alternative fuel sources like ethanol and bio-diesel. *   | *Sorrento Lactalis<br>*Upstate Farms  |
| <b>Back Office</b>   | The Back Office industry encompasses the internal administrative framework of a company. Back office can include accounting, corporate administration and management, financing, customer service, and marketing and sales.                                 | *Attractive quality of life with low cost of living, low housing costs, and short commute times. *Region ranks 18th in the country for workforce higher education experience. *Class A space is priced up to half the costs of other major metropolitan areas in the Northeast.  | *Geico<br>*HSBC Bank USA, NA,<br>*Citi Corp.<br>*Ingram Micro                                 |
| <b>Life Science</b>  | The life science industry is built around the delivery of health services, including pharmaceuticals, biotechnology, and medical devices/diagnostics.   | *Life Science Competencies include: Therapeutics and Diagnostics, Medical Device Manufacturing, and Research Products and Tools. *Buffalo Niagara is located within the Golden Horseshoe, a 90 mile area with over \$1 billion of investment in Life Sciences.   | *Greatbatch<br>*Invitrogen<br>*Gaymar<br>*Roswell Park Cancer Institute                       |
| <b>Manufacturing</b> | Firms considered advanced manufacturing companies are generally non-commodity, have a highly skilled workforce, and use a differentiated process.   | *Advanced Manufacturing Competencies include: Automotive, Aerospace and Defense, Medical Device, and Machinery. *Over \$500 million investment in local facilities since 1995.   | *Moog<br>*General Motors<br>*Curtis Screw   |
| <b>Logistics</b>     | Logistics covers all aspects of the movements of goods and services from provider to recipient including warehousing, transportation, and taxes and customs. The Logistics industry aims to provide the quickest and most cost effective movement of goods. | *\$75 billion worth of commodity crossing each year. *Infrastructure includes: major interstate highways, Great Lakes port, passenger and cargo air facilities, and rail. *In 2006, the Buffalo Niagara Region was ranked 44 out 362 metro areas by Expansion Management Magazine in their logistics quotient. The ranking values the quality of infrastructure. | *General Motors Powertrain<br>*Estes Express Line<br>*Roadway Express, Inc.<br>*Sportservice. |