

Buffalo Niagara Life Sciences

PHARMACEUTICALS • BIOTECHNOLOGY • DIAGNOSTICS
MEDICAL DEVICES • HEALTHCARE IT • HEALTHTECH



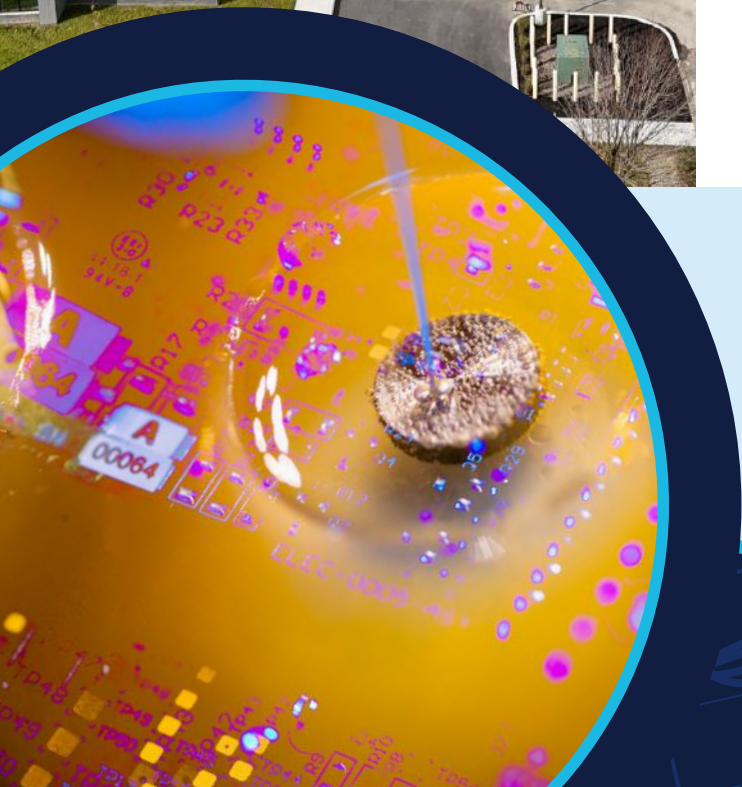
IMA Life

BUFFALO, NEW YORK

“Working closely with a team of construction and regional economic development partners allowed the [expansion] project to move forward efficiently and supports our continued growth in Western New York.”

– **Ernesto Renzi**, President and Sales Director IMA Life North America

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IMA Life success story



R&D Tax Credit

15-20% of qualified
expenditures for
Life Sciences companies

BNMC

120-acre medical campus
offering affordable space and
world-class expertise

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NIAGARA**
BUFFALONIAGARA.ORG

Welcome to Buffalo Niagara

Buffalo Niagara is home to a growing hub for life sciences innovation and commercialization. Anchored by the research strength of University at Buffalo (UB) and the Buffalo Niagara Medical Campus (BNMC), Buffalo Niagara offers life sciences companies access to world-class research, commercialization support, and a collaborative business ecosystem.

Join an impressive cluster of life sciences innovators, fast-growing startups, and industry-leading companies, including:



Driving Innovation Through Partnership

The BNMC is a 120-acre campus in the heart of downtown, along our Main Street Innovation Corridor. This collaborative ecosystem includes over 150 companies and nine member institutions employing 16,000 people, fostering a powerful opportunity for research, commercialization, and business growth. Below are a few of the organizations companies can partner with as they grow in Buffalo Niagara.

● UB Hauptman-Woodward Research Institute

An internationally recognized research institute specializing in structural biology and crystallography. Gain access to researchers on drug discovery, disease research, and pharmaceutical development while gaining access to advanced scientific expertise and technologies.

● UB NYS Center of Excellence in Bioinformatics & Life Sciences

A leading innovation hub connecting industry, academia, and emerging technologies to advance life sciences growth. Companies benefit from high-performance computing, specialized genomics and proteomics resources, wet-lab incubation space, and collaborate with UB researchers on R&D, commercialization, workforce development, and technology-driven innovation.

● UB Jacobs School of Medicine and Biomedical Sciences

A worldclass medical school advancing education, clinical research, and healthcare innovation. Industry collaborators have opportunities to engage with faculty experts, physician-scientists, and research programs to support partnership, clinical studies, and talent recruitment.

● Empire AI

The University at Buffalo is home to Empire AI, the \$565 million statewide consortium that is realizing AI for good. Researchers are leveraging Empire AI to accelerate drug discovery, improve diagnostics, enhance patient care and develop AI-driven tools that expand healthcare access and improve patient outcomes.

“Innovation starts with great ideas, but it flourishes in the right environment. Buffalo Niagara’s exceptional talent, collaborative ecosystem, and commitment to advancing life sciences make it a place where discoveries—like research that began in a University at Buffalo lab—become real-world solutions.”



—Jonathan Smyth,
Cofounder of POP Biotechnologies

POP Biotechnologies joins Curia, ONY Biotech, The Mentholum Company and other **Pharmaceuticals & Biotechnology** companies in this thriving Buffalo Niagara Life Sciences sector.

- **Roswell Park Comprehensive Cancer Center**

Founded in 1898 as the nation's first cancer center, Roswell Park is a globally recognized leader in cancer research, treatment, and clinical trials. Roswell provides opportunities to collaborate on oncology research, translational medicine, clinical development, and commercialization opportunities.

- **Golisano Children's Hospital of Buffalo**

A 12-story comprehensive pediatric care facility on the BNMC offering pediatric critical care, Level III neonatal intensive care, and Level I Pediatric Trauma. Companies can engage with clinicians and industry leaders here and across Buffalo's premier medical institutions to advance medical technologies, patient care solutions, clinical research, and healthcare innovation.

- **Gates Vascular Institute**

An internationally recognized center for vascular care, research, and physician training focused on advancing endovascular medicine. The Institute partner on medical device evaluation, physician education, clinical observation programs, and next-generation vascular technologies.

- **Jacobs Institute**

A medical device innovation center dedicated to accelerating technologies for vascular disease, stroke, and heart attack treatment. Growing companies can access prototyping resources, simulation training, physician collaboration, and product development support through the Institute's Idea to Reality Center (i2R).

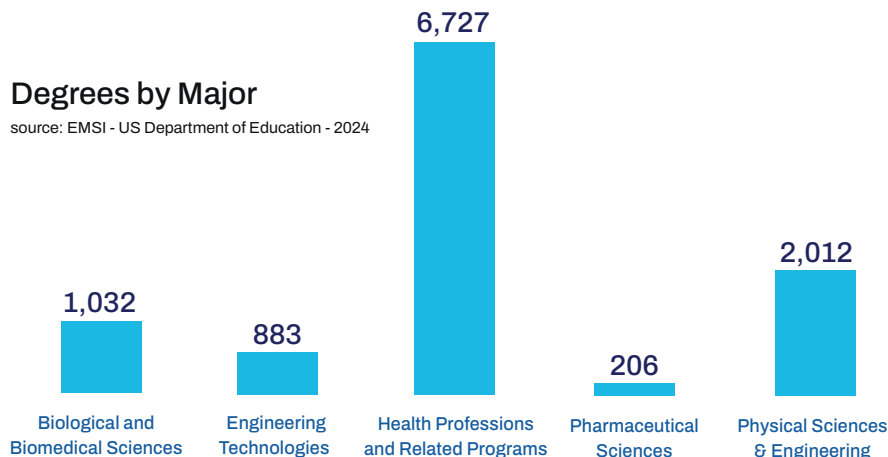
- **Empire Discovery Institute**

A collaborative drug discovery and development accelerator formed by University at Buffalo, University of Rochester, and Roswell Park Comprehensive Cancer Center. Industry collaborations help advance early-stage discoveries, accelerate translational research, and support the commercialization of new therapeutics.

Access Top-Tier Talent

Life and health sciences account for 1.6% of all employment in Buffalo Niagara, above the national average of 1.2%. Companies in the region benefit from access to a strong and consistent talent pipeline supported by 19 colleges and universities across Buffalo Niagara.

The region produces graduates in key fields that support life sciences growth, including:



"Vicora is proof that Buffalo can compete on the world stage—transforming local medical device talent, engineering excellence, and entrepreneurial grit into lifesaving medical technology that improves patient outcomes across the globe."



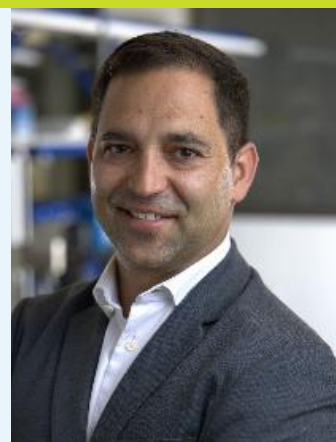
—Shawn Patterson, CEO of Vicora Inc.

Vicora and Ampullae join Polymer Medical, Reichert Technologies, SoPark Corporation, J.M. Canty, Evolution Dental Science, Great Lakes Dental Technologies, ODL Orthodontic Lab, ZeptoMetrix, Immco Diagnostics (Trinity Biotech), Empire Genomics, and other **Medical Devices & Diagnostics** companies in this established Buffalo Niagara Life Sciences sector.



Rick Ducharme, CSO of Ampullae Inc.—

"Buffalo has everything a medical device start-up actually needs: clinicians who understand vascular disease at a world-class level, R&D Labs, and partners who back that work with real capital and expertise."



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Leverage Valuable Incentives

- **Excelsior Tax Credit Programs**

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

- **Life Sciences R&D Tax Credits**

Companies are entitled to this refundable credit based on incurred qualified research and development expenses, for up to three consecutive years.

- **UB CAT (Center for Advanced Technology in Big Data & Health Sciences) Grant**

A non-dilutive cost-sharing grant available to companies that engage with a college/university partner on a R&D project that facilitates commercialization of new technology.

- **NYPA Power Proceeds Grant**

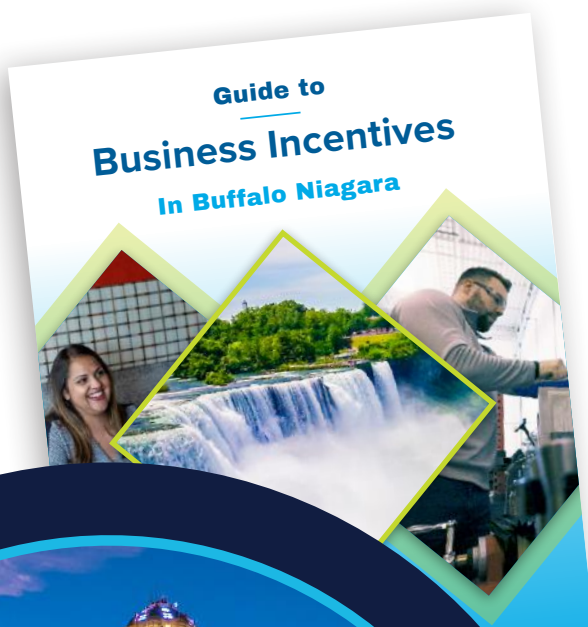
Funds to support costs and investments for projects that lead to the creation of jobs within a 30-mile radius of the Niagara Power Project.

“QAS.AI grew out of the team-based research environment at the University at Buffalo, where engineers, clinicians, students, and entrepreneurs can work together on problems with direct clinical relevance. The support we’ve received from Buffalo’s innovation ecosystem has been instrumental in helping us move from concept to commercialization and now toward clinical testing.”



— Ciprian “Chip” Ionita, PhD
Chief Scientific Officer & Co-Founder of QAS.AI

QAS.AI joins Centivo, Ognomy, IQVIA and other **HealthTech** companies in this growing Buffalo Niagara Life Sciences sector.



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BuffaloNiagara.org/incentives



Come Grow Your Business with Us

Whether you’re site-selecting, or just beginning to explore expansion options, we’ve made the process simple and our team is here to help.
Start a conversation.



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