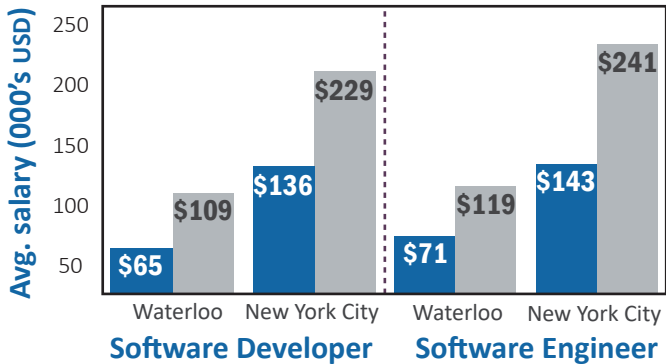


COMPARING WATERLOO'S COSTS TO NEW YORK CITY

Waterloo and New York City are both centres of innovation, but **Waterloo has a huge cost advantage.**

MORE EXPERIENCED TALENT... FOR LESS

SALARIES IN SOFTWARE



EMPLOY UNIVERSITY OF WATERLOO TALENT

HIRE ENGINEERING CO-OP STUDENTS in their 5th yr for **\$2,800 USD*/month**

*This figure includes Ontario Government Co-operative Education Tax Credit of \$3,000

EMPLOY EXPERIENCED GRADS

Co-op students enter the workforce with **2 YEARS** of relevant work experience

AVOID LICENSING FEES with UWaterloo's **INVENTOR OWNED INTELLECTUAL PROPERTY (IP) POLICY**

WATERLOO CAN SAVE YOU MONEY

3+ YEARS

employee retention rate for software engineers



27.8% ONTARIO R&D COST ADVANTAGE with Canada's R&D Tax Credits

Ontario-based businesses spend



64% LESS ON EMPLOYER HEALTHCARE costs than businesses in the U.S.

REDUCED OVERHEAD COSTS

OFFICE RATES



Average Asking Rate (per square foot)

Waterloo **\$11 USD**

New York City **\$64 USD**

Co-work space for 6 people (per month)

Waterloo **\$1,800 USD**

New York City **\$2,820 USD**

RESEARCH COSTS

when partnering with a university

PhD Student Costs (per year)

Waterloo **\$15,000 - \$19,000 USD** | New York City **\$24,000 - \$44,000 USD**

Who Funds Professor Salaries

Waterloo **100% University funded** | New York City **Company pays for time spent**

Company's Charge of University Overhead

Waterloo **30% - 40%** | New York City **50% - 70%**



WATERLOO EDC
inventing the future

waterloedc.ca Telephone: 519.747.2541
info@waterloedc.ca Toll Free: 1.866.233.5133

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Waterloo EDC is the operating name of Waterloo Region Economic Development Corporation. When referenced, Waterloo refers to Waterloo Region.

NOTE: Every effort has been made to ensure the accuracy of the information in this publication at the time of writing, however, the programs referred to and the data cited are subject to change. Exchange rates displayed are based on \$1.32 USD to CAD.

Sources: Procom, University of Waterloo Co-operative Education Website, CBRE Marketview Reports, Invest Ontario Website. These are guidelines only, we strongly advise that you contact the appropriate specialist in these areas.