



ANDREW J. RUDNICK,  
PRESIDENT & CEO

June 7, 2011

2011 JUN -9 PM 12:40

Ms. Jaclyn A. Brillling, Secretary  
Public Service Commission  
Three Empire State Plaza  
Albany, NY 12223-1350

Re: Case 04-G-1047, In the Matter of National Fuel's Area Development Program

Dear Ms. Brillling:

On behalf of the 2,500 employer members of the Buffalo Niagara Partnership, I urge the Public Service Commission (PSC) to support National Fuel Gas Company's request to continue their Area Development Program (ADP), as it will positively impact public and private sector initiatives to revitalize our region's economy. ADP has proven to be a most useful economic development tool, especially in projects facing brownfield, environmental or adaptive re-use issues.

The ADP has also been used in Buffalo Niagara marketing initiatives to attract new business investment to the region. It also has been used to develop critical economic development tool kit items such as the region's commercial listing service – which is supported by a state of the art geographic information system. As a result of all this, the Partnership's sister organization, the Buffalo Niagara Enterprise, has successfully leveraged the ADP into the relocation or expansion of almost 50 businesses to the Buffalo Niagara region, representing over \$400 million in investment and creation or retention of over 5,000 jobs.

Funding from ADP also has been used locally for cost-saving and job growth measures, including workforce training in advanced problem solving techniques (which enabled one employer to save ten times the investment from ADP) and for investment in infrastructure needs of businesses (which allowed one company to expand to 625 employees with an economic impact of \$20 million.) Without ADP funds and investment in the Buffalo Niagara region, many of these success stories would not exist.

The Buffalo Niagara Partnership strongly supports National Fuel Gas Company's Area Development Program and encourages the PSC to allow National Fuel to continue its efforts in the Buffalo Niagara region.

Sincerely,

A handwritten signature in black ink, appearing to read "A. Rudnick", is written over the word "Sincerely,".

Andrew J. Rudnick