



NATIONAL FUEL GAS DISTRIBUTION CORPORATION

AREA DEVELOPMENT PROGRAM

REPORT TO THE NEW YORK STATE
PUBLIC SERVICE COMMISSION

Case 16-G-0257

Report date: March 31, 2021

REPORTING PERIOD: January 1, 2020 – December 31, 2020

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I. Background

On October 20, 2005, National Fuel Gas Distribution Corporation (“NFGD,” “National Fuel,” or the “Company”) filed a request for approval to establish a five-year Area Development Program (“ADP” or the “Program”) in compliance with its approved rate plan. The Rate Plan Order¹ required that an ADP be established to provide grants to customers, community-based organizations or local development authorities for specific economic development projects in order to expand economic development opportunities in NFGD's service territory. The Rate Plan Order adopted a Joint Proposal requiring the Company to collaborate with interested parties to finalize the Program details and file the completed Program for Department of Public Service Staff (“Staff”) approval. In accordance with the Rate Plan Order, the collaborative process took place on August 29, 2005 to finalize and discuss the implementation of the Program. The Company met with Staff, Public Utility Law Project (“PULP”), the New York State Consumer Protection Board (“CPB”), and other interested parties.

On October 20, 2005, the Company filed its final ADP proposal in compliance with the Rate Plan Order. The proposed ADP would provide grants to customers, community-based organizations or local development authorities for specific economic development projects in order to expand the economic development opportunities in the Company's service territory. The five-year program received official Staff approval on June 2, 2006. The ADP was initially approved with an annual funding allowance of up to \$750,000,² for a total program budget of \$3.75 million.³

In a petition filed with the New York State Public Service Commission (“Commission”) on December 3, 2010, the Company requested permission to continue the ADP with an alternate funding source. On February 2, 2012, NFGD filed an amendment to the December 3, 2010 petition proposing a different funding source. On April 20, 2012, the Company's amended request was approved by the Commission. The ADP was approved with an additional annual funding allowance of up to \$750,000 for two years, for a total program budget of \$5.25 million.

On December 6, 2013, a joint proposal was filed by the Company and other parties in Case 13-G-0136 for a two-year rate plan beginning (retroactively) October 1, 2013. The proposal includes, among other things, ADP funding streams totaling \$1.25 million for each rate year. The parties also proposed modifying the ADP by capping awards at \$400,000 per project for gas

¹ Case 04-G-1047, Proceeding on Motion of the Commission as to the Rates, Charges, Rules and Regulations of National Fuel Gas Distribution Corporation for Gas Service, Order Establishing Rates and Terms of Two-Year Rate Plan (issued July 22, 2005) (Rate Plan Order).

² Unspent funds will carry over and may be spent in the following year.

³ Funding in the amount of \$1 million was re-allocated to a bill credit to be issued to customers pursuant to the Commission's order issued in Case 09-M-0435, also known as the Austerity Proceeding. Case 09-M-0435, Order Approving Ratepayer Credits (issued December 22, 2009).

infrastructure, and \$200,000 for all other grants. On May 8, 2014, under the Commission Order adopting the terms of the joint proposal, the ADP funding was set at \$1.25 million per year.

Under the 16-G-0257 Rate Order issued in April of 2017, funding for the Area Development Program was reaffirmed at \$1.25 million, funded entirely through revenue from all firm customers.

II. Program Overview

A. Program Design

The Rate Plan Order established an ADP to provide grants for specific projects in order to stimulate economic activity and redevelopment in the Company's New York service territory. The ADP is designed to help address the economic condition of NFGD's New York service area by helping to bolster the economy with targeted financial assistance. The ADP provides the Company with a much-needed tool to assist NFGD's efforts in making its service territory a more attractive place for business, thereby protecting and expanding employment opportunities and new local investment. As noted in the initial filing, there remain pockets of economic dislocation in NFGD's service territory that are stubbornly resistant to redevelopment, even though viable infrastructure is in place and ready to deliver service. Among the objectives of the ADP is to restore or increase business to those areas and increase the use of that existing infrastructure. Finally, the program provides the flexibility necessary to stimulate economic activity in areas that are presently undeveloped. That flexibility allows for grant money to be directed towards new natural gas infrastructure and gas technology that will promote business expansion, job growth, and increased natural gas throughput.

B. Program Objectives and Benefits

The Area Development Program was established to provide grants to community-based organizations or local development authorities, or directly to project applicants, for specific economic development projects in order to expand economic opportunities in NFGD's service territory. Such projects will have either a natural gas application or will provide increased use of the natural gas infrastructure. Qualified projects shall receive grants from the company under the Area Development Program based upon written applications which demonstrate the proposed project's capacity to:

- 1 Stimulate investment in infrastructure for the development or redevelopment of underutilized industrial or commercial property, including but not limited to, brownfield sites or brownfield opportunity areas receiving state assistance pursuant to Section 970-r of the General Municipal Law

- 2 Create new employment opportunities or higher value employment opportunities
- 3 Provide workforce training or retraining to assure that higher value skills are available in the workforce when needed, and
- 4 Stimulate the expenditure of private investment in direct capital expenditures needed to expand employment opportunities in the Company's service territory.

C. Program Regulatory Requirements

The Company must submit an annual report by March 31 of each year, for the previous calendar year activities related to the Area Development Program. At a minimum, the annual report must include for each grant awarded:

- 1 A description of the facility and operation (including SIC code and property address), including the rationale for awarding a grant to this recipient.
- 2 The specific amount of the grant, and date that the grant was awarded.
- 3 The specific amount of money invested in NFGD's infrastructure for the development or redevelopment of underutilized industrial or commercial property as a result of the grant (investment itemized by year, if investment costs to be incurred over more than one year), and
 - a. The specific location and description of the property
 - b. Notation whether industrial or commercial site
 - c. Notation whether brownfield site or brownfield opportunity area.
- 4 A description of other known economic development activity provided for this project and/or applicant.
- 5 The number of new jobs created or the number of higher value employment opportunities created.
- 6 The amount of retained or incremental natural gas throughput generated by this project.
- 7 A description of workforce training or retraining that was provided, and an explanation of the higher value skills achieved/available in the workforce as a result of this training/retraining.
- 8 The specific amount of money spent by private investment in direct capital expenditures needed to expand the employment opportunities in NFGD's NYS service territory.
- 9 Prior year's consumption and bill payment information.

- 10 Description of other economic benefits and achievements provided by the project.
- 11 An analysis of whether the eligibility criteria were satisfied by the project.
- 12 A description of promotion efforts.

III. Program Results

A. Program Promotion and Outreach

The ADP was promoted using various types of outreach methods. Initial promotional efforts began when the Company issued a news release on June 7, 2006. NFGD has continued to send out periodic news releases outlining the program and its objectives. Along with the press releases, the Company has taken print ads in numerous publications including Business First weekly circulation, Real Estate Journal, Business First Economic Development Guide, Business First Brick by Brick Awards edition and Business First Fast Track 50 edition.

The Company has also created an ADP brochure and fact sheet explaining program criteria and how to apply for funding. The brochure also describes a few success stories. NFGDC has continued to maintain its webpage explaining the program, under the “For Business” section.

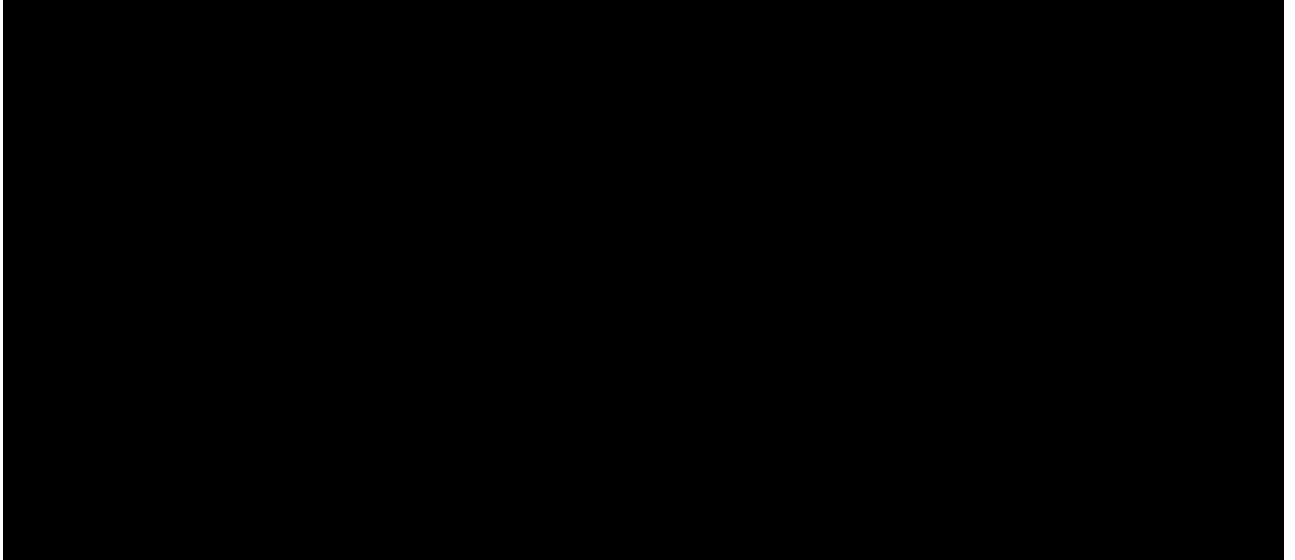
Finally, the Energy Services Department account managers have continued to promote the program by conducting a series of small-scale presentations to customers and various economic development agencies. Once ADP applicants are identified, the respective Energy Services Department account manager guides the customer through the grant process. The Company will continue to gain feedback on these efforts by recording and tabulating how each applicant learned of the program.

Appendix A includes examples of the ADP brochure, the webpage activity, and other ADP marketing materials.

B. Customer Participation

In 2020, 6 ADP grants were awarded totaling [REDACTED]. The grant awards ranged from \$6,935.69 to \$100,718.11. Chart 1 shows an annual breakdown of the Area Development Program grant totals.

Chart 1



Three of the projects were located in Erie County, two in Chautauqua County, and one project in Wyoming County. The majority of the projects receiving ADP grants were projects that, to the Company's knowledge, were awarded economic development grants and assistance from various state and local agencies and authorities. The ADP grants were awarded as an additional incentive within the applicable requirements. Based on information supplied by the applicants, the following benefits are expected to result from the projects with which the grants were associated:

- Jobs Created/Retained: 203
- Incremental Gas Load: -161,100 Mcf/year
- Anticipated Private Investment: \$36,830,000

Some of the figures are based on the applicants' best efforts projections at the time of the funding request and will take some time before they can be verified. The Company will make every reasonable effort to monitor these estimates made by the applicants to provide proper feedback for continued ADP development. Section C of this report includes a project-by-project description for each of the 6 grants awarded during 2020. A summary list showing each applicant's award information is compiled in Appendix B of this report, while Appendix C shows an annual breakdown of ADP funding and grant disbursement.

C. Project Summaries

[illegible]

As noted, employment projections are provided by the applicants and refer to estimated project totals. The projections may include a mix of temporary (e.g. construction) and permanent jobs. National Fuel does not verify or endorse the employment projections.

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[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

IV. Conclusion

This is the Company's fifteenth annual Area Development Program report. The program was significantly impacted by COVID-19 in 2020 as we received significantly less applications for funding. We are hopeful that this trend will reverse itself in 2021 as we emerge from the pandemic. Overall, during the fifteen years, the program has funded 243 projects and awarded [REDACTED]. Of the total funds that have been awarded over the course of the program, [REDACTED] has been dispersed to date. The remaining funds will be dispersed on a project-by-project basis when the natural gas infrastructure work is completed and proper documentation is provided.

In 2020, the program provided funding for 6 projects and awarded [REDACTED]. In 2020, the Company awarded 2% of the total funds to-date representing 2% of the program's total projects. The projects that did receive funding had substantial merit. The continued success of the program begins with the company's commitment to increase program awareness, especially in the economic development and construction communities. Because of this, the Company has significantly increased the number of grant prospects and is encouraged by the number of good quality applications. Some of the applications are for larger-scale economic impact projects and are associated with a longer sales-cycle period.

In recent years, the Area Development Program has also evolved into a tool that facilitates greenhouse gas emission reductions. Through the funding of RNG projects, in addition to providing struggling local dairy farmers a new revenue stream, the Company is also able to incentivize greenhouse gas reduction projects. The Company believes that the Area Development Program is an important tool that can continue to be deployed in the future to help achieve state emission reduction goals while also meeting the program objectives and goals established in the original Rate Plan Order.

The program continues to be very well received by the applicants, our customer base and the economic development community. The economic development community, for-profit and non-profit alike, continue to praise the program as an important added tool for both business attraction and retention. These efforts were recognized at the Genesee County Economic Development Center's ("GCEDC") 2016 annual meeting, where National Fuel received the GCEDC's 2016 Economic Development Partner of the Year award.

Furthermore, the Company received favorable support for the application and quick turn-around application review process. By having the Energy Services Department account managers work directly with the applicants, an efficient and user-friendly relationship continues to flourish. In addition to contributing to improved economic outcomes in the area, the ADP also has proven to be a very valuable tool for giving key business decision-makers awareness of the benefits of natural gas technologies before they choose their plant equipment. This

program is an increasingly valuable tool for influencing equipment purchases. In these cases, the gas utility is an integral and critical part of the customer's business needs and solutions.

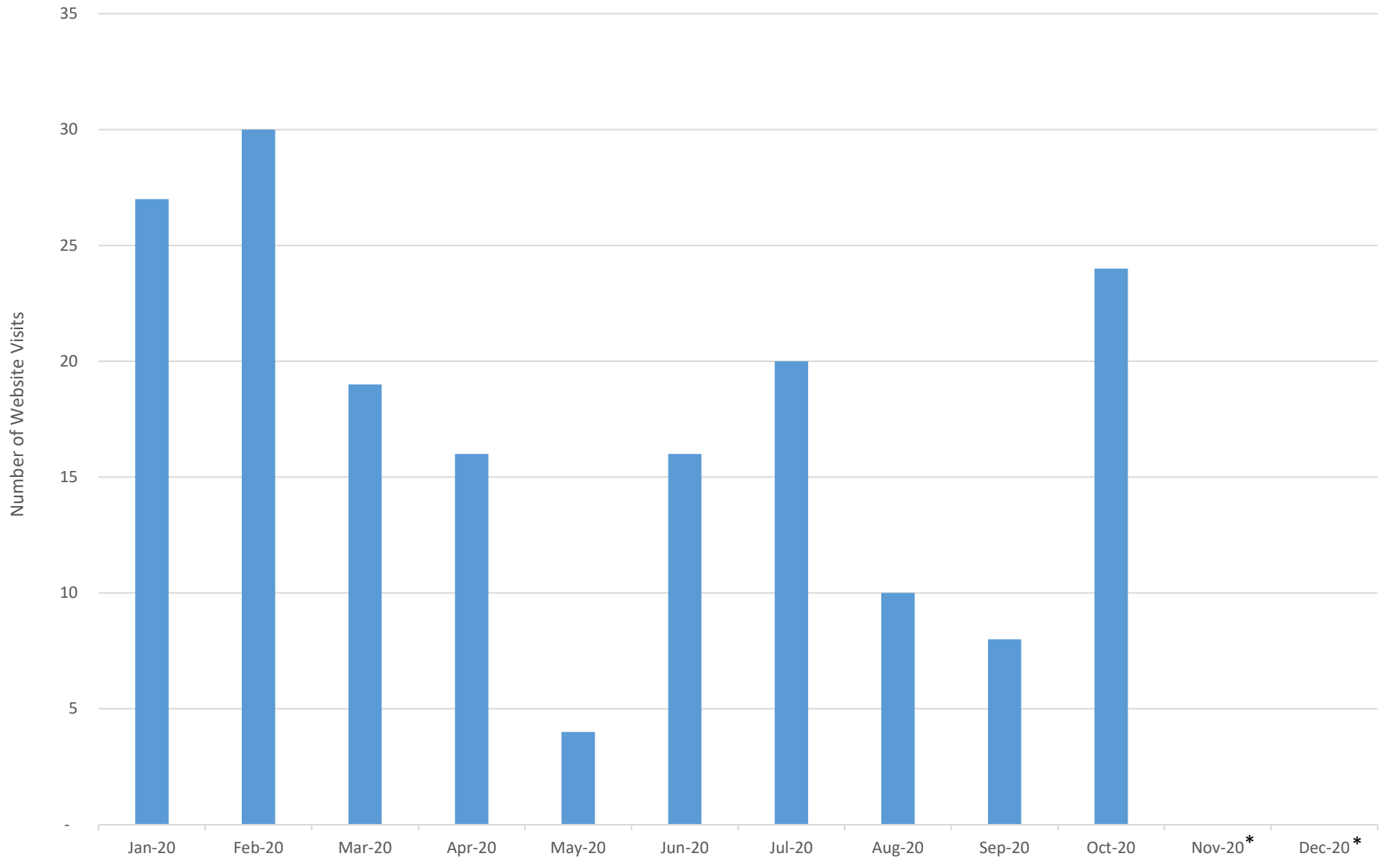
The Company continuously improves its program outreach and communication efforts. When combined with favorable word-of-mouth awareness in the economic development community, the effectiveness of this program will continue to grow prospectively.

V. Appendices

Appendix A

Area Development Program Outreach Publications

Economic Development Website Visits



*Data not available due to web site update.

Financial Assistance Programs



A wide range of natural gas equipment is available to meet the needs of commercial and industrial businesses. Take advantage of them today to get even more benefits out of your business's natural gas service.

The New York Area Development Program

This program provides grants for specific projects in order to stimulate economic activity and redevelopment in our service area.

To be approved for funding by National Fuel, projects must be natural gas-related and meet at least one of the following criteria:

- Stimulate investment in infrastructure for the development or redevelopment of underutilized industrial or commercial property, including but not limited to brownfield sites or brownfield opportunity areas.
- Create new employment opportunities or higher-value employment opportunities.
- Provide workforce training or retraining to assure that higher-value skills are available in the workforce, when needed.
- Stimulate private investment in the form of direct capital expenditures needed to expand employment.
- This program was developed in conjunction with the New York State Public Service Commission.

We're here to assist you with your energy related decisions.

National Fuel's **Economic Development Program** can assist your business relocation or expansion through discounted transportation rates.

National Fuel's **Energy Services Department** includes a team of energy experts trained to help you improve the way you use energy in your operations, with an eye toward identifying cost saving opportunities and energy efficiency improvements.

We offer **technical assistance, economic development incentives and technology funding** for businesses of all sizes. For information, call us at (716) 857-7776.

Visit www.nationalfuelgas.com and click on "For Business" for information about obtaining natural gas service and ideas on innovative natural gas technologies including:

- Cooling
- Cogeneration/Power Generation
- Air Compression
- Water Pumping
- Natural Gas Vehicles & Forklifts



National Fuel



National Fuel

Economic Development Programs

Businesses relocating to, or expanding in, Western New York may be available for discounted transportation rates through National Fuel's Economic Development Programs.

Economic Development Programs



National Fuel Gas Distribution Corporation offers specific rate discounts to eligible commercial and industrial customers within their Western New York service territory.

Business Development Rates

A transportation rate discount is available for business with a qualifying SIC code, and meet at least one of the following requirements:

- New facility with a minimal annual usage of 24,000 Ccf.
- Existing facility purchased or leased and vacant for six months or more with a minimal annual usage of 24,000 Ccf.
- Expansion of an existing facility with a minimal annual incremental usage of 12,000 Ccf.

Rate Discounts (\$/Ccf) as of 2/17/17

SC - 3 Customers				
Year 1	Year 2	Year 3	Year 4	Year 5
0.050	0.037	0.025	0.013	0.006

Transportation Service Customers

Volumetric Category	Year 1	Year 2	Year 3	Year 4	Year 5
TC-1.1	0.050	0.037	0.025	0.012	0.006
TC-2	0.047	0.035	0.023	0.012	0.006
TC-3	0.024	0.018	0.012	0.006	0.003
TC-4	0.011	0.009	0.006	0.003	0.001
TC-4.1	0.014	0.010	0.008	0.004	0.002

*The National Fuel application for this discount must be received 30 days prior to beginning operation.

Excelsior Jobs Program Rates

A transportation rate discount is available for business with a qualifying SIC code that have been awarded a NY State Excelsior Jobs Program Certificate, and meet at least one of the following requirements:

- New facility with a minimal annual usage of 12,000 Ccf.
- Existing facility purchased or leased and vacant for six months or more with a minimal annual usage of 12,000 Ccf.
- Expansion of an existing facility with a minimal annual incremental usage of 6,000 Ccf.

Rate Discounts (\$/Ccf) as of 4/20/17

SC - 3 Customers		
Years 1-3	Years 4-6	Years 7-10
0.063	0.037	0.013

Transportation Service Customers

Volumetric Category	Years 1-3	Years 4-6	Years 7-10
TC-1.1 (50,000-249,000 Ccf)	0.063	0.037	0.012
TC-2 (250,000-549,999 Ccf)	0.058	0.035	0.012
TC-3 (550,000-1,499,999 Ccf)	0.030	0.018	0.006
TC-4 (1,500,000+ Ccf) Industrial	0.013	0.009	0.003
TC-4.1 (1,500,000+ Ccf) Non-Ind	0.018	0.010	0.004

*The National Fuel application for this discount must be received 30 days prior to beginning operation.

Area Development Program

This program provides grants for project designed to promote economic activity and redevelopment in National Fuel's service area. To be approved for funding, projects must be natural gas related and meet at least one of the following requirements:

- Stimulate investment in infrastructure for the development of underutilized industrial or commercial property.
- Create new or higher value employment opportunities.
- Provide workforce training or retraining to assure that higher value skills are available in the workforce.
- Prompt the expenditure of private investment in direct capital expenditures needed to expand employment opportunities.

Here are just a couple examples:

- Plant Expansion & Equipment: As part of a plant expansion, an Area Development Program grant was awarded to help finance the installation of a natural gas-fired air compressor with waste heat recovery. **Grant Amount: \$32,000**
- Plant Expansion: An ADP grant was awarded for a major plant expansion that required gas service and houseline piping. **Grant Amount: \$108,000**

How to apply:

Our application process is simple. Approval is typically given within a few weeks. Call our Energy Services Department at (716) 857-7776 for an application or to speak with our program coordinator for more details. You can also visit www.nationalfuelgas.com/forbusiness/NY/EconomicDevelopment.aspx for more information.

Call us to find out how you can take advantage of discounted rate opportunities for your business.

We're here to assist you with your energy related decisions.

National Fuel's **Area Development Program** can assist you with funding your business relocation, business expansion or ongoing operation.

National Fuel's **Energy Services Department** includes a team of energy experts trained to help you improve the way you use energy in your operations, with an eye toward identifying cost saving opportunities and energy efficiency improvements.

We offer **technical assistance, economic development incentives and technology funding** for businesses of all sizes. For information, call us at (716) 857-7776.

Visit www.nationalfuelgas.com and click on "For Business" for information about obtaining natural gas service and ideas on innovative natural gas technologies including:

- Cooling
- Cogeneration/Power Generation
- Air Compression
- Water Pumping
- Natural Gas Vehicles & Forklifts



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National Fuel[®]

Area Development Program

Businesses relocating to, or expanding in Western New York may be eligible for a substantial grant through National Fuel's Area Development Program.



National Fuel's Area Development Program may be able to assist in your business's relocation or expansion initiative. Through an agreement with the New York State Public Service Commission (NY PSC), \$1,250,000 is available annually for **natural gas infrastructure, interior natural gas piping, certain natural gas equipment costs and even job training.**

The program provides grants for specific projects in order to stimulate economic activity and redevelopment in National Fuel's Western New York service area. To be approved for funding, projects must be natural gas-related and meet at least the following criteria:

- Stimulate investment in infrastructure for the development or redevelopment of underutilized industrial or commercial property, including, but not limited to, brownfield sites or brownfield opportunity areas.
- Create new employment opportunities or higher-value employment opportunities.
- Provide workforce training or retraining to ensure that higher-value skills are available in the workforce, when needed.
- Stimulate expenditure or private investment in direct capital expenditures needed to expand employment.

Join our growing list of successful applicants. Here are just a few examples:

- **Plant Expansion:** An Area Development Program grant was awarded for the installation of gas lines to serve the new corporate headquarters of a global manufacturer of HVAC components.
Funds Awarded: \$19,000
- **Medical Campus:** An Area Development Program grant was awarded for the installation of gas lines to serve a medical campus in Buffalo.
Funds Awarded: \$254,903
- **Training Initiative:** An Area Development Program grant was awarded to support eight training sessions to prepare 200 people for career paths in the food processing industry.
Funds Awarded: \$100,000
- **New Manufacturing Park:** An Area Development Program grant was awarded for the installation of gas mainline to serve a 1,250 acre advanced manufacturing park located in Genesee county.
Funds Awarded: \$100,000
- **Local Brewery:** An Area Development Program grant was awarded for half of the houseline costs for a local brewery located in Buffalo.
Funds Awarded: \$9,141
- **Green Energy Manufacturing Campus:** An Area Development Program grant was awarded for the installation of gas main line, service line, and a customized meter setting to support a new high tech, and green energy manufacturing facility.
Funds Awarded: \$390,661

How to apply for funding

Our application process is simple. Approval is typically given within a few weeks. Call our Energy Services Department at (716) 857-7776 for an application or to speak with our program coordinator for more details on what types of projects qualify for funding.

Call us to find out how you can add your project to the growing list of Area Development Program success stories.



National Fuel Gas Distribution Corporation Economic Development Programs

AREA DEVELOPMENT PROGRAM

National Fuel Gas Distribution Corporation offers specific funding and discounted rates to eligible commercial and industrial customers within their Western New York service territory. Below is a summary of the Area Development Program.

Area Development Program

National Fuel's Area Development Program may be able to assist in your business's relocation or expansion initiative. Through an agreement with the New York State Public Service Commission, \$1,250,000 is available annually for natural gas infrastructure additions or improvements, interior natural gas piping, certain natural gas equipment costs and even job training.

The program provides grants for specific projects in order to stimulate economic activity and redevelopment in National Fuel's Western New York service area. To be approved for funding, projects must be natural gas-related and meet at least one of the following criteria:

- Stimulate investment in infrastructure for the development or redevelopment of underutilized industrial or commercial property, including, but not limited to, brownfield sites or brownfield opportunity areas.
- Create new employment opportunities or higher-value employment opportunities.
- Provide workforce training or retraining to ensure that higher-value skills are available in the workforce, when needed.
- Stimulate the expenditure or private investment in direct capital expenditures needed to expand employment.

Here are just a few examples:

- New Corporate Headquarters: An Area Development Program grant was awarded for the installation of gas lines to serve the new corporate headquarters of a global manufacturer of HVAC components. **Grant Amount: \$19,000**
- Plant Expansion: An Area Development Program grant was awarded for a major plant expansion that required gas service and houseline piping. **Grant Amount: \$108,000**
- New Office Park: An Area Development Program grant was awarded for natural gas pipeline installation costs as part of the creation of a new suburban business park. **Grant Amount: \$80,000**
- Plant Expansion & Equipment: As part of a plant expansion, an Area Development Program grant was awarded to help finance the installation of a natural gas-fired air compressor with waste heat recovery. **Grant Amount: \$32,000**

How to apply for funding:

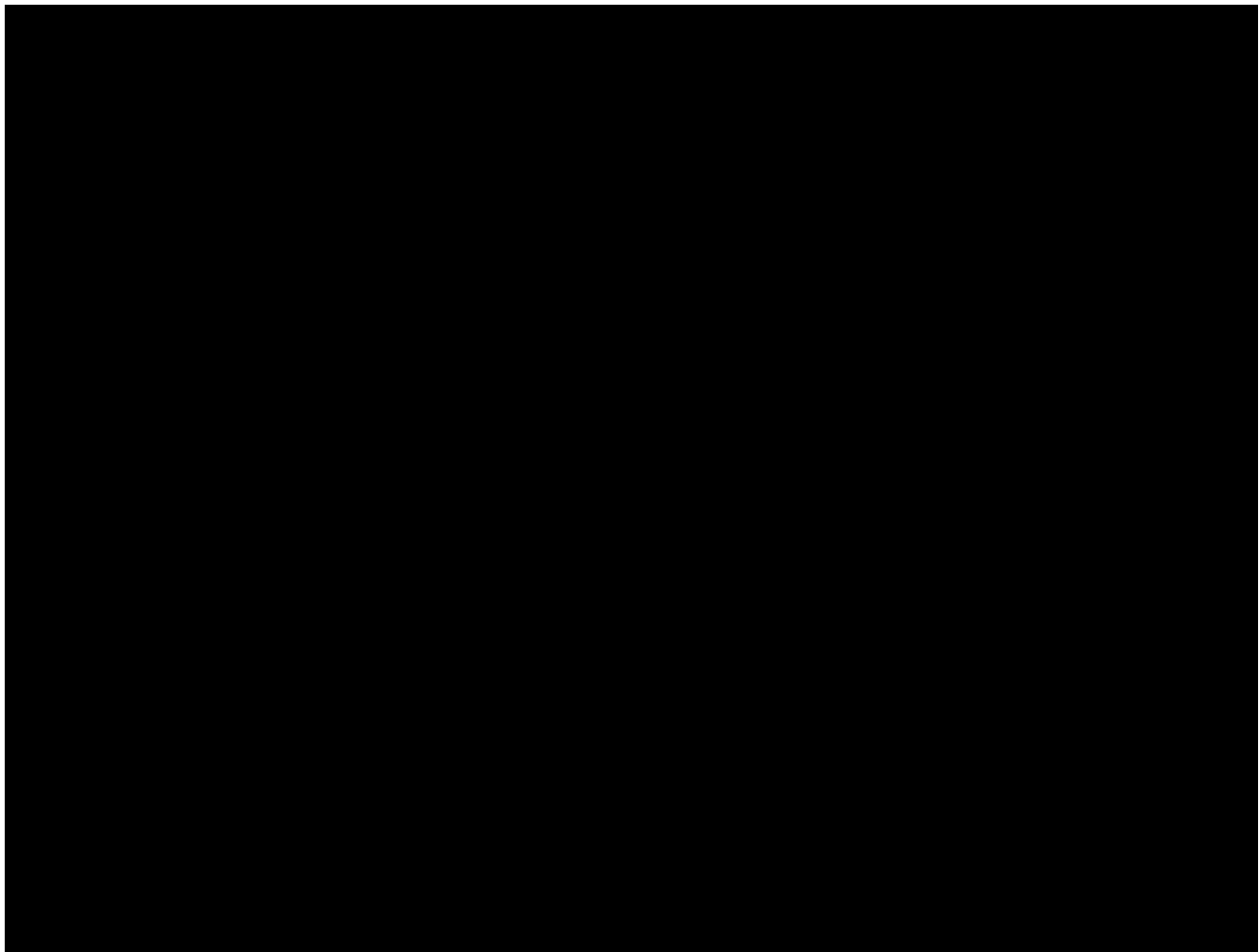
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National Fuel's Energy Services Department includes a team of energy experts trained to help you improve the way you use energy in your operations, with an eye toward identifying cost savings and energy efficiency improvements.

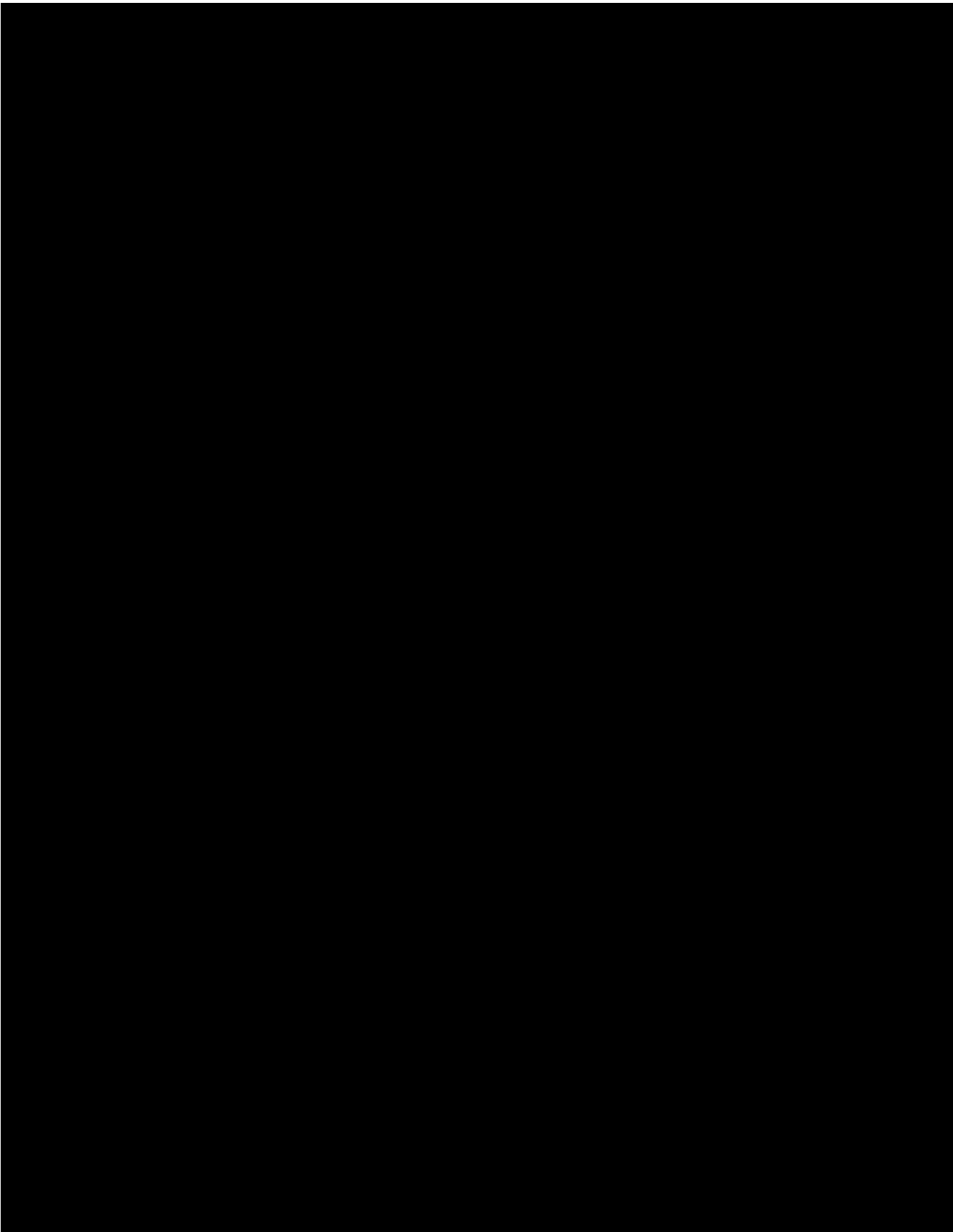
For more detailed information on any of our Economic Development Programs or an application, visit the "For Business" section of our website at www.nationalfuelgas.com or call us at (716) 857-7776.

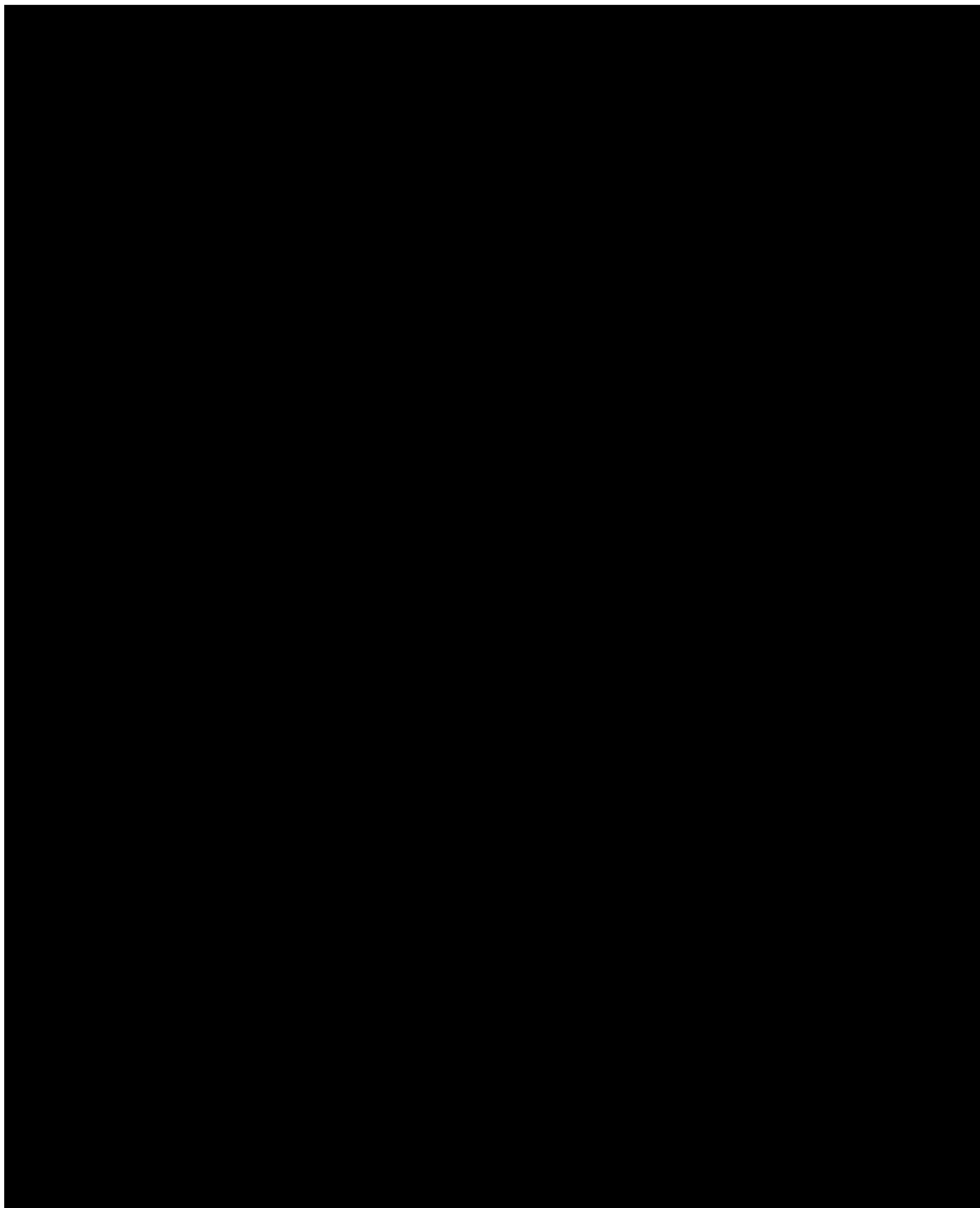
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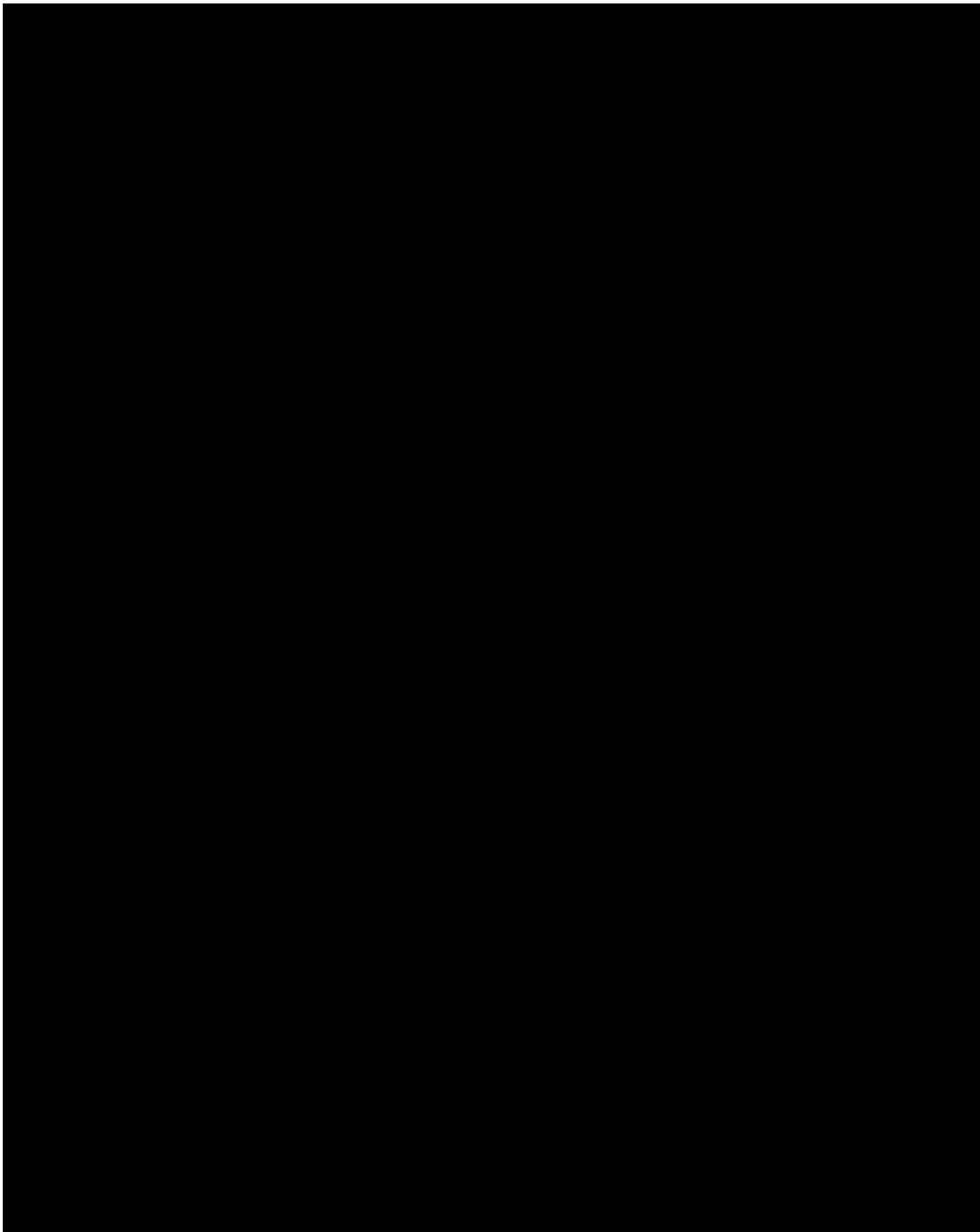
Area Development Program Grant Award Tabulation



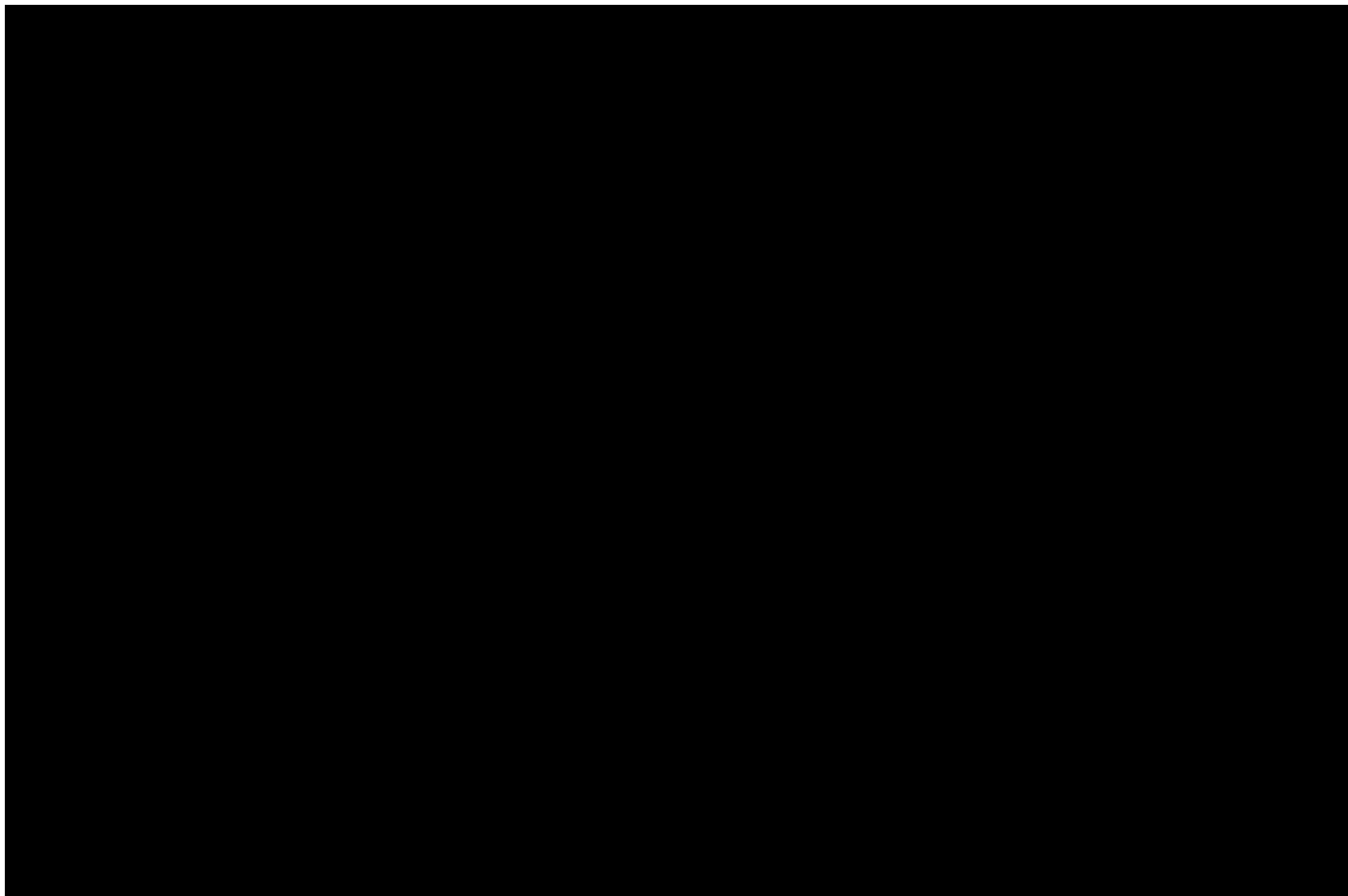


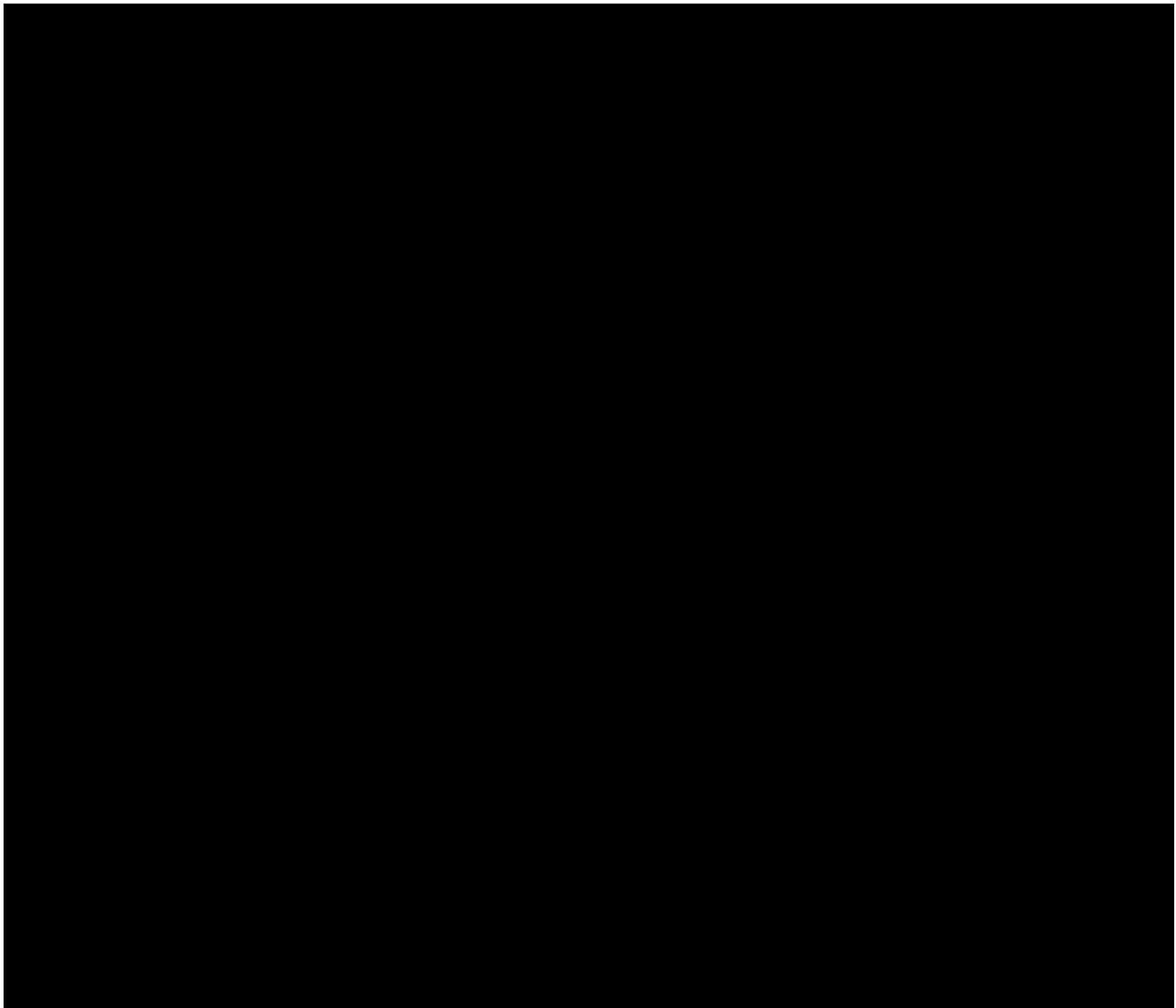


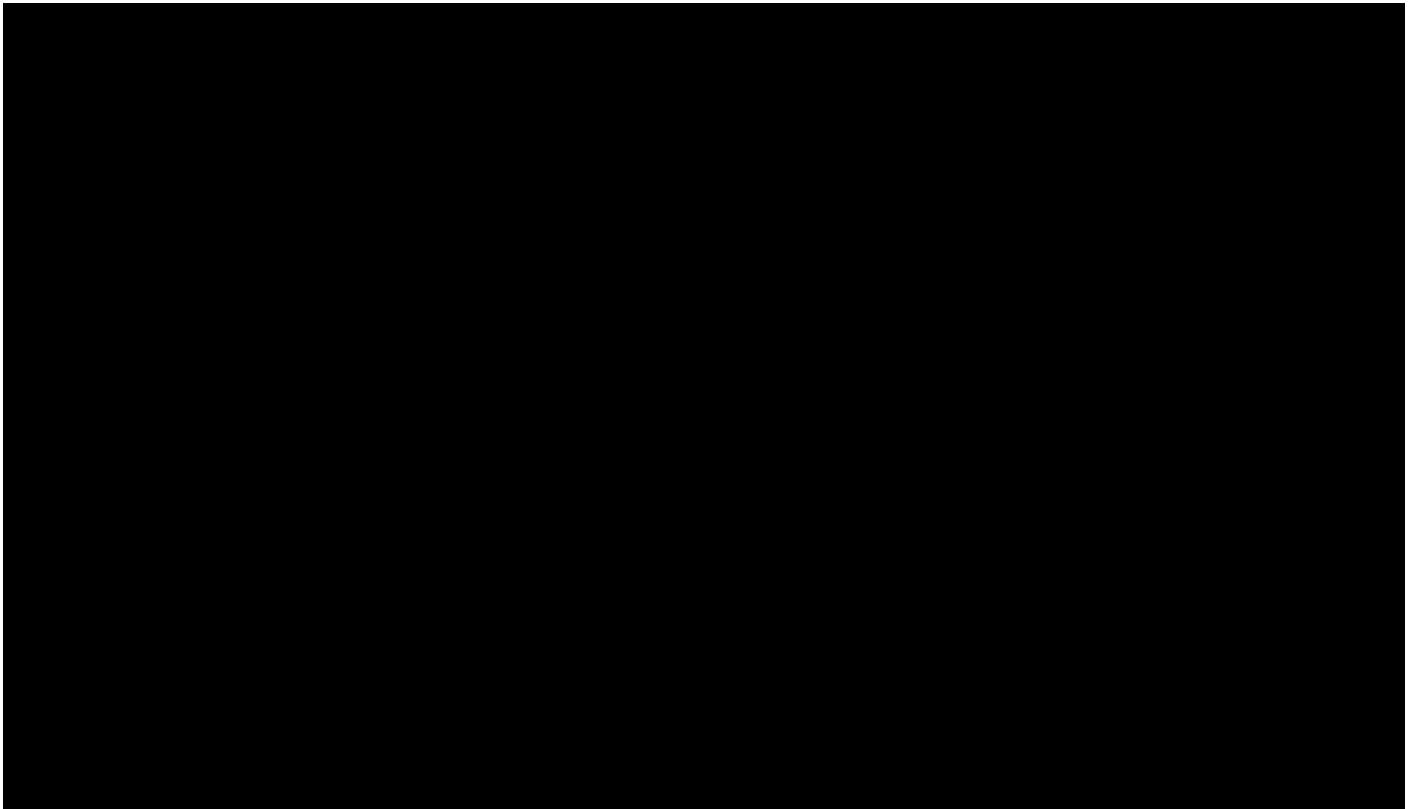


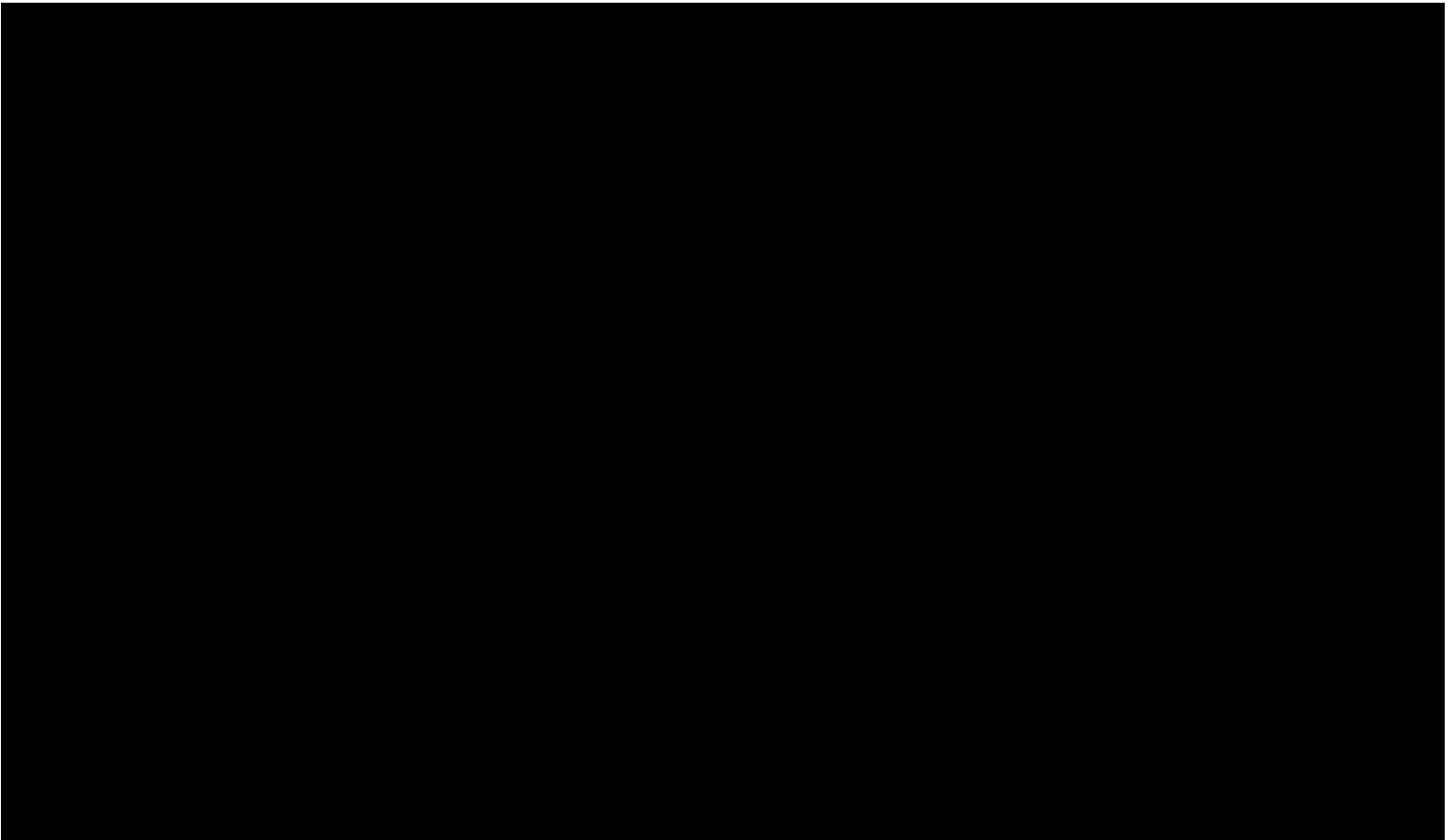


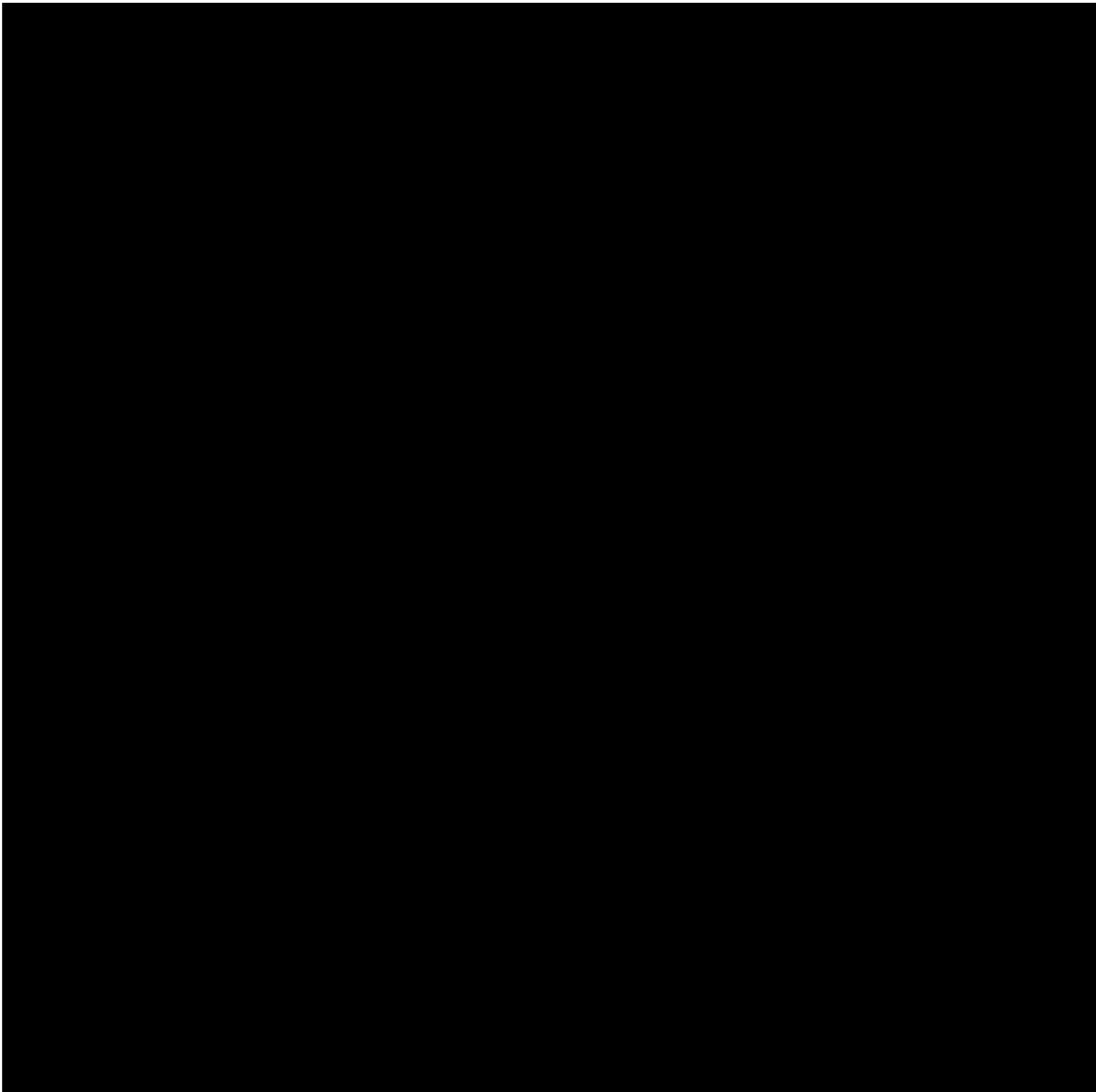


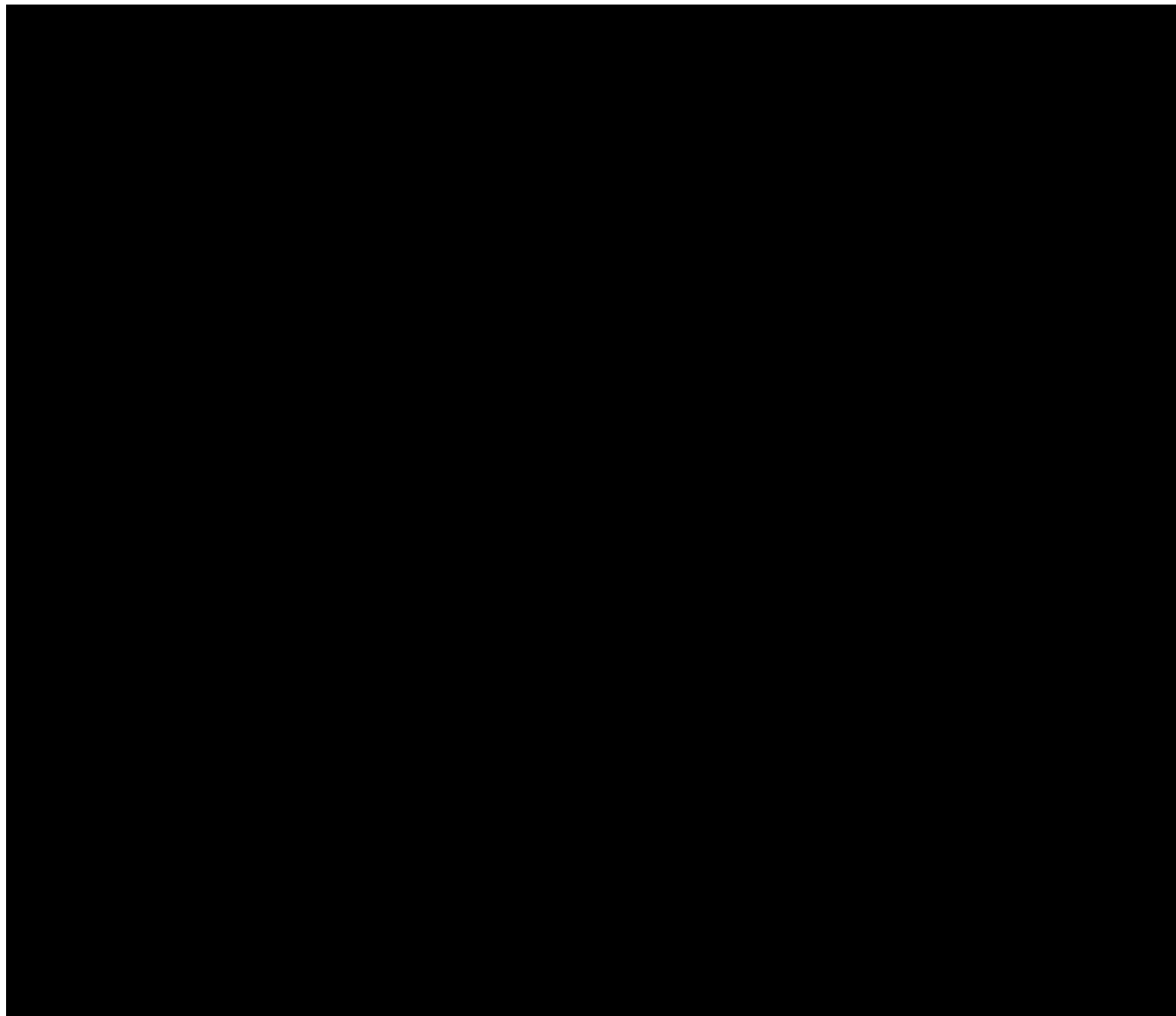


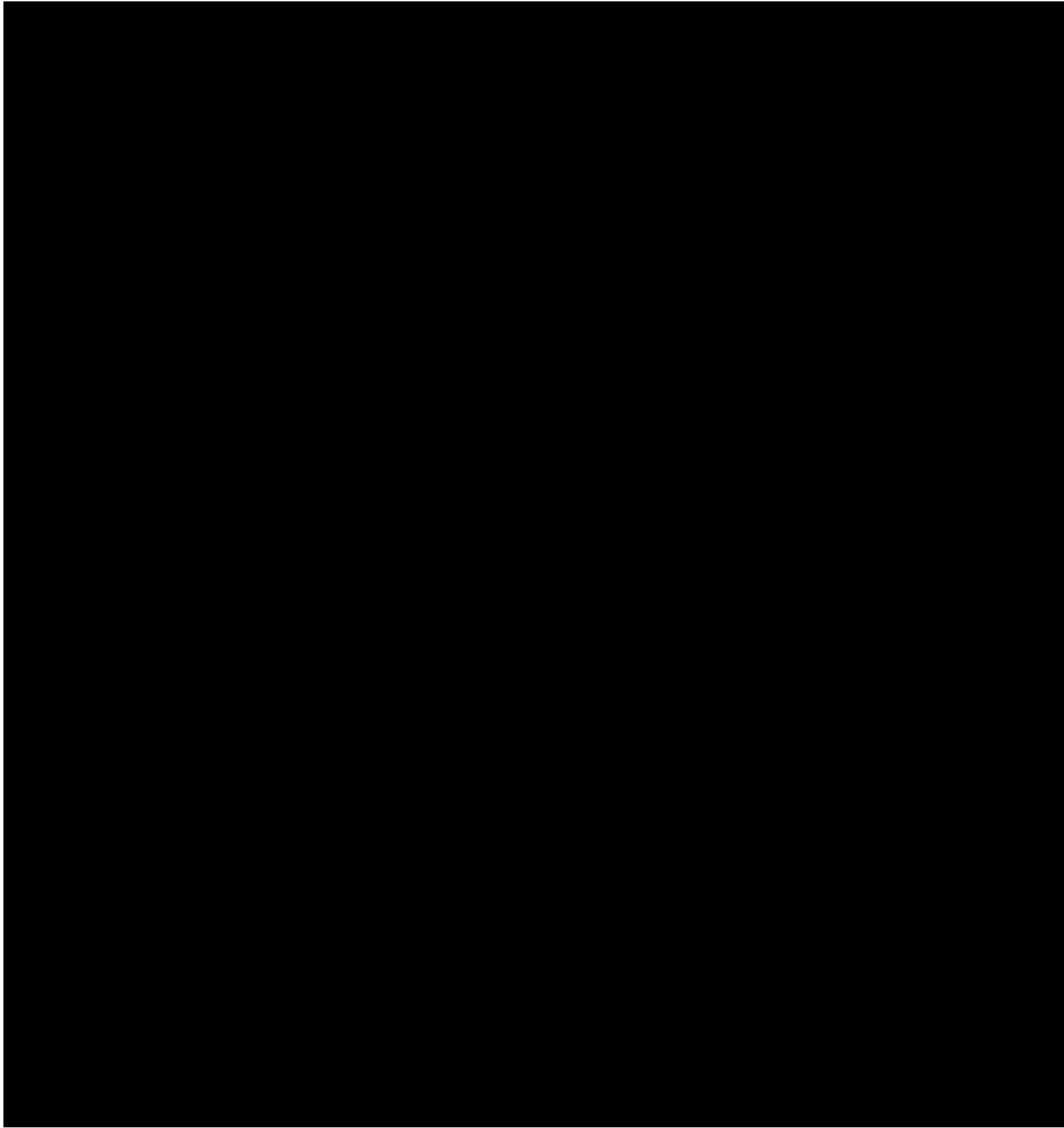


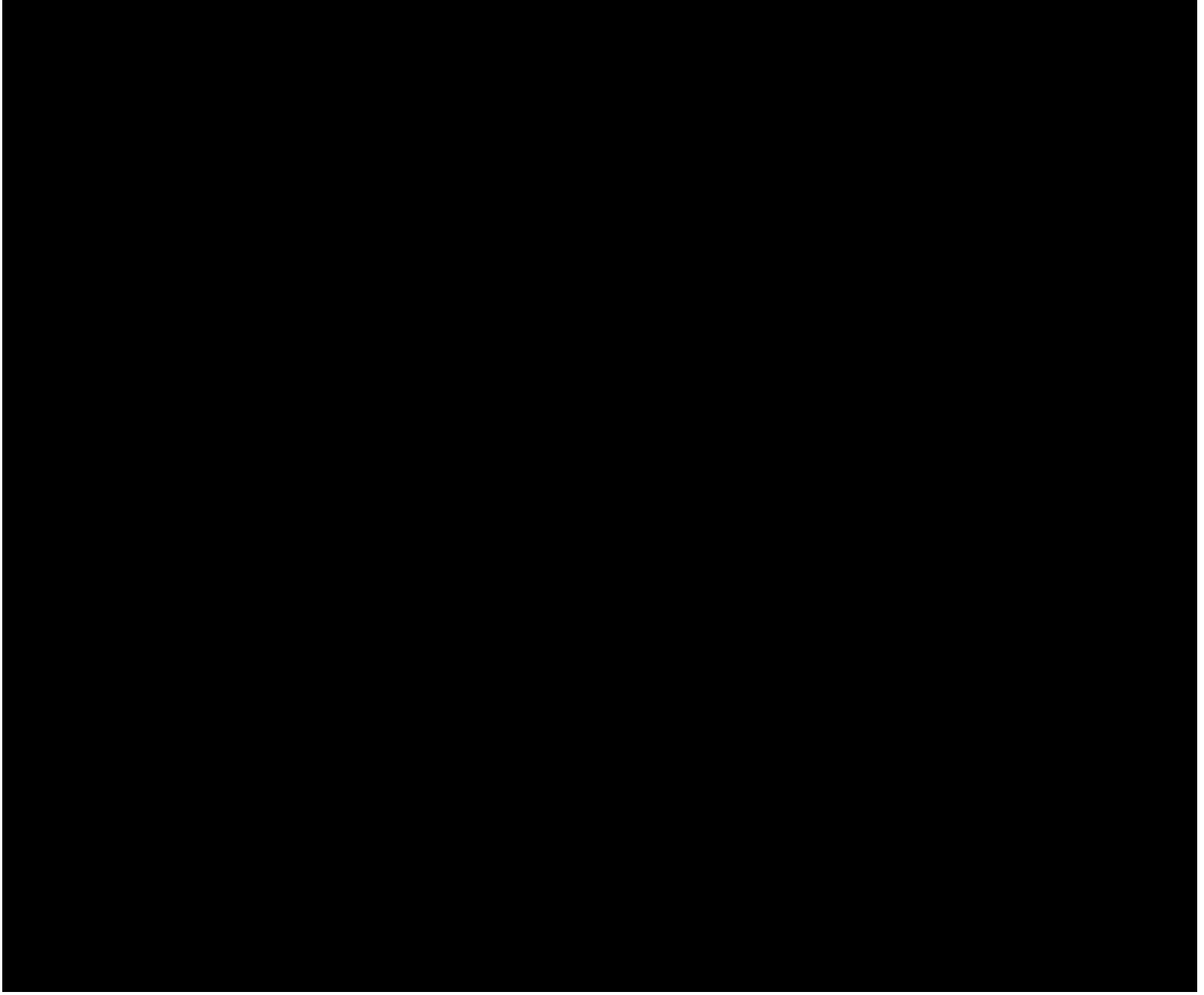














Appendix C

Area Development Program Grant Funding and Disbursement

NATIONAL FUEL GAS DISTRIBUTION CORPORATION
NEW YORK DIVISION
AREA DEVELOPMENT

August 2005	Initial Funding from CMR per C 04-G-1047				Dr (Cr) (\$3,750,000)
Calendar Year	Interest	Grants	Offsystem Sales and Capacity Release Allocation ¹	Base Rate Funding	
2005	(\$54,671)	\$0	\$0	\$0	
2006	(182,896)	384,904	0	0	
2007	(195,073)	266,287	0	0	
2008	(179,495)	730,701	0	0	
2009	(179,858)	820,995	0	0	
2010	(36,451)	900,186	0	0	
2011	(7,099)	472,068	0	0	
2012	(31,277)	373,910	0	0	
2013	(19,319)	496,779	(250,000)	(64,776)	
2014	(45,210)	304,452	(423,332)	(444,327)	
2015	(69,701)	1,119,078	(250,000)	(1,000,000)	
2016	(70,976)	516,081	(250,000)	(1,000,000)	
2017	(77,910)	420,741	0	(1,136,808)	
2018	(121,483)	699,501	0	(1,250,000)	
2019	(188,614)	1,874,606	0	(1,250,000)	
2020	(119,596)	1,261,823		(1,250,000)	
Total	(\$1,579,630)	\$10,642,113	(\$1,173,332)	(\$7,395,911)	\$493,239
<u>Additional Adjustments</u>					
December 2009	Compliance with C 09-M-0435 Austerity Order				\$1,000,000
April 2012	Funding C 04-G-1047				(\$1,500,000)
April 2014	Funding Transco Refund				(\$576,668)
Balance at 12/31/20					(\$4,333,428)
	Estimated Outstanding Grants				(\$2,503,491)
	Total Funds Available				(1,829,937)