



**ECONOMIC DEVELOPMENT
GRANT PROGRAMS
ANNUAL REPORT**

SEPTEMBER 30, 2013

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I. REVIEW OF GRANT ACTIVITY AND RESULTS

1. INTRODUCTION

This section of the Annual Report details Niagara Mohawk Power Corporation d/b/a National Grid's ("National Grid" or "Company") 2012 Economic Development grant program activity, and summarizes the results and economic impacts of the programs since they were first introduced in 2003 as part of the National Grid – Niagara Mohawk Merger Joint Proposal in Case No. 01-M-0075. The grant programs are now in their 11th year of existence, and currently are governed by Case Nos. 12-E-0201 & 12-G-0202. Effective with these cases, the reporting year for the Economic Development grant programs has been changed from the calendar year to the new April 1 – March 31 rate year. Accordingly, all "2012" data in this Annual Report includes activity during the period of January 1, 2012 through March 31, 2013, and future reports will cover the new April 1 – March 31 reporting period.

Included in this section is a detailed review of grant activity in terms of applications and funding, and an analysis of program impacts based on the results of a survey of grant recipients and other sources.

For reporting purposes, the programs are divided into six subject areas: Capital Investment, Marketing, Energy Efficiency & Productivity, Site Development, Revitalization & Urban Development, and Pricing Programs.

2. 2012 SUMMARY AND HIGHLIGHTS

The reporting period January 1, 2012 – March 31, 2013 was very active in all respects. One hundred ninety-four (194) applications were received during that period. One hundred seventy-nine (179) applications were approved, representing over \$14.2 million in potential funding.

A total of 140 projects were completed during the reporting period, and \$9.9 million in funds were reimbursed to customers.

Table 1 summarizes approved applications and expenditures by program during the January 1, 2012 – March 31, 2013 reporting period.

The two capital investment programs accounted for a combined 16 percent of the completed projects and 29 percent of total funds reimbursed during the reporting period. Those projects generated over \$111 million in new capital investment and helped create over 1,100 new jobs in Upstate New York (see Table 8, Table 10). The **Capital Investment Incentive** program, which provides funding to offset the cost of energy infrastructure improvements for expanding commercial and industrial customers, continues to be one of the most active and impactful programs. Seventeen (17) projects were completed in ten upstate counties during the reporting period, including a \$250,000 grant to Callanan Industries to support a major

investment in a new paving materials facility in South Bethlehem (Albany County). A \$250,000 grant was also provided to Alpina Foods in Batavia (Genesee County), to support continuing growth at the company's new \$20 million, 55-employee state-of-the-art yogurt manufacturing facility in the Genesee Valley Agri-Business Park. With respect to other customers in New York State's rapidly growing dairy industry, National Grid's **3-Phase Power Incentive** assists smaller customers who are outgrowing their single-phase electric service, by funding a portion of the costs to extend 3-phase infrastructure. Six customers completed their projects during the reporting period, five of whom are dairy farmers whose expansion plans were contingent upon the availability of 3-phase electric service.

The two business marketing and outreach programs generated a total of 32 completed projects and \$1.4 million in funding during the reporting period. The **Strategic Economic Development** and **Cooperative Business Recruitment** programs supported a wide variety of regional and county level economic development marketing and capacity-building initiatives across Upstate New York. These included projects aimed at attracting out-of-state investment in strategic growth industries such as nanotechnology, life sciences, food processing, and energy technology. Funding of \$20,000 was provided in support of Phase II of the Drum Country Regional Marketing Program in Jefferson County. Grants were also provided to help advance the development of high-potential, regionally significant industrial sites such as the Science, Technology and Advanced Manufacturing Park (STAMP) in Genesee County and the Marcy Nanocenter in the Mohawk Valley, which is currently seeing a high level of interest from the semiconductor manufacturing industry.

The Company's portfolio of energy efficiency and productivity programs continue to offer valuable assistance to customers. The **Energy Efficiency in Empire Zones** program assisted three companies during the reporting period, including two Central New York manufacturers installing energy efficient compressors and drives that were not eligible for other utility or NYSEERDA SBC-funded programs.

The **Manufacturing Productivity** program (MPP) provides matching grants to mostly small and medium sized manufacturing businesses for "lean manufacturing" and other productivity assistance, as well as growth-oriented initiatives that are designed to utilize excess manufacturing capacity. Administered cooperatively with the NYS Regional Technology Development Corporations, this program has become National Grid's most active economic development program in terms of application volume and wide geographic coverage. During the reporting period, 46 MPP projects were completed, providing over \$717,296 in assistance across 17 counties in Upstate New York. A total of six grants were provided through the **Agribusiness Productivity** program, all of which supported installation of renewable energy systems on farms. Four grants totaling over \$1.6 million were reimbursed through the **Renewable Energy and Economic Development** program, involving technology demonstration in the areas of photovoltaics ("PV"), electric vehicle charging, and anaerobic digestion in both dairy farm and food processing applications.

National Grid's site development programs continue to generate valuable outcomes for customers and communities in Upstate New York. Three **Brownfield Redevelopment Assistance** grants were reimbursed during the reporting period, providing \$635,000 in funding. These projects included remediation of a former

automotive repair site in Madison County, and a \$300,000 grant to support phase 2 clean-up of the 12-acre Memorial Auditorium site in downtown Buffalo. Four **Shovelready Infrastructure** grants were reimbursed during the year, including a \$100,000 grant to support electric and gas infrastructure development in the Rensselaer Tech Park.

The Company's urban revitalization programs were very active during the reporting period. A total of 14 **Main Street Revitalization** projects were completed during the year, providing \$717,000 in funding for the redevelopment of vacant commercial buildings in every region of National Grid's service territory..

Table 1. 2012 GRANT ACTIVITY - PROGRAM DETAIL

	<u>Applications Received</u>	<u>Applications Approved</u>	<u>Funding Approved</u>	<u>Projects Completed</u>	<u>Funding Disbursed</u>
Capital Investment Programs					
Capital Investment Incentive	16	15	\$2,706,123	17	\$2,613,113
3 Phase Power Initiative	9	2	\$163,500	6	\$263,500
Subtotal	25	17	\$2,869,623	23	\$2,876,613
Marketing Programs					
Cooperative Business Recruitment	11	13	\$106,316	11	\$81,220
Strategic Economic Development Out.	20	20	\$1,738,875	21	\$1,343,779
Subtotal	31	33	\$1,845,191	32	\$1,424,999
Energy Efficiency & Productivity Programs					
Energy Efficiency in Empire Zones	11	4	\$64,941	3	\$55,642
Agribusiness Productivity	10	7	\$175,000	6	\$150,000
Power Quality Enhancement	0	0	\$0	1	\$50,000
Manufacturing Productivity	65	67	\$836,844	46	\$717,296
Renewable Energy Eco Dev	2	2	\$1,250,000	4	\$1,610,864
Subtotal	88	80	\$2,326,785	60	\$2,583,802
Site Development Programs					
Brownfield Redevelopment	15	16	\$3,545,000	3	\$635,000
Building Ready Upstate	0	0	\$0	1	\$30,000
Industrial Building Redevelopment	1	0	\$0	-	\$0
Shovelready Incentive	5	6	\$884,350	4	\$320,729
Clean Tech Incubation	4	6	\$787,500	-	\$0
Subtotal	25	28	\$5,216,850	8	\$985,729
Revitalization & Urban Dev Programs					
Urban Center/Commercial District	4	2	\$750,000	1	\$625,000
Mainstreet Revitalization	19	15	\$692,500	14	\$717,085
Subtotal	23	17	\$1,442,500	15	\$1,342,085
Pricing Programs					
Targeted Financial Assistance	2	2	\$500,000	2	\$500,000
Subtotal	0	2	\$500,000	2	\$500,000
Communications	n/a	n/a	n/a	n/a	\$142,775
GRAND TOTAL	194	179	\$14,200,949	140	\$9,856,003

*reporting period is through 3/31/2013

3. CUMULATIVE PROGRAM ACTIVITY

Tables 2 and 3 provide a summary of Economic Development grant activity from 2003-2012. A total of 1,158 applications have been received since the program's inception. Of those applications, 996 have been approved, representing nearly \$70 million in funding commitments. Through April 1, 2013, a total of \$52.2 million has been reimbursed to applicants, leaving \$18 million in committed funds for projects that are unfinished and therefore not yet eligible for reimbursement.

TABLE 2. GRANT APPLICATION HISTORY

	<u>Applications Received</u>	<u>Funding Approved</u>	<u>Funding Disbursed</u>
2003	79	\$1,165,197	\$492,905
2004	112	\$4,013,979	\$1,316,925
2005	146	\$6,579,316	\$4,587,485
2006	85	\$6,237,435	\$4,254,963
2007	92	\$6,588,081	\$5,914,279
2008	80	\$5,931,453	\$6,228,724
2009	94	\$6,655,876	\$3,692,686
2010	136	\$8,775,411	\$7,177,460
2011	140	\$10,409,079	\$8,636,024
2012	194	\$14,200,949	\$9,856,003
Total	1158	\$70,556,776	\$52,157,454

**reporting period is through 3/31/2013*

Table 3: CUMULATIVE GRANT ACTIVITY – PROGRAM DETAIL

<u>Total – 2003-2012*</u>	<u>Applications Approved</u>	<u>Funding Approved</u>	<u>Projects Completed</u>	<u>Funding Disbursed</u>
Capital Investment Programs				
Capital Investment Incentive	101	\$16,959,178	79	\$14,669,955
3 Phase Power Incentive	25	\$986,787	24	\$972,245
25-Cycle Investment Incentive	27	\$2,420,102	29	\$2,372,507
Subtotal	153	\$20,366,067	132	\$18,014,706
Marketing Programs				
Cooperative Business Recruitment	105	\$832,860	62	\$597,821
Strategic Economic Development	138	\$13,613,382	116	\$10,735,312
Subtotal	243	\$14,446,242	178	\$11,333,132
Energy Efficiency & Productivity Programs				
Energy Efficiency in Empire Zones	84	\$1,421,504	60	\$1,075,529
Agribusiness Productivity	86	\$660,035	63	\$428,227
Power Quality Enhancement	6	\$256,132	4	\$153,563
Manufacturing Productivity	164	\$2,618,917	62	\$1,432,118
Renewable Energy Eco Dev	7	\$3,745,020	5	\$1,610,864
Subtotal	347	\$8,701,608	194	\$4,700,300
Site Development Programs				
Brownfield Redevelopment Assistance	57	\$9,801,411	25	\$4,273,753
Building Ready Upstate	16	\$360,000	10	\$330,000
Industrial Building Redevelopment	9	\$1,109,410	9	\$986,271
Shovelready Incentive	31	\$3,245,837	26	\$2,129,766
Clean Tech Incubation	6	\$787,500	0	\$0
Subtotal	113	\$15,304,158	70	\$7,719,791
Revitalization & Urban Dev Programs				
Urban Center/Commercial District	10	\$4,738,000	2	\$3,298,000
Mainstreet Revitalization	122	\$5,139,300	72	\$3,540,857
Subtotal	132	\$9,877,300	74	\$6,838,857
Pricing Programs				
Targeted Financial Assistance	8	\$1,861,400	6	\$1,761,400
Subtotal	8	\$1,861,400	6	\$1,761,400
Communications	n/a		n/a	\$1,789,267
TOTAL – ALL PROGRAMS (2003-2012)	996	\$70,556,776	654	\$52,157,454

*reporting period is through 3/31/2013

Note: These numbers reflect applications approved, dollars disbursed, and projects completed during the calendar year, regardless of when the applications were received. Some of the approvals are associated with applications received in prior years.

As illustrated in Table 3, the top three active programs in terms of cumulative funding are the Capital Investment Incentive (\$14.7 million reimbursed to customers), Strategic Economic Development (\$10.7 million), and the Brownfield Redevelopment Assistance program (\$4.3 million).

Table 4 provides the geographic distribution of funding within National Grid's Upstate New York service territory. Over the life of the programs, funds have been widely distributed, with the two most active regions being Western/Frontier (41 percent of total cumulative funding) and Capital/Northeast (29 percent).

TABLE 4. FUNDING DISBURSED BY NATIONAL GRID DIVISION/REGION

<u>Divison/ Region</u>	<u>Capital/ Northeast</u>	<u>Central</u>	<u>Mohawk Valley/ Northern</u>	<u>Western/ Frontier</u>	<u>Total</u>
<u>2003</u>	\$198,095	\$100,000	\$0	\$38,904	\$336,999
<u>2004</u>	\$534,876	\$298,008	\$64,900	\$462,699	\$1,360,483
<u>2005</u>	\$1,431,628	\$793,988	\$370,000	\$1,737,249	\$4,332,865
<u>2006</u>	\$1,038,616	\$408,559	\$541,378	\$1,888,200	\$3,876,753
<u>2007</u>	\$1,119,872	\$1,028,607	\$740,343	\$2,806,199	\$5,695,021
<u>2008</u>	\$1,790,350	\$811,053	\$1,543,767	\$1,884,762	\$6,029,932
<u>2009</u>	\$466,498	\$779,762	\$227,500	\$2,096,659	\$3,570,419
<u>2010</u>	\$2,585,293	\$1,040,091	\$1,080,670	\$2,384,171	\$7,090,225
<u>2011</u>	\$3,196,641	\$2,129,065	\$89,400	\$2,985,558	\$8,400,664
<u>2012</u>	\$2,206,553	\$1,391,110	\$1,887,576	\$4,227,989	\$9,713,228
<u>Total</u>	\$14,568,422	\$8,780,243	\$6,545,534	\$20,512,390	\$50,406,589

Note: Communications expenditures are not included in the regional totals

4. SURVEY RESULTS AND IMPACT ANALYSIS

In order to help evaluate the effectiveness of the Economic Development grant programs and the impact of completed projects, an on-line survey was sent to all companies and organizations that completed a project and received a grant reimbursement during the January 1, 2012 through March 31, 2013 reporting period. An overall survey response rate of 86 percent was achieved in the survey (Table 5).

TABLE 5. SURVEY RESPONSE BY PROGRAM CATEGORY

<u>Program Category</u>	<u>2012 Grants</u>	<u>Survey Responses</u>	<u>Response Rate</u>
Capital Investment	23	20	87%
Marketing	33	31	94%
Energy Efficiency & Productivity	64	52	81%
Site Development	7	7	100%
Revitalization & Urban Dev	12	10	83%
Pricing	1	1	100%
TOTAL	140	121	86%

Influence of National Grid Assistance

Grant recipients were asked to provide feedback on the role National Grid funding played in the completion and timing of their project. The vast majority of respondents indicated that the grant led them to either take actions they otherwise would not have taken, to take actions more quickly than they otherwise would have, or both.

	<u>Capital Investment</u>	<u>Energy Efficiency & Productivity</u>	<u>Site Development</u>	<u>Revitalization & Urban Dev</u>	<u>Marketing Programs</u>
<u>Did National Grid funding lead you to:</u>					
Take actions you would not have otherwise taken	50%	91%	77%	88%	82%
Take actions more quickly	80%	94%	85%	82%	100%

Customers applying for Energy Efficiency & Productivity programs appear to be the most influenced by National Grid grants in their decisions on whether/when to proceed with their projects.

Leveraged Funds

Survey respondents also were asked to report on the mix of funding they received from sources other than National Grid, including local, state, and federal programs.

As indicated in Table 6, grant recipients in the Revitalization & Urban Development programs reported the broadest range of funding sources, with state and local government funds tapped most frequently. Local and state funding were utilized most often for Site Development projects.

TABLE 6. SOURCES OF LEVERAGED FUNDS

<u>Program Category</u>	<u>Local Gov't</u>	<u>State Gov't</u>	<u>Fed Gov't</u>
Capital Investment	13%	22%	9%
Marketing	23%	23%	3%
Energy Efficiency & Productivity	12%	41%	3
Site Development	43%	43%	0%
Revitalization & Urban Dev	30%	30%	10%

Customer Operational Impacts

Grant recipients in the Capital Investment, Revitalization & Urban Development, and Energy Efficiency/Productivity programs were asked about the impacts of their project in terms of cost savings, increased productivity, increased sales, and improved power quality and/or reliability.

As presented in Table 7, energy efficiency benefits were most frequently recognized by grant recipients, including those in the Urban Revitalization and Capital Investment programs, neither of which specifically target energy efficiency impacts. Productivity improvement benefits were also very commonly cited by survey respondents, particularly in the Capital Investment and Revitalization & Urban Development program categories.

TABLE 7. OPERATIONAL BENEFITS (MULTIPLE RESPONSES PERMITTED)

	<u>Capital Investment</u>	<u>Revitalization & Urban Dev</u>	<u>Energy Efficiency & Productivity</u>
<u>Project Benefits:</u>			
<i>Cut costs through energy efficiency</i>	84%	50%	76%
<i>Increase productivity</i>	88%	42%	35%
<i>Improve power quality or reliability</i>	68%	50%	41%
<i>Increase in annual sales</i>	56%	42%	-

Regional Economic Impacts

The survey also asked grant recipients to report on the impact of their projects in terms of new capital investment, new and retained jobs, and other measures.

Capital investment is perhaps the single most important measurement for the National Grid Economic Development Grant Programs. Not only is it directly tied to regional economic output, but companies who decide to invest here in many cases have chosen their upstate New York facility over other competing locations. The flow of capital among facilities is a good leading indicator of their relative long-term viability, particularly for manufacturing companies with facilities in multiple states.

Many of the Company's Economic Development grant programs include eligibility requirements and funding guidelines that are tied directly to investment in energy infrastructure, new building construction, and/or purchase of machinery and equipment. The Company tracks investment impacts through the annual survey process, and that survey information is supplemented with data obtained through the project verification process that occurs before the release of grant funds. This process involves a detailed review of paid invoices, receipts, and other documentation, which is summarized and compared to information provided on the approved application. New capital investment is not an eligibility requirement for the marketing programs, as discussed below.

Tables 8 & 9 summarize the capital investment impacts of grant program funding for 2012, and the cumulative investment impacts since the inception of the programs in 2003. The total investment associated with projects completed reimbursed during 2012 was approximately \$195 million. Since 2003, a total of \$7 billion has been invested in upstate New York as a result of projects receiving National Grid funding.

TABLE 8. CAPITAL INVESTMENT IMPACTS – 2012

<u>Program Category</u>	<u>2012 Investment</u>
Capital Investment Programs	\$109,316,467
Energy Efficiency & Productivity Programs	\$24,365,987
Site Development Programs	\$35,657,288
Revitalization & Urban Development Programs	\$25,498,113
Pricing	\$500,000
GRAND TOTAL	\$195,337,855

Table 9. CUMULATIVE CAPITAL INVESTMENT IMPACTS – 2003-2012

<u>Program Category</u>	<u>2003-2012 Investment</u>
Capital Investment Programs	\$1,362,014,075
Energy Efficiency & Productivity Programs	\$71,274,063
Site Development Programs	\$605,922,461
Revitalization & Urban Development Programs	\$249,983,126
Pricing	\$936,400
Sub-Total	\$2,290,130,125
GLOBALFOUNDRIES/Luther Forest Technology Campus	\$4,600,000,000
GRAND TOTAL	\$6,890,130,125

Job creation and retention are also extremely important social and economic outcomes of National Grid's economic development activities. The level of employment is a key indicator of a healthy economy and a strong community, and it is also a very important metric from a political perspective. However, unlike capital investment, job creation, per se, is not necessarily a priority for expanding businesses, many of whom make investments in new technology, machinery, and equipment in order to reduce the labor content of their products or services, and to increase productivity.

Unlike many federal and state economic development programs, job creation/retention performance generally is not an eligibility requirement for National Grid grant programs; that is, the Company does not require job **commitments** in the grant application, approval, and reimbursement process. Projected employment data is collected from applicants when they apply for funding, and job creation potential is among the evaluation criteria for several programs. Actual employment impacts are gathered through the annual survey of grant recipients, and this information is supplemented by press releases (from the customer, local

development officials, and/or New York State), commercially available databases, and other secondary sources. Again, funding eligibility is not tied specifically to job commitments, and there are no ongoing job performance monitoring or “claw back” provisions that accompany the grant award. Job creation and retention results are not measured or tracked for the marketing grant programs, as discussed below.

Tables 10 and 11 summarize the employment impacts of projects receiving National Grid grant funding during the January 1, 2012 – March 31, 2013 reporting period and cumulative job impacts since 2003. The total job creation and retention benefit associated with projects reimbursed during the reporting period was 4,149. Cumulatively, almost 28,000 jobs have been created or retained in projects receiving funding through the National Grid economic development grant programs.

TABLE 10. JOB CREATION AND RETENTION IMPACTS - 2012

<u>Program Category</u>	<u>2012 JOBS</u>
Capital Investment Programs	1,122
Energy Efficiency & Productivity Programs	1,827
Site Development Programs	715
Revitalization & Urban Development Programs	214
Pricing	271
TOTAL	4,149

Table 11. CUMULATIVE JOB CREATION AND RETENTION IMPACTS - 2003-2012

<u>Program Category</u>	<u>2003-2012 JOBS</u>
Capital Investment Programs	14,776
Energy Efficiency & Productivity Programs	4,103
Site Development Programs	4,699
Revitalization & Urban Development Programs	2,101
Pricing	80
Sub-Total	25,759
GLOBALFOUNDRIES/Luther Forest Technology Campus	1,450
TOTAL	27,209

Marketing Results

Table 12 summarizes the types of marketing activities funded by National Grid's grant programs during the reporting period. Projects involving economic development website improvements and creation/distribution of collateral materials were most common, followed closely by lead identification and qualification initiatives.

TABLE 12. 2012 MARKETING GRANT ACTIVITIES (MULTIPLE RESPONSES PERMITTED)

<u>Activity</u>	<u>Completed Projects</u>
Create & Distribute Print Materials	22
Website Improvements/Redesign	22
Create/Distribute CD/DVD	5
Print Advertising	14
Sales Calls	8
Direct Mail	6
Lead Identification and Qualification	18
Internet Advertising	11
Trade Shows/Conferences	12

Applicants for marketing assistance are asked to develop goals for each project, including capital investment and new jobs – and potential economic impacts are among the criteria used to evaluate marketing applications. However, while it is understood that successful strategic marketing will ultimately lead to successful business attraction and expansion projects, the long-term nature of economic development marketing makes it unreasonable to expect or require new jobs and capital investment in the near term.

The results of economic development marketing grants are more reasonably measured in terms of marketing progress – that is, responses, leads, prospect visits, and project commitments. National Grid collects this information through the annual survey, and Table 13 summarizes the results reported by grant recipients for marketing projects completed during the reporting period.

TABLE 13. MARKETING PROGRESS – 2012

Marketing Results	
Marketing responses	3,792
Leads	1,466
Prospect Visits/Meetings	365
Project Commitments	33

The annual survey also asks marketing and site development grant recipients for information on their primary and secondary target markets. As presented in Table 14, most marketing activities were primarily focused on attracting new businesses from outside New York State with 10% targeting Canada and 9% targeting other international markets. Twenty-nine percent of respondents reported that they marketed to an audience within the State; however, many of those applicants also reported that they targeted “secondary” markets outside New York with the same marketing activities.

TABLE 14. PRIMARY TARGET MARKETS

<u>Geographic Region</u>	<u>Primary Target</u>
Total Marketing Outside New York State	71%
Out of state, within US	52%
Canada	10%
Other International	9%
Total Marketing within NY State	29%
Local/Regional/Upstate NY	23%
Elsewhere in NY state	6%

Awardee Experience with National Grid

The survey asked grant recipients how their organization first learned about National Grid’s grant programs. As in the past, the results (Table 15) indicate that most often grant recipients first hear about the programs through outreach by National Grid staff, namely the Company’s economic development, account management and energy efficiency professionals.

TABLE 15. HOW DID YOU FIRST FIND OUT ABOUT THIS GRANT PROGRAM?

<u>Information Source</u>	<u>Percent</u>
National Grid Staff	50%
Regional/Local Economic Development Entity	27%
Website (shovelready.com)	8%
State Economic Development Agency	0%
Other	15%

Finally, the survey asked grant recipients to report their opinions of National Grid’s economic development programs, staff assistance, and the application process itself. The results for this reporting period, summarized in Table 16, were generally very positive. The majority of all respondents reported that the grant programs and processes are easy to understand and navigate, and that applications were reviewed and processed in a timely manner.

TABLE 16. SATISFACTION WITH PROGRAMS AND ADMINISTRATIVE PROCESS

	% Agree or Strongly Agree	% Disagree	% Strongly Disagree
<i>National Grid programs meet my needs exactly</i>	99%	-	1%
<i>National Grid staff assistance was important in completing our application</i>	100%	-	-
<i>The application is easy to understand</i>	98%	2%	-
<i>The application is easy to complete</i>	96%	4%	-
<i>The required funding match is reasonable</i>	98%	2%	-
<i>Response to my application was timely</i>	93%	5%	2%

II. 2014 ECONOMIC DEVELOPMENT GRANT PROPOSAL

2014 PROPOSAL

1. OVERVIEW

National Grid's 2014 Economic Development Grant Program Proposal is designed to support regional economic growth in Upstate New York by:

- Helping customers solve energy infrastructure issues and improve their productivity, efficiency, and profitability so that they will remain and grow in the region;
- Promoting sustainable, "smart" growth by redeveloping vacant commercial buildings, brownfield sites, and key urban centers;
- Working with state, regional, and local economic development organizations to market our region to growing companies in strategic industry sectors;
- Supporting projects that promote the development and deployment of clean energy technologies while creating assets for economic development in Upstate New York.

The forecast for total 2014 Economic Development Grant Program expenditures is \$11.0 million for the electric programs, and \$1.0 million for the gas programs, which equals the annual grant program allowances provided for in Case Nos. 12-E-0201 & 12-G-0202. Detailed program forecast budgets are included in Section IV & VI. As in the past, within this total program allowance, National Grid will seek continued flexibility to shift funds between programs during the calendar year in response to customer demand, regional economic development priorities, and market conditions.

2. PROPOSED 2014 PROGRAM CHANGES

New Programs

No new programs have been proposed for 2014.

Changes to Existing Programs

Capital Investment Incentive

- The Company proposes revising the upper end of the grant award structure to enable grants of up to \$1 million for projects with capital investment exceeding \$100 million. The existing maximum grant is \$500,000.

3-Phase Power Incentive

- National Grid proposes increasing the maximum funding per project from \$50,000 to \$100,000. Dairy industry growth in New York State continues to create expansion opportunities for farms, some of which are located significant distances from the nearest 3-phase electric source.

Main Street Revitalization

- The Company proposes revising the award structure to allow for grants of up to \$500,000 for redevelopment projects larger than 250,000 square feet that generate at least \$25 million in new capital investment. The existing maximum grant award for this program is \$200,000

Natural Gas Capital Investment Incentive

- National Grid proposed to add gas Service Classification 3 to the eligible customer classes. This service classification includes relatively large customers in manufacturing and other industry classifications targeted through this program.

III. 2014 Proposed Electric Program Descriptions



CAPITAL INVESTMENT INCENTIVE

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary: Major economic development projects that create a large number of jobs are generally eligible for a wide range of public assistance from Empire State Development and/or local industrial development agencies. These existing economic development programs may overlook projects, which may not be significant job generators, but are nonetheless extremely important to a business and to its regional economy.

The **Capital Investment Incentive Program** provides funds to help offset the customer costs associated with upgrading utility infrastructure to accommodate a business expansion or new construction project. Specifically, this program supports business attraction or expansion projects located in National Grid's Upstate New York service territory. The applicant must demonstrate that they are unable to secure sufficient funding for the project through federal, state, or local economic development programs. Application requests may include but are not limited to the following:

- Improvements to National Grid's electric or natural gas system, such as line extensions or upgrades to transmission lines or distribution feeders, that require a customer contribution.
- Conduit, trenching, and backfill associated with National Grid owned infrastructure.
- Customer owned substations, transformers, pads, switchgear, meter cabinets, and metering devices in the case where a new or expanding customer is required to increase the size of their service.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the customer of record (owner or lessee) of an eligible facility or prospective eligible facility;
- ❑ Demonstrate efforts to obtain state and local economic development incentives for the facility;
- ❑ Demonstrate the ability to retain and/or attract jobs and capital investment to the eligible facility; and
- ❑ Make a capital investment that requires electric and/or natural gas infrastructure improvements.

To be eligible for this program, the **facility (business) or prospective facility** must:

- ❑ Be located in National Grid's Upstate New York service territory;
- ❑ Demonstrate Industrial Development Agency (IDA) or other public development agency support for the project;
- ❑ Have electric or gas infrastructure that is clearly a barrier to attracting new industrial or commercial activity;
- ❑ Have a National Grid electric service classification of SC 3, 3A, or 4
- ❑ Have a natural gas classification as one of the following: SC4, SC5, SC6, SC8, or SC9; and
- ❑ Be used for a business that can be classified in one of the following industry sectors:
 - Manufacturing
 - Regional warehousing/distribution center
 - Scientific research and development
 - Data Centers
 - "Back office" operations, such as data processing or customer service operations
 - Regional/national administrative centers or headquarter facilities
 - Agri-Business

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must clearly indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

Grant amounts are determined based on the **total** capital investment being made in plant and equipment (including energy and non-energy related investments) as follows:

<u>Total Capital Investment</u>	<u>Total Available Funding not to Exceed:</u>
\$100,000 to \$1 Million	\$50,000
\$1 Million to \$5 Million	\$100,000
\$5 Million to \$25 Million	\$250,000
\$ 25 Million to \$100 Million	\$500,000
Over \$100 Million	\$1,000,000**

**In order to qualify for the highest level of funding, energy infrastructure investments must be \$2 million or more, in addition to the above \$100 million investment requirement. Projects must require transmission level (115kV and above) service.

Program funds cannot represent more than 30% of the total capital investment costs (energy infrastructure and other related capital improvements).

Program funds cannot exceed the final cost of energy related infrastructure Improvements related to the project.

How to Apply

To apply for the Capital Investment Incentive Program please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application; and,
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



3-PHASE POWER INCENTIVE

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

National Grid's Upstate New York service territory includes a significant number of small businesses and agri-business customers, whose growth at their current location is limited by the lack of 3-phase power to the site. Often these customers are located in remote locations, on electric distribution circuits that do not have enough other customers to share the cost of extending 3-phase service and make it economical.

The **3-Phase Power Incentive Program** provides grants to help fund the extension of 3-phase electric service to eligible National Grid customers.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's Upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the owner of the eligible facility;
- ❑ Demonstrate that they have evaluated alternatives to a 3-phase power extension, such as on-site generation using renewable energy alternatives or written pole motors;
- ❑ Demonstrate the ability to retain and/or attract jobs and capital investment; and
- ❑ Demonstrate that 3-phase power is necessary to serve an increase in the customer's electric load at that facility.

To be eligible for this program, the **facility** must:

- ❑ Receive electric service from National Grid; and
- ❑ Be classified as one of the following industry sectors:
 - Manufacturing
 - Regional warehousing/distribution center
 - Scientific research and development
 - Agri-Business
 - Tourism related NAICS code

Funding and Eligibility Guidelines:

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Total amount of grant available to an applicant for a facility is \$100,000, except as noted below.
- ❑ Program funds may only be used to reduce the applicant's cost for extending 3-phase service to the eligible facility, except as noted below.
- ❑ Program funds cannot represent more than 30 percent of the total costs of the economic development project.
- ❑ Program funds cannot exceed the estimated cost of electric service infrastructure improvements related to the project.
- ❑ Where National Grid and the customer agree that an alternative to 3-phase electric delivery service should be implemented using renewable energy technologies (examples include wind, solar, biomass, or hydropower), the grant may be used to offset up to 50 percent of the customer contribution to the project. The renewable generation must be for the customer's sole use and cannot be resold to other customers. The renewable generation installation must be connected and operated in accordance with the Company's Tariff. Total amount of grant available to an applicant installing renewable energy technologies on their premise is \$150,000. Grant funds cannot exceed the estimated cost of the otherwise applicable 3-phase line extension. Renewable funding requests should also be submitted to the New York State Energy Research and Development Authority (NYSERDA). You may find information about NYSERDA programs at www.nyserda.org.

How to Apply

To apply for the 3-Phase Power Incentive please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application;
and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



COOPERATIVE BUSINESS RECRUITMENT

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

Regional, county, and local economic development organizations have limited resources to devote to “marketing” their communities to attract business investment and jobs. This is true even of counties that possess extraordinary assets for business attraction – such as prime industrial sites or available buildings and infrastructure. While the cost of business attraction activities typically rely on local and regional resources, community expectations tend to be very high in terms of success in recruiting wealth-generating businesses.

The **Cooperative Business Recruitment Program** provides incremental matching funds for cooperative marketing initiatives between National Grid and regional or local economic development partners.

Application requests may include but are not limited to the following:

- The creation of collateral material and direct mail campaigns
- Sales initiatives related to major business development events, such as Industrial Asset Management Forums, Area Development Consultants Forums, and other events where site location consultants and corporate real estate executives gather
- Support research and assistance with site selection familiarization tours, industry trade shows, and sales missions
- Sales initiatives directed at industry trade groups
- Support for the creation and distribution of industry-specific publications
- Advertising and public relations activities

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be a regional or local economic development corporation in the National Grid New York service territory; and
- ❑ Provide economic development business attraction services to a community or region located within the National Grid New York service territory.

To be eligible for this program, the **marketing project** must:

- ❑ Promote community attributes or resources that represent a major asset for business attraction;
- ❑ Be targeted to decision makers who can influence the attraction of new jobs and investment to the National Grid Upstate New York service territory; and
- ❑ Be designed to attract new business, investment, and jobs to the Upstate New York National Grid service territory, based on the following factors:
 - The extent to which the project compliments (and not duplicates) other local, regional, and state business attraction efforts;
 - The economic development potential of the asset that is being promoted;
 - The project sponsor's ability to accomplish and sustain the effort of the project;
 - The project sponsor's ability to leverage federal, state, and local matching funds; and
 - The extent that the research proposed does not duplicate previous research and is "actionable" (e.g. refining the targets, messages, materials and activities generated by the research proposed).

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- National Grid funds for cooperative projects must be matched on a 1:1 basis.
- Maximum grant per project is \$10,000.
- Grant funds cannot be applied to past business attraction efforts.
- Collateral materials must recognize National Grid's contribution.

How to Apply

To apply for the Cooperative Business Recruitment please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application;
and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



STRATEGIC ECONOMIC DEVELOPMENT PROGRAM

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

Competition for economic development projects among states and regions continues to grow. This National Grid program is designed to increase effective marketing and sales initiatives aimed at "strategic targets."

The **Strategic Economic Development Program** provides expertise and incremental resources to leverage more and better macro-level business attraction research, marketing, and sales efforts. The goal is to generate out-of-state prospects for direct investment in National Grid's Upstate New York service territory.

Application requests may include but are not limited to the following:

- Support for target industry analysis for business attraction marketing and sales purposes;
- Outreach initiatives directed towards industry trade groups;
- Support for the creation and distribution of industry-specific publications, profiles and studies;
- Support for early stage planning or feasibility studies that prepare assets to be marketed, such as economic development "mega sites," industrial parks, multi-use facilities, etc.; and
- Support for efforts to attract major tourism destination facilities including infrastructure assistance.

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

To be eligible for this program, the **applicant** must:

- ☐ Be a state or regional economic development entity in National Grid's Upstate New York service territory; **OR**

- ❑ Be a county economic development entity in National Grid's Upstate New York service territory with a project of regional scope.

To be eligible for this program, the **project** must:

- ❑ Develop, prepare, or promote a specific asset or group of assets that enhance the competitiveness of the Upstate New York region or of all of Upstate New York;
- ❑ Be targeted to decision makers who can influence the attraction of new jobs and investment to the National Grid's Upstate New York service territory;
- ❑ Demonstrate the economic development potential of the asset that is being developed and/or promoted through the project; and
- ❑ Demonstrate the ability to accomplish and sustain the effort of the project and leverage federal, state, and local matching funds.

Research and marketing projects must:

- ❑ Not duplicate previous projects;
- ❑ Be "actionable," refining the targets, messages, materials, and activities generated by the research or marketing; and
- ❑ Target decision makers and specific industries.

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- Maximum grant per project is \$500,000.
- National Grid funds for strategic economic development projects must be matched on a 1:1 basis.

How to Apply

To apply for the Strategic Economic Development Program please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application; and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



ENERGY EFFICIENCY IN EMPIRE ZONES

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

New York State designated Empire Zones are fertile ground for demand-side management energy initiatives. Many Empire Zones are in highly urbanized areas and are dominated by relatively old, inefficient buildings, and with aging infrastructure. Because these customers do not pay the New York State Systems Benefit Charge (SBC) on their Empire Zone Rider (EZR) eligible usage, they are not eligible for assistance through the New York State Energy Research and Development Authority's (NYSERDA) commercial energy efficiency programs. (A complete list of NYSERDA programs and guidelines may be found at <http://www.nyserda.org/programs.html>.)

The **Energy Efficiency in Empire Zones Program** provides assistance to Empire Zone businesses in the service territory of National Grid New York. The program provides incentives to eligible customers for installation of energy-efficient lighting, controls, HVAC equipment, motors/electronic speed controls, and other systems that reduce energy use and/or enhance productivity. Application requests may include but are not limited to the following:

- Energy efficiency lighting, ballasts, fixtures, and lighting controls
- A-C Energy Efficient Motors and electronic speed control devices
- Ventilation fans driven by AC Motors
- Centrifugal pumps driven by AC Motors
- Process equipment driven by AC Motors and controls
- Refrigeration Equipment
- Heat Recovery Equipment
- Limited Building Envelope Modifications
- Compressed Air Systems
- Boiler/Boiler Controls
- HVAC Components
- Air Handling Systems
- Load Management Equipment and Systems
- Building Automation and Energy Management Systems
- Equipment associated with green building technologies and LEEDS building initiatives (Leadership in Energy & Environmental Design)

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the owner of the eligible business;
- ❑ Be a certified Empire Zone customer; and
- ❑ Be receiving energy delivery benefits under National Grid's Empire Zone Rider (EZR) Program **OR** undertaking an EZR qualifying expansion.

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Incentives must be installed within 2 years of the grant approval date.
- ❑ Grants only apply to energy efficiency equipment identified through the application process.
- ❑ Projects involving construction of a new building are not eligible for funding under this program.
- ❑ Building renovation and expansion projects are eligible to the extent that they yield energy efficiency savings through replacement of equipment and systems
- ❑ Grants will not exceed \$25,000.

- ❑ At a minimum, the customer must fund at least 25% of total project costs, and the National Grid New York funding must represent no more than 50% of the total project costs.
- ❑ Customers must be Empire Zone certified and receiving discounted energy delivery service through National Grid's Empire Zone Rider, or certified and undertaking an EZR qualifying expansion project.

How to Apply

To apply for the Energy Efficiency in Empire Zones please:

Complete and sign the program application;

- ❑ Attach the required documentation as noted at the end of the application;
and
- ❑ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



AGRI-BUSINESS PRODUCTIVITY

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

The agri-business industry is a critical component of the Upstate New York economy, both as a direct employer and wealth generator, and as a key input to a large number of “downstream” manufacturing industries.

The **Agri-Business Productivity Program** provides rebates to fund energy efficiency, renewable energy delivery, and/or productivity improvements undertaken by dairy businesses, dairy farms, and controlled environment agricultural facilities located within the service territory of National Grid New York.

Application requests may include but are not limited to the following:

- ☐ Energy efficiency lighting, ballasts, fixtures, and lighting controls
- ☐ A-C Energy Efficient Motors and electronic speed control devices
- ☐ Ventilation fans driven by AC Motors
- ☐ Centrifugal pumps driven by AC Motors
- ☐ Process equipment driven by AC Motors and controls
- ☐ Renewable energy projects directly serving the facility (anaerobic digestion, solar, bio-mass, or hydro power)
- ☐ In addition, the project costs can include the costs associated with renovating/retrofitting customer distribution systems (*i.e.* building wiring/grounding).

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ☐ Be a dairy farmer and/or a milk processing business or controlled environment agriculture facility in the National Grid New York service territory

To be eligible for this program, the **facility (business or farm)** must:

- ☐ Receive electric or natural gas service from National Grid; **and**

- ❑ Be undertaking an energy efficiency project through the New York Energy Research & Development Authority (NYSERDA) or other public agency or program; **OR**
- ❑ Purchasing/installing equipment for a renewable energy project to serve facility; **OR**
- ❑ New constructing/upgrading (for increased energy efficiency) a controlled environment agriculture facility.

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Grant amounts will be determined based on the size of the **total** capital investment you are making in your project/facility (including energy and non-energy related investments) as follows:

<u>Total Capital Investment</u>	<u>Total Available Funding not to Exceed:</u>
Under \$25,000	\$5,000
\$25,000 up to \$100,000	\$10,000
\$100,000 up to \$500,000	\$25,000
Above \$500,000	\$50,000

Grant amounts listed are the maximum allowable award for each program. All applications are evaluated on a wide variety of factors. Most applications will not be scored at a level which will result in the maximum grant award.

- ❑ Program funds will be provided after funding from NYSERDA, New York State Ag & Markets, or other program resources have been secured.
- ❑ Applicant must document its contribution of matching funds to equal 25% of the total project costs.
- ⇒ Eligible renewable generation projects must be connected and operated in accordance with the Company's Tariff.

How to Apply

To apply for the Agri-Business Productivity please:

Complete and sign the program application;

- ❑ Attach the required documentation as noted at the end of the application; and
- ❑ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



RENEWABLE ENERGY AND ECONOMIC DEVELOPMENT

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

Upstate New York has an opportunity to distinguish itself as a leader in sustainable energy research, technology development, commercialization, and manufacturing. The region's research capabilities, natural resources and diverse economy are distinguishing characteristics – as is New York State's strong leadership in promoting clean energy through the Renewable Portfolio Standard and a robust menu of tax credits, net metering policies, and other incentives. Within this supportive environment, National Grid can play a role in ensuring that the region's alternative energy strengths are fully utilized to create economic development assets and business development opportunities.

The Renewable Energy and Economic Development Program will fund a limited number of projects in the National Grid service territory that demonstrate alternative generation technologies while producing significant economic development benefits for the region. The program will provide matching grants of up to \$750,000 for collaborative projects that involve an Upstate research institution, one or more renewable energy, energy storage, or clean transportation technology partners, and a regional economic development sponsor. Eligible generation technologies include but are not limited to, solar, photovoltaic, geothermal, biomass, and anaerobic digestion.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must be:

- ❑ A regional economic development entity in National Grid's Upstate New York service territory; **or**
- ❑ A University-based research organization with the endorsement of the authorized municipality where the project is taking place; **or**
- ❑ A 501(c)3, 501(c)6, or 501(c)4 corporation, working in tandem with a municipality, university, or regional economic development organization.

To be eligible for this program, the **project** must:

- ❑ Be located within the National Grid Upstate New York service area; **and**
- ❑ Result in the installation of grid-connected renewable generation such as solar, photovoltaic, and biomass/biogas technologies; **OR**
- ❑ Result in the installation of energy storage technologies; **OR**
- ❑ Development and deployment of new clean transportation technologies including distributed storage (Vehicle to Grid) and charging infrastructure; **and**
- ❑ Obtain matching funds on at least a 4:1 basis from other sources; **and**
- ❑ Include involvement of a regional university research institution; **and**
- ❑ Have one or more renewable energy or related clean technology partners; **and**
- ❑ Have a regional economic development sponsor; **and**
- ❑ Show specific evidence of regional economic development benefits by:
 1. Creating an asset that will enhance regional business attraction efforts; and
 2. Serving as a learning center for renewable energy, energy storage, or electric vehicle technology research, development and technology transfer; and
 3. Helping to address long-term workforce development goals and issues in the “green” energy/technology sectors.

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid’s current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

The maximum allowable grant award for this program is \$750,000. All applications are evaluated on a variety of factors. Some applications may not result in the maximum grant award. If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company’s current rate agreement or without prior written consent from National Grid.

- ❑ Program funds may only be used to offset 20% of project costs (4:1 funding match required);
- ❑ Eligible renewable generation projects must be connected and operated in accordance with National Grid’s Tariff.

How to Apply

To apply for the Renewable Energy and Economic Development program please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application; and,
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



POWER QUALITY ENHANCEMENT PROGRAM

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

This program offers financial incentives to qualified customers for the installation of power quality mitigation equipment and controls. Qualifying applicants must demonstrate their facility has a power quality problem that results in production, operational, or quality constraints, including but not limited to downtime and outage costs.

The **Power Quality Enhancement Program** provides assistance to qualifying businesses in the service territory of National Grid New York. The program helps fund eligible customers for installation of power quality mitigation equipment and services.

National Grid Service Classification 3, 3A and 4 customers in manufacturing, research & development, or health care sectors are eligible to submit an application for a reimbursement grant from the program.

Application requests may include but are not limited to the following:

- Voltage Ride-Through Equipment
- Harmonic Filters
- Voltage Regulators
- Power Conditioning Equipment
- Harmonic Rated Isolation Transformers
- Transient Voltage Surge Suppression
- Uninterruptible Power Supplies
- Power Quality Controls
- Diagnostic Services
- Power Quality Monitoring
- Power Quality Measurements & Verification

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the owner of the eligible business **and**;
- ❑ Be a Service Classification 3, 3A, or 4 customer.

To be eligible for this program, the **facility (business)** must:

- ❑ Receive electric service from National Grid; **and**
- ❑ Be classified as one of the following industry sectors:
 - Manufacturing
 - Research and development
 - Health Care Sectors
 - Data Centers

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Incentives must be installed within 2 years of the grant approval date.
- ❑ Grants only apply to power quality equipment or services identified through the application process.
- ❑ Projects involving construction of a new building are not eligible for funding under this program.
- ❑ Building renovation and expansion projects are eligible to the extent that they identify and mitigate power quality problems resulting in operational, production, or quality constraints
- ❑ Grants will not exceed \$100,000

- At a minimum, the customer must fund at least 25% of total project costs and the National Grid New York funding must represent no more than 50% of the total project costs.

How to Apply

To apply for the Power Quality Enhancement Program please:

Complete and sign the program application;

- Attach the required documentation as noted at the end of the application; and,
- Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



MANUFACTURING PRODUCTIVITY PROGRAM

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

Manufacturing employs over 550,000 New Yorkers and contributes \$61 billion annually to New York State's GDP. Every manufacturing job creates more than 2.5 related jobs in other sectors, and every dollar spent generates an additional \$1.37 in economic activity.* Small and medium sized Upstate New York manufacturers are challenged by high costs and regulatory pressures. They must continually improve productivity and performance to remain competitive in the global economy. In order to grow, they must develop new products and improve their return on investment from sales and marketing activities by finding new customers, markets, and export opportunities. This program has been developed in partnership with the Regional Technology Development Centers (RTDCs) from Western New York, Finger Lakes, Central New York, Mohawk Valley, North Country, and Capital Region and will be delivered in conjunction with these TDCs. TDC contact information is provided at the end of this program description.

**Source: Manufacturers Association of Central New York*

The **Manufacturing Productivity Program** provides matching grants of up to \$15,000 or 40% (whichever is less) of the costs incurred by eligible applicants whose top management commits the time and resources to "lean manufacturing" projects or manufacturing assistance projects that result in eliminating waste and increasing productivity on the "shop floor" and in the office.

Further, the program provides matching grants of up to \$15,000 or 50% (whichever is less) of the costs incurred by eligible applicants whose top management commits the time and resources to growth-targeted activities that will result in greater utilization of manufacturing capacity.

Finally, the program provides matching grants of up to \$40,000 or 60% (whichever is less) of the costs incurred by eligible applicants whose top management commits the time and resources to projects that combine and coordinate the productivity and growth activities described above.

Grant awards will be funded in conjunction with Regional Technology Development Centers upon verification of increased productivity and capacity, improvement of the

bottom-line and pursuit of additional sales with the same work force. Priority consideration will be given to projects that involve energy efficiency, energy utilization, and/or environmental solutions.

Applications for matching grant assistance must meet the following program requirements.

Minimum Program Requirements

To be eligible for this program, the **applicant** must:

- ❑ Be a SC 2D, SC 3, SC 3A or SC 4 customer in good standing within National Grid's upstate New York service territory ;
- ❑ Be a business that is classified in the North American Industry Classification System (NAICS) as Manufacturing (NAICS codes 31, 32 or 33);
- ❑ Execute an agreement that commits top management to the processes that result in the productivity and development improvements articulated in this program distribution; and
- ❑ Provide evidence of funding from the company and other sources that is sufficient to complete the proposed project. The company must provide a minimum of 25% of the total funding from its own capital.

NAICS classifications can be found on-line at <http://www.census.gov/epcd/www/naics.html>

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **project** must accomplish one or more of the following:

- ❑ Optimize the current facility
- ❑ Increase machine effectiveness
- ❑ Improve product quality
- ❑ Reduce costs
- ❑ Reduce lead times
- ❑ Improve process-flow
- ❑ Increase inventory turns
- ❑ Expand markets
- ❑ Develop new customers
- ❑ Develop new products

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

How to Apply

To apply for the Manufacturing Productivity Program please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application; and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.

Capital Region

Center for Economic Growth

63 State Street

Albany, NY 12207

Phone: 518-465-8975

www.ceg.org

North Country

Council for International Trade, Technology, Education and Communication (CITEC)

Peyton Hall, Clarkson University

Main Street, Box 8561

Potsdam, NY 13669-8561

Phone: 315-268-3778

www.citec.org

Mohawk Valley

Mohawk Valley Applied Technology Corporation

207 Genesee Street, Suite 405

Utica, NY 13501

Phone: 315-793-8050

www.mvatc.com

Central New York

CNY Technology Development Organization, Inc.

445 Electronics Parkway, Suite 206

Liverpool, NY 13088

Phone: 315-425-5144

Fax: 315-233-1259

mail@tdo.org or www.cnytdo.org or www.tdosolutions.com

Finger Lakes

High Tech Rochester, Inc.

150 Lucius Gordon Drive

West Henrietta, New York 14586

Phone: 585-214-2400

www.htr.org

Western New York

Insyte Consulting

726 Exchange Street, Suite 620

Buffalo NY 14210

Phone: 716-845-6355

FAX: 716-845-6418

www.insyte-consulting.com



BROWNFIELD REDEVELOPMENT ASSISTANCE PROGRAM

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

Nearly every community in New York State is affected by brownfield sites and abandoned properties. Contaminated and abandoned properties exist in big cities, small towns, sprawling suburbs, and the country side. Left untouched, brownfields pose environmental, legal and financial burdens on a community and its taxpayers. However, after cleanup, these sites can again become the powerful engines for economic vitality, jobs and community pride that they once were.

The **Brownfield Redevelopment Assistance Program** provides grants to fund utility related infrastructure improvements, demolition, and other costs that are necessary to progress the redevelopment of a brownfield site or abandoned building. Application requests may include but are not limited to the following:

- Demolition that results in the clean-up and re-use of a contaminated site or building;
- Electric & gas infrastructure improvements;
- Costs associated with the local match for NYS DEC Environmental Restoration Program (ERP) and the Brownfield Opportunity Area Program (BOA); and
- Phase I and Phase II environmental site assessments.

Priority will be given to site or building redevelopment projects that have obtained a sufficient amount of funding to fulfill the project redevelopment goals.

Minimum Program Requirements: *Please review the program requirements and guidelines below prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must be:

- ❑ A municipality and/or its authorized development corporation, **or**
- ❑ A 501(c)3, 501(c)6, or 501(c)4 corporation, working in tandem with a municipality and/or its Industrial Development Agency or Local Development Corporation, **or**

- ❑ Be the owner or developer of the eligible site with the endorsement of the municipality

To be eligible for this program, the **project (site or building)** must:

- ❑ Receive electric or gas service from National Grid; and
- ❑ Have a viable commercial or industrial end use strategy for the site, based on some or all of the following factors:
 - Physical condition of building or site
 - Potential for land acquisition or site control
 - Regional economic impact of successful reuse
 - Demonstrated ability to accomplish and sustain reuse as a commercial or industrial site
 - Demonstrated ability to obtain federal, state and other funding
 - Demonstrated ability to market the site or building to attract economic investment
 - Eligibility for state and federal development funds for the total project costs
 - Strength of development partnerships and community support

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ The maximum grant allowable for a project is \$300,000
- ❑ Program funds may be used for up to 25% of the eligible costs of a project
- ❑ The maximum program funds that can be allocated to the completion of both Phase I and Phase II Environmental investigations and other preliminary site/building investigations is \$25,000; this is included in the maximum allowable grant of \$300,000.
- ❑ National Grid funds may be used as matching funds for other public grants. In this instance, National Grid will commit dollars contingent upon the successful awarding of the grant, but will not release funding until all required project funding is in place.

How to Apply

To apply for the Brownfield Redevelopment Assistance Program please:

Complete and sign the program application;

- ❑ Attach the required documentation as noted at the end of the application; and
- ❑ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



BUILDING READY UPSTATE PROGRAM

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

Many Upstate New York communities lack an inventory of quality buildings to attract new businesses. Another hurdle to overcome is the length of the approval process for constructing a new building. Empire State Development has started a program (Shovelready certification) to address the length of time necessary in permitting sites. This program would follow the same principles of reducing the up-front time required in gaining the necessary approvals for new building construction.

The **Building Ready Upstate Program** provides grants to fund building drawings, site plans, and design specifications that would meet local Planning Board approval and other costs that are required to reduce the up-front time needed to construct a new facility.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the owner or developer of an appropriate site endorsed by the local IDA; **or**
- ❑ Be the local ED organization; **and**
- ❑ Be willing to actively market the building to out-of-state prospects

To be eligible for this program, the **project** must:

- ❑ Receive electric or gas service from National Grid; **and**
- ❑ Receive the endorsement of an Industrial Development Agency (IDA) or the principal development agency for the community; **and**
- ❑ Be suitable for use by one of the following "economic growth" industries:
 - Manufacturing
 - Distribution Centers
 - Regional warehousing or storage
 - Research and development
 - "Back office" such as data processing or customer service operations; **and**
- ❑ Be a minimum of 20,000 square feet;

- ❑ At project conclusion show evidence of project completion and certification by the local planning board

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Program funds may only be used for up 75% of total costs for building drawings, design work, and marketing.
- ❑ Priority will be given to projects that have a sufficient amount of funding committed.
- ❑ Priority will be given to applicants who have aggressive marketing plans designed to attract new businesses.
- ❑ Grant amounts will be limited to a maximum of \$30,000 and cannot exceed 75% of the total project cost.

How to Apply

To apply for the Building Ready Upstate Program please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application;
and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



INDUSTRIAL BUILDING REDEVELOPMENT PROGRAM

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

National Grid's Upstate New York service territory has many vacant and underutilized buildings or complexes (integrated groups of buildings) that were originally built for and occupied by a single, large end-user. These buildings and complexes are unlikely to attract single end-users, so they must be marketed as multi-tenant, industrial properties. One of the challenges to the marketability of these properties is the expense of separating the utilities.

The **Industrial Building Redevelopment Program** provides grants of up to \$250,000 (based on the amount of capital investment per the chart below) to property owners who are upgrading electric and/or natural gas infrastructure to return these properties to active industrial use.

<u>Total Capital Investment</u>	<u>Available Funding Not to Exceed</u>
Under \$1 Million	\$50,000
\$1 Million to \$5 Million	\$100,000
\$5 Million and above	\$250,000

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the owner, duly authorized representative of the owner or contract purchaser of the eligible facility;
- ❑ Demonstrate a willingness and ability to actively market the building to out-of-state companies;
- ❑ Obtain Industrial Development Agency (IDA) or other public development agency support for the project.

To be eligible for this program, the **project** must:

- ❑ Be a building or integrated group of buildings that were at one time occupied by a single user;
- ❑ Receive electric or natural gas service from National Grid;
- ❑ Be vacant or underutilized (underutilized means that at least 50% of the usable space is vacant);
- ❑ Be at least **50,000** square feet or larger;
- ❑ At project conclusion, provide a certificate of occupancy or a certificate of compliance from the local building codes department; and
- ❑ Be suitable for use by one of the following industry sectors:
 - Manufacturing
 - Regional warehousing/distribution center
 - Scientific research and development
 - Data Centers
 - “Back office” operations such as data processing or customer service operations

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid’s current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company’s current rate agreement or without prior written consent from National Grid.

- ❑ Program funds may only be used to offset 50% of costs associated with upgrading, segregating, or otherwise making the property’s electric and/or gas infrastructure suitable for occupancy by multiple tenants. This could include costs associated with planning, design, engineering, and construction costs associated with new infrastructure.

- Priority will be given to applicants who furnish aggressive marketing plans designed to attract new businesses to the completed project.

How to Apply

To apply for the Industrial Building Redevelopment Program please:

Complete and sign the program application;

- Attach the required documentation as noted at the end of the application; and
- Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



SHOVEL READY INCENTIVE

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

National Grid's Upstate New York service area contains many sites that have completed either the NYS Shovel-Ready Certification Program, or the NYS *BuildNow NY* Program. These sites have received a "shovel-ready" certification or are in the process of receiving a "shovel-ready" certification. While these sites may be considered a premium economic development "product," many lack the necessary infrastructure to make them marketable to economic development prospects that require a fully developed site for fast-tracked location decisions. Additionally, economic development organizations are preparing new, large-user sites to add to the existing "shovel-ready product." National Grid has created this program to help make these sites more marketable for the attraction or expansion of job creating companies.

The **Shovel Ready Infrastructure Program** provides grants of up to \$125,000 for engineering and planning, and \$250,000 for the installation of electric and natural gas infrastructure to a designated *BuildNow NY*, and Shovel-Ready Certified Sites served by National Grid, and for engineering studies that will advance a site in the Shovelready development process.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the owner of the eligible site or have an option to purchase the site;
- ❑ Have a plan for marketing the site

To be eligible for a grant of up to \$250,000 for infrastructure from this program, the **project (site)** must:

- ❑ Be located within the National Grid Upstate New York franchise area; **and**
- ❑ Be a designated BuildNow NY or Shovel-Ready Certified site; **and**
- ❑ Be fully served (all infrastructure in place), upon completion of the project.

There are currently 110 BuildNow-NY sites across New York State and 31 are certified Shovel Ready sites. For a list of BuildNow-NY, Shovel-Ready Certified sites and more information on the program go to <http://www.esd.ny.gov/BusinessPrograms/Data/BuildNow/CertifiedSites.htm>

To be eligible for a grant of up to \$125,000 for engineering and planning from this program, the **project (site)** must:

- ❑ Be located within the National Grid Upstate New York franchise area; **and**
- ❑ Have a high economic development value (i.e, be suitable to attract a large, job-creating, user or users); and
- ❑ Be Shovel-Ready Certified site by NYS upon completion (i.e. grant funds will not be paid out until NYS certifies the site as ShovelReady).

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Grant funds may be used for the installation of National Grid-owned electric and natural gas infrastructure. These grant funds will provide a maximum of 25% of total site development costs.
- ❑ Grant funds may also be used for engineering studies that will result in site being certified by NYS as Shovel-Ready.
- ❑ These grant funds must be matched 1:1 and cannot exceed \$125,000.
- ❑ Retail oriented sites are excluded, unless they will result in a major tourism destination for upstate NY.

Applicants awarded a planning and engineering grant, whose site becomes certified by NYS as ShovelReady, as a result, are eligible for up to \$250,000 for infrastructure from this program.

How to Apply

To apply for the Shovel Ready Incentive please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application;
and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



CleanTech Incubation

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

This program supports the development of a self-sustaining entrepreneurial and innovation “ecosystem” in Upstate New York that will stimulate and support high growth new businesses generating new jobs and new investment in the National Grid service territory. National Grid has created this program to support initiatives that facilitate formation of new ventures or growth of high potential small ventures and also to make buildings more marketable for the creation of new jobs in the clean tech industry and other advanced technology industry sectors.

The **CleanTech Incubation Program** provides grants up to \$250,000 to support entrepreneurial ventures, connect new companies to key resources, address their critical problems, and assist them in capitalizing on emerging opportunities. Application requests may include but are not limited to the costs associated with market research; commercialization efforts, and consulting support that includes entrepreneurs-in-residence (EIR's); training; and costs related to performance tracking and documentation of lessons learned (for replication purposes).

Priority will be given to applicants who have undertaken similar projects elsewhere and concluded them successfully.

The **Program** also offers matching grants of up to \$250,000 for the fit-up of buildings that provide business incubation services for companies in the clean tech industry sector based on the following levels of capital investment as follows:

<u>Total Capital Investment</u>	<u>Available Funding Not to Exceed</u>
Under \$1 Million	\$50,000
\$1 Million to \$5 Million	\$100,000
\$5 Million and above	\$250,000

Minimum Program Requirements:

[Program assistance is only available to customers in good standing located within the National Grid upstate New York franchise territory. (Applicants must be current in payments with National Grid, or have executed a deferred payment agreement, and be operating under a franchise agreement with the company.)]

To be eligible for the entrepreneur venture support, the **applicant** must:

- ❑ Be a NYS Center for Advanced Technology (CAT), or Center of Excellence (COE), or a 501(c)3, 501(c)4 or 501(c)6 corporation dedicated to entrepreneur support;
- ❑ Have experience and a track record of successful performance in economic development and entrepreneurship; **and**
- ❑ Have a history of working and interacting with entrepreneurs and organizations that support entrepreneurs.

To be eligible for the entrepreneur venture support, the **Project** must:

- ❑ Have a physical location in National Grid's upstate NY service territory that receives electric and/or natural gas service; **and**
- ❑ Focus on business-related issues that facilitate the creation, sustainability and/or growth of for-profit entrepreneurial ventures; **and**
- ❑ Include hands-on implementation assistance involving direct interaction with entrepreneurs and their ventures; **and**
- ❑ Include metrics and a tracking method related to increases in entrepreneurial activity including ventures started or growth in existing ventures, jobs created and/or retained, new capital investment and/or revenue growth; **and**
- ❑ Be based on a replicable model with a final report that outlines lessons learned from the funded and substantiated financial results.

To be eligible for the building fit-up assistance, the **applicant** must:

- ❑ Be the owner of the eligible site or building; **or**
- ❑ Be a municipality or not-for-profit (501C3 or 501C6) economic development agency responsible for the development of the site or building.

To be eligible for building fit-up assistance, the **Project** must:

- ❑ Have a physical location in National Grid's Upstate New York service territory that receives electric and/or natural gas service; **and**
- ❑ Have existing infrastructure that is a barrier to new investment; **and**
- ❑ Include a plan for marketing the building to Clean Tech and other advanced technology industries.

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

- ❑ National Grid funds may only be used to offset 50% of project costs (minimum 1:1 funding match required).
- ❑ Funding will be limited to one application per organization per year.

- ❑ Entrepreneur funding is intended to provide one time support for new entrepreneur initiatives.
- ❑ A maximum of 10% of the total grant award can be given to any individual entrepreneur or company.
- ❑ Building fit-up funds can only be used to offset the costs for building drawings, design work, and/or construction.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. All applications are evaluated on a variety of factors. Some applications may not result in the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

How to Apply

To apply for the CleanTech Incubation Program please:

Complete and sign the program application;

- ❑ Attach the required documentation as noted at the end of the application; and
- ❑ Submit all of the above to:
 Karen Mousaw
 Economic Development Program Coordinator
 National Grid
 300 Erie Boulevard West
 Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



URBAN CENTER/COMMERCIAL DISTRICT REVITALIZATION

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

National Grid's Upstate New York service territory includes twenty-one (21) urban centers with populations above 15,000. In addition to a rising demand for urban living spawned by "empty nesters" and accelerated commercial district improvements created by urban university investments in their neighborhoods, many communities are evaluating sustainable growth opportunities and enhancements to the downtown core that presents a unique opportunity to utilize excess utility infrastructure and create new employment and capital investment in Upstate New York's cities. This program is designed to assist these metro centers in National Grid New York's service territory achieve their revitalization goals, increase property tax bases, and promote "smart growth" and sustainable investment in central business districts and commercial corridors.

The **Urban Center/Commercial District Revitalization Program** provides matching grants of up to \$250,000 to local municipalities, development corporations, universities, and medical complexes undertaking major neighborhood revitalization projects. Eligible projects must be endorsed by appropriate municipal authorities, and tied to specific investments in vacant/underutilized structures, neighborhoods and sites within the urban core. Projects that capitalize on the distinctive character of historic city neighborhoods focus on energy efficiency strategies and demonstrate an aggressive approach toward attracting retail pioneers and reclaiming vacant structures will be considered favorably in the application process. Application requests may include the following activities:

- Electric and gas infrastructure and lighting installations associated with pedestrian corridor improvements, site preparation, and building rehabilitation.
- The development of pre-construction drawings to advance an urban redesign plan associated with lighting improvements is also eligible, to the maximum extent possible lighting designs will promote energy efficiency.
- Alternative fuel transportation infrastructure as part of a larger urban revitalization effort.

Applicants must match National Grid funding on a 3:1 basis with other public and/or private resources to obtain funds under this program.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's Upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must be:

- ❑ A municipality and/or its authorized development corporation; **or**
- ❑ A 501(c)3 or 501(c)6, university, or medical complex with the endorsement of the authorized municipality where the project is taking place.

To be eligible for this program, the **project** must:

- ❑ Reside within the National Grid franchise area; **and**
- ❑ Be located in a central business district or commercial area; **and**
- ❑ Have existing utility infrastructure that is underutilized; **and**
- ❑ Have a 3:1 match of other public and private funds to National Grid's dollars; **and**
- ❑ Show specific evidence of job creation and capital investment by businesses or other economic entities attracted or retained by the project; **and**
- ❑ Show evidence of concurrent commitment to the renovation of vacant or underutilized sites and structures within the urban core; **and**
- ❑ Reside within a city with population above 15,000.

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Program funds may only be used to offset 25% (3:1 funding match required) associated with planning, design, engineering, and construction costs related to the enhancement of a Urban Center/Commercial District involving lighting projects.

- Priority will be given to applicants who demonstrate smart growth strategies and partnerships designed to attract new investment and jobs in the urban core.

Maximum funding per project is \$250,000.

How to Apply

To apply for the Urban Center/Commercial District Revitalization please:

Complete and sign the program application;

- Attach the required documentation as noted at the end of the application;
and
- Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



MAIN STREET REVITALIZATION

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

National Grid's New York service territory includes a substantial number of small to medium sized urban centers and main street corridors that possess unrealized potential and are located where National Grid often has excess utility infrastructure and capacity. This program is designed to assist communities in promoting "smart growth" and private sector investment in central business districts and commercial corridors that help their competitive viability, attract investment, and capitalize on their distinct development potential.

The **Main Street Revitalization Program** provides matching grants to municipal and non-profit development corporations undertaking efforts to revitalize critical mainstreet/commercial corridors. Application requests may include the following: development of pre-construction documents that advance an existing community accepted design plan, site preparation, and construction of commercial and industrial adaptive re-use projects and renovation and rehabilitation of commercial, industrial or mixed-use buildings under 100,000 square feet. Priority projects will be sustainable and demonstrate use of green building technologies/LEED certified initiatives (Leadership in Energy & Environmental Design) and Greening USA's 12 Traits of Sustainability. This program is not intended to provide funds for civic facilities; for example, sports and recreation complexes, libraries, public buildings, etc. Projects must be located in an underutilized central business district/commercial area. The building itself should be vacant or within a commercial area that has a vacancy rate of at least 50%. Projects must demonstrate job creation. Those that show ability to stimulate ancillary public and private investment will be reviewed favorably in the evaluation process. Applications showing commitments from public funding resources such as the Governor's Office of Small Cities and Empire State Development are encouraged.

Minimum Program Requirements: *Please review the following program requirements and guidelines, carefully. They will help you decide whether you want to apply for this program.*

[Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. (Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.)]

To be eligible for this program, the **applicant** must be:

- ❑ A municipality and/or its authorized development corporation; **or**
- ❑ A 501(c)3, 501(c)6, or 501(c)4 corporation, working in tandem with a municipality and/or its Industrial Development Agency or Local Development Corporation; **or**
- ❑ Be the owner or developer of the eligible site with the endorsement of the municipality

To be eligible for this program, the **project** must:

- ❑ Receive electric or natural gas service from National Grid New York; **and**
- ❑ Be located in a central business district or commercial area; **and**
- ❑ Have existing electric or natural gas infrastructure that is clearly underutilized; **and**
- ❑ Show evidence of private sector job creation/retention and capital investment; **and**
- ❑ Reside in a building/site that is vacant OR within a target redevelopment area that contains a 50% vacancy rate.

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline the expectations of the grant program and the conditions upon which funds will be released.

Grant amounts listed are the maximum allowable award for each program. All applications are evaluated on a variety of factors. Some applications may not result in the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Grant amounts will be determined based on the size of the **total** capital investment you are making in your project/facility (including energy and non-energy related investments) as follows:

<u>Total Capital Investment</u>	<u>Total Avail Funding not to Exceed:</u>
\$50,000 to \$250,000	\$25,000
\$250,000 to \$1 Million	\$50,000
\$1 Million to \$5 Million	\$100,000
\$5 Million to \$25 Million	\$250,000
Above \$25 Million **	\$500,000

**In order to qualify for highest level of funding the building must be:

- 100% vacant for more than 3 years
 - greater than 250,000 sq ft
- ❑ Program funds may only be used to offset 50% of costs (1:1 funding match required).
 - ❑ Projects demonstrating *Greening USA's* "12 Steps of Sustainability" or receiving some level of LEED certification are more likely to be fully funded.
 - ❑ Show evidence that a comprehensive assessment of energy efficiency measures were fully investigated and any completed or pending applications for energy efficiency incentives.

How to Apply

To apply for the Main Street Revitalization please:

Complete and sign the program application;

- ❑ Attach the required documentation as noted at the end of the application; and
- ❑ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



TARGETED FINANCIAL ASSISTANCE

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

National Grid, New York, has a number of energy discount programs, including Service Classification No. 12 and the Empire Zone Rider (EZR). These programs are designed to attract new business customers to Upstate New York, help existing National Grid customers expand their businesses, and to provide financial assistance to business customers who have severe competitive challenges.

The **Targeted Financial Assistance Program** is intended to fill gaps (either timing and/or other special circumstances related to the competitive position of the plant for new investment) in the National Grid energy discount programs by providing energy price reductions to business customers that have significant growth opportunities and severe competitive challenges. Applications must demonstrate that they have sought and are receiving benefits/incentives from state, federal, and/or local development agencies.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's Upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ☐ Be the owner of the eligible facility
- ☐ Demonstrate **one** of the following competitive threats or opportunities to your facility:
 - Facility closure due to financial reasons; **or**
 - Facility relocation from NM service territory to a location outside of NM service territory; **or**
 - Ability to attract new jobs and investment.

To be eligible for this program, the **facility** must:

- ☐ Be located within the National Grid New York service territory
- ☐ Have an end use that may be classified in the North American Industry Classification System (NAICS) as one of the following Manufacturing or Service Industry businesses:
 - Manufacturing (NAICS codes 31, 32 or 33)

- Wholesale Trade (NAICS code 42)
- Regional warehousing or storage (NAICS 493)
- Professional, scientific or technical services (NAICS code 541)
- Administrative or support services (NAICS code 561)

(If you are not sure what NAICS classification your business is, simply check on-line at <http://www.census.gov/epcd/www/naics.html>)

- ❑ Have an average metered monthly electric demand of at least 500kw. If you do not know your average metered monthly demand, look at the facility's National Grid bill for this information.
- ❑ Meet **one** of the following conditions that indicates your facility is an intense user of energy:
 1. Your facility imposes or is likely to impose monthly electric peak demand of more than 5,000 kW; **or**
 2. Your facility's electricity bills represent at least 8% of your facility's annual gross revenue from sales (You can figure this by your total annual electric bills divided by your annual gross sales); **or**
 3. Your facility has an average monthly load factor of at least 70%. (If you are unsure what your load factor is, use the following calculator.

Load Factor Estimator

$$\text{Load Factor} = \frac{\text{Monthly Usage (kWh)}}{\text{Monthly Peak Demand (kW)} \times 720}$$

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- Discounts are available to eligible customers for up to a 3-year period.
- Maximum discounts may not exceed \$250,000 per customer in any year.
- The total amount of discounts a customer may receive may not exceed \$500,000.
- Priority will be given to customers who are not currently receiving the benefits of other National Grid Economic Development or other energy discount programs.
- Average delivery rates will never fall below National Grid's prevailing Empire Zone Rider (EZR) prices.
- If deemed eligible based on above criteria, awards will be granted and used on the following job requirements:

Jobs retained or <u>attracted</u>	Total Avail Funding <u>not to Exceed:</u>
Under 100	\$100,000
100-199	\$250,000
200-299	\$350,000
300 & above	\$500,000

How to Apply

To apply for the Targeted Financial Assistance please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application; and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@us.ngrid.com.

Please do not submit an application unless you have reviewed it with your National Grid Account Manager.



SMALL BUSINESS GROWTH (DEMAND CHARGE REDUCTION)

Note to state, regional, and local economic developers: If you intend to use this program as part of an overall incentive offer to a company, you must submit a written request to National Grid's Economic Development Department, in advance of the project announcement.

Program Summary

Growing medium size companies are responsible for an enormous amount of job growth in the service territory of National Grid New York. This program is designed to insure that those growing businesses can continue their success and provide an incentive to do so.

The **Demand Charge Reduction Program** provides eligible businesses 2 years of electric service demand charge discounts.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the owner of the eligible business.
- ❑ Have an executed Service Classification No. 12 (SC-12) contract with National Grid; **and**
- ❑ Have been a SC2D customer prior to beginning their SC-12 contract term; **and**
- ❑ Be scheduled to complete the SC-12 contract term before December 31, 2013, **and**
- ❑ Have a metered monthly electric demand greater than 100kw but less than 500k.

A customer's service classification and average monthly demand is located on its National Grid New York bill.

Funding and Eligibility Guidelines:

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter.

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

How to Apply

To apply for the Small Business Growth (Demand Charge Reduction) please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application; and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@us.ngrid.com.

Please do not submit an application unless you have reviewed it with your National Grid Account Manager.

IV. Electric Financial Summary & 2014 Forecast

IV. ELECTRIC Financial Summary & 2014 Forecast				
<i>Program</i>	<i>2012* Actuals Expenditures</i>	<i>2014 Estimated Completed Projects</i>	<i>2014 Estimated Average Cost Per Project</i>	<i>2014 Estimated Expenditures</i>
<u>Capital Investment Programs</u>				
Capital Investment Incentive	\$2,613,113	14	\$ 200,000	\$2,800,000
3-Phase Power	\$263,500	6	\$ 50,000	\$300,000
<u>Marketing Programs</u>				
Strategic Economic Development	\$1,343,779	15	\$ 85,000	\$1,275,000
Cooperative Business Recruitment	\$81,220	10	\$ 8,500	\$85,000
<u>Energy Efficiency & Productivity Programs</u>				
Energy Efficiency in Empire Zones	\$55,642	4	\$ 16,000	\$64,000
Agribusiness Productivity	\$150,000	4	\$ 25,000	\$100,000
Power Quality Enhancement	\$50,000	5	\$ 50,000	\$100,000
Manufacturing Productivity	\$717,296	30	\$ 20,000	\$600,000
Renewable Energy Eco Dev	\$1,610,864	3	\$ 500,000	\$1,500,000
<u>Site Development Programs</u>				
Brownfield Redevelopment	\$635,000	4	\$ 140,000	\$560,000
Building Ready Upstate	\$30,000	1	\$ 30,000	\$30,000
Industrial Bldg Redevelopment	\$0	1	\$ 50,000	\$50,000
ShovelReady Infrastructure	\$320,729	3	\$ 100,000	\$300,000
Clean Tech Incubation	\$0	5	\$ 150,000	\$750,000
<u>Revitalization & Urban Dev Programs</u>				
Main Street Revitalization	\$717,085	15	\$ 50,000	\$750,000
Urban Center/Commercial Revitalization	\$625,000	5	\$ 250,000	\$1,250,000
<u>Pricing Incentives</u>				
Targeted Financial Assistance	\$500,000	1	\$ 250,000	\$250,000
<u>ED Plan Communications</u>				
	\$142,775	n/a	n/a	\$236,000
Total -- Proposed ED Plan Programs	\$ 9,856,003	126	n/a	\$11,000,000

*reporting period is through 3/31/2013

V. 2014 Proposed Gas Program Descriptions



NATURAL GAS CAPITAL INVESTMENT INCENTIVE

The **Natural Gas Capital Investment Incentive Program** provides funds to help offset customer costs associated with upgrading natural gas infrastructure to accommodate a business expansion or new construction project. Applicants must demonstrate that they are unable to secure sufficient funding for the project through federal, state, or local economic development programs. Application requests may include but are not limited to the following:

- Improvements to National Grid's natural gas system, such as line extensions or upgrades to existing gas delivery infrastructure, that require a customer contribution in aid of construction..
- Customer costs associated with conversion from oil or other fuels to National Grid natural gas delivery service.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must:

- ❑ Be the customer of record (owner or lessee) of an eligible facility or prospective eligible facility;
- ❑ Demonstrate efforts to obtain state & local economic development incentives for the facility;
- ❑ Demonstrate the ability to attract and/or retain jobs and generate capital investment in the eligible facility; **and**
- ❑ Make a capital investment (building, machinery and or equipment) that requires natural gas infrastructure improvements.

To be eligible for this program, the **facility (business) or prospective facility** must:

- ❑ Be located in National Grid's Upstate New York service territory;
- ❑ Demonstrate Industrial Development Agency (IDA) or other public development agency support for the project;
- ❑ Be currently served under—or expected by National Grid to be served under—one of the following natural gas service classifications: SC3, SC4, SC5, SC6, SC8 or SC9; **and**
- ❑ Be used for business purposes that can be classified in one of the following industry sectors:
 - Manufacturing

- Regional warehousing/distribution center
- Scientific research and development
- Data Centers
- “Back office” operations such as data processing or customer service operations
- Regional/national administrative centers or headquarter facilities
- Agri Business

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid’s current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

Grant amounts listed are the maximum allowable award for each program. Each application is evaluated on a variety of factors, resulting in some not receiving the maximum grant award.

If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company’s current rate agreement or without prior written consent from National Grid.

Grant amounts are determined based on the **total** capital investment being made in infrastructure, plant and equipment (including energy and non-energy related investments) as follows:

<u>Total Capital Investment</u>	<u>Total Available Funding not to Exceed:</u>
\$100,000 to \$1 Million	\$50,000
\$1 Million to \$5 Million	\$250,000
\$5 Million and above	\$500,000

Program funds cannot represent more than 30% of the total capital investment costs (energy infrastructure and other related capital improvements).

Program funds cannot exceed the final cost of energy related infrastructure Improvements related to the project.

How to Apply

To apply for the Natural Gas Capital Investment Incentive Program please:

Complete and sign the program application;

- ☐ Attach the required documentation as noted at the end of the application;
and
- ☐ Submit all of the above to:
Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.



SUSTAINABLE GAS AND ECONOMIC DEVELOPMENT

The Sustainable Gas and Economic Development Program will fund a limited number of projects in the National Grid service territory that demonstrate sustainable gas technologies while producing significant economic development benefits for the region. The program will provide matching grants of up to \$250,000 for collaborative projects that involve an Upstate research institution, one or more sustainable gas or gas transportation technologies and a regional economic development sponsor. Eligible technologies include but are not limited to those that produce or utilize pipeline quality gas from biogas resulting from anaerobic digestion or gasification of waste materials for delivery in local distribution systems or use in natural gas vehicles.

Minimum Program Requirements: *Please review the program requirements and guidelines below, prior to completing an application for funding.*

Note: Program assistance is only available to customers in good standing, located within National Grid's upstate New York franchise territory. Applicants must be current in payments with National Grid or have executed a deferred payment agreement with the Company.

To be eligible for this program, the **applicant** must be:

- ❑ A regional economic development entity in National Grid's Upstate New York service territory; **or**
- ❑ A University-based research organization with the endorsement of the authorized municipality where the project is taking place; **or**
- ❑ A 501(c)3, 501(c)6, or 501(c)4 corporation, working in tandem with a municipality, university, or regional economic development organization.

To be eligible for this program, the **project** must:

- ❑ Be located within the National Grid Upstate NY service area; **and**
- ❑ Involve development and deployment of sustainable gas or gas transportation technologies such as bio-methane or gas blends processed to pipeline quality standards produced from landfill gas recovery, municipal wastewater operations, municipal solid wastes, wood and pulp wastes, farm or dairy wastes, or any other renewable material that is both produced and processed in NY State for delivery in a local distribution system or use in natural gas vehicles; **and**
- ❑ Obtain matching funds on at least a 4:1 basis from other sources; **and**
- ❑ Include involvement of a regional university research institution; **and**
- ❑ Have one or more sustainable gas or related sustainable gas technology partners; **and**

- ❑ Have a regional economic development sponsor; **and**
- ❑ Show specific evidence of regional economic development benefits by:
 1. Creating an asset that will enhance regional business attraction or expansion efforts; **or**
 2. Serving as a learning center for sustainable gas or sustainable gas transportation technologies.

Funding and Eligibility Guidelines

Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended or until the end of National Grid's current rate agreement. Funding is released to a grant award recipient only after the recipient has met all conditions of the program. In all circumstances, funding should be viewed by the applicant as a reimbursement for work completed following grant approval in the form of an award letter

The grant award recipient should expect to execute a Funding Agreement with National Grid. The Agreement will outline expectations of the grant program and the conditions for the release of funds.

The maximum allowable grant award for this program is \$250,000. All applications are evaluated on a variety of factors. Some applications may not result in the maximum grant award. If you are applying to more than one program for the same project, you must indicate that clearly on the application.

Under no circumstance will funding be released after the expiration of the Company's current rate agreement or without prior written consent from National Grid.

- ❑ Program funds may only be used to offset 20% of project costs (4:1 funding match required)

How to Apply

To apply for the Sustainable Gas and Economic Development program please:

Complete and sign the program application;

- ❑ Attach the required documentation as noted at the end of the application; and
- ❑ Submit all of the above to:

Karen Mousaw
Economic Development Program Coordinator
National Grid
300 Erie Boulevard West
Syracuse, NY 13202

If you need assistance in completing the application, please contact Karen Mousaw via email at Karen.Mousaw@nationalgrid.com.

VI. Gas Financial Summary & 2014 Forecast

VI. GAS Financial Summary & 2014 Forecast			
<i>Program</i>	<i>2014 Estimated Completed Projects</i>	<i>2014 Estimated Average Cost Per Project</i>	<i>2014 Estimated Expenditures</i>
Natural Gas Capital Investment Incentive	3	\$ 250,000	\$750,000
Sustainable Gas & Economic Development	2	\$ 125,000	\$250,000
Total -- Proposed ED Plan Programs	5	n/a	\$1,000,000

Appendix A

Project List Jan 2012-March 2013

<u>AP #</u>	<u>Organization</u>	<u>Program Name</u>	<u>County</u>	<u>Amount Disbursed</u>	<u>Description</u>	<u>Capital Investment</u>	<u>Jobs</u>
11071	XXXX	3-Phase Power Incentive	Chautauqua	\$50,000	Construction of new farm headquarters & fruit processing complex	\$340,000	8
11099	XXXX	3-Phase Power Incentive	Madison	\$13,500	3 phase needed for expansion of dairy farm	\$572,000	3
11161	XXXX	3-Phase Power Incentive	Wyoming	\$50,000	3 phase needed for expansion of dairy farm	\$1,555,457	8
12101	XXXX	3-Phase Power Incentive	Herkimer	\$50,000	3 phase needed for expansion of dairy farm	\$159,219	12
12136	XXXX	3-Phase Power Incentive	Jefferson	\$50,000	3 phase needed for expansion of dairy farm	\$2,061,709	16
12193	XXXX	3-Phase Power Incentive	Jefferson	\$50,000	3 phase needed for expansion of dairy farm	\$56,000	n/r
11061	Casey Farms	Agribusiness Productivity	Onondaga	\$25,000	Installation of solar pv system	\$100,000	n/r
12004	Gridley Farms Inc.	Agribusiness Productivity	Onondaga	\$25,000	Installation of 8 pole mount solar systems	\$138,290	2
12031	Peaceful Meadows	Agribusiness Productivity	Herkimer	\$25,000	Installation of solar installation	\$226,720	4
12150	Breese Hollow Dairy	Agribusiness Productivity	Rensselaer	\$25,000	Installation of solar installation	\$128,336	1
11059	Paster Land Dairy	Agribusiness Productivity	Onondaga	\$25,000	Installation of solar PV system	\$270,000	5
11060	Louis Perieria Farm	Agribusiness Productivity	Oneida	\$25,000	Installation of solar panels	\$1,799,999	2
10020	Buffalo Urban Development Corp.	Brownfield Redevelopment	Erie	\$300,000	Phase 2 of clean up of 12 acre memorial Aud site in downtown.	\$2,800,000	100
10061	The Buffalo Lafayette, LLC	Brownfield Redevelopment	Erie	\$250,000	Restoration of the building - 30 room boutique hotel, 5 restaurants and banquet facilities.	\$11,800,000	140
12076	Sphere STP LLC	Brownfield Redevelopment	Madison	\$85,000	Redevelopment of existing auto repair site - removal of existing contamination	\$3,012,820	3
10097	TM Montante Development LLC	Building Ready	Erie	\$30,000	Developing a 10 acre site to build 75,000 sq ft flex bldg.	\$56,000	163
10092	XXXX	Capital Investment Incentive	Niagara	\$300,000	Building a new state of the art facility - building of substation (progress pay)	n/a	n/a
10109	XXXX	Capital Investment Incentive	Erie	\$100,000	Electrical infrastructure upgrade and relocation of 34.5 service in order to put in new equipment for new line.	\$3,511,378	14
10114	XXXX	Capital Investment Incentive	Madison	\$250,000	Large expansion for company to add new products, increase production & be more competitive.	\$2,500,000	4
11074	XXXX	Capital Investment Incentive	Genesee	\$250,000	Major expansion of food processing facility	\$287,081	50
11097	XXXX	Capital Investment Incentive	Genesee	\$100,000	Large processor formerly on diesel generator is undertaking expansion	\$1,100,000	4

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11098	XXXX	Capital Investment Incentive	Erie	\$47,139	Operation has outgrown current facilities & needs significantly larger space	\$15,269,451	138
11118	XXXX	Capital Investment Incentive	Onondaga	\$250,000	Manufacturer converting 70,000 sq ft warehouse space into high speed assembly operation. Need to upgrade to 34.5 service to handle load.	\$6,127,464	44
11162	XXXX	Capital Investment Incentive	Madison	\$100,000	Large expansion on 58 acres	\$3,972,802	9
11182	XXXX	Capital Investment Incentive	Saratoga	\$160,000	Constructing aprox 142,000 sq ft facility on 35 acre site	\$5,764,000	90
12065	XXXX	Capital Investment Incentive	Montgomery	\$44,623	Refurbishing vacant property to bring in manufacturing and/or warehouse.	\$762,603	3
12075	XXXX	Capital Investment Incentive	Albany	\$250,000	Large expansion needs to extend gas service to this facility.	\$21,250,000	26
12171	XXXX	Capital Investment Incentive	Schenectady	\$40,000	Infrastructure work to support customer expansion project	\$343,000	135
11023	XXXX	Capital Investment Incentive	Albany	\$50,000	Company is expanding & needs more capacity	\$750,000	12
11046	XXXX	Capital Investment Incentive	Oswego	\$221,351	\$13.9 million dollar expansion of manufacturing facility	\$13,915,000	50
11052	XXXX	Capital Investment Incentive	Erie	\$100,000	Major expansion of facility	\$3,150,000	425
10089	XXXX	Capital Investment Incentive	Niagara	\$250,000	Large expansion will consist of building an additional 39,000 sq ft on their existing facility	\$22,669,303	4
11065	XXXX	Capital Investment Incentive	Erie	\$100,000	20,000 ft expansion of current facility	\$3,200,000	67
10072	Buffalo Niagara Enterprise	Cooperative Business Recruitr	Erie	\$3,750	Redesign of website to more effectively market region	\$7,500	n/a
11072	Fulton County Economic Development	Cooperative Business Recruitr	Fulton	\$6,821	Redesigning of website to better reflect Fulton Co EDC's expertise in economic development.	n/a	n/a
11183	Saratoga Economic Development Corp	Cooperative Business Recruitr	Saratoga	\$10,000	Public relations campaign to promote Saratoga County assets	n/a	n/a
11184	Saratoga Economic Development Corp	Cooperative Business Recruitr	Saratoga	\$3,737	Site Selector outreach & familiarization of Saratoga county	n/a	n/a
12021	Cortland County Business Developmer	Cooperative Business Recruitr	Cortland	\$10,000	Redevelopment of 10 year old website.	n/a	n/a
12142	Saratoga Economic Development Corp	Cooperative Business Recruitr	Saratoga	\$7,500	Building Innovative Ecosystems Presentation brought into engage regional businesses on how to build out the tech ecosystems.	n/a	n/a
12153	Niagara County	Cooperative Business Recruitr	Niagara	\$3,000	Redesign of current website to emphasize Niagara County	n/a	n/a
8072	Fulton County EDC	Cooperative Business Recruitr	Fulton	\$10,000	Marketing Initiative focusing on national and international dairy industries i	n/a	n/a
10071	Buffalo Niagara Enterprise	Cooperative Business Recruitr	Erie	\$8,550	Back office marketing & outreach campaign.	n/a	n/a
11043	Jefferson County Job Development Co	Cooperative Business Recruitr	Jefferson	\$8,625	Re-design of website to more effectively market Jefferson County & the region.	n/a	n/a

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11181	Center for Economic Growth	Cooperative Business Recruitr	Albany	\$9,238	Clean Tech Solar Power International Show	n/a	n/a
11068	XXXX	Energy Efficiency in the Empire	Oneida	\$5,642	Lighting upgrade of existing T-12 fluorescents - new high efficiency T-8 lights	\$11,284	n/a
11106	XXXX	Energy Efficiency in the Empire	Oneida	\$25,000	Installing an energy efficient variable speed air compressor.	\$126,000	3
10108	XXXX	Energy Efficiency in the Empire	Onondaga	\$25,000	Energy efficient variable frequency drive on process water pumps being installed.	\$49,000	n/a
7025	South Jefferson Community	Mainstreet Revitalization Progr	Jefferson	\$50,000	Rehabilitation of several mixed use properties in a one block main street area i	\$462,000	18
8054	Buffalo Urban Development Corporatio	Mainstreet Revitalization Progr	Erie	\$200,000	Redevelopment of "gateway block" in downtown Buffalo for mixed use.	\$10,000,000	8
9012	Greater Glens Falls Local Dev Corpora	Mainstreet Revitalization Progr	Warren	\$25,000	Redevelop 3 story property vacant - for commercial space	\$340,780	12
9052	Hudson River Local Development Corpr	Mainstreet Revitalization Progr	Warren	\$100,000	Development of 3 story vacant bldg	\$5,250,000	6
10112	Buffalo Urban Development Corporatio	Mainstreet Revitalization Progr	Erie	\$25,000	Redevelopment & reuse of vacant 18,000 sq ft of commercial space & upper floor apts	\$2,500,000	n/a
11013	NYSARC, Inc.-Warren & Washington C	Mainstreet Revitalization Progr	Warren	\$50,000	Renovation of "Kadant" building - 75,000 sq ft bldg - Warren Washington ARC will occupy part of bldg after renovations and will lease out additional space	\$900,000	15
11025	City of Syracuse on behalf of Synapse	Mainstreet Revitalization Progr	Onondaga	\$50,000	Renovation of vacant bldg & creating office space; installing a 24kw solar photovoltaic system on roof; and install 9 electric vehicle charging stations	\$1,502,600	14
11039	Downtown Albany Business Improvem	Mainstreet Revitalization Progr	Albany	\$25,000	Renovation of a vacant 26,000 sq ft bldg into mixed use consisting of restaurant, catering facility & apartments.	\$35,000	23
11088	City of Watervliet	Mainstreet Revitalization Progr	Albany	\$20,000	Retrofit of vacant church school on 5th Ave in Watervliet into apparel business. Retains 10 jobs & creates 7 new.	\$410,000	17
12030	Town of Glenville	Mainstreet Revitalization Progr	Schenectady	\$50,000	Renovation & upgrade of vacant bldg for Mohawk Ambulance Service.	\$506,555	3
12052	Heritage Restoration, LLC	Mainstreet Revitalization Progr	Orleans	\$25,000	Bldg in Medina has been vacant for over 5 years. Renovating into commercial space.	\$190,397	8
12067	RWDC Property Management LLC	Mainstreet Revitalization Progr	Rensselaer	\$22,085	Renovation of vacant bldg & develop into mixed use.	\$250,000	3
12143	HF Park Properties LLC.	Mainstreet Revitalization Progr	Washington	\$50,000	Rehabilitation of vacant building	\$177,650	6
10095	601 Tully	Mainstreet Revitalization Progr	Onondaga	\$25,000	Renovation of an old abandoned building into a mixed use store front	\$473,131	24
9026	XXXX	Manufacturing Productivity Proq	Chautauqua	\$39,975	Performing both Lean Six Sigma for shop floor improvements and Eureka Winning Ways to drive top line growth.	\$400,000	25
9041	XXXX	Manufacturing Productivity Program		\$31,461	Performing Eureka winning ways	\$10,000	n/r
9085	XXXX	Manufacturing Productivity Proq	Erie	\$4,775	Lean Manufacturing and development of new products.	\$10,550	n/r
10001	XXXX	Manufacturing Productivity Proq	Herkimer	\$12,683	Quality mgmt system in place	\$26,000	10

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10010	XXXX	Manufacturing Productivity Pro	Lewis	\$15,000	Lean Manufacturing and development of new products.	\$63,170	156
10048	XXXX	Manufacturing Productivity Pro	Chautauqua	\$19,800	Lean Manufacturing and development of new products.	\$850,000	86
10059	XXXX	Manufacturing Productivity Pro	Onondaga	\$29,320	Lean Manufacturing and development of new products.	\$252,400	48
10067	XXXX	Manufacturing Productivity Pro	Erie	\$24,158	Performing growth and productivity training	\$475,000	26
11006	XXXX	Manufacturing Productivity Pro	Niagara	\$3,260	Performing growth project - CEG Sandler Growth training	\$6,500	100
11010	XXXX	Manufacturing Productivity Pro	Erie	\$13,075	Performing growth and productivity training	\$100,000	12
11026	XXXX	Manufacturing Productivity Pro	Jefferson	\$4,662	Performing lean manufacturing to automate their processes.	\$125,000	15
11028	XXXX	Manufacturing Productivity Pro	Genesee	\$40,000	Implementing growth and productivity at their facility	\$67,800	120
11050	XXXX	Manufacturing Productivity Pro	Erie	20,940	Performing lean manufacturing (Lean Six Sigma) and sales & marketing initiatives.	\$400,000	21
11051	XXXX	Manufacturing Productivity Pro	Oneida	\$12,500	Performing growth targeted training.	\$26,000	n/r
11078	XXXX	Manufacturing Productivity Program		\$40,000	Lean manufacturing training.	\$50,000	n/r
11080	XXXX	Manufacturing Productivity Pro	Cattaraugus	\$18,030	Lean manufacturing training and sales & marketing initiatives.	\$250,000	38
11084	XXXX	Manufacturing Productivity Pro	Erie	\$5,525	Performing growth related initiatives	\$11,050	10
11095	XXXX	Manufacturing Productivity Pro	Erie	\$8,040	Lean manufacturing training.	\$20,100	9
11096	XXXX	Manufacturing Productivity Pro	Onondaga	\$40,000	Performing productivity & growth activities	\$17,000	5
11105	XXXX	Manufacturing Productivity Pro	Erie	\$9,550	Performing sales & marketing support	\$19,100	n/r
11110	XXXX	Manufacturing Productivity Pro	Erie	\$11,580	Implementing lean manufacturing practices into their business.	\$28,950	n/r
11112	XXXX	Manufacturing Productivity Pro	Erie	\$4,725	Support Sales & marketing efforts.	\$9,000	n/r
11120	XXXX	Manufacturing Productivity Pro	Niagara	\$7,450	Top line growth project designed to provide sales & marketing support.	\$14,900	n/r
11149	XXXX	Manufacturing Productivity Pro	Fulton	\$14,000	Lean manufacturing program	\$47,000	150
11167	XXXX	Manufacturing Productivity Pro	Genesee	\$40,000	Lean manufacturing program	\$70,400	12
11170	XXXX	Manufacturing Productivity Pro	Erie	\$5,400	Lean manufacturing program	\$13,500	2

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11188	XXXX	Manufacturing Productivity Pro	Albany	\$15,000	Growth management training	\$33,000	n/r
12013	XXXX	Manufacturing Productivity Pro	Lewis	\$6,912	Performing lean manufacturing training	\$17,280	n/r
12033	XXXX	Manufacturing Productivity Pro	Erie	\$5,200	Lean manufacturing activities	\$300,000	2
12039	XXXX	Manufacturing Productivity Pro	Erie	\$7,940	Performing lean manufacturing	\$19,850	18
12049	XXXX	Manufacturing Productivity Pro	Jefferson	\$15,000	Performing Lean manufacturing Training	\$46,366	n/r
12056	XXXX	Manufacturing Productivity Pro	Schenectady	\$40,000	Performing growth & productivity training.	\$82,450	34
12080	XXXX	Manufacturing Productivity Pro	Albany	\$9,480	Performing lean & growth activities.	\$15,800	3
12138	XXXX	Manufacturing Productivity Pro	Erie	\$2,360	Lean manufacturing program	\$50,000	30
12175	XXXX	Manufacturing Productivity Pro	Erie	\$5,720	Lean manufacturing program	\$14,300	60
11062	XXXX	Manufacturing Productivity Program		\$7,700	Lean manufacturing for productivity improvement.	\$50,000	5
11011	XXXX	Manufacturing Productivity Program		\$4,400	Lean White belt training & Lean Seeing green training	\$15,090	25
9068	XXXX	Manufacturing Productivity Pro	Franklin	\$22,000	Lean Manufacturing training and development of new products.	\$66,000	18
10125	XXXX	Manufacturing Productivity Pro	Oneida	\$16,350	Lean enterprise training along with supervisory & sales training	\$54,500	107
11067	XXXX	Manufacturing Productivity Pro	St Lawrence	\$5,150	Lean manufacturing assistance training.	\$12,875	9
11094	XXXX	Manufacturing Productivity Pro	Lewis	\$2,800	Performing lean manufacturing training	\$7,200	96
11047	XXXX	Manufacturing Productivity Pro	Oswego	\$10,375	Implementing lean manufacturing.	\$28,000	115
11040	XXXX	Manufacturing Productivity Pro	Schenectady	\$40,000	Performing growth and productivity training	\$66,700	75
11108	XXXX	Manufacturing Productivity Pro	Erie	\$2,920	Performing lean manufacturing concepts	\$2,500,000	126
10101	XXXX	Manufacturing Productivity Pro	Saratoga	\$3,840	Pursuing productivity and growth activities.	\$354,000	11
11049	XXXX	Manufacturing Productivity Pro	Erie	\$8,880	Introducing lean manufacturing concepts	\$200,000	34
11054	XXXX	Manufacturing Productivity Pro	Erie	\$9,360	Performing Lean Manufacturing ISO9001 training	\$100,000	12
11064	XXXX	Power Quality Enhancement Pr	Erie	50,000	Infrastructure work to support power quality for expanding manufacturer	\$136,000	n/r
10131	The Research Foundation of SUNY on	Renewable Energy and Econor	Albany	220,064	Install, demonstrate, develop state of the art control & monitoring laboratory that is grid connected with 150 kv PV installations.	\$1,086,751	35
11063	Synapse Sustainability Trust	Renewable Energy and Econor	Onondaga	\$40,800	LEED Platinum Bldg with 9 electric vehicle charging stations, 22kw PV system and improved aesthetic of gateway to Downtown.	\$296,776	12

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11070	Wyoming County IDA	Renewable Energy and Econor	Wyoming	\$750,000	Mixed-waste anaerobic digestion & renewable energy facility.	\$8,000,000	37
12048	Utica Industrial Development Corp.	Renewable Energy and Econor	Oneida	\$600,000	Constructing an Anaerobic Fluidized Bed Digester system for wastewater treatment	\$4,600,000	101
11116	Vista Development	ShovelReady Incentive	Albany	\$125,000	Development of Vista campus in Town of Bethlehem. 428 acres & will have 1.4 m sq ft of bldg space.	\$588,468	124
12020	Mohawk Valley EDGE	ShovelReady Incentive	Oneida	\$91,698	Marcy Nanocenter road construction requires power pole relocation	\$7,700,000	n/r
8065	Genesee Gateway LDC	ShovelReady Infrastructure	Genesee	\$4,031	Development of Genesee Valley Agri Bus Park - electrical infrastructure	\$4,700,000	55
8076	Rensselaer Technology Park	ShovelReady Infrastructure	Rensselaer	\$100,000	Extending elec and gas into Phase III of the Rensselaer Tech Park.	\$5,000,000	130
8071	Central Upstate Regional Alliance, Inc.	Strategic Economic Developme	Onondaga	\$98,743	Implementation of a comprehensive industry attraction & retention effort focused to environmental & energy systems sector.	n/a	n/a
9078	Genesee Gateway Local Development	Strategic Economic Developme	Genesee	\$175,000	Design phase of the development of the Town of Alabama STAMP Park -includes land use actions & comparable sites benchmarking, engineering & environmental to make site shovelready	n/a	n/a
10084	Buffalo Urban Development Corp.	Strategic Economic Developme	Erie	\$50,000	This is a site development plan for the Riverbend Site on South Park Ave -will include parcel,road,utility & infrastr plans; prelim cost estimates; renewable energy strategy; real estate market analysis	n/a	n/a
10128	Cornell Cooperative Extension of Madi	Strategic Economic Developme	Madison	\$30,000	Study to develop new distribution channels for CNY farm products.	n/a	n/a
10135	Buffalo Niagara Enterprise	Strategic Economic Developme	Niagara	39,500	217 acre parcel adjacent to Niagara Falls International Airport in Town of Niagara - Prepare to be shovel ready certified & SEQR so it can be better marketed as a possible light industrial/manuf use.	n/a	n/a
11022	Mohawk Valley EDGE	Strategic Economic Developme	Oneida	\$64,752	SUNYIT Strategic Marketing Initiative	n/a	n/a
11042	Mohawk Valley EDGE	Strategic Economic Developme	Oneida	\$19,500	Marketing outreach & liaison with semiconductor industry	n/a	n/a
11066	New York State EDC	Strategic Economic Developme	Albany	\$9,000	Implemented a marketing program aimed at building relationships & influencing corporate real estate decision makers & site location consultants.	n/a	n/a
11073	Albany County Airport Authority	Strategic Economic Developme	Albany	\$27,603	Project to develop an air service market analysis and marketing plan	n/a	n/a
11076	Mohawk Valley Eco Dev District	Strategic Economic Developme	Schoharie	\$175,000	Site infrastructure work - including water & sewer for development & growth of Howe Cavern major tourism destination in Town of Cobleskill, Schoharie County.	n/a	n/a
11090	NY-BEST	Strategic Economic Developme	Albany	\$64,288	NY Best is becoming global leader for energy storage technologies & proposing 3 initiatives.	n/a	n/a
11115	Fort Drum Regional Liaison Organizati	Strategic Economic Developme	Jefferson	\$20,000	Phase III of the Drum Country Regional Marketing Program will include direct mail, advertising, displays & materials to promote drum country	n/a	n/a
12008	Buffalo Niagara Medical Campus, Inc.	Strategic Economic Developme	Erie	\$22,000	International Bio Conference in June	n/a	n/a
12009	Center for Economic Growth	Strategic Economic Developme	Albany	\$96,635	2012 Marketing & Attraction Initiatives	n/a	n/a

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12010	Mohawk Valley EDGE	Strategic Economic Developme	Oneida	\$81,902	Marketing & business development efforts to support development of the Marcy Nanocenter	n/a	n/a
12012	Centerstate Corporation for Economic	Strategic Economic Developme	Onondaga	\$6,200	Development of the Metropolitan Business Plan initiative	n/a	n/a
12063	Erie County Industrial Development Ag	Strategic Economic Developme	Erie	\$5,429	Exporting to Canada Assistance Program	n/a	n/a
12167	New York State EDC	Strategic Economic Developme	Albany	\$5,000	NY Loves IAMC Fall 2012 Forum Event	n/a	n/a
10133	Saratoga Economic Development Corp	Strategic Economic Developme	Saratoga	\$30,000	Development of a strategic competitive analysis of targeted high tech industry for saratoga county & capital region	n/a	n/a
10099	Greater Rochester Enterprise	Strategic Economic Developme	Monroe	\$5,357	NY Loves Clean Tech European PV Solar Energy Conference	n/a	n/a
9051	Niagara County Industrial Developmen	Strategic Economic Developme	Niagara	\$67,870	Conducting an in depth analysis for site in Town of Pendleton and a site in Town of	n/a	n/a
9038	University at Buffalo, School of Engineer	Strategic Economic Developme	Erie	\$250,000	New Biomedical Engineering dept that will focus on development of groundbreaking	n/a	n/a
12028	XXXX	Targeted Financial Assistance	Schenectady	\$250,000	Possible closure due to financial strain caused by flood waters destroying natural gas main to community	\$250,000	170
12047	XXXX	Targeted Financial Assistance	Erie	\$250,000	Company seeking financial assistance due to financial distress.	\$250,000	101
11041	City of Utica	Urban Center/Commercial Dist	Oneida	\$625,000	Streetscape project for the Oneida Square Roundabout and downtown arts district	\$2,500,000	57