

# Economic Development

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# Available Programs

- ◆ **Strategic Development Outreach**
- ◆ **Capital Investment Incentive**
- ◆ **Brownfield Redevelopment Assistance**
- ◆ **Power Quality Enhancement**
- ◆ **Manufacturing Productivity**
- ◆ **3-Phase Power Incentive**
- ◆ **Energy Efficiency in Empire Zones**

# Program Guidelines

- ◆ Under no circumstance will funding be released after December 31, 2012 without prior written consent from National Grid.
- ◆ Receive electric or natural gas service from National Grid
- ◆ All grants are reimbursable
- ◆ Grant amounts listed are the maximum allowable award for each program

# Capital Investment Incentive

- ◆ Grants used to help offset the customer's cost associated with upgrading their utility infrastructure to accommodate a business expansion or attraction project
- ◆ Minimum monthly demand of 100 kW and suitable for one of “economic growth” industries
- ◆ Grant amounts based upon size of investment
- ◆ Maximum award is now \$500 k for projects in excess of \$50 million

# Brownfield Redevelopment

- ◆ Municipalities, LDC's, and Private developers can apply
- ◆ Funds can be used for demolition
- ◆ Maximum amount of award is \$300,000 vs \$200,000
- ◆ Phase I and Phase II environmental site assessments
- ◆ Program funds for Phase I and Phase II Environmental

investigations and other preliminary site/building investigations will be awarded for projects to a maximum of \$25,000.

# Manufacturing Productivity Program

- ◆ This program has been developed in partnership with the Regional Technology Development Centers (Insyte Consulting)
- ◆ NAICS codes 31, 32 or 33 (manufacturing)
- ◆ Execute an agreement that commits top management to the processes that result in the productivity and development improvements.
- ◆ Company must provide a minimum of 25% of the total funding from its own capital.
- ◆ Priority consideration will be given to projects that involve energy efficiency, energy utilization, and/or environmental solutions.

# Manufacturing Productivity Program

- ◆ **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**

# Power Quality Enhancement

- ◆ **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.**
- ◆ **Manufacturing, R&D, Health Care Sectors**
- ◆ **Grants will not exceed \$50,000.**
- ◆ **Customer must fund at least 25% of total project costs and National Grid's funding must represent no more than 50% of the total project costs.**

# Projects

- ◆ **FMC**
- ◆ **Norampac**
- ◆ **Alpina Foods**
- ◆ **Barilla Pasta**
- ◆ **Cetainteed**
- ◆ **Harmac Medical**
- ◆ **Pyrotek**
- ◆ **Site development**

# WWW.ShovelReady.com

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## Ready

**Upstate New York In the News**  
01.08.09  
**Washington Post ShovelReady Article**  
The Obama Buzzword That Hit Pay Dirt. On "Meet the Press," fill-in host Tom Brokaw wants to know how quickly Barack Obama can create jobs...  
[Read More...](#)

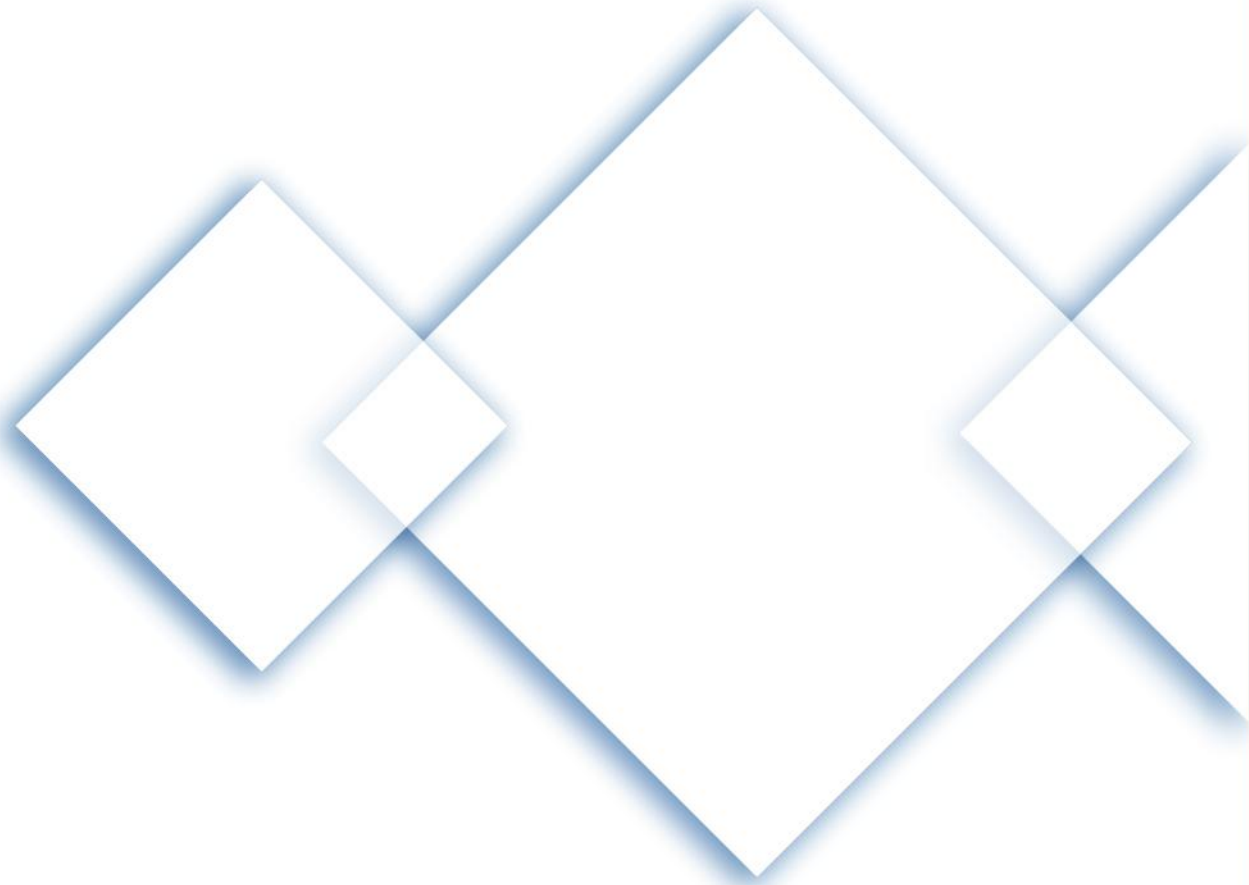
**Featured Property**  
**Kaz Inc Facility**  
Hudson  
195,000 Square Feet  
Industrial  
19 acres expandable  
[Read More...](#)

**Regional Energy Efficiency Conference**  
Turning Stone Resort & Casino  
Tuesday March 10th, 2009.  
8:00 am Registration - Program starts at 8:30 am  
[Read More...](#)

*"I'm a long-time fan of the area. We could have located anywhere in the northeastern United States – but we chose Buffalo."*  
Warren Buffet - June 3, 2007

Buffalo   Syracuse   Utica/Rome   Albany

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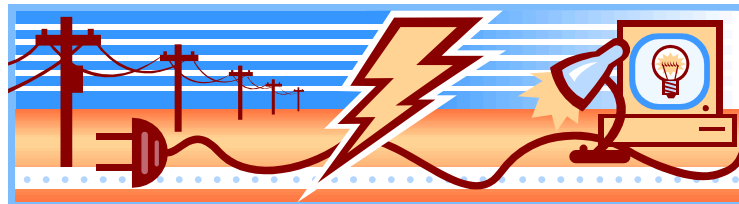
# 2011 Commercial & Industrial Energy Efficiency Programs

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# Energy Initiative Program

- Targets electric energy efficient opportunities for **existing** buildings and equipment only ~ no new construction
- Our intention is to offer both financial and technical assistance to help customers
  - Analyze existing operations in order to assess outdated and inefficient systems
  - Find opportunities for replacement of equipment and systems
- We are promoting technology



# Why is National Grid Proposing Energy Efficiency?

- ◆ It is our intention to strongly facilitate the State's 2008 Energy Efficiency Portfolio Standard
- ◆ Our program represents an integrated plan to advance the achievement of the State's critical "15 x 15" goals to *reduce electric energy use by 15% by the year 2015*
- ◆ March 2010 our programs were approved ~ The incentives accelerate the payback period and maximize the opportunity to:
  - Save Energy
  - Reduce Operating \$\$\$\$
  - Benefit the Environment

# Why is National Grid Proposing Energy Efficiency?

◆ **Similar programs in National Grid's New England service territory have saved 2.8 Million MWHs and 11.3 Million terms of natural gas resulting in estimated customer savings of more than \$3 Billion over the past 15 years ~ ultimately leading to national recognition from**

- ◆ US Environmental Protection Agency
- ◆ US Dept of Energy
- ◆ American Council for an Energy Efficiency Economy ( ACEEE)

**for our leadership & our outstanding contribution to energy savings and mitigating the effects of climate change**

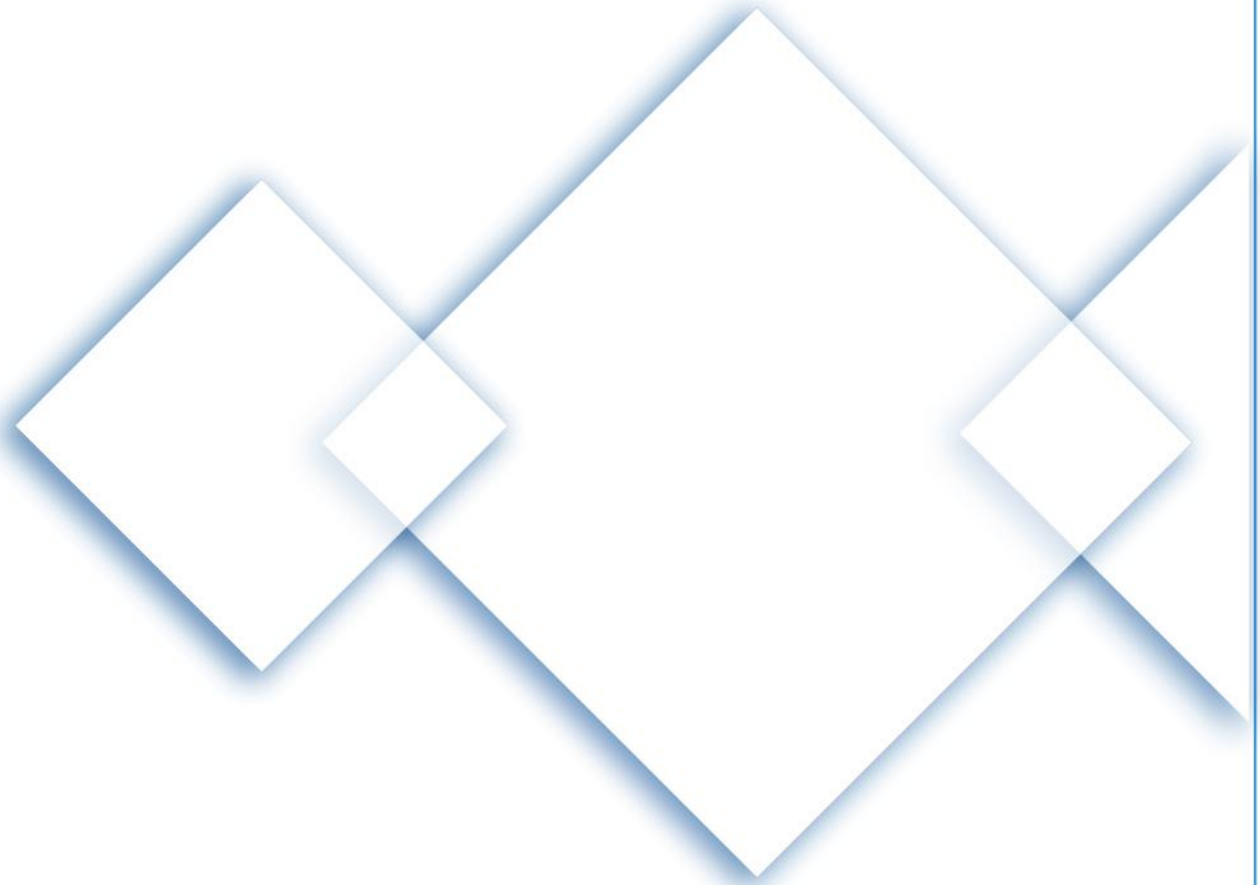
# Electric Program

## ◆ Eligibility

- ◆ Customers on Rate 2 , 3, 3A, & 7 who pay the Systems Benefit Charge (SBC)
- ◆ For existing buildings only

## ◆ Customer Options

- ◆ Prescriptive
- ◆ Custom ~ dependent upon the complexity of the technology
- ◆ Technical Assistance
- ◆ Small Business Program



# Prescriptive Energy Saving Programs

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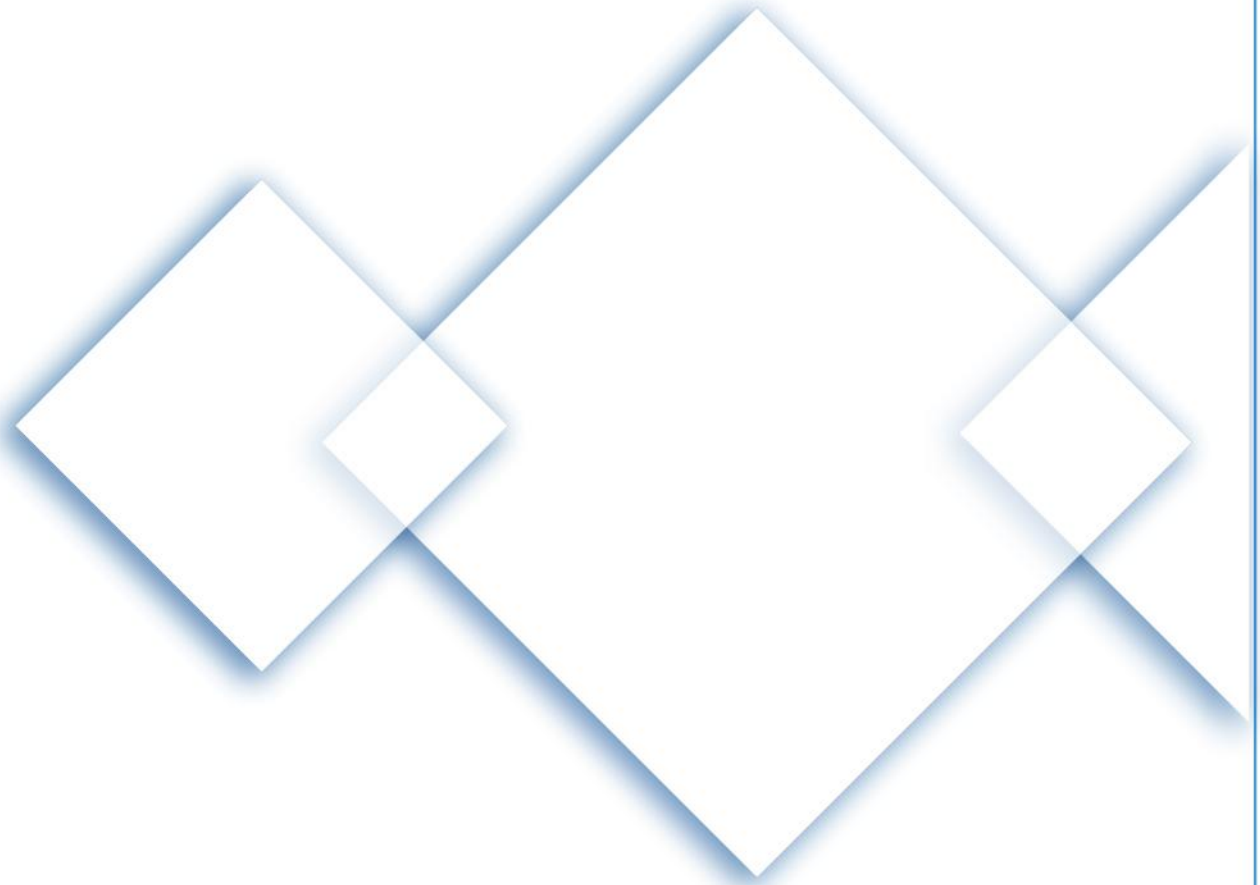
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# Prescriptive Energy Efficiency Programs

- ◆ Prescriptive measures will have set rebate levels and eligible equipment will have energy efficiency rating specifications

Prescriptive measures include:

**Lighting Systems/Controls**  
**Compressed Air Systems**



# Custom Energy Efficiency Projects

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# Electric Custom Measures

- ◆ **Anything that is not prescriptive and has opportunity for significant energy savings such as:**
  - Compressors >75HP
  - Energy conservation measures involving the modification of distribution systems or reducing air consumption at the end uses
  - LED Lighting Applications
  - Energy Management Systems
  - Variable Speed Drives

# Ineligible Electric Custom Measures

- ◆ Lamp only conversions
- ◆ Manual thermostat reset
- ◆ Black boxes
- ◆ Thermal Storage
- ◆ Leased equipment (air compressors)
- ◆ Used equipment
- ◆ Rebuilding existing equipment
- ◆ Redundant Equipment
- ◆ Power factor correction
- ◆ Cogeneration

# Energy Efficiency Program Summary

PLAN	RATE CLASS ELIGIBILITY	BASIC SERVICE	ELIGIBLE MEASURES	REBATE PERIOD
Commercial & Industrial Electric	SC 2,3, 3A & 7 > 100 KW /month	Retrofits of mechanical & electrical systems	<u>Prescriptive</u> Compressed Air (15- 75 HP) Lighting & Controls <u>Custom</u>  <u>Technical Assistance</u>	2010 ~ 2011
Small Business	Electric Commercial Customers using < 100 KW average/ month	Direct Install Turn Key Service provided by Lime Energy	Lighting Refrigeration Controls	

***Program Information at the website [www.powerofaction.com](http://www.powerofaction.com)***

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**QUESTIONS ?**