



Economic Development Program Application

Niagara Mohawk

A National Grid Company



Economic Development Program Application



APPLICATION DIRECTIONS:

To apply for a program, please review the Program Descriptions which are on-line at niagramohawk.com/edplan. If you believe you are eligible for a program and would like to apply for it, you should:

1. Complete this simple Five-Step application
2. Gather the required attachments listed at the end of the application
3. Obtain the required signatures, and
4. Send the original application and attachments to:

Karen Mousaw
Economic Development Program Coordinator
Niagara Mohawk, a National Grid Company
300 Erie Boulevard West
Syracuse, New York 13202

Telephone: 315-428-6061

Email: Karen.Mousaw@us.ngrid.com

These programs are developed for incremental economic development assistance to Upstate New York and are not intended to offset the operating costs for existing programs.

STEP ONE: Please check the program for which you want to be considered. If you plan to apply for more than one program, you must submit a separate application for each program.

Informational Programs (Section A)

- Strategic Economic Development Outreach
- Cooperative Business Recruitment
- Building Ready Upstate

Energy Efficiency Programs (Section B)

- Energy Efficiency in the Empire Zones
- Dairy Industry Productivity

Energy Price Incentives Programs (Section C)

- Small Business Growth (Demand Charge Reduction)
- Small Business Growth (Energy Efficiency Assistance)
- Targeted Financial Assistance

Infrastructure Enhancement Programs (Section B)

- Industrial Building Redevelopment
- ShovelReady Infrastructure
- Capital Investment Incentive
- 3-Phase Power
- Brownfield Redevelopment
- 25-Cycle Investment Program
- Mainstreet Revitalization Program

STEP TWO: Please tell us how you heard about this program.

- | | |
|---|--|
| <input type="checkbox"/> NYS Public Service Commission | <input type="checkbox"/> Local Development Agency (please list)
_____ |
| <input type="checkbox"/> NYS Empire State Development Corporation | <input type="checkbox"/> Other (please list)
_____ |
| <input type="checkbox"/> Niagara Mohawk, a National Grid Company | |
| <input type="checkbox"/> NYS Economic Development Council | |

STEP THREE: Please complete Basic Applicant, Project, and Financial Information — the person who has the authority to undertake this project and receive funds for it should complete this step.

Basic Applicant Information

Name: _____ Title: _____
 Organization: _____ Business Address: _____
 Telephone: _____ Fax: _____ E-mail address: _____
 Federal Tax Identification Number: _____ Date: _____
 Organization: Public/Government Agency, Private Corporation, or Not for Profit EDO (Eco Dev Org)
 What is the applicant's relationship to the project for which funding is being requested? (Check all that apply)
 Owner For-profit developer Tenant Not for-profit developer And/or a government official

Basic Project Information

Project Name (if any): _____
 Project Address/Location/County if applicable (the location which will receive the benefits of this program): _____
 Are you planning to redevelop, improve, or market: a site a building, or a site and a building
 a commercial corridor other _____
 Does Niagara Mohawk serve the project's location? Yes No
 If so, which Niagara Mohawk service does the project's location receive: electric natural gas both
 Niagara Mohawk account number (if any) _____ N/A
Please Explain the Project's Economic Benefits:
 What is the goal for jobs to be created by this project? _____ # How many jobs will this project retain? _____ #
 When will the job goals be met? _____ (year)
 What total amount of capital investment will be created by this project? \$ _____
 Will this investment improve product output? Yes No If so, what is the estimated increase in annual sales? \$ _____
 Will this investment improve energy efficiency? Yes No When? _____ (year)
 Will this project stop a facility from closing or relocating outside of the Niagara Mohawk service territory? Yes No
 Will this project demonstrate smart growth strategies to attract investment in a commercial or industrial area? Yes No
 Will this project promote a specific economic development asset or group of assets that enhances the competitiveness of your geographic region or all of upstate New York? Yes No
 Estimated project start date? _____ Estimated project completion date? _____

Please Detail your FINANCIAL ability to complete the project:

What is the total cost of this project? \$ _____
 What is the amount of funding you are requesting from this (NM) program, if known: \$ _____
 Will you have (or have applied for) the necessary funding to complete the project if this grant is approved? Yes No
 From what sources have you received or are you anticipating funding? (including applicant funds)

Source of funding	Use of funding	Amount of funding	Commitment attached	
_____	_____	_____	<input type="checkbox"/> Yes	<input type="checkbox"/> No
_____	_____	_____	<input type="checkbox"/> Yes	<input type="checkbox"/> No
_____	_____	_____	<input type="checkbox"/> Yes	<input type="checkbox"/> No

Total funding must equal total project costs.

STEP FOUR: You have now completed the general information section of this application. Your next step is to complete one program information section for the specific program to which you are applying. (If you are unsure see the program outline in step one on the first page of the application).

SECTION A, Informational Programs: This section should be completed by only those applicants who are applying for the **Informational Programs**.

You should complete this section if you are applying for:

- Strategic Economic Development Outreach or
- Cooperative Business Recruitment
- Building Ready Upstate

What is your primary target market? _____

How will you deliver your marketing plan? (Check all that apply)

- Direct Mail
- Trade Shows
- Sales Calls
- Advertising
- Internet
- Retained Realtor
- Other _____

Does your project require research in order to focus on the appropriate target industries and geographical areas? Yes No

If yes, does the research duplicate previous studies on your topic for your geographic area? Yes No

When were the studies completed? _____ (Year)

Is your project targeted to decision-makers who can influence the attraction of new jobs and investment to the Niagara Mohawk service territory? Yes No

Does your effort complement other marketing efforts that impact your regional geographic area? Yes No

Please go to Step Five, the Signature and Disclaimer section.

SECTION B Infrastructure Enhancement and Energy Efficiency Programs: This section should be completed by only those applicants who are applying for the **Infrastructure Enhancement** and the **Energy Efficiency Programs**.

You should complete this section if you are applying for:

- Industrial Building Redevelopment
- Brownfield Redevelopment
- Mainstreet Revitalization Program
- ShovelReady Infrastructure
- 25-Cycle Investment Program*
- Capital Investment Incentive
- the Energy Efficiency in the Empire Zones
- 3-Phase Power
- the Dairy Industry Productivity program

Does the applicant have primary responsibility for paying the natural gas and electric bills for the project? Yes No

If no, who has primary responsibility for paying the natural gas and electric bills of the project?

_____ Niagara Mohawk Account Number (if any) _____

What is the project facility's Niagara Mohawk electric service classification? (This information is included on the facility's Niagara Mohawk bill.)

- SC2
- SC3
- SC3A
- SC12
- or Other _____
- Natural Gas Service (if applicable) _____

What will the project's average monthly electric demand (kW) be? _____

How much will this project increase your average monthly electric demand? _____ (kW)

When will this increase in electric demand occur? _____

Is the existing natural gas or electric infrastructure a barrier to completing your project? Yes No

Please Explain: _____

Do you have a cost estimate for the infrastructure enhancement? Yes No

*Current Employment _____ Employment Commitment _____ (Number of jobs you will retain over 3 year period)

STEP FOUR *continued*:

SECTION B, Infrastructure Enhancement and Energy Efficiency Programs *continued*: This section should be completed by only those applicants who are applying for the **Infrastructure Enhancement** and the **Energy Efficiency Programs**.

Which of the following manufacturing or commercial purposes as classified by the North American Industry Classification System describes this project? (You may determine your NAICS classification by checking: <http://www.census.gov/epcd/www/naics.html>)

- Manufacturing (NAICS Codes 31, 32, or 33)
- Wholesale Trade (NAICS Code 42)
- Regional Warehousing or storage (NAICS Code 493)
- Agri-Business (NAICS Codes 111, 112, 113)
- Professional, Scientific or Technical Services (NAICS Code 541)
- Administrative or Support Services (NAICS 561)
- Other (please identify) _____

Mainstreet Revitalization Program only

What is the program category?

- Development of a second story or mixed use planning strategy
- Research, marketing, architectural, engineering studies that advance existing community accepted strategic plans
- Site preparation and construction of commercial and industrial re-use projects
- Renovation and rehabilitation of commercial, industrial or mixed-use buildings under 100,000 square feet

What size is the project? (How many acres is the site; how many square feet is the building)? _____

Is the site, building or project area currently vacant or underutilized? Yes No

If underutilized, what portion of the project is occupied and by whom? _____

Is the site, building or project area (please check all that apply):

- a government designated Brownfield?
- a NYS designated BuildNowNY site?
- a NYS designated ShovelReady site?
- a NYS designated RebuildNY Site?
- in a NYS designated Empire Zone?
- in a federal designated Empowerment or Enterprise Zone?
- in a HUD designated Entitlement Community?

Does the site or building have: Natural gas Electric Water Sewer Telecom?

Do you have an approved Environmental Impact Statement (EIS) for your project? Yes No

Is your project operating under a voluntary clean-up agreement (VCA) or an Environmental Consent Order? Yes No

Please explain any other environmental challenges that you wish us to consider in evaluating this application.

Will the project be fully occupied when completed? Yes No

If no, do you plan to market your completed project to potential out-of-state tenants or owners? Yes No

Do you have a written marketing plan? Yes No What is your primary target market? _____

How will you deliver your marketing plan? (Please check all that apply.)

- Direct Mail
- Trade Shows
- Sales Calls
- Advertising
- Internet
- Retained Realtor
- Other _____

Please go to Step Five, the Signature and Disclaimer Section.

STEP FOUR *continued*:

SECTION C, Energy Price Incentives Programs: This section should be completed by only those applicants who are applying for the **Energy Price Incentives Programs**.

You should complete this section if you are applying for:

- Small Business Growth (Demand Charge Reduction)
- Small Business Growth (Energy Efficiency Assistance)
- Targeted Financial Assistance

Does the applicant have primary responsibility for paying the natural gas and electric bills for the project? Yes No

If no, who has primary responsibility for paying the natural gas and electric bills of the project?

Niagara Mohawk Account Number _____

What is the project facility's Niagara Mohawk service classification? (This information is included on the project's Niagara Mohawk bill.)

- SC2 SC3 SC3A SC12 or Other

If you are a SC12 Business Expansion Customer, when does your contract expire? ____ MM ____ DD ____ YY

What will the project's average monthly electric demand (kW) be? _____

Is the existing natural gas or electric infrastructure a barrier to completing your project? Yes No

Please Explain: _____

Which of the following manufacturing or commercial purposes as classified by the North American Industry Classification System describes this project? (You may locate a NAICS classification by checking: <http://www.census.gov/epcd/www/naics.html>)

- | | |
|---|--|
| <input type="checkbox"/> Manufacturing (NAICS Codes 31, 32, or 33) | <input type="checkbox"/> Professional, Scientific or Technical Services (NAICS Code 541) |
| <input type="checkbox"/> Wholesale Trade (NAICS Code 42) | <input type="checkbox"/> Administrative or Support Services (NAICS 561) |
| <input type="checkbox"/> Regional Warehousing or storage (NAICS Code 493) | <input type="checkbox"/> Other (please identify) _____ |

What size is the project? (How many acres is the site; how many square feet is the building?) _____

Is the site or building currently vacant or underutilized? Yes No

If underutilized, what portion of the project is occupied and by whom? _____

Is the site or building (please check all that apply):

- | | |
|--|--|
| <input type="checkbox"/> a government designated Brownfield? | <input type="checkbox"/> a NYS designated RebuildNY Site? |
| <input type="checkbox"/> a NYS designated BuildNowNY site? | <input type="checkbox"/> in a NYS designated Empire Zone? |
| <input type="checkbox"/> a NYS designated ShovelReady site? | <input type="checkbox"/> in a federal designated Empowerment or Enterprise Zone? |

Does the site or building have:

- Natural gas Electric Water Sewer Telecom

Please go to Step Five, the Signature and Disclaimer Section.

STEP FIVE: Signatures, Attestments and Disclaimers: Please read the disclaimers carefully and sign the application.

Disclaimers

- 1) Niagara Mohawk has the sole responsibility for selecting grant recipients.
- 2) Niagara Mohawk retains the right to conduct pre-installation and post-installation site visits.
- 3) Niagara Mohawk makes no warranty, guarantee, or representation, express or implied, with regard to any economic benefits, energy savings, or improved energy quality resulting from use of Program grants. While the Programs are intended to provide benefits to recipients, the recipient understands and agrees that Niagara Mohawk is not liable for any losses resulting from the recipient's participation in the Programs or from the Programs' failures to result in benefits to recipients.
- 4) In the event the grant recipient utilizes a contractor to accomplish the project goals, Niagara Mohawk makes no warranty, guarantee, or representation, express or implied, with regard to any materials or workmanship provided by any contractors engaged by the recipients or the reasonableness of the prices charged by them. The recipient understands and agrees that the contractor alone is responsible for the work, and not Niagara Mohawk. Niagara Mohawk assumes no liability or responsibility for any damages or claims resulting from your use of any contractor.
- 5) The information contained in this application, the required attachments and any site visit made by an authorized Niagara Mohawk employee will be used to evaluate your project. An incomplete application will be disqualified.
- 6) Funds granted through this program may only be used by the applicant for the use stated and approved. Niagara Mohawk reserves the right to withhold funding if the substance of the project changes or the requirements of the program are not met.
- 7) All Economic Development Programs will be administered in accordance with the applicable tariffs as specified in PSC No. 207, Rule 34 and Service Classification No. 12.
- 8) All materials become the property of Niagara Mohawk and will not be returned. Niagara Mohawk reserves the right to use any submitted material for marketing the Economic Development Program.
- 9) Program assistance is only available to customers who are current in payments with Niagara Mohawk or have executed a deferred payment agreement.

Attestments and Signatures

APPLICANT: I certify that all statements made in this application, including all attachments, are correct to the best of my knowledge and that I have reviewed and agree to the terms stated on this form, including those provisions regarding warranties and liabilities.

Signed: _____, _____
Signature Printed Name

Title: _____, Date: _____

SPONSORING MUNICIPALITY, IDA or LDC (if required): We attest this project to qualify for funding for the program indicated and agree to accept funds on behalf of this project

Signed: _____, _____
Signature Printed Name

Title: _____, Date: _____

DOUBLE CHECK: Please review the **ATTACHMENT SHEET** found on page 8 before submitting your application.

ATTACHMENT SHEET: this sheet lists the **Required Supporting Documentation** that you must submit with your application. Unfortunately, we cannot evaluate your application until all the required information is received.

SECTION A, Informational Programs:

Strategic Economic Development Outreach

1. Completed and Signed Application
2. Copy of your Federal Tax ID Certificate
3. Marketing Plan
4. Project Budget
5. Any commitment letters or documentation of secured funding
6. Any final or draft collateral material

Cooperative Business Recruitment

1. Completed and Signed Application
2. Copy of your Federal Tax ID Certificate
3. Marketing Plan
4. Project Budget
5. Any commitment letters or documentation of secured funding
6. Any final or draft collateral material

Building Ready Upstate

1. Completed and Signed Application
2. Copy of your Federal Tax ID Certificate
3. Marketing Plan
4. Project Budget
5. Meeting minutes to show approval from local municipality and/or planning board
6. Final site/building plan
7. Letter of support from local IDA or LDC

SECTION B, Infrastructure Enhancement Programs and Energy Efficiency Programs:

Industrial Building Redevelopment

1. Completed and Signed Application
2. Copy of your Federal Tax ID Certificate
3. Project Prospectus / Detailed Project Description
4. Project cost estimates including detailed cost estimates for any specific energy infrastructure improvements.
5. Any commitment letters or documentation of secured funding
6. Marketing Plan, if you have one

ShovelReady Infrastructure

1. Completed and Signed Application
2. Copy of your Federal Tax ID Certificate
3. Shovel-Ready site application questionnaire and designation letter issued by the New York State BuildNowNY program
4. Project Prospectus / Detailed Project Description
5. Project cost estimates including detailed cost estimates for any specific energy infrastructure improvements.
6. Any commitment letters or documentation of secured funding
7. Marketing Plan

SECTION B, Infrastructure Enhancement Programs and Energy Efficiency Programs *continued*:

Capital Investment Incentive

1. Completed and Signed Application
2. Copy of your Federal Tax ID Certificate
3. Project Prospectus / Detailed Project Description
4. Project cost estimates including detailed cost estimates for any specific energy infrastructure improvements.
5. Any commitment letters or documentation of secured funding
6. Letter of support from the NYS Empire State Development Corporation or a local development corporation indicating your efforts to obtain state and local Economic Development incentives for the project and their disposition of your request

3-Phase Power Incentive

1. Completed application
2. Copy of your Federal Tax ID Certificate
3. Brief project description
4. Any commitment letters or documentation of secured funding
5. Letter of support from the NYS Empire State Development Corporation and/or a local development corporation indicating their level of financial support.
6. Business Case that demonstrates the economic development value of extending 3-phase power and details your exploration of alternatives to 3-phase power. The value of extending 3-phase may be shown in such indicators as new or retained jobs, increased capital investment, improved product output. Your discussion of the alternatives to 3-phase power you have explored would summarize the other energy options you have considered (such as on-site generation, written-pole motors) AND why you have rejected each
7. Detailed cost estimate for 3-phase power extension
8. If you are implementing an alternative to 3-phase power, please attach your Statement of Work Agreement from NYSERDA

Brownfield Redevelopment

1. Completed and signed application
2. Copy of your Federal Tax ID Certificate
3. Project Prospectus / Detailed Project Description
4. Project cost estimates including detailed cost estimates for any specific energy infrastructure improvements.
5. Any commitment letters or documentation of secured funding
6. Business Attraction/Marketing Plan, if available

Mainstreet Revitalization Program

1. Completed and signed application
2. Copy of your Federal Tax ID Certificate
3. Project Prospectus / Detailed Project Description
4. Project cost estimates including detailed cost estimates for any specific energy infrastructure improvements.
5. Any commitment letters or documentation of secured funding
6. Letter of support from the Municipality, IDA or a local development corporation indicating your efforts to obtain state and local Economic Development incentives for the project and their disposition of your request
7. Business Attraction/Marketing Plan, if available

25-Cycle Investment Program

1. Completed and signed application
2. Copy of your Federal Tax ID Certificate
3. Project prospectus / Detailed Project Description
4. Project cost estimates including detailed cost estimates for any specific energy infrastructure improvements
5. Any commitment letters or documentation of secured funding
6. Business case that demonstrates the financial need and value of converting to 60-cycle service, and the economic development impact of this conversion. Economic impact may be demonstrated in terms of jobs created or retained, increased capital investment or improved product output
7. Commitment letter for the retention of a specific percentage of current employment for a three year period

SECTION B, Infrastructure Enhancement Programs and Energy Efficiency Programs *continued*:

Energy Efficiency Programs

1. Completed and Signed Application
2. Copy of your Federal Tax ID Certificate
3. Copy of your New York State Empire Zone Certification
4. Detailed project description
5. Project cost estimates

Dairy Industry Productivity

1. Completed and signed application
2. Copy of your Federal Tax ID Certificate
3. Statement of Work from a NYSEDA or other state or federal agency program, dated after October 31, 2002
4. Cost estimates for total project including Sources and Uses of Funding and any letters of funding commitments

SECTION C, Energy Price Incentives:

Small Business Growth (Demand Charge Reduction)

1. Completed and signed application
2. Copy of your Federal Tax ID Certificate
3. Copy of your prior month's Niagara Mohawk bill

Small Business Growth (Energy Efficiency Assistance)

1. Completed and signed application
2. Copy of your Federal Tax ID Certificate
3. Written Notice from Niagara Mohawk demonstrating that your service classification has changed from Service Class No. 2 to Service Class No 3, on or after November 1, 2002

Targeted Financial Assistance

1. Completed and signed application
2. Copy of your Federal Tax ID Certificate
3. If you are demonstrating imminent facility closure or facility relocation from Niagara Mohawk's service territory, you must attach your audited balance sheets, income statements and source/uses of funds for the last 3 years.
4. If you are considering a relocation from NM service territory to an area outside of NM service territory, you must identify the relocation sites you are considering
5. Documentation of the number of jobs you will be attracting or retaining
6. Supporting letters from state and/or local development agencies detailing the benefits you are receiving from each

Administrative purposes only:

Date Received: _____ Initialed: _____

Tracking # _____

Niagara Mohawk
Economic Development
300 Erie Boulevard West
Syracuse, New York 13202

Niagara Mohawk

A **National Grid** Company

