



TARGETED FINANCIAL 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

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 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; **and**
- ☐ Demonstrate **one** of the following competitive threats or opportunities to your facility:
 - Facility closure due to financial reasons; **or**
 - Facility relocation from Niagara Mohawk service territory to a location outside of Niagara Mohawk 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 Upstate service territory;
- ☐ Have an end use that may be classified in one of the following industry sectors:
 - ☐ Manufacturing
 - ☐ Wholesale Trade
 - ☐ Regional warehousing or storage
 - ☐ Professional, scientific or technical services
 - ☐ Administrative or support services

- ❑ Have an average metered monthly electric demand of at least 500 kW¹; **and**
- ❑ Meet **one** of the following conditions that indicates your facility is an intense user of energy or a critical regional employer:
 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 eight percent (8%) of your facility's annual gross revenue from sales²; **or**
 3. Your facility has an average monthly load factor of at least 70%³; **or**
 4. Have at least 500 employees at that single facility/location.

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 three-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.

¹ If you do not know your average metered monthly demand, please refer to the facility's National Grid bill for this information.

² You can derive this figure by dividing your total annual electric bills by your annual gross sales.

³ If you are unsure of your load factor, use the following calculator:

Load Factor Estimator

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

- ❑ 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</u> <u>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 Program please:

- ❑ Complete the program application online; and
- ❑ Upload all required documentation as noted at the end of your online application.

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

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