



## 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 during that program year or until December 31<sup>st</sup> of the current program year. 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 December 31, 2011 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@us.ngrid.com](mailto:Karen.Mousaw@us.ngrid.com).*

### **Capital Region**

Center for Economic Growth  
63 State Street  
Albany, NY 12207  
Phone: 518-465-8975  
[www.ceg.org](http://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](http://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](http://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](mailto:mail@tdo.org) or [www.cnytdo.org](http://www.cnytdo.org) or [www.tdosolutions.com](http://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](http://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](http://www.insyte-consulting.com)

