



Otsego County Chamber of Commerce
Energy Infrastructure & Economic Summit
January 31, 2019

Economic Development, Programs for Business, Infrastructure Activities

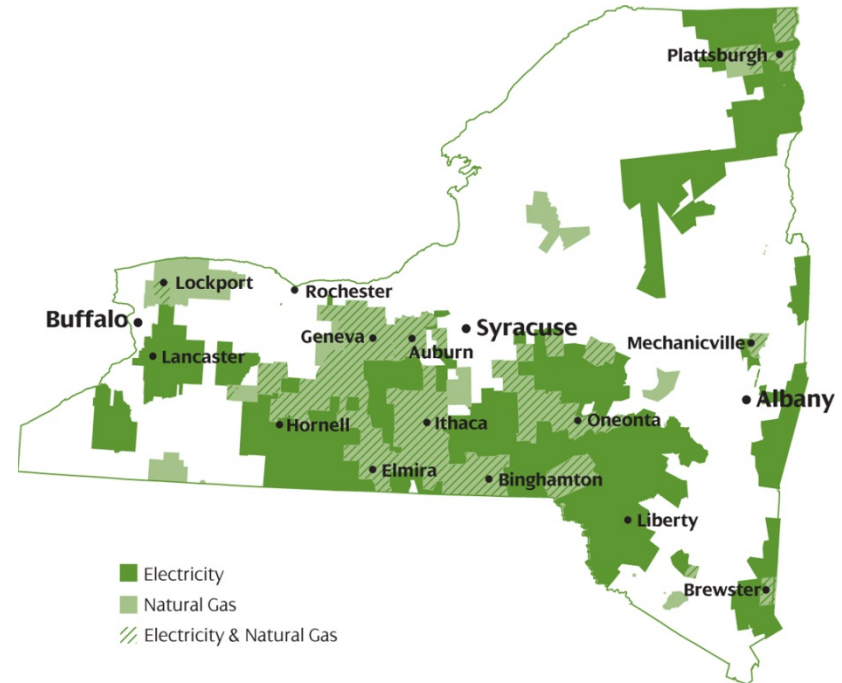
Highlights of Today's Presentation

- **Overview of NYSEG's Economic Development Programs**
- **Overview of Rebate Programs**
- **Transforming Energy Resiliency Program**
- **Recent Infrastructure Projects**

Company Background

NYSEG is one of eight regulated utilities under the parent company AVANGRID

- Serves all or portions of 42 counties in New York, covering more than 40% of upstate (20,000 square miles). RG&E is NYSEG's sister company in New York
- Nearly 894,000 electricity customers and 266,000 natural gas customers across the state
- The Oneonta Division covers 11 counties, including Otsego County





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Economic Development Overview

Role of Economic Development and Activity Across New York

- Giving back to our communities through job retention and creation by assisting in growth of existing businesses and attraction of new businesses. Catalyst to increase capital investment
- Key partner in collaboration with local, regional and state economic development organizations to increase pool of development opportunities
- Since 2010, NYSEG and RG&E provided more than \$90 million in economic development assistance to support over 450 projects leveraging \$4.4 billion in private sector and capital investments
(Includes nearly \$8 million in Emergency Program Assistance for Southern Tier)
- Approximately 250-300 active economic development projects across New York annually

Economic Development Grant Assistance Programs

Capital Investment Incentive Programs (up to \$400,000 depending on level of capital investment)

- Programs to help offset electric infrastructure costs on the customer and/or utility side of the meter

Brownfield/Building Redevelopment Program (up to \$500,000)

- Provides for mixed-use development and funds toward feasibility/assessment and or remediation efforts

Agricultural Capital Investment Incentive Program (up to \$100,000)

- Program support for small-medium agriculture business sector which includes the craft beverage industry

Business Energy Efficiency Assistance Program (up to \$50,000)

- To supplement certain programs of NYSERDA or NYSEG/RG&E (feasibility studies and/or implementation of measures)

Economic Development Outreach Program (up to \$75,000)

- Outreach support to our economic development organizations for strategic initiatives to attract new businesses to their respective regions

Economic Development Grant Assistance Programs

Power Quality Reliability Program (up to \$100,000)

- Power quality/reliability assistance to help to offset cost of feasibility assessment/power quality study and power conditioning equipment

Commercial Corridor/Main Street Revitalization Assistance Program (up to \$200,000)

- Revitalization program for commercial corridors/main street redevelopment

Manufacturing Accelerator Program

- Program assistance to support small-medium manufacturers to become more competitive in the global marketplace through productivity improvement projects and growth

Innovation Zone – Ignition Grant Program (up to \$25,000)

- Program assistance to support start-up companies in designated innovation zones/districts to spur new development

Natural Gas Infrastructure Investment Program (up to \$200,000)

- Program to help offset natural gas infrastructure costs on the customer and/or utility side of the meter

Site Selection

Project Opportunities

- Requests For Information (RFI) from Empire State Development and/or regional economic development organizations
- Very disciplined approach by NYSEG/RG&E
- Important for NYSEG/RG&E to receive accurate & timely energy-related information
- Examples include:
 - Electricity: peak diversified electric demand (kilowatts)
 - Natural Gas: peak hourly flow rate (Btus/hour) & gas meter outlet delivery pressure (psi)
 - Types of business processes & equipment with significant start-up loads
 - Ramp-up periods for load growth
- Important to also understand specific request: available infrastructure, estimated cost to serve, preliminary timeline to serve

Potential Project Opportunities – Site Preparation

- Electricity and natural gas energy infrastructure availability
- Collaboration to prepare more sites for site selector community to compete in global marketplace
- Better understanding of master plans for “marketable sites” in your community for business attraction – All about time to market
(types of business sectors, physical size of proposed facilities, projected electric and natural gas peak loads, location of facilities, etc.)
- Importance of demonstrating a “Community Path Forward” to site selector community

How to Apply

Go to: www.nyseg.com

Select: Economic Development (located under “Our Company”)

Click on: Apply Now

Contacts

Melany Putman – Manager, Community Outreach & Development, East Region

Telephone: 585.484.5350

Email: MFPutman@nyseg.com

Joe Rizzo - Manager, Economic Development, NYSEG & RG&E

Telephone: 585.724.8165

Email: Joe_rizzo@rge.com



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Energy Efficiency Programs for Non-Residential Customers

EE Programs for Non-Residential Customers

Programs provide financial incentives for customers who implement energy efficiency upgrades in existing facilities.

You may benefit from participating in EE programs if you:

- Have not replaced your lighting within past 5 years*
- Have HVAC or other equipment older than 15 years*

Two key Programs for non-residential customers:

1. Commercial/Industrial Rebate Program
2. Small Business Direct Install

Eligibility

- NYSEG and RG&E natural gas & electricity metered customers
- Other eligibility and approval criteria apply depending on program
 - (See website for additional information)

Typical Facility Types Addressed By Programs

- *Generally any non-residential facility including:*
 - Municipalities
 - Schools & Universities
 - Healthcare
 - Office Buildings
 - Retail
 - Hospitality
 - Warehouses
 - Manufacturing



Commercial/Industrial Rebate Program

- **Prescriptive Option**

- Preapproved items with predetermined dollar amounts
 - (See incentive catalogs)
- One-for-one equipment replacement projects
- Equipment replacement categories include:
 - Lighting, HVAC, Kitchen Equipment, and Refrigeration

- **Custom Option**

- Equipment not covered by Prescriptive Option OR not one-for-one replacement
- Rebates are “performance based” (*\$/kWh or \$/therm*)
- A few “custom” equipment types:
 - Industrial process
 - Advanced lighting controls
 - Energy management systems

Small Business Direct Install Program

- For small and mid-sized non-residential customers
 - Focuses on upgrading lighting and refrigeration
 - Turn-key program
 - NYSEG/ RG&E contractor provides:
 - Energy Assessment of your facility
 - Assessment findings
 - Proposal for options to improve your efficiency & lower utility costs
 - You select which options to install
 - Contractor performs equipment replacement
 - Preapproved items with predetermined dollar amounts
 - (See incentive catalogs)
 - One-for-one equipment replacement projects
 - Equipment replacement categories include:
 - Lighting, HVAC, Kitchen Equipment, and Refrigeration

Find Information & Contacts on Website

The screenshot shows a web browser window with the URL www.nyseg.com/wps/portal/nyseg/home/. The browser tabs include 'Iberdrola Employees Portal' and 'Commercial & Industrial R...'. The website header features a navigation bar with 'Account', 'Smart Energy', 'Outages', 'Safety', and 'Convert to Gas'. The 'Smart Energy' menu is expanded, showing 'Rebates and Programs', 'Business Solutions', 'Understand Your Usage', and 'Efficiency Resources'. The 'Business Solutions' menu item is circled in red, and two yellow arrows point to 'Commercial & Industrial Rebates' and 'Small Bus. Direct Install' within its sub-menu. Other sub-menu items include 'Multi-Family Energy', 'Commercial & Industrial Demand Response', 'Innovation', 'Distributed Generation', 'New Wind Energy', 'Plug-In Electric Vehicles', 'Non-Wires Alternatives', and 'Energy Smart Community'. A 'My Account' button is visible in the top right corner.

Click on 'Smart Energy'
Business programs listed under 'Business Solutions'

Account ▾ **Smart Energy** ▴ Outages ▾ Safety ▾ Convert to Gas ▾

Hello, We
My Account

energy →
efficiency tips and
to help you save money.

Rebates and Programs
NYSEG Smart Solutions
Smart Savings Rewards
Residential Rebates
Residential Agricultural Discount

Business Solutions
Commercial & Industrial Rebates
Small Bus. Direct Install
Multi-Family Energy
Commercial & Industrial Demand Response

Understand Your Usage
Energy Use Guide
Hourly Pricing
Energy Profiler

Innovation
Distributed Generation
New Wind Energy
Plug-In Electric Vehicles
Non-Wires Alternatives

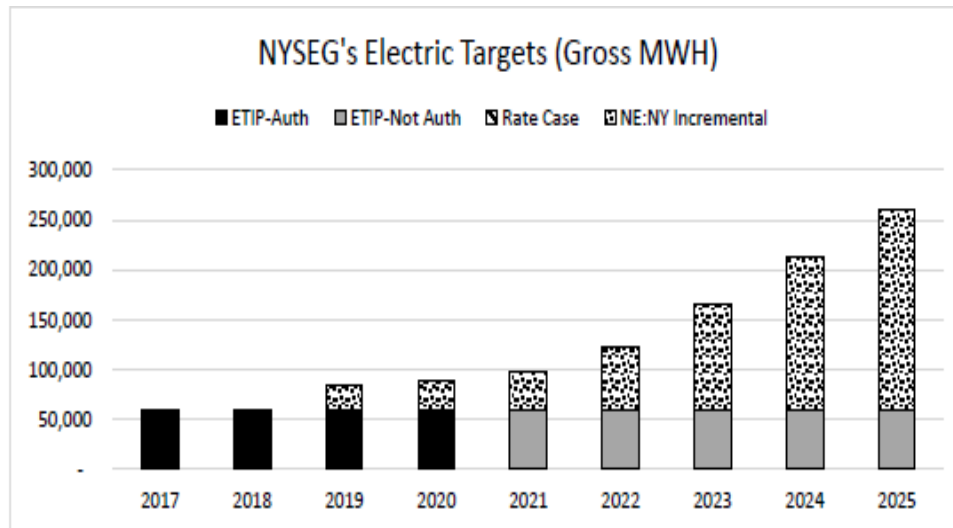
Efficiency Resources
Energy Saving Tips
Energy IQ Test
Heating Options
Municipal Lighting

Energy Smart Community
About Energy Smart Community
Your Energy Data
Smart Usage Plan
News and Resources

EE Programs Will Expand Through 2025

Regulatory Activity

- Order Adopting Accelerated Energy Efficiency Targets Issued by State in 2018
 - Expand Current Programs
 - Add New Programs
 - Planning efforts underway
 - Stay tuned (visit website)



Transforming Energy: NYSEG/RG&E Resiliency Program

- **A program to enhance the resiliency of Company infrastructure to better withstand the impact of severe weather, decrease the number of outages and minimize the impact**
- **\$2 billion in incremental investment at NYSEG and RG&E over the next 10 years**
- **Program includes:**
 - Pole replacement
 - Re-conductoring
 - Infrastructure hardening
 - Voltage upgrades and topology
 - Network automation
 - Advanced Metering Infrastructure (AMI)
 - Vegetation management

Infrastructure Work in the Oneonta Division

Recent Projects and On-Going Work

- Energized an area veterans' home co-generation interconnected PV site (Chenango County)
- Completed a significant voltage conversion with added protection for one of our local community colleges (Madison County)
- Currently working to energize a large co-generation interconnected PV site (Otsego County)
- Plans are moving forward for a large co-generation interconnected PV site (Delaware County)
- Energized a large dairy farm with significant upgrades to our infrastructure to accommodate increased capacity (Delaware County)
- Currently designing large 3 site co-generation interconnected PV for a large industrial facility (Delaware County)

Planned Infrastructure Improvements, Innovative Projects

- Transmission/distribution line and substation improvements under the FERC Bulk Electric System program
- DeRuyter pipeline replacement project
- Energy Storage Initiatives
- Non-Wires and Non-Pipe Alternatives