

APPLICATION SUMMARY
Replacement Power

Company: Advance 2000, Inc.

Project Location: Amherst

County: Erie

IOU: National Grid

Business Activity: Delivers IT services to corporate healthcare, government and other business

Project Description: Plans to purchase a 74,000-square-foot building to expand operations due to increased demand for hosted voice, data services and cloud computing for various companies nationwide. Project includes building renovation, large data server and HVAC/ chiller purchases and installation.

Existing Allocation(s): None

Power Request: 5,000 kW

Power Recommended: 2,900 kW

Job Commitment:

Existing: 93 jobs (Williamsville)

New: 67 jobs

New Jobs/Power Ratio: 21.3 jobs/MW

New Jobs - Avg. Wage and Benefits: \$78,270

Capital Investment: \$21.350 million

Capital Investment/MW: \$7.4 million/MW

Other ED Incentives: Working with Amherst IDA

Summary: Advance 2000 is choosing whether to expand in Erie County where it began, or at one of seven other locations in the U.S. and Canada. The expansion plan is an effort to become a leader, nationally, in cloud computing and improve the company's ability to compete against large information technology companies. An allocation of hydropower remains vital to meet this goal due to the significance of electricity to data center operations. An allocation would allow Advance 2000 to grow its WNY workforce from 93 to 160 employees with above-average wages and

benefits within three years. The hydropower would also support its "green company" mission.