

May 22, 2014

**MEMORANDUM TO THE TRUSTEES**

**FROM THE PRESIDENT and CHIEF EXECUTIVE OFFICER**

**SUBJECT: Awards of Fund Benefits from the Western New York Economic Development Fund Recommended by the Western New York Power Proceeds Allocation Board**

**SUMMARY**

The Trustees are requested to accept the recommendations of the Western New York Power Proceeds Allocation Board (“WNYPPAB”) and approve the awards of Fund Benefits from the Western New York Economic Development Fund to Innomotive Solutions Group LLC and Nexus Natural Gas LLC, the eligible applicants listed in Exhibit “A,” and authorize the other actions described herein with respect to such applicants and awards.

The Trustees are also requested to authorize the withdrawal of the award listed in Exhibit “B” since the applicant has declined the award and withdrawn its application.

For informational purposes, Exhibit “C” lists: (1) projects the WNYPPAB has determined are not being recommended for an award of Fund Benefits; (2) applications that have been withdrawn by the applicant; (3) applications that were deferred for future consideration; (4) an application which failed to receive an affirmative vote for a recommendation of Fund Benefits due to lack of a quorum resulting from the recusal of certain WNYPPAB members; and (5) a project that has been preliminarily recommended for an award of Fund Benefits but which is not being forwarded to the Trustees at this time pending completion of legal requirements, including review under the State Environmental Quality Review Act (“SEQRA”).

**BACKGROUND**

1. **Western New York Power Proceeds Allocation Act**

On March 30, 2012, Governor Cuomo signed into law the Western New York Power Proceeds Allocation Act (the “Act”). The Act provides for the creation, by the Authority, of the Western New York Economic Development Fund. The Fund consists of the aggregate excess of revenues received by the Authority from the sale of Expansion Power (“EP”) and Replacement Power (“RP”) produced at the Niagara Power Project that was sold in the wholesale energy market over what revenues would have been received had such energy been sold on a firm basis to an eligible EP or RP customer under the applicable tariff or contract.

Under the Act, an “eligible applicant” is a private business, including a not-for-profit corporation. “Eligible projects” is defined to mean “economic development projects by eligible applicants that are physically located within the State of New York within a thirty-mile radius of

the Niagara power project located in Lewiston, New York that will support the growth of business in the state and thereby lead to the creation or maintenance of jobs and tax revenues for the state and local governments.” Eligible projects include, for example, capital investments in buildings, equipment, and associated infrastructure owned by an eligible applicant for fund benefits; transportation projects under state or federally approved plans; the acquisition of land needed for infrastructure; research and development where the results of such research and development will directly benefit New York state; support for tourism and marketing and advertising efforts for western New York state tourism and business; and energy-related projects.

Eligible projects do not include public interest advertising or advocacy; lobbying; the support or opposition of any candidate for public office; the support or opposition to any public issue; legal fees related to litigation of any kind; expenses related to administrative proceedings before state or local agencies; or retail businesses as defined by the board, including without limitation, sports venues, gaming and gambling or entertainment-related establishments, residential properties, or places of overnight accommodation.

Fund Benefits have been provided to successful eligible applicants in the form of grants. It is anticipated that Fund Benefits will be disbursed as reimbursement for expenses incurred by an Eligible Applicant for an Eligible Project.

At least 15% percent of Fund Benefits must be dedicated to eligible projects which are “energy-related projects, programs and services,” which is “energy efficiency projects and services, clean energy technology projects and services, and high performance and sustainable building programs and services, and the construction, installation and/or operation of facilities or equipment done in connection with any such projects, programs or services.”

Allocations of Fund Benefits may only be made on the basis of moneys that have been deposited in the Fund. No award may encumber future funds that have been received but not deposited in the Fund.

## 2. Western New York Power Proceeds Allocation Board

Under the Act, the WNYPPAB is charged with soliciting applications for Fund Benefits, reviewing applications, making eligibility determinations, and evaluating the merits of applications for Fund Benefits. WNYPPAB uses the criteria applicable to EP, RP and PP, and for revitalization of industry as provided in Public Authorities Law §1005. Additionally, WNYPPAB is authorized to consider the extent to which an award of Fund Benefits is consistent with the strategies and priorities of the Regional Economic Development Council having responsibility for the region in which an eligible project is proposed. A copy of these criteria (collectively, “Program Criteria”), adapted from WNYPPAB’s “Procedures for the Review of Applications for Fund Benefits,” is attached as Exhibit “D.”

The WNYPPAB met on March 4, 2013 and, in accordance with the Act, adopted by-laws, operating procedures, guidelines related to the application, and a form of application. At that time, WNYPPAB defined “retail business” to mean a business that is primarily used in

making retail sales of goods or services to customers who personally visit such facilities to obtain goods or services.

WNYPPAB also designated the Western New York Regional Director of Empire State Development Corporation (“ESD”) to be its designee (“Designee”) to act on its behalf on all administrative matters. Among other things, the Designee was authorized to preform analyses of the applications for Fund Benefits and make recommendations to WNYPPAB on the applications.

Under the Act, a recommendation for Fund Benefits by WNYPPAB is a prerequisite to an award of Fund Benefits by the Authority, and the Act authorizes the Authority to award Fund Benefits to an applicant upon a recommendation of the WNYPPAB. Upon a showing of good cause, the Authority has discretion as to whether to adopt the WNYPPAB’s recommendation, or to award benefits in a different amount or on different terms and conditions than proposed by the WNYPPAB. In addition, the Authority is authorized to include within the contract covering an award (“Award Contract”) such other terms and conditions the Authority deems appropriate.

### 3. Application Process

In an effort to provide for the efficient review of applications and disbursement of Fund Benefits, the WNYPPAB established a schedule of dates through the end of 2014 on which the WNYPPAB would meet to consider applications. At this time, applications are being accepted on a rolling basis. In addition, the application process was promoted through a media release and with assistance from state and local entities, including the Western New York and Finger Lakes Regional Economic Development Councils, the Empire State Development Corporation and other local and regional economic development organizations within the State. A webpage was created that is hosted on [WWW.NYPA.GOV/WNYPPAB](http://WWW.NYPA.GOV/WNYPPAB) with application instructions, a link to the approved application form and other program details including a contact phone number and email address staffed by the Western New York Empire State Development regional office.

## DISCUSSION

For this sixth round of WNYPPAB action, the WNYPPAB considered 12 applications seeking over \$8.1 million in Fund Benefits. WNYPPAB’s staff analyzed the applications and made recommendations to WNYPPAB concerning each of the applications based on eligibility requirements and Program Criteria. Copies of the recommendations from staff to the WNYPPAB regarding recommended awards of Fund Benefits can be found in Exhibit “E.”

At its April 28, 2014 meeting, the WNYPPAB took the following actions on applications for Fund Benefits:

### 1. Recommendations for Awards of Fund Benefits

The WNYPPAB is recommending to the Trustees that the applications listed on Exhibit “A” receive an award of Fund Benefits in the amounts indicated. The applicants have indicated that the proposed projects would directly create or retain approximately 28 jobs in Western New

York. The total to be expended on the proposed projects is expected to exceed \$8 million. These two recommendations are presently before the Trustees for consideration.

Given the nascent stage of the proposed projects, it was not possible at this time to identify all of the terms and conditions that would be applicable to each award and memorialized in an Award Contract. With the Trustees' authorization, it is anticipated that the Authority, in consultation with ESD, will negotiate final terms and conditions with successful applicants after receipt of more detailed information concerning the projects and proposed schedules. In addition to appropriate business terms, staff anticipates that Award Contracts will contain provisions for periodic audits of the successful applicant for the purpose of determining contract and program compliance and, where appropriate, terms providing for the partial or complete recapture of Fund Benefits disbursements if the applicant fails to maintain agreed-upon commitments, relating to, among other things, employment levels and/or project element due dates.

## 2. Recommendation for Withdrawal of Award of Fund Benefits

On September 24, 2013, the Trustees approved an award of Fund Benefits to the applicant listed on Exhibit "B" in the amount indicated therein. The applicant has informed WNYPPAB staff of its decision to decline the award and has withdrawn its application. Accordingly, the Trustees are requested to withdraw this award so that the amount of the award can be restored to the Fund for accounting purposes.

## 3. Other WNYPPAB Determinations

The following information is being provided to the Trustees for their information only. No action by the Trustees is required with respect to these matters.

Exhibit "C" lists: (1) projects the WNYPPAB has determined are not being recommended for an award of Fund Benefits; (2) applications that have been withdrawn by the applicant; (3) applications that were deferred for future consideration; (4) one application which failed to receive an affirmative vote for a recommendation of Fund Benefits due to lack of a quorum resulting from the recusal of certain WNYPPAB members; and (5) a project that has been preliminarily recommended for an award of Fund Benefits but which is not being forwarded to the Trustees at this time pending completion of legal requirements, including review under SEQRA.

## RECOMMENDATION

The Vice President, Marketing recommends that:

- (1) the Trustees accept the recommendations of the WNYPPAB and make awards of Fund Benefits to the applicants and in the amounts identified in Exhibit "A," conditioned upon an agreement to be negotiated with each applicant on the final terms and conditions that would be applicable to each award to be contained in an Award Contract approved by the President and Chief Executive Officer and approved by the Acting Executive Vice President and General Counsel as to form;

- (2) the Senior Vice President – Economic Development and Energy Efficiency, or his designee(s), in consultation with ESD, be authorized to negotiate with the applicants concerning such final terms and conditions that will be applicable to the awards;
  - (3) the Senior Vice President – Economic Development and Energy Efficiency, or his designee, be authorized to execute on behalf of the Authority Award Contracts for the award listed on Exhibit “A” subject to the forgoing conditions; and
- 
- (4) the Trustees authorize the withdrawal of the award of Fund Benefits to the applicant listed on Exhibit “B” in the amount indicated therein.

For the reasons stated, I recommend the approval of the above requested action by adoption of the resolution below.

Gil C. Quiniones  
President and Chief Executive Officer

## RESOLUTION

WHEREAS, the Western New York Power Proceeds Allocation Board (“WNYPPAB”) has recommended that the Authority make awards of Fund Benefits from the Western New York Economic Development Fund (“Fund”) to the eligible applicants listed in Exhibit “A”;

NOW THEREFORE BE IT RESOLVED, That the Authority hereby accepts the recommendation of the WNYPPAB and authorizes the awards of Fund Benefits to the applicants and in the amounts listed in Exhibit “A,” conditioned upon an agreement between the Authority and each applicant on the final terms and conditions that would be applicable to each award and set forth in a written award contract (“Award Contract”) between the Authority and each applicant approved by the President and Chief Executive Officer and approved by the Acting Executive Vice President and General Counsel as to form; and be it further

RESOLVED, That the Senior Vice President – Economic Development and Energy Efficiency, or his designee, in consultation with the Empire State Development Corporation, is authorized to negotiate with successful applicants concerning such final terms and conditions that will be applicable to the awards; and be it further

RESOLVED, That the Senior Vice President – Economic Development and Energy Efficiency, or his designee, is authorized to execute on behalf of the Authority Award Contracts for the awards listed on Exhibit “A” subject to the forgoing conditions; and be it further

RESOLVED, That the Authority hereby authorizes the withdrawal of the award of Fund Benefits to the applicant listed on Exhibit "B" in the amount indicated therein; and be it further

RESOLVED, That the Chairman, the Vice Chair, the President and Chief Executive Officer, the Chief Operating Officer and all other officers of the Authority are, and each of them hereby is, authorized on behalf of the Authority to do any and all things, take any and all actions and execute and deliver any and all agreements, certificates and other documents to effectuate the foregoing resolution, subject to the approval of the form thereof by the Acting Executive Vice President and General Counsel.

Applicants Recommended for an Award of Fund Benefits

Line	Business	City	County	Economic Development Region	Project Description	Project Type	Recommended Award Amount	Total Project Cost	Jobs Retained	Jobs Created
1	Innomotive Solutions Group LLC	Lancaster	Erie	Western NY	Purchasing a building in Lancaster which they will renovate and retrofit to accommodate the needs of their company. The project location will house the manufacturing and finishing of roll away doors built specifically to meet the specifications of emergency vehicles.	Business Investment	\$ 150,000	\$ 5,500,000	0	28
2	Nexus Natural Gas LLC	Tonawanda	Erie	Western NY	Seven companies will build a CNG station for the exclusive use of this partnership while each of the seven companies begins the conversion of their vehicles to run on CNG.	Capital Investment	\$ 570,000	\$ 2,800,000	0	0

**Total: \$ 720,000 \$ 8,300,000 0 28**

**Total Jobs Created & Retained: 28**

Western NY Power Proceeds Allocation Board

Exhibit "B"  
May 22, 2014

**Applicant That Declined the Award of Fund Benefits**

<b>Line</b>	<b>Business</b>	<b>City</b>	<b>County</b>	<b>Economic Development Region</b>	<b>Project Type</b>	<b>Declined Award Amount</b>
1	Niagara Label Company	Akron	Erie	Western NY	Business Investment	\$ 150,000

**Applicants Not Recommended for an Award**

Line	Business	City	County	Economic Development Region	Project Description	Project Type
1	Buffalo SynGas, LLC	Cheektowaga	Erie	Western NY	Build a plant to turn organic waste into energy at near zero emissions.	Infrastructure/Downtown Investment
2	Humble Pie Group, LLC	Buffalo	Erie	Western NY	The build out of manufacturing capability and capacity at the current Humble Pie company office.	Business Investment
3	Triad Recycling and Energy, Inc	Tonawanda	Erie	Western NY	To expand recycling capabilities.	Business Investment

**Withdrawn Applications**

Line	Business	Classification
4	Buffalo Niagara Enterprise	Withdrawn by applicant
5	Entecco LLC	Withdrawn by applicant
6	Greater Buffalo United Accountable Healthcare Network, MSO, LLC (GBUAHN)	Withdrawn by applicant
7	Trek Industries	Withdrawn by applicant

**Applications Deferred for Further Analysis**

Line	Business	Classification
8	City Labs, Inc., A Florida Corporation	Deferred for further analysis
9	Riviera Theatre and Organ Preservation Society Inc.	Deferred for further analysis

**Applications that Failed to Pass due to a Lack of a Quorum**

Line	Business	Classification
10	Niagara Falls International Airport Stakeholders Group, Inc.	Lack of quorum due to WNYPPAB member recusals

**Applications Recommended for An Award but Not Forwarded to the Trustees**

Line	Business
11	PLSIII LLC d/b/a We Care Transportation Services

## Western NY Power Proceeds Allocation Board Exhibit “D”

---

### Criteria adapted from the Western NY Power Proceeds Allocation Board’s “Procedures for the Review of Applications for Fund Benefits”

---

1. The extent to which an award of Fund Benefits would be consistent with the strategies and priorities of the Regional Economic Development Council (“REDC”) having responsibility for the region in which an Eligible Project is located.<sup>1</sup> The Western New York Regional Economic Development Council which is responsible for Eligible Projects in Erie and Niagara Counties Strategies & Priorities are:
  - Promote “Smart Growth” by investing in areas that infrastructure already exists and achieves certain goals, such as: preserving historic buildings; reviving downtowns; reviving main streets; investing in existing neighborhoods; and investing in former industrial sites. A project consistent with Smart Growth will also focus on: enhancing walkability; enhancing multiple modes of transportation; connecting disadvantaged communities to employment clusters; spurring mixed-use private investment in existing communities and preserving/enhancing natural lands and or resources.
  - Promote workforce development by increasing diversity in the labor force, developing and cultivating that includes workers with advancement potential, underemployed, unemployed and special population; align education and skills training to job market for current and future industry needs.
  - Foster entrepreneurship and new business formation and growth. Designing a plan that brings new technologies and/or products to the marketplace, increases new start ups in strategic industries and facilitates the commercialization of products that can lead to job growth in the Region.
  - Increase the industry profile of agriculture in WNY by: creating better access to markets; creating new products; creating new more efficient processes; creating strong regional brands; creating programs that promote careers in agriculture.
  - Utilize Western New York’s proximity to Canadian and U.S. population centers to advance economic development in WNY. Bi-national projects will: utilize cross-border planning to create transportation and logistical infrastructure; improve

---

<sup>1</sup> As provided for in EDL § 189-c(4), criteria 2-15 are adapted from the criteria for eligibility for Expansion Power, Replacement Power and Preservation Power under Public Authorities Law § 1005. The specific criteria identified in PAL § 1005(13)(b)(4)-(5) are relevant to power allocations under these programs but do not have any logical application to allocations of Fund Benefits. Therefore, the Board does not expect to use these criteria to evaluate applications for Fund Benefits. Additionally, in accordance with PAL § 1005(13), criteria 13-15 listed herein will only be used in the case of Eligible Projects which are proposed by Applicants as, and determined by the Board to be, “revitalization” projects.

---

operational relationships; promote the attractiveness of WNY as a hub for global trade.

- Position the WNY region as a global energy hub through new sources of clean energy, energy efficiency and energy efficient transportation.
- Support growth of advanced manufacturing by making research more available to manufacturers to help them innovate.
- Spur growth in the health and life sciences industry through improved commercialization, recruit high profile research talent and reducing the cost burden of healthcare while improving health outcomes.
- Expand the scope of higher education by increasing accessibility to Higher Education for communities that currently have limited access to educational opportunities; better aligning education with the industry needs and creating support structures for start-ups which will assist start-ups with commercialization, business planning, workforce preparation, facilities, etc.
- Grow visitors and visitor spending by raising the profile of WNY as a national and international destination; connect multiple tourist destinations in WNY; improve the profile of the WNY Gateway to the United States.

For more information on the Western New York Regional Economic Development Council please go to <http://regionalcouncils.ny.gov/content/western-new-york>.

2. The extent to which an award of Fund Benefits would be consistent with the strategies and priorities of the Regional Economic Development Council (“REDC”) having responsibility for the region in which an Eligible Project is located.<sup>2</sup> The Finger Lakes Regional Economic Development Council which is responsible for Eligible Projects in Orleans and Genesee Counties Strategies & Priorities can be found at: <http://regionalcouncils.ny.gov/content/finger-lakes>.
3. The number of jobs that would be created as a result of an award of Fund Benefits.
4. The applicant’s long term commitment to the region as evidenced the current and/or planned capital investment in applicant’s facilities in the region.
5. The ratio of the number of jobs to be created to the amount of Fund Benefits requested.
6. The types of jobs that would be created, as measured by wage and benefit levels, security and stability of employment.
7. The amount of capital investment, including the type and cost of buildings, equipment and facilities, proposed to be constructed, enlarged or installed.
8. The extent to which an award of Fund Benefits would affect the overall productivity or competitiveness of the applicant and its existing employment.

---

<sup>2</sup> As provided for in EDL § 189-c(4), criteria 2-15 are adapted from the criteria for eligibility for Expansion Power, Replacement Power and Preservation Power under Public Authorities Law § 1005. The specific criteria identified in PAL § 1005(13)(b)(4)-(5) are relevant to power allocations under these programs but do not have any logical application to allocations of Fund Benefits. Therefore, the Board does not expect to use these criteria to evaluate applications for Fund Benefits. Additionally, in accordance with PAL § 1005(13), criteria 13-15 listed herein will only be used in the case of Eligible Projects which are proposed by Applicants as, and determined by the Board to be, “revitalization” projects.

9. The extent to which an award of Fund Benefits may result in a competitive disadvantage for other business in the State.
  10. The growth potential of the applicant's facilities and the contribution of economic strength to the area in which the applicant's facilities are or would be located.
  11. The extent of the applicant's willingness to satisfy affirmative action goals.
  12. The extent to which an award of Fund Benefits is consistent with state, regional and local economic development strategies and priorities and supported by local units of government in the area in which the business is located.
  13. The impact of an award of Fund Benefits on the operation of any other facilities of the applicant, and on other businesses within the region.
  14. That the business is likely to close, partially close or relocate resulting in the loss of a substantial number of jobs.
  15. That the applicant is an important employer in the community and efforts to revitalize the business are in long-term interests of both employers and the community.
  16. That a reasonable prospect exists that the proposed award of Fund Benefits will enable the applicant to remain competitive and become profitable and preserve jobs for a substantial period of time.
- 
-

**Recommended Award: Exhibit "E"**

Applicant Name:	Innomotive Solutions Group LLC d/b/a Whiting Group of Canada	REDC Region:	Western New York
Project Type:	Business Investment	County:	Erie
Industry:	Manufacturing	Locality:	Lancaster
Amount Requested:	\$150,000	Start Date:	7/1/2014
		Finish Date:	3/1/2015

**RECOMMENDED OFFER**

Recommended Total Award:	\$150,000
Total Project Cost:	\$5,500,000
% of Project Cost Recommended:	2.7%

**REGIONAL IMPACT MEASUREMENTS**

Number of Jobs Retained:	0
Number of Jobs Created:	28
Average Salary of Jobs:	\$28,571
Indirect Jobs Created	
Other Impact	

**PROJECT DESCRIPTION**

Innomotive Solutions Group will be purchasing a building in Lancaster which they will renovate and retrofit to accommodate the needs of their company. The project location will house the manufacturing and finishing of roll away doors built specifically to meet the specifications of emergency vehicles. Innomotive will be hiring and training 28 new employees from the WNY Region to meet its current U.S. market demand. This project will also mark the company's first step toward moving additional production from Canada to the U.S.

**BASIS FOR RECOMMENDATION**

This project demonstrates how the WNY business community can attract companies from other regions. Innomotive Solutions is a subsidiary of the Whiting Group of Canada; a company that has been researching the benefits of moving their operations from Canada to the U.S. for some time. Lancaster will now host the first phase of the company's transition and in turn, 28 new jobs with good entry level manufacturing salaries will come to the Town.

Innomotive Solutions has presented the WNYPPAB with a project budget totaling \$5,500,000. The recommendation to this Board is to incentivize this project with a grant in the amount of \$150,000 to be directed toward the purchase and installation of machinery and equipment which Innomotive estimates will cost \$3,360,000. It is also recommended that the grant be payable upon confirmation of the purchase and installation of the machinery and equipment and confirmation of the total cost.

**Recommended: Exhibit "E"**

Applicant Name:	Nexus Natural Gas, LLC	REDC Region:	WNY
Project Type:	Construction of CNG Station and Truck Conversion	County:	Erie
Industry:	Multiple Industry Sectors	Locality:	Tonawanda
Amount Requested:	\$570,000	Start Date:	6/1/2014
		Finish Date:	1/1/2015
<b>RECOMMENDED OFFER</b>			
Recommended Total Award:	\$570,000		
Total Project Cost:	\$2,800,000		
% of Project Cost Recommended:	20%		
<b>REGIONAL IMPACT MEASUREMENTS</b>			
Number of Jobs Retained:	N/A		
Number of Jobs Created:	N/A		
Average Salary of Jobs:	\$30,000		
Indirect Jobs Created or Retained	20 created and 106 retained across 7 companies		
Other Impact			
<b>PROJECT DESCRIPTION</b>			
<p>Nexus Natural Gas, LLC is an entity that was formed by seven different companies in the Town of Tonawanda that share the common goal of transitioning into cleaner alternative fuels that will ultimately lower operating costs and create economic growth. This project represents the effort of those seven companies to achieve the stated goal by building a CNG station for the exclusive use of this partnership while each of the seven companies begins the conversion of their vehicles to run on CNG.</p>			
<b>OTHER ECONOMIC DEVELOPMENT BENEFITS RECEIVED</b>			
ESD:	\$	NYPA:	\$
IDA:	\$	Other:	\$
<b>PREVIOUS STATE ASSISTANCE OFFERED OR PROVIDED</b>			
<b>TYPE</b>	<b>AMOUNT</b>	<b>STATUS</b>	
<b>BASIS FOR RECOMMENDATION</b>			

This project will go a very long way in decreasing emissions and improving air quality in the Town of Tonawanda and Grand Island as well as everywhere these vehicles travel throughout the State. The additional economic benefit to this project is that it will allow these seven companies to reduce their operating costs and expedite their future growth.

Nexus Natural Gas has presented the WNYPPAB with a project budget totaling \$2,845,000. The recommendation to this Board is to incentivize this project with a grant in the amount of \$570,000 to be directed toward the construction and installation of the CNG fueling station, which Nexus estimates will cost \$2,065,000. It is also recommended that the grant be payable upon completion of the CNG station and the conversion of 24 trucks across the seven partnered companies. It is anticipated that no funding would be provided for vehicles or vehicle upgrades.