

Fast Track COVID-19 Manufacturing Productivity Program (MPP)

National Grid is teaming up with regional NYS Manufacturing Extension Partnership Centers (MEP) to provide grants for eligible manufacturers* up to \$40,000:

- Retooling and adjusting their operations to be able to produce critical items** – to help you redesign your workflow/layout, help get medical grade certifications (FDA, NIOSH, CE), to keep up with productivity during the pandemic and implement programs to sustain these changes during the recovery.

OR, who are:

- Looking to implement Lean Manufacturing, keeping productivity up during the pandemic and to sustain these changes during the recovery.

Based on the current **Electric or Natural Gas Manufacturing Productivity Program**, this Fast Track COVID-19 MPP provides matching funds of up to \$40K, or 60% of total costs incurred when companies commit to Productivity Improvement and growth targeted activities that will result in the increased utilization of manufacturing capacity at your company. This funding is only available to companies that work with their local region MEP***.

To be eligible for this program, the project must accomplish one or more of the following:

- | | |
|--|--|
| <input type="checkbox"/> Optimize current operations | <input type="checkbox"/> Develop new customers |
| <input type="checkbox"/> Increase machine capabilities | <input type="checkbox"/> Develop new products |
| <input type="checkbox"/> Improve product quality/yield | <input type="checkbox"/> Supply Chain Management |
| <input type="checkbox"/> Expand markets - meet demand | |

How to Apply

Reach out to your regional NYS MEP Center to schedule an initial project scoping session to determine eligibility.

Upstate New York Contact list:

Capital Region

Louise K. Aitcheson

Center for Economic Growth
(518) 424-4395
louisea@ceg.org
www.ceg.org

Central New York

Jim D'Agostino

CNY Technology Development
Organization
Phone: 315-425-5144
jdagostino@tdo.org
www.tdosolutions.com

Mohawk Valley

Cory Albrecht

Advance Institute for Manufacturing
Phone: 315-624-9800
calbrecht@mvmcc.edu
Aim-mep.org/

Western New York

Ben Rand

Insyte Consulting
Phone: 716-845-6355
brand@insyte-consulting.com
www.insyte-consulting.com

Finger Lakes

James Senall

Nextcorps
Phone: 585-214-2400
James.senall@nextcorps.org
www.nextcorps.org

North Country

Steve Lockwood

CITEC
Cell: 315-777-0556
lockwood@citec.org
www.citec.org

To learn more about the National Grid Economic Development Programs please visit www.shovelready.com

*Please note: This program is only for National Grid manufacturing (NAICS CODE 31-33) customers or for manufacturing businesses (NAICS CODE 31-33) that reimburse their landlords for National Grid utilities. For complete eligibility guidelines please visit:

<https://www.shovelready.com/ProgramDocuments/ElectricManufacturingProductivityProgram.pdf>

<https://www.shovelready.com/ProgramDocuments/NaturalGasManufacturingProductivityProgram.pdf>

**For a sample list of critical items please visit <https://esd.ny.gov/guidelines-covid-19-medical-supplies>

***For a complete list of MEP <https://esd.ny.gov/new-york-manufacturing-extension-partnership>



Electric 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 31st 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 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.

How to Apply

To apply for the Manufacturing Productivity Program please:

- Complete the program application on-line.; and,
- Upload all required documentation as noted at the end of your on-line application.

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

Capital Region

Center for Economic Growth

63 State Street

Albany, NY 12207

Phone: 518-465-8975

www.ceg.org

North Country

CITEC

Peyton Hall, Clarkson University

Main Street, Box 8561

Potsdam, NY 13669-8561

Phone: 315-268-3778

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**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 or www.cnytdo.org or 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**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



NATURAL GAS 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 gross domestic product. 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 regions and will be delivered in conjunction with these RTDCs. RTDC 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 forty percent (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 fifty percent (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 sixty percent (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 RTDCs 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

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 an SC3, SC5, SC6, SC7, SC8 or SC9 customer in good standing within National Grid's Upstate New York gas service territory;
- ❑ Be a business that is classified in the North American Industry Classification System (NAICS)¹ 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 twenty-five (25%) of the total funding from its own capital.

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; and/or
- ❑ Develop new products.

¹ NAICS classifications can be found online at <http://www.census.gov/epcd/www/naics.html>.

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.

How to Apply

To apply for the Natural Gas Manufacturing Productivity 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.