

PSC NO: 220 ELECTRICITY
NIAGARA MOHAWK POWER CORPORATION
INITIAL EFFECTIVE DATE: SEPTEMBER 19, 2011

LEAF: 457
REVISION: 1
SUPERSEDING REVISION: 0

SERVICE CLASSIFICATION NO. 12 (Continued)

4. PROGRAM ELIGIBILITY (Continued)

4.3.3 Revitalization Plan Applicable to Customers Facing Business Reductions and Business Closure (Continued)

4.3.3.2 (Continued)

- (d) Potential reductions in business costs and potential increases in operating efficiencies, examples of which for illustrative purposes include the following items:
 - (i) renegotiations with raw material, subcomponent and/or service suppliers;
 - (ii) a plan developed jointly by labor and management that addresses the issues of unit product cost reductions and productivity;
 - (iii) local and/or state concessions on taxes;
 - (iv) discontinuance of non-profitable products and development of new products;
 - (v) cash flow improvement;
 - (vi) restructuring of short and long term debt;
 - (vii) capital savings through low cost loans;
 - (viii) increased operating efficiencies through:
 - 1. improved process technologies;
 - 2. an employee retraining plan; and
 - 3. reduced energy usage; and
 - (ix) marketing-related initiatives.
- (e) The customer shall demonstrate that it has the support and the participation of other key stakeholders in its business survival, such as the labor force and state/local government.
- (f) Customer shall perform an energy audit of the facility to identify possible energy efficiency measures and explore participation in energy efficiency programs. Customer shall submit a copy of the audit report to the Company.
- (g) The information presented in the applicant's revitalization plan must be detailed in writing, in form and content satisfactory to the Company. The Company reserves the right to request additional information from the applicant concerning the revitalization plan. The plan should be certified to the Company by the applicant's operational and financial management.
- (h) A copy of the revitalization plan will be made available to the New York State Empire State Development Corporation upon request.

Issued by Thomas B. King, President, Syracuse, NY