



Energy Work Group  
Meeting #5  
Tuesday, October 11, 2011  
8:00 – 10:00 am  
LCo Building, 726 Exchange Street, Buffalo, NY  
Barton Room (6th floor)

### Meeting Notes

#### **Work Group Members Present: (13)**

Deanna Brennan, Niagara USA Chamber  
Alex Cartwright, University at Buffalo  
Rick Constantino, FORECON, Inc.  
Edward J. Damico, National Fuel  
Dave Denk, NYS DEC  
Paul Drof, Niagara Falls Water Board  
Dennis Elsenbeck, National Grid  
John Farmelo, Bradford Energy  
David Flynn, Phillips Lytle  
Laura Fulton, UB Senior Policy Analyst  
Linda Hardie, NYSERDA  
Joe Kessler, NYPA  
Robert E. Knoer, The Knoer Group  
Mary Martino, AFLCIO  
Kim Richardson, NYS DOT Reg. Landscape/Env. Mgr.  
Rich Tobe, Richard Tobe, ESQ  
Corey Wiktor, Cattaraugus IDA  
Mike Casale, WGDA  
Jessica Zelman, Empire State Development  
Howard Zemsky  
Becky Landy

#### **Summary of Meeting:**

The meeting was opened by Chairperson Deanna Alterio Brennen. David Flynn then reviewed the three strategic titles discussed in the previous meeting. Our goal at this meeting today was to consolidate the CFA outlines for our top three priority projects.

## Minutes Outline of Priority Projects:

### **ENERGY EFFICIENT TRANSPORTATION**

- Natural Gas Conversion
- Electric
- Biodiesel
- Ethanol – Cellulose based
  - NYSERDA roadmap
  - 6-20% replacement
- Test Region
  - Extend Fuel Network
- Small Fleets
  - Fund small outreach program for CNG/electric education & understanding on use – Education for conversion
  - Buying co-ops for conversion
    - Cost efficiency
    - i.e.: School Buses
  - Commodity Purchasing model
- Utility owned vs. Privately owned
  - Standardization of refueling across network
  - Cost efficiency
- Pilot without strategy is not feasible. Need Strategy “Clean Communities”
- We have Ford & GM Plants in the community- How do we leverage?
  - Honda and Nissan already have pilot programs
  - Need to test in cold climates
- Is it easier to get a smaller project started?
  - Take strategy and develop into phased roll-out operational plan/fuel agnostic
  - Create demand to make it feasible
- Transportation & Parking
  - Circle in lots
  - “smart parking” – solve time, money, & pollution
  - i.e: Text messaging available parking
- NYSERDA
  - Provide a road map for ethanol
  - Issue- economic viability of producing cellulose ethanol
- Should we be fuel-specific
- Build critical mass for consensus
  - Go to fleet managers – ask for input/directions
  - Think Tank
    - Suppliers; Police; NFTA; School Districts; Small Fleets; Dealers; Municipalities
- Obtainable Project > Plan
  - Consensus of Fuel Alternative
  - Show broader base market
  - Recommend and Facilitate Meeting

- Economics
    - Fleets
    - Locations (Filling Stations)
    - Range
    - Who's likely to buy
  - Access demand through meeting and create consensus
    - Polling & non-scientific surveys
- Traffic Engineering
  - Our lights are not coordinated – should create smooth transition through traffic lights instead of our stop/go traffic light system
  - Traffic flow engineering simulation
    - Look at system, not just transformation
  - Mass transit
- Fund Pilot Fuel development strategy based off of what comes out of smart growth sector
  - Sisters/neighbors charts > crossovers
- Discrete Energy Products
  - Gas fillings at particular locations
    - Medical facilities > medical trucks and first responders
  - Leave for private development
    - Goal and \$ amount consistent across region
  - 50% up to \$1 million of pilot project
    - RFP – Create infrastructure to provide fuel for X # of fleet [provide goal, \$ amt, numbers] across the region (Jamestown to Niagara Falls)
  - Let the market drive what fuel to use
  - Look at what federal monies are already in place to tap into
  - Attract mfg/suppliers to support fuel
- Market Driven Development (not state/Government driven)
  - Provide \$ amt and goal across the region
  - Broadly Based Plan
    - Attract new businesses & involvement
    - Economically Feasible
    - Building development to meet these goals
      - Community Involvement
    - Supplier
    - Product and Fuel Testing
    - Redevelopment > Economic transformation
    - Time Frame obtainable and deliverable
      - Immediate & Long-term
- RFP Development
  - Boil down strategy to introduce to decision makers
  - Judging program effectiveness
    - Cut-offs? Extension of project goals
    - Milestones
  - WNY Advisory Group

- IDAs; Utilities; NYSERDA; NYPA; ESD; BNE
- Department of Energy Model
  - Stakeholder workshops
  - Short 2 pg description of what they are looking for
  - Milestones
  - Facilitate meeting?
    - Other Countries; Municipalities; IDAs; NYSERDA/NYPA; WNY Advisory Groups; BNE; Utilities; GM; Ford; NOCO; Modern Disposal; Montante
    - Need financial “Angel Investor”
  - Don’t give to group – Invite them to participate
    - Specific timing for projects and proposals
  - Timeline
    - X # of days to create RFP
  - Create Regional Energy Group to create plan
  - Region drives process – homegrown within region
    - Need private sector – Ford, GM, NOCO
- 1. Permanent Energy Group – Ideal to drive these strategies
  - a. Private sector involvement and ownership
    - i. Permanent committee stakeholders & representatives for energy committee to see projects through and to maintain them.
- 2. Group creates overarching strategies
  - a. Group with broader vision for projects and resources to facilitate development

### **GLOBAL ENERGY HUB**

- Drive Economic Development
  - Toolbox
    - Low cost hydro power
      - Availability of water
    - Solar Power
    - Wind Power
    - Alternative Fuels
      - Availability of Transportation
  - Develop a Suite of low cost energy sources to put in “Toolbox” in a coordinated & planned way
- Stability of Supply
- Supply Chain – How can we understand the scope?
  - Think Tank
    - Consortium of higher education & energy leaders
    - Overlapping what’s going on in the region & globally
      - Facilitate public/private development & diversification
    - Energy Education
      - UB – Energy diversification strategy
        - Pluses/minuses – smart grid

- Market potential
  - Sciences/SEAS/SOM
  - How to put into grid
  - How to convert
  - Environmental impacts
  - UB is impartial
  - “initiative” – part of plan for NYC 2020
  - Next generation of electricity
- Establishing a Think Tank
  - WNY Wants UB to look at region? Beyond UB
  - 1. Use UB to facilitate private/public partnership
  - 2. How do we capture commercialization regionally?
    - a. Tech. Transfer > mfg locally > export beyond region
  - 3. Work across universities tech transfer > incubator>mfg
    - a. What are we missing?
      - i. Angel Funding
      - ii. State Policy
      - iii. Entrepreneurs/Business People
  - Look at existing energy – How to Modernize?
  - Look at future technology – How do we participate? How do we prime pump? (10yr Horizon)
  - How do we develop the next generation of Entrepreneurs? / Skill set – education?
  - Need to stop rushing to “catch-up” – leap forward by planning for the future
  - Need a pipeline of deals – Angel investors come to deals
  - Alfred University
    - Energy materials/ adv. Materials for collection & storage
  - Energy Storage – need nano materials to be more efficient
  - Who will “own” this?
    - Same group + tap into resources as needed?
    - Broad based (Legal, financial, education, private sector)
  - Group oversees
    - Sub committees on each strategy
    - Mgmt/Business/Science > person to oversee
    - Key Strategy Executive Director – managing & coordinating pieces
- Looking to Future
  - Job Markets to put in place
  - Technology Development/Innovation
    - Upgrade the plant
  - Infrastructure on Financial Side
- Advanced Manufacturing Group
  - Alfred/Buffalo – Manufacturing/Advanced Manufacturing Specialists
  - Nano Materials – Conversion

- How can we be more efficient using what we already have? Have more energy to do what we need to get done?
- Should we focus on one energy and develop a consortium to maximize its potential?
- Do we need a funded “name & face” Marketing Professional? (expensive)
  - Initially travel outside region, ultimately be here
  - Have maintenance and coordinating support group beneath him/her
  - Hold annual meeting for all major projects, bringing in top professionals, industry leaders with the intention to attract investors
    - Interested and Invested partners could carry on thereafter
  - DOE & NSF
    - Larger centers must have regional buy-in - \$20 Million/5yrs

### **MAXIMIZE HYDRO POWER**

- Annuity (\$8.5 Million)
- WNY Advisory Group
- Allocation of Hydro Power
  - Green Energy Parks
    - Shovel ready sites?
    - Re-use Brownfields?
    - Research and promote ways to create more hydro power
      - 2006 – Niagara Power Authority refurbished turbines to boost efficiency
      - Operational efficiency – where/how are we wasting energy
      - Use of other public/waste water facilities pumping water in/out of system
      - Use strength of collective companies to obtain more power
- Re we impacted by Canadian water dispersal
  - Pumping vs. generation – they have the ability to take more water
  - U.S. will have less water as Canada comes on line – will need to revert to treaty rights
  - Canada currently pays NYPA to take some of their water