NYSERDA

Site Asset Analysis

Canalside Energy Park

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GLS GLOBAL LOCATION STRATEGIES®

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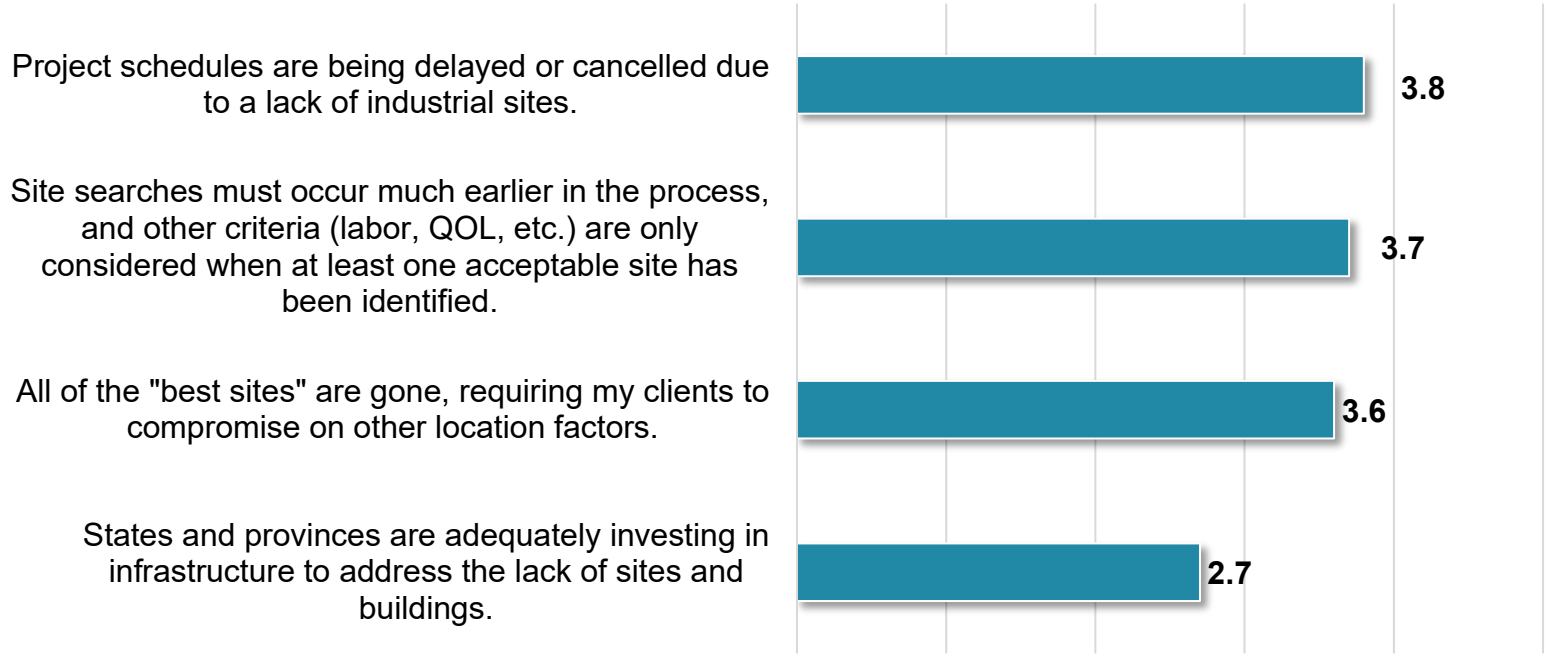
Product Development

Product development has become a forefront issue in site selection nationally due to the lack of ready industrial sites. The chart shows the results from a 2024 Site Selectors Guild survey that indicated that the lack of industrial sites were hampering site selection and availability of sites were more crucial than workforce. There are various reasons for a shortage in sites including the increase in projects following the pandemic, but also community opposition to development. While product development takes time, many states, communities, utilities, and rail providers are trying to catch up by readying and diversifying their property portfolios.

Industrial Projects: Agreement with Statements on Real Estate, Sites & Buildings
(1 = Don't Agree at All, 5 = Completely Agree)



Source: State of Site Selection Report, Site Selectors Guild, March 2024

Task Overview

Task 06:

Purpose: GLS conducted simulated site selection evaluations for five clean energy manufacturing sectors identified by NYSERDA. This simulation mirrors GLS' established site selection process, utilizing the same tools employed in corporate site selection projects. The evaluation covered 15 sites within New York State, as well as three competing out-of-state locations.

For each industry subsector, GLS assessed the advantages and disadvantages of each site in terms of its ability to attract the target industries compared to its competitors. Additionally, GLS evaluated the estimated costs required to address identified deficiencies and analyzed these costs alongside the economic impact of each subsector to assess the cost-benefit of potential site improvements. A Gap and Cost-Benefit Analysis was provided for all assessed sites, identifying key investments that offer the greatest return on investment relative to cost.

This report summarizes the findings for all community sites submitted for the five selected industries. Please note that each project is unique, and the industry profiles and scoring provided are intended for general guidance.

- Battery Manufacturing
- Solar Panel Manufacturing
- Transportation (EV) Manufacturing
- Turbine Manufacturing
- Transformer Manufacturing

Gap + Impact Improvement Analysis

Gap + Improvement Impact Analysis

A gap and impact improvement analysis was provided for each site. This provides feedback on the items that can be completed to provide the biggest impact on the quality score of each site. Those items that are illustrated with a green bubble (●) indicate items that would not change the site score (already at max score), and those with "N/A" indicate items that are not drivers for that particular industry.

Keep items to note:

- The cost magnitude indicators are based on the costs provided in the Request for Proposal to each community. GLS has not further validated these costs and recommends NYSERDA/ESD working through the cost estimates with the communities, where needed. Other cost assumptions are based on GLS experience on typical order of magnitude to complete the specific improvements (Ex: competition of due diligence studies) or the overall impact to the sites ability to meet the needs of the project.

Estimated Cost	<$1MM	<$3 MM	<$5 MM	<$10 MM	<$15 MM	<$25MM	<$50 MM	>$100 MM
Total Number of Dollar Signs	$	$$	$$$	$$$$	$$$$$	$$$$$$	$$$$$$$	$$$$$$$$

- The stars in the charts are used to relay where the improvements will have the largest impacts to the quality scores. The more stars, the more positive impact that change will have for that site and that particular industry. The table below summarizes the ranges leveraged to determine the level of impact of a sites overall quality score.

Impact on Quality Score	0.0-0.02	0.03-0.06	0.07-0.09	0.10-0.13	0.14-0.16	.17-0.2	0.21-0.23	0.24-0.27	0.28-0.3	.3-0.45	> 0.45
Total Number of Stars	½	★	★½	★★	★★½	★★★	★★★½	★★★★	★★★★ ½	★★★★ ★	★★★★ ★★

- While it is not realistic to do every improvement, these tables are provided to help guide prioritized investments for the sites for the select clean energy manufacturing industries. Please note that these improvement impacts would vary for other industries outside of those highlighted in this report.

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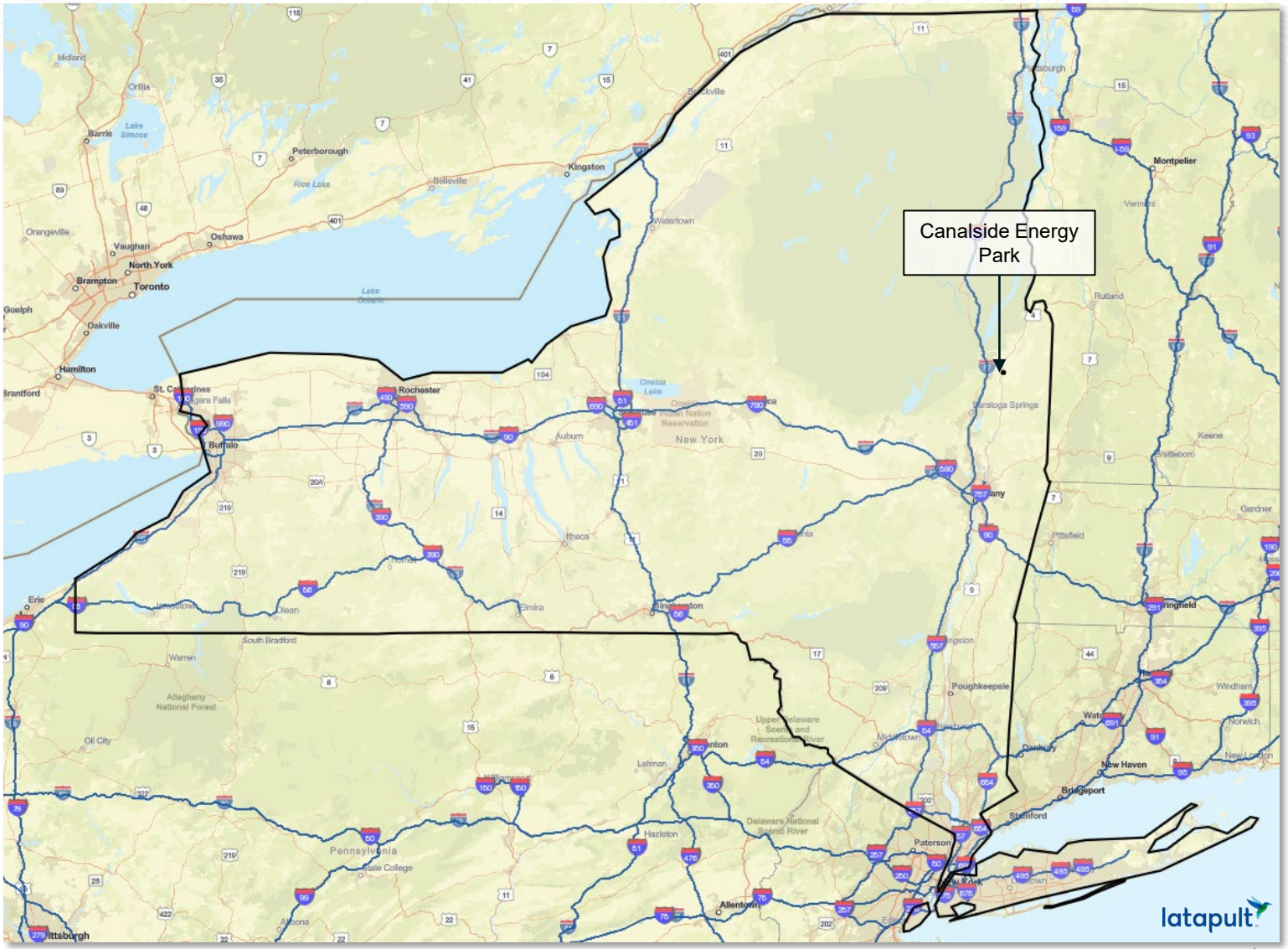
GAP + IMPACT IMPROVEMENT ANALYSIS

		Manufacturing Industries				
Improvement Description	**Cost Magnitude**	**Battery**	**Solar Panel**	**Transportation**	**Turbine**	**Transformer**
Wetlands Delineation and Mitigation	$$	★½	★	★	★	-
Raise site out of Floodplain	$$	★½	●	●	●	●
Acquire/Option Property*	-	●	●	●	●	●
Rezone to Industrial	-	●	●	●	●	●
Phase 1 ESA with no significant findings	$	★★	★★	★★½	★★	★★
Archeological/Historical studies with no significant findings	$	●	●	●	●	●
Endangered Species study with no significant findings	$	★	★	★½	★	★½
5 MW of Electric Service	$$$$	N/A	N/A	★★★★★★	★★★★★★	★★★★★★
25 MW of Electric Service	$$$	N/A	★★★★★	N/A	N/A	N/A
50 MW of Electric Service	$$$$$	★★★★★★	N/A	N/A	N/A	N/A
10 MCF/hour of Natural Gas Service	$$$	N/A	★	★	★★★	★★
50 MCF/hour of Natural Gas Service	$$$$	★★	N/A	N/A	N/A	N/A
20,000 GPD of Water Service	$$$$$	N/A	N/A	★★½	★½	★½
100,000 GPD of Water Service	$$$$$	N/A	N/A	N/A	N/A	N/A
1.5 MGD of Water Service	$$$$$$$$	★★★★★★	★★★★★★	N/A	N/A	N/A
20,000 GPD of Wastewater Service	$$$$	N/A	N/A	★	½	½
500,000 GPD of Wastewater Service	$$$$$$	★★★★★	N/A	N/A	N/A	N/A
1 MGD of Wastewater Service	$$$$$$$	N/A	★★★★★	N/A	N/A	N/A
Improve Site Access	$$	★	★	★	★	★
Upgrade Roads from Site to Highway/Interstate	$$$$	★★★½	★★★½	★★★★½	★★★★★	★★★★½
Extend Rail on site	$	-	N/A	N/A	N/A	N/A

*The estimated acquisition cost for the property was calculated based on its total acreage and the provided cost per acre. For sites where a cost per acre was not specified, an average value of $50,000 per acre was applied.

Site Overview

Site Location



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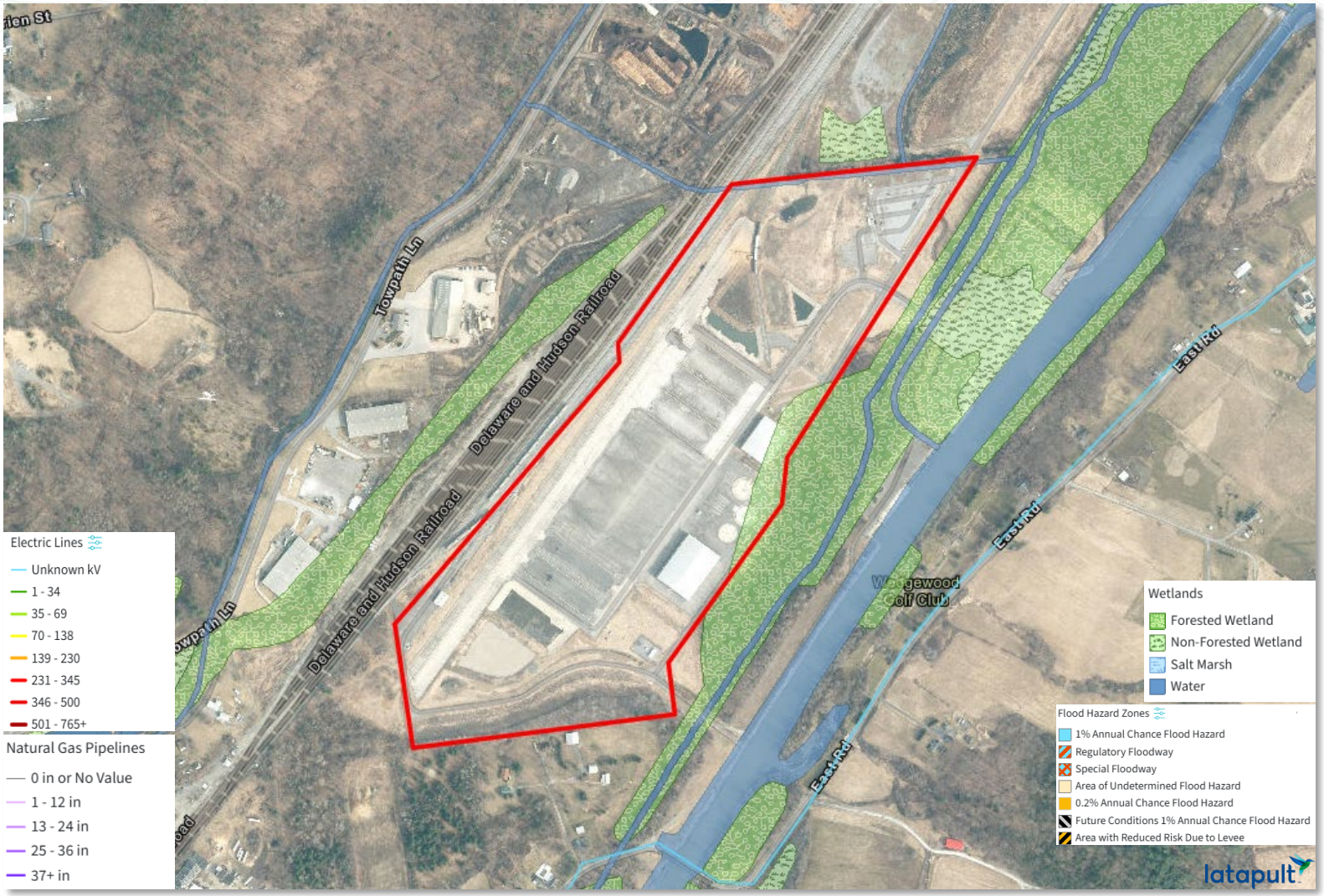

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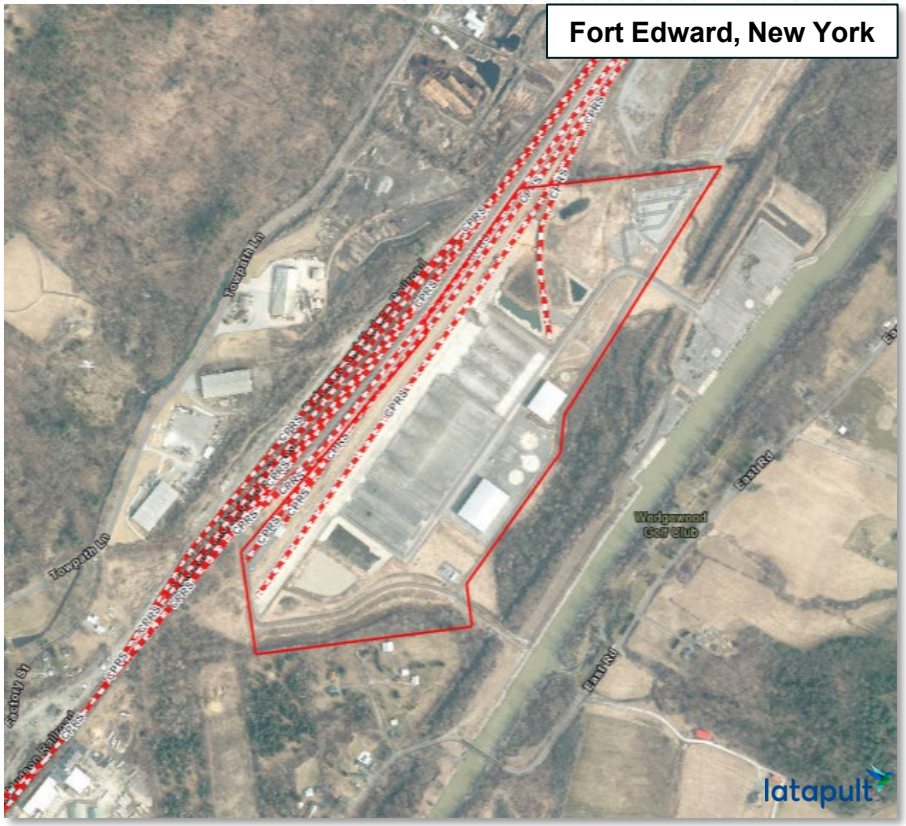

Fatal Flaw Screening				
Battery	Solar	Transportation	Turbine	Transformer
Fatal Flaw	Marginal	Advance	Advance	Advance

Advantages:

- The site is publicly owned and is available for sale or lease, currently functioning as an industrial park with existing tenants.
- Zoned for industrial use, requiring no rezoning for most activities.
- The site features active rail access with a turnout already in place.
- Comprehensive due diligence studies have been completed, identifying associated risks.
- The property includes an on-site substation operating at 34.5 kV, with the capacity to expand to 115 kV for larger power users.
- A nearby 8-inch water line requires only 600 feet of replacement pipe to serve small to medium-sized users
- An on-site, 340,000-gallon water tank is planned for development and is expected to be completed in 2025/2026, providing adequate pressure for fire suppression requirements.

Disadvantages:

- The total area consists of only 79 acres, with limited lot sizes, including 9 acres classified as wetlands.
- The nearest interstate access is over 10 miles away.
- A new natural gas line will need to be extended 1,000 feet and will require boring under the rail line.
- A water usage of 1.5 MGD will require an upgrade to the village's water treatment plant.
- Wastewater service is the most constrained utility. Engineering analysis is underway for 100,000 GPD connection to local sewer and for lower capacity on-site treatment. Moderate to significant demands requires substantial upgrade.

Disclaimer.

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