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ELECTRIC  
DISTRICT HEAT  
WATER  
WASTEWATER  
SOLID WASTE

## **NEWS RELEASE: For immediate release**

### **BOARD OF PUBLIC UTILITIES TO SELL ELECTRICITY TO CLIFFSTAR**

Dunkirk's Cliffstar Corporation, the nation's largest independent private label juice company, will begin purchasing electricity from the Jamestown Board of Public Utilities on March 1. Cliffstar has signed a one-year contract with the local utility to become its wholesale customer.

The agreement is the culmination of work by: Richard Star, Cliffstar's Director of Dunkirk Operations and Gary Thompson, Director of Demand Management; Richard Alexander, Administrative Director of the County of Chautauqua Industrial Development Agency (CCIDA), Sherry Bauer, the IDA's deputy director and Randy Brown, CCIDA Special Project Consultant. Also involved in the project were Brian Seibert, Account Manager, Niagara Mohawk, A National Grid Company, Wally Haase, Board of Public Utilities General Manager and David Gustafson, Electric and Gas Resource Manager of BPU.

The BPU will provide Cliffstar electrical energy that will be delivered to the north end of the county over Niagara Mohawk transmission lines. The power will be provided from the Jamestown BPU Samuel A. Carlson Generating Station.

Brian Seibert, C.E.M., Niagara Mohawk said, "Niagara Mohawk will continue to provide electric delivery service to Cliffstar while the BPU will provide energy supply pricing. This collaborative effort will strengthen Cliffstar's market position and help secure jobs in our community. Niagara Mohawk fully supports our customers' participation in the electric commodity market."

BPU General Manager, Wally Haase, P.E. was quoted as saying, "The BPU is pleased to be able to assist any appropriate customer to keep their costs down and retain jobs to benefit the area. This sale will allow Cliffstar to be poised to respond to its markets whenever the opportunity arises."

Alexander praised the BPU-Cliffstar agreement. "This innovative approach by the BPU in support of our economic development effort expands the incentives available to help businesses invest and create jobs here in Chautauqua County," he said.

Richard Star, Director of Operations, of Cliffstar explained, "The sale of low cost power by the BPU to Cliffstar is a winning situation for all parties involved. Niagara Mohawk will receive income by transporting the energy to Cliffstar. The BPU will receive income from the energy sale. The County will benefit from Cliffstar being a stronger employer, taxpayer and business. And finally, Cliffstar will strengthen its business position by saving an estimated \$100,000 annually to use for expansion, to increase efficiencies, or to improve facilities, whatever our need may be."