

September 9, 2009

Mr. Paul DeCotis  
Deputy Secretary for Energy  
Chairman, Energy Planning Board  
Executive Chamber  
State Capital, Room 245  
Albany, NY 12224

Dear Deputy Secretary DeCotis:

I am writing, on behalf of Anaren, Inc., to express how satisfied -- in fact, delighted -- we have been in our various dealings with NYSERDA over the last year; and to urge your Energy Planning Board to ensure that NYSERDA plays a substantial (if not even larger) role in the new State Energy Plan now being developed.

First, some context on Anaren: We are a publically owned, 40+ year Syracuse-based manufacturer of high-frequency technologies used in space, defense, and commercial wireless applications. (Customers include Raytheon, Lockheed-Martin, Northrop Grumman, Boeing, L3, and Syracuse's own SRCtec, among many others on the space/defense side of our business -- and Nokia-Siemens, Samsung, Ericsson, Motorola, and others on the wireless side.) Founded here in Syracuse in 1967, today's Anaren employs 1,200+ and operates 5 manufacturing plants worldwide, two in Syracuse (including newly acquired MS Kennedy Corp), one in Salem, NH, another in Suzhou, China, and yet another in Littleton, Colorado (Unicircuit, Inc., acquired last August at the same time as MSK).

A user of electric power increasingly interested in reducing our costs in order to stay competitive -- and especially interested in getting a read on energy-saving measures we might employ in our newly opened 53,000 sq. ft. addition to our headquarters here in Syracuse -- Anaren approached and engaged NYSERDA in the summer of 2008 to:

- a) conduct a FlexTech energy audit of our plant to identify the most cost-effective and impactful energy conservation measures;
- b) point out and guide us through the application for NYSERDA-based funding opportunities for those measures id'd in the study that we intend to execute (in progress);
- c) explore and apply for funding on a new, more energy efficient Lamination Press under the Existing Facilities Program -- Industrial Process Efficiency (this press is still being qualified and analyzed for possible inclusion in this new NYSERDA program);
- d) explore the possibility of securing a basic LEED certification for this same facility.

In all, with NYSERDA's assistance, we have identified efficiency/conservation-based savings of well over \$100K per year -- not including financial assistance/grants toward related capital expenditures. And, in all cases, we found our NYSERDA contacts and team to be tremendously informative, cooperative, and willing to help make Anaren a stronger company.

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Based on this real-life experience with NYSERDA – and, incidentally, valuing their 3<sup>rd</sup> party position and perspective on energy conservation vs. the more subjective and self-interested approach utilities must invariably take in conservation education, promotion, financial assistance, and technology deployment – we strongly encourage the Energy Planning Board to preserve and to the extent possible, extend, NYSERDA's role in helping companies, organizations, municipalities, and residential energy users conserve energy.

A handwritten signature in black ink, appearing to read "John P. Hoeschele", with a long horizontal line extending to the right.

John Hoeschele  
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