The Fuel Cell Industrial Vehicle Jobs Act (H.R. 1659)

A MODEL PARTNERSHIP AMONG LOCAL LEADERS

SIMPLE, SMART REFORM TO PROMOTE JOB GROWTH
Biography

• U.S. Congress (NY-21)

• Budget and Science Committees

• Educated as an Engineer at SUNY Clarkson

• New York Assembly 20+ years

• Chair of Energy Committee

• President and CEO of NYSERDA

Rep. Paul D. Tonko
New York’s 21st Congressional District
New York’s Tech Valley

THE IMPORTANCE OF BUILDING STRONG PARTNERSHIPS CANNOT BE OVERSTATED.
Material What? Why?! 

1. Large scale and commercially viable

   - BTI – Fuel Cells 2000 Reports (Coca Cola, Fed Ex, Sysco, Walmart)

2. U.S. global leader

   - Double exports by 2015

3. Economic ripple effect

   - 1.3 to 1 job growth ratio

4. Struggling Industry Impact

   - Auto parts manufacturers

5. Highly efficient

   - Ex. shift productivity

6. Clean energy technology

   - Carbon emissions down 70-90% compared to traditional models

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**Background:**

**Fuel Cell Forklifts**

(a.k.a. material handling equipment)
From Idea to Implementation: A 5-Step Guide to Policymaking

STEP 1: PROBLEM
STEP 2: PARTNERS
STEP 3: PROPOSAL
STEP 4: PROMOTION
STEP 5: PERSISTENCE!!
Step 1: Identify Your Problem

Your Plan

- JOB CREATION?
- JOB PROTECTION?
- EXPORT PROMOTION?
- NEW INDUSTRIES?
- RESEARCH AND DEVELOPMENT?
- TRAINING/RETRAINING?
- HIGHER EFFICIENCIES?

KNOW THYSELF:
LOOK AT WHAT YOU HAVE
AND WHAT YOU WANT TO
DETERMINE WHAT YOU NEED.

H.R. 1659 Example

Internal Revenue Code

(c) Qualified Fuel Cell Property; Qualified Microturbine Property- For purposes of this section—
(1) QUALIFIED FUEL CELL PROPERTY- (A) IN GENERAL- The term 'qualified fuel cell property' means a fuel cell power plant which—
(i) has a nameplate capacity of at least 0.5 kilowatt of electricity using an electrochemical process,
and (ii) has an electricity-only generation efficiency greater than 30 percent. (B) LIMITATION- In the case of qualified fuel cell property placed in service during the taxable year, the credit otherwise determined under subsection (a) for such year with respect to such property shall not exceed an amount equal to $500 for each 0.5 kilowatt of capacity of such property. (C) FUEL CELL POWER PLANT- The term 'fuel cell power plant' means an integrated system comprised of a fuel cell stack assembly and associated balance of plant components which converts a fuel into electricity using electrochemical means. (D) SPECIAL RULE- The first sentence of the matter in subsection (a)(3) which follows subparagraph (D) thereof shall not apply to qualified fuel cell property which is used predominantly in the trade or business of the furnishing or sale of telephone service, telegraph service by means of domestic telegraph operations, or other telegraph services (other than international telegraph services). (E) TERMINATION- The term 'qualified fuel cell property' shall not include any property for any period after December 31, 2008.
### Step 2: Reach Out to Your Partners

**Your Plan**

**PLACES TO LOOK**
1. INDUSTRY PARTNERS
2. POLICY MAKERS
3. EDUCATORS/TRAINERS
4. ASSOCIATIONS / ORGANIZATIONS
5. INDEPENDENT EXPERTS

**BRAINSTORM BEFORE YOU BARNSTORM:** USE YOUR COALITION TO FLESH OUT YOUR IDEAS

**H.R. 1659 Example**

**POLICYMAKERS** (Broadly Defined)
- FORKLIFT OEMs
- FUEL CELL COs
- H₂ SUPPLIERS
- PARTS SUPPLIERS
- AUTO CUSTOMERS
Step 3: Build Your Proposal
(i.e. Your Solution)

Your Plan

THINK STRATEGICALLY

ENDS
WHAT IS YOUR GOAL?

MEANS
WHAT TOOLS DO YOU HAVE?

WAYS
HOW CAN YOU LEVERAGE THOSE TOOLS TO ACCOMPLISH YOUR GOAL?

TWO HEADS ARE BETTER THAN ONE:
USE YOUR COALITION, EVERY STEP OF THE WAY

H.R. 1659 Example
Step 4: Promote Your Cause

Your Plan

ADVOCACY
Know your audience
Have a specific “ask”
Allow time for feedback
But check in with regularity

Do not give up

H.R. 1659 Example

MS Paint® in...
Whatever it takes

Old Version - Unified Fuel Cell Power Source

New Version - Distributed Fuel Cell Power Source

After two years’ worth of meetings, this is one of our most effective tools.

Step 5: Persist!

Suggestions

USE FEEDBACK TO
ANALYZE YOUR PROBLEM
BUILD YOUR COALITION
PERFECT YOUR SOLUTION
INFORM YOUR ADVOCACY

H.R. 1659 Example

H.R. 5174
To amend the Internal Revenue Code of 1986 to modify the credit for qualified fuel cell motor vehicles by maintaining the level of credit for vehicles placed in service after 2009 and by allowing the credit for certain off-highway vehicles.

H.R. 1659
To amend the Internal Revenue Code of 1986 to modify the credit for qualified fuel cell motor vehicles and to allow the credit for certain off-highway vehicles, and for other purposes.

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PLEASE DO NOT HESITATE TO REACH OUT TO OUR OFFICE FOR MORE INFORMATION ON H.R. 1659 AND HOW IT IMPACTS JOBS IN YOUR AREA.

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