6/22/12 RFP Workshop Presentation

What is the 3 most important things in Real Estate?

Location! Location! Location!

California Energy Commission
DOCKETED
12-HYD-01
TN # 66133
JULY 02 2012

Paul Staples,
Chairman/CEO HyGen Industries.
www.hygen.com

Item 1: How would you choose the optimal/best site locations for hydrogen fueling stations in the future? (e.g. how to decide between two locations in the same town that are too close together, etc.

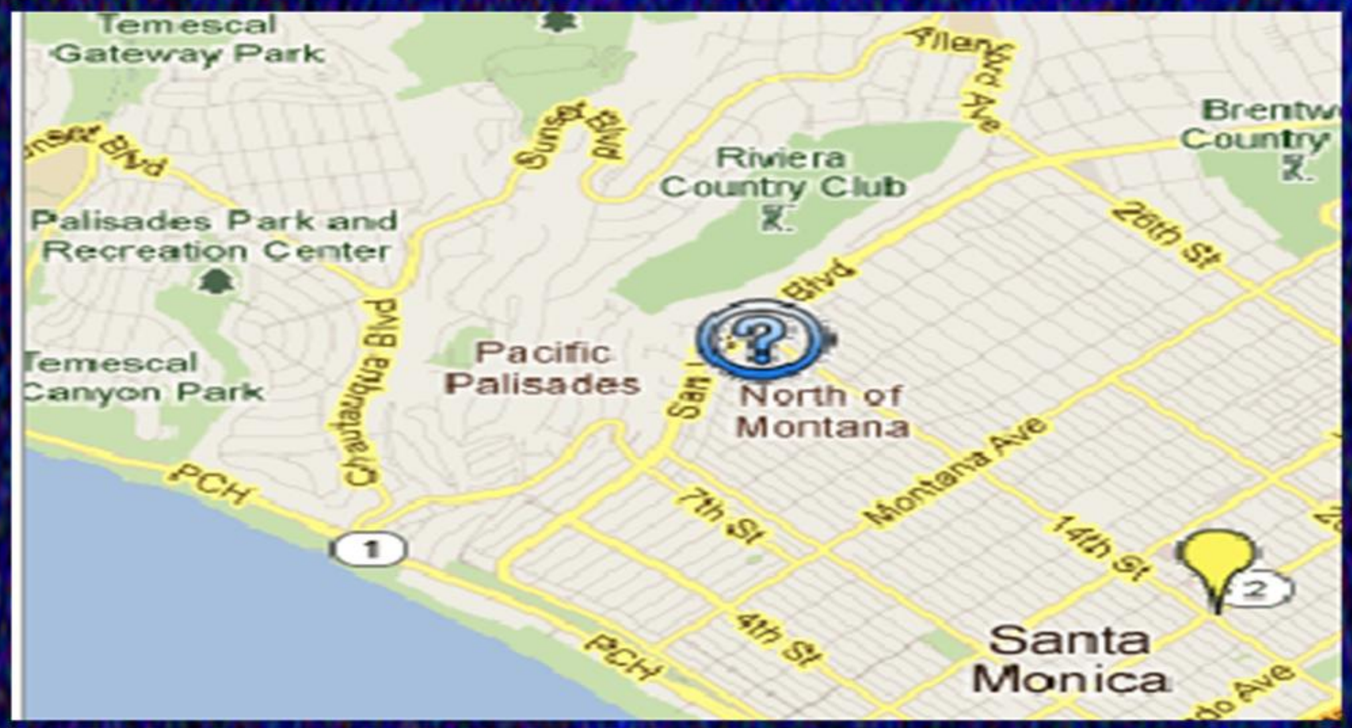
- Not Rocket Science. Anyone who owns a vehicle and lives in the main cluster areas for more than a year will know where they should be located.

- No need for "Proprietary -Confidential Analysis Data to locate. Already outlined in RFP! Affluent areas, and high traffic roads, and freeway exits. That's a good start!

- If a preference is needed, always first to the cleanest most renewable/sustainable system. Otherwise the best location. If 2 miles or more away, and both are good locations, then fund them both if you want. Good for customers to have a choice in case one of them is down for repairs.

Item 2: How would you advise the Energy Commission to choose the optimal/best locations for hydrogen fueling stations in the future?

- Again, it is not rocket science! Nevertheless, if you need an expert to feel better, any private consulting firm (w/no COI), that specializes in locating, siting, building, and/or supplying station equipment and/or traffic modeling, could easily provide excellent data for locating/siting stations.
- Certainly couldn't do worse than requesting "a station North of Montana Street in Santa Monica" where none exist - just million dollar mansions. (3/06/12 OEM Workshop.)



Item 2: How would you advise the Energy Commission to choose the optimal/best locations for hydrogen fueling stations in the future? (contin.)

- Also, no changing what is laid out for the RFP, at least 3 months before RFP is released, and never after release. Even if due to updated info.
- This is because doing so can scrap a proposers months/years of work recruiting stations in already approved areas, w/o enough time to recruit new ones in other new areas.
- Angers station owners already recruited and after getting all info requested by proposers, then they get the boot? Makes it hard to go back to them later.

Item 3: Approaches for selecting the locations of hydrogen fueling stations for California's hydrogen infrastructure network strategy.

- Identify preferred areas in RFP (already done and is in the last RFP). No outside entity with a "dog in the fight" would be better. No oil companies, not auto manufacturers, No COI.
- See Item 8 for proposed procedures for review and selection that would be fair and above reproach.

Item 4: Existing research about how to optimize the selection of Potential Hydrogen Fueling Stations

- Much of it already exists.
- The only vehicle data that can have any reliability already exists, and everyone has it, Caltrans, DMV, gas station and petroleum marketers, etc.
- No valid specific data for hydrogen fueling exists,
  - since no hydrogen fueling infrastructure or vehicles exists, outside a couple hundred Beta model vehicles, and a few demonstration fueling systems.
- No public access stations except a few.
  - Not enough for valid analysis.
- That is what we are doing now.
- Ridiculous to try to measure throughput of Hydrogen vehicles and fueling infrastructure at this time, since no statistically significant data exists at this time. Maybe in a few years when these stations have been in operation.

Item 5: Definition of clusters, connector stations and destination stations. Identification and definition of other regional prioritization concepts

- Clusters - Should be expanded to areas other than just where hybrids were sold, and into areas along major transportation routes, destination stations as well.
  - Necessary for vehicle sales and customer acceptance.
- L.A. to S.F. - very important, L.A. to S.D.
- Include areas of the San Fernando Valley, Encino, Sherman Oaks, Woodland Hills, Toluca Lake, Burbank, Studio City, Pasadena, and Riverside as well.
- Pacifica, Richmond, Berkeley, San Rafael,
- connectors - Santa Rosa, Petaluma, San Luis Obispo, Santa Barbara
- All along major highways, thoroughfares and/or near Freeway Exits

Item 6: Role of automakers' fuel cell vehicle sales projections in hydrogen infrastructure siting and award selection.

- Their role will be input in the Investment plan - already in place, as with other stakeholders. Need more renewable stakeholders input, i.e., renewable power producers.

- Item 7: Other ideas and recommendations on hydrogen infrastructure siting.
  - Remove requirement of an LOS from an auto-maker, or any non-participating private entity to apply. Too easy to exploit. Too easy to be tempted by favoritism.

There is more, but this would be a good start!

Thank You for your time.

HyGen industries

www.hygen.com

707-667-5329

h24u@hygen.com