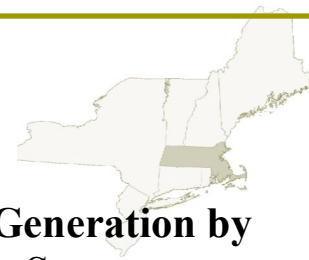


Massachusetts

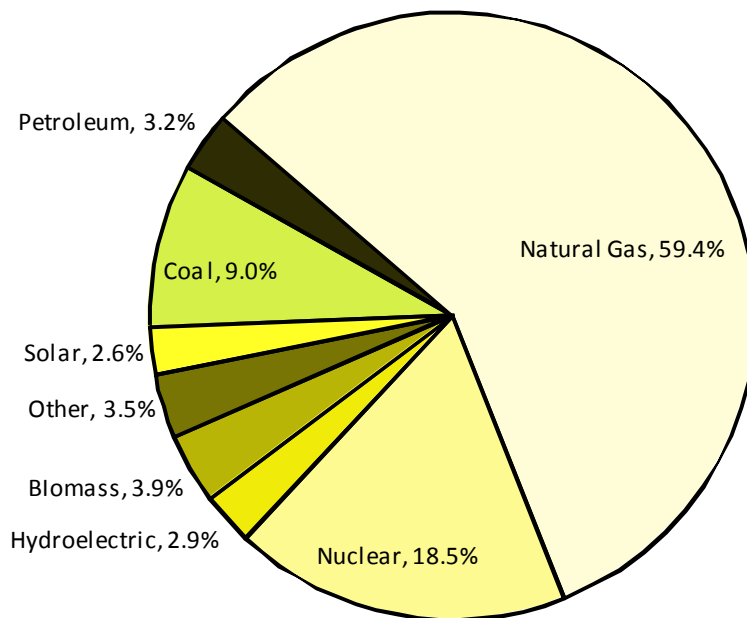
2016 Summary



Economic Data

Supply Chain Members	333+
Direct Revenue & Investment (\$M)	\$75
Direct Jobs	342
Direct Labor Income (\$M)	\$28.6
Indirect Revenue & Investment (\$M)	\$93.5
Indirect Jobs	403
Indirect Labor Income (\$M)	\$36.3
Induced Revenue & Investment (\$M)	\$63.4
Induced Jobs	394
Induced Labor Income (\$M)	\$22.8
Total Revenue (\$M)	\$231.9
Total Jobs	1,138
Total Labor Income (\$M)	\$87.7

2014 Electric Power Generation by Primary Energy Source



Assessment Summary

*EIA 2014 Electric Generation Data

Potential Stationary Fuel Cell Sites	#
Education	594
Food Sales/Services	1,237
Inpatient Healthcare	79
Lodging	223
Public Order and Safety	48
Energy Intensive Industries	76
Government Operated Buildings	16
Wastewater Treatment Plants/Landfills	6
Airports/Ports (Airports w/ AASF)	14 (2)
Military	3
Total	2,296

Potential Hydrogen Refueling Sites	#
Current Gasoline Stations	2,035
Alternative Fueling Stations	58
Target Fleet Owners	25
Existing/Planned Stations	1/3
Ports	5

Deployment Goals	#
Fuel Cell Electric Generation	234 to 312 MW

Registered Fleet Vehicle Inventory	#
Massachusetts Registered Fleet Vehicles	38,889
Directly Operated Transit Buses	1,033
Total	39,922

Deployment Goals	#
Hydrogen Refueling Stations	18 to 19
FCEV Passenger Vehicles/ Buses	1,818/49
	1,867

State Policies/Incentives

State Incentives for Fuel Cells	
• Net Metering	• Public Benefit Fund
• RPS	

State Incentives for Hydrogen Fuel	
• Zero Emission Vehicle (ZEV) Program	
• ZEV Purchase Target for State Government Fleets	
• Purchase Incentives/"Point-of-Purchase" Rebates	
• Refueling Infrastructure Incentives	

1. Economic data based on analysis from 2016 IMPLAN Model with 2015 data for the regional economy.