

An Open Letter to President-Elect Trump

Put Us On The Field to Compete – Help Fix The ITC Phase Out In December

We were taught that in life two steps are necessary when one makes a mistake: The first is to acknowledge the error. The second is to fix it. It's a principle we apply to ourselves, our co-workers, our family, and our kids. These steps should apply to policy and politics too.

Fixing things in Washington is one of the reasons why we are proud to be Ohioans and Upstate New Yorkers who voted for you, President-Elect Trump. You are not afraid to call out mistakes when you see them and you work quickly to fix them. And one of those mistakes is Congress picking winners and losers.

Right now, tens of thousands of workers in our fuel cell industry are on the frustrating end of a problem we did not create, but it's a problem that can easily be fixed – and we have been waiting over a year for that promise to be kept.

Last year, Congress passed investment tax credits (ITCs) for only solar energy sources and left out other technologies. We don't much care how it happened or why, because that isn't helping to solve the problem. What it means is that Congress is allowing solar to benefit from an investment tax credit, but our industry is left without a level playing field to compete.

There are so many good reasons to be for this. Fuel cells are an important and reliable part of our America's energy supply. Major companies like Walmart, Home Depot, and Verizon depend on fuel cells for continuous and predictable power and we help fork lift operators with reliable and consistent power to help support their work. Fuel cells also run on American natural gas, which helps our country stay energy independent and helps create jobs in America through our companies, our customers, and our suppliers. We source our supplies from across the Midwest and around the country – helping build the industries and manufacturing that was one of many policy positions that resonated with us and a clear majority in this election. And right now, we dominate fuel cell technologies globally, but we could lose that standing to other countries.

We're proud of the fact that fuel cells are an example of America's manufacturing leadership. We talk about a level playing field so industries can compete, but this is an example where Congress picked one team and one winner. It's time to change that. It's time to get back on the field to compete – right now we have one arm tied behind our backs.



We're writing this letter as proud employees of an American company that is advocating for a five year phase out. That's because we've done a great job of getting our costs down. But it has to happen this year before Congress leaves.

We need a champion like you who stands up for hardworking Americans like us, and who isn't afraid to call out mistakes and fix them. Before Congress goes home in December, we respectfully ask that you help get the ITC Phase Out done. Our industry has waited for over a year to get this done. We understand winning and losing – believe us – but we know that we play by the same set of rules. We know you and Congress can fix it this year. Put us back on the field to compete. We're ready.

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Test Technician
Technician
Test Technician
TEST technician

Test Technician
Technician
technician
technician
tech
TEST TECH
cell leader (test)
Test Tech

Production Tech
Production tech
Production Tech
Harness
Technician
Prod. Tech.

HARNESSES
Test + Verification

tech.
tech.
tech
Tech
Tech

Harness Tech.
cell Leader
skid room
Harness Cell

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Wayne Brant

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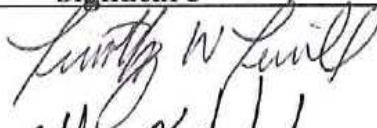

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