



StratosFuel

StratosFuel

Founded in 2013 with the idea to generate movement for the new wave of hydrogen fuel cell vehicles that were coming to market, StratosFuel is a C-Corporation registered in California and headquartered in San Bernardino, CA. StratosFuel has expanded its reach and developed software applications for station information, as well as put together a construction team to offer developmental solutions for hydrogen stations.

Mobility Services

- Hydrogen fueling station
- Hydrogen fuel supply
- Marketing and outreach

Website

- <https://www.stratosfuel.com/>

Contact

- Waldo Bracamontes, Shared Mobility Director, wb@stratosfuel.com

References

- University California Riverside, CA
- City of Riverside, CA
- San Bernardino International. Airport Authority, CA

Experience



StratosFuel has been a prime and major subcontractor for hydrogen, CNG, and EV charging build outs. StratosFuel works collectively with equipment suppliers, municipalities, utilities, and subcontractors.

StratosFuel was involved in the build out of its own hydrogen station in Ontario, where StratosFuel functioned as the project manager, and station operator. StratosFuel is

currently leading the build out of three hydrogen stations by HyGen, Inc. Once the stations are complete StratosFuel will continue with operation and maintenance. StratosFuel also has experience in building and operating heavy-duty hydrogen stations.

Service

StratosFuel is a clean hydrogen infrastructure provider. StratosFuel infrastructure services encompasses:

- Hydrogen delivery from its production facility directly to the customer
- Hydrogen stations under three options:
 - StratosFuel builds, owns and operates a station that retails hydrogen to fuel cell vehicles.
 - StratosFuel leases storage and dispensing equipment to fuel cell vehicle operators and enters into a fuel supply agreement.
 - StratosFuel sells equipment package, and construction services to customers. This will then include a long-term fuel supply agreement.
- Hydrogen production from renewables
- Turn-key solution including operations and maintenance, branding (franchise), construction, and fleets
- Demand fulfillment through StratosShare- FCEV car sharing

Equity



Unbanked

The station itself accepts only credit or debit cards as a form of payment. StratosFuel unfortunately does not offer payment and reservation services for the unbanked. StratosShare strongly encourages and recommends community members to have a valid credit card and driver's license in order to use the StratosFuel services.

Accessibility

All StratosFuel hydrogen stations are ADA accessible by design, and specific accessibility requests can be explored and accommodated.

Financial

Cost

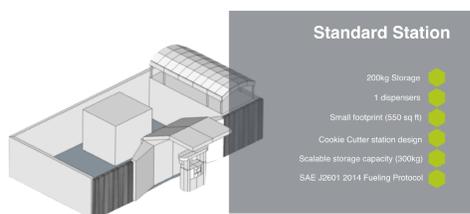
Depending on the size of a hydrogen station, they typically range anywhere from \$2.5M to \$3.5M to be installed. StratosFuel is able to help agencies apply for these funding initiatives by preparing grants or raising funds for a station.

Based on this, StratosFuel recommends that partners provide a 25%-50% cost share for new station installations.

Depending on the utilization of the station, station maintenance costs range from \$4500 to \$8500/month. For the procurement of the fuel, it ranges from \$8 to \$10 per delivery. Both of these costs are typically embedded into the retail price of the fuel. StratosFuel is able to take on the operating aspect of the station, which involves procuring the fuel, and maintaining the station.

StratosFuel is also able to assist agencies in redeeming Hydrogen Refueling Station credits via the Low Carbon Fuel Standard (LCFS) to help offset operating expenditures. These credits can provide between \$3-\$4/kg of total station storage. These costs can be subsidized through state grants, or public loans via California Infrastructure and Economic Development Bank (IBank).

StratosFuel recommends that agencies utilize CMO funds for the engineering, procurement, and construction costs associated with the station.



Revenue

StratosFuel is willing to work with entities to determine the most suitable revenue distribution structure for the project. StratosFuel has experience in engaging in operational agreement or revenue sharing models. Both of which can be amended to meet the partner's standards. StratosFuel

provides all of the point-of-sale equipment required to operate the station. Based on this, depending on the distribution structure agreed upon, the revenue collection will be the responsibility of the lead applicant or through a joint entity. Nevertheless, StratosFuel will work with the lead applicant to determine a structure that is suitable for all parties.

StratosFuel will provide a hydrogen station that is open to the public. Being open to the public will allow the organization to retail hydrogen to public customers, enabling them to generate revenue.

StratosFuel does not require a minimum level of revenue guarantee. However, StratosFuel does require an operational term of 10-years, which includes fuel supply, and maintenance.

Financial Sustainability

StratosFuel has successfully guided government and commercial entities towards their financial objectives by establishing trusted partnerships to offer financing and leasing options for fleet, equipment and station investments.

StratosFuel assists partners through the entire process: from researching options and the application process to ongoing budget and payment planning.

StratosFuel has secured millions of dollars to deploy hydrogen vehicles and build hydrogen-fueling stations. There are over \$200 million dollars available in public funds for hydrogen infrastructure earmarked by Assembly Bill 8 to fund upwards of 100 hydrogen stations throughout California by 2025. StratosFuel supports grant projects from grant application development to project implementation, including contract execution, data collection and reporting.

Data



StratosFuel owns the data but is shared with all funding and agency partners. Users are able to request for their information/data at any time. California residents have certain rights regarding the personal information we disclose to third parties for their own marketing purposes.

StratosFuel keeps information for as long as necessary to provide products and services, operate its business, and comply with legal obligations. StratosFuel maintains reasonable and adequate security controls to protect service information and require our service providers by contract to do the same.