

Dear AAA Greenlight Initiative Grants team,

Thank you very much for your generous offer of \$25,000 to sponsor our state-of-the-art EV conversion program. We believe that this amount will be enough to fulfill the basic tenets of our proposal. To accommodate this lower amount, we intend to adjust our program in the following manner:

1. To the Success Metrics on page 6, we intend to lower the top speed, range and payload metrics and increase the acceleration time and efficiency metrics. This would enable us to consider using non-warranted batteries and a prototype battery management system that could save us \$6.5K. However, if we can get enough discounts from component suppliers, we may pursue the higher priced, warranted batteries with a mature battery management system. We would leave room to upgrade the batteries and management system in the future.

We also intend to double the full charge time. This would enable us to save \$3,500 on the charging system while retaining most of the usability of the vehicle if we can not find a lower cost, high performance charger. We would leave room to upgrade the charging system in the future.

The new list of success metrics would be as follows:

>600 lb payload

<25 second 0-60 MPH acceleration on flat ground

>65 MPH top speed

>45 miles average range

>2.0 miles per kWh from AC outlet

charge time <6 hours via 240V/30A AC outlet, <24 hours via 120V/15A AC outlet

2. To Awareness on page 6, in addition to your logo on the prototype, we intend to offer to add the logos of any component sponsors that give us a discount or donation. We would also invite them to serve on our advisory committee.

3. To the Budget on page 7, we intend to adjust the breakdown in the following tentative manner:

\$ 10.5K for traction batteries and management system

\$ 8.0K for AC drive system and adapter

\$ 6.5K for traction battery charging system and

other miscellaneous EV conversion parts

We would either use an existing Santa Rosa Junior College fleet car, or obtain a donated vehicle in good condition.

We will either borrow EV-specific tools that the JC doesn't have from club members, or ask for donations.

4. To the Timeline on pages 7 and 8, we may need to extend the schedule up to 6 months to accommodate either negotiating discounts, testing products from lower priced vendors, or engineering and debugging prototype battery management system solutions. The car would hence be running before or at the end of 2009, and be fully documented and shared with the public and other organizations before or during the summer of 2010.

5. To focus our time and reduced budget on potentially testing lower cost and prototype components, we intend to remove the video from the Summary, Project Objectives, Processes and Methods and Timeline sections. The book should suffice to communicate the procedures to early adopting remote Junior College locations, and we can exchange visits for additional training. We would consider a video as a follow-on project in the future if there is demand.

We hope you agree that this adjustment adequately fulfills the original intent of the proposal, and that you will help us obtain our goals in this pivotal sponsorship role.

Thank you very much,

Steven Cohen, Santa Rosa Junior College

Chris Jones, North Bay Electric Auto Association