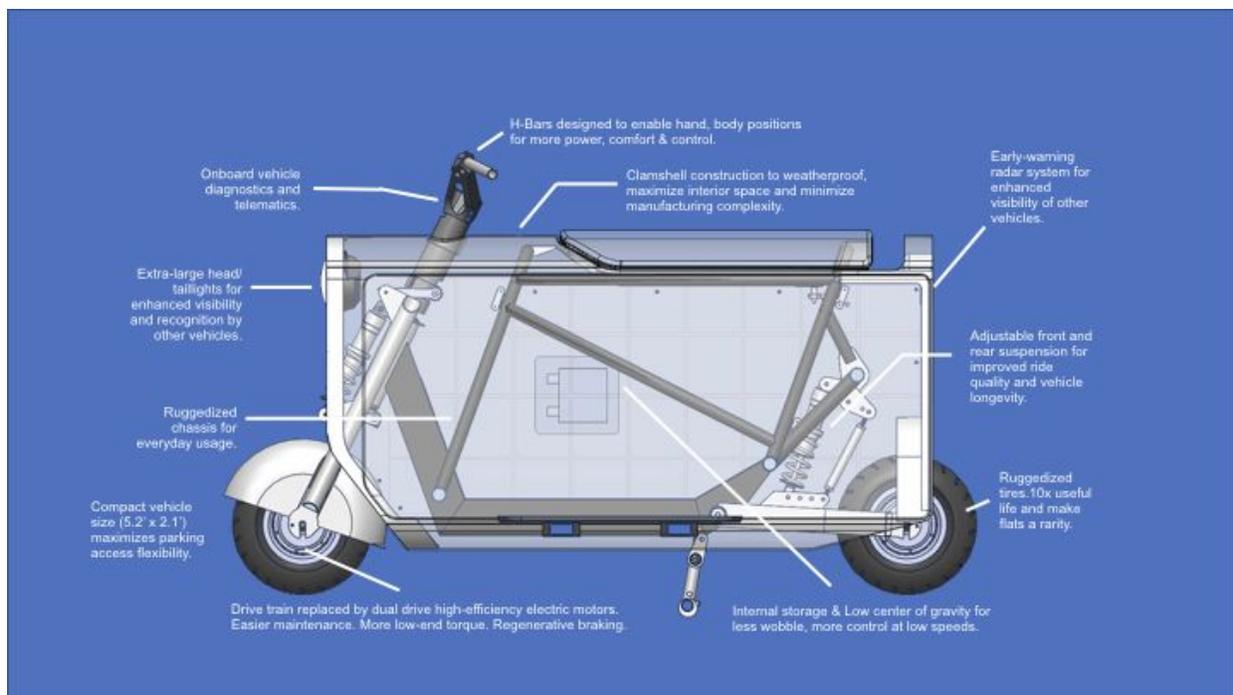


Lightfoot Technical Assistance Request

Product Overview

Our goal is to accelerate the world's transition to clean transport and clean energy production by creating a series of solar powered, self-charging lightweight utility vehicles (LUVs). The exponential reduction in solar costs and the continued efficiency gains of both solar and battery technologies enables us to address both the operational and sustainability challenges associated with existing micro-mobility solutions, simultaneously reducing cost and increasing ride quality.

From the wheels up, the Lightfoot team has designed a brand new vehicle that can meet the rigors of high usage micro-mobility while leveraging the state of the art in solar panels and power electronics. The chassis, body, and suspension have been intentionally designed for cost and ride optimization.



Contract Manufacturing and Component Sourcing

Given the COVID-19 pandemic, it has been challenging to find partners to help us take our design and prototype vehicles to manufacturing at a competitive price. Sourcing components, in particular electric motors, that meet our specifications, has been similarly challenging.

As we finalize our design-for-manufacturability review, the Lightfoot team is hopeful that the American-Made Network may be able to assist us with finding manufacturing partners, and help connect us to the right supply chain solutions. We would like to achieve near price parity with local manufacturing and high quality components, instead of compromising and looking overseas. Finding the right partner may determine the long-term viability of our product.

Financing - Understanding Manufacturing Incentives and other DOE/Electric Vehicle + Solar Power Subsidies

A large part of what has driven the increasingly widespread adoption of electric vehicles and solar technologies are the various subsidies and incentives that have been offered by the federal, state and local agencies.

We believe we can accelerate the delivery of our vehicles to market through participation in federal loan guarantee and other EV/PV related programs from DOE, the IRS and other federal and local agencies for demonstration projects, deployment of commercial scale projects and for manufacturing of commercial scale projects. Would like support confirming eligibility and securing access to resources available through these programs.

Further, we will likely be looking into equity-based financing in the near future, and any introductions through the American-Made Network to venture firms and angels would be appreciated.

Identifying Pilot Partners

Finally, we would like to verify our go-to-market strategy with forward-looking partners of the American-Made Network. Our working product-offering is to sell fully managed fleets to employers, large multi-family real estate owners, campuses or the like. Getting assistance with lead generation, general networking, and feedback on our initial product and a repeatable approach to sales and marketing would all be immensely beneficial.

Our current goal is to launch a small fleet of 20-50 vehicles by mid-2021 and gather data about usage, technical capabilities, safety, and longevity.