THE SHANAHAN LAW FIRM LLC

[redacted]

[redacted], 201_

[redacted]
CEO
[redacted]

Re: Economic Development and Job Creation Initiative – Invitation to Nominate Start Up or Early or Stage Company.

Dear [redacted]:

The purpose of this letter is to invite you, as we have other leaders, to nominate a start up, early or second stage company for this Firm's Economic Development and Job Creation Initiative ("EDJCI"). The Firm continues to be concerned about the economic present and the economic future of the [redacted] community. Out of that concern and the urging and requests of various portions of the [redacted] community, the Firm developed its EDJCI.

Each year, this Firm will commit to a carefully selected group of start up, early, or second stage companies, that for a period of time (average has been 2-4 years) the Firm will contribute as volunteers — its expertise, experience, time and energy for some or all of their strategic, long range planning, legal and macro financial planning needs. After the commitment period, those companies selected will hopefully be able to pursue their future without the Firm's assistance and involvement.

The goals of this Initiative include: (1) create jobs in and for this community, (2) boost the economic development of this community, (3) attract and retain skilled, educated and highly motivated individuals to live and work in this community, (4) aid in the development, growth, and potential of the company, (5) contribute to the quality of the company's decision making, (6) remove budgetary barriers to the professional advice the company needs, and (7) save the company the expense of professional services so the company can redeploy those funds for the development of its business.

The Firm is reaching out to the leadership of the community, venture capitalists, angel investors, research institutions, universities, other startup and early stage companies, technology transfer institutions, economic development organizations, incubators, accelerators, lenders, investment bankers, accounting firms, corporations and consultants in the community inviting them to nominate one or more start up, early or second stage companies.

Is there a company (or companies) for which you feel this Firm's commitment would be of benefit? If so, with respect to each company, please let us know by e-mail (kshanahan@shanahanfirm.com), phone call or letter. There is no deadline for your nomination(s).

Typically, the nominations greatly exceed the number of companies to which the EDJCI can commit. There will be extensive due diligence, evaluation and vetting of each qualified nominee. The Firm will keep you posted regarding your nominee(s). Nominations will be reviewed in quarterly cycles.

The EDJCI is one small way in which this Firm hopes to contribute to the economic health and future of the community.

With best regards,

J. Kearney Shanahan

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