

**From:** Jani Friedman janifriedman@gmail.com  
**Subject:** Re: LOI Fremont Campus  
**Date:** December 11, 2017 at 7:03 AM  
**To:** Michael Garcia mgarcia@beyerscostin.com  
**Cc:** Sarah Hernandez shernandez@beyerscostin.com, john@apothevert john@apothevert.com

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Michael - I left a vmail for you last week regarding the upfront fees needed to execute this portion of the contract, based on my call with Jessah.  
Jessah said her dad Chris is requesting all \$ upfront so that's what's reflected in the LOI's, however, she is expecting us to come back with a proposal to spread out upfront payments, and will most likely be able to convince Chris to accept. We must put dates to the our proposal, example: \$20k upfront, \$10k per month due on the 15th of each month.

Please let me know if you want to arrange a call.

Thanks,  
jani

On Sun, Dec 10, 2017 at 11:52 AM, jessah dunn <jessahdunn@gmail.com> wrote:  
Hello All!!

Attached is the the LOI as we discussed on the Dispensary and the Retail. There is still the other 2 cultivation buildings and the first right on the sale of the land. Those will be in separate LOI.

Once you get a chance to look at them both, lets set up a call with everyone to answer any questions you may have.

I am available all week. Chris asked me to put a Dec 13th expiration date on them both. This is the first round! I am sure we will have a few back an forth on these, so lets knock it out!!

Talk soon!

**Jessah Dunn**

CalBRE #01833641

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