



Amy VanHaren, CEO
pumpspotting, Inc.
150 Rollingwood Rd
Elliot, ME 03903

June 30, 2022

To Whom It May Concern:

I am writing to recommend Jayme Okma Lee of ME Startup Solutions, LLC. She has worked with us at pumpspotting as a contractor / Part-Time CFO and reported to me in my position as the CEO & Founder of pumpspotting, for a few years. Jayme started as a project-based consultant to pumpspotting, but the engagement has grown to a regular contract position and she is a highly valued member of our team.

Her work improving our operations, finances, and investor relationships has transformed our ability to grow as a company. She's both a thought partner and an executor.

For pumpspotting, Jayme:

- Drives our budget, financial reporting and forecasting (monthly, quarterly, and for new investment rounds)
- Supports fundraising rounds through investor communications, strategic input on direction, contracting and deal room preparation, deal term negotiations, and legal paperwork
- Supports Board communications and meeting preparation
- Oversees bookkeeping and accounting initiatives
- Creates investor reports and assists with communication and relationship building
- Manages revenue reporting
- Supports grant, loan and funding opportunities through applications and documentation
- Continually optimizes our operational workflows and brings best practices to the table to prepare us for success as we scale
- Performs early stage 409A valuations
- Implements financial controls and operations as the company grows

I recommended Jayme and ME Startup Solutions, LLC without hesitation. She is a delight to work with and I wouldn't hesitate to recommend her services to others.

Should you have any further questions about her feel free to reach me at 651-303-8777 or amy@pumpspotting.com

Sincerely,

DocuSigned by:

CB24FC7553084FC...
Amy VanHaren
CEO & Founder
pumpspotting,inc