



Maine Technology Institute
MERC
8 Venture Avenue
Brunswick, ME 04011

July 15 2022

Dear MTI,

We are writing this letter in support of Richard Clark's application to join MTI's Maine Entrepreneurial Resource Corps (MERC).

To set up Onside Compliance, Inc. and ProCanna for success, we needed an experienced fractional CFO to join our team. Tony had worked with Richard on past projects and thought highly of him, so he was our first call. Dede met with Richard for the first time in late summer 2020 and immediately saw the value of him joining the team. Richard is still our company's outsourced CFO and now also serves on ProCanna's advisory board. When discussing the merits of one strategy over another, Richard's perspective is invaluable and has helped guide many of our decisions.

To say that Richard has been a true mentor and trusted member of the Onside Compliance, Inc./ProCanna team is an understatement. He is thoughtful and forthright, with a great positive energy that he brings to every meeting. Dede tells people that Richard was her personal executive MBA professor. He was patient and insightful as he explained how SaaS financial models differed from businesses she had run in the past. He took the basic cash flow projections she had created and turned them into a sophisticated model that helped raise funds from friends, family, on a crowd-sourced funding platform, and now is being used for a priced-round we hope to close by the end of the year.

Richard's experience, as well as his integrity, honesty, and clear communication skills, make him a perfect mentor who will contribute to the success of businesses participating in MTI's MERC program. We highly support Richard's application to join MERC.

Please don't hesitate to reach out if you have questions or would like more information.

Best regards,

Dede Perkins,
Co-founder and CEO
Onside Compliance, Inc./ProCanna

Tony Perkins
Co-Founder, Onside Compliance, Inc./ProCanna
Shareholder, Bernstein, Shur