



June 1, 2020

Mr. Fooney Freestone, President
Nan, Inc.
636 Laumaka Street
Honolulu, HI 96819

Subject: Mentor-Protégé Agreement Outcomes

Dear Fooney,

I wanted to acknowledge Nan, Inc. for the abundance of business and industry development Auli'i Construction, Inc. experienced during the duration of our mentor-protégé agreement. We were fortunate to have had business development specialists from the SBA who saw the robust potential benefit of our partnering. This afforded us the opportunity to pursue and procure projects in our own community, as well as those abroad, that were and are impactful.

Over the course of our 4+ years in this arrangement, Auli'i Construction, Inc. saw tremendous growth. The financial health of our organization was sustained, but perhaps the deeper impact was our ability to obtain education and knowledge in other areas that are also of great importance. As you know, our work is successful by way of many hands contributing to our efforts - we could not accomplish all that we have and continue to, without the efforts of our staff. Nan has played a pivotal role in the education and range of our company and its people. Our investment in our employees continues to provide us return every day, and imparts life and industry skills to carry with them for years to come.

At the onset of our agreement, we had identified a multitude of categories which we knew would be strengthened by our partnering. With Nan's steady and mindful guidance, we have been bolstered in the areas of business development, contract and project management, administrative and staffing, as well as safety and process/procedural jobsite and equipment training. We have been given instruction and aid on strategy to pursue projects outside of our foundational private residential construction projects. Nan's team has allowed us to build confidence, gain valuable experience and be of service equipped with tools and expertise that surpass the base industry standard.

We are deeply appreciative of the time and resources Nan, Inc. has afforded us and our entire organization. Our growth these past few years have been swift and the learning curve has been a welcome challenge with Nan at our back. A sincere and tremendous thanks to you and everyone at Nan who has been of service.

Sincerely,

Michael C. Chun
President

Cc: File
Ms. Jane A. Sawyer, SBA District Director
Mr. Michael Youth, SBA Lead Business Opportunity Specialist
Ms. Erlyne Lum, SBA Business Opportunity Specialist