

From: Lisa Dow <pinnacleadmin@quadro.net>

Date: September 14, 2021 at 10:04:48 AM EDT

To: Dan Best <cao@southhuron.ca>, Rebekah Msuya-Collison
<clerk@southhuron.ca>, John Meinen <johnmeinen@quadro.net>

Subject: Second Phase Development L/C

Good morning Dan and Rebecca

As you know, we are attempting to put in place a L/C to the Municipality to service our second phase. We have discussed this with our bank. It appears that this is not an easy process as we are not a borrowing clients. Pinnacle Homes and the development company are both self-funded. This means that a new credit would have to be established for the L/C cash collateral held as security. The credit process and the issuance of the L/C would take us several weeks to put into place. This along with the fee, in this situation we were wondering if there was any prospect of providing a certified cheque in the amount of \$79, 071.30. It is my assumption that it is also in the Municipalities best interest to move along with our second phase development before the weather takes a turn for the worst. As you know, this is not a multi million dollar servicing project. If that were the case, I think we would work through the process to establish a L/C. Seeing that it is under \$80,000 to move things along, it is our hope that council can except a cash security.

Thank you in advanced for your consideration.

Best regards,

John Meinen