

July 21, 2017

Dear Hollingsworth Company Industrial Prospect,

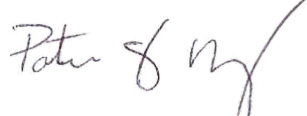
We have entered into a professional agreement with the Hollingsworth Companies or one of its related entities (collectively, "The Hollingsworth Companies") to perform services throughout the United States. At the option of the Prospect Client, this agreement provides full access to the resources of Development Advisors, LLC ("DAI") to identify and negotiate financial incentives related to your project and available via various local, state and federal agencies. We are a totally separate entity from The Hollingsworth Companies. While The Hollingsworth Companies will support the Prospect Client's requests for documentation on which incentives may be based, the relationship to identify and negotiate incentive packages is strictly between the Prospect Client and DAI.

Since its founding in 1996, DAI has negotiated incentive packages on projects representing over \$9 billion in capital investment and 7,500 jobs in 42 states. We have found that many CFO's and CEO's recognize they are not experts in location analysis and that their companies do not maximize incentives associated with significant capital investments. Our team has worked with clients throughout the United States on engagements ranging from \$2 million to \$1 billion in capital investments and regularly apply our expertise to increase project return on investment and internal rate of return for manufacturing, distribution, office, and real estate development projects.

For Hollingsworth Company Industrial Prospects, DAI's team will, with no financial or contractual obligation whatsoever, be available to discuss (in person or via telephone) the nature and extent of any potential capital projects in terms of potential incentives and their accompanying qualification requirements. Although no 100% guarantees can be provided, recent incentive packages secured by DAI have ranged from 10% - 20% of our clients' capital investment. We utilize an effective and non-adversarial negotiating approach in working with state and local agencies to ensure all incentives are identified and maximized.

It is vital that we be included in the project conversation as soon as possible, even if it is still very much in the conceptual stages to maximize incentive options/opportunities. The Hollingsworth Companies has negotiated access to DAI as a significant value-added resource; while at the same time maintaining flexibility for its Prospect Clients to choose to utilize this resource, to negotiate incentives themselves, or to contract independently through an alternate consulting group. This proposal in no way binds you to use any particular firm and you have complete freedom to negotiate arrangements with DAI that are most appropriate for your company.

We are ready to put our experience to work for your company.  
DEVELOPMENT ADVISORS, LLC



Patric S. Zimmer, President  
6525 Morrison Blvd., Suite 402  
Charlotte, NC 28211  
(704) 521-5240