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UCEDA

244 FAIR ST

KINGSTON, NY 12402

DEAR UCEDA,

We have really appreciated the help and ability to work with us through this pandemic. Myriam Bouchard from the Mid-Hudson Small Business Development center has met with us to help us come up with a solution to catch up on late payments and to get into better shape.

We have a few solutions. Starting with the first: we are meeting with a reputable business owner who is looking at purchasing our café. We will be meeting with him later this week to go over a more detailed plan of action for a smooth transaction. With that being said, we would be paying off the loan in full when payment has been made, if he follows through and decides to purchase our shop. The second option would be to pay off the \$2006.14 and then have our loan deferred for 3 months, tacking onto the tail end of the loan, (this would be the most beneficial for us, as we are making changes with the café and we have been significantly impacted by the corona virus and the loss of Kristin's mother, this gives us time to get situated in our new location and for our customers to get caught up on their accounts payable). The third plan of action, would be for us to pay \$1440 towards what is in arrears resulting in a balance of \$566.14 which we would pay \$85 in addition to our loan amount of \$478.41, each month until end of December.

Some great news has occurred during these dark times, and that is the addition of a new account, Tops Friendly Markets. We are currently distributing to 3 of their locations including New Paltz, Rhinebeck and LaGrangville. Carmel is on the docket and will be starting in about 3 weeks. This is a great accomplishment and will help us continue to grow. Each store is currently ordering between \$400-\$500 a week, bringing in a nice profit.

Warm regards,

Kristin Bell