

**Hess Pet Center**186 Hess Boulevard, Austin, TX 78712-2149  
Telephone 512.555.PETS (7387) | Fax 512.555.7378 I www.hesspetcenter.com

October 6, 2014

Mr. Patrick Hess

Hess Office Park

100 Hess Boulevard

Austin, TX 78712-2149

Dear Mr. Hess

This letter confirms that Erin Faulk and I have finalized our joint venture, Hess Pet Center, and will begin our operations today. We especially appreciate being able to use the Hess name as part of our brand. It gives us instant credibility and name recognition, especially with all of the employees in companies located in Hess Office Park and with residents of the surrounding neighborhoods.

Singing a long-term lease provided us with the security and the incentive that we needed to invest heavily in this venture. Our architect is reviewing the plans that you submitted for the expansion of the veterinary clinic. He is also finalizing our plans for the boarding and day camp facilities to be built on the property that has now officially been annexed into Hess Office Park. As we agreed, we will move our grooming operation to that facility as soon as it is ready for occupancy. Doing so will provide a significant part of the extra space needed for the veterinary clinic. Our contractor tells us the type of facility needed can be constructed in a month.

Erin and I look forward to our meeting with you on Friday so that all of these details can be finalized. We also would like to spend some time with your marketing and business development staff to talk about ways we can promote Hess Pet Center to the many potential clients who are part of Hess Office Park.

Sincerely

Douglas C. Schmidt, Managing Partner

Retail and Service Operations

ls

c Erin A. Faulk, DVM