



Cactus Medical, LLC
2601 Main Street Ste. 730,
Irvine, CA 92614

26 March 2019

Mr. Wilfred Marshall
Economic Development Representative
U.S. Department of Commerce
Economic Development Administration
5777 West Century Blvd. Suite 1675,
Los Angeles, CA 90045

Dear Mr. Marshall,

I am pleased to express my support for University Lab Partners and its Economic Development Administration grant application.

We are an early stage medical device company focused on point of care pediatric diagnostics for ear infection. As you are well aware, technology and market risks along with regulatory hurdles create challenges in the commercialization of biomedical products. As a result, private investment typically requires considerable mitigation of technology risk, which precludes in-housing of wet lab facilities for early stage companies like Cactus. We have explored on-campus incubation, but have found university leases and technology agreements better suited for a large profitable business and not early stage start-ups. Together, this creates a reality where a large gap exists in getting small biomedical companies off the ground. A new wet lab incubator at the UCI Research Park would provide a much needed resource, and go a long way towards filling that gap.

In the past year, Cactus has created 3 high tech jobs in Orange County. We expect our personnel needs will grow significantly as we complete development of our products and enter marketplace. Our local universities provide a good background for prospective employees, but it is very difficult to find Bio Tech employees in Orange County with the right blend of professional experience to fit Cactus' needs. Fulfilling our needs of 3-5 new employees per year over the next 10 years will be a real challenge if there is no significant change to the local ecosystem. We are encouraged by the training programs and development assistance that University Lab Partners is planning to provide.

Again, I am pleased to support University Lab Partners' EDA grant application. Please contact me if you have any questions or would like to discuss.

Sincerely,

A handwritten signature in black ink, appearing to read "Samir G. Shreim", with several horizontal lines drawn below it.

Samir G. Shreim, Ph. D.
Co-Founder & CEO,
Cactus Medical, LLC
2601 Main Street Ste. 730,
Irvine, CA 92614