

iMessage  
8/4/22, 8:50 AM

Hey bud. Sorry I didn't get your call. I am in the Dominican Republic with my family. Anything we can text about? Or I Can call u tomorrow

Nothing urgent in the least.

You see the big announcement scheduled for today??

I don't know what it is. But I saw it. Do u know

Only speculations. My bet is that it's another funding round.

Ahhh yea I heard rumors of that a few months ago. I have a very limited number of shares and have No idea what they are worth lol

8/11/22, 12:51 PM

Jeff said meeting with slater for next week is postponed and he'll call me later. Just am fyi

Ahh ok. Thanks. I talked to Jose and he will talk with Joel

9/6/22, 2:50 PM

Call you back in a few

Liked "Call you back in a few "

9/15/22, 11:02 AM

Hey man. I should be able to meet with Ohio turnpike next week at IBTTA. shoot me an email or text of the Titles or people you want me to target

We meet them Tuesday in Ohio. Will turnpike people also be at IBTTA?

I would expect them to be. But Diane told me she knows people there and can introduce me.

But if you are meeting them Tuesday maybe they aren't going to be there

I will try and find out

We are meeting with Brian Kelley

CTO I believe

[https://www.ohioturnpike.org/docs/default-source/marcom/brian\\_kelley.pdf?sfvrsn=2](https://www.ohioturnpike.org/docs/default-source/marcom/brian_kelley.pdf?sfvrsn=2)

Ok well I will try to find out if he is coming. I will let you know. And I will look for him if he is there. U are pitching general Paylt tolling solutions right?

He's supposed to not be at IBTTA considering JT and I are scheduled to meet him at his Ohio office

Maybe his peers will be at IBTTA

Ok that makes sense.

Well then how do you want me to proceed? Talk to them or no?

Yes talk to them at IBTTA and let them know PayIt ceo and myself are meeting with Ohio Turnpike and Brian Kelley. Gather any intel let me know

Got it

9/20/22, 12:10 PM

Home run

"Best presentation in terms of value you bring to where we are in the last three years of hearing different mobile payment companies "

Great job man. Love to hear it.

He said an EZ pass wide RFI is coming out mid next year

He said likely coming out of North Carolina

Not sure what dept or who is involved he said

Interesting I can try and find that out.  
Let's catch up on a call later this week or next to discuss NJ and what is happening

Roger

10/12/22, 11:04 AM

Are u going to be on this call?

I can't make it. On another

It seems they are just planning the next meeting. Doing logistics

Look for the registration forms at the end of this week or next

Liked "Look for the registration forms at the end of this week or next "

10/18/22, 7:58 AM

Hey Steve will you be on the ESTN call today?

Presenter planning call? I can attend.

Yes.

10/18/22, 2:10 PM

I had no idea that this meeting was going to be this granular. This is the first time I have heard from this guy since I saw him at IBTTA a month ago and he asked if PayIt would be interested in presenting

Yea I remember this org being a shit show with this last year.

Yea. Do you want to talk about PayIt and what we do? Or do you want me to?

You go ahead

I have background noise traveling

Ok. And please fill on the technology if I miss something

Ok

Talking about what exit on the turnpike on this call is hilarious

haha transportation people at heart

11/2/22, 10:54 AM

Hey man. I haven't gone to Jeff about attending the ESTN meeting in NJ in December. Have you talked to him about it? We keep getting things to sign up etc. i want to make sure he wants us to attend. I know you are a little in flux but I don't want to get caught flat footed

11/2/22, 12:11 PM

I have not spoken to him. PayIt should def do it

I can tee it up with Jeff and perhaps schedule a call? What's helpful? I have a 2-4 week timeline fyi

That works. Let me know when Jeff is available and we can chat.

Let's suggest that Ethan come too.

11/2/22, 2:24 PM

How about 11am est

On Nov 9th

Ok I have a huge monkey wrench in this plan. My firm just set a company retreat to get ready for legislative session on the same day as the ESTN thing. I am happy to prep Ethan and work with him and maybe do a remote thing but this isn't something I can miss.

I can talk on the 9th yes.

I was in the middle of typing that whole thing out when u sent me this text.

11/9/22, 11:03 AM

I'm on with Ethan

I am on a call running late. Can u do 1115

Sorry

Ok text me when you're hopping on and I'll ping Ethan to rejoin

Thank you

About to hop on

Ok

11/10/22, 7:36 AM

Hey sorry I didn't include u on the original share of the document

Totally fine.

11/14/22, 1:33 PM

Hey man. I saw the response that the SJTA event can only be in person. Are you going to be able to go and do the presentation? Or have you spoken with Ethan?

11/17/22, 2:11 PM

Hey bud...Ethan can't go and we can't present virtually. I'm resigning next Friday so I can't go.

Dave Onesti would be the next closest

He lives in philly region

Oh man. I am sorry to hear you are leaving. I know you will be a great asset wherever you are going. Good for you. Good luck and let me know if I can help you in any way.

Well that would be up to him but I don't think he knows enough to be the only person there.

11/23/22, 8:22 AM

Hey man. I know you are basically done here. But I got an email about getting our presentation into ESTN. Did you tell them we weren't going to be attending? I forwarded u the email

I did not inform anyone at Paylt or ESTN. Paylt is filled to the brim with event focus. They won't blink and Ethan has turned into a bit of a diva with requesting his time which I get. I can email ESTN now and tell them we aren't able to attend

I just assumed that when they told you we could t present virtually that you told them we couldn't do it. I will get back with the guy and handle.

Liked "I just assumed that when they told you we could t ..."

Was there an email you got about it or did you talk to someone?

I mean about not being able to do virtual

11/30/22, 4:15 PM

. I saw the LinkedIn. Congratulations. Good luck with everything but let's definitely keep in touch it.

11/30/22, 6:17 PM

Thanks buddy. It's been a fun ride and will keep in touch. Thanks for the support and advice along the way

Delivered