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May 16, 2016

Town of Atherton
George Rodericks
Town Manager
91 Ashfield Road
Atherton, California 94027

Dear George:

I'm writing to thank you for your participation in Joint Venture Silicon Valley, and to request your support for the coming fiscal year.

We can't do this without you. Joint Venture is a partnership between the public and private sector, and we only succeed when both sides are truly invested. That's why we're so proud that 36 of our local jurisdictions are stepping up the same way our corporate investors have. We also have 20 cities participating in our economic development alliance.

We're delivering meaningful results. In the past year we have:

- Provided a stream of white papers, data sets, indicators and reports through our research arm, the Silicon Valley Institute for Regional Studies. Neutral, objective, and always reviewed by outside parties, our research output provides the analytical basis for decision making throughout the region.
- Launched a new initiative that is distributing surplus food to those in need. We're developing a new framework to match the surplus with authorized agencies, using new software applications that match a large network of donors and distributors.
- Continued our campaign to improve the region's wireless communications infrastructure, eliminate dead zones, and increase broadband penetration. We're doing it through a unique partnership between the wireless carriers, local businesses, and city officials.
- Launched new transportation initiatives, including a major effort to improve and connect Silicon Valley's bicycle infrastructure. We're also working on "Mobility as a Service" (MaaS), an effort to provide a smartphone app that seamlessly connects all forms of transportation (whether public or private) with trip planning and mobile payment.
- Built out an enormous portfolio of climate and sustainability initiatives that are making Silicon Valley a national leader in clean energy. For example, last month we cut the ribbon on California's largest destination charging station (at Levi's Stadium). We have also been instrumental in the formation of community choice energy programs across multiple counties.

These are just representative examples, and there are many more (and extensive reporting appears on our website).

We trust you'll continue your participation in the coming fiscal year. I'm attaching an invoice. We know you face fiscal constraints, so we're working hard to grow our corporate investment to help us keep our public sector investors at modest levels of investment.

I'm completely available to answer your questions, and so is my team.

Sincerely,

A handwritten signature in blue ink that reads "Russell Hancock". The signature is written in a cursive, flowing style.

Russell Hancock
President & Chief Executive Officer



Invoice

**Joint Venture Silicon Valley
Institute for Regional Studies**

100 W San Fernando Street
Suite 310
San Jose, California 95113

Date	Invoice #
5/16/2016	380NETath

Bill To
Town of Atherton Attention: Mr. George Rodericks Town Manager 91 Ashfield Road Atherton, California 94027

Due Date
6/16/2016

Description	Amount
Joint Venture Silicon Valley Public Investment, Fiscal Year 2016-2017	1,000.00
<p>Make checks payable to: Joint Venture Silicon Valley 100 W San Fernando Street, Suite 310 San Jose, California 95113</p>	

Thank you for your prompt payment 501(c)3 Tax ID: 77-0389802	Total	\$1,000.00
	Balance Due	\$1,000.00