



**CITY OF WINDCREST ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS**

**Windcrest City Hall
November 13, 2024
5:30 P.M.**

NOTICE IS HEREBY GIVEN THAT A **REGULAR** MEETING OF THE BOARD OF DIRECTORS OF THE WINDCREST ECONOMIC DEVELOPMENT CORPORATION (WEDC) WILL BE HELD AT WINDCREST CITY HALL, 8601 MIDCROWN DRIVE, WINDCREST, TEXAS ON THE 13TH DAY OF NOVEMBER, 2024 STARTING AT 5:30 P.M. DURING THE MEETING, THE BOARD WILL CONSIDER, DELIBERATE AND MAY TAKE ACTION UPON ANY OF THE SUBJECTS LISTED BELOW.

"The Board intends to have a quorum physically present at the above address. Board members not physically present may participate by live two-way video and audio feed following the Texas Open Meetings Act."

Vision Statement: Nourish and develop a vibrant community that consistently pushes the limits.

Mission Statement: Facilitate interaction between business, city, and other community organizations to nourish the economic health and well-being of Windcrest, its citizens, and the region.

*Request all pagers and cell phones be turned off, except emergency on-call personnel.
Citizens are asked to refrain from talking during proceedings unless recognized by the
Presiding Officer.*

CITIZEN COMMUNICATION: AS A COURTESY TO CITIZENS IN ATTENDANCE, AND AT THE DISCRETION OF THE PRESIDING OFFICER OF THE MEETING, CITIZENS WILL BE GIVEN A REASONABLE OPPORTUNITY TO STATE THEIR COMMENTS OR ASK QUESTIONS REGARDING ANY ITEM ON THE AGENDA, BEFORE THE BOARD TAKES ACTION ON ANY ACTION ITEMS LISTED. THE BOARD REQUESTS COMMENTS BE BRIEF, TO THE POINT, AND NO LONGER THAN 6 MINUTES. TIME CANNOT BE YIELDED TO ANOTHER SPEAKER. PLEASE NOTE THAT THE BOARD MAY NOT BE PERMITTED TO RESPOND TO QUESTIONS OR COMMENTS.

It's important to note that the items listed on the agenda below may not be discussed or considered in the order they are presented. If any item on the agenda requires discussion in an executive or closed session, the Board will convene as permitted by and following Texas Government Code Chapters 551.071 and 551.090.

Consistent with Windcrest City Council Resolution No. 292, the WEDC Board elects to audio and video record its meetings. The recordings are preserved electronically as the official minutes of its meetings.

I. Call To Order

1. Roll call and Establish Quorum
2. Vote to excuse absent board member(s), if applicable
3. Pledge of Allegiance
4. Prayer

II. Citizens to be Heard

1. Members of the public may sign up to provide public comments to the Board of Directors, as per City and Board regulations and guidelines.

NOTE: Citizens may address the WEDC on topics not on the agenda for no more than three (3) minutes. An email statement may be sent to the WEDC Coordinator at knelson@windcrest-tx.gov to be read into the meeting to the WEDC Board.

III. Visitors/Presentations

1. Executive Directors Report regarding Economic Development Activities.
2. Current Financials (Balance, Revenue & Expense) ending September 2024.

IV. Discuss and Act

1. Greater: SATX Membership
2. Heritage Tree Committee
3. HoHoHo Market

V. Executive Session

1. Govt. Code 551.072, 551.071, 551.087 Consultation with Legal Counsel regarding real estate transactions, including the purchase, lease, or exchange of real property within the City of Windcrest, as well as on the economic development and property redevelopment.
2. Active and Confidential Economic Development Projects.

VI. Resume Open Session

Consider and take possible action on matters discussed in the executive session, potential purchase of real property, and economic incentive requests.

VII. General Announcements and Future Agenda Items Requested

VIII. Adjournment

I, the undersigned authority, do hereby certify that the above Notice of Meeting of the Board of Directors of the WEDC is a true and correct copy of said Notice and I posted a true and correct copy of said Notice on the bulletin board at the Windcrest City Hall in a convenient place to the public. Said Notice was posted 72 hours before the 13th day of November, 2024.

By: ***DATE & SIGNATURE PENDING***

Rachel Dominguez, City Secretary

Windcrest Economic Development Corporation
Statement of Financial Position
As of September 30, 2024

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
1000 Frost - Checking 0485	\$ 824,226.27
1001 Petty Cash	218.63
1002 Certificate of Deposit	250,000.00
Total Bank Accounts	<u>1,074,444.90</u>
Accounts Receivable	
1100 A/R Sales Tax	-
1101 Accrued Revenue	134,837.27
Total 1100 A/R Sales Tax	<u>134,837.27</u>
Total Accounts Receivable	<u>134,837.27</u>
Other Current Assets	
1300 Prepaid Expense	
1302 Prepaid Sales Tax	0.26
1304 Prepaid Other	884.47
Total 1300 Prepaid Expense	<u>884.73</u>
Total Other Current Assets	<u>884.73</u>
Total Current Assets	<u>1,210,166.90</u>
Fixed Assets	
1400 Computers & Monitors	2,280.34
1402 Furniture & Fixtures	11,993.99
1403 Building & Improvements	3,350.00
1500 Accumulated Depreciation	(6,066.91)
Total Fixed Assets	<u>11,557.42</u>
Other Assets	
1600 EDC - Investment First Public	128,282.33
Total Other Assets	<u>128,282.33</u>
TOTAL ASSETS	\$ 1,350,006.65
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
2100 Commerce Bank 2199	\$ 346.44
Total Credit Cards	<u>346.44</u>
Other Current Liabilities	
2002 Wages Payable	8,231.91
2003 Accrued Expenditures	6,895.54
2007 Compensated Absences	1,775.00

Windcrest Economic Development Corporation
Statement of Financial Position
As of September 30, 2024

	Total
Total Other Current Liabilities	16,902.45
Total Current Liabilities	17,248.89
Total Liabilities	17,248.89
Equity	
3000 Net Assets	2,596,654.41
Prior Period Adjustment	108.67
Net Revenue	(1,264,005.32)
Total Equity	1,332,757.76
TOTAL LIABILITIES AND EQUITY	\$ 1,350,006.65

Windcrest Economic Development Corporation
Statement of Activity
September 2024

	<u>Total</u>
Revenue	
Total Revenue	
Gross Profit	-
Expenditures	
6000 Salaries, Benefits & Labor	
6001 Salaries	\$ 5,652.80
6004 Social Security / Medicare Match	435.62
6005 Health Insurance-EDC	725.10
6006 Retirement--EDC	843.90
6009 Contract Labor	9,741.60
6021 Health Insurance - Life & Vision	32.28
6053 Cell Phone Allowance	41.54
Total 6000 Salaries, Benefits & Labor	<u>17,472.84</u>
6010 BRE & Prospect Development Expenses	
6014 Meals & Entertainment	20.00
6016 Promoting Windcrest(BRE Events)	133.14
6017 Sponsorships, Regional Marketing	416.63
Total 6010 BRE & Prospect Development Expenses	<u>569.77</u>
6025 Administrative & Other Expenses	
6026 Rent	1,214.73
6028 Equipment, Computers & Other	10.65
6029 Internet Services	170.88
6030 Computer Maintenance, Software, Website	978.66
6031 Accounting Services	1,375.00
6032 Barcom / IT	404.77
6033 Phone Services	87.24
6036 Training Staff/Board	79.00
6038 Supplies	194.86
6042 Legal Expenses	1,250.00
6045 Vehicle Expenses-EDC	35.00
6046 Vehicle Fuel-EDC	65.01
6047 Contingencies	298.10
Total 6025 Administrative & Other Expenses	<u>6,163.90</u>
Total Expenditures	<u>24,206.51</u>
Net Operating Revenue	(24,206.51)
Other Revenue	
4003 Revenue Income - Interest	2,881.72
Total Other Revenue	<u>2,881.72</u>
Net Other Revenue	<u>2,881.72</u>
Net Revenue	<u>\$ (21,324.79)</u>

Windcrest Economic Development Corporation
Statement of Activity
October 2023 - September 2024

	<u>Total</u>
Revenue	
4000 Revenue	
4001 Income - Sales Tax	\$ 750,470.94
4004 Other Income	0.45
Total 4000 Revenue	<u>750,471.39</u>
Total Revenue	<u>750,471.39</u>
Gross Profit	<u>750,471.39</u>
Expenditures	
6000 Salaries, Benefits & Labor	
6001 Salaries	66,167.20
6004 Social Security / Medicare Match	5,103.11
6005 Health Insurance-EDC	9,426.30
6006 Retirement--EDC	8,893.99
6009 Contract Labor	116,899.20
6021 Health Insurance - Life & Vision	419.64
6053 Cell Phone Allowance	540.02
Total 6000 Salaries, Benefits & Labor	<u>207,449.46</u>
6010 BRE & Prospect Development Expenses	
6013 Travel	594.59
6014 Meals & Entertainment	1,155.35
6015 EDC Projects	1,680,000.00
6016 Promoting Windcrest(BRE Events)	11,834.90
6017 Sponsorships, Regional Marketing	5,550.00
6018 Commercial Revitalization/Store Front Grants	19,475.84
Total 6010 BRE & Prospect Development Expenses	<u>1,718,610.68</u>
6025 Administrative & Other Expenses	
6026 Rent	15,859.16
6027 Furniture & Fixtures	445.18
6028 Equipment, Computers & Other	85.20
6029 Internet Services	1,978.58
6030 Computer Maintenance, Software, Website	4,758.40
6031 Accounting Services	19,340.79
6032 Barcom / IT	4,869.38
6033 Phone Services	1,053.18
6036 Training Staff/Board	1,235.14
6037 Dues & Subscriptions	170.00
6038 Supplies	1,480.16
6039 Postage	9.85
6040 Copier	467.60

Windcrest Economic Development Corporation
Statement of Activity
October 2023 - September 2024

	Total
6042 Legal Expenses	97,880.01
6043 Audit	14,125.01
6045 Vehicle Expenses-EDC	610.67
6046 Vehicle Fuel-EDC	718.01
6047 Contingencies	1,819.07
Total 6025 Administrative & Other Expenses	166,905.39
Total Expenditures	2,092,965.53
Net Operating Revenue	(1,342,494.14)
Other Revenue	
4003 Revenue Income - Interest	78,488.82
Total Other Revenue	78,488.82
Net Other Revenue	78,488.82
Net Revenue	\$ (1,264,005.32)

SAN ANTONIO-NEW BRAUNFELS METROPOLITAN STATISTICAL AREA (MSA) REGIONAL ECONOMIC PARTNERSHIP

BACKGROUND

The communities of the San Antonio-New Braunfels MSA are in an era of partnership to create economic development opportunities for the region. This approach brings together the private and public sector to enhance the scale and impact of promoting the MSA as a single economic region. The entities and respective geographies that make up the **REGIONAL ECONOMIC PARTNERSHIP** (Collectively referred to as the Partnership) are **greater:SATX** and **participating cities and counties** (referred to as Partners).

This document represents the standards that the Partnership and individual Partners will uphold and encourage in their routine business conduct.

PURPOSE OF THE REGIONAL PARTNERSHIP

The Regional Economic Partnership commits to collaborating to enhance the economic growth of the eight-county San Antonio-New Braunfels MSA through ongoing collaboration, communications, and regional marketing. The primary goal of the Partnership is to increase the number of new corporate location leads and projects to the region – resulting in increased job creation and capital investment.

The Partnership will be staffed by greater:SATX. Staff resource allocation is at the sole discretion of greater:SATX. Together, the staff and Partners lead two important workstreams: 1) Marketing to attract job-producing investment in our region, and 2) Project Management on mutually agreed-upon opportunities.

MEASURING SUCCESS

Partnership success will be measured by increased employment in primary jobs, increased investment, and a rise in per capita income for the San Antonio-New Braunfels MSA. Employment will be measured by total job creation in the MSA in primary jobs (private sector job creation that excludes farm, government, education, medical services in healthcare, and retail jobs). Operationally, each stakeholder seeks to realize cost savings and/or enhanced value for its marketing, data, and/or operational spend.

PARTNER DEFINITION

Partners are defined as: 1) the economic development agencies or organizations representing cities and counties within the 8-county MSA that 2) invest in greater:SATX. The October 1, 2024 to September 30, 2025 investment will be \$10,000.00.

HOW GREATER:SATX WILL WORK WITH PARTNERS

1. Be as inclusive as possible, assume the client will be interested in the entire region and submit opportunities accordingly, unless directed otherwise.

2025 Regional Partner Agreement



2. Acknowledge that our core purpose is to generate business development opportunities for the region which will consider establishing or expanding a business in one of the localities and doing whatever is required to make these opportunities become a reality.
3. Recognize that deals are ultimately closed at the local level, and this requires greater:SATX staff to transition from a "lead" role to a "support" role as a project reaches the stage where final details regarding real estate, zoning, permitting, utility extension, local taxes, incentives, etc. are managed.
4. Respect the lead of whoever brings us into a project and work exclusively on their behalf—unless it is determined that the prospect has simultaneously contacted greater:SATX and/or other regional partners. In such cases, the only means to alleviate the confusion is open communication between the greater:SATX and partners.
5. Treat all project-specific information gathered from the State and/or Partners as confidential and only share as needed.
6. Provide project information to Members in a timely and complete manner recognizing that time is of the essence when it comes to providing detailed information and appropriately preparing for a visit.
7. Respect and comply with requests for confidentiality from the prospect.
8. Work in partnership with the State and Partners to jointly announce all successes, taking special care to recognize all who played a part.
9. It is greater:SATX's intent to be an impartial observer in intra-regional relocations. If contacted concerning an intra-regional move, greater:SATX will be involved in a manner that suits the situation; always with a stated bias towards retaining the company in its current location.
10. To further our Equity and Inclusion, greater:SATX will work to strengthen our regional economic development approach to reduce inequities.

HOW PARTNERS WILL WORK WITH GREATER:SATX

1. Maintain confidentiality in all aspects of a project recruitment process in-so-far as possible, with the understanding that most projects will include a public element at some point in the process.
2. Respect the greater:SATX lead on projects that it generates, refraining from contacting the client directly until requested to do so by the client or greater:SATX. A follow-up note to thank a prospect for a meeting that occurred at their office is acceptable.
3. Be fully prepared for prospect visits in accordance with the level of detail greater:SATX has provided.
4. Respond to greater:SATX project requests for information in a timely and complete manner.
5. Assist greater:SATX, in a timely manner, to schedule or provide contact information of companies or organizations for prospect visits in the region.
6. List greater:SATX as the source when using greater:SATX research, graphs, or maps.

2025 Regional Partner Agreement



7. Include greater:SATX when working on State press releases, taking special care to recognize all economic development partners who played a part.

HOW PARTNERS WILL WORK WITH EACH OTHER

1. Refrain from disparaging other communities or submarkets within the region verbally, in marketing materials, or in written communication.
2. Be respectful of each partner when presenting to prospects or consultants by designing presentations or comments to fit within your assigned time.

RECRUITMENT WITHIN REGIONAL PARTNER COMMUNITIES

While some businesses will choose, for their own reasons, to relocate within the region, the focus of the Partners should be to encourage investments from outside of the region, and not to be focused on encouraging companies to move from one community to another within the region. Partners also acknowledge and accept that retaining a company in the region when an individual community is no longer a fit is critical to the success of the entire Partnership.

- a. In keeping with the above principle, Partners commit to not actively pursue a business to encourage it to relocate.
 - i. "Actively pursue" means to initiate contact with the business directly with the intent of luring the business, whether that be through any means of proactive outreach including but not limited to cold calls, visits, mail solicitations, or marketing directed specifically at that business.
 - ii. This does not limit a Partner from general marketing as a good place to do business, or from general advisement to residents about the benefits of locating businesses in their home communities.
- b. Partners may engage a business if the company initiates communications with clear intentions to move from its current location. When feasible, the Partner being approached will notify the affected Partner directly and/or notify greater:SATX to communicate with the affected Partner confidentially on behalf of the approached Partner.
- c. Partners will not contact or market directly to individual businesses in other localities in a manner that overtly promotes relocation.
- d. If contacted directly by a firm considering an intra-regional relocation, it will be the intent of the locality receiving the contact to alert the corresponding company's host community to the extent allowed by the company, consultant, or broker.
- e. Recognize that most intra-regional relocations result from real estate transactions frequently driven by real estate needs or opportunities. "Winning" Partners who become aware of these transactions will notify the "losing" locality if allowed by the company, consultant, or broker.

2025 Regional Partner Agreement



TERMS OF AGREEMENT

Each Partner community may designate up to two (2) representatives; one primary and one secondary representative. The Partnership will annually review this document and align terms with mutually agreed-upon marketing plans. This document is valid for the twelve calendar months from October 1, 2024, through September 30, 2025.

ATTACHMENTS

Exhibit A – Scope of Work

IN WITNESS WHEREOF, each of the parties committing to the above principles and protocols has caused this Agreement to be executed by its duly authorized representative and is effective for twelve months October 1, 2024, through September 30, 2025.

Confirmed and agreed to on this _____ day of _____, 2024 on behalf of:

City / Community / EDC: _____

By: _____

Printed Name: _____

Title: _____

Address: _____

**SAN ANTONIO-NEW BRAUNFELS METROPOLITAN STATISTICAL AREA (MSA)
REGIONAL ECONOMIC PARTNERSHIP**

**EXHIBIT A
SCOPE OF WORK**

REGIONAL MARKETING

The Partners acknowledge:

- a. When representing the region, each Partner will sell the region first and individual communities second.
- b. Regional marketing events are noted in the greater:SATX Business Development Calendar and are managed by greater:SATX.
- c. greater:SATX is responsible for monthly reporting to the Partners on activities, action items, performance, and active project highlights.

1. Regional Marketing Outreach

- a. greater:SATX, working with the partners, will develop a business development calendar each year.
- b. The calendar is a working document and will be subject to change as the year advances based on budget, priority opportunities, and upon reflection of Partners.
- c. The business development calendar will be discussed at Partner monthly meetings and include upcoming opportunities and performance of past activities.
- d. Additional marketing activation opportunities may become available to the Partners at an expense added to the minimum partnership fee.
- e. See greater:SATX Business Development Calendar for event and travel details.

2. Branding Assets

- a. greater:SATX will lead the region's brand and marketing asset development, including graphics and collateral.
- b. Partners shall have access to materials that cover regional branding and industry-specific messaging.
- c. Partners may include a community profile on the greater:SATX website, including a brief overview, a link to a website, and contact information for the economic development leader.
- d. Partner sites and industrial or office properties with relevant Partner contact information to be included on the greater:SATX website in accordance with greater:SATX Sites Database 2.0 investor benefit, giving each Partner one access point to directly add and manage site listings.

3. Communications & Media

- a. greater:SATX will lead regional communications and media in global and national public relation efforts.

2025 Regional Partner Agreement – Exhibit A



- b. Assist in the development and dissemination of press releases announcing new projects, expansions, or other economic development related news.
- c. Acknowledge and celebrate regional successes via owned channels (social media, newsletters, website, etc.).

DATA & RESEARCH

greater:SATX will lead the development of regional data and research that can be leveraged by Partners:

- a. greater:SATX will share data and research resources with Partners as relevant, able, and permitted by vendor contracts to support business attraction and retention, specifically:
 - i. Data requested as a part of in RFI / RFP responses; and
 - ii. Monthly Insights Data Digest email.
- b. Provide Partners individualized research to support marketing activities, as requested and within the scope of greater:SATX Research and Insights team for an additional fee to be determined upon project scoping with relevant Partner. greater:SATX and Partner will develop a scope of work and timeline for these requests.

TRAVEL AND EVENT PLANNING

The Partners acknowledge:

- a. Travel and events are only one aspect of a regional business development strategy.
- b. Regional EDOs are not intended to be travel agencies for local communities.
- c. It is good to have both public and private participation in travel and events.
- d. Each trip or event should specify the number, if any, of public and private participants. That number should match the type of travel or event and staff capacity and resources.
- e. It is best to provide regional partners a tentative calendar at the beginning of each fiscal year understanding it will change as more information is obtained or additional opportunities arise.
- f. As best as possible, public and private sector participation should be aligned with the focus of the community or business to create better connections and business development support.
- g. The business development calendar should capture activities internal and external to the region.
- h. Suggested calendar categories are as follows: Primary Cluster Tradeshows, Local Tradeshows, Site Selector Engagement Out-Market, Site Selector Engagement In-Market, Site Selector Conference, International Missions, Domestic Missions, Delegations, Education Conference.

1. Travel and Event Protocol

- a. In planning and executing any business development outreach activity (mission, tradeshow, site selector event, delegation, etc.) greater:SATX is committed to promoting the entire region and serving as a neutral broker.

2025 Regional Partner Agreement – Exhibit A



- b. greater:SATX is committed to generating a greater volume of attraction projects (at bats) for our economic development partners. The primary form of engagement will be through support of greater:SATX generated RFIs, in-market events, deal support, and closing services – not engagement in outreach trips.
- c. In conducting business development outreach and engagement efforts, greater:SATX's primary responsibility is serving the interests and needs of target attraction companies and related influencers. All outreach activities will be planned and implemented with this primary focus in mind.
- d. greater:SATX seeks to lay out a transparent and equitable travel engagement process that provides visibility into all greater:SATX business development outreach activities and allows partners to join in a few activities during a calendar year. The calendar will be shared with Partners at each meeting and will be subject to change as the year advances based on budget, priority opportunities, and partner input.
- e. The identified greater:SATX lead is subject to change based on workload and other factors.

2. Travel and Event Protocol: Expectations of Partners

- a. Any partners attending a greater:SATX led mission will attend as ambassadors for the larger region and will promote the whole of the region.
- b. Be fully prepared for meetings and/or events during travel in accordance with the level of detail greater:SATX has provided.
- c. Carefully review the travel itinerary and be ready and on time.
- d. If a partner needs to deviate from the itinerary, they will be responsible for their own travel planning, transportation, and related costs.
- e. The organization originally generating a meeting, lead, or project as part of greater:SATX business development outreach activities owns that relationship and is responsible for follow up. Other parties that may have gathered intelligence through being physically present, will defer to the originating source on all follow up.
- f. Cost responsibilities during travel, unless otherwise noted:
 - i. **Partners:** Airfare, hotels, meals not on itinerary, event registration or membership required to participate (Area Development, IEDC, most tradeshows, etc.)
 - ii. **greater:SATX:** Group transportation, meals on itinerary including all business development and prospect meals, and trip support (interpreter, guide, etc.)

3. Partner Engagement in Business Development Calendar

- a. For each activity within the Business Development Calendar, greater:SATX has identified where public and private partners are able to engage, including the number of attendees.
- b. greater:SATX requests that the public partners review the calendar and identify all activities of interest, including ranking the top five (5 activities of primary interest. Please provide this in writing via e-mail by the response date.
- c. greater:SATX will then review and assess each partner's interests and will do its best

2025 Regional Partner Agreement – Exhibit A



to align organizational requests in a fair and equitable manner.

- d. Once approved to participate in an event, please identify who from your team you plan to have join a given event.

REQUESTS FOR INFORMATION (RFI) RESPONSES

greater:SATX and the partners will coordinate initial responses to prospect inquiries for the region, as outlined below:

- a. Partners are responsible for the content and accuracy of their community responses for RFIs.
- b. When an RFI originates from greater:SATX, communities will provide information to greater:SATX for a unified, regional response to the inquiry. Partners shall be notified of all outgoing RFI responses.
- c. When an RFI originates directly with a partner, greater:SATX shall provide partner data support and response assistance, as requested and within the greater:SATX scope. The partner is responsible for submitting the response. When an RFI received by a partner will not work in the partner community, the partner will redirect the inquiry to greater:SATX to coordinate a regional response to the inquiry.
- d. When an RFI originates from the State of Texas Office of Economic Development & Tourism RFI/RFP notifications, each partner is encouraged to use or at least duplicate their responses with a greater:SATX submittal to increase support and provide better regional pipeline intelligence.

PARTNERSHIP PROJECT MANAGEMENT

1. Confidentiality

The Partners acknowledge:

- a. All will honor the confidentiality expected by other Partners and corporate location prospects. Information shared among the Partners in confidence shall remain in confidence.
- b. To protect each of the Partners, greater:SATX will disseminate a non-disclosure agreement to protect information shared during Partnership meetings, leads derived from regional marketing efforts, and related communications.
- c. When a lead becomes an active project, Partners will sign NDAs as relevant to the project specifications as dictated by the client or its representatives. Any information shared during Partnership meetings or other engagements will be covered according to the Partnership NDA. Partner(s) under a client-specific NDA will abide by the terms of both NDAs. If conflicting, the Partner(s) will abide by the client NDA.

2. Prospect Management

greater:SATX will coordinate regionally oriented projects.

- a. A project will remain a regional project until the prospect has notified greater:SATX project managers that a finalist site or community within the region has been selected.

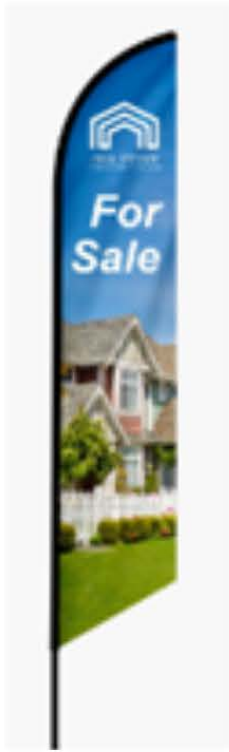
2025 Regional Partner Agreement – Exhibit A

- b. If the project has narrowed down to a single site, greater:SATX will continue to support the Partner, as requested. In this case, and unless requested otherwise or as outlined in these terms, the Partner will be responsible for project management and execution.
- c. In instances where a prospect wishes to remain completely confidential with greater:SATX and/or an individual community, the remaining Partners will honor that confidentiality and shall in no way attempt to intervene in the relationship. The prospect will remain confidential until the prospect chooses otherwise.
- d. When a Prospect makes a request for additional information on local incentives, or a request is made by a Prospect to negotiate local incentives, greater:SATX will not engage in negotiation and will direct the Prospect to engage with the representative for the Partner community, unless alternative arrangements are made between the Partner and greater:SATX in writing.

3. Site Visits

greater:SATX will coordinate regional site visits and support single-site visits if previously involved or when requested.

- a. For regional prospect visits, greater:SATX is responsible for logistics and hosting the prospect while in the region.
- b. Each Partner is responsible for managing their community's portion of a regional site visit within the time allotted.
- c. greater:SATX may support the Partner in planning and executing their portion, when requested.
- d. If the project has narrowed down to a single site, greater:SATX will support the Partner, as requested, in site visit support. In this case, and unless requested otherwise or as outlined in these terms, the Partner will be responsible for project management and execution.
- e. greater:SATX will facilitate follow-up activities with all active prospects in conjunction with the Partners under consideration. All follow-up activities will be shared among the communities under consideration so that the activities appear to the client as a coordinated effort and message. In those instances where prospects are dealing with an individual community, information will only be shared by greater:SATX and Partner(s) involved.



FEATHER FLAG
ANGLED

14 FOOT

4 EACH

\$927.00 +
\$25.00 SET UP



FEATHER FLAG
ONE CHOICE

14 FOOT

4 EACH

\$799.00 +
\$25.00 SET UP



HO-HO-HO MARKET

HO-HO-HO MARKET

