

**EXHIBIT B PAYMENT SCHEDULE – The Diversity and Ethnic Chamber Alliance**

<p>1st</p>	<p><b>\$ 209,982.25</b></p>	<p><b>National Marketing Plan:</b></p> <ul style="list-style-type: none"> <li>• Placement of three (3) national advertisements that creates a greater awareness of Austin and Central Texas as advantageous locations for communities to operate a business and create jobs. (Sec. 2.3.1.3)</li> </ul> <p><b>Regional Equitable Economic Development Plan:</b></p> <ul style="list-style-type: none"> <li>• Hosting at minimum two (2) community meetings to allow for public and key stakeholder input for the development of the final REED Plan. Stakeholder engagement activities will be documented and detailed in the REED Plan. (Sec 2.4.1)</li> </ul> <p><b>Diverse Business Development Activities:</b></p> <ul style="list-style-type: none"> <li>• Attendance to not less than one (1) quarterly presentation of EDD Programs and services</li> <li>• Demonstrate good faith efforts to provide twenty-five (25) “Business Connection” referrals to Economic Development Department (EDD) programming. (Sec. 2.5.2)</li> </ul> <p><b>Support for International and Domestic Economic Development Activities:</b></p> <ul style="list-style-type: none"> <li>• Conducting at least one (1) outbound delegation intended to generate international and domestic trade or business investment and expansion prospects for Austin. International delegations should be coordinated with City of Austin officials. (Sec. 2.5.3.1)</li> <li>• Hosting one (1) virtual or in person events or delegations intended to generate investment and expansion from international businesses to Austin per Contract term (Sec. 2.5.3.2)</li> </ul> <p><b>Quarter Specific Deliverables:</b></p> <ul style="list-style-type: none"> <li>• Submission of an Economic Development Training Plan for the primary corporate contact and back up member. (Sec. 2.2.4.1)</li> <li>• Preparation of a referral list of Austin Area accounting, and legal service providers service providers. (Sec. 2.2.4.2)</li> <li>• Preparation of a referral list of Austin-area real estate service providers. (Sec. 2.2.4.3)</li> </ul>
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<p>3rd</p>	<p><b>\$209,982.25</b></p>	<p><b>National Marketing Plan:</b></p> <ul style="list-style-type: none"> <li>• Placement of three (3) national advertisements that creates a greater awareness of Austin and Central Texas as advantageous locations for communities to operate a business and create jobs. (Sec. 2.3.1.3)</li> </ul> <p><b>Regional Equitable Economic Development Plan:</b></p> <ul style="list-style-type: none"> <li>• Hosting at minimum two (2) community meetings to allow for public and key stakeholder input for the development of the final REED Plan. Stakeholder engagement activities will be documented and detailed in the REED Plan. (Sec 2.4.1)</li> </ul> <p><b>Diverse Business Development Activities:</b></p> <ul style="list-style-type: none"> <li>• Attendance to not less than one (1) quarterly presentation of EDD Programs and services</li> <li>• Demonstrate good faith efforts to provide Twenty-five (25) “Business Connection” referrals to Economic Development Department (EDD) programming. (Sec. 2.5.2)</li> </ul> <p><b>Support for International and Domestic Economic Development Activities:</b></p> <ul style="list-style-type: none"> <li>• Conducting at least one (1) outbound delegation intended to generate international and domestic trade or business investment and expansion prospects for Austin. International delegations should be coordinated with City of Austin officials. (Sec. 2.5.3.1)</li> <li>• Hosting one (1) virtual or in person events or delegations intended to generate investment and expansion from international businesses to Austin per Contract term (Sec. 2.5.3.2)</li> </ul> <p><b>Quarter Specific Deliverables:</b></p> <ul style="list-style-type: none"> <li>• Delivery of community needs assessment and survey done in conjunction with the community meetings and include the results and data collected in REED Plan. (2.4.2)</li> <li>• Submission of a draft REED Plan as outlined in Exhibit A of the AGREEMENT BY AND BETWEEN THE CITY OF AUSTIN AND THE DIVERSITY AND ETHNIC CHAMBER ALLIANCE (Sec. 2.4.4)</li> </ul>
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<p>4th</p>	<p><b>\$209,982.25</b></p>	<p><b>National Marketing Plan:</b></p> <ul style="list-style-type: none"> <li>• Placement of three (3) national advertisements that creates a greater awareness of Austin and Central Texas as advantageous locations for communities to operate a business and create jobs. (Sec. 2.3.1.3)</li> </ul> <p><b>Regional Equitable Economic Development Plan:</b></p> <ul style="list-style-type: none"> <li>• Hosting at minimum two (2) community meetings to allow for public and key stakeholder input for the development of the final REED Plan. Stakeholder engagement activities will be documented and detailed in the REED Plan. (Sec 2.4.1)</li> </ul> <p><b>Diverse Business Development Activities:</b></p> <ul style="list-style-type: none"> <li>• Attendance to not less than one (1) quarterly presentation of EDD Programs and services</li> <li>• Demonstrate good faith efforts to provide Twenty-five (25) “Business Connection” referrals to Economic Development Department (EDD) programming. (Sec. 2.5.2)</li> </ul> <p><b>Support for International and Domestic Economic Development Activities:</b></p> <ul style="list-style-type: none"> <li>• Conducting at least one (1) outbound delegation intended to generate international and domestic trade or business investment and expansion prospects for Austin. International delegations should be coordinated with City of Austin officials. (Sec. 2.5.3.1)</li> <li>• Hosting one (1) virtual or in person events or delegations intended to generate investment and expansion from international businesses to Austin per Contract term (Sec. 2.5.3.2)</li> </ul> <p><b>Quarter Specific Deliverables:</b></p> <ul style="list-style-type: none"> <li>• Submission of implementation and marketing strategy plan for the REED Plan (Sec. 2.4.5)</li> <li>• Submission supporting documentation demonstrating proficiency in hosting virtual events with international and domestic partners by hosting at minimum one (1) international event and one (1) domestic event by end of Year 1 of the Contract. (2.2.4.4)</li> </ul>
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