

## PURCHASE OF SERVICE AGREEMENT

THIS PURCHASE OF SERVICE AGREEMENT, made and entered into on the \_\_\_\_\_ day of July 2020, by and between the **LEXINGTON-FAYETTE URBAN COUNTY GOVERNMENT**, an urban county government of the COMMONWEALTH OF KENTUCKY created pursuant to KRS Chapter 67A (“Government”), 200 East Main Street, Lexington, Kentucky 40507, on behalf of the Chief Development Officer (“CDO”) and **EUPHRATES INTERNATIONAL INVESTMENT COMPANY (EIIC)**., a Kentucky corporation, (“Organization”) with offices located at , 4297 Evangeline Lane, Lexington, with a mailing address of 4297 Evangeline Lane, Lexington, Kentucky 40509, with an effective date of July 1,2020.

### WITNESSETH

That for and in consideration of the mutual promises and covenants herein expressed, the Government and the Organization agree as follows:

1. For the purposes of this Agreement, “Monthly Progress Report” shall mean the monthly summary of the Organization’s performance of the services and activities required in Exhibit A and any other information required on the form attached hereto as Exhibit B incorporated herein by reference (or a similar form created and provided to Organization by the Government). “Year-End Report” shall mean the year-end summary of the Organization’s performance of the services and activities required in Exhibit A and any other information required on the form attached hereto as Exhibit C, which is

incorporated herein by reference (or a similar form created and provided to Organization by the Government).

2. Government hereby retains Organization for the period beginning on July 1, 2020, and continuing for a period of twelve (12) months from that date unless within that period Government gives the Organization thirty (30) days written notice of termination of this Agreement in which case this Agreement shall terminate thirty (30) days from the date notice is given to the Organization. This agreement may be extended with the Organization for one additional period of twelve (12) months beginning July 1, 2021 if all performance requirements under this agreement have been met in the first twelve (12) months and funding has been appropriated. Extension of this agreement will be based on review of services provided for the previous twelve (12) months by the Lexington Economic Development Investment Board who will then make a recommendation to the Lexington-Fayette Urban County Council on extension of this agreement.

3. Government shall pay the Organization the total sum of Sixty-Six Thousand Five Hundred Eighty-Nine Dollars and Sixty Cents (\$66,589.60 for services required by this Agreement, said services being more particularly described in Exhibit A attached hereto and incorporated herein by reference. The first installment, in the amount of Thirty-Three Thousand Two Hundred Ninety Four Dollars and Eighty Cents (\$33,294.80), shall be made upon final execution of this agreement. The second installment, in the amount of Thirty-Three Thousand Two Hundred Ninety-Four Dollars and Eighty Cents

(\$33,294.80), shall be made upon receipt and review by the Chief Development Officer, and acceptance by the Lexington Economic Development Investment Board, of all reports required by this Agreement to the satisfaction of the Board and the Chief Development Officer. Total sum of each payment shall be payable within ten (10) days after receipt of required invoice as required in Paragraph 7 herein, July to June inclusive.

4. In the event of termination of this Agreement by Government as provided for in Paragraph 2 above, Organization shall be entitled to that portion of total compensation due under this Agreement, as the service rendered bears to the total service required hereunder.

5. Organization will support the economic development agenda and efforts of the Lexington-Fayette Urban County Government/Lexington Economic Partnership and shall perform all duties and services specified in Exhibit A faithfully and satisfactorily at the time, place, and for the duration prescribed herein. Organization shall keep itself fully informed of all national and state laws and all municipal ordinances and regulations in any manner affecting the work or performance of this Agreement, and shall at all times observe and comply with such laws, ordinances and regulations, whether or not such laws, ordinances or regulations are mentioned herein and shall indemnify Government, its officers, agents and employees against any claim or liability arising from and based on Organization's violation of any such laws, ordinances or regulations.

6. Organization represents that it has filed any federal, state or local income tax returns required by law in the legally prescribed time and manner. This Agreement shall not

become effective unless and until copies of all of the executed originals of the aforementioned tax returns filed for the Organization's most recent or current tax year are provided by the Organization to the CDO, and the Organization shall not be compensated unless and until such requirement has occurred.

7. The Organization shall, by no later than the 12:00pm (noon) on the last Tuesday of each month (July 28, 2020; August 25, 2020; September 29, 2020; October 27, 2020; November 24, 2020; December 29, 2020; January 26, 2021; February 23, 2021; March 30, 2021; April 27, 2021; and May 25, 2021), on such forms as the CDO shall provide, submit electronically to the CDO: a Monthly Progress Report containing, for each of the services enumerated in Exhibit A which were provided in the preceding month, (a) a description of the service provided, and (b) the additional information requested in and submitted on the form attached hereto as Exhibit B incorporated herein by reference (or a similar form created and provided to Organization by the Government). Organization shall attend Lexington Economic Development Investment Board meetings scheduled the first Tuesday of each month, and any special meetings, to answer any questions regarding the monthly report. Organization shall by May 31, 2021, provide a Year-End Report electronically to the CDO containing a year-end report for services enumerated in Exhibit C incorporated herein by reference (or a similar form created and provided to Organization by the Government); and an invoice requesting final compensation for the services provided in accordance with this agreement. Failure to electronically submit the reports and invoice described herein by the required date shall result in the payment to Organization being

withheld until the next reporting period. In addition, Organization shall be required to present a progress report as to its activities annually, or as additionally required, before the Lexington-Fayette Urban County Council's Budget, Finance & Economic Development Committee, Lexington Economic Development Investment Board or as otherwise instructed by the Government. Failure to make the requested presentation shall require funding to be withheld until presentation requirement is fulfilled.

8. At no time shall the Organization require membership in the organization from any company, organization, or individual for services paid for in whole or in part with the assistance of funding from LFUCG.

9. Books of accounts shall be kept by the Organization and entries shall be made therein of all money, goods, effects, debts, sales, purchases, receipts, payments and any other transactions of the Organization. The books of accounts, together with all bonds, notes, bills, letters and other writings belonging to the Organization, shall be maintained at the principal place of business of the Organization as set forth in this Agreement. Government shall have free and complete access to the books, papers and affairs of the Organization relating to the LFUCG funds provided hereunder at all reasonable times, and if it desires, it may have said books and papers of the Organization audited and examined by auditors, accountants or attorneys. Any examination shall be at the expense of the Government.

10. Government may designate such persons as may be necessary to monitor and evaluate the services rendered hereunder by the Organization. The Government, its agents and employees, shall, at all times have unrestricted access to all places where or in which the services required hereunder are being carried on and conducted. Inspection and monitoring of the work by these authorities shall in no manner be presumed to relieve in any degree the responsibility or obligations of Organization, or to constitute Organization an agent of the Government.

11. Organization shall provide equal opportunity in employment for all qualified persons, shall prohibit discrimination in employment because of race, color, creed, national origin, sex, age, sexual orientation or gender identity, or handicap, shall promote equal employment through a positive, continuing program of equal employment, and shall cause each of its subcontracting agencies to do so. This program of equal employment opportunity shall apply to every aspect of its employment policies and practices.

12. Organization shall adopt a written sexual harassment policy, which shall, at a minimum, contain a statement of current law; a list of prohibited behaviors; a complaint process; and a procedure which provides for a confidential investigation of all complaints. The policy shall be given to all employees and clients and shall be posted at all locations where Organization conducts business. The policy shall be submitted to the CDO for review within thirty (30) days of the execution of this Agreement.

13. The Organization agrees that all revenue and expenditures shall be audited at least annually by independent certified public accountants who shall express an opinion

as to whether or not revenue and expenditures during the year audited have conformed to state and local law and regulation. A copy of this audit shall be submitted to the CDO within 10 days of completion.

14. Organization agrees that it shall apply all funds received by it from the Urban County Government in accordance with the following investment policy guidelines:

- A. Objectives-- Capital preservation with surety of income. Reasonable competitive income consistent with high investment quality and purpose of funds. All investments shall conform with state and local law and regulations and these Policies.
- B. Investment Funds Management-- The governing board may elect to either:
  - (1) Manage its investments through its executive director where the size or complexity of funds to be managed is deemed by the board to be within the training, expertise and/or available time capacity of the executive director and the operating staff;
  - or-
  - (2) Utilize the professional investment management facilities of a local bank trust department acting in a fiduciary capacity within the same approved investment policies and federal, state, local and trust laws and regulations. The trust department may utilize its regular short-term 100% U.S. Treasury Fund for daily funds investment. The election of option 1 or 2 should be made consistent with the relative cost incurred and in the case of option 2 the cost shall be competitive among local trust departments.
- C. Investment Policies-- Safety and Prudence.
  - (1) Short-term liquidity funds shall be invested in "riskless" investments, i.e., deposits in Kentucky commercial banks or savings and loan associations that are fully federally insured or deposits collateralized by U.S. Treasury securities with a

current market value of at least 100%, or in direct obligations of U.S. Treasury securities.

Investments shall be diversified according to maturity in order to meet projected cash flow needs.

Collateral pledged to secure uninsured deposits shall be held at a federal reserve bank with the receipt providing absolute control by the agency.

- (2) Retirement funds, endowment funds, long-term capital reserve funds and any other special funds may be held and invested by a local bank trust department under investment objectives and diversification in accordance with the individual nature of the funds and pursuant to the "prudent man" investment rule as well as general trust law.
- (3) All investments shall be reviewed monthly by a finance or investment committee of the agency.
- (4) Local brokerage firms may hold and invest funds provided that investments are located within Kentucky and are fully insured.

D. Audit-- All investments shall be audited at least annually by independent certified public accountants who shall express an opinion as to whether or not investments during the year audited have conformed with state and local law and regulation and with the approved investment policies.

15. This instrument contains the entire agreement between the parties, and no statement, promises or inducements made by either party or agent of either party that is not contained in this written Agreement shall be valid and binding; and this Agreement may not be enlarged, modified or altered except in writing signed by the parties and endorsed hereon.

16. Notice – Any written notice required by the Agreement shall be delivered by certified mail, return receipt requested, to the following:

For Organization:

Euphrates International Investment Company (EIIC)  
4297 Evangeline Lane  
Lexington, Kentucky 40509

Att: Erran Persley, President (or as otherwise designated in writing by Organization)

For Government:

Lexington-Fayette Urban County Government  
200 East Main Street  
Lexington, Kentucky 40507

Att: Kevin Atkins, Chief Development Officer

IN WITNESS WHEREOF, the parties have executed this Agreement at Lexington, Kentucky, the day and year first above written.

LEXINGTON-FAYETTE URBAN  
COUNTY GOVERNMENT

BY: \_\_\_\_\_  
LINDA GORTON, MAYOR

ATTEST:

\_\_\_\_\_  
Abigail Allan, Clerk of the Urban County Council

EUPHRATES INTERNATIONAL  
INVESTMENT COMPANY (EIIC)

BY: \_\_\_\_\_  
ERRAN PERSLEY, PRESIDENT

ATTEST:

\_\_\_\_\_  
WITNESS: \_\_\_\_\_

DATE: \_\_\_\_\_

**EXHIBIT “A”**  
Lexington/Fayette Urban County Government  
Addendum for Services  
Euphrates International Investment Company

**SCOPE OF WORK – NEW BUSINESS DEVELOPMENT**

**Local Contribution:**

During Lexington-Fayette Urban County Government Fiscal Year 2021 (July 1, 2020 through June 30, 2021) Euphrates International Investment Company (EIIC) will use these funds from Lexington-Fayette Urban County Government to:

- Euphrates International Investment Company (EIIC) will serve as Lexington-Fayette Urban County Government resource for economic development services and referrals for the Lexington business community related to:
  1. New Business Development. These services will include:
    - a. Creating new business recruitment plan for the Lexington Economic Partnership and execution of the plan;
    - b. Marketing for Lexington Economic Partnership business recruitment efforts which include, but are not limited to, maintaining contact with:
      - i. Corporate decision makers;
      - ii. Site selection consultants to build awareness of Lexington
      - iii. Local executives/management
      - iv. Maintain a website/social media presence for Lexington Economic Partnership
      - v. Identification of goals and challenges related to Lexington economic development marketing program and provide annual report to those findings
  2. Entrepreneur Development/Start-Up Assistance. These services will include:
    - a. Assisting entrepreneurs with identification of financing options and possible sources for investment capital;
    - b. Connecting entrepreneurs with Small Business Administration (SBA) contacts and other similar organizations that could provide assistance;
    - c. Assisting entrepreneurs with education assistance/programs related to starting, running and operating a business;
    - d. Assisting Lexington leaders and the business community by identifying ways to reduce barriers to entrepreneurship
  3. Minority Business Development. These services will include:

- a. Assisting minority entrepreneurs with identification of financing options and possible sources for investment capital;
  - b. Assisting minority business community by hosting events and other programs to provide connections to other businesses that provide opportunity for growth in their operations;
  - c. Assisting with educational assistance/programs related to starting, running and operating a minority owned business;
  - d. Assisting Lexington leaders and the business community by identifying ways to reduce barriers to minority business ownership
4. Available Economic Development Property Register. These services will include:
- a. Maintaining a good working relationship with all commercial real estate brokers to provide a continual awareness of available properties in Lexington;
  - b. Maintaining a database of available sites and building to be utilized to assist prospective new companies or current companies looking to growth operations in Lexington
- Will serve as a resource for the Lexington-Fayette Urban County Government and the Lexington business community.
  - Will complete all RFP responses for prospective new Lexington businesses.
  - EIIC will support the economic development initiatives of the Lexington-Fayette Urban County Government/Lexington Economic Partnership.
  - EIIC will represent and support businesses before the Kentucky Cabinet for Economic Development and Kentucky Economic Development Finance Authority (KEDFA) including assisting in any application material or other preparations for matters/application before KEDFA.

**EXHIBIT "B"**

Lexington/Fayette Urban County Government  
Addendum for Services  
Euphrates International Investment Company  
**MONTHLY REPORT QUESTIONNAIRE**

**Listing of member/staff actively working on Lexington Economic Partnership Efforts:**

Name                                      Race                                      Years of Experience in Economic Development

**Diversity numbers for entire company/organization:**

**Lexington economic development marketing efforts during the previous month:**

- A.     Number of companies met with during the month about locating their business in Lexington and business sectors companies represent:
- B.     Site selection consultants met with during the month to build awareness of Lexington as a possible location for their operations:

**Website/Social media presence and view data for the previous month:**

**Goals for marketing Lexington during the next month:**

**Did you meet marketing goals for the previous month and what benchmarks were achieved:**

**Entrepreneur Development/Start-Up Assistance:**

- A. Start-Up or early stage companies met with during the previous month and business sectors they represent:
- B. Companies that successfully obtained investment capital for their business as a result of the efforts of Euphrates International and business sectors they represent:
- C. Companies Euphrates assisted in connecting with the Small Business Administration where SBA provided assistance and what type of assistance was provided:
- D. Programs Euphrates International was responsible for during the previous month related to starting, running and operating a business:

### **Minority Business Development**

- A. Minority entrepreneurs assisted in identification of financing options and possible sources of investment capital identified:
- B. Where companies (listed in A) successful in obtaining the capital identified:
- C. Events and other programs Euphrates International was responsible for during the previous month to assist the minority business community that allowed minority entrepreneurs to connect to other businesses that provide potential opportunity for growth of their company operations:
- D. Education assistance/programs related to starting, running and operating a minority owned business during the previous month

### **Available Property Register**

- A. Commercial real estate brokers met with during the month:
- B. Properties/Acreage available currently for economic development in Lexington:
- C. Number of available sites and available acreage currently on data base for Lexington economic development:

**EXHIBIT "C"**

Lexington/Fayette Urban County Government  
Addendum for Services  
Euphrates International Investment Company

**YEAR-END REPORT QUESTIONNAIRE**

**Detail how Euphrates International implemented and executed the business recruitment plan during the course of the year:**

**Detail challenges identified over the course of the year in execution of the business recruitment plan:**

**Specific goals and challenges identified during the current year to marketing/recruiting new businesses to Lexington:**

**Barriers identified to entrepreneurship in Lexington and efforts to assist start-up and early stage companies over the course of the year:**

**Barriers identified during the year that could potentially be addressed to assist minority business development and/or ownership:**