



NEW BRAUNFELS CHAMBER
ESTABLISHED 1919

ChamberInNewBraunfels.com

To: Shane Hines, President, Greater New Braunfels Economic Development Corporation
CC: NBEDC Board of Directors, Robert Camareno, Jordan Matney, Jared Werner, Jeff Jewell
From: Jonathan Packer, President/CEO, Greater New Braunfels Chamber of Commerce, Inc.
Date: [date]
Re: Auto-renewal of professional services agreement and expanded scope of work

Dear Shane,

In accordance with Section 4.02 of the Professional Services Agreement for the City of New Braunfels Economic Development Program, originally executed on October 1, 2022, this memorandum serves to acknowledge and confirm the auto-renewal of the Agreement for an additional two-year term commencing October 1, 2025, through September 30, 2027.

This renewal allows us to continue the important work defined under the Agreement while reflecting adjustments in alignment with our mid-course review of the Confluence economic development strategy. Accordingly, I want to substantiate several areas of expanded services that reflect NBEDC's evolving priorities and the Chamber's commitment to delivering enhanced value over the next term.

Specifically, during the renewal period, the Chamber will expand its work to include:

- Partnering with the City of New Braunfels and NBU to advance site readiness through the development and implementation of a comprehensive site readiness plan, including coordinated infrastructure planning and evaluation of strategic incentives.
- Identifying, designing, and scaling entrepreneurship support programs that foster the creation and growth of startup and early-stage companies in New Braunfels. The Chamber will also source, package, and present "fundable opportunities" related to entrepreneurship—projects or ventures that can unlock new public-private partnerships or funding streams to grow the local startup ecosystem.
- Coordinating on early childhood capacity expansion, including potential development of a two-year, grant-funded role to support the supply side of childcare as a workforce priority.
- Assisting in mobilizing infrastructure coalitions, including support for the SH46 Task Force to advocate for critical mobility projects.

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These expanded services reflect shared strategic priorities, are consistent with Section 1.02 of the renewed Agreement, and will continue to be delivered in close consultation with the EDC, the EDF, and other strategic partners.

The financial terms for the renewal period will reflect the following structure:

- \$700,000 for FY26 (October 1, 2025 – September 30, 2026)
- \$750,000 for FY27 (October 1, 2026 – September 30, 2027)

We look forward to advancing this work together and welcome the opportunity to provide additional details or presentations to the Board as desired.

Thank you for your continued trust and partnership.

Sincerely,

Jonathan Packer
President/CEO
Greater New Braunfels Chamber of Commerce, Inc.