

LEAGUE CITY

SALES TAX MISAPPROPRIATION SERVICES

RFP 25-043

OCTOBER 9, 2025, AT 2 P.M.



TexasCityServices LLC

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ABOUT TEXASCITYSERVICES LLC

TexasCityServices, LLC (TCS) is a Texas-based transactional tax management consulting and technology services firm owned and operated by Texas Tax Professionals. With over 100 years of combined experience in sales and use tax, our team includes former auditors and managers with the Texas Comptroller of Public Accounts (Texas Comptroller), former “Big 4” partners, and public-sector specialists. Because all members are owners, every project is handled with the highest level of accountability and client service.

Our history dates back to 2003, when Kyle Kasner founded Kasner & Associates, LLC to specialize in local tax issues for Texas municipalities. The firm was acquired in 2011 by MuniServices, LLC (now Avenu Insights & Analytics) after recovering more than \$15 million in revenue for Texas cities. Building on that legacy, TCS was established in 2015 and continues to deliver unmatched, in-depth review services to Texas local governments. Building on this foundation, TCS has consistently delivered measurable results for cities across Texas through its Sales Tax Misallocation Services.

PRIOR SERVICE EXPERIENCE

Since its founding, TCS has provided specialized sales and use tax compliance review services exclusively to Texas local governments. Our team of Texas Tax Professionals has extensive experience identifying and recovering misreported local sales tax, as well as securing future revenue for municipalities.

Collectively, we have performed compliance reviews for dozens of Texas cities, resulting in ***more than \$19.7 million in past recoveries*** and an ***additional \$13.4 million in prospective tax revenue***, for a ***total benefit exceeding \$33 million to local government clients***.

REFERENCES

City of Coppell, Texas - 2008 to current
Total Recoveries from most current contract of \$6 mm
Contact: Mike Land, City Manager
Email: MLand@coppelltx.gov
Phone: (972) 304-3618

City of Dallas, Texas - 2016 to 2024
Total Recoveries \$18 mm+
Contact: Mark Swann, City Auditor
Email: Mark.Swann@dallas.gov
Phone: (214) 670-3222

Town of Prosper, Texas - 2024 to current
Contact: Bob Scott, Deputy City Manager
Email: BScott@prospertx.gov
Phone: (972) 569-1162

City of Grand Prairie, Texas - 2019-2024
Total Recoveries of \$5 mm+
Contact: Cathy Patrick, Chief Financial Officer
Email: CPatrick@GPTX.org
Phone: (972) 237-8090

City of Round Rock, Texas - 2024 to current
Total recoveries of \$700k+
Contact: Kevin Klosterboer
Email: KKlosterboer@roundrocktexas.gov
Phone: (512) 341-3360

WHY CHOOSE TCS?



PROVEN RESULTS

Delivered over \$33 million in revenue through recent recoveries.



BEST VALUE

Our fees are among the lowest in Texas when compared to the level of recoveries achieved and the hands-on effort investment by our professionals.



QUALITY OVER QUANTITY

TCS maintains the best client-to-Texas Tax Professional ratio in the industry. We're not the largest firm, but our size ensures we deliver unmatched attention, accuracy, and results for every City we serve, focusing on quality over volume.



TEXAS EXPERTS

Over 100 years of combined Texas Comptroller and industry experience. Experience on both sides of the process provides unique insight into the system that sets us apart.



UNMATCHED DATA

TCS leverages the most diverse datasets in the industry and continuously expands our data sources, providing deeper insights and higher recovery opportunities than traditional reviews.



TAILORED SERVICE

You're never just one of many clients. Because TCS serves only a select number of Texas cities, we are able to conduct deeper and more detailed analyses than any other firm. Queries and reviews are customized to fit League City's unique needs.



VOLUNTARY COMPLIANCE FIRST

TCS Prioritizes direct communication with businesses to encourage correction, fostering positive City-business relationships while ensuring compliance.



BUSINESS EDUCATION

TCS educates businesses on Texas tax law and assists with preparing and amending returns to ensure full compliance.

OUR APPROACH

TCS uses a four step approach to identifying and securing misallocated sales and use taxes. This proven process includes Identification, Action Plan Review & City Authroization, Implementation, and Corrections & Additional Opportunities.

Our professionals are trained specifically in Texas sales and use tax matters and carry out the entire process, ensuring municipalities not only recover misappropriated revenue but also maximize future collections.



1 - IDENTIFICATION

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PROJECT METHODOLOGY

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PROJECT METHODOLOGY

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2 - ACTION PLAN REVIEW & CITY AUTHORIZATION

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3 - QUARTERLY REVIEW PLAN IMPLEMENTATION

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4 - CORRECTIONS / ADDITIONAL OPPORTUNITIES

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CUSTOMER SERVICE APPROACH

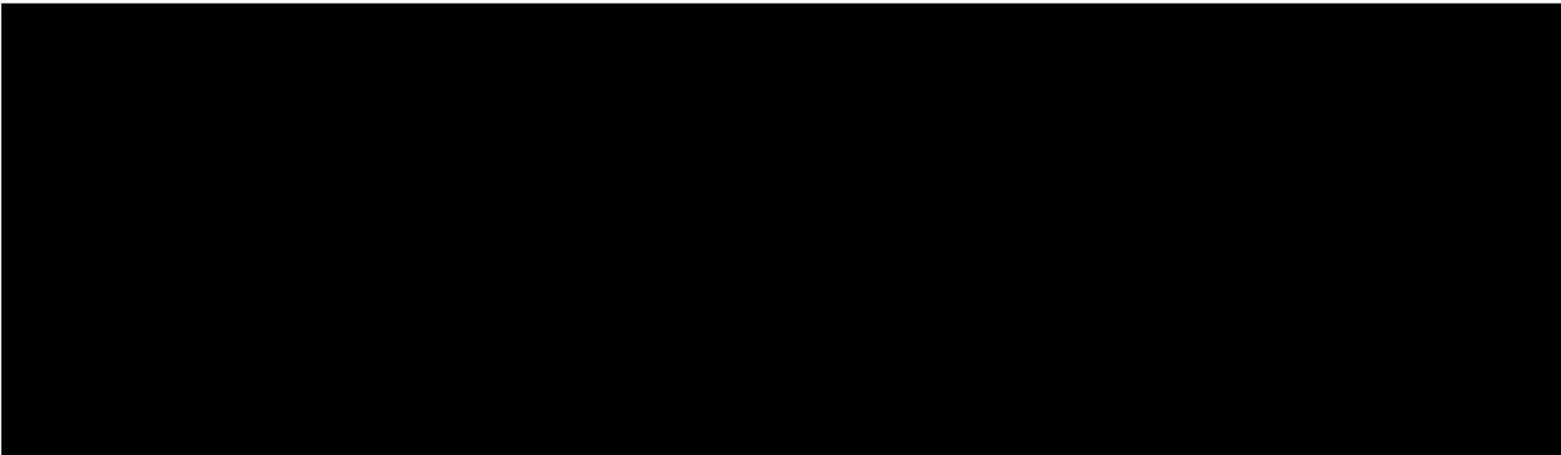
OUR COMMITMENT TO LEAGUE CITY

TCS’ experienced Texas Tax Professionals are trained exclusively in Texas sales and use tax matters and are available to provide timely guidance on any questions that may arise.

TCS is committed to providing value without unnecessary costs. We do not charge for responding to routine inquiries or providing general information that is readily available through public resources such as the Texas Comptroller’s website. Our hourly rates apply only when the City requests a defined project or service that falls outside the scope of this agreement, ensuring that the City pays only for targeted, substantive work that requires our specialized expertise.

In addition, TCS understands that tracking legislative, regulatory, and judicial developments is critical for municipalities. Our team continuously monitors policies issued by the Texas Comptroller, proposed legislation before the Texas Legislature, and significant court decisions, relaying updates to ensure the City remains informed and prepared for potential impacts.

OUR COMMITMENT TO LEAGUE CITY BUSINESSES



LEAGUE CITY REQUIREMENTS

The only information required from League City is access to the Confidentiality Report. TCS typically works through a single point of contact to streamline communication. Clients may choose to be copied on business correspondence or receive documentation only when invoiced for recoveries, serving as verification of corrections made.

TAB B PROJECT METHODOLOGY

DETAILED MAINTENANCE PLAN



PROJECT STAFFING

KYLE KASNER - PROJECT LEADER



Kyle will be responsible for managing the TCS process, resources, and communications with League City. Kyle, as founder of TCS, developed our customized approach and will participate in all Phases of the project, thereby assuring League City of maximum coverage of its businesses while maintaining the business friendly atmosphere.

Kyle has been practicing Texas sales/use taxes for over 41 years. First, with the Texas Comptroller of Public Accounts as auditor/manager, then as National Sales Tax Practice Partner with PriceWaterhouseCoopers' State & Local Tax Practice ("SALT"), then in 2003 with his own firm, Kasner & Associates, which specialized in local tax issues for Texas City governments. Kyle sold his practice in 2011 to MuniServices LLC, now a part of Avenu Insight & Analytics, after recovering more than \$15 mm for Texas cities!

Kyle was the first service provider in Texas to recognize the opportunity for localities to recover mis-reported taxes as he represented the Texas Comptroller in the 1980s when Farmers Branch submitted the first ever Investigation Request of the Texas Comptroller regarding local tax reporting.

Since leaving MuniServices in 2013, Kyle recognized the opportunity to provide a much more in-depth review service than was/is currently on the market. Kyle realized the key to this service was to utilize all information about a client's businesses environment not just Texas Comptroller records. Of course, such an in-depth approach requires knowledge and experience, and thus the collection of the largest and finest Texas Tax Professionals providing Texas sales tax compliance review services!

Kyle is a Texas Certified Public Accountant and earned a Bachelor of Business Administration in accounting and management.

KELSEY HATTEN - PROJECT CO-LEADER



Kelsey will assume the responsibility compiling, maintaining, and performing analysis of the various League City databases, guaranteeing comprehensive analysis across all facets of League City's operations.

Kelsey has been practicing Texas sales/use taxes for over 19 years.

Kelsey's journey in the field of accounting began in 2005 when she joined Kasner and Associates as an associate, focusing primarily on business research. By 2007, Kelsey had ascended to the role of Partner, actively contributing to the firm's growth and success. During her tenure, she spearheaded efforts to streamline standard queries, enhancing operational efficiency.

In 2011, Kasner and Associates underwent a transition, being acquired by MuniServices LLC, which is now a part of Avenu Insight & Analytics. However, by 2013, Kelsey recognized that employing standard queries for all clients didn't adequately address their individual needs. This realization led her to join forces with Kyle Kasner, where together, they embarked on a mission to deliver more tailored and comprehensive services.

Since then, Kelsey has been dedicated to leveraging all publicly available data to ensure that each client receives a meticulous audit, maximizing the depth and accuracy of their analyses. Her commitment to adapting and evolving her approach to meet client needs underscores her role as a key asset within TCS.

Kelsey holds a bachelor's degree in accounting from the University of Texas at Dallas, complemented by a master's degree in accounting with a concentration in Audit from the University of North Texas.

DOUGLAS DUFFIE - PRACTICE INCENTIVE LEADER



Doug's role is to recognize and develop relationships with League City businesses where the City stands to significantly increase sales/use tax collections if a business considers change in legal structure and/or operations. Doug's goal is to prospectively increase the City's local sales/use tax revenues by working with a company to generate new revenue for both League City and the business – a "win/win" approach!

In this effort Doug has successfully negotiated and implemented over 100 Texas Incentive Agreements that have increased City tax revenues by tens of millions of dollars!

Doug has over 35 years in Texas sales/use tax experience both in industry as a tax manager at Atlantic Richfield Company ("ARCO") and as a SALT partner at Andersen and KPMG. He was a SALT partner at Andersen for over three years and then led KPMG's Southern Region transaction tax practice for seven years. In these roles, Doug specialized in Texas sales/use tax law, state and local tax incentives, audit defense services for clients with the Texas Comptroller and with proper reporting of sales/use tax liabilities within accounting systems.

Doug believes his consulting services are best described as being focused “a mile deep and an inch wide” in order to bring value and deep technical experience/resources to TCS and his clients!

Doug is a contributing member and currently serves on the Texas Society of CPA’s Taxation Committee, a statewide group of CPA’s with substantial experience in state and local tax legislative issues. Doug is also a current member of the Tax Advisory Group (“TAG”) which works directly with the Texas Comptroller’s Office to provide input regarding current Tax Policies, Rules and legislative changes impacting taxpayers.

Doug is a Texas CPA and holds a Bachelor of Business degree in accounting and management information services from Texas A&M University.

OLGA JOANNA FUDALI - LEGAL LIAISON



Olga is our “go to person” when a business’s tax department refuses to seek voluntary compliance and has no basis for such refusal except “it is not in our budget to correct”. Explaining Texas tax code to a business’s legal department is her forte and working with the other members of the TCS team to present the best outcome scenario considering a business’s legal obligations to League City and to Texas is her goal.

With Olga on our team, we have new standing before the Texas Comptroller as we discuss statutory and regulatory rights, obligations, and duties of the Texas Comptroller to Texas localities. The fact that over \$290 million in Texas Comptroller service fee is paid annually by Texas localities to the Texas Comptroller is a fact that Olga will love to discuss when requesting Texas Comptroller actions on behalf of League City!

Olga has diverse experience in the legal field. Olga has served as an administrator for one of North Carolina’s licensing boards. Her interest in administrative law lead to a position with one of the most eminent administrative law practices, where she was mentored and learned from the best in the area of Public Policy; Administrative, Regulatory and Compliance; Professional and Occupational Licensing; Labor and Employment, Government and Commercial Litigation. She is well seasoned in legal research, writing and negotiations. She also has significant experience working on e-discovery projects for a complex multidistrict litigation. She is committed to public service and volunteers in several nonprofits in her community. Recently she has transitioned to a corporate setting focusing on contracts and quality assurance.

Olga has a Bachelor of Arts undergraduate degree as well as her Juris Doctor degree.

ADDITIONAL STAFFING

To date, TCS has never required additional staffing to successfully manage a project. We deliberately take on only the number of clients we can effectively serve, ensuring that each engagement receives the full attention of our experienced professionals. While our current team has always been sufficient to meet project demands, TCS also has the resources and network to quickly bring in qualified staff if ever required, guaranteeing uninterrupted service and support for our clients.

TAB C
TECHNICAL CAPABILITIES

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RFP 25-043 Cost Sheet
Due Date: Thursday, October 9, 2025 at 2p.m.

Cost Sheet

The service provider agrees to provide services for the following fees, which will apply for the full length of the contract, including any renewal periods.

Service provider agrees that:

- Contingent fees for prospective compliance shall apply only to incremental increases in sales/use tax revenues received.
- Contingent fees will only be applied once past and/or prospective compliance has been secured on behalf of the City (i.e., incremental tax remittances have been received by

Contingency fee assessed as a percentage of the revenue recovered from services rendered	20%*
Cost of \$0 revenue recovered	20%*
Cost of \$50,000 revenue recovered	20%*
Cost of \$100,000 revenue recovered	20%*

Cost of \$250,000 revenue recovered	20%*
Cost of \$500,000 revenue recovered	20%*
Cost of \$1,000,000 revenue recovered	20%*

Unit prices listed below are good for ninety (90) calendar days after receipt of proposal.

The above proposed fees shall be firm and fixed for the entire five (5)-year term of the Contract and be fully inclusive of all costs, including but not limited to administration, overhead, labor, fringe benefits, profit, etc.

*This negotiated fee shall be a performance-based fee calculated and paid to the Contractor as a fixed percentage from the total amount of Sales/Use Tax identified and recovered by the Contractor on behalf of League City. In recognition that TCS findings should fall within the scope of the Texas Comptroller's 2% service fee charged to all Texas localities, in no event will TCS fees within a calendar year exceed the total amount the City has already paid to the Texas Comptroller as its service fee.

This fee applies to eight quarters after the "Date of Correction" and all legally eligible prior quarters back to, and including, a maximum of four (4) years prior to the date of first correct reporting.

RFP 25-043

Sales Tax Misallocation Services

RFP 25-043 Cover Sheet
Due Date: Thursday, October 9th, 2025 at 2 p.m.

TexasCityServices LLC

Name of Firm/Company

Kyle Kasner

Managing Partner

Agent's Name (Please Print)

Agent's Title

P.O. Box 110998

Carrollton

TX

75006

Mailing Address

City

State

Zip

(972) 814-6574

kylekasner@cityservices.us

Telephone Number

Email Address



10/9/2025

Authorized Signature

Date

Submission Checklist

Submission package shall consist of the following items. **Be sure to review the RFP documents for details of required proposal format.**

- ☒ Cover Sheet
- ☒ **Proposal** (If hard copy submitted: one copy marked "original" and one copy marked "copy")
- ☒ Cost Sheet
- ☐ **Bid Bond** [if Applicable]
- ☒ References
- ☒ Public Information Act Form
- ☒ HB 89 Verification Form
- ☒ Conflict of Interest Questionnaire (if required)

Certification and Addenda Acknowledgement

Agent must initial next to each addendum released to verify receipt:

Addendum #1_____ Addendum #2_____ Addendum #3_____

Addendum #4_____ Addendum #5_____ Addendum #6_____



Texas Public Information Act

Steps to Assert that Information is Confidential or Proprietary

All proposals, data, and information submitted to the City of League City are subject to release under the Texas Public Information Act (“Act”) unless exempt from release under the Act. You are not encouraged to submit data and/or information that you consider to be confidential or proprietary unless it is absolutely required to understand and evaluate your submission.

On each page where confidential or proprietary information appears, you must label the confidential or proprietary information. Do not label every page of your submission as confidential as there are pages (such as the certification forms and bid sheet with pricing) that are not confidential. It is recommended that each page that contains either confidential or proprietary information be printed on colored paper (such as yellow or pink paper). At a minimum, the pages where the confidential information appears should be labeled and the information you consider confidential or proprietary clearly marked.

Failure to label the actual pages on which information considered confidential appears will be considered as a waiver of confidential or proprietary rights in the information.

In the event a request for public information is filed with the City which involves your submission, you will be notified by the City of the request so that you have an opportunity to present your reasons for claims of confidentiality to the Texas Attorney General.

In signing this form, I acknowledge that I have read the above and further state (Please check one):

- ☐ The proposal/bid submitted to the City **contains NO confidential information** and may be released to the public if required under the Texas Public Information Act.
- ☒ The proposal/bid submitted **contains confidential information** which is labeled and which may be found on the following pages: 5,6,7,8,9,10,11,12,13,14,17, 26,27,28,29,30,31,32,33,34,35,36,37,38, and 39 and any information contained on page number not listed above may be released to the public if required under the Texas Public Information Act.

Vendor/Proposer Submitting: TexasCityServices LLC

Signature:  Date: 10/9/2025

Print Name: Kyle Kasner Print Title: Managing Partner

CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor doing business with local governmental entity

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

TexasCityServices LLC

2 ☐ Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes

☐ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes

☐ No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 

Signature of vendor doing business with the governmental entity

10/9/2025

Date

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

- (a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

- (2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

(i) a contract between the local governmental entity and vendor has been executed;
or

(ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

- (a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

- (a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

- (1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

- (2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.

**City of League City
House Bill 89 Verification**

I, Kyle Kasper (Person named), the undersigned
representative of TexasCityServices LLC

(hereafter referred to as company) being
an adult over the age of eighteen (18) years of age, after being duly sworn by the
undersigned notary, do hereby depose and verify under oath that the company named-
above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2270:

1. Does not boycott Israel currently; and
2. Will not boycott Israel during the term of the contract.

Pursuant to Section 2270.001, Texas Government Code:

1. "Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes; and
2. "Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or any limited liability company, including a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate of those entities or business associations that exist to make a profit.

5'01" 100 lbs. 2022.11.11
oA,E /

[Signature]
SIGNATURE OF COMPANY REPRESENTATIVE

On this the 11th day of November, 2022, personally appeared
Kyle Kasper, the above-named person, who after
being duly sworn, did swear and confirm that the above is true and correct.

SUBSCRIBED AND SWORN BEFORE ME
THIS 2nd day of February, 2023

Date

9/26/25

[Signature]
NOTARY PUBLIC

