

**MEMORANDUM OF UNDERSTANDING
for
VISTA FIELD RECRUITMENT EFFORTS**

I. PARTIES

This Memorandum of Understanding (MOU) is entered into this 16th day of March, 2023, between the PORT OF KENNEWICK, (“Port”), and the TRI-CITIES DEVELOPMENT COUNCIL (TRIDEC), collectively referred to as the “Parties”.

II. BACKGROUND

The Port owns approximately 103 acres of bare land located at Vista Field, in Kennewick, Washington (Vista Field). The Port is developing the site into a master-planned, mixed-use community. Each party engages in economic development activities and each wish to join efforts to recruit suitable businesses to Vista Field. These joint recruitment efforts will benefit the economic and social welfare of the community and with this MOU, the Parties seek to memorialize their understanding related to their joint recruitment efforts.

III. COLLABORATION

The Parties will:

A. FORM A BUSINESS RECRUITMENT TEAM. The team will consist of the CEO of the Port, the CEO of TRIDEC and one employee of each Party designated by that Party’s respective CEO. The team will conduct the recruitment efforts identified below.

B. ASSEMBLE MARKETING MATERIALS. The Port has marketing materials related to Vista Field and will make those materials available to the Parties for recruitment efforts. Should other materials be needed, the Port will produce those materials at its cost.

C. UTILIZE THE PORT’S BUSINESS RECRUITMENT LIST. The Port has created a list of the types of potential businesses which it desires to recruit. The initial list is attached as Exhibit “A”. The parties will add to the list as appropriate. Using the list of potential business types, the Parties will work to find appropriate businesses that might be interested locating at Vista Field. Leads may be derived from:

Existing Businesses within the community. Leads may include existing businesses seeking an additional location or expansion. Recruitment efforts may include conversations and personal contacts with chambers of commerce, businesses, individuals and other economic development professionals.

Emerging Entrepreneurs. Leads may include home-based or garage-based businesses seeking a convenient location for their customers. These leads might include managers of existing businesses wishing to go into business on their own. The recruitment team will, as appropriate, work with city home-based business permits, commercial lenders, business schools, Small Business Development

Center (SBDC) counselors, Main Street program business specialists, Service Corps of Retired Executives (SCORE), chambers of commerce and other public or private small business professionals to identify these leads.

Existing Local or Regional Businesses. Recognizing that local or regional businesses, particularly those that have branch stores and are ready to expand, are often excellent prospects, the recruitment team will use appropriate sources to generate leads and will follow up as set out below.

D. CONTACT PROSPECTS. The recruitment team will focus on making personalized contact with prospects, conveying the message that Vista Field is a great location for expansion of a business or a new business location. By way of example, the recruitment team will:

Make Recruitment Calls. Initial contacts with a prospect can be made through a personalized letter, e-mail, phone call or other form of contact. In the initial contact, the recruitment team will explain why Vista Field would be an excellent place to do business. In these contacts the team will identify selected incentives (zoning, public infrastructure, amenities, etc.) and discuss relevant market data that would interest the prospect.

Refer to Exhibit “B” for a summary of benefits of the Vista Field site.

The team will provide recruitment and marketing materials and any other information to demonstrate the pro-business character of the site.

Offer to Host Prospects in the Community. Prospects will be personally invited to tour the Vista Field site and the community. Site visits/FAM (familiarization) tours will be organized and conducted by the Port. TRIDEC representatives are invited to attend.

E. FOLLOW UP WITH PROSPECTS. After the visit, the recruitment team will be prepared to promptly answer follow up information requests. The team will continue to stay in contact with the prospect. If the prospect is interested, the team will follow-up with an action plan and necessary assistance. If only marginally interested, the team would schedule follow up based on projected future interest/potential.

IV. ADMINISTRATION

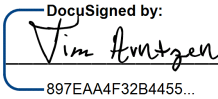
This MOU will be administered by each of the respective CEOs or their respective designee. Working in partnership and on behalf of their respective agencies, these individuals shall be responsible for providing periodic progress reports and monitoring progress. Except as otherwise provided, the obligations of each Party shall be performed at the sole expense of said Party.

V. TERM AND EXECUTION

This MOU shall expire on December 31, 2023. The person executing for a respective Party has been duly authorized to and does execute the MOU on behalf of that respective Party.

PORT OF KENNEWICK

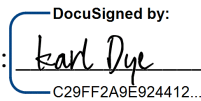
Date: 3/16/2023

By:  _____
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TIM ARNTZEN, Chief Executive Officer

TRIDEC

Date: 3/16/2023

By:  _____
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KARL DYE, Chief Executive Officer

Uses

Categories have overlap as broader areas are specified in the plan and may be successful with uses from different categories, like a Wine Bar in both Food & Beverage and Boutique areas. This list is not exhaustive.

Anchor Areas

- Cultural Institution
- Museum
- Department Store
- Entertainment (theater, bowling, music)
- Grocery Store
- Library
- Pharmacy
- Other high pedestrian traffic businesses

Food & Beverage Areas

- Bar
- Brewpub
- Cocktail Lounge
- Coffee Shop / Cafe
- Dessert Shop
- Fast Casual Restaurant
- Fine Dining Restaurant
- Full Service Restaurant
- Gastropub
- Specialty Foods (tea, chocolate, health foods)
- Spirits
- Wine Bar

Boutique Areas

- Art Gallery
- Barber / General Hair / Salon / Nails / Spa
- Cocktail Lounge
- Cosmetics
- Dessert Shop
- Fine or Specialty Apparel
- Florist
- Interactive / Demonstration Art
- Specialty Foods (tea, chocolate, health foods)
- Specialty Gifts
- Wine Bar

Office

- Office
- Medical Office
- Shared Office

Service Areas

- All listed under General Merchandise below
- Bank
- Barber / General Hair / Salon / Nails / Spa
- Coffee Shop / Cafe
- Convenience Store
- Dry Cleaner
- Legal, Accounting
- Medical (stand alone like dentist, chiropractor, eye doctor)
- Office Services
- Post Office
- Fitness

General Merchandise

- Apparel Store, Shoes, Hats, etc.
- Bike Shop
- Books & Music
- Electronics
- Florist
- Furniture (limited square footage)
- Glasses / Eyewear
- Gifts
- Home Goods / Kitchenware
- Pet Supplies
- Sporting Goods
- Toy Store
- Jeweler

Residential

- Single-Family Detached
- Small Multi-Family
- Upper Floor Apartments / Condos

Lodging

- Inn
- Bed & Breakfast



VISTA FIELD UNIQUE ATTRIBUTES

The Vista Field Redevelopment project has numerous unique advantages and when both site attributes and property entitlements are considered together there is no site in Eastern Washington, perhaps the Pacific Northwest that compares with Vista Filed. These unique attributes include:

- 103 contiguous acres under Port of Kennewick ownership located in the heart of the community situated between two freeway interchanges and currently served by numerous arterial and collector streets and encircled by municipal utilities sufficient to serve the anticipated development.
- Flat land with no slope, soil, vegetation or habitat challenges with an EIS, Phase #1 Environmental Assessment & Historic & Cultural Resource Assessment all completed NO concerns identified.
- Urban Mixed Uses (UMU) zoning district specifically established for Vista Field which allows significantly greater on-site development than elsewhere within the community. These unique entitlements allow mixing of residential, office, hospitality, retail & service business, unlimited density/FAR {parking must be provided}, unlimited building height, no front or side yard setback and elimination of excessive parking provisions.
- Potential transportation impacts analyzed with mitigation threshold & responsibilities identified in a City of Kennewick Development Agreement which runs through December 2027.
- Located at the commercial & geographic center of the Tri-Cities, immediately adjacent the 6,000 seat Coliseum & Regional Convention Center with the 700,000+ s/f Columbia Center Mall, numerous major retailers and a cluster of business & tourism-oriented hotels all located within ¼ mile of the site.
- Phase #1 infrastructure {utilities, streets, sidewalks, landscaping & 850-linear foot water feature} completed in 2021 opening up the core 20 acres of the site; which has been platted into 38 recorded lots.
- Port of Kennewick functioning as the “master developer” following a community driven master plan who will provide future improvements such as joint use parking lots and public open space improvements to benefit those electing to construct buildings, establish their business and/or live in Vista Field.

Vista Field Redevelopment is based on the new urbanism (mixed use, pre WWII) development pattern which is new to the Tri-Cities, but becoming familiar and quite desired throughout much of the nation. Because this development pattern is new it was deemed important to turn as many of the variables in the development equation into constants. Therefore, all the “homework” {site, environmental, cultural, transportation, utility, zoning, master plan & property owners association} has been completed resulting in a truly Shovel Ready project.