Whataburger Restaurants LP
&
Texas A&M-Kingsville Javelina Athletics

Two (2) Year Corporate Sponsorship Agreement
2013-14 & 2014-15
About Texas A&M University-Kingsville

Originally established as South Texas State Teachers College in September 1925, Texas A&M University-Kingsville expanded its mission, underwent three name changes and then merged into The Texas A&M University System in September 1989. It is the oldest continuously operating and comprehensive University in South Texas. Today, approximately 6,700 students attend the University, which offers an extensive array of baccalaureate and master’s degree programs and selected doctoral and professional degrees.

Javelina Athletics

A. Vision of Javelina Athletics

Texas A&M University-Kingsville aims to be a model NCAA Division II Athletics Department exemplifying best practices and championship success both on the field and in the classroom.

B. Mission of Javelina Athletics

The Texas A&M University-Kingsville Athletics Department is in the business of education, competition and leadership. Our purpose is to produce successful graduates and championship teams that reflect the core values of integrity, excellence, opportunity, success and service. All of our actions are measured by achieving these objectives.

C. Historical Superlatives - Javelina Athletics

Javelina Athletics fields 14 Intercollegiate Athletic programs (8 Women and 6 Men) and enjoys an illustrious Athletic history: including, 41 Lone Star Conference Championships; 7 National Championship teams; 36 individual National Champions; 7 College Football Hall of Fame Members, 4 NCAA II Football Hall of Fame Members, and 3 Pro (NFL) Football Hall of Fame inductees. Texas A&M University-Kingsville joined the Lone Star Conference (LSC) in 1954 and represents the Member of second longest tenure among the nine (9) current institutions. Javelina Athletics also has 11 Members in the Lone Star Conference (LSC) Hall of Honor.

D. NCAA Division II

Universities choose Division II because its conservative fiscal model permits members to conduct high-level athletics that are fully integrated into the overall institution and local communities. In addition, the division's regionalization philosophy encourages responsible spending by limiting travel and creates a local student-athlete emphasis and partial-aid scholarship model that lowers expenses while increasing institutional academic profiles and graduation rates. Over 70% of all NCAA Division II student-athletes graduate from college compared with 46% overall.

Division II embraces the strategic positioning of community engagement, and Javelina athletics leads the Lone Star Conference and NCAA Division II in community engagement Ideas that Work. Some of these examples include: Navy Day; Hispanic Heritage Weekend; Family Fiesta Weekend; Community Appreciation Day; Operation Paint Brush; SAAC Community Food Drive; Make-a-Wish contribution drive; Share Your Christmas Campaign; Take A Kid-to-the-Game free clinics; Toys for Tots collection; Dig Pink, Pink Zone, Strike out Pink and Coaches vs. Cancer; National Girls & Women in Sport Day, Trunk or Treat Halloween Event, Habitat for Humanity Event, Keep Kingsville Beautiful Fund Raising Event, various Clean Up Kingsville, TX and Alice, TX events, various Boys & Girls Club Events, et al.
This represents a two (2) year Corporate Sponsorship Agreement between Whataburger Restaurants LP (WB) and Texas A&M-Kingsville Javelina Athletics for the 2013-14 & 2014-15 sports seasons (Fiscal year is July 1st thru June 30th each year).

**Sponsorship Elements:**

A.) Javelina Stadium Jav-A-Vision (Scoreboard) – (See Page 5):
   Jav-A-Vision (Scoreboard) panel (left side) above Home Score on Javelina Stadium Scoreboard. The sign is 80” tall by 91” wide and is back-lit (current artwork);

   (Actual Annual Value: $15,000.00)
   
   Your Annual Investment Remains At: $10,000.00

B.) Other Facility Signage (4 Venues):
   Logo recognition on east stadium wall of Javelina Stadium at the 10-yard line on both the north and south ends. Banner Signage at the Steinke Physical Education Center (SPEC – Kingsville Hampton Inn Court) Volleyball and Men’s & Women’s Basketball facility), Nolan Ryan Field (Baseball facility) and Hubert Field (Softball facility) (current artwork);

   (Actual Annual Value: $4,500.00)
   
   Your Annual Investment: $3,000.00

*NOTE:  Signage remains up at all four (4) facilities/venues for all Javelina Athletics events throughout this Corporate Sponsorship Agreement including all Javelina Football games, all H.M. King H.S. and Academy H.S. Football games, NCAA and UIL Football and other venue Playoff games, The IBC Bank Cactus Cup, High School and other UIL Track and Field Meets and numerous other events held in these facilities;
C.) **Four (4) Javelina Football Season Tickets (Sections C) per year:**

Average Ticket Value is $15.00 per ticket X 4 tickets = $ 60.00 per game
(Average of five (5) home Football games per year)
(Five (5) home Football Games in 2013 & Five (5) home Football Games in 2014)
(NCAA Playoff games are excluded per NCAA rules, regulations and policies)
(Average Actual Value: $ 60.00 X 5 games = $ 300.00);

Per your request on May 17, 2011 your Season Tickets were switched to:
Section C, Row 23, Seats 25-28 (4 seats) --- **NOTE: Seat #28 is an aisle seat;**

(Actual Annual Value: $ 300.00)
Your Annual Investment: $ 300.00

D.) **4 T-room passes ($ 50.00 per T-Room Pass) for half-time hospitality at all five (5) home Football games in 2013 and all five (5) home Football games in 2014;**

T-Room Passes valued at $ 50.00 per pass X 4 passes = $ 200.00 per year
(Average of five (5) home Football games per year);

(Actual Annual Value: $ 200.00)
Your Annual Investment: $ 200.00

E. **Advertising - Football Game Program:**

One full-page black and white ad in Football home game programs each year;

(Actual Annual Value: $ 750.00)
Your Annual Investment: $ 750.00

**NOTE:** Your Football game program ad is a full-page black and white ad at 8.5” X 11”
(no bleed needed) in either a jpeg or pdf format required and is due by the
“drop dead date” of July 15th each year of this Agreement;

F.) **Advertising – Women’s & Men’s Basketball Game Programs (inside front covers):**

One full-page (inside front covers), four (4) color ad in Women’s & Men’s Basketball home
game programs each year;

(Actual Annual Value: $ 400.00)
Your Annual Investment: $ 400.00

**NOTE:** Your Women’s and Men’s Basketball Game Programs ad is a full-page (inside front cover),
full color ad at 8.5” X 11” but since it is full-color it will require a minimum of a 1/8”
(one-eight inch) bleed. It will also require a jpeg of pdf format and is due by the “drop dead
date” of August 15th each year of this Agreement;

G.) **Two (2) Football Season Parking Passes per year:**

Parking Pass Value is $ 25.00 per Parking Pass X 2 Parking Passes = $ 50.00;

(Actual Annual Value: $ 50.00)
Your Annual Investment: $ 50.00
Jav-A-Vision (Scoreboard)
Javelina Stadium
A.) Football – (Pre-game Promotion – PA announcement and Jav-A-Vision video feature)

- Whataburger “Flip of the Coin”:
  Whataburger “Flip of the Coin” with Team Captains of both teams and game official. The Department of Athletics will make Public Address (PA) announcement (i.e. “Javelina Fans, please turn your attention to the center of the field where the team captains will take part in the “Flip of the Coin” presented by Whataburger.”) This will include visual on the Jav-A-Vision (Scoreboard) utilizing the Whataburger brand/logo;
  ($ 350.00 for Jav-A-Vision + $ 100.00 PA Announcement = $ 450.00 per game  X  5 games = $ 2,250.00 Actual Annual Value for this Sponsorship Inventory Item);
  (Actual Annual Value: $ 2,250.00)
  Your Annual Investment: $ 750.00

B.) Football - (PA announcement and video feature) Whataburger “Dance for Your Dinner”:

The Javelina Department of Athletics will announce and display logo on the Jav-A-Vision (Scoreboard) (i.e. instructing fans to “Dance for Your Dinner” and supported by WB logo exposure) as the Jav-A-Vision film crew scans (i.e. films dancing adults/kids) in the north end zone during first, second, third or fourth quarter “media time out” of each home football game. Winners are selected via fan applause and PA announcer affirmation. The public address announcer, provided by the Department of Athletics, will describe the event as it’s shown live on the Jav-A-Vision Scoreboard. One (1) winning contestant will receive a WB gift bag (provided by WB). Whataburger will provide three (3) WB t-shirts each game to be worn and kept by contestants;

  (Actual Annual Value: $ 2,250.00)
  Your Annual Investment: $ 750.00

C.) Football - (PA announcement and video feature) Whataburger “Bring Home the W”:

When the Javelinas score 3 touchdowns, fans will receive a coupon offer from Whataburger. Coupons will be provided by Whataburger and Javelina Stadium personnel will distribute coupons after the game at the east and west Stadium exits. The Department of Athletics will display a “Flying W” flag at the top of the Stadium’s East side Grandstand after each touchdown during the game which will be shown live multiple times on the Jav-A-Vision and supported by multiple PA announcements;

  (Actual Annual Value: $ 3,750.00)
  Your Annual Investment: $ 2,750.00
D.) Volleyball - (PA announcement) Whataburger “Bring Home the W”:
When the Javelinas total 40 kills during a game, every fan will receive a coupon offer from Whataburger. Coupons will be provided by Whataburger. Department of Athletics will display a “Flying W” along the grandstand railing for every 10 kills. Public address announcer will announce/narrate the promotion and direct fans to pick up their coupons from home events personnel as they exit (two exits) the arena (Kingsville Hampton Inn Court & SPEC) at the conclusion of the match;

(Actual Annual Value: $2,000.00)
Your Annual Investment: $750.00

E.) Basketball (Men's and Women’s) – (PA Announcement) Whataburger “Bring Home the W”:
When the Javelinas make at least (5) 3-pointers, every fan will receive a coupon offer from Whataburger. Coupons will be provided by Whataburger. Javelina home events personnel will display a “Flying W” along the midcourt railing after each made 3-pointer. Public address announcer will announce/narrate the promotion and direct fans to pick up their coupons from home events personnel as they exit (two exits) the arena (Kingsville Hampton Inn Court & SPEC) at the conclusion of the Men's and Women's Basketball games;

(Actual Annual Value: $3,000.00)
Your Annual Investment: $750.00

F.) Baseball & Softball – (PA announcement) Whataburger “Bring Home the W”:
When the Javelina’s score a total of 5 runs during a game every fan will receive a coupon offer from Whataburger. Coupons will be provided by Whataburger. Javelina home events personnel will display a “Flying W” on the new Baseball and Softball Scoreboard (graphics area) after each run. Public address announcer will announce/narrate the promotion and direct fans to pick up their coupons from home events personnel as they exit the stadiums at the conclusion of the Baseball (Nolan Ryan Field) and Softball (Hubert Field) games;

(Actual Value: $4,000.00)
Your Annual Investment: $750.00
A.) “Bring Home the W” Community Service Projects:
In conjunction with Whataburger’s “Bring Home the W” Brand the following will continue to take place:
- Javelina Athletics will invite/require a specific number of Javelina student-athletes to participate in three (3) Community Services Projects each year of this Agreement to be decided and agreed upon by mutual consent by both Javelina Athletics and Whataburger;
- These three (3) Community Service Projects will take place in three (3) separate nearby communities (i.e. Kingsville, TX, Alice, TX and possibly Robstown/Corpus or other selected nearby Community that includes a Whataburger Restaurant(s);
- Community Projects selected will be publicized via media outlets including Press Releases, the Javelina Highlights publication with a distribution of over 13,000 plus have the publication listed online, be listed on Javelina Athletics updated web site of www.javelinathletics.com, listed on the Javelina Athletics web site Splash Page, on the Kleberg Bank - Javelina Athletics Marquee in front of Javelina Stadium, etc. and always feature Whataburger as the events’ Presenting Sponsor;
- Community Projects selected will carry the “Bring Home the W” Whataburger Brand;
- Javelina Student-Athlete attendance - participation goals are expected to be approximately 75-100-150-200 (average 125-150 per event) for each Community Service Project;
- Post-Event media coverage will include the Javelina web site of www.javelinaathletics.com, the Javelina Highlights, a Press Release and include any other available media outlets;

(Actual Annual Value: $ 3,000.00)
Your Annual Cash Investment: -0-
Your Annual Gift-In-Trade (See Page 9, Item C)
A.) Gift-In-Trade Services (G-I-T) (provided to Javelina Football):
Whataburger will provide 125 double meat with double cheese Whataburgers (no onions) for the Javelina Football team after all home games including playoffs. (Average of five (5) home Football games per year);
($4.49 + 1.00 – 2 cheese slices = $5.49 each X 125) = (Total of $686.25 per game);
(Actual Value: $686.25/game X average 5 home games = $3,431.25
- This G-I-T Value provided by WB to Javelina Football);
Whataburger Value = $3,431.25

B.) Gift Cards - Gift-In-Trade Services (G-I-T) (provided to Javelina Athletics):
Whataburger will provide a value of $1,000.00 in Gift Cards ($5.00, $6.00 or $7.00 per card --- values of Gift Cards to be determined by Javelina Athletics and requested from Whataburger at a future date). This value replaces the Whataburger Tailgate Party of previous Agreements.
Whataburger Value = $1,000.00

C.) Coupons for “Bring Home the W” Community Service Projects:
Whataburger will provide Javelina Athletics with 400 Free Whataburger Coupons (without cheese) @ $2.99 each = $1,196.00 and 400 Free Taquito Coupons (without cheese) @ $1.99 each = $796.00 for the “Bring Home the W” Community Service Projects. These will be “thank you's” to the student-athletes, coaches and administrators that participate.
Whataburger Value = $1,992.00

NOTE: All prices verified on above product on Friday, May 3, 2013

Total Whataburger Gift-In-Trade Value: $6,423.25
When an individual clicks on a particular sport (i.e. Football, Men's Basketball, Women's Basketball, Baseball, Softball, Track & Field, etc.), that particular sport’s background will be seen. In addition, all our Major Corporate Sponsors that invest a minimum of $15,000.00 Cash and/or Gift-In-Trade and above will automatically receive this "Javelina Value Added Benefit" valued at $6,000.00 per year. This will consist of their Corporate logo listed on the Major Corporate Sponsorship section of the bottom of the page and include a link from their logo to their Corporate web site. These logos will continually scroll slowly across the bottom of the page so all our Major Corporate Sponsors receive equal prime advertising with links to their web sites.
Because Whataburger Restaurants LP (WB) agrees to this two (2) Year Corporate Sponsorship Agreement and based on your level of commitment, Whataburger will receive the following Javelina Value Added Benefit for their networking, marketing and branding efforts:

A.) Major Corporate Sponsor Listing and Web Site Link:
Your Whataburger company logo with a link to its company’s web site will be listed on the front page of the Javelina Athletics web site – www.javelinaathletics.com for 12 months ($500.00 per month x 12 months = $6,000.00)
(This Benefit is only available to those Major Corporate Sponsors who are at the $15,000.00 per year Investment Level) (See Page 10);

Actual Annual Value: $6,000.00
Your Annual Investment: Complimentary
From February, 2012 – February, 2013, the official web site of Javelina Athletics attracted over 7 million page views and over 22 million hits. We project over 8.0 million page views and over 23 million hits by the end of the February, 2014. Javelina Athletics averages over 400 press releases per year.

<table>
<thead>
<tr>
<th>Month, 2012</th>
<th>Page Views</th>
<th>Visits</th>
<th>Hits</th>
</tr>
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<tbody>
<tr>
<td>February</td>
<td>547,028</td>
<td>100,785</td>
<td>1,313,176</td>
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<tr>
<td>March</td>
<td>516,035</td>
<td>88,685</td>
<td>1,125,042</td>
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<td>April</td>
<td>631,243</td>
<td>103,571</td>
<td>2,052,921</td>
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<tr>
<td>May</td>
<td>448,376</td>
<td>97,757</td>
<td>1,378,747</td>
</tr>
<tr>
<td>June</td>
<td>455,705</td>
<td>94,595</td>
<td>1,169,270</td>
</tr>
<tr>
<td>July</td>
<td>464,509</td>
<td>100,336</td>
<td>1,247,685</td>
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<tr>
<td>August</td>
<td>570,681</td>
<td>124,486</td>
<td>1,889,675</td>
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<tr>
<td>September</td>
<td>725,815</td>
<td>157,269</td>
<td>2,789,155</td>
</tr>
<tr>
<td>October</td>
<td>869,048</td>
<td>166,907</td>
<td>3,205,189</td>
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<tr>
<td>November</td>
<td>775,222</td>
<td>140,294</td>
<td>1,678,432</td>
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<tr>
<td>December</td>
<td>590,985</td>
<td>114,044</td>
<td>1,697,238</td>
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<tr>
<td>January</td>
<td>631,881</td>
<td>97,754</td>
<td>1,573,374</td>
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<tr>
<td>February</td>
<td>607,201</td>
<td>110,864</td>
<td>1,457,625</td>
</tr>
<tr>
<td>Total(s)</td>
<td>7,833,529</td>
<td>1,497,347</td>
<td>22,577,529</td>
</tr>
<tr>
<td>Averages(s)</td>
<td>602,579</td>
<td>115,180</td>
<td>1,736,733</td>
</tr>
</tbody>
</table>
Assumptions

- Total attendance used for data 158,375;
- Conservative average estimate of $25 per person spent in Kingsville (e.g. family of four spends $100.00 on meals, snacks, fuel, possible lodging, etc.);
- Data does not include regional high school track meets, other high school athletic events hosted on campus, Javelina opponent meals, high school opponent meals, or teams with overnight stays;
- See below for full data set:

**Economic Impact**

<table>
<thead>
<tr>
<th>Javelina Football</th>
<th>Other Javelina Sports</th>
<th>H.M. King &amp; High School Academ</th>
<th>High School playoffs</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Attendance</td>
<td>Total Projected Expenditures per Year</td>
<td>Projected Sales Tax Revenue per Year (8.25%)</td>
<td>Ten Year Tax Rev. Estimate</td>
<td></td>
</tr>
<tr>
<td>51,000</td>
<td>$1,275,000.00</td>
<td>$105,187.50</td>
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<tr>
<td>26,125</td>
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<td>$53,882.81</td>
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<tr>
<td>31,750</td>
<td>$793,750.00</td>
<td>$65,484.38</td>
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<tr>
<td>49,500</td>
<td>$1,237,500.00</td>
<td>$102,093.75</td>
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<tr>
<td>158,375</td>
<td>$3,959,375.00</td>
<td>$326,648.44</td>
<td>$3,266,484.38</td>
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</tr>
</tbody>
</table>

Javelina Football alone enjoyed total attendance of 281,211 from 2007-2011 generating approximately $580,000 in sales tax revenue based on an average estimate of $25 per person.
This represents a two (2) year Corporate Sponsorship Agreement between Whataburger Restaurants LP (WB) and Texas A&M-Kingsville Javelina Athletics for the 2013-14 & 2014-15 sports seasons (Fiscal year is July 1st thru June 30th each year).

**Your Sponsorship Package Overview:**

### 2013-14 Sponsorship Agreement

- **Whataburger Sponsorship Actual Package Face Value:** $47,450.00
- **Less Whataburger Actual Annual Gift-In-Trade to Javelina Football plus Gift Cards and Coupons:** $6,423.25
- **Whataburger Sponsorship Package Actual Net Face Value:** $41,026.75
- **Whataburger Sponsorship Discounted Actual Annual Cash Investment:** $21,200.00
- **Whataburger Actual Annual Cash Savings:** $19,826.75

### 2014-15 Sponsorship Agreement

- **Whataburger Sponsorship Actual Package Face Value:** $47,450.00
- **Less Whataburger Actual Annual Gift-In-Trade to Javelina Football plus Gift Cards and Coupons:** $6,423.25
- **Whataburger Sponsorship Package Actual Net Face Value:** $41,026.75
- **Whataburger Sponsorship Discounted Actual Annual Cash Investment:** $21,200.00
- **Whataburger Actual Annual Cash Savings:** $19,826.75

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<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Whataburger Sponsorship Package Face Value</th>
<th>Less Whataburger Actual Annual Gift-In-Trade</th>
<th>Whataburger Sponsorship Package Actual Net Face Value</th>
<th>Whataburger Sponsorship Discounted Actual Annual Cash Investment</th>
<th>Whataburger Sponsorship Package Actual Annual Cash Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013-14</td>
<td>$47,450.00</td>
<td>$6,423.25</td>
<td>$41,026.75</td>
<td>$21,200.00</td>
<td>$19,826.75</td>
</tr>
<tr>
<td>2014-15</td>
<td>$47,450.00</td>
<td>$6,423.25</td>
<td>$41,026.75</td>
<td>$21,200.00</td>
<td>$19,826.75</td>
</tr>
<tr>
<td>Totals:</td>
<td>$94,900.00</td>
<td>$12,846.50</td>
<td>$82,053.50</td>
<td>$42,400.00</td>
<td>$39,653.50</td>
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</tbody>
</table>
This represents a two (2) year Corporate Sponsorship Agreement between Whataburger Restaurants LP (WB) and Texas A&M-Kingsville Javelina Athletics for the 2013-14 & 2014-15 sports seasons (Fiscal year is July 1st thru June 30th each year).

**Annual Payment Schedule:**

**Two (2) Year Agreement (Gift-In-Trade Payments)**

Dates/Times of delivery of all Gift-In-Trade items (See Page 9) will be determined by mutual agreement between Whataburger Restaurants LP (WB) and Texas A&M-Kingsville Athletics.

**Two (2) Year Agreement (Cash Payments)**

2013-14 & 2014-15 Annual Sponsorship Cash Investment: $21,200.00 per year

Whataburger will pay Texas A&M-Kingsville Athletics $21,200.00 annually as cash consideration to be invoiced on the following the dates:

**2013-14 PAYMENT SCHEDULE**

<table>
<thead>
<tr>
<th>Date</th>
<th>Amount Due</th>
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<tbody>
<tr>
<td>September 30, 2013</td>
<td>$5,300.00</td>
</tr>
<tr>
<td>October 30, 2013</td>
<td>$5,300.00</td>
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<tr>
<td>November 30, 2013</td>
<td>$5,300.00</td>
</tr>
<tr>
<td>December 30, 2013</td>
<td>$5,300.00</td>
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+______________________________

Total Cash Due: $21,200.00

**2014-15 PAYMENT SCHEDULE**

<table>
<thead>
<tr>
<th>Date</th>
<th>Amount Due</th>
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<tbody>
<tr>
<td>September 30, 2014</td>
<td>$5,300.00</td>
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<tr>
<td>October 30, 2014</td>
<td>$5,300.00</td>
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<tr>
<td>November 30, 2014</td>
<td>$5,300.00</td>
</tr>
<tr>
<td>December 30, 2014</td>
<td>$5,300.00</td>
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+______________________________

Total Cash Due: $21,200.00

Texas A&M University-Kingsville will forward Whataburger invoices to:

Southwest Media Group, Inc.
ATTN: Mr. Stephen Nardone
Attn: Accounts Payable
2100 Ross Avenue, Suite 3000
Dallas, Texas 75201
(214) 561-5542 Office
Please Make Your Checks Payable to Javelina Athletics and forward your payment to:

Joe Biedron  
Associate Athletics Director – External Advancement  
Texas A&M University – Kingsville  
700 University Blvd., MSC 202  
Kingsville, Texas 78363
2013-14 & 2014-15 Corporate Sponsorship
Texas A&M University-Kingsville Athletics

This represents a two (2) year Corporate Sponsorship Agreement between Whataburger Restaurants LP (WB) and Texas A&M-Kingsville Javelina Athletics for the 2013-14 & 2014-15 sports seasons (Fiscal year is July 1st thru June 30th each year).

Reviewed by TAMUK Development/Foundation:  
_________________  ____________________
Initials         Date

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FOR: 

TEXAS A&M UNIVERSITY – KINGSVILLE

D. Scott Gines
Recommended by - Name (Print)

Signature

Vice President, Intercollegiate Athletics
& Campus Recreation

Title

Date

Terisa Riley, Ph. D.
Approved by - Name (Print)

Signature

Sr. Vice President, Fiscal & Student Affairs

Title

Date

---

FOR: 

WHATABURGER RESTAURANTS LP

Name (Print)

Signature

Title

Date

---

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