



# City of Jonesboro

300 S. Church Street  
Jonesboro, AR 72401

## Signature Copy

Resolution: R-EN-008-2024

File Number: RES-24:008

Enactment Number: R-EN-008-2024

A RESOLUTION TO ENTER INTO A CONTRACT WITH PLACER LABS INC. FOR  
DATA COMPILING SOFTWARE TO PROVIDE VITAL INFORMATION FOR GRANT  
WRITING EFFORTS

WHEREAS, the City of Jonesboro Grants Department has identified a need for a service to provide valuable pedestrian, traffic origination, market share, trade area, and usage data; and

WHEREAS, data sought by the department would be of great value during grant review processes to prove needs and benefits of grant funded projects; and

WHEREAS, the data will be valuable for community development, advertising, and promotion of the city; and

WHEREAS, Placer Labs Inc. is an industry leader in Venue Analytics Platforms and offers a service that appears to meet the needs of the department; and

WHEREAS, annual cost of the program is below the threshold to require bidding, but does require an approved engagement contract.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS THAT:

SECTION ONE: The City of Jonesboro will enter into a contract beginning in February of 2024 and terminating in February of 2025 with Placer Labs Inc. for data compiling software.

SECTION TWO: The Mayor and City Clerk are hereby authorized by the City Council of the City of Jonesboro, Arkansas, to execute all documents necessary to effectuate this agreement.

PASSED AND APPROVED THIS 6TH DAY OF FEBRUARY 2024.



Harold Copenhaver, Mayor

Date

2-8-24

ATTEST:

April Legett, City Clerk

Date

2-8-24



PLACER LABS, INC.

**ORDER FORM**

City of Jonesboro	(“ <b>Customer</b> ”)	Placer Labs, Inc.	(“ <b>Placer</b> ”)
Address:	300 S Church Street Jonesboro, AR 72401	Address:	440 N Barranca Ave., #1277 Covina, CA 91723
Contact Person:	Mark Coomes	Contact Person	Clayton Demanes
Email:	mcoomes@jonesboro.org	Billing Contact Person:	Melissa Anderson
Phone:	870-932-1052	Billing Email*:	<a href="mailto:billing@placer.ai">billing@placer.ai</a>
Billing Contact Email:		Billing Phone*:	415-228-2444
		*Not for use for official notices.	

**1. Services.**

The services provided under this Order Form (the “**Services**”) include:

- Access, via Placer Venue Analytics Platform (“**Placer’s Platform**”), to all major venues within the United States
- Access is provided to the 5 named users as set forth in the attached Exhibit A, which are part of Grants Department. User credentials, logins and Placer Data may not be shared with others.
- Access, via Placer’s Platform, to reports, including Visits, Trade Areas, Customer Journey, Customer Insights, Dwell Times, and Visitation by Hour/Day
- Actionable insights include:
  - Accurate foot traffic counts and dwell time
  - True Trade Areas displaying frequent-visitors-density by home and work locations
  - Customers’ demographics, interests, and time spent at relevant locations
  - Where customers are coming from and going to, and the routes they take
  - Benchmarking of Foot Traffic, Market Share, Audiences, and other key metrics
  - Competitive insights
  - Void Analysis Reports
- Access to Xtra reports per ad hoc needs; in Excel, KML, Tableau, and other formats: Quarterly Maximum of 26 credits; Annual Maximum of 104 credits
- Premier Customer Support
  - Regular meetings with Placer's Customer Success Team
  - Live, Virtual Training support as reasonably needed
- Access to STI Demographics Bundle + Mosaic Data Set, and AGS CrimeRisk. The applicable Advanced Demographics and Psychographics are generated using the Input Datasets from the data vendors as set forth below:

Description	Input Datasets Used
STI Demographics Bundle	PopStats
	Spending Patterns
	Workplace
	Market Outlook
Experian Mosaic	Mosaic Segmentation
AGS CrimeRisk	CrimeRisk

## 2. Permitted Uses

The data, information and materials accessible via the Services are referred to as “**Placer Data**”. Customer may use Placer Data solely for the following purposes (“**Permitted Uses**”): (a) Customer may use Placer Data for Customer’s internal business purposes; and (b) Customer may incorporate Placer Data into Research Data, as described and subject to the restrictions below.

“**Research Data**” means datasets and other materials created by Customer that result in any part from Customer’s use of Placer Data. The Customer may share Research Data with current and potential customers, and in marketing materials; provided that the Customer shall cite Placer as a provider of such information (for such purpose only, Placer grants Customer the rights to use the Placer.ai name and logo, provided that any such use of the Placer.ai name and logo must clearly indicate that Placer is the provider of data only, and is not involved in any analysis, conclusion, recommendation). Customer shall not, directly or indirectly, resell, distribute, sublicense, display or otherwise provide Placer Data to any third parties, except that Customer may display Placer Data as part of Research Data.

## 3. Term and Termination.

**Initial Term:** The initial term of this Order Form will begin as of the last signature date set forth below, and will continue for 12 consecutive months thereafter (the “**Initial Term**”). Each renewal or additional term, if any, is referred to as “**Additional Term**,” and the Initial Term and any Additional Terms are referred to collectively as the “**Term**.”

**Additional Term:** Following expiration of the Initial Term, this Order Form shall be automatically renewed for additional periods of the same duration as the Initial Term, unless either party provides written notice of non-renewal at least thirty (30) days prior to the expiration of the then-current term.

**Termination:** Either party may terminate this Order Form upon thirty (30) days’ notice if the other party materially breaches any of the terms or conditions of this Order Form or the Agreement (as defined below), and the breach remains uncured during such thirty (30) days. In addition, Placer may immediately suspend Customer’s access to the Services, or terminate the Order Form, in the event of non-payment by the Customer or breach by Customer of any restrictions regarding usage of the Services.

## 4. Fees.

\$20,000/year invoiced: in full upon signing this Order Form.

Invoice sent electronically to Customer’s billing contact email via NetSuite.

Customer shall pay the fees set forth above in this Order Form.

Unpaid amounts are subject to a finance charge of 1.5% per month on any outstanding balance, or the maximum permitted by law, whichever is lower, plus all expenses of collection.

Customer is responsible for all applicable taxes arising directly from the Services other than U.S. taxes based on Placer’s net income.

If Customer believes that Placer has billed Customer incorrectly, Customer must contact Placer no later than sixty (60) days after the closing date on the first billing statement in which the error or problem appeared in order to receive an adjustment or credit. Inquiries should be directed to Placer’s customer support department at support@placer.ai.



Placer may increase the Fees any time following the Initial Term (but not more frequently than once in any twelve (12) month period). The amount of such annual increase will equal the greater of CPI or five percent (5%) per annum.

In the event of any termination, Customer will pay in full for the Services.

All billing will be sent via electronic invoice to the Customer contact indicated above. Customer shall pay all fees within thirty (30) days of the invoice date.

#### **5. Support.**

Placer will use commercially reasonable efforts to provide customer service and technical support in connection with the Services on weekdays during the hours of 9:00 A.M. through 5:00 P.M. Pacific Time, with the exclusion of federal holidays. For any such support, please contact us at [support@placer.ai](mailto:support@placer.ai).

#### **6. Mutual NDA.**

Each party (the “**Receiving Party**”) understands that the other party (the “**Disclosing Party**”) has disclosed or may disclose business, technical or financial information relating to the Disclosing Party’s business (hereinafter referred to as “**Proprietary Information**” of the Disclosing Party). Proprietary Information of Placer includes, without limitation, non-public information regarding features, functionalities and performance of, and pricing for, the Services. The Receiving Party agrees: (i) to take reasonable precautions to protect such Proprietary Information, and (ii) not to use (except in performance of the Services or as otherwise permitted by the Agreement) or disclose to any third party any Proprietary Information. The foregoing shall not apply with respect to any information that the Receiving Party can document (a) is or becomes generally available to the public, (b) was in the possession of or known to the Receiving Party, prior to disclosure thereof by the Disclosing Party, without any restrictions or confidentiality obligations, (c) was rightfully disclosed to it, without any restrictions or confidentiality obligations, by a third party, (d) was independently developed without use of any Proprietary Information of the Disclosing Party, or (e) is required to be disclosed by law, provided that the Receiving Party provides the Disclosing Party with prompt written notice of such requirement and reasonably cooperates with the Disclosing Party to limit or challenge such requirement. These provisions regarding Proprietary Information shall apply in perpetuity and shall survive any termination of the Order Form or the Agreement.

#### **7. Miscellaneous.**

All notices under the Order Form and the Agreement will be in writing and will be deemed to have been duly given (a) upon delivery by a recognized delivery service (e.g., FedEx) with delivery confirmation, (b) upon receipt, if sent by U.S. certified or registered mail, return receipt requested, or (c) when sent via email, if sent during normal business hours of the recipient, and on the next business day if sent after normal business hours of the recipient. Notices shall be sent to the addresses set forth in the Order Form, which addresses may be subsequently modified by written notice given in accordance with these provisions.

Customer grants Placer the right to use Customer’s company name and company logo, for Placer’s promotional purposes.

Section 5.B is hereby deleted from the License Agreement.

This Agreement shall be governed by the laws of the State of Arkansas without regard to its conflict of laws provisions, and the parties consent to the jurisdiction and venue of the state and federal courts of Arkansas.

This Order Form is entered into by and between Customer and Placer effective as of the date of the last signature below. This Order Form and use of the Services are governed by, and Customer and Placer agree to, the License Agreement located at <https://www.placer.ai/placer-license-agreement/> (the “**Agreement**”); provided, however, that in the event of any conflict between this Order Form and the Agreement, this Order Form shall control. Unless otherwise defined in this Order Form, capitalized terms herein have the same meaning as in the Agreement.

**“Customer”**

City of Jonesboro
By: _____
Name: <u>Harold Copenhagen</u>
Title: <u>Mayor</u>
Date: <u>2-8-24</u>

**“Placer”**

Placer Labs, Inc.
By: _____
Name: _____
Title: _____
Date: _____

EXHIBIT A  
List of Named Users

1. Jeremy Biggs - jbiggs@jonesboro.org
2. Mark Coomes - mcoomes@jonesboro.org
3. Brenda Hall - bhall@jonesboro.org
4. Alejandra Morales - amorales@jonesboro.org
5. Madelynn Williams - madelynn.williams@jonesboro.org