

TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Triumph Gulf Coast, Inc. (“Triumph Gulf Coast”) has created a pre-application process to provide initial consideration of eligibility for potential ideas of projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

APPLICANT INFORMATION

Name of Individual/Entity/Organization: Jacob Cline Consulting LLC

Proposal Title: Senior and Health Care Franchise

Amount of Triumph Funds Requested: \$1.5 Million

Total Estimated Project Cost: \$1.6 Million

Brief Description of Individual/Entity/Organization:

Richard Jacob Cline is a pioneer in the realm of Entrepreneurism and holds 100% ownership of Jacob Cline Consulting LLC. He has established his credibility as a young professional and built profitable marketing campaigns for Fortune 100 & 500 clients around the nation. Now, his focus has shifted to developing future entrepreneurs and scaling his business efforts around the nation. Based on experience, Jacob Cline has been fortunate enough to help young entrepreneurs achieve success with their businesses and in their everyday lives. His wisdom was gained along a trial-and-error journey that has led him to where he is today. His current ventures currently have serviced all 50 states. Jacob Cline operates companies nationwide in the following industries: financial, human resources, recreational cannabis, marketing, health care, solar & utility, telecommunications, commercial real estate, residential real estate, logistics, and security.

Contact Information

Primary Contact: Jacob Cline

Title: Owner/Founder

Mailing Address: 87 Windridge Court

City: Panama City Beach

State: FL

Zip Code: 32413

Telephone Number: (404) 606-7692

Email Address: jacob@jacobcline.com

Website: <https://www.jacobcline.com/>

Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program: N/A

REQUIRED EXECUTIVE SUMMARY

Jacob Cline Consulting LLC would like to partner with Triumph Gulf Coast, Inc. and is requesting a \$1.5 Million Triumph Grant with the purpose of breaking into medical industries, more specifically for this project, senior care. Jacob Cline is planning on incorporating AFH Senior Care, a franchise and area developing headquartered in different locations throughout Washington to the Panhandle. After noticing the need for quality health care solutions for the aging population of the Bay and Walton County area, Jacob Cline decided to partner with AFH Senior Care Franchise with a plan that will provide multiple levels of care that will also include room and board, necessary supervision, and help with activities of daily living, personal care, and social services. The purpose of this specific project is to provide clients and families from the Panhandle with relief from the worry and burden of finding qualified caregivers. As well as creating additional economic value for the community in the form of job creation and stability for those in need.

For this project, Jacob Cline Consulting LLC is using the AFH Senior Care Franchise model, which is the outgrowth of a practice founded in 1993 and has proven to be extremely successful because of client satisfaction, high gross income and high net profits, and the uniqueness of the range of services. This project will provide seniors an alternative to institutional living. With the cost of care at an all-time high, an adult family home with AFH Senior Care is the more affordable option with the benefit of additional resources. The demand for senior living is high mostly in the Panhandle, since it is recognized to be a retirement destination, therefore we believe the timing

and location for this franchise is spot on. Jacob Cline has been provided with the AFH Senior Care proprietary software and training program.

Finally, Jacob Cline is also planning on area development, in which he will recruit new franchisees and will help them open their locations in this exclusive territory, following an agreed upon schedule. As an area developer, Jacob Cline will be trained by the Franchisor in how to perform the various services to be provided to these franchisees and he will use the pilot unit as a showcase for the operation of the business in the local market. Area Development is believed to be the superior franchise business investment vehicle due to the superior return on investment potential that Area Development offers.

This proposal outlines a strategy for a potential partnership between Jacob Cline Consulting LLC and Triumph Gulf Coast, Inc. to address current need for senior and health care throughout the Panhandle. Jacob Cline Consulting LLC will start the prior mentioned projects within the third quarter of 2022 and expect to operate for the public by the end of the same year. As part of the plan, Jacob Cline in tandem with AFH Senior Care are also going to work with the executives from the Tallahassee Hospital that is currently in construction; it is expected to invest \$750,000 for this part of the project. With the use of this grant, this will help facilitate our goals to develop a franchise directly related to Senior Care. The investment for this entire project will consist of Franchise fee (\$90,000), startup costs (\$280,000), Area Developer fee (\$375,000), and Working Capital for the area developer (\$100,000) that will total an investment of at least \$1,595,000.

IMPORTANT NOTICE

This pre-application process will **not** result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an application, which will be reviewed and then considered for award at the discretion of Triumph Gulf Coast Board.

Please Select the Proposal's Eligibility Category(s)

Pursuant to Section 288.8017, Triumph Gulf Coast, Inc. was created to make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. The disproportionately affected counties are Bay County, Escambia County, Franklin County, Gulf County, Okaloosa County, Santa Rosa County, Walton County, or Wakulla County. *See*, Section 288.08012.

1. From the choices below, please check the box that describes the purpose of the proposed project or program (check all that apply):

- Ad valorem tax rate reduction within disproportionately affected counties;
- Local match requirements of s. 288.0655 for projects in the disproportionately affected counties.
- Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties.
- Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education, encourage students with interest or aptitude for science, technology, engineering, mathematics,

- and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- ✓ Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

Please Select the Priorities this Proposal's Outcomes will Achieve

1. Please check the box if the proposed project or program will meet any of the following priorities (check all that apply):

- ✓ Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
- ✓ Increase household income in the disproportionately affected counties above national average household income.
- ✓ Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.
- ✓ Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- Benefit the environment, in addition to the economy.
- Provide outcome measures.
- ✓ Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.

Are recommended by the board of county commissioners of the county in which the project or program will be located.

Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.