#### **SUMMARY**

OF

# FOURTH AMENDMENT TO GRANT AWARD AGREEMENT

### **BETWEEN**

TRIUMPH GULF COAST, INC.

**AND** 

### FLORIDA'S GREAT NORTHWEST, INC.

(Project #213)

This summarizes the basic terms of a Fourth Amendment to Grant Award Agreement (the "Amendment") that has been negotiated between the staffs of Triumph Gulf Coast, Inc. ("Triumph") and the and Florida's Great Northwest, Inc., a Florida not-for-profit corporation ("Grantee") under the Triumph Gulf Coast Trust Fund. This summary is intended for notice purposes only and (a) does not constitute an increase to any existing grant, or an approval to increase an existing grant, by Triumph to Grantee, and (b) does not create any binding obligations on Triumph or Grantee with respect to (i) any increase of any existing grant, (ii) any approval of an amendment to an existing grant, or (iii) engaging in any further discussions or negotiations with respect to any amendments to any existing grant. The final terms and conditions of the proposed amendments to the existing (the "Grant") will be contained in the definitive Amendment approved by the Board of Directors of Triumph and Grantee and executed by Triumph and Grantee.

# EXISTING GRANT AWARD AGREEMENT:

That certain Grant Award Agreement dated March 3, 2020, between Triumph and Grantee, as amended by (i) that certain First Amendment to Grant Award Agreement dated March 3, 2020, (ii) that certain Second Amendment to Grant Award Agreement dated June 1, 2021, and (iii) that certain Third Amendment to Grant Award Agreement dated May 17, 2023 (as amended, the "Agreement").

# PURPOSES OF AMENDMENTS:

1. To reallocate funds among budget categories. \$129,480.90 is reallocated from "Research and Research Management" to "Marketing and Business Development." The Budget attached as Exhibit "A" to the Agreement is deleted and replaced with the Budget attached hereto as Exhibit "A" and incorporated herein. All references to the Budget in the

Agreement shall hereafter mean and refer to the Budget attached hereto as Exhibit "A."

- 2. To delete Section 7.2(b)(i) of the Agreement in its entirety and replace it with the following:
  - "(i) Chapter 218, Florida Statutes; applicable rules of the Department of Financial Services (DFS); and applicable of the Rules of the Auditor General. Regardless if Section 10.550 Rules of the Auditor General are applicable or not, Grantee shall provide as part of its Audit for any fiscal year in which funds related to the Deepwater Horizon oil spill are received or expended, a report that includes an opinion (or disclaimer of opinion) as to whether the schedule of receipts and expenditures of such funds is presented fairly in all material respects in relation to the financial statements taken as a whole. The report shall be prepared in accordance with AICPA Professional Standards, AU-C Section 725, promulgated by the American Institute of Certified Public Accountants."

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# **EXHIBIT "A"**

Budget

[see attached]

Exhibit A
Project #213, FGNW Education ROI Research and Marketing Budget

Budget: Fourth Amended Budget

Estimated construction start date if applicable

Estimated education component start date if applicable

Please change year # to actual year   Project Total   2020	Estimated education component start of	ate ii up	Marketing and	Research &		
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Project Total    2020					Marketing	Total
2020	Please change year # to actual year					
2021	Project Total					
2022   100,000.00   31,000.00   221,000.00   231,000.00   202,000.00   197,1519.10   2023   50,000.00   5,19.10   92,000.00   192,000.00   202,000.00   202,000.00   202,000.00   202,000.00   202,000.00   202,000.00   202,000.00   202,480.90   1,203,000.00   202,2   31,000.00   50,000.00   80,000.00   202,2   31,000.00   50,000.00   80,000.00   202,2   31,000.00   202,3   5,519.10   92,000.00   97,519.10   202,4   142,000.00   202,480.90   20		2020	70,000.00	30,000.00	50,000.00	150,000.00
Project Total  2023		2021	100,000.00	30,000.00	50,000.00	180,000.00
Project Total  2023 50,000.00 1,000.00 171,480.90 1,203,000.00  Triumph  2020 30,000.00 50,000.00 80,000.00  2021 30,000.00 100,000.00 131,000.00 100,000.00  2022 31,000.00 100,000.00 131,000.00  2023 5,519.10 92,000.00 97,519.10  2024 1,42,000.00 171,480.90 202,480.90  Triumph Total  2020 70,000.00 171,480.90 733,000.00  2021 100,000.00 171,480.90 733,000.00  2022 100,000.00 171,480.90 202,480.90  Triumph Total  2020 70,000.00 70,000.00 100,000.00  2021 100,000.00 100,000.00  2022 100,000.00 100,000.00  2023 100,000.00 100,000.00  2024 50,000.00 50,000.00  2025 50,000.00 50,000.00  2026 50,000.00 50,000.00  2027 50,000.00 50,000.00  2028 50,000.00 50,000.00  2029 50,000.00 50,000.00  2020 50,000.00 50,000.00  2021 100,000.00 50,000.00  2022 100,000.00 50,000.00  2023 100,000.00 50,000.00  2024 50,000.00 50,000.00  2025 50,000.00 50,000.00  2026 50,000.00 50,000.00  2027 50,000.00 50,000.00  2028 50,000.00 50,000.00  2029 50,000.00 50,000.00  2020 50,000.00 50,000.00  2021 100,000.00 50,000.00  2022 100,000.00 50,000.00  2023 100,000.00 50,000.00  2024 50,000.00 50,000.00  2025 50,000.00 50,000.00  2026 50,000.00 50,000.00  2027 50,000.00 50,000.00  2028 50,000.00 50,000.00  2029 50,000.00 50,000.00  2020 50,000.00 50,000.00  2021 50,000.00 50,000.00  2022 50,000.00 50,000.00  2023 50,000.00 50,000.00  2024 50,000.00 50,000.00  2025 50,000.00 50,000.00  2026 50,000.00 50,000.00  2027 50,000.00 50,000.00  2028 50,000.00 50,000.00  2029 50,000.00 50,000.00  2020 50,000.00 50,00		2022	100,000.00	31,000.00	100,000.00	231,000.00
Project Total  2023		2023	100,000.00	5,519.10	92,000.00	197,519.10
Project Total		2023	50,000.00	-	142,000.00	192,000.00
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# EXHIBIT "B" Marketing Budget Category Line Items [see attached]



## Project #213 – Updated Marketing Plan for 2024-2025

# Request to Reallocate "Research & Research Management" Dollars to "Marketing"

## **Marketing Concept**

 Build off the successful and award-winning "Beyond Our Beaches" campaign from Phases 1-2 of the Marketing Grant to further develop the Northwest Florida brand through additional promotional assets and targeted strategies focused on company executives and site selection consultants.

Strategy Updates	Estimated Cost
Continuous Marketing Updates to Materials	\$49,480.90
Site Selector & Trade Show Event Participation	\$20,000
Business Lead Generation Services	\$30,000
Digital Marketing Opportunities	\$30,000
Total	\$129,480.90