

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: The Modern Vender

Proposal Title: The Modern Vender

Amount of Triumph Funds Requested: \$950,000

Total Estimated Project Cost: \$1,900,000

Brief Description of Individual/Entity/Organization:

The Modern Vender is a Brand Marketing & Sales Management firm based out of suburban Chicago. The Modern Vender specializes in facilitating products and services into retail stores on behalf of the clients they represent. As well as providing brand ambassadors and retail sales representatives to provide a face to consumers on behalf of the client’s brands. The current focus of The Modern Vender is scaling companies in the industries of solar, energy, home services, and technology industries. This is done in tandem with the retail stores, anyone reading this has seen or interacted with our company or one of the companies in our network. Chief Executive Officer Richard Jacob Cline holds 100% ownership of The Modern Vender and has ties in this industry dating back to the late 2000’s providing to withstand the test of time through the last two economic downturns. Currently working with nearly 100 corporate distributors that employ thousands of representatives in retail locations across the country. These distributors and representatives produce over \$80,000,000 in annual revenue.

Contact Information

Primary Contact: Richard Cline

Title: Owner/Founder

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State: FL

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Email Address: jacob@jacobcline.com

Website: <https://themodernvender.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

The Modern Vender specifically handles relationships with large retail giants and Fortune 100 clientele in industries such as, solar, energy, utility, and technology giants. By providing brand representatives and sales personnel with training on these specific areas as well as competitors to increase brand awareness and profit margins for the clients and big box retailer accounts. Some examples of who The Modern Vender works with are, Sam's Club, Walmart, Menard's, Target, Kroger Brands and Fred Myers. The Modern Vender provides training, staff, and sales for these companies. The firm currently has staff across the Chicagoland market and nationwide where it is needed for the clients.

The Modern Vender would like to partner with Triumph Gulf Coast, Inc. and is requesting a \$950,000 Triumph Grant with the purpose of expanding throughout the Panhandle (Tallahassee – Pensacola) by the end of 2022. With the help of these funds, The Modern Vender seeks to increase employment opportunities and is planning on bringing different industries to the Bay and Walton County area. The first one being the Marketing Industry, The Modern Vender is currently in negotiation to take on a partnership with Costco and Lowes, which will enable The Modern Vender to directly create at least twenty-five new jobs for residents of the Bay and Walton County area, which at the same time will stimulate community growth and provide local tax benefits.

The Modern Vender also has plans on breaking into medical industries, more specifically senior care. Providing multiple levels of care that 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 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.

And finally, The Modern Vender is seeking funding for investing in real estate. Considering the loss of thousands of homes after natural disasters in the last few years, within the Bay and Walton County area, The Modern Vender is planning on investing in buildings which will provide office space for local startup businesses in the area. The goal of this project is to improve citizens' quality of life by helping to further diversify the economy of Bay and Walton County that were buffeted by recent natural disasters and COVID-19.

This proposal outlines a strategy for a potential partnership between The Modern Vender and Triumph Gulf Coast, to address current economic needs of the Panhandle. The Modern Vender will start the prior mentioned projects within the last quarter of 2022 and expects to see production starting in 2023. With the use of this grant, this will help facilitate our goals to generate local employment, home care and the ever-growing need for office space in the Panhandle. The goal of The Modern Vender exemplifies what the Triumph Gulf Coast was designed to do, stimulate the local economy for long lasting growth. Overhead monthly for The Modern Vender will be payroll, office rent, supplies, technology rental, and advertising costs adding up to 40k to 50k depending on staffing requirements.

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.