

FOURTH AMENDMENT TO
GRANT AWARD AGREEMENT
(Florida’s Great Northwest, Inc./Project #213)

THIS FOURTH AMENDMENT TO GRANT AWARD AGREEMENT (this “**Amendment**”) is made and entered into as of the Effective Date (as defined below), by and between TRIUMPH GULF COAST, INC., a Florida not-for-profit corporation (“**Triumph**”), and FLORIDA’S GREAT NORTHWEST, INC., a Florida not-for-profit corporation (“**Grantee**”).

WITNESSETH:

WHEREAS, Triumph and Grantee are parties to that certain Grant Award Agreement dated March 3, 2020, 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**”). All capitalized terms herein shall have the meanings set forth in the Agreement; and

WHEREAS, Grantee has requested that certain amendments be made to the Agreement; and

WHEREAS, Triumph is agreeable to certain amendments to the Agreement as described herein.

NOW, THEREFORE, in consideration of the mutual covenants, promises herein and other good and valuable consideration, the receipt and adequacy of which is hereby acknowledged, Triumph and Grantee hereby agree as follows:

1. **Amendment to Section 4.1/Budget.** Section 4.1 of the Agreement is hereby deleted and replaced with the following:

“4.1. **General Allocation of Grant in Budget Categories.** As more fully shown in the Budget attached hereto as Exhibit “A” and incorporated herein (the “**Budget**”), the Grant shall be allocated as follows:

“Research and Research Management:	\$127,519.10
<u>Marketing and Business Development:</u>	<u>\$605,480.90</u>
Total	\$733,000.00”

2. **Amendment to Section 7.2(b)(i).** Section 7.2(b)(i) of the Agreement is hereby deleted and replaced in its entirety 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."

3. **Amendment to Exhibit "A".** The Budget attached to the Agreement as Exhibit "A" is hereby deleted and replaced with the Budget attached hereto as Exhibit "A" and incorporated herein. All references in the Agreement to the Budget shall hereafter mean and refer to the Budget attached hereto.

4. **No Other Amendments.** Except as expressly provided above, the Agreement shall remain unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have caused this Amendment be executed as of August 29, 2024 (the "Effective Date").

GRANTEE:

FLORIDA'S GREAT NORTHWEST, INC., a
Florida not-for-profit corporation

By: Jennifer Conoley

Print Name: Jennifer Conoley

Title: President + CEO

ATTEST:

By: DB

Print Name: Deb Blair

Title: Program Director

TRIUMPH:

TRIUMPH GULF COAST, INC., a Florida
not-for-profit corporation

By: David M. Bear

Print Name: David M. Bear

Title: Chairman

By: Reynolds Henderson

Print Name: Reynolds Henderson

Title: Treasurer

ATTEST:

By: Susan J. Skelton

Print Name: Susan Skelton

Title: Secretary

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

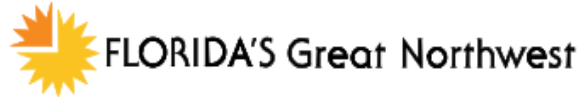
Estimated education component start date if applicable

		Marketing and Business Development	Research & Research Management	Marketing	Total
Please change year # to actual year					
Project Total					
	2020	70,000.00	30,000.00	50,000.00	150,000.00
	2021	100,000.00	30,000.00	50,000.00	180,000.00
	2022	100,000.00	31,000.00	100,000.00	231,000.00
	2023	100,000.00	5,519.10	92,000.00	197,519.10
	2023	50,000.00	-	142,000.00	192,000.00
	2023	50,000.00	31,000.00	171,480.90	252,480.90
Project Total		470,000.00	127,519.10	605,480.90	1,203,000.00
Triumph					
	2020		30,000.00	50,000.00	80,000.00
	2021		30,000.00	50,000.00	80,000.00
	2022		31,000.00	100,000.00	131,000.00
	2023		5,519.10	92,000.00	97,519.10
	2024		-	142,000.00	142,000.00
	2025		31,000.00	171,480.90	202,480.90
Triumph Total		-	127,519.10	605,480.90	733,000.00
Grantee					
	2020	70,000.00			70,000.00
	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
Grantee Total		470,000.00	-	-	470,000.00
Match Source 1					
	2021				-
	2022				-
	2023				-
Calendar Year 4					-
Calendar Year 5					-
Calendar Year 6					-
Calendar Year 7					-
Calendar Year 8					-
Calendar Year 9					-
Calendar Year 10					-
Calendar Year 11					-
Match Source 1 Total		-	-	-	-
Match Source 2					
Calendar Year 1					-
Calendar Year 2					-
Calendar Year 3					-
Calendar Year 4					-
Calendar Year 5					-
Calendar Year 6					-
Calendar Year 7					-
Calendar Year 8					-
Calendar Year 9					-
Calendar Year 10					-
Calendar Year 11					-
Match Source 2 Total		-	-	-	-

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