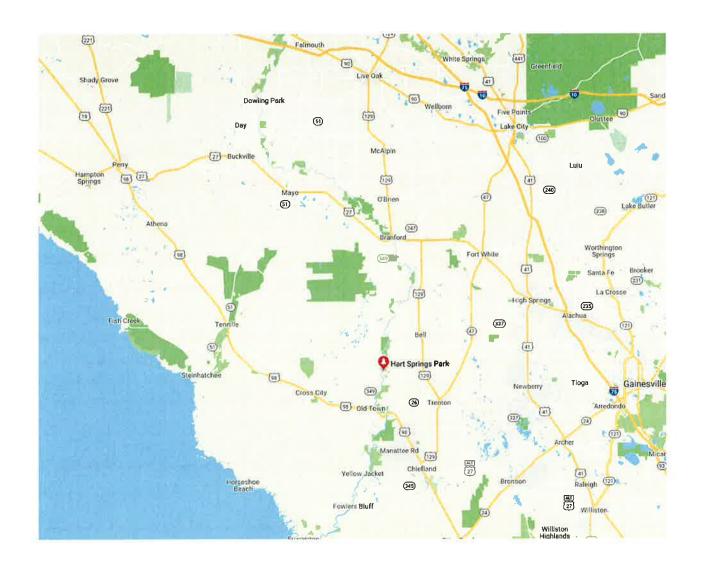
The Original Florida TOURISM TASK FORCE



MEETING NOTICE

There will be a meeting of the Original Florida Tourism Task Force on October 17, 2019. The meeting will be held at Hart Springs, 4240 SW 86th Avenue, Bell, Florida, beginning at 10:00 a.m.

(Location Map on Back)



Hart Springs 4240 SW 86th Avenue Bell, FL 32619

The Original Florida

TOURISM TASK FORCE Meeting Agenda

Hart Springs 4240 SW 86th Avenue, Bell, FL Gilchrist County October 17, 2019 Thursday, 10:00 a.m.

			PAGE NO.
I.	Call	to Order, Introductions	
II.	App	roval of Agenda	3
III.	App	roval of September 19, 2019 Meeting Minutes	5
IV.	Old	Business	
	A. •	Committee Reports 1. Finance Committee Report a. Monthly Financial Report Review and Approval - August 31, 2019 2. Marketing Committee 3. Bicycle Guide Committee	9
	B.	Fiscal Year 2018-19 Regional Rural Development Grant	31
		 Website Attractions Maintenance and Updating New Places to Go Town Pages e-newsletter Website Blogs Ultimate Bicycle Guide Reprint Domestic Travel Shows Advertising Campaign Digital Marketing Print Advertising (UnDiscovered Florida, Florida Travel Planner, Florida Transportation Map) VISIT FLORIDA Retargeting Campaign Brochure Distribution Scholarships Florida Governor's Tourism Conference Professional Organization Memberships 	31 47
	C.	Fiscal Year 2019-20 Regional Rural Development Grant1. Authorization to Submit Fiscal Year 2019-20 Regional Rural Development Grant Application	55
	D.	 VISIT FLORIDA Grants VISIT FLORIDA - North Central Florida Fiscal Year 2018-19 Rural Area of Opportunity Partnership Program Final Reimbursement Request VISIT FLORIDA - North Central Florida Fiscal Year 2019-20 VISIT FLORIDA FY 2019-20 Rural Area of Opportunity Grant Co 	57 entract

- E. VISIT FLORIDA Report
 - 1. Monthly Report Brenna Dacks
- F. Staff Items
- G. Other Old Business
 - 1. Updated Task Force Member Contact Information

61

- 2. Travel Show Coordinator Contract Fiscal Year 2019-20
- H. Announcements
- V. NEW BUSINESS

VI. Leadership Forum: Donna Creamer, Gilchrist County

Outdoor Recreation Opportunities in Gilchrist County

VII. Adjournment

Date and Location of Next Meeting:

The next regular meeting is scheduled for 10:00 a.m., November 21, 2019 in Columbia County at a location to be determined.



MINUTES OF The Original florida TOURISM TASK FORCE

VISIT FLORIDA Office 2540 West Executive Center Circle, Suite 200 Tallahassee, FL September 19, 2019 10:00 a.m.

MEMBERS PRESENT

Sean Plemons, Alachua County
Will Sexton, Bradford County, Vice-Chair
Russ McCallister, Dixie County
Patricia Watson, Gilchrist County
Katrina Richardson, Jefferson County
Craig Colton, Lafayette County
Carol McQueen, Levy County
Jackie Blount, Madison County
Phyllis Williams, Madison County
Charissa Setzer, Suwannee County
Dawn Taylor-Perez, Taylor County, Chair
Thomas Herndon, Wakulla County

OTHERS PRESENT

Donna Creamer, Task Force Travel Show Coordinator Brenna Dacks, VISIT FLORIDA Nancy Moreland, Convey More Lois Nevins, By All Means Travel

MEMBERS ABSENT

Daniel Riddick, Bradford County Paula Vann, Columbia County Rod Butler, Columbia County Lee Deen, Gilchrist County David Ward, Jefferson County Tisha Whitehurst, Levy County Teena Peavey, Suwannee County Sandy Beach, Taylor County Dale Walker, Union County Natalie Knowles, Wakulla County

STAFF PRESENT

Lauren Yeatter

I. CALL TO ORDER. INTRODUCTIONS

Noting the presence of a quorum, Chair Dawn Taylor, called the meeting to order at 10:08 a.m.

II. APPROVAL OF THE AGENDA

Chair Taylor requested approval of the meeting agenda, as presented.

ACTION: Katrina Richardson moved and Sean Plemons seconded to approve the meeting agenda. The motion passed unanimously.

III. APPROVAL OF THE AUGUST 15, 2019 MINUTES

Chair Taylor asked for approval of the August 15, 2019 meeting minutes.

ACTION: Katrina Richardson moved and Carol McQueen seconded to approve the August 15, 2019 minutes as presented. The motion passed unanimously.

IV. OLD BUSINESS

- A. Committee Reports
 - 1. Finance Committee Report
 - a. Monthly Financial Reports Review and Approval
 - 1. July 31, 2019

ACTION: Phyllis Williams moved and Craig Colton seconded to approve the July 31, 2019 monthly financial report as presented. The motion passed unanimously.

b. Adoption of Fiscal Year 2019-20 Budget

ACTION: Katrina Richardson moved and Patricia Watson seconded to approve the Fiscal Year 2019-20 Budget as revised to delete \$12,000 for six New County/Town Website Videos. The motion passed unanimously.

2. Nominating Committee Report

Phyllis Williams, Chair of the Nominating Committee presented the Committee's recommended slate of officers for the term of October 2019 to September 2021:

Chair: Dawn Taylor-Perez Vice Chair: William Sexton

Secretary/Treasurer: Katrina Richardson

ACTION: Carol McQueen moved and Sean Plemons seconded to approve the slate of officers as presented by the Nominating Committee. The motion passed unanimously.

3. Bicycle Guide Committee Report

The Bicycle Guide Committee met on September 9, 2019 at 2:30 p.m. at the Visit Columbia Office in Lake City.

- B. Fiscal Year 2018-19 Regional Rural Development Grant
 - 1. Website
 - a. Attractions Maintenance and Updating
 - b. New Places to Go Town Pages
 - 2. E-Newsletter

Lauren Yeatter, Senior Planner reported that the Fall Newsletter will be emailed by the end of September 2019.

3. Website Blogs

Nancy Moreland reported that blogs on Williston, High Springs and White Springs will be completed soon.

- 4. Ultimate Bicycle Guide Reprint
- 5. Domestic Travel Shows
 - a. Georgia RV and Camper Show

Donna Creamer reported on the show.

- 6. Advertising Campaign
 - a. Digital Marketing
 - b. Print Advertising (UnDiscovered Florida, Florida Travel Planner, Florida Transportation Map)

Brenna Dacks reminded the Task Force that the advertisement for the 2020 Transportation Map is due October 3, 2019.

c. VISIT FLORIDA Retargeting Campaign

Lauren Yeatter reported that the Retargeting Campaign will begin after the Madden Group finalizes graphics.

- 7. Brochure Distribution
- 8. Scholarships
 - a. Florida Governor's Tourism Conference
- 9. Professional Organization Memberships
- C. VISIT FLORIDA Grants
 - VISIT FLORIDA North Central Florida Fiscal Year 2018-19 Rural Area of Opportunity Partnership Program
 - a. Final Reimbursement Request

Lauren Yeatter reported that the Task Force has not yet received payment for the final reimbursement request.

2. VISIT FLORIDA - North Central Florida Fiscal Year 2019-20

D.	VISIT FL	.ORIDA	Report

- Monthly Report
 Brenna Dacks presented the VISIT FLORIDA monthly report.
- E. Staff Items
- F. Other Old Business
 - 1. Updated Task Force Member Contact Information
- G. Announcements

Task Force members made announcements of interest to the Task Force.

- V. New Business
- VI. Adjournment

Date and Location of next meeting

The next meeting is scheduled for 10:00 a.m., October 17, 2019 in Gilchrist County at a location to be determined.

The meeting adjourned at 10:56 a.m.

Dawn Taylor-Perez, Chair
Date

Minutes prepared by Lauren Yeatter of the North Central Florida Regional Planning Council

The Original Florida Tourism Task Force Balance Sheet

As of August 31, 2019

	Aug 31, 19
ASSETS Current Assets Checking/Savings Cash in Bank - Capital City	41,945.93
Total Checking/Savings	41,945.93
Accounts Receivable Accounts Receivable	64,900.67
Total Accounts Receivable	64,900.67
Other Current Assets Prepaid Expense Prepaid Registration Fees	2,445.62 924.00
Total Other Current Assets	3,369.62
Total Current Assets	110,216.22
TOTAL ASSETS	110,216.22
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts Payable	50,114.34
Total Accounts Payable	50,114.34
Total Current Liabilities	50,114.34
Total Liabilities	50,114.34
Equity Unrestricted Earnings Net Income	90,296.87 -30,194.99
Total Equity	60,101.88
TOTAL LIABILITIES & EQUITY	110,216.22

8:56 AM 10/10/19 Accrual Basis

The Original Florida Tourism Task Force Profit & Loss

August 2019

	Aug 19
Expense Marketing Collateral Materials Distribution	933.00
Total Collateral Materials	933.00
Total Marketing	933.00
Total Expense	933.00
Net Income	-933.00

4:22 PM 09/10/19

The Original Florida Tourism Task Force Reconciliation Summary

Cash in Bank - Capital City, Period Ending 08/30/2019

	Aug 30, 19	
Beginning Balance Cleared Transactions Checks and Payments - 8 items	-3,217.66	46,663.59 🗸
Total Cleared Transactions	-3,217.66	
Cleared Balance		43,445.93
Uncleared Transactions Checks and Payments - 1 item	-1,500.00	9710
Total Uncleared Transactions	-1,500.00	
Register Balance as of 08/30/2019		41,945.93
Ending Balance		41,945.93

The Original Florida Tourism Task Force Reconciliation Detail

Cash in Bank - Capital City, Period Ending 08/30/2019

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance	•					46,663.59
Cleared Tran						
Checks at	nd Payments - 8 i	tems				
Bill Pmt -Check	07/03/2019	1462	Williams, Phyllis	Х	-359.04	-359.04
Bill Pmt -Check	07/03/2019	1459	Garcia-Rendon Mari	Х	-60.00	-419.04
Bill Pmt -Check	07/22/2019	1463	NATC	Х	-495.00	-914.04
Bill Pmt -Check	08/05/2019	1466	Two Tree, Inc.	Х	-425.00	-1,339.04
Bill Pmt -Check	08/05/2019	1465	NATC	X	-81.62	-1,420.66
Bill Pmt -Check	08/19/2019	1468	CTM Media Group Inc	Х	-1,299.00	-2,719.66
Bill Pmt -Check	08/19/2019	1467	Auto-Owners Insura	Х	-438.00	-3,157.66
Bill Pmt -Check	08/19/2019	1470	VisitFlorida	X	-60.00	-3,217.66
Total Chec	cks and Payments				-3,217.66	-3,217.66
Total Cleared	Transactions				-3,217.66	-3,217.66
Cleared Balance					-3,217.66	43,445.93
Uncleared Tr		4				
Bill Pmt -Check	nd Payments - 1 i 08/19/2019	tem 1469	Florida Suncoast To		-1,500.00	-1,500.00
Total Chec	cks and Payments				-1,500.00	-1,500.00
Total Unclear	ed Transactions			-	-1,500.00	-1,500.00
Register Balance as	s of 08/30/2019			=	-4,717.66	41,945.93
Ending Balance					-4,717.66	41,945.93



P.O. Box 900 Tallahassee, FL 32302





00002113 FCC31545083119081757 01 0000000000 THE ORIGINAL FLORIDA TOURISM TASK FORCE 2009 NW 67TH PL GAINESVILLE FL 32653-1603

Date 8/30/19 Primary Account Page 1 XXXXXXX2204

Need a personal loan or line of credit? Visit ccbg.com/loans for information about our consumer credit products and then simply apply online. We make it easy to apply for the funds you need. All loans subject to credit approval; Equal Housing Lender.

CHECKING ACCOUNT

xxxxx2204 Statement Dates 8/01/19 thru 46,663.59 Days in this Statement ANALYZED BUS CHECKING xxxxxxxx2204 Account Number 33 Previous Balance 45,139.90 Avg Ledger Balance Avg Collected Balance .00 Deposits/Credits 45,139.90 3.217.66 8 Checks/Debits .00 Service Charges .00 Interest Paid 43,445.93 V Ending Balance

CHECKS IN NUMBER ORDER Amount Check No Date check No Date 425.00 V 1466 60.00 ~ 8/12 1459 8/27 438.00 / 359.04 8/27 495.00 /8/26 81.62 8/26 1467 8/02 1462* 1,299.00 / 1468 1463 8/06 60.00 V 1470* 1465* 8/19

* Denotes missing check numbers

DAILY BALANCE INFORMATION Balance Date Balance Date Balance 45,302.93 Date 45,809.55 45,384.55 8/19 46,663.59 8/06 8/01 43,943.93 8/26 46,304.55 8/12 8/02

RECEIVED

SEP **09** 2019

NORTH CENTRAL FLORIDA
REGIONAL PLANNING COUNCIL



THE ORIGINAL FLORIDA TOURISM TASK FORCE 2009 NW 67TH PL GAINESVILLE FL 32653-1603

Date 8/30/19 Primary Account

Page xxxxxxx2204

ANALYZED BUS CHECKING

xxxxxxx2204 (Continued)

Date

8/27

Balance

43,445.93

-----END OF STATEMENT-----

DAILY BALANCE INFORMATION

CAPITAL CITY BANK Page 3 of 3











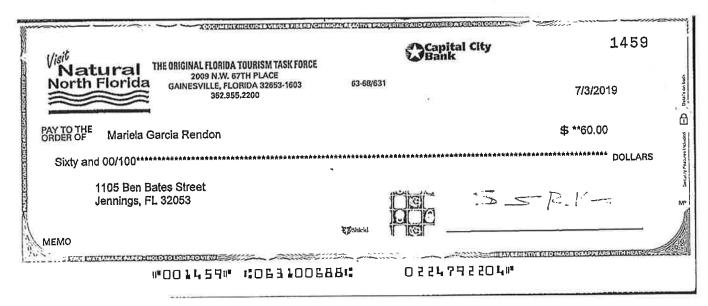


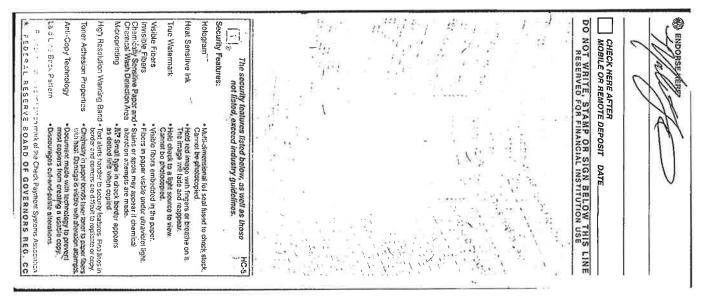






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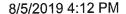
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Check Number: 1459

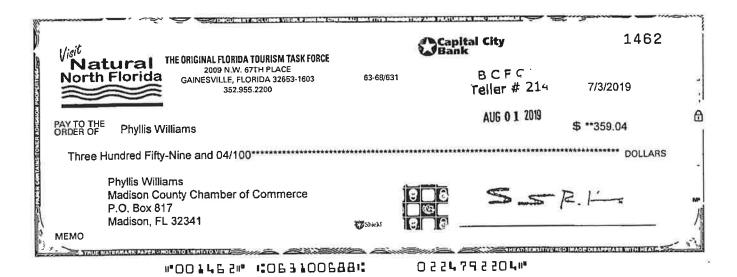
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Transaction Type: History





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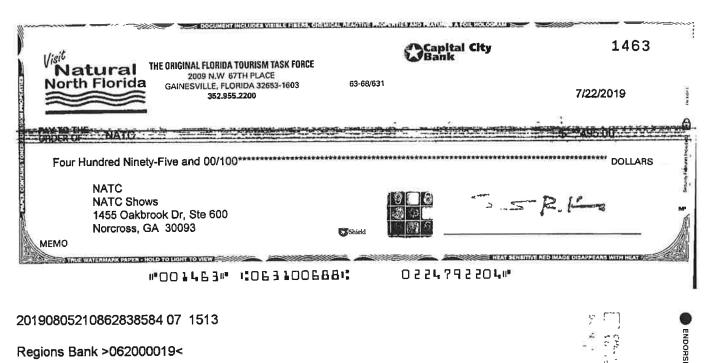
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Amount: -359.04 **Description:** Check Check Number: 1462 **Posted Date: 8/2/2019** Transaction Type: History

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Description: Check

Check Number: 1463

Posted Date: 8/6/2019

Transaction Type: History

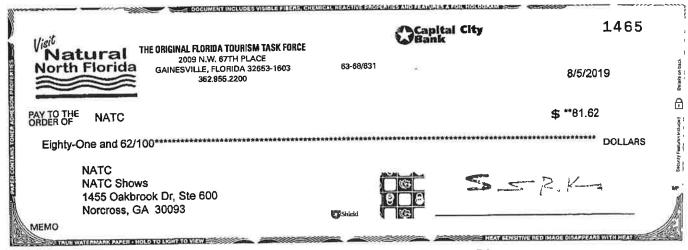
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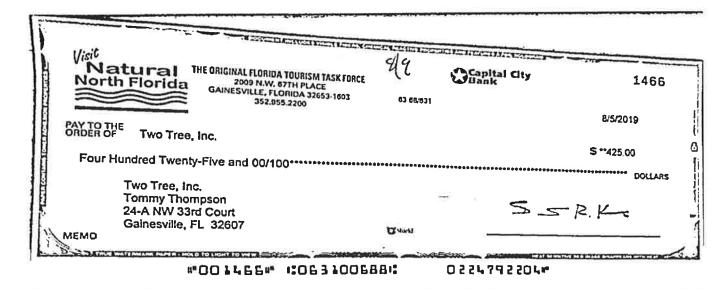
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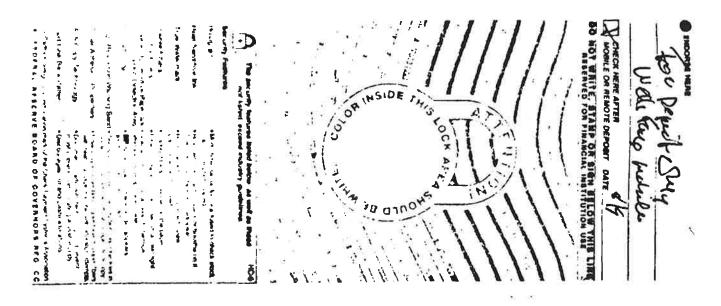
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-20-



10/3/2019 4:08 PM





Amount: -425.00

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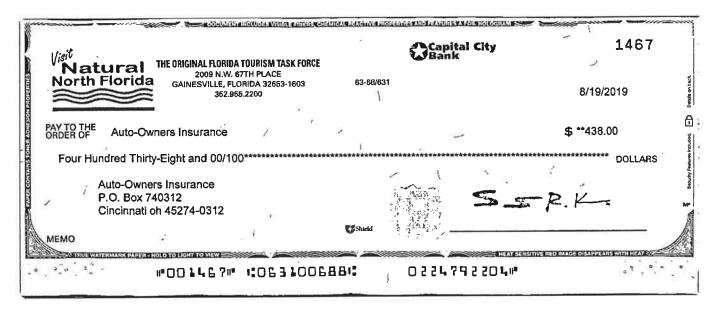
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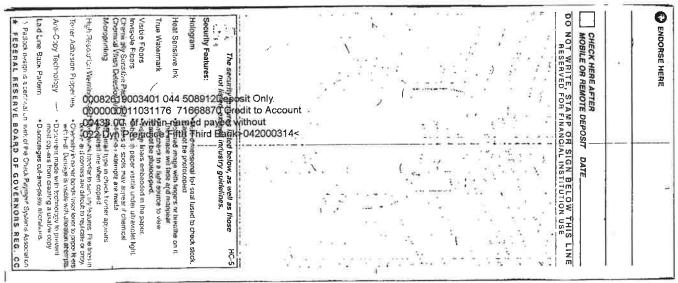
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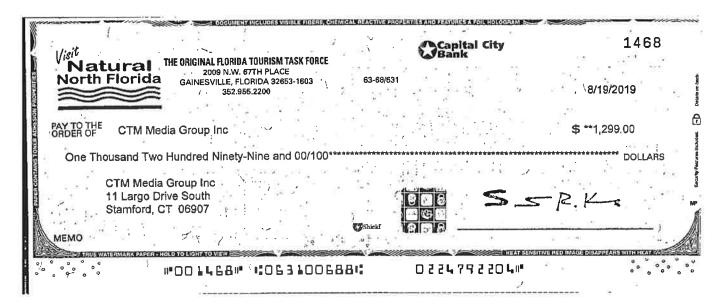
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Posted Date: 8/27/2019

Transaction Type: History



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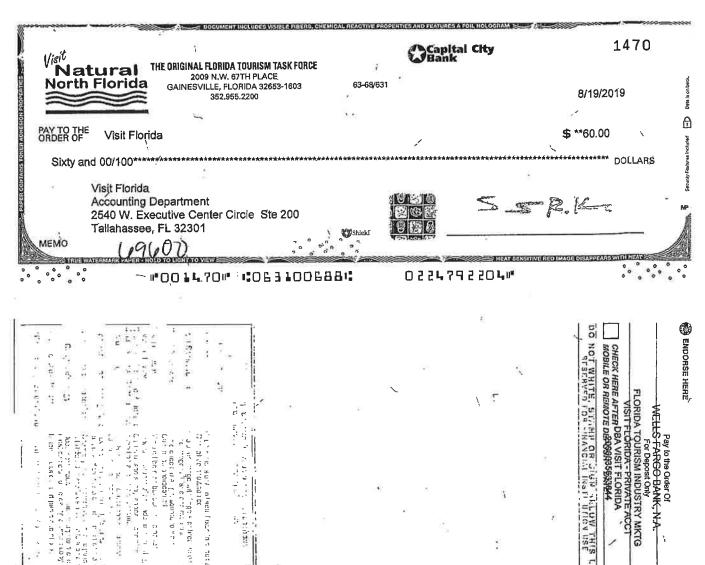
Check Number: 1468

Posted Date: 8/26/2019

Transaction Type: History



10/3/2019 4:09 PM



Amount: -60.00

Description: Check

Check Number: 1470

Posted Date: 8/26/2019

Transaction Type: History

The Original Florida Tourism Task Force Transactions by Account As of August 31, 2019

8:59 AM 10/10/19 Accrual Basis

Type	Date	Num	Name	Memo	Class	ច់	Split	Amount
Prepaid Expense	Dense							
Bill	08/01/2019	8T029132	Florida Suncoast Tourism Promotions, Inc.	Brochure Distribution - August 2019	8202 - FDEO 18/19		Accounts Payable	500.00
Bij	08/01/2019	8T029132	Florida Suncoast Tourism Promotions, Inc.	Brochure Distribution - September 2019	8202 - FDEO 18/19		Accounts Payable	500.00
Bill	08/01/2019	01S-183151	CTM Media Group Inc	Brochure Distribution September 2019	8202 - FDEO 18/19		Accounts Payable	433.00
Bill	08/01/2019	_	CTM Media Group Inc	Brochure Distribution October 2019	8202 - FDEO 18/19		Accounts Payable	433.00
Bill	08/01/2019	_	Auto-Owners Insurance	General Liability Policy #0922322-78139716-19 08/2 83011 - General	08/2 83011 - General		Accounts Payable	438.00
Bill	08/05/2019	OFTTF080519	NATC	Fumiture Rental for Georgia RV & Camper Show Se 8202 - FDEO 18/19	w Se 8202 - FDEO 18/19		Accounts Payable	81.62
Bill	08/19/2019	6JNZFWV5JHN	VisitFlorida	I-75 Welcome Center 2019 Fall Festival - Marketing 83011 - General	eting 83011 - General		Accounts Payable	00.00
Total Prepaid Expense	d Expense							2,445.62
TOTAL								2,445.62

-25-

Type	Date	MuM	Name	Мето	Class	ਹੈ	Split	Amount
Prepaid Re	repaid Registration Fees							
B	04/01/2019	00066484	VisitFlorida	2019 Florida Governor's Conference on Tourism - 9 8202 - FDEO 18/19	: - FDEO 18/19	Αα	Accounts Payable	399.00
B	07/22/2019	OFTTF072219	NATC	Registration for Georgia RV & Camper Show Septe 8202 - FDEO 18/19	:- FDEO 18/19	Αα	Accounts Payable	495,00
Bill	08/19/2019	08/19/2019 20190819-00003	University of Florida Career Connection	Registration for HHP Internship and Job Fair - Septi 83011 - General	1 - General	Aα	Accounts Payable	30,00
Total Prepa	Total Prepaid Registration Fees	sə						924.00
TOTAL								924.00

9:01 AM 10/10/19 Accrual Basis

The Original Florida Tourism Task Force Income and Expenses - Budget vs. Actual As of August 31, 2019

(These financial statements are unaudited)

	Budget	August 2019	Year to Date	Over/(Under) Budget
Co-op Regional Marketing Program Fee	53,000.00	0.00	53,000.00	0.00
DEO Rural Development Grant 17/18	48,700.00	0.00	34,187.24	(14,512.76)
DEO Rural Development Grant 18/19	120,600.00	0.00	0.00	(120,600.00)
VisitFlorida Rural Area Opportunity Grant 18/19	126,000.00	0.00	113,704.51	(12,295.49)
VisitFlorida Rural Area Opportunity 18/19 In-Kind	12,800.00	0.00	0.00	(12,800.00)
Other	0.00	0.00	0.00	0.00
Total income	361,100.00	0.00	200,891.75	(160,208.25)
Expenses Marketing				
Collateral Materials				
Print Ultimate Bicycle Guide	3,000.00	0.00	0.00	(3,000.00)
Print RV Parks & Campgrounds Brochure	0.00	0,00	347.10	347.10
Print Experience North Florida Bike Flyer	0.00	0.00	72.00	72.00
Total Collateral Materials		0.00	419.10	(2,580.90)
Website				
Fishing, Paddling, Bike & Springs Microsites	7,000.00	0.00	0.00	(7,000.00)
Regional Video	5,000.00	0.00	5,000.00	0.00
Website Blogs	5,100.00	0.00	5,159.00	59.00
Web Hosting Services	6,000.00	0.00	7,000.00	1,000.00
County/Town Videos	12,000.00	0.00	0.00	(12,000.00)
Topic-Centered Landing Pages	10,000.00	0.00	0.00	(10,000.00)
Town Landing Pages	2,500.00	0.00	0.00	(2,500.00)
Ultimate Bicycle Guide Landing Page	100.00	0.00	0.00	(100.00)
Ultimate Springs Guide Landing Page	100.00	0.00	0.00	(100.00)
Paddling Landing Page	100.00	0.00	0.00	(100.00)
Florida State Parks Page	100.00	0.00	0.00	(100.00)
Fishing Page	100.00	0.00	0,00	(100.00)
Places to Stay, Eat & Things to Do	2,000.00	0.00	0.00	(2,000.00)
Website Header Enhancements	0.00	0.00	2,000.00	2,000.00
Total Website	50,100.00	0.00	19,159.00	(30,941.00)
Trade Shows				
Whistles & Other Promotional Items	5,000.00	0.00	4,905.18	(94.82)
Popup and/or Cloth Displays - VF In-Kind	5,000.00	0.00	0.00	(5,000.00)
Welcome Center Rack Space - VF In-Kind	800.00	0.00	0.00	(800.00)
State Park Guides & State Maps-VF In-Kind	2,000.00	0.00	0.00	(2,000.00)
Dusseldorf & NY Times Register-VF In-Kind	5,000.00	0.00	4,600.87	(399.13)

The Original Florida Tourism Task Force Income and Expenses - Budget vs. Actual As of August 31, 2019

(These financial statements are unaudited)

	Budget	August 2019	Year to Date	Over/(Under) Budget
VF Georgia RV & Camper Show	4,200.00	0.00	0.00	(4,200.00)
VF Boot Dusseldorf	6,300.00	0.00	0.00	(6,300.00)
VF Atlanta Camping & RV Show	3,800.00	0.00	2,836.32	(963.68)
VF Nashville RV Super Show	5,100.00	0.00	5,083.77	(16.23)
VF New York Times Travel Show	3,000.00	0.00	667.58	(2,332.42)
VF London Times Destinations Show	15,200.00	0.00	9,270.42	(5,929.58)
VF Houston RV Show	7,300.00	0.00	7,678.23	378,23
VF Chicago RV & Camping Show	7,100.00	0.00	7,189.41	89.41
VF Boston Travel & Adventure Show	7,700.00	0.00	6,763.71	(936.29)
VF F.re.e. Messe Munich	12,600.00	0.00	10,025.43	(2,574.57)
VF Toronto Outdoor Adventure Show	8,300.00	0.00	6,204.04	(2,095.96)
VF Canoecopia Madison, WI	6,300.00	0.00	5,046.00	(1,254.00)
VF Philadelphia Travel & Adventure Show	7,300.00	0.00	7,303.28	3.28
VF Ottawa Outdoor & Travel Adventure Show	7,900.00	0.00	2,269.15	(5,630.85)
VF Washington DC Travel & Adventure Show	7,000.00	0.00	7,159.89	159.89
Midwest Mountaineering Spring Expo	6,700.00	0.00	4,152.20	(2,547.80)
Bike Expo New York	7,700.00	0.00	6,961.41	(738.59)
VF Ottawa Travel and Vacation Show	0.00	0.00	6,610.74	6,610.74
Total Trade Shows	141,300.00	0.00	104,727.63	(36,572.37)
	· · · · · · · · · · · · · · · · · · ·			
Advertising				
Brochure Distribution	12,000.00	933.00	10,263.00	(1,737.00)
Digital Advertising Campaign	23,500.00	0.00	13,250.00	(10,250.00)
Florida Vacation Planner Print Advertisement	8,300.00	0.00	8,303.25	3.25
Florida Transportation Map Print Advertisement	5,000.00	0.00	0.00	(5,000.00)
Undiscovered Florida Print Advertisement	8,200.00	0.00	6,878.00	(1,322.00)
Quarterly eNewsletters	4,300.00	0.00	1,200.00	(3,100.00)
Total Advertising	61,300.00	933.00	39,894.25	(21,405.75)
Total Marketing Expenses	255,700.00	933.00	164,199.98	(91,500.02)
Administration				
NCFRPC - Admin VF & DEO 2017-18	5,625.00	0.00	0.00	(5,625.00)
NCFRPC - Admin VF & DEO FY 2018-19	18,975.00	0.00	8,725.00	(10,250.00)
NCFRPC - Admin Program Fees	12,500.00	0.00	3,125.00	(9,375.00)
Bank Charges	200.00	0.00	0.00	(200.00)
Legal Advertising	300.00	0.00	0.00	(300.00)
Legal Expenses	300.00	0.00	61.25	(238.75)
Other Admin Expenses Miscellaneous	2,000.00	0.00	818.88	(1,181.12)
Postage	300.00	0.00	96.09	(203.91)
VF Travel Show Service Program Fee	15,400.00	0.00	14,300.00	(1,100.00)

The Original Florida Tourism Task Force Income and Expenses - Budget vs. Actual As of August 31, 2019

(These financial statements are unaudited)

	Budget	August 2019	Year to Date	Over/(Under) Budget
Telephone	300.00	0.00	0.00	(300.00)
Total Administration	55,900.00	0.00	27,126.22	(28,773.78)
Memberships				
Visit Florida	400.00	0.00	395.00	(5.00)
Southeast Tourism Society	300.00	0.00	0.00	(300.00)
Florida Outdoor Writers Association	200.00	0.00	175.00	(25.00)
Total Memberships	900.00	0.00	570.00	(330.00)
Professional Enhancement				
SE Tourism Society Marketing College	11,600.00	0.00	10,469.36	(1,130.64)
Governor's Tourism Conference	1,700.00	0.00	0.00	(1,700.00)
Total Professional Enhancement	13,300.00	0.00	10,469.36	(2,830.64)
Internships				
Harvey Campbell Memorial Internship	6,250.00	0.00	0.00	(6,250.00)
Dean Fowler Internship	6,250.00	0.00	0.00	(6,250.00)
Total Internships	12,500.00	0.00	0.00	(12,500.00)
Retained Reserves				
Retained Reserves	22,800.00	0.00	0.00	(22,800.00)
Total Retained Reserves	22,800.00	0.00	0.00	(22,800.00)
Total NonMarketing Expenses	105,400.00	0.00	38,165.58	(67,234.42)
Total Expenses	361,100.00	933.00	202,365.56	(158,734.44)
Net Income	0.00	(933.00)	(1,473.81)	(1,473.81)

Visit Natural NORTH FLORIDA

Nature is Our Theme Park

"And the sun took a step back, the leaves lulled themselves to sleep and Autumn was awakened." ~Raquel Franco

Fall Has Arrived!





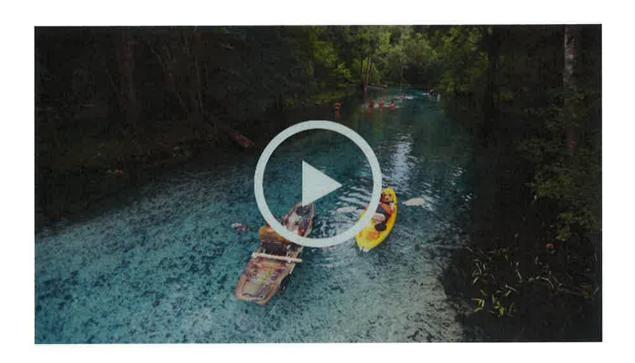


The heat is decreasing and cooler weather is approaching! In Natural North Florida, we welcome the change of season with open arms. This fall, take a visit to explore breathtaking natural scenes and family-friendly events. Let us provide the tools necessary to plan an extraordinary and memorable getaway.

Make the most out of the fall season by participating in local festivals and attractions that include kayaking, sightseeing and history. Interested? Click the button below and read on to find out more!

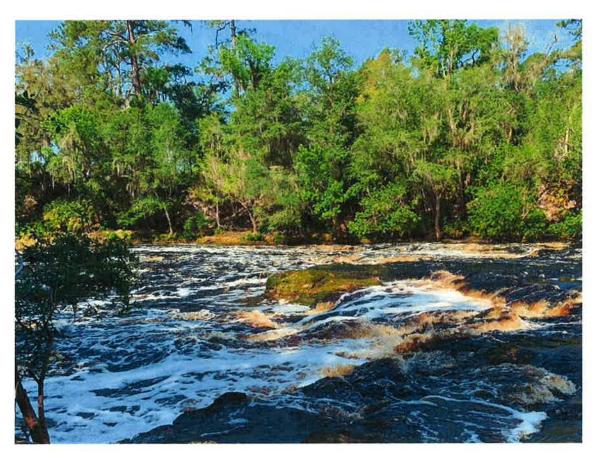
Discover Natural North Florida

Outdoor Adventures!



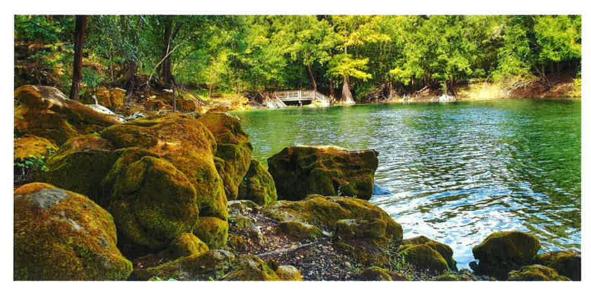
Gilchrist Blue Springs State Park

Explore beautiful transparent waters and ecological habitats in north central Florida. Come and access a beautiful, friendly and tranquil environment. See species of turtles, fish and invertebrates. Choose to paddle, hike, picnic or camp! Be adventurous and bring a camera to take stunning photographs of the natural wonders that are nestled throughout Gilchrist Blue Springs State Park!



Big Shoals State Park

Take a glimpse of the largest whitewater rapids in Florida! Connect with nature by hiking, biking, birding or horseback riding in over 28 miles of wooded trails available at Big Shoals State Park. As you explore, stay on the lookout for barred owls, white-tailed deer and pileated woodpeckers. Grab a canoe or kayak and continue the exploration by canoeing or kayaking down the Suwannee River!



Troy Springs State Park

Discover a piece of history by scuba diving near sunken remains of the Civil War. Unplug and take a tranquil hike near the Park's boardwalk to reflect on its pristine waters. Kayak, fish or go geo-seeking. Do you have a bucket list? Treat yourself to a unique experience and make sure to include Troy Springs State Park in your quest.

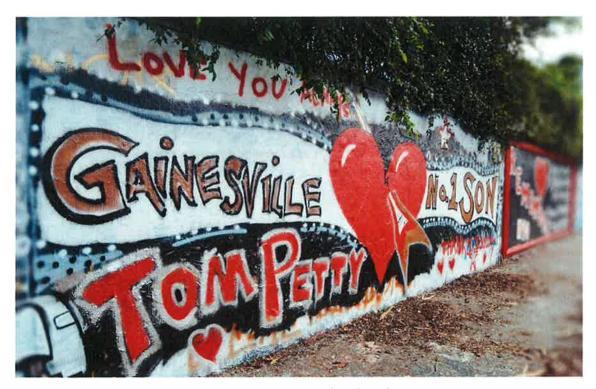


Santa Fe Swamp Wildlife and Environmental Area

Birding, biking, fishing and wildlife viewing are just a few of the activities offered at the <u>Santa Fe Swamp Wildlife and Environmental Area</u>. Use primitive weapons to hunt for feral hogs, turkeys and eastern cottontail rabbits. Are you looking to hunt? Please refer to the <u>Florida Fish and Wildlife Conservation</u>

<u>Commission</u> for details regarding permits and regulations.

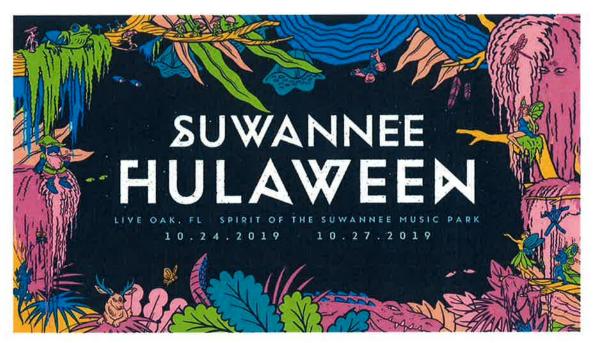
Fall Festivals!



Tom Petty Birthday Bash

Gainesville celebrates Tom Petty's birthday with festivals celebrating the songwriter's legacy. The Tom Petty Birthday Bash takes place at Depot Park

with free admission, October 19-20. Find more info at https://www.tompettybirthdaybash.com. Tom Petty Birthday Weekend takes place on an indoor and outdoor stage at Heartwood Soundstage October 17-19. Find more info at http://tompettyweekend.com.



Suwannee Hulaween

Get ready to feel a sense of fantasy at the Spirit of the Suwannee Music Park.

Uncover an experience of a lifetime surrounded by live music, crazy costumes and vendors! Join the annual music and camping festival from October 24-27, 2019. Do not miss out and act now before time runs out. Visit Suwannee

Hulaween to purchase your ticket today!



65th Annual Columbia County Fair

For decades, Columbia County has been featuring the definition of fun.

Gather your friends and family to celebrate with thrilling rides, exhibits and numerous vendors. But wait, the excitement does not end there! A petting zoo and livestock show is included. The 65th Annual Columbia County Fair will take place from October 25, 2019-November 2, 2019. Mark your calendars today!



St. Marks Stone Crab Festival

Since 1997, a celebration of the stone crab season has occurred in Wakulla County. This year, it is coming back like never before! Come enjoy local delicacies, great music, vendors and a whole lot of stone crab! In addition, a parade, children's activities and educational displays will occur at the event.

The <u>St. Marks Stone Crab Festival</u> will take place on October 26, 2019. Come for a wonderful time!



64th Annual Florida Forest Festival

Join the tree capital of the south with queen pageants, music and parades!

Come support Florida's forests and celebrate with those who encourage forestry. Expect a day fulfilled with shows that include arts and crafts, lumberjack, classic cars, and fireworks. All with free admission! Save the date and attend the 64th Annual Florida Forest Festival on October 26, 2019.



Presents:

6TH ANNUAL STORY FESTIVAL

November 15-16, 2019 **Madison County Agricultural Complex** 182 NW College Loop (Behind Oneal's)

Friday Night Concert Story Slam/Contest Cash prizes ~ 7:00 PM

Saturday Stories All Day Starts 10:00 AM Open Stage at Noon

Featuring

Michael Reno Harrell, Nancy Case, and Susan Brolund





6th Annual Story Festival

Connect yourself with the art and tradition of storytelling right in the heart of north Florida! The 6th Annual Story Festival will be featuring storytellers such as Michael Reno Harrell, Nancy Case, Susan Brolund and many others! Purchase your tickets in advance and head over to the event from November 15-16, 2019. See you then!

Historical Attractions!



Cedar Key Museum State Park

Emerge into Florida's history by visiting the house of Saint Clair Whitman, a local resident that founded the first museum of Cedar Key. Look forward to reflecting on life from the 1920's. In addition, see a display of local seashells and Indian artifacts. Take a stroll through a picturesque nature trail that leads into a salt marsh! Experience geo-seeking, hiking and birding. Make sure to visit Cedar Key Museum State Park for further details!



Union County Historical Museum

A museum with shiny oak floors, cozy atmosphere and stellar displays. See antique decorations, books, photographs and historical data records. Walk by an exhibit of a school bell and a collection of artifacts. The Union County Historical Museum is located in Lake Butler and it is home to Union County's Historical Society!



Most Haunted Town in the South

Did you know that Monticello is considered the most haunted town in the south? Go on an adventure to hunt for ghosts via storytelling concerts and walking tours. Haunted buildings include the Monticello Old Jail Museum, Avery-Clark Bed & Breakfast and the Palmer House. In fact, the Palmer House is well-know for having the most ghost activity! The buildings are open year-round, but are especially popular during Halloween season. Visit Monticello to learn more!

Stay for more?



Shired Island Campground

Owned and operated by Dixie County. No reservations; sites available on a first-come, first-served basis. Part of the Lower Suwannee National Wildlife Refuge, the Shired Island Boat Ramp & Trail provide access to the Gulf, shoreline fishing, and a short trail to a 7,000 year-old archaeology site. You'll want to bring your camera. For anglers without vessels, the ample sea wall provides plenty of shore-fishing opportunities. There are no nearby stores or tackle shops, so come prepared. For more information,

visit http://visitdixie.com/rv.php.

For further information, visit our member websites!

Alachua: www.visitgainesville.com Lafayette: www.townofmayo.org

Bradford: www.bradfordcountyfl.gov Levy: www.visitlevy.com

Columbia: www.springsrus.com Madison: www.madisonfl.org

Dixie: www.visitdixie.com Suwannee: www.visitsuwannee.com

Gilchrist: www.visitgilchristcounty.com Taylor: www.taylorflorida.com

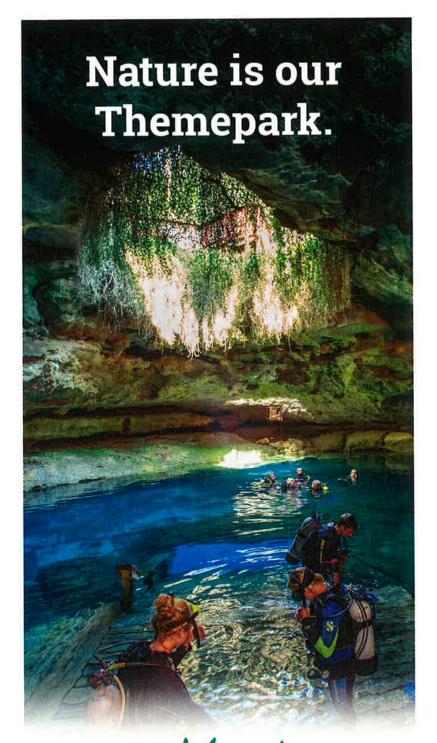
Hamilton: www.hamiltontdc.org Union: www.unioncounty-fl.gov

Jefferson: www.visitjeffersoncountyflorida.org Wakulla: www.visitwakulla.com

Share your photos with us for an opportunity to be featured on our page! #NaturalNorthFlorida

Find Out More





Visit Natural NORTH FLORIDA®

NaturalNorthFlorida.com

ATTACHMENT 1 SCOPE OF WORK

1. PROJECT DESCRIPTION: Section 288.018(1), F.S. establishes a matching grant program (the "Grant Program") to provide funding to regionally-based economic development organizations representing rural counties and communities for the purpose of building the professional capacity of their organizations. The Grant Program may also be used by an economic development organization to provide technical assistance to businesses within the rural counties and communities they serve.

The Original Florida Tourism Task Force d/b/a Visit Natural North Florida (Tax Identification Number 59-3534835) ("Grantee") is an entity created and authorized pursuant to the Florida Interlocal Cooperation Act of 1969, section 163.01, Florida Statutes. Grantee promotes the natural historic and cultural attractions of the following counties: Alachua, Bradford, Columbia, Dixie, Gilchrist, Hamilton, Jefferson, Lafayette, Levy, Madison, Suwannee, Taylor, Union and Wakulla. (the "Region"). The Grantee's goal is to enhance the economy, image, and quality of life through expanded tourism in the Region. Grantee has been awarded grant funds under the Program to provide marketing and promotional services, market research and professional enhancement training for the Region.

2. **GRANTEE RESPONSIBILITIES**: Throughout the term of this Agreement, Grantee shall perform the following deliverables identified in this paragraph 2 and in paragraph 3 below.

2.1 Website Maintenance and Operation:

Continue to maintain, host and operate its website, <u>www.vnnf.org</u>, in order to better inform potential visitors of attractions and events within the region. Website maintenance may include, but is not limited to, adding additional topic-centered landing pages in order to better inform potential tourists of communities, activities, attractions and facilities within the Region and verifying and updating existing content.

2.2 Electronic Newsletters:

Create and distribute electronic newsletters to potential visitors regarding tourist-oriented attractions, facilities and events within the Region. Grantee may request reimbursement for a maximum of four (4) distributions.

2.3 Website Blogs:

Post blogs on its website, <u>www.vnnf.org</u>, in to inform visitors of tourist-oriented attractions and facilities within the Region.

2.4 Update and print hard copy marketing materials:

Update and print various Task Force produced marketing materials, booklets and brochures, including but not limited to, the Visit Natural North Florida Biking Guide, the Visit Natural Florida Springs Guide and the Natural North Florida State-Designated Paddling Trails Guide. These publications will be distributed primarily at travel shows which the Task Force participates in.

2.5 Exhibit at Domestic Travel Shows:

The task force will exhibit at a minimum of one domestic travel show. At the shows, the Task Force will staff a booth, distribute brochures, guidebooks and other materials pertaining to the region and answer questions raised by show attendees. A maximum of two Task Force representatives will staff travel show booths.

2.6 Advertising:

The Task Force will engage in advertising campaigns consisting of online digital and/or print media advertising. At a minimum, the Task Force will place one digital or print advertisement.

2.7 Literature Distribution:

Distribute literature at VISIT FLORIDA welcome centers state-wide, and business locations along major highways. Grantee may request reimbursement for this task a maximum of four (4) times during the agreement period.

2.8 Professional Enhancement Scholarships:

Provide professional enhancement scholarships to Grantee staff, board members and representatives of member organizations to attend training opportunities.

2.9 Memberships in Professional Organizations:

Maintain memberships in or join professional organizations.

3. DEO'S RESPONSIBILITIES:

- **3.1** Monitor the ongoing activities and progress of Grantee as DEO deems necessary, to verify that all activities are being performed in accordance with the Agreement;
- 3.2 Perform Agreement management responsibilities as stated herein;
- 3.3 Reply to reasonable inquires pursuant to the Agreement and,
- **3.4** Review Grantee's invoices for accuracy and thoroughness, and if accepted process invoices on a timely basis.

4. **DELIVERABLES**:

Grantee agrees to provide the following services as specified:

Deliverable No. 1 - Website Maintenance and Enhancements							
Tasks	Minimum Level of Service and Required	Financial Consequences					
	Documentation						
Maintain, host, operate and	Grantee must provide ongoing website	Failure to maintain, host,					
enhance website in	maintenance, hosting, operation and	operate and enhance website as					
accordance with Scope of	enhancements.	specified in Scope of Work 2.1					
Work 2.1	Required Documentation:	will result in non-payment.					
	 Copy of agreement with vendor 						
	Links to additional topic centered landing						
	pages						
	Invoice from provider detailing work						
	completed including additional topic centered						
	landing pages						
	Proof of payment						
	1 7						
Deliverable No. 2 - Electron	ic Newsletters						
Tasks	Minimum Level of Service and Required	Financial Consequences					
	Documentation						
Distribute Electronic	Grantee must prepare and distribute at least one	Failure to prepare and distribute					
Newsletters in accordance	(1) electronic newsletter. Grantee may request	one (1) electronic newsletter as					
with Scope of Work 2.2	reimbursement for a maximum of four (4)	specified in Scope of Work 2.2					
	electronic newsletter distributions during the	will result in non-payment.					
	agreement period.						
	Required Documentation:	-					
	 Include DEO Agreement Manager on 						
	electronic newsletter distribution list						

	Documentation of staff time associated with	
Deliverable No. 3 – Website	this deliverable.	
		Financial Consequences
Tasks	Minimum Level of Service and Required Documentation	Financial Consequences
Post blogs on Chantage	Post one (1) blog on Grantee's website.	Failure to post one (1) blog on
Post blogs on Grantee's website in accordance with	Required Documentation:	Grantee's website as specified in
Scope of Work 2.3	-	Scope of Work 2.3 will result in
Scope of Work 2.5	Copy of agreement with blogger	non-payment.
	• Link to each blog	l non payment
	Photographer release form if necessary	
	Model release for if necessary	
	Invoice from blogger	
	Proof of payment	
Deliverable No. 4 – Update a	and print Marketing Materials	
Tasks	Minimum Level of Service and Required	Financial Consequences
	Documentation	
Update and print hard	Grantee must update a minimum of one (1) hard	DEO will withhold payment for
copy marketing materials	copy marketing material and print a minimum of	failure to update and print hard
in accordance with Scope	1,000 copies.	copy marketing materials.
of Work 2.4	Required Documentation	
	Copy of agreement with vendor	
	Copy of previous material	
	Copy of updated marketing material	
	Proof of payment	
	• Documentation of staff time associated with	
	this deliverable if applicable.	
Deliverable No. 5 Exhibit at		
Tasks	Minimum Level of Service and Required	Financial Consequences
	Documentation	
Exhibit at domestic travel	Grantee must exhibit at a minimum of one (1)	Failure to exhibit at a minimum
Exhibit at domestic travel shows in accordance with	domestic travel show.	of one (1) domestic travel show
	domestic travel show. Required Documentation:	
shows in accordance with	domestic travel show.	of one (1) domestic travel show
shows in accordance with	domestic travel show. Required Documentation:	of one (1) domestic travel show
shows in accordance with	domestic travel show. Required Documentation: • Schedule for each show exhibited at	of one (1) domestic travel show
shows in accordance with	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended	of one (1) domestic travel show
shows in accordance with	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable	of one (1) domestic travel show
shows in accordance with	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a	of one (1) domestic travel show
shows in accordance with	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers	of one (1) domestic travel show
shows in accordance with Scope of Work 2.5	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers	of one (1) domestic travel show
shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers	of one (1) domestic travel show will result in non-payment.
shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required	of one (1) domestic travel show will result in non-payment.
shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation	of one (1) domestic travel show will result in non-payment. Financial Consequences
shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks Conduct advertising	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation Grantee must place a minimum of one (1) digital	of one (1) domestic travel show will result in non-payment. Financial Consequences Failure to place one (1) digital or print media advertisement as specified in Scope of Work 2.8
shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks Conduct advertising campaign in accordance	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation Grantee must place a minimum of one (1) digital or print media advertisement.	of one (1) domestic travel show will result in non-payment. Financial Consequences Failure to place one (1) digital or print media advertisement as
shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks Conduct advertising campaign in accordance	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation Grantee must place a minimum of one (1) digital or print media advertisement. Required Documentation:	of one (1) domestic travel show will result in non-payment. Financial Consequences Failure to place one (1) digital or print media advertisement as specified in Scope of Work 2.8
shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks Conduct advertising campaign in accordance	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation Grantee must place a minimum of one (1) digital or print media advertisement. Required Documentation: Copy of print or digital advertisement Invoice from provider	of one (1) domestic travel show will result in non-payment. Financial Consequences Failure to place one (1) digital or print media advertisement as specified in Scope of Work 2.8
Shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks Conduct advertising campaign in accordance with Scope of Work 2.6	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation Grantee must place a minimum of one (1) digital or print media advertisement. Required Documentation: Copy of print or digital advertisement Invoice from provider	of one (1) domestic travel show will result in non-payment. Financial Consequences Failure to place one (1) digital or print media advertisement as specified in Scope of Work 2.8
Shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks Conduct advertising campaign in accordance with Scope of Work 2.6 Deliverable No. 7 – Literature	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation Grantee must place a minimum of one (1) digital or print media advertisement. Required Documentation: Copy of print or digital advertisement Invoice from provider	of one (1) domestic travel show will result in non-payment. Financial Consequences Failure to place one (1) digital or print media advertisement as specified in Scope of Work 2.8 will result in non-payment
Shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks Conduct advertising campaign in accordance with Scope of Work 2.6 Deliverable No. 7 – Literature	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation Grantee must place a minimum of one (1) digital or print media advertisement. Required Documentation: Copy of print or digital advertisement Invoice from provider Te Distribution Minimum Level of Service and Required	Financial Consequences Failure to place one (1) digital or print media advertisement as specified in Scope of Work 2.8 will result in non-payment Financial Consequences Failure to distribute a minimum
Shows in accordance with Scope of Work 2.5 Deliverable No. 6 – Advertise Tasks Conduct advertising campaign in accordance with Scope of Work 2.6 Deliverable No. 7 – Literatur Tasks	domestic travel show. Required Documentation: Schedule for each show exhibited at Copies of competed registrations for each travel show attended Copies of rental agreements if applicable Competed travel documentation for a maximum of two (2) travelers Minimum Level of Service and Required Documentation Grantee must place a minimum of one (1) digital or print media advertisement. Required Documentation: Copy of print or digital advertisement Invoice from provider Documentation Minimum Level of Service and Required Documentation	Financial Consequences Failure to place one (1) digital or print media advertisement as specified in Scope of Work 2.8 will result in non-payment Financial Consequences

	may request reimbursement a maximum of four (4) times during the agreement period. Required Documentation: 1 sample of each brochure distributed Copy of distribution list and number distributed Invoice from provider Proof of payment	Scope of Work 2.9 will result in non-payment.				
	onal enhancement scholarships					
Tasks	Minimum Level of Service and Required	Financial Consequences				
	Documentation					
Professional enhancement scholarships in accordance with Scope of Work 2.8	Grantee must provide one (1) professional enhancement scholarship. Required documentation: Completed event registration forms Invoice for registration fee Agenda for each event Summary of how attendance at the event built professional capacity Completed travel documentation	Failure to provide a minimum of one (1) professional enhancement scholarship as specified in Scope of Work 2.10 will result in non-payment.				
Deliverable No. 9 – Maintair	memberships in professional organizations	70 W-				
Tasks	Minimum Level of Service and Required	Financial Consequences				
	Documentation (4)	D.1				
Maintain memberships in	Grantee must maintain membership in one (1)	Failure to maintain membership				
or join professional	professional organization.	in one (1) professional				
organizations in	Required Documentation:	organization as specified in				
accordance with Scope of Work 2.9	Copy of registration for each professional organization membership joined or maintained	Scope of Work 2.11 will result in non-payment.				
Total Costs Not to Exceed \$150,000.00						

COST SHIFTING: The deliverable amounts specified within the Deliverables section 4 table above are established based on the Parties' estimation of sufficient delivery of services fulfilling grant purposes under the Agreement in order to designate payment points during the Agreement Period; however, this is not intended to restrict DEO's ability to approve and reimburse allowable costs Grantee incurred providing the deliverables herein. Prior written approval from DEO's Agreement Manager is required for changes to the above Deliverable amounts that do not exceed 10% of each deliverable total funding amount. Changes that exceed 10% of each deliverable total funding amount will require a formal written amendment request from Grantee, as described in MODIFICATION section of the Agreement. Regardless, in no event shall DEO reimburse costs of more than the total amount of this Agreement.

5. REPORTING:

5.1 Quarterly: Grantee shall provide a quarterly report listing all progress relating to the Deliverables in Section 4. Quarterly reports are due to DEO within 30 calendar days after the end of each quarter, until submission of the final invoice package. The ending dates for each quarter of the program year are April 30, 2019, July 31, 2019, October 31, 2019 and February 1, 2020. The quarterly report shall include a summary of project progress, indicating percentage of completion of each Deliverable, the Minority and Service-Disabled Veteran Business Enterprise Report, and all additional reports which are required pursuant to this Agreement, including but not limited to, reports documenting the positive return on investment to the State that results

Florida Department of Economic Opportunity Fiscal Year 2018-19 Regional Rural Development Grant (January 17, 2019 - January 16, 2020) Deliverables and Cost Estimates July 16, 2019

300	Deliverable 2019	\$6,000.00 Website Hosting & Maintenance	\$10,000.00 Add Three Topic-Centered Landing Pages (1 Things to Do, 1 Places to Stay, 1 Places to Eat)	\$2,500.00 Add Six Town Landing Pages - Nancy Moreland	\$8,000.00 VISIT FLORIDA Retargeting Campaign	\$2,000.00 Places to Stay, Places to Eat, and Things to Do Database Devleopment	0.00 Ultimate Bicycle Guide & Landing Page Maintenance and Updates	0.00 Ultimate Springs Guide & Landing Page Maintenance and Updates	0.00 Paddling Landing Page Maintenance & Updates	\$100.00 Ultimate Fishing Page Maintenance & Updates	\$100.00 Florida State Parks Landing Page Maintenance & Updates	\$5,100.00 Website Blogs (60 blogs per at \$85 per blog)	0.00 Design and Print Collateral Material	\$3,000.00 Revise and Print Ultimate Bicycle Guide	\$13,000.00 Domestic Travel Shows (2_shows -Bike Expo NY, Midwest Mountaineering Spring)	0.00 Print Advertising (UnDiscovered Florida, Florida Travel Planner, & Florida Transportation Map)	0.00 Digital Advertising Campaign - Facebook, Google Adword search, Retargeting	\$14,250.00 Scholarships (8 Scholarships @ \$1,781.25)	\$12,000.00 Brochure Distribution	\$1,200.00 Professional Organization Memberships	\$5,650.00 Quarterly eNewsletters	\$22,500.00 Administration	\$150,000.00 Total
Cort Ectimator	7/16/2019	\$6,000.	\$10,000.	\$2,500.	\$8,000.	\$2,000.	\$100.00	\$100.00	\$100.00	\$100.	\$100.	\$5,100.	\$1,300.	\$3,000.	\$13,000.	\$21,500	\$21,500	\$14,250	\$12,000	\$1,200	\$5,650	\$22,500	\$150,000

Florida Department of Economic Opportunity
Fiscal Year 2019-20 Regional Rural Development Grant
(January 17, 2020 - January 16, 2021)
Proposed Deliverables and Cost Estimates
October 17, 2019

imates 17/2019 10.0000 10.0000 10.0000 10.0000 10.0000 10.0000 10.0000 10.0000 10.00000 10.0000 10.0000 10.0000 10.0000 10.0000 10.0000 10.0000 10.00000 10.00	Deliverable		\$12,100.00 Website Hosting & Maintenance	\$8,000.00 VISIT FLORIDA Retargeting Campaign	\$5,100.00 Website Blogs (60 blogs per at \$85 per blog - Two Tree, Inc.)	\$2,500.00 Town Blogs (Nancy Moreland)	\$1,300.00 Design and Print Collateral Material	\$40,000.00 Domestic Travel Shows (5 shows)	\$18,500.00 Print Advertising (Florida Transportation Map, Florida Travel Planner)	\$15,400.00 Digital Advertising Campaign (Facebook, Google Adword search)	\$12,000.00 Scholarships (7 Scholarships)	VisaVues	\$1,000.00 Professional Organization Memberships	\$6,500.00 Quarterly eNewsletters	\$22,500.00 Administration	Total
Cost Est 10/ \$12 \$12 \$8 \$8 \$25 \$21 \$40 \$18 \$15 \$15 \$15 \$15	Cost Estimates	10/17/2019	\$12,100.00	\$8,000.00	\$5,100.00	\$2,500.00	\$1,300.00	\$40,000.00	\$18,500.00	\$15,400.00	\$12,000.00	\$5,100.00 VisaVues	\$1,000.00	\$6,500.00	\$22,500.00	\$150,000.00 Total

"EXHIBIT A" SCOPE OF WORK

- Contractor shall support the North Central Rural Area of Opportunity (RAO) to create a
 marketing and education program focused on introducing consumer/professional to the
 region and informing them about the wide variety of products the region has to offer.
 Contractor shall:
 - a. Represent the North Central Florida ROA region in partnership with the Northwest RAO, to promote VISIT FLORIDA with collateral materials, display and booth designations at the following consumer trade shows:
 - i. Atlanta Camping & RV Show (Jan 24-26, 2020)
 - ii. NY Times Travel Show (Jan 24-26, 2020)
 - iii. Chicago RV and Camping Show (Feb 13-16, 2020)
 - iv. Toronto Outdoor Adventure Show (Feb 21-23, 2020)
 - v. Washington DC Travel Show (Mar 7-8, 2020)
 - b. Provide travel show representative to attend and participate in each event. Participation may include, but not limited to: set up booth, staffing booth, engage in conversations, gather information for reporting
 - c. Provide promotional activities associated with trade show
 - d. Provide to VISIT FLORIDA brief reporting upon completion of each event. Reporting shall include:
 - i. Number in attendance
 - ii. Number of emails obtained with addresses
 - iii. Number of brochures distributed (i.e. FL Park Maps, Unexplored Florida, etc.)
 - iv. Brief written evaluation of each show to include the following:
 - 1. Should you return next year?
 - 2. What promotional value did it bring? (press trips, tour operator partnerships gained, etc.)
- 2. VISIT FLORIDA shall provide the following:
 - a. Upon receipt of proper documentation, **trade show travel and shipping expenses** listed in the attached, Exhibit A not to exceed \$32,000 will be reimbursed; Contractor will be responsible for any additional costs. Any deviation from these budgeted amounts must be presented in writing and approved by the appropriate VISIT FLORIDA manager.
 - b. Upon receipt of proper documentation, expenses listed in the attached, Exhibit A not to exceed \$13,000 for the **Adventure Elevate Education/Tour Operator Networking Conference** will be reimbursed; Contractor will be responsible for any additional costs. Any deviation from these budgeted amounts must be presented in writing and approved by the appropriate VISIT FLORIDA manager.
 - c. Rack space at Welcome Center
 - i. 12 panel folded 4X9 rack size brochure (\$811.30 annual value)
 - d. Booth space at Adventure Elevate Conference (\$3,000 value)
 - e. **Consumer Facebook advertising campaign** targeting VISIT FLORIDA's Adventure Seekers audience (\$33,500 value)
 - f. Consumer PR/Influencer trips (\$17,000 value)
 - g. Four Day Adventure Travel Training for up to 42 people (\$24,000 value)
 - h. New "Unexplored Florida" Tradeshow Display (\$3,000 value)

TOTAL VALUE: \$126,311.30

- 3. Compensation and Payment. For services provided under this Scope of Work, VISIT FLORIDA shall pay Contractor in accordance with Section 2 as outlined in Agreement. The total compensation/reimbursement shall not to exceed \$45,000 as follows:
 - a. VISIT FLORIDA shall reimburse Contractor for actual costs associated with each Trade Show, as outlined in Exhibit A-1, the total is not to exceed \$103,462. Actual costs include travel to and from event and shipping costs for each event. Contractor shall forward an invoice, third party invoices, travel expenses and proof of payment to Amber O'Connell at acconnell@visitflorida.org within 30 days of completion of event.
 - b. Advance Payment: Upon execution of the contract, Contractor shall submit an invoice for a deposit to cover most registration and transportation costs, in the amount of \$20,000. All registration and transportation fees will require invoices/receipts and proof of payment by the Contractor, as proof of deliverables. If receipts are not provided, those fees will be returned to VISIT FLORIDA upon completion of the trade show.

The advance provided by VISIT FLORIDA shall be applied against the invoices submitted for reimbursement and any excess deposit shall be returned to VISIT FLORIDA after the completion of all trade shows.

Budget. The budget for planned events and activities is attached hereto as Exhibit A-1. Any deviation from these budgeted amounts must be presented in writing and approved by the appropriate VISIT FLORIDA manager.

Natural North Florida 2020 BUDGET Trade Shows	2 Attendees Atlanta Camping and RV Show (Jan 24-26 2020)	1 Attendee NY Times Travel Show (Jan 24-26 2020)	2 Attendees Chicago Camping and RV Show (Feb 13-16 2020)	2 Attendees Toronto Outdoor Adventure Show (Feb 21-23 2020)	2 Attendees Washington DC Travel Show (March 7-8 2020)	TOTALS
Registration Fee	\$1,350	\$2,500	\$2,700	\$3,600	\$3,600	\$13,750
Transportation	\$720.00	1,023.00	780	1274	1000	4797
Lodging	\$1,300.00	\$1,332.00	1,294.00	1830	1800	7556
Per diem/Meals	\$324	\$216	642	1284	642	3108
Shipping	\$0.00	\$968.00	118	278	200	1864
Furniture	0\$		\$675	\$250	0	
	\$3,694.00	6,039.00	\$6,209	\$8,516	\$7,542	\$32,000.00
Other Contract Values						
Adventure Elevate Education Conference (May 5-7, 2020)	\$13,000					
Booth Space at Adventure Elevate (In-Kind)	000'E\$					
Rack Space at Welcome Centers (In-Kind)	\$811.00					
Unexplored Florida Tradeshow Display (In-Kind)	\$3,000					
(2) Two Day Adventure Travel Trainings (In-Kind)	\$24,000					
Consumer Social Ad Camapign (In-Kind)	\$33,500					
Consumer PR/Influencer Trip(s) (In-Kind)	\$17,000					
TOTAL CONTRACT VALUE	\$126,311					
Expenses to be reimbursed less \$81,311 in-kind contribution	\$45,000					

The Original Florida Tourism Task Force MEMBERS as of 10/17/2019

ALACHUA COUNTY

(\$15,000 - 3 votes)

Vacant

Ron Gromoll

Visiting Lecturer
University of Florida Department of Tourism,
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Sean Plemons

Content Manager Visit Gainesville/Alachua County 33 North Main Street Gainesville, FL 32601 (w) 352.374.5260 splemons@alachuacounty.us

BRADFORD COUNTY

(\$3,000 - 2 votes)

William Sexton, Vice-Chair

Bradford County Attorney 945 North Temple Avenue Starke, FL 32091-2210 will sexton@bradfordcountyfl.gov (w) 904.368.3902

The Honorable Daniel Riddick

Bradford County
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bccriddick@yahoo.com

COLUMBIA COUNTY

(\$8,000 3 votes)

Vacant

Rod Butler

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Paula R. Vann

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www.springsrus.com

DIXIE COUNTY

(\$2,000 - 2 votes)

Vacant

Russ McCallister

Suwannee Guides and Outfitters PO Box 1345 Old Town, FL 32680 (w) 352.542.8331 (h) 352.325.1520 (c) 352.258.0189 russ776@bellsouth.net www.visitdixie.com www.suwanneeguides.com

GILCHRIST COUNTY

(\$2,000 - 2 votes)

The Honorable Lee Deen

Mayor, City of Trenton 114 North Main Street Trenton, FL 32693-3440 (o) 352.463.4007 WLDeen6757@gmail.com

Patricia Watson

Executive Administrative Assistant City of Trenton 114 North Main Street Trenton, FL 32693 (w) 352.463.4000 pwatson@trentonflorida.org

HAMILTON COUNTY

(\$1,000 - 2 votes)

Vacant

Vacant

JEFFERSON COUNTY

(\$2,000 - 2 votes)

Katrina Richardson, Secretary/Treasurer

Executive Director
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Chamber of Commerce
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David Ward

Monticello-Jefferson County Tourism Development Council 420 West Washington Street Monticello, FL 32344 (w) 850.519.5543 dwardpa@embargmail.com

LAFAYETTE COUNTY

(\$1,000 - 1 vote)

Craig Colton

Suwannee River Rendezvous 828 NE Primrose Road Mayo, FL 32066 (w) 386.295.2510 craigcolton@suwanneeriverrendezvous.com

LEVY COUNTY

(\$4,000 - 2 votes)

Carol McQueen

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Tisha Whitehurst

Director Levy County Visitors Bureau 620 North Hathaway Avenue Bronson, FL 32696 (w) 352.486.3396 tourism@visitnaturecoast.com

MADISON COUNTY

(\$3,000 - 2 votes)

Jackie Blount

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Phyllis Williams

Executive Director
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Chamber of Commerce and Tourism
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phyllis@madisonfl.org

SUWANNEE COUNTY

(\$4,000 - 2 votes)

Charissa Setzer

Marketing Coordinator Suwannee County Tourism Development Council 100 Court Street SE, Suite 214 Live Oak, FL 32064 (w) 386.330.2220 (c) 386.688.3871 charissas@suwgov.org www.visitsuwannee.com

Teena Peavy

Marketing Director Spirit of the Suwannee Music Park 3076 95th Drive Live Oak, Florida 32060 (w) 386.364.1683 teena@musicliveshere.com www.musiclivesehere.com

TAYLOR COUNTY

(\$4,000 - 2 votes)

Dawn Taylor-Perez, Chair

Executive Director
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www.taylorcountychamber.com

Sandy Beach

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UNION COUNTY

(\$1,000 - 1 vote)

Dale Walker

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WAKULLA COUNTY

(\$3,000 - 2 votes)

Natalie Knowles

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Thomas Herndon

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STAFF

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Scott R. Koons

Executive Director Visit Natural North Florida 2009 NW 67th Place Gainesville, FL 32653 (w) 352.955.2200 ext. 101 koons@ncfrpc.org

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THE ORIGINAL FLORIDA TOURISM TASK FORCE VOLUNTEERS, CONSULTANTS AND OTHERS

as of 3/21/2019

VOLUNTEERS, CONSULTANTS AND OTHERS

Donna Creamer - Travel Show Coordinator

Staff Assistant
Gilchrist County Tourist Development Council
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(c) 352.210.1827
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Steven Dopp - Volunteer

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Roland Loog - Volunteer

1907 NW 10th Avenue Gainesville, FL 32605 (h) 352.375.2060 (c) 352.231.2077 rolandgerri@aol.net

Nancy Moreland- Travel Writer

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nmoreland@conveymore.com

Lois Nevins

By All Means Travel 7513 NW County Road 235 Alachua, FL 32615 (w) 386.418.0242 byallmeanstravel@hotmail.com

Tommy Thompson - Blogger

Two Tree, Inc. 24 NW 33rd Court, Suite A Gainesville, FL 32607 (c) 352.284.1763 captommy@me.com

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2019Visit Natural North FloridaMeeting Dates and Counties



Third Thursday of each month, subject to change with advance notice.

January 17:	Alachua
February 21:	Levy
March 21:	Taylor
April 18:	Jefferson
May 16:	Cancelled
June 20:	Wakulla
July 18:	Bradford
August 15:	Lafayette
September 19:	VISIT FLORIDA
October 17:	Gilchrist
November 21:	Columbia
December 19:	Alachua County (Council Office)

Alachua	✓
Bradford	✓
Columbia	✓
Dixie	
Gilchrist	✓
Hamilton	✓
Jefferson	✓
Lafayette	✓
Levy	✓
Madison	✓
Suwannee	
Taylor	✓
Union	
Wakulla	✓