

TOURISM PROMOTION AGREEMENT

Hooters Clearwater Offshore Nationals

THIS AGREEMENT is made and entered into as of the 3 day of November, 2021 ("Effective Date"), by and between Pinellas County, a political subdivision of the State of Florida ("County"), for and on behalf of Visit St. Petersburg/Clearwater ("VSPC"), and Tampa Bay Charities, Inc. a Florida not for profit corporation ("Event Organizer") (collectively, the "Parties," or individually, a "Party").

WITNESSETH:

WHEREAS, in accordance with Section 118-32, Pinellas County Code, and Section 125.0104(5)(a)2., Florida Statutes, VSPC is responsible for promoting tourism in Pinellas County, including funding activities, services, and events that have as one of its main purposes the attraction of tourists; and

WHEREAS, the County, on behalf of VSPC, agrees to provide Tourist Development Tax funding for the Hooters Clearwater Offshore Nationals to be held September 24-26, 2021 ("Event"), organized and operated by the Event Organizer to promote Pinellas County tourism as described in the promotion program as defined herein.

NOW, THEREFORE, in consideration of the foregoing and mutual covenants herein contained, the Parties agree as follows:

1. The term of this Agreement shall commence on the Effective Date and shall remain in full force and effect through March 26, 2022, unless otherwise terminated as provided herein.

2. The County agrees to pay to the Event Organizer the sum of Fifty-Five Thousand Dollars (\$55,000.00) for Sponsorship benefits and up to the sum of Twenty Thousand Dollars (\$20,000.00) for Marketing and Advertising expenditures for a total sum of Seventy-Five Thousand Dollars (\$75,000.00) as an Event sponsor, to sponsor, promote and market Pinellas County tourism in connection with the Event as defined in the promotion program described in Exhibit A attached hereto and made a part hereof ("Promotion Program"). The County shall pay the funding herein in accordance with the following:

A. The funding herein shall be due and payable within forty-five (45) calendar days of Event completion, upon Event Organizer submitting an invoice with all documentation required in Section 2.G. at the address set out in Section 4.

B. Payment shall be made by the County to the Event Organizer in accordance with §218.70 et seq., Florida Statutes, "The Local Government Prompt Payment Act."

C. In the event the Event Organizer: (i) cancels the Event or does not conduct the Event for any reason including, but not limited to, voluntary action or non-voluntary mandates; or (ii) is not in compliance with the terms and conditions of the Agreement; or (iii) is dissolved, or

ceases or suspends its operations for any reason, then any sums not paid or disbursed to the Event Organizer are hereby deobligated, and shall not be paid unless this Agreement is amended in writing by mutual agreement of the Parties expressly authorizing payment of the funding herein on the revised terms as provided in said amendment. The parties further agree that if an Event Organizer cancels an event per (i) above post a fully executed funding agreement but pre-event, the Event Organizer shall either: 1) remit any sponsorship funding monies advanced pre-event which were used for operating expenses; or 2) seek reimbursement for allowable marketing deliverables per the agreement, but only as to those actual, verifiable marketing deliverable costs incurred by the Event Organizer up until the time of cancelling the event.

D. The Event Organizer shall repay the County for all illegal or unlawful expenditures of the funding herein, or for expenditures made by The Event Organizer in breach of any covenant, term or condition of this Agreement, including illegal, unlawful, and/or unauthorized expenditures discovered after the expiration of the term.

E. The Event Organizer shall provide immediate written notice to VSPC if the Event is cancelled, rescheduled, or the scope of the Event is substantially changed from the Event as described in Event Organizer's funding request.

F. The Event Organizer may amend or revise the Promotion Program only with the prior written consent from the Director of VSPC, or his designee.

G. The Event Organizer shall provide a written final report to VSPC within forty-five (45) calendar days of Event completion, which at a minimum shall include documentation establishing that the Event Organizer provided the promotional benefits described in the Promotion Program, including any documentation required in Exhibit A, and shall specify attendance at the Event and room nights generated by the Event in Pinellas County, the methodology used for computing the room nights which methodology must be documentable, supportable, and calculated in compliance with tourism market and research analysis industry standards, and such other information as required by VSPC. Failure to submit the report as required shall disqualify the Event Organizer from being eligible for funding in future years.

3. A. The Event Organizer shall organize, manage, operate and/or conduct the programs, activities, and events, and be solely responsible for all costs and expenses related to the Event.

B. The Event Organizer represents and warrants that it has substantial experience and skill in the business of organizing and promoting the Event and agrees to use its best efforts to organize, manage, operate and conduct the Event in a professional manner, calculated to create a quality, pleasant, enjoyable experience for all participants.

4. Each Party hereby designates the person set forth below as its respective contact person. The person designated herein shall be each Party's prime contact person for coordinating Promotion Program related activities. Notices or reports shall be sent to the attention of each Party's contact person by U.S. mail, postage prepaid, or email to the Parties' addresses as set forth below:

For the County:
Craig Campbell, Director
Community & Brand Engagement
Visit St. Petersburg/Clearwater
8200 Bryan Dairy Rd., Suite 200
Largo, FL 33777
Craig@VisitSPC.com

For the Event Organizer:
Frank Chivas, President
Tampa Bay Charities, Inc.
18395 Gulf Blvd.
Suite 204
Indian Shores, FL 33785
Frank@tbi.net

Any changes to the above representatives or addresses must be provided to the other Party in writing.

5. A. The County reserves the right to terminate this Agreement, without cause, by giving fifteen (15) days advance written notice to the Event Organizer of its election to terminate pursuant to this provision. Should this Agreement be terminated, or the event postponed as provided herein, Event Organizer shall only be entitled to reimbursement of actual costs for goods and/or services received by County from Event Organizer up until the date of postponement or termination of this Agreement, as agreed upon by County staff. Reimbursement shall be based upon submittal and receipt of all supporting, appropriate documentation for such costs.

B. The failure of either Party to comply with any material provisions of this Agreement shall be considered in breach thereof, and shall be cause for immediate termination of the Agreement upon written notice to the defaulting Party.

C. The funds to be used for this Agreement are subject to periodic appropriation of funds by the County. Further, obligations under this Agreement are contingent upon the availability of funds. If funds are not appropriated by the County for any or all of this Agreement, the County shall not be obligated to pay for any promotion benefits provided pursuant to this Agreement beyond the portion for which funds are appropriated. The County agrees to promptly notify the Event Organizer in writing of such failure of appropriation, and upon such notice, this Agreement shall terminate without penalty to the County.

6. A. The Event Organizer shall, upon request, permit the County to examine or audit all records and documents related to the Promotion Program provided for in this Agreement. Event Organizer shall maintain all such records and documents for at least three (3) years following termination of the Agreement, including but not limited to all documents in support of the Event Organizer's funding application and post event reporting.

B. The County through VSPC or VSPC's vendor, has the right to perform on-site surveys during the Event for the purposes of substantiating/verifying Event Organizer's final report and for collecting other information pertinent to the destination.

7. A. Neither the County nor the Event Organizer shall make any express or implied agreements, guaranties or representations, or incur any debt, in the name of or on behalf of the other Party. Neither the County nor the Event Organizer shall be obligated by or have any liability under any agreements or representations made by the other that are not expressly

authorized hereunder. The County shall have no liability or obligation for any damages to any person or property directly or indirectly arising out of the operation by the Event Organizer of its business, whether caused by the Event Organizer's negligence or willful action or failure to act.

B. The County will have no liability for any sales, service, value added, use, excise, gross receipts, property, workers' compensation, unemployment compensation, withholding or other taxes, whether levied upon the Event Organizer or the Event Organizer's assets, or upon the County in connection with services performed or business conducted by the Event Organizer. Payment of all such taxes and liabilities shall be the responsibility of the Event Organizer.

C. The Event Organizer shall indemnify, pay the cost of defense, and hold harmless the County, its officers, employees and agents from all damages, suits, actions or claims, including all costs of defense incurred by the County, of any character brought on account of any injuries or damages received or sustained by any person, persons, or property, or in any way relating to or arising from the Agreement; or on account of any act or omission, neglect or misconduct of the Event Organizer; or by, or on account of, any claim or amounts recovered under the Workers' Compensation Law or of any other laws, regulations, ordinance, order or decree; or arising from or by reason of any actual or claimed trademark, patent or copyright infringement or litigation based thereon; except only such injury or damage as shall have been occasioned by the sole negligence of the County.

8. A. The Event Organizer shall comply with all applicable federal, state and local laws, rules, regulations and guidelines, relative to performance under this Agreement.

B. Neither Party may assign or transfer its rights or obligations under this Agreement without the prior written consent of the other Party.

C. Nothing in this Agreement shall be construed to benefit any person or entity not a Party to this Agreement.

D. In carrying out this Agreement, The Event Organizer shall not exclude from participation in, deny benefits to, or otherwise discriminate against, any person because of race, color, religion, sex, national origin, family status or handicap.

E. This Agreement constitutes the entire agreement between the Parties and supersedes any and all prior agreements, communications, or representations, whether oral or written, with respect thereto.

F. No alteration, change, modification, amendment or waiver to or of this Agreement shall be valid or binding unless in writing and signed by both Parties hereto.

G. Nothing in this Agreement will be construed to create, or be implied to create, any relationship between the County and any contractor, subcontractor or supplier of the Event Organizer, and at all times the Event Organizer is and shall remain an independent contractor and not an agent of the County or VSPC.

H. Sections 2.D., 6.A., and 7.A., B. and C. shall survive the expiration of the term or termination of this Agreement.

I. Time is of the essence with respect to all provisions of this Agreement that specify a time for performance.

J. This Agreement shall be construed, interpreted, and governed by the laws of the State of Florida.

9. Event Organizer acknowledges that information and data it manages as part of the services may be public records in accordance with Chapter 119, Florida Statutes and Pinellas County Public Records Policies. Event Organizer agrees that prior to providing services it will implement policies and procedures to maintain, produce, secure, and retain public records in accordance with applicable laws, regulations, and County policies, including but not limited to the Section 119.0701, Florida Statutes. Notwithstanding any other provision of this Agreement relating to compensation, the Event Organizer agrees to charge the County, and/or any third parties requesting public records only such fees allowed by Section 119.07, Florida Statutes and County policy for locating and producing public records during the term of this Agreement.

10. By signing this Agreement as provided below, Signer attests to all of the following:

A. Signer has the legal authority to enter into the Agreement on behalf of the Applicant organization;

B. Signer is not deriving any direct or indirect benefit or bonus, monetary or otherwise, from the Applicant organization or any other party, including signer's employer, as a result of this funding award; and

C. Signer is not aware of any other third party deriving any direct or indirect benefit or bonus, monetary or otherwise, from the Applicant organization or any other party as a result of this funding award.

<Signature page follows>

11/03/1

IN WITNESS WHEREOF, the Parties herein have executed this Agreement on the day and year first above written.

PINELLAS COUNTY, FLORIDA
by and through its County Administrator

By: 

Barry A. Burton

TAMPA BAY CHARITIES, INC.

By: 

Frank Chivas, President

[Corporate Seal]

APPROVED AS TO FORM

By: 

Office of the County Attorney

Pinellas County TDC Elite Event Funding FY 21
Benefits & Deliverables
Exhibit A

Event Name: Hooters Clearwater Offshore Nationals ("Event")
Event Dates: September 24-26, 2021
Marketing & Advertising Up To Funding Amount: \$20,000
Sponsorship Contribution: \$55,000
VIK Contribution: \$12,625
Total Contribution: \$87,625

I. VSPC will receive, in exchange for its financial support, the following benefits at no additional charge, except as noted:

A. Official Designation Status

- i. VSPC to be designated as Presenting Sponsor of the Event: "Hooters Clearwater National Super Boat Championship presented by Visit St. Pete Clearwater."

B. Marketing & Advertising Plan Funding Support

- i. Pursuant to the marketing plan submitted by Event, a copy of which is attached hereto as Exhibit B, VSPC will reimburse Event up to the sum of \$20,000 for pre-Event marketing deliverables upon submittal and acceptance of post-Event proof of performance documentation. Proof of performance shall include 3rd party invoice(s), proof of payment and proofs or samples that match the marketing plan.

C. Sponsorship Benefits

i. Logo Placements & Broadcast

- a. VSPC logo to be included on all marketing materials, including but not limited to the following:
 1. Six (6) ads in the Tampa Bay Times listing VSPC as a Sponsor.
 2. All local newsletters (e.g. Griffin Productions).
 3. Rack cards and posters located at all sponsor locations, hotels and restaurants.
 4. Two (2) digital billboards on I-4 corridor.
 5. All shirts printed by Event (e.g. volunteers and staff shirts).
- b. VSPC will receive mentions during the live broadcast of the event on NBC Sports Talk Radio, Sports Talk 1040 and during the Event Live Stream produced by sanctioning body.

ii. Digital & Media Benefits

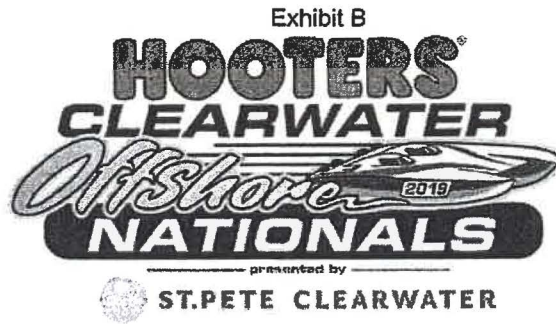
- a. VSPC logo placement on official Event webpage to include hyperlink to VSPC home page
- b. VSPC will be tagged on social media channels including Facebook, Instagram and Twitter

iii. Event Onsite Benefits

- a. BAYSTAR Race VIP Party (Clearwater Marine Aquarium): Opportunity for VSPC exhibit space at main entrance, VIP area and/or Taste Fest entrance to engage attendees.
- b. Sunday Race Day (Pier 60): Opportunity for VSPC to utilize one (1) 10' x 20' space to engage attendees at the base of Pier 60.
- c. VSPC-Branded Boat: Opportunity to display VSPC-branded boat at location mutually determined.
- d. Signage
 1. Prominent placement of VSPC signage and banners at all Event locations (Pier, Pavilion, VIP Parties). VSPC to provide banners. Event to install, remove and return to VSPC at no cost to VSPC.
 2. Commercial units (provided by VSPC) to be played on Video Boards during Event.
 3. VSPC Logo placement in all signage produced by Event.

II. VSPC will provide the following marketing and digital spends on behalf of Event:

- A. VSPC will provide a website pixel for Event to implement onto its website (clearwatersuperboat.com). The pixel will allow for improved digital retargeting and provide the event and VSPC robust visitor data, including bookings, visitor demographics and other pertinent booking information. Estimated \$3,125.00 value.
- B. VSPC will provide an onsite survey team to collect tourism-related data and information during the Event. VSPC to develop the questionnaire and pay the cost for hiring and training staff as well as any promotional items used to incent participation. Event to provide space and power, if needed, upon request by VSPC and at no charge to VSPC. Estimated \$9,500.00 value.



MARKETING PLAN

Title: Hooters Clearwater Offshore Nationals

Date: September 24-26, 2021

Location: Clearwater Beach, Coachman Park, Pier 60 Park, Downtown Clearwater 400-600 Block

Purpose

To produce an elite destination event in the Clearwater/Clearwater Beach area during the historically slowest time of year for tourism. We also aim to expose the revitalized Downtown Clearwater area to both visitors and locals alike and raise funds for our local charities.

Media Category

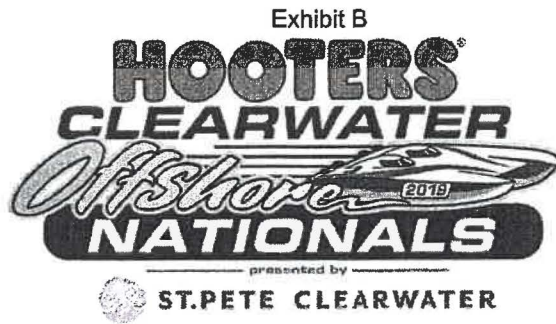
Our media outlets consist of the following:

- Spectrum- TV spots in 2.2 million homes from Clearwater across the I-4 Corridor to Volusia, Flagler and Brevard Counties covering 17 counties total. In addition, Spectrum will have live updates on Bay News 9- CFL 13, fluidity TBD
- NBC Sports Talk Radio- Produces a live show and broadcasts it across their Tampa, Central Florida/Orlando locations. These broadcasts begin approximately one month prior to the event and has a market value of \$250,000
- Billboards- Throughout the Tampa Bay area promoting the event. Estimated marketing value of \$10,000
- Newspapers- Tampa Bay Times event advertisements approximately 6 weeks in advance. Market value of \$60,000
- Hooters Inc.- Promote event in the following store locations: 49 Florida, 14 Chicago, 1 New York City. Agreed to advertise in house, with signage, Hooters TV and promotional opportunities such as a "Event, Stay & Food Inclusive Get Away," value \$250,000. We are in the process of securing Hooters of America Inc., and the remaining 350+ restaurants that are located throughout 42 states and 29 countries, fluidity TBD, value TBD
- Other- Print materials posted/given away throughout Clearwater Beach at sponsored hotels & restaurants (\$8,000), other TBD local advertising ie. Destination Tampa Bay Magazine, Griffin Productions, Belleair Bee, Clearwater Beacon

Market

International boat races take place all around the country and have gained approximately 1 million fans attending the events annually. With the races already large following, the market has no limit, especially when it is brought to the NUMBER 1 BEACH IN THE COUNTRY!

Our target age group ranges from approximately 30-60 years old with a focus on visitors outside of Pinellas County to encourage overnight stays. According to the 2019 Economic Impact Report over 80%



of the attendees resided outside of Pinellas county and 2/3 of those attendees stayed an average of 3-4 nights.

Timing

We have continuously hosted the event in the last week of September or first week of October, just before stone crab season. This is historically the slowest time of year for tourism, which since 2009, has been increased due to the 150,000 attendees over the three-day event.

Description

The Hooters Clearwater Offshore Nationals begins on Friday by kicking off with the annual boat parade, which in 2017-2019 went through downtown Clearwater. This draws a large crowd and continues into a block party where we have a main stage featuring a well-known artist, (The Black Honkeys, 2017-2019), food trucks, raffle give-aways and much more. We host the Baystar VIP party which has been hosted both at Station Square Park as well as Coachman Park. This area serves unlimited appetizers, drinks and additional entertainment. On Saturday, we have the Boat Race Village down in Coachman Park where guests can come meet the race teams, get autographs and photos. We also host another downtown block party during the day with multiple vendors, live entertainment, food trucks and more and we end the night with a firework show with Sunsets of Pier 60. Sunday is Race day and all of the festivities move to Pier 60 for the race viewing, various hotel VIP parties and finally the awards ceremony held at Marina Cantina.

Marketing Costs

Company	Cost (based on 2019)	In- Kind
Koncrete Inc. Commercial	\$1,930.00	
Genesis Communication (Radio)	\$2,900.00	
CCM Graphics (Print materials)	\$3675.00	
Fleming Advertising (graphics)	\$4,324.28	
Tampa Bay Times	\$5,135.70	\$20,000.00
Spectrum		\$200,000.00
NBC Sport Talk Radio		\$250,000.00
Billboards		\$10,000.00
Hooters		\$250,000.00 (TBD)
Website/Social Media	\$5,000.00	
Griffin Productions	\$430.00	
Wlx (website)	\$194.00	
Total	\$ 23,588.98	\$730,000.00

Initials