

**MULTI-YEAR CONCESSION AGREEMENT – AMENDMENT #7**  
 (Manatee Springs State Park and Fanning Springs State Park)

THIS AMENDMENT #7 TO CONCESSION AGREEMENT (“Amendment #7”) is entered into between the State of Florida Department of Environmental Protection (“Department”), an agency of the State of Florida, by and through its Division of Recreation and Parks (“Division”), and Anderson’s Outdoor Adventures, LLC (“Concessionaire”).

**RECITALS**

WHEREAS, on or about March 14, 2013, the Department and Concessionaire entered into a Concession Agreement (DEP Contract No. MY-0912) (the “Original Concession Agreement”); and

WHEREAS, pursuant to the Original Concession Agreement, the Concessionaire agreed to provide certain goods and services at Manatee Springs State Park and Fanning Springs State Park (the “Parks”), as such goods and services are more particularly described in the Original Concession Agreement; and

WHEREAS, the Original Concession Agreement was modified by the following amendments entered into by and between the Department and Concessionaire (collectively, the “Amendments”):

Document Title	Document Date	Short Reference
Multi-Year Concession Agreement - Amendment #1	dated 12/12/2013	(“Amendment #1”)
Multi-Year Concession Agreement - Amendment #2	dated 3/18/2015	(“Amendment #2”)
Multi-Year Concession Agreement - Amendment #3	dated 2/16/2016	(“Amendment #3”)
Multi-Year Concession Agreement - Amendment #4	dated 10/31/2018	(“Amendment #4”)
Multi-Year Concession Agreement - Amendment #5	dated 2/26/2019	(“Amendment #5”)
Multi-Year Concession Agreement - Amendment #6	dated 8/15/2019	(“Amendment #6”)

WHEREAS, the Original Concession Agreement as modified by the Amendments, and all exhibits/attachments referenced therein (collectively, the “Agreement”), is incorporated in this Amendment #7 by reference; and

WHEREAS, pursuant to Paragraph 3 of the Agreement, the term of the Agreement expires on August 31, 2019 and the parties wish to extend the expiration date as set forth in this Amendment #7; and

WHEREAS, the parties wish to exercise the extension discretion afforded by Paragraph 3 of the Agreement.

NOW, THEREFORE, the parties hereby mutually agree as follows:

1. Recitals:

The Recitals are true and correct and are incorporated herein by reference.

2. Modifications to the Agreement:

- a. Extension: Paragraph 3 of the Agreement is hereby amended to change the Agreement expiration date from midnight Eastern on December 31, 2019, to midnight Eastern on June 30, 2020.
- b. Compensation: Paragraph 24 of the Agreement is hereby deleted in its entirety and replaced with the following language:

"Compensation. The Concessionaire shall pay the Department a commission fee based on the following schedule and pursuant to the terms set forth in this Agreement, including, but not limited to, Paragraph 25 and 26, and Exhibit G herein:

1. Period 1:

Upon execution by all parties through April 30, 2014 ("Period 1"), the Concessionaire shall pay a commission equal to 2% of Total Gross Sales each month, plus the applicable State Use Tax, (a percentage of the amount paid to the Department, equal to the sum of the state sales tax and applicable county discretionary sales tax percentages);

2. Period 2:

From May 1, 2014 through April 30, 2015 ("Period 2"), the Concessionaire shall pay a commission equal to 3% of Total Gross Sales each month, plus the applicable State Use Tax, (a percentage of the amount paid to the Department, equal to the sum of the state sales tax and applicable county discretionary sales tax percentages);

3. Period 3:

From May 1, 2015 through December 31, 2015 ("Period 3"), the Concessionaire shall pay a commission equal to 4% of Total Gross Sales each month, plus the applicable State Use Tax, (a percentage of the amount paid to the Department, equal to the sum of the state sales tax and applicable county discretionary sales tax percentages); and

4. Period 4:

From January 1, 2016 through June 30, 2020 ("Period 4"), the Concessionaire shall pay a commission equal to 3% of Total Gross Sales each month, plus the applicable State Use Tax, (a percentage of the amount paid to the Department, equal to the sum of the state sales tax and applicable county discretionary sales tax percentages).

"Total Gross Sales," for this Agreement, shall be defined as all sales of goods, merchandise, food and beverage, vending, and other permissible services generated from the Concessionaire's Services at or associated with the Parks. This includes all sales made or advertised within the Parks, advertised on the Concessionaire's website associated with the Parks, transactions conducted through the point of sale and bank accounts utilized by the Concessionaire for its Parks operations, and sales generated by subcontractors or related entities whose sales are associated with the Concessionaire's authorized operations at the Parks. Total Gross Sales shall not include:

1. Sales tax collections,
2. Gratuities,
3. Funds collected on food consumed by the Concessionaire's employees,
4. Pass through fees, which include:
  - a. Park admission fees collected by the Concessionaire on behalf of the Department, and

- b. fees collected by the Concessionaire on behalf of the Department, or
- 5. Funds that were collected but have been refunded to the customer.

Sales of goods and services and collections of sales tax shall be accounted for separately at the point of sale. If the Concessionaire is unable to do this, it shall calculate sales tax from gross receipts using a method approved by the Florida Department of Revenue."

3. Ratification:

Except as modified by this Amendment #7, the Agreement remains in full force and effect and is hereby ratified and confirmed. This Amendment #7 shall be attached to and incorporated into the Agreement. In the event of a conflict between the Agreement and this Amendment #7, this Amendment #7 shall control. Henceforth, the term "Agreement" shall mean the Agreement as further amended by this Amendment #7.

4. Merger:

The Agreement constitutes the entire agreement between the parties with respect to the Concessionaire's services at or within the Parks, and integrates all understandings and agreements between the parties, whether oral or written, with respect thereto. The Agreement supersedes any prior agreement regarding the Concessionaire's services at or within the Parks and may not be modified except by written instrument signed by both the Department and the Concessionaire.

5. Execution in Counterparts:

This Amendment #7 may be executed in two identical counterparts, each of which shall be deemed an original. The two, executed, identical counterparts shall constitute this Amendment #7. If any signature is delivered by facsimile transmission or by e-mail delivery of a ".pdf" format data file, such signature shall create a valid and binding obligation of the party executing (or on whose behalf such signature is executed) with the same force and effect as if such facsimile or ".pdf" signature page were an original thereof. Any party transmitting an electronic signature shall provide the inked original thereof to the receiving party, at the receiving party's request.

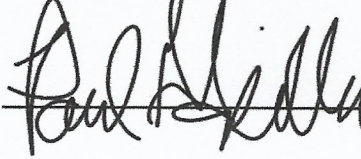
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WHEREFORE, the parties hereto have caused this Amendment #7 to be executed as of the day and year last set forth below.

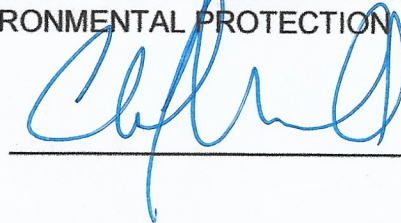
ANDERSON'S OUTDOOR  
ADVENTURES, LLC

STATE OF FLORIDA DEPARTMENT OF  
ENVIRONMENTAL PROTECTION

By:

  
\_\_\_\_\_

By:

  
\_\_\_\_\_

President or Authorized Representative

Secretary's signature or designee

Printed Name: Paul G Spillers

Printed Name: Cliff Maxwell

Title: Owner

Title: Bureau Chief

Date: 12/23/2019

Date: 12/28/19