

Tab A- Response

Good Day!

My name is Captain Joseph Anthony Pennino, Jr. The name of my company is **ISLAND GIRL CRUISES LLC**. I have a 100 Gross Register Tons Masters license to operate commercial boats.

My office will be at my house, and I will monitor the website and accept telephone calls to book passengers for trips on the river.

I have owned and operated boats both large and small since I was 15 years old. Recently I Captained two passenger tour boats that carried between 40 and 49 passengers in Pinellas County.

Tab B-

My name is Captain Joseph Anthony Pennino, Jr.

My telephone number is 727-638-7470.

My home address is 801 Riverview Lane Tarpon Springs, Fl 34689.

I currently have a Master license to captain vessels up to 100 Gross Register Tons upon near coastal waters as stated on my license, which I am providing a copy. I am the sole owner/operator of the vessel **ISLAND GIRL** which will be ferrying passengers on the river.

Tab C-

References:

Mic, Harbor Master at City of Tarpon Springs Marina.	727-481-2347
Captain George Billiris, owner of St. Nicholas Boat Lines.	727-946-3031
Rose Cator, First mate on the previous boat that I operated.	1-303-229-0906
Amanda Lakey, First mate on previous boat that I operated.	727-599-3664

Tab D-

I agree to pay the City a minimum equal to 3% of the gross revenue on a quarterly basis.

Tab E-

1. Staff includes myself, the Captain and one First mate.
2. Hours of operation will be dependent on the COVID 19 situation , weather, and meeting the minimum passenger count to cover expenses.
3. Our Grand Opening Special will be a 2 hour boat ride from Simms Park heading west on the Cotee River to Durney Key and back for \$25.00 per person

Joseph A Pennino Jr.

Tab E-

4 ISLAND GIRL is a brand new vessel with a marine bathroom inspected and approved by the U.S. Coast Guard.

5. I, Captain Joseph A Pennino, Jr. will be marketing and overseeing the business.

6. Enclosed is a copy of the contract detailing the new boat being built, estimated date of delivery is September 1, 2020 or before.

7. I will follow the rules for advertising that the City allows in the 3 x 3 area. If the City would allow us to place more signs in the Downtown area, we would gladly do it. We would provide sign examples for approval.

Tab F-

1. The target market will probably be an older crowd. I plan to visit private clubs and 55 and older communities.

2. Advertising will be Internet, signs where allowed and visiting private clubs and 55 and older communities. We're going to contract with a Public Relations firm to launch the business.

3. Sample promotion: Approach the Elks Club and tell them to sell 20 tickets to fill the boat @ \$25.00 each. If that is accomplished, ISLAND GIRL will donate back to the club \$100.00.

4. I have owned my own businesses for the last 40 years. A quote from the Bible, "One has to sow the seed before he can gather the crops." I'm spending \$90,000.00 on this new boat. I'm prepared to spend thousands more on marketing and promotions providing we get healthy again and can sit close to one another.

5. I would consider donating complimentary cruises from time to time for charitable causes.

Tab G-

A One-year financial plan at this time is probably impossible to forecast. Everything is dependant on COVID 19.

I will enclose a copy of my Vanguard account. I own several properties in Pinellas County that you can verify on the Property Appraiser's website. I will also provide a copy of previous years income taxes if wanted. I AM 100% DEBT FREE.

Joseph A Pennino Jr.

Tab H-

1. Both Captain and First Mate have to belong to a Drug Consortium mandated by the U.S. Coast Guard. We randomly get drug tested.
2. Upon acceptance of our application we will secure the necessary business licenses required.
3. I have visited Simms Park and find it to be an ideal location for my new business.

Note about insurance:

My agent will provide a letter of intent upon request.

Workman's Compensation:

With only 2 employees , I am not required to carry Workman's Compensation Insurance.

Joseph a. Pennino J.

1/1/2019

4022
120.00

2019

Regions

12/24-12/30/18

120.00

ODYSSEY CRUISES LLC.

Joseph A. Pennino Jr.

1/7/2020

4782

240.00

2020

Regions

12/30-1/5/20

240.00

I was employed by Odyssey Cruises
in Tarpon Springs as a Captain.

These are my first pay stub and my last
pay stub.

Joseph A Pennino Jr.



TRIDENT PONTOONS, INC.

28240 Lake Industrial Boulevard, Tavares, Florida 32778 Tel. 352-253-1400/1401 Fax. 352-253-1402

April 25, 2020

Captain Joe Pennino, Jr
801 Riverview Lane
Tarpon Springs, FL 34689

Tel: 727-638-7470
Email: Joe.tarponstarter@gmail.com

COPY OF
NEW BOAT
Being BUILT

Purchase Order/Agreement

Reference: Trident 3010 Commercial Grade Pontoon Boat with Dual Motors

Dear Captain Joe,

Thank you for your interest in Trident Pontoons. As a result of your visit and our subsequent conversations, I have formulated this purchase order/agreement for your Trident 3010 Catamaran.

The basic boat would be 30 feet long, 10 feet wide with 34" diameter pontoons. The pontoons are constructed of .090/.125, 5052 marine grade aluminum and have airtight chambers every 5-foot section complete with inspection ports. The height of the fully welded M brackets and 2x4 structural cross channels guarantee higher freeboard. The decking is surfaced with marine grade vinyl and the 4x4x1/4" structural angle forms a continuous fully welded grid which is bolted to each cross channel. The helm station is raised and complete with commercial aluminum custom console and captain's chair. The boat will be certified for up to 20 passengers, plus two crew members. The boat would be delivered turn-key complete with U.S. Coast Guard certification.

List of Equipment

1. 4 heavy duty aluminum deck cleats forward, aft, port and starboard complete with S.S. through bolts
2. Control single with trim
3. Hydraulic steering with relative hardware (dual)
4. Ignition switch and harness (dual)
5. Perko battery switch

6. Tachometer (2)
7. Volt meter (2)
8. Fuel gauge (2)
9. 50-gallon gas tanks (2)
10. Fill cap assembly (2)
11. Cranking battery (2)
12. Running lights (set)
13. Docking lights (set)
14. Zinc anodes (2)
15. Perimeter bench style aluminum seats for 20 passengers
16. Hard top complete with upright supports
(15 linear feet +/-)
17. Privacy head complete with vanity and flushing toilet
18. Sound and PA system complete with four speakers and microphone
19. VHF
20. 3 Interior lights
21. Garmin chartplotter (owner supplied)
22. Save-a-life ladder

Coast Guard Equipment Package

23. Flash lights
24. First aid kit
25. Personal flotation devices (20 + 2 adult and 2 child)
26. Flare kit
27. Ring buoy with float rope
28. Emergency beacon
29. Anchor chain and rope
30. Boat hook
31. Galvanized fire bucket (3)
32. Horn single
33. Fire extinguisher with bracket (3)
34. Hand pump with 10-foot hose

Power Package

35. Two 150hp Mercury Seapros complete with props

**Total for Trident 3010 Catamaran Basic Cost with Accessories,
Coast Guard Equipment and Power Packages:**

\$82,000.00*

***Plus Florida Sales Tax if Applicable**

Our boats have a one-year warranty against all materials and workmanship. There are no other warranties implied. The freight would be calculated at \$3.00 per mile from Tavares, Florida to the point of destination.

Terms of payment would be as follows:

\$12,000.00 deposit due upon placing the order

\$35,000 upon completion to the deck

Balanced due upon completion of the vessel FOB our plant

Normal construction time for the model 3010 is approximately 120-150 working days.

I hope all of the above is clear and to your complete satisfaction. If you have any questions, please feel free to call me at my office (352) 253-1400 or on my cell phone at (352) 408-6351.

With Kindest Regards,



Robbie Cunningham
Trident Pontoons, Inc.

For Acceptance:

Captain Joe Pennino, Jr.