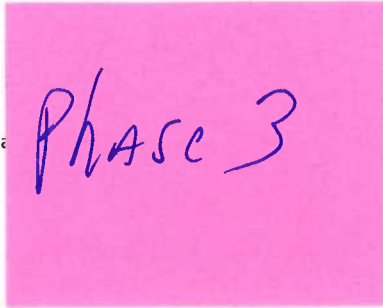


Proprietary and Confidential



Party Acquisition



www.fvigroup.org

July 1, 2021

Steve Howard, Camden County Administrator
Spaceport Camden Project Lead
200 East 4th Street
PO Box 99
Woodbine, Ga 31569

Dear Steve,

The FVI Group has successfully completed Phase Two , has submitted the Business Plan to the County Commissioners, and has a number of NDA's executed with interested parties. Thank you for the opportunity to facilitate this exciting initiative.

During Phase Two, FVI has, in good faith, simultaneously undertook Phase Three initiatives - and potential opportunities - to minimize potential lost revenue and tenants.

In fact, FVI is in active discussions with four (4) Launch Service Providers, four (4) satellite manufacturers, two (2) Govt Agencies, three (3) cloud computing/IoT Companies, a National Communications Company, and a LOI with a Master Development Group. FVI is devoting its full efforts to successfully complete Phase Three with the objective to accelerate Phase Three closes.

Attached, please find the FVI Statement of Work for Phase Three for your review. Don't hesitate to reach out if you have questions or the need for clarification on any topic.

Please review the attached, and if there are no questions, please sign and forward to me so that we may continue our efforts in making Spaceport Camden a reality!

Warm Regards,

Greg Ammirati
President
FVI Group
(815) 236-2893
grega@fvigroup.org



Proprietary and Confidential. Attorney/Client Privileged-Real estate Property Acquisition

Camden County Phase Three Statement of Work

Three

Phase ~~Two~~ July thru December

Define Cross-Vertical Markets and Identify 20 Prospects

- Given the Business Plan, the team will identify and define the Ideal Customer Profile across eight (8) vertical target markets (ex: Launch, Satellite, Manufacturing, Education)
- Develop and build Messaging, Presentations, Value Propositions, ROI Models, Business Justifications, etc. specific to, and for, each Vertical
- Pilot a variety of GTM and Messaging strategies to achieve optimal alignment and interest
- Identify Ideal Target Companies/Entities for each market
- Identify Key Contacts from each Target Company
- Identify Existing Relationships, Contacts, etc. within the Camden team. Ask for warm intros - "Divide and Conquer"
- Assign Priorities and Sales approach for each
- Build the Attack Plan for Deal Closure and Success
- Execute LOI's with Spaceport Camden tenants and Developers

Fees:

Hub Invoices and Progress Reports submitted on 15th and 30th of each month. *which are part of the approved Cost Proposal Phase Three.*



Proprietary and Confidential. Attorney/Client Privileged-Real estate Property Acquisition

Per: *Gary Blount*
Gary Blount,
Camden County Board of Commissioner

Date: 7-16-21

FENIMORE VENTURES, LTD.

Per: *Greg Ammirati*
Gregory Ammirati
CEO, FVI Group

Date: 7/23/2021



Attorney Client Privilege - This material is exempt from public disclosure pursuant to OCGA 50-18-72(a)(9) as pertinent to real estate acquisition.

CAMDEN COUNTY PROFESSIONAL/TECHNICAL SERVICES PROGRAM AND PROJECT SCOPE

COST PROPOSAL PHASE THREE- JUNE 30 2021

Summary:

- The team needs to immediately begin preparing for "Post-FAA Licensing" Activities
- Every Day of inactivity on our part offers the Competition with irreversible advantages
- The Initiative is complex, political, potentially expensive, and requires sophisticated thought, planning, and execution
- Over-Arching Objective is to deliver committed tenants to Camden by end of 2021- presuming activities beginning before end of 2020
- Requirement is a Collaborative, Candid, and "Commission-Approved" One Year Project
- Initiative must be executed affordably, ethically, legally, and timely
- Phase One is critical for building consensus on approach, feasibility, budgets, and execution approach/timelines
- Phase Three is the beginning of Target Market definition and Contact
- Phase Three is the consummation of efforts with Target Market Commitments

FVI Approach:

- Three-Phased Project, that will align with 2021 Deliverable
- Phase One: Development and Finalization of an Executable Strategic and Tactical Business Plan—"Feasibility Plan and Cost Analysis"
- Phase Two: Define Cross-Vertical Potential Ideal Markets and Identify 20 Specific Targets
- Phase Three: Develop and Execute Sales Plan to Deliver Committed Potential Tenants

Phase One: Develop and Finalize Business Plan- Jan thru April----- COMPLETED March 31, 2021

- Initiate Nine P Structure/Approach with Commissioners to determine their Ideal Operating Structure and desired Operating plan
- Phone Interviews/F:F Interviews as Needed
- Candid dialogue regarding costs, opportunities, challenges, benefits on desired approaches



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- Determination of Unknown Critical Information pieces and assignment of tasks (ex-Financing deals, Investment Incentives)
- Follow Up Discussions, Challenges, Ideas, Pro's/Cons of each Approach, etc.
- Build Consensus and Agree to Plan of Action
- Provide Alternatives, Cost and Time Ramifications, and Candid Analyses
- Build Feasibility Plan based on Commission's Desired Approach
- Deliver an Approved, Signed-Off, Business and Tactical Plan

Phase Two: Define Cross- Vertical Markets and Identify 20 Prospects- April 1 thru June 30-----COMPLETED

- Aligned with the Business Plan, the team will identify Ideal Customer Profile across vertical target markets (ex: Launch, Satellite, Manufacturing, Education)
- Develop and build Messaging, Presentations, Value Propositions, ROI Models, Business Justifications, etc. for each
- Experiment with the Sales Tactics/Messaging for optimal alignment and success
- Identify Ideal Target Companies/Entities for Each Market
- Assign Priorities and Approaches for each
- Identify Existing Relationships, Contacts, etc. within the Team
- Build the Attack Plan

Phase Three: Execute Sales Plan, Adjust/Adapt, Succeed- July 1 thru December 31

- Build and agree on an Attack Plan, Sales Plan, and Target Audience
- Refine All Messaging, Value Statements, Incentives, ROIs etc. relevant for each target company
- Schedule Appointments, utilize Relationships, engage in a pro-active prospect outreach campaign to get Meetings
- Execute on our Sales Approach- revise as needed
- Secure Commitments for Partnership with Camden vis a vis NDA's, LOI's, and Contracts
- First LOI is expected by July 20, 2021

Cost Proposal:

- This Project will be executed by Subject Matter Experts from the FVI Team.
- The Phase Three Target Market and Prospect Definition is a Fixed Fee Engagement, not to exceed \$27.5k monthly for months July thru September. Monthly fees for period of October thru December 2021 will be lesser of 27.5k and \$20k/month, based on changing economic conditions. This includes all Travel and Expenses
- Expected Completion is 31 December 2021, based on Project Plan TBD
- Fees are paid twice monthly on the first (1st) and fifteenth (15th) of the month.



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- FVI is responsible for timely invoice submission and monthly Activity Reports to the County Administrator- and will align with the mutually agreed to Deliverable Project Plan
- Any additional potential costs must be submitted in writing to County Administrator and prior approval is required

IN WITNESS WHEREOF the parties have executed this Agreement as of the day and year first below written.

Per: *Gary Blount*
Gary Blount
Chairman,
Camden County Board of Commissioner

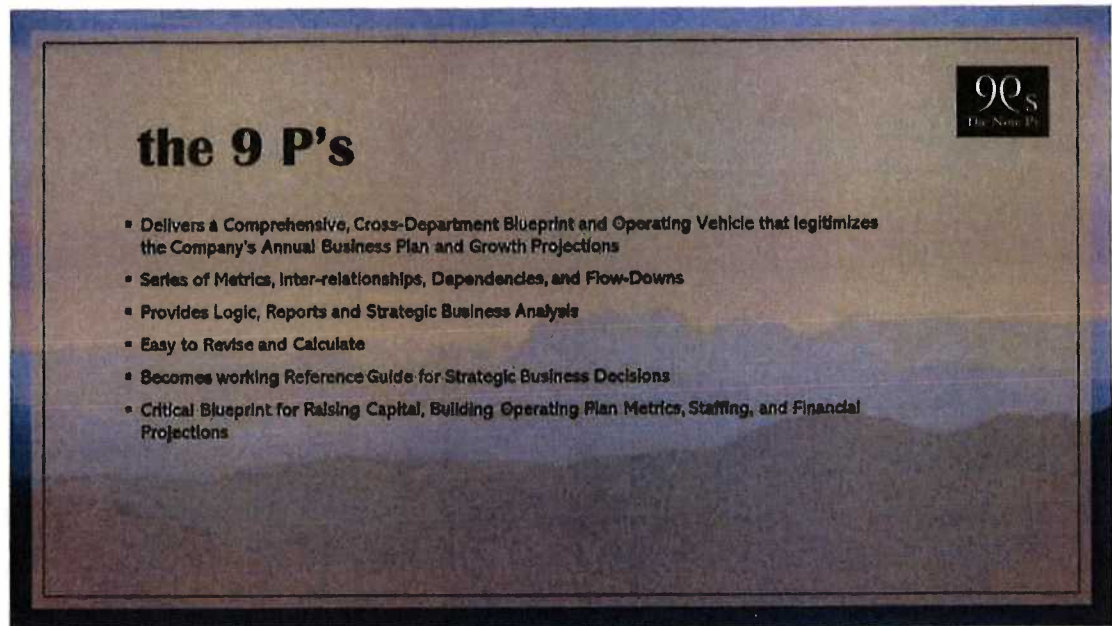
Date: 7-16-21

FENIMORE VENTURES, LTD.

Per: *Greg Ammirati*
Gregory Ammirati
CEO
FVI Group

7/23/2021
Date: _____

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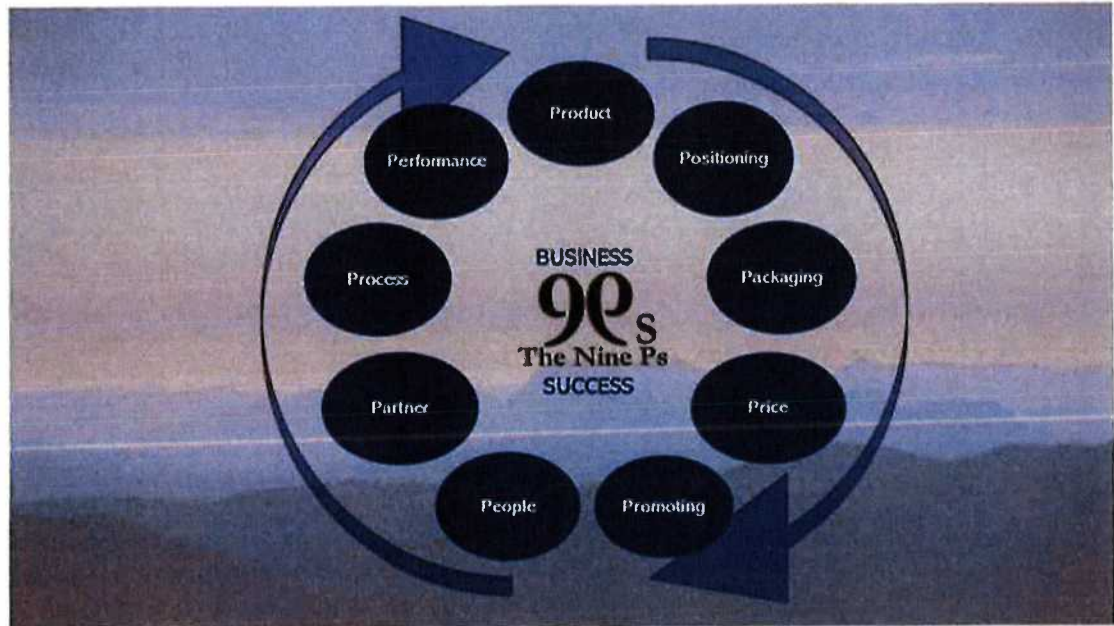
the 9 P's

- Delivers a Comprehensive, Cross-Department Blueprint and Operating Vehicle that legitimizes the Company's Annual Business Plan and Growth Projections
- Series of Metrics, Inter-relationships, Dependencies, and Flow-Downs
- Provides Logic, Reports and Strategic Business Analysis
- Easy to Revise and Calculate
- Becomes working Reference Guide for Strategic Business Decisions
- Critical Blueprint for Raising Capital, Building Operating Plan Metrics, Staffing, and Financial Projections

90s
The New P's

Attorney Client Privilege - This material is exempt from public disclosure pursuant to OCGA 50-18-72(a)(9) as pertinent to real estate acquisition.

Exhibit B:
The FVI Nine P's Approach



GOAL 2	GROW THE LOCAL ECONOMY
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<p>ACTION: Spaceport Development: Securing License, Regional Collaboration, Business Plan Development, Market Plan, Operations, Direction, and Next Steps</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center;">PRIORITY</td> </tr> <tr> <td style="text-align: center;"><i>Policy – Top</i></td> </tr> </table>	PRIORITY	<i>Policy – Top</i>				
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Responsibility: County Administration							

<p>ACTION: Innovation Research Park: Development</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center;">PRIORITY</td> </tr> <tr> <td style="text-align: center;"><i>Policy – High</i></td> </tr> </table>	PRIORITY	<i>Policy – High</i>				
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