

CONTRACT, LEASE, AGREEMENT CONTROL FORM

Date: 02/20/2024

Contract/Lease Control #: C22-3199-TDD

Procurement#: N/A

Contract/Lease Type: AGREEMENT - CLOSE-OUT

Award To/Lessee: DYN SALES SOLUTION, LLC

Owner/Lessor: OKALOOSA COUNTY

Effective Date: 08/01/2022

Expiration Date: 10/01/2024

Description of: SALES & HOSPITALITY TRAINING FOR DESTINATION TEAMS

Department: TDD

Department Monitor: ADAMS

Monitor's Telephone #: 850-609-5394

Monitor's FAX # or E-mail: JADAMS@MYOKALOOSA.COM

Closed: February 20, 2024

CC: BCC RECORDS

CONTRACT CLOSE-OUT CHECKLIST
(To Be Prepared by the Contracts & Lease Coordinator)

DATE: January 29, 2024

TO: Finance Department

SUBJECT: Contract No. C22-3199-TDD

MANAGING DEPARTMENT: TDD

CONTRACTOR'S NAME: Dyn Sales Solution, LLC

PROJECT TITLE: Sales & Hospitality Training for Destination Teams

The attached has met the final payment contract requirement in subject contract.

Yes No

1. <u>Final Invoice</u>	X	
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Yes No N/A

2. <u>Close-Out Documents</u>		
a. <u>Signed Release of Lien</u>		X
b. <u>Proof of Completion Advertisement</u>		X
c. <u>Certificate of Insurance</u>		X
d. <u>Consent of Surety to Final Payment</u>		X
e. <u>Proof of Performance/Payment Bond</u>		X
<u>Continuation 12 Months Following</u>		
<u>Final Payment</u>		
f. <u>Grants approval/signature</u>		X

3. <u>Remarks</u>	
<u>Vendor # 21800173</u>	
<u>Invoice # 485 Amount \$31,250.00</u>	

Faye Douglas Digitally signed by Faye Douglas
Date: 2024.01.30 09:48:21 -06'00'

OMB DIRECTOR

DATE

BOARD OF COUNTY COMMISSIONERS
OKALOOSA COUNTY

VENDOR NO. 21800173

CHECK NO. 2403123

Account	Purchase Order	Invoice Number	Amount	Description
1410 548001		0000485	31,250.00	HOSPITALITY SALES TRN

21800173

DYN SALES SOLUTIONS LLC



BOARD OF COUNTY COMMISSIONERS
OKALOOSA COUNTY
CRESTVIEW, FLORIDA 32536
Sale Tax Exempt 85-8012622247C-9

SUNTRUST BANK OF
NORTHWEST FLORIDA
FORT WALTON BEACH, FL
63-215/631

CHECK DATE
02/08/24

CHECK NO.
2403123

AMOUNT \$ ****31,250.00*

DISBURSEMENT ACCOUNT
VOID AFTER 90 DAYS

PAY THE SUM OF *****31250* DOLLARS AND NO* CENTS

TO THE
ORDER
OF

DYN SALES SOLUTIONS LLC
DYNAMIC SALES SOLUTIONS
120 BOTANY BLVD
SANTA ROSA BEACH FL 32459

**** NON-NEGOTIABLE ****
AUTHORIZED SIGNATURES



BOARD OF COUNTY COMMISSIONERS
OKALOOSA COUNTY
CRESTVIEW, FLORIDA 32536



DYN SALES SOLUTIONS LLC
DYNAMIC SALES SOLUTIONS
120 BOTANY BLVD
SANTA ROSA BEACH FL 32459

Dynamic Sales Solutions
120 Botany Blvd
Santa Rosa Beach, FL 32459

INVOICE

Okaloosa County, FL

Invoice # 0000485

Invoice Date 01/12/2024

Due Date 01/12/2024

Item	Description	Unit Price	Quantity	Amount
Service	Hospiatlity Sales Training (1/8-1/12/2024)	31250.00	1.00	31,250.00
		Subtotal		31,250.00
		Total		31,250.00
		Amount Paid		0.00
		Balance Due		\$31,250.00

Amount due is less than contract due to the training being 1 day less than contracted number of days.

Pre-Approval Request for Tourism Promotional and Entertainment-Related Expense
Pursuant to Section 21.2 of the Purchasing Manual

Event: Hospitality Training (DSS)

Date(s): 01/08/2024 to 01/11/2024

Anticipated Participants, including TDD staff:

Name	Title	Company/Publication/Credential
TDD Partners	Sales Teams	Various
Scott Russell	Owner/Trainer	Dynamic Sales Solutions
TDD/DFWBCC Staff	New Hires/Marketing team	Okaloosa County
	SEE SIGN IN SHEETS	

Methodology for Identifying/Vetting Participants:

Sales, Events and Hospitality Staff of the TDD/DFWBCC - all new hires, to go through level 1, New Sales and events hires go through all levels.
All TDD partners who are looking to complete their 3 level training or have attended previous training.

Purpose and Anticipated Itinerary:

To bring together sales teams within Okaloosa County TDD partner program to create a collaborative environment. Create a unified approach to Marketing and sales, give them the training and tools they need to meet the needs of the ever changing markets and increase revenue county wide.
Monday: 01/08/24 - 8:30am - 4:30pm Level 1
Tuesday: 01/09/24 - 8:30am - 4:30pm Level 1 part 2, and Level 2 part 1
Wednesday: 01/10/24 - 8:30am - 4:30pm Level 2 part 2
Thursday: 01/11/24 - 8:30am -4:30pm Level 3

Anticipated Benefit to Tourism:

Building better relationships with lodging partners, unified message in marketing area, increased sales and sales efforts by our TDD/DFWBCC and partners bringing in groups and transient business to the area in prime season.

Industry Partner Contributions:

The Island Resort, The Emerald Grande and The Hilton Garden Inn & Holiday Inn (in partnership) to sponsor lunch for the 3 days of training which are Monday - 01/08/24, Wednesday - 01/10/24 and Thursday - 01/11/24

Anticipated Budget:

Meals	1,065.40	Breakfast provided by Aramark for all 4 days
Entertainment		
Transportation		
Lodging		
Venue		
Promotional Items		
	1,065.40	

Requester: _____

Date: _____

Approver: _____
(pursuant to procurement thresholds)

Date: _____

DSS TRAINING RSVP

Business Name	#	First Name	Last Name	EMAIL	RSYP	LEVEL	PHONE NUMBER
Beal House	1	Jaylyn	Lawrence	diana.gonzalez@hilton.com	YES	Level 1	850-243-9444
Emerald Grande	1	Shana	Oliver	soliver@emeraldgrande.com	YES	Level 1	850-974-8782
Emerald Grande	1	MyEisha	Finley	mfinley@emeraldgrande.com	YES	Level 1	850-974-8782
DFWB	1	Becky	Tully	btully@myokaloosa.com	YES	Level 1,2,3	850-609-3800
DFWB	1	Aline	Ibanes	aibanes@myokaloosa.com	YES	Level 1,2,3	850-609-3800
DFWB	1	Ryan	Evans	revans@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Stacey	Young	slyoung@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Nogah	Winfield	nwinfield@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Emily	Royal	eroyal@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	David	Burwell	dburwell@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Mike	Crosby	mcrosby@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Jim	Thomas	jthomas@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Trace	Mills	mmills@myokaloosa.com	YES	Level 1	
DFWB	1	Rob	Supinger	rsupinger@myokaloosa.com	YES	Level 1	
Pelican Adventures	1	Steve	Ribolla	sribolla@myokaloosa.com	YES	Level 1	
Pelican Adventures	1	Vera	Dewberry	pelicanadventures@gmail.com	YES	Level 1, 2, 3	850-650-3825
Boogie Watersports	1	Georgina	Powell	Pelicanadventures@gmail.com	YES	Level 1, 2, 3	850-650-3825
The Island	1	Nikita	Smirnov	nsmirnov@gmail.com	YES	Level 1, 2, 3	
The island	1	Brandy	Mathias	bmathias@theislandfl.com	YES	Level 1	850-337-9177
WET paddle boards	1	Brittany	Patterson	bpatterson@theislandfl.com	YES	Level 2	850-337-9177
Holiday Inn Resort	1	Erika	Scanell	emeraldcoastpools850@gmail.com	YES	Level 1, 2, 3	850-888-7665
Holiday Inn Resort	1	Patrice	Ealy	pealy@innisfreehotels.com	YES	Level 1,2,3	850-301-9000
Hampton Inn	1	Matthew	Engel	mengel@innisfreehotels.com	YES	Level 1,2,3	850-301-9000
Hampton Inn	1	Christine	Rebello	christine.rebello@hilton.com	YES	Level 1,2,3	
Hilton Garden Inn	1	Sonja	Lundelius	slundelius@innisfreehotels.com	TBD	Level 1,2,3	850-362-1000
Walton County Tourism	1	TBD			TBD	Level 1	
Walton County Tourism	1	TBD			TBD	Level 1	
Fort Walton Beach Chamber	1	Debbie	Dodge	debbie@fwbchamber.org	YES	Level 1	850-244-8191
Niceville Chamber (tentative)	1	Angela	Roy		YES	Level 1	
Harborwalk Adventures	1	Nicole	Atwell	nicole@southernstardolphincruise.com	YES	Level 1,2,3	
Harborwalk Adventures	1	Alana	Rios	alana@southernstardolphincruise.com	YES	Level 1	
Harborwalk Village	1	Ragan	Bonner	rbonner@harborwalkvillage.com	YES	Level 3	850-424-0767
Hampton Inn Destin	1	Allyson	Anger	Aanger@mcneillhotels.com	YES	Level 1,2,3	850-654-2677
Hampton Inn Destin	1	Queenie	Kayser	Qkayser@mcneillhotels.com	YES	Level 1,2,3	850-654-2677
Newman Daily	1	Vickie	Pressley	vpressley@ndrp.com	YES	Level 1	
Newman Daily	1	Kristin	Miller	kmiller@ndrp.com	YES	Level 1	
Newman Daily	1	Hind	Alami	halami@ndrp.com	YES	Level 1	
Newman Daily	1	Shannon	Kelly	skelly@ndrp.com	YES	Level 1	
Newman Daily	1	Janet	Morford	jmorford@ndrp.com	YES	Level 2	
Wonderful Vacation Rentals	1	Lori	lochtefeld	lorilacewell@gmail.com	YES	Level 1, 2	
Saltwater Vacations	1	Ashley	Carson	acarson@saltwatervacay.com	YES	Level 1,2,3	
Saltwater Vacations	1	Rebecca	Simms	rsimms@saltwatervacay.com	YES	Level 1,2	
Saltwater Vacations	1	Ryan	Poirrier	rporrier@saltwatervacay.com	YES	Level 1	
Saltwater Vacations	1	Jamie	Hayse	jhayse@saltwatervacay.com	YES	Level 1,2	
Saltwater Vacations	1	Ashley	McWilliams	amcwilliams@saltwatervacay.com	YES	Level 1	
Saltwater Vacations	1	Sharkey	Sarof	ssarof@saltwatervacay.com	YES	Level 1	
TOTAL	46						

DSS TRAINING RSVP LEVEL 1

Business Name	#	First Name	Last Name	EMAIL	RSYP	LEVEL	PHONE NUMBER
Beal House	1	Jaylyn	Lawrence	diana.gonzalez@hilton.com	YES	Level 1	850-243-9444
Emerald Grande	1	Shana	Oliver	soliver@emeraldgrande.com	YES	Level 1	850-974-8782
Emerald Grande	1	MyEisha	Finley	mfinley@emeraldgrande.com	YES	Level 1	850-974-8782
DFWB	1	Becky	Tully	btully@myokaloosa.com	YES	Level 1,2,3	850-609-3800
DFWB	1	Aline	Ibanes	aibanes@myokaloosa.com	YES	Level 1,2,3	850-609-3800
DFWB	1	Misty Rae	Ruthrauff	mruthrauff@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Ryan	Evans	revans@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Stacey	Young	slyoung@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Nogah	Winfield	nwinfield@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	Emily	Royal	eroyal@myokaloosa.com	YES	Level 1	850-609-3800
DFWB	1	David	Burwell		YES	Level 1	850-609-3800
DFWB	1	Mike	Crosby		YES	Level 1	850-609-3800
DFWB	1	Jim	Thomas		YES	Level 1	850-609-3800
DFWB	1	Rob	Supinger		YES	Level 1	850-609-3800
DFWB	1	Steve	Ribolla		YES	Level 1	850-609-3800
Pelican Adventures	1	Vera	Dewberry	pelicanadventures@gmail.com	YES	Level 1, 2, 3	850-650-3825
Pelican Adventures	1	Georgina	Powell	Pelicanadventures@gmail.com	YES	Level 1, 2, 3	850-650-3825
Boogie Watersports	1	Nikita	Smirnov	nsmirnov@gmail.com	YES	Level 1, 2, 3	
The Island	1	Brandy	Mathias	bmathias@theislandfl.com	YES	Level 1	850-337-9177
WET paddle boards	1	Erika	Scanell	emeraldcoastpools850@gmail.com	YES	Level 1, 2, 3	850-888-7665
Holiday Inn Resort	1	Patrice	Ealy	pealy@innisfreehotels.com	YES	Level 1,2,3	850-301-9000
Holiday Inn Resort	1	Matthew	Engel	mengel@innisfreehotels.com	YES	Level 1,2,3	850-301-9000
Hampton Inn	1	Christine	Rebello	christine.rebello@hilton.com	YES	Level 1,2,3	
Hilton Garden Inn	1	Sonja	Lundelius	slundelius@innisfreehotels.com	TBD	Level 1,2,3	850-362-1000
Walton County Tourism	1	TBD			TBD	Level 1	
Walton County Tourism	1	TBD			TBD	Level 1	
Fort Walton Beach Chamber	1	Debbie	Dodge	debbie@fwbchamber.org	YES	Level 1	850-244-8191
Niceville Chamber (tentative)	1	Angela	Roy		YES	Level 1	
Harborwalk Adventures	1	Nicole	Atwell	nicole@southernstardolphincruise.com	YES	Level 1,2,3	
Harborwalk Adventures	1	Alana	Rios	alana@southernstardolphincruise.com	YES	Level 1	
Hampton Inn Destin	1	Allyson	Anger	Aanger@mcneillhotels.com	YES	Level 1,2,3	850-654-2677
Hampton Inn Destin	1	Queenie	Kayser	Qkayser@mcneillhotels.com	YES	Level 1,2,3	850-654-2677
Newman Daily	1	Vickie	Pressley	vpressley@ndrp.com	YES	Level 1	
Newman Daily	1	Kristin	Miller	kmiller@ndrp.com	YES	Level 1	
Newman Daily	1	Hind	Alami	halami@ndrp.com	YES	Level 1	
Newman Daily	1	Shannon	Kelly	skelly@ndrp.com	YES	Level 1	
Wonderful Vacation Rentals	1	Lori	lochtefeld	loriacewell@gmail.com	YES	Level 1, 2	
Saltwater Vacations	1	Ashley	Carson		YES	Level 1,2,3	
Saltwater Vacations	1	Rebecca	Simms		YES	Level 1,2	
Saltwater Vacations	1	Ryan	Poirrier		YES	Level 1	
Saltwater Vacations	1	Jamie	Hayse		YES	Level 1,2	
Saltwater Vacations	1	Ashley	McWilliams		YES	Level 1	
Saltwater Vacations	1	Sharkey	Sarof		YES	Level 1	

TOTAL 43

DSS TRAINING RSVP LEVEL 2

Business Name	#	First Name	Last Name	EMAIL	RSVP	LEVEL	PHONE NUMBER
DFWB	1	Becky	Tully	btully@myokaloosa.com	YES	Level 1,2,3	850-609-3800
DFWB	1	Aline	Ibanes	aibanes@myokaloosa.com	YES	Level 1,2,3	850-609-3800
DFWB	1	Lee	Holland	lholland@myokaloosa.com	YES	Level 2	850-609-3800
Pelican Adventures	1	Vera	Dewberry	pelicanadventures@gmail.com	YES	Level 1, 2, 3	850-650-3825
Pelican Adventures	1	Georgina	Powell	pelicanadventures@gmail.com	YES	Level 1, 2, 3	850-650-3825
Boogie Watersports	1	Nikita	Smirnov	nsmirnov@gmail.com	YES	Level 1, 2, 3	
The island	1	Brittany	Patterson	bpatterson@theislandfl.com	YES	Level 2	850-337-9177
WET paddle boards	1	Erika	Scanell	emeraldcoastpools850@gmail.com	YES	Level 1, 2, 3	850-888-7665
Holiday Inn Resort	1	Patrice	Ealy	pealy@innisfreehotels.com	YES	Level 1,2,3	850-301-9000
Holiday Inn Resort	1	Matthew	Engel	mengel@innisfreehotels.com	YES	Level 1,2,3	850-301-9000
Hampton Inn	1	Christine	Rebelo	christine.rebelo@hilton.com	YES	Level 1,2,3	
Harborwalk Adventures	1	Nicole	Atwell	nicole@southernstardolphincruise	YES	Level 1,2,3	
Hampton Inn Destin	1	Allyson	Anger	Aanger@mcneillhotels.com	YES	Level 1,2,3	850-654-2677
Hampton Inn Destin	1	Queenie	Kayser	Qkayser@mcneillhotels.com	YES	Level 1,2,3	850-654-2677
Newman Daily	1	Janet	Morford	jmorford@ndrp.com	YES	Level 2	
Wonderful Vacation Rentals	1	Lori	lochtefeld	lorilacewell@gmail.com	YES	Level 1, 2	
Saltwater Vacations	1	Ashley	Carson		YES	Level 1,2,3	
Saltwater Vacations	1	Rebecca	Simms		YES	Level 1,2	
Saltwater Vacations	1	Jamie	Hayse		YES	Level 1,2	
Hilton Garden Inn	1	Sonja	Lundelius	slundelius@innisfreehotels.com	TBD	Level 1,2,3	850-362-1000

TOTAL 20

DSS TRAINING RSVP LEVEL 3

[illegible]

Please sign this sheet.

DESTIN
FORT
WALTON
BEACH
FLORIDA

(We're all about local government accountability.)

Event: DSS Training level 1 PART 2

Date: 01/09/24

BUSINESS NAME	NAME	EMAIL
<u>Donabell</u>	<u>Nick</u>	<u>nick@donabell.com</u>
<u>PAH Adult</u>	<u>Donabell</u>	<u>donabell@paadult.com</u>
<u>My Fine Roots FWS</u>	<u>Ryan</u>	<u>ryan@myokalasa.com</u>
<u>TDD</u>	<u>Ryan Evans</u>	<u>revans@myokalasa.com</u>
<u>Up for Chamber</u>	<u>Allyson</u>	<u>allyson@upforchamber.com</u>
<u>VE</u>	<u>Se</u>	<u>se@ve.com</u>

**Please sign this
sheet.**

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Event: DSS TRAINING Level 1 PART 2

Date: 01/09/24

BUSINESS NAME	NAME	EMAIL
Kidz Newman-Dailey SSBP SALTWATER VACATIONS TOD	Vickie Pressley Alana Rios Ashli McWilliams Becky Tully	vpressley@ndrp.com alana.rios1107@gmail.com AMcWilliams@SALTwatervacan.com btully@myokaloosa.com

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Event: DSS TRAINING Level 2 PART 1

Date: 01/09/24

BUSINESS NAME	NAME	EMAIL
DFW BCC	Lee Holland	lholland@myokaloosa.com
Pelican Adventures	Georgina Powell	Pelicanadventures@gmail
Hilton Garden Inn FJB	Karen McParab	slundelius@innisfreehotels.com
Newman Dailey	Surja Lundelius	jmorford@ndsp.com
Hilton Sandestin	Janet Morford	jmorford@ndsp.com
WET	Stephanie Creinin	screinin@hiltonsandestinbeach.com
	ERIKA SCANNELL	
Holiday Inn Beach	Patrice Tully	pealy@innisfreehotels.com
Holiday Inn Beach	Matthew Engel	mengel@innisfreehotels.com
Hampton Inn/Home2	Allison Aiyer	allison.ayyer@hilton.com
DFW BCC	Betty Tully	btully@myokaloosa.com
Saltwater	Ashley Carson	ashleysbeach@gmail.com

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Event: DSS TRAINING Level 2 part 2

Date: 01/09/24

**Please sign this
sheet.**

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FLORIDA**

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Event: DSS Training Level 3

Date: 01/11/24

BUSINESS NAME

NAME _____

EMAIL

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I 1
 Hlt
 Saltwater vacations Ashley Carson ashleysbeach@gmail.com