



GOVERNING BOARD

Eric Hart, President/CEO

Mark S. Woodard, Chair

Tony Muniz, Vice - Chair

Patrick Manteiga, Secretary/Treasurer

Hon. Alan Clendenin

Don DeFosset

Hon. Ken Hagan

John Jaeb

Penny Parks

Luciano Prida

Joseph W.J. Robinson, P.E.

Andy Joe Scaglione

**TSA BOARD MEETING
AGENDA**

4201 N. Dale Mabry Hwy

4:00 PM

April 30, 2024

Welcome to a meeting with the Tampa Sports Authority. Your participation is appreciated. All meetings are open to the public and are generally held once a month.

PUBLIC COMMENT

The Board has set aside a 15-minute period for public comments. At its discretion, the Board may again hear public comments during the discussion of any agenda item. Public comments shall be limited to 3 minutes per individual, but the Chair may at its discretion, shorten or lengthen the time allowed. Anyone wishing to speak before the Board during the public comment section of the meeting should pre-register 24-hours prior to the meeting by e-mailing: meetings@tampasportsauthority.com or in-person, by filling out a comment card with TSA staff in the meeting room. If distributing materials, please have sufficient paper copies to include the Eleven (11) Board Members, the President/CEO, Staff and two copies for the Clerk (17 copies).

The Chair will call on speakers by name. When addressing the Board, please state your name, address, agenda item and speak clearly.

SPECIAL ACCOMODATIONS

Pursuant to provisions of the American with Disabilities Act, any person(s) requiring special accommodations to participate in these meetings is asked contact TSA at (813) 350-6500 or meetings@tampasportsauthority.com at least seven (7) days prior to the meeting.

NOTICES

In accordance with Florida Statue 286.0105, provides that if any person who decides to appeal any decision of the Tampa Sports Authority with respect to any matter considered at this public meeting will need a record of the proceedings and that, for such purpose, may need to hire a court reporter to ensure that a verbatim record of the proceedings is made, which record includes the

testimony and evidence upon which the appeal is based.

For copies of the agenda or questions regarding this meeting, please contact the Tampa Sports Authority Office at (813) 350-6500, 4201 N. Dale Mabry Hwy., Tampa, FL 33607 or submit a request to: meetings@tampasportsauthority.com.

I. Call to Order and Roll Call

II. Welcome and Introduction

III. Approval of Minutes

- 1. April 2, 2024 - Meeting Minutes **Request for Approval**

IV. Public Comment

V. Consent Items for Approval

- 1. RJS Financials - March 2024 **Request for Approval**
- 2. Golf Course Financials - March 2024 **Request for Approval**
- 3. SportsPlex Financials - March 2024 **Request for Approval**
- 4. Bid #23-08: TSA Office Expansion **Request for Approval**
- 5. Bid #23-09: Re-Keying Project, RJS **Request for Approval**
- 6. Bid #23-10: Re-Paving Project, RJS **Request for Approval**
- 7. Bid #23-11: Fire Alarm Maintenance, Service and Repair **Request for Approval**
- 8. SportsPlex Soccer Tournament - Co-Promotion **Request for Approval**
- 9. 2026 Monster Jam I and II - Term Sheet **Request for Approval**

VI. General Counsel

- 1. General Counsel - Julia Mandell **Informational**
- 2. Legislative Update - Ron Pierce **Informational**

VII. Committee Reports

A. Executive Committee

- 1. No Report

B. Finance Committee

- 1. No Report **Informational**

VIII. Staff Reports

C. President/CEO

- 1. Strategic Plan - 2024 Quarter 2 Scorecard Review **Informational**

D. VP of Stadium Operations

- 1. License Agreement Summaries **Informational**
- 2. Event Updates **Informational**

3. Schedule of Events

E. VP of Finance/Administration

1. 2024-2025 - TSA Insurance Policy Renewal

Discussion

F. VP of Golf Operations

1. Golf Course Update

Informational

G. VP of Marketing/Communications

1. Social Media Analytics - April 2024

Informational

H. VP of SportsPlex Operations

1. Sportsplex Update

Informational

2. License Agreement Summaries

Informational

3. Schedule of Events

Informational

IX. TSA Meeting Schedule

5/21/2024: Finance Committee Meeting @ 10:30am, TSA Boardroom

Informational

5/21/2024: Executive Committee Meeting @ follows Finance, TSA Boardroom

5/23/2024: Golf Committee Meeting @ 12pm, Rocky Point Clubhouse

Informational

6/4/2024: Board Meeting @ 4:00pm, TSA Boardroom

Informational

X. Old Business

XI. New Business

XII. Adjournment

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: April 2, 2024 - Meeting Minutes

Summary: Attached are the April 2, 2024 meeting minutes for your approval.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
 4-2-2024 - TSA Board Meeting Minutes.pdf	April 2, 2024 - Meeting Minutes	Executive Summary



**TAMPA SPORTS AUTHORITY
REGULAR BOARD MEETING**

MEETING MINUTES SUMMARY

Date: April 2, 2024 / Time: 4:00 pm / Place: TSA Boardroom
4201 N. Dale Mabry Hwy., Tampa, FL 33607

The Tampa Sports Authority convened in a regular session at 4:00pm on this, the 2nd day of April 2024 with Mark Woodard, Chair, presiding.

Members present upon roll call were: Chair – Mark Woodard, Secretary/Treasurer – Patrick Manteiga, Don DeFosset, Hon. Ken Hagan (via phone), Penny Parks, Luciano Prida, Joseph W.J. Robinson P.E., Andy Joe Scaglione

Also in attendance: President/CEO – Eric Hart, VP of Stadium Operations – David Moss, VP of Finance and Administration – David Byrne, VP of Golf Operations – Jim Garrison, VP of Marketing and Communications – Bobby Silvest, VP of SportsPlex Operations – Stephen Reed, General Counsel – Julia Mandell, Ron Pierce (via phone), Tom Fesler (via phone), T.J. Heidel (via phone), Dennis Rogero (via phone), Brian Parker (via phone), Julie Davis, Steve Douglas

I. Call to order and Roll Call

Chair Woodard called the meeting to order at 4:00pm and roll was called.

II. Welcome and Introduction

CHAIR WOODARD: *Welcome to everyone. It's the April 2nd meeting with the Tampa Sports Authority Board of Directors. We have a very lengthy agenda today. So as always, we will attempt to move through rapidly, but efficiently.*

MR. SCAGLIONE: *Hey, I'm going to leave early, but I'll call in online.*

CHAIR WOODARD: *Thank you, Andy. That moves us to the approval of minutes from our last meeting.*

III. Approval of Minutes

1. February 27, 2024 - Meeting Minutes

MR. DEFOSSET: *I'll move the minutes.*

MR. ROBINSON: *Second.*

CHAIR WOODARD: So, we have a motion and 2nd Mr. DeFosset and Mr. Robinson, Rebecca. All in favor signify by saying aye.

All: Aye.

CHAIR WOODARD: Anyone opposed? The minutes are approved.

IV. Public Comment

CHAIR WOODARD: I see no public comment, even though our accountants and auditors are here for their item later. And so that makes us...moves to our consent items, Items 1 through 3 under roman numeral #5.

V. Consent Items for approval

- 1. RJS Financials – February 2024**
- 2. Golf Course Financials – February 2024**
- 3. SportsPlex Financials – February 2024**

MS. PARKS: I'll make a motion we approve the consent.

MR. ROBINSON: Second.

CHAIR WOODARD: We have a motion and a second all in favor signify by saying aye.

ALL: Aye.

CHAIR WOODARD: If anyone is opposed, the consent agenda moves. Next up is our general counsel report, Ms. Mandell.

VI. General Counsel

1. General Counsel Update – Julia Mandell

MS. MANDELL: Thank you. I know you have a lot to do today, so I'm going to keep it relatively short. At the Executive Committee meeting last week, I did provide a presen...not presentation, more of a bullet point information for the purposes of just describing the CIT tax process. That's been in the news a lot. There's been a lot of conversations. So, I thought it would be appropriate for me to just at least outline what that process looks like that should be in your backup. And because you have a meeting today, a long meeting today, I would just say if anybody had any questions or wants more information to just go ahead and give me a call when they get the if they if they want to go ahead and discuss that further. But it was...it's just to generalize this is what the process is. Thank you.

CHAIR WOODARD: Yes, Mr. Robinson?

MR. ROBINSON: Do we have...I asked about seven months ago when the CIT tax was being talked about...would we have a position on that because we're just going to depend on the county to look out for us and to keep funding us? I mean you know...they...they don't have to fund us, so we get several \$1,000,000 from them. So, we don't have to say anything, we just behave and hope somebody's looking out for us, but how does that work? I mean, if we don't, if they, if they cut our funding out that several \$1,000,000, what do we do? We got a backup plan?

MR. HART: Well, they have an interlocal agreement. So, the city and county on a one third 2/3 basis are obligated as long as we're in contract with the Buccaneers to fund our operation, maintenance and capital.

MR. ROBINSON: Great. The, the other thing I was looking at was that we have to maintain this facility, Raymond James to NFL standards. Correct?

MR. HART: Correct.

MR. ROBINSON: OK, Thank you.

CHAIR WOODARD: Very good. Julia, on behalf of the Board, Congratulations on your recent recognition by the Tampa Bay Business Journal.

MS. MANDELL: Thank you. I was very honored, and I appreciate that very much.

CHAIR WOODARD: That takes us to our Legislative Update, Mr. Pierce, are you with us?

2. Legislative Update – Ron Pierce

MR. PIERCE: I am. Thank you, Mr. Chairman. It's probably the first time in the history of my updates I can say I have no update at this time.

CHAIR WOODARD: Was that report produced by artificial intelligence or is this the real Ron Pierce?

MR. PIERCE: It is. It is believe it or not, it is the real Ron Pierce. But I'm glad to report that the session ended, and nothing happened in Tallahassee that has a negative impact on the Tampa Sports Authority.

CHAIR WOODARD: Well, thank you for doing that work on our behalf. We appreciate it.

MR. ROBINSON: Chair I wasn't at the Executive Committee meeting, but I read the adopted legislative changes since Mr. Pierce's on now and asked him about that, about this special district act in the station of performance measures, annual reports and reporting that we have to do. And specifically, it says goals and objectives are being achieved by October 1st, 2024, or at the end of the first full fiscal year after its creation. But we've already created. So, does that mean October 1st, 2024, we've got to come up...And my question is how is that gonna be implemented? Is that gonna be through the strategic plan? Is that gonna be a whole another set of goals...and...and...and...set forth? How is that gonna be implemented?

MR. HART: It's already in place. We're ahead of the state you have in the strategic plan, you have a scorecard.

MR. ROBINSON: and that's how we...?

MR. HART: That's how we're going to do it and we will...we will continue to report that quarterly and that we will place the overall annual information within our budget book.

MR. BYRNE: There were some other items you know that are also identified in there that are also picked up in our audit as we...we'll see in a bit, but those are already captured as well.

CHAIR WOODARD: Thank you. Think that clears up any confusion. We have no committee reports that takes us to our staff reports. First up is our President and CEO, Eric.

VII. Committee Reports

1. Executive Committee

No Report

2. Finance Committee

No Report

VIII. Staff Reports

1. President/CEO – Eric Hart

a) President/CEO – Updated Performance Evaluation Process

MR. HART: Thank you. The first item on your agenda is the performance review process. We've hinted that this was coming, and we've finally been working through Neo Gov which is a software provider that we're converting all of the hard copies and everything that you see annually into an electronic process. So, we just started training with our staff. There will be an e-mail that comes to all of you. So, it's basically it's going to work in a very similar fashion. HR will work with you so that you'll get a login to the software. But if we have issues with board members and being able to complete that in a consistent manner, we'll help through it. But I'm just making sure you're aware you are going to get an e-mail with a login for NEOGOV, which will ultimately be your process of filling out my performance evaluation and it is going into the master form. So, it'll be the same that we do for every employee.

MR. BYRNE: In essence, it's just going to streamline what we were already doing last year. Previously we just distributed Excel documents which was then populated and then this will streamline that whole process. But again, bear with us, this is our first year through this. So, but we...we do...streamlining may not be this year, but it'll be shortly thereafter.

MR. HART: Right and this, this program that we're going to is also for our training. It's also for our certifications that we're condensing everything into our employees. We can actually do online training because right now the only options we have to send them out to either to websites or to other areas, we can actually bring it in, and we can track it now in relationship to their performance. So, this was a while that we've been working on trying to find the right vendor and get this in place and we feel that we're taking the first step of converting it over to electronically.

b) Amalie Arena & Raymond James Stadium Economic Impact Reports

MR. HART: Yeah, the next item on your agenda is the Amalie Arena and Raymond James Stadium economic impact reports. I have Brian Parker on the line. Brian, he'll be able to pop up on here shortly. I'll preface this by this is the reports that we've been talking about, and it creates basically the economic impact that we feel affects the county and the city. These reports were basically developed in a very similar to what you've seen in the past as it

relates to the Sportsplex and that we concentrated on taxes collected hotel room occupancy, and the taxes that the county would see. You also see the state numbers in it and we do provide an overall economic output which would include the visitors here and not so much the local residents. But I'll let Brian kind of go through the specifics. He is up on the screen. [inaudible] Hold on, we have somebody...think it is Dennis from the City. So, Brian, we will kick it off to you. A quick intro everybody, you may have seen Brian before. Brian's been involved with us as we did some information with the Rays.

MR. PARKER: *Thanks, Eric. Yeah, good to see everybody. Are you all able to... you've got a hard copy in front of you and hopefully you can see and hear me, OK? So yeah, I'll just, I'll give you a little introduction on myself 1st and then walk through the two reports here. So, I'm Director of Sports Economics for AECOM. I've been in this industry for about 24 years. Prior to getting into this industry was a CPA, so keep that in mind as we as we go through these numbers. I will always be the recovering CPA in my approach to financial projections. We've got two different reports here, 2 separate reports for Amalie Arena and Raymond James Stadium. We'll walk through Amalie first the process, the methodology for both is very similar. The reports themselves if you haven't looked at them already are very similar in format. So, we'll go through this as quickly or as slowly as you would like me to. There's a lot of numbers in there, happy to answer questions as we go through this. So, we'll start in each of the each of the reports with just kind of the big picture. This is where we ended up.*

We've looked at the last three years of operations for both venues and for Amalie Arena. You know showing the cumulative events and impacts over the last three years. Over 400 events and three and a half million people coming through the building generating a billion dollars in spending, over a billion dollars in spending, \$16 million in county sales tax collections and additional \$6 million in TDT collections and over 600,000 room nights generated. In terms of the multiplier effect then the economic impact multipliers that spending of \$1.1 or so billion generates about \$1.7 billion in total economic activity supports about 14,000 jobs on an ongoing basis and about 700 million jobs over those last three years. So, very impactful for the for the local marketing economy. As we look at how we got there then we start with the events that are held there and obviously the Lightning are primary tenants and a major event

driver. But it's also a very active building in terms of concerts and other types of events similar to concerts between 35 and 45 concerts a year, events a year and additional 10 to 30 other sports events, family shows, the premium events are more the receptions, the meetings, the not necessarily spectator driven events, but smaller events that have happened in the building. So, it's a very active building. Looking forward still again another 17 concerts already booked for 2024.

MS. PARKS: Excuse me, just excuse me just a minute. I'm sorry. What I have in front of me is a little bit different than what I'm seeing on the screen. Am I missing something? Do I not go down far enough? Oh, I'm in the wrong one. Sorry about that. Ok, we started at Amalie, ok, thank you.

MR. PARKER: No worries, as you can see on the blue portion, this is the Lightning attendance. The solid blue is what we consider the local, local attendees. So, people coming from within 50 miles, this patterned portion of their attendees is the patrons that are coming from outside of 25, I'm sorry, outside of 50 miles. So those are the people that we're really looking at for staying overnight spending money outside the building. The local residents were not assuming any outside of the venue spending. Were capturing their in-venue spending, but not their out-venue spending. So again, trying to focus on the real visitor impact through the community. As you can see from the Lightning about 25% of their patrons are coming from outside of the 50 miles. For the other events that number jumps up to 37, but almost to 50% in 2023. So, drawing visitors to the community again is driving that new economic impact to the market.

A little bit about the methodology, a lot of information on here. But in general, as we look at economic impact, the multiplier effect, those first dollars that are spent, the cash that we spend as we buy our tickets or buy food and beverage in the building or at a restaurant before or after an event, that's our direct spending. Those dollars are then re-spent through them through the economy, through in supply you know payments to suppliers and those salaries that are supported through that, that generates indirect and induced impacts to give to our total impact. So, that that \$1.00 is spent about 1.7 to 1.8 times through the economy as we move through the through the market, the assumptions for in-venue spending are going to be the same and we developed three

sets of scenarios conservative, modern and aggressive. These assumptions stay the same. These are fact based factually driven assumptions from Vinik Sports Group on ticket pricing for the Lightning for all their special events and then for all of the merchandise and food...and food and beverage. Those are the three primary revenue drivers inside the building, spending drivers inside the building. Outside the building we had to make some additional assumptions and we worked with Eric and his team and went through this...several times to get to what we felt were comfortable, realistic numbers. Conservative, but realistic is the way I like to approach things. So, we're focusing on the moderate through most of the scenarios here. As you saw what we were highlighting in that summary was the moderate, but we do have a full range. So, on the conservative end, we're assuming that of those people coming from outside of 50 miles for their staying four people to a room and staying one-night. We know that's conservative, but we also recognize that there are people that are staying with friends, staying with family, maybe they own their own vacation home that they're coming in for. So, we wanted to keep this number on the conservative end. And I believe this methodology is very similar to what you've used for the Sportsplex in the past with that, that level of conservative estimates. Moderately, we dropped that down to three people per room and an average stay of 1 1/2 nights average. And then on the aggressive end three-night three people per room and two-nights per stay. We toyed around with pushing that number higher. But quite frankly the numbers just got so big that it felt too aggressive, not realistic. So, we felt that this was a reasonable range to demonstrate the impact of a visitor spending in the market. In addition, those visitors are going to spend outside the venue. They're obviously spending on hotels that we account for separately, but they are also spending on food and beverage at restaurants before and after and during the day at retail, at transportation, whether it's parking or Uber or taxis, whatever and then other entertainment and recreation. We've found a study by the Oxford Economics Group that's, excuse me, conducted a number of surveys across a number of different markets and this was the average spend for these types of events, about \$168 per day. So, in this case, if we're saying they're staying one-night, we're counting that as 1 1/2 days of spending because the day they arrive, the day they leave, they're probably not getting that full day. So, we're cutting that back again to try as accurately as possible to

reflect the actual spending patterns. Any questions on the general assumptions that we're using here?

MR. ROBINSON: I gotta question, on page 13 of 29. It says EMSI. What is the EMSI acronym for?

MR. PARKER: That's a good question. I don't even know if it is an actual acronym, but I'll, I'll find out what the EMSI, we call it MC. If you've seen the implant multipliers, there's rims multipliers, there's a couple of different multiplier sources out there. It's a, it's an industry standard multiplier set that provides us those multipliers that we apply to the direct spending.

MR. ROBINSON: So, so what's the backup to all of this? You know, I mean this is great. You know it's a bunch of numbers and it's looking good. Is there backup data or backup something? I mean are we just making all these assumptions, a lot of assumptions made, and I think they're conservative enough, but is there some type of backup that you have to just to justify what you got it?

MR. PARKER: Yeah, we've got, we've got the financial model that that we've got the model that we use with all of these assumptions to build up to these numbers. And then we have the data sources that we're using whether it's the Vinik Sports Group reports on the actual ticket prices and spending. We have reports from the Tampa Sports Commission. We have the Oxford Economics report to develop those assumptions. The other assumptions on room nights and room nights and people per people stay are a mix of what we've gotten from Eric and his staff and the Tampa Sports Commission on what average people average length of stay for these types of events.

MR. ROBINSON: And all of that can be audited... right?

MR. HART: Yeah, the zip code analysis, which is every ticket that's sold. We have a zip code, so that's how we zeroed in on our numbers. So, we know how many tickets were sold, where they were sold at and that's all what drove this.

MR. PARKER: And that's a good point that's the initial sale. So, you know the 75% of people coming in, if we look back here, the 75% of the people for Lightning games that are local, that's the

local, that's the initial sale, the secondary market people from outside of 50 miles may be purchasing those tickets from season ticket holders or from others. So, we may be missing some of those visitors, but we know that at least these tickets were sold, this percentage of tickets were sold to people coming from outside of 50 miles, OK?

So, this is now where we get into a lot of the numbers and again we can, I can go through as much or as little detail as you want here. If we want to focus on the moderates or if we want to focus look at all conservative, moderate and aggressive. I'll take your direction on this, but I'll kind of hit the highlights with this one and then we can see where we want to go from here.

I think the real, you know critical numbers here are the total taxable spending in each year. That's if you see this dark line that is the differentiator between everything above this line is inside the venue, you'll see that those numbers stay the same because those are just factual numbers. The out of venue is where we made those assumptions on people staying, how long they're staying and how many are staying per room. So, in venue and out of venue we see about \$2.9 to \$3.9 million in total sales tax collections. And then we add in the lodging assumptions and here again we use those assumptions, develop our room nights about 56 to 67,000 room nights. We use the average annual ADR. We recognize this is low for I know for some of the larger events we're going to see a spike in the ADR for you know that those numbers are going to be 2-250. For some of those big draw events, we use the average number, the overall annual average number again because we do have events that are crossing the entire year. So we look at that again on the conservative side generating about 9:50 and a half million dollars in lodging spending in a normal year. 2021 obviously being a slightly off year because of the coming out of the COVID and people traveling not as much.

Based on that then we calculate the TDT collections of about \$600,000 a year and then the county sales tax collections 150 or so, \$100,000 a year, which is in addition to that's just the TD, the sales tax on the lodging spending. So that's in addition to the food and beverage and other and other taxable spending in the building, OK.

That's the approach that we've taken. The moderate numbers, I think these are, you know what we really highlighted. Again, the numbers go up a little bit from 2.9 to about 3.1 to 4.2 or so. Total sales tax collections for the county TDT of about \$1.2 to \$1.3 million in TDT and then another \$300,000 or so in sales tax collections from the lodging on about \$20 million in lodging spent in 110 to 130,000 room nights. Aggressively, the room nights go up to about 150. \$627,000,000 in total lodging spending one point five 1.6 million in TDT collections. About \$400,000 in county sales tax collections in addition to the \$3.5 to \$5.45 point 5 million in total sales tax collections there. This is just for the Lightning games, OK.

And we go through the same process with the special events. Special events generate this very significantly. If you remember we saw from 22 to 23 the number of visitors increased significantly for these other special events. So that's why we see a pretty big jump here in in the overall sales tax collections in the total room nights generated about what 3034 thousand additional room nights from the previous year. So, generating you know \$9 to \$8 to \$15 million in lodging, spending half million to just under a million in TDT and a couple \$100,000 in sales tax collections in addition to \$1.9 to \$2.5 or so million in county sales tax collections.

The moderate case 110 to 170,000 room nights, \$17 to \$30 million in in total lodging spending, which generates about \$1,000,000 to \$1,000,008 in TDT quarter million to just under a half million in county sales tax collections on lodging plus \$2.2 to \$2.9 or so million in sales tax collections.

And then on the aggressive side, about 140 to 230,000 room nights, \$22 to \$40 million in lodging spending \$1.3 to \$2.4 million in TDT collections, \$300 to \$600,000 in additional sales tax collections in addition to the \$3.3 to \$1.4 to sorry, \$2.4 to \$3.3 or so million in sales tax collections.

So let me summarize all of that. Again, a lot of numbers here for the Lightning. About 130 games and 2.2 million people, \$615,000,000 in in spending inside and outside the building, generating about \$9 million in county sales tax collections, \$2.6 million in TDT and about 270,000 room nights in the moderate scenario.

We do show the full range in there as well but focusing on the moderate as the as the most likely scenario. That alone, the Lightning alone generates about \$1.2 billion in total economic output, supporting about 7,800 jobs and about just under half, half billion in wages over the last three years.

Special events, almost 300 special events, \$1.3 million total attendees, about \$400 million in total spending, \$6 million in county sales tax just under \$3 million in TDT and another 290,000 room nights and additional \$6 almost \$600 million in total output, another 5,800 jobs and \$214 million in wages.

And then our summary that we went through to begin this to begin this review. So, any excuse me, any questions about the Amalie Arena events and impacts?

MR. SCAGLIONE: *Yes, on page 11, I see you based all your numbers based on outside 50 miles from Tampa. Don't you think that needs to be increased? Because if I'm staying, if I'm in Sarasota, people from Sarasota, people from Pasco County, Orlando, they're not going to get a room if they're within 60 miles and you're basing all your numbers on 50 miles, shouldn't that be outside like a 2 hour versus a 1 hour because you're basing everything on 50 miles which tells me that, I mean what you plug in junk comes in, junk comes out that I have a real issue with that because I know if I if I drive 50 miles I'm coming back home, I'm not getting a hotel room. It's not justifiable.*

MR. PARKER: *See and I know there are people. I'd be one of them. If I'm driving 50 miles and it's a concert that gets out at 11:00 or midnight, I'm staying over. So, I think there's people like you. There's people like me. There's people that will stay. There's people that will drive. There's people that will stay with their friends. There's people that won't. There's people that will stay outside of Tampa. So, we have to make a cut off somewhere. We can certainly push those numbers out, push that distance out. We felt this is a reasonable estimate. People coming from Orlando, they're coming in for a concert. They may stay overnight. And don't forget, these aren't just people coming from 55 miles or 60 miles. These, these zip codes extend out through all of Florida and throughout the United States.*

MR. SCAGLIONE: *I understand. But you're using the threshold at 50.*

MR. PARKER: *Yeah.*

MR. SCAGLIONE: *That's the issue here.*

CHAIR WOODARD: *Brian, we have another question.*

MR. MANTEIGA: *Well, it's not a question. It's just off of Andy's point, but we also have on the moderate 3 persons per room. And so, the reality is, is that you know that also does kind of reduce every person staying in a hotel room who's coming in from 50 miles as it's three persons per room. And the reality is as that you just have so I, you know you could change it to 60-70, what are you gonna change it to... But this is all...still you know picking, picking a number that you feel is the best number to hang your hat on.*

MR. ROBINSON: *Yeah, to that...to that point is this the way you do this for other clientele? Is this the general rule accepted software you're using that you use more than just in our Florida area, I see Chicago up there, this I know you're in Chicago but other locations? Do you do you tweak it for our particular location that we don't have a state income tax...you know how do you adjust for you know things cost more up north, they got more taxes and all. So, you're just right, you're smiling. So, so you're adjusted for that your equation, you know your algorithm, you're adjusted for that? That is just for Florida?*

MR. PARKER: *For everything we can do that reflects the local spend, we use absolutely the local numbers. So, all of these assumptions, you know these are real numbers, these are real spend numbers. This is a blended average of different markets. So that's going to have some markets like a New York and it's going to have some markets like a Tampa that you know are going to be less expensive. So, it's somewhere in the middle there. And again, I think to the point, you know...I've got a family of four, I don't like staying in a room with four of us...in in in one room. So, we'll a lot of times we'll get 2 rooms.*

MR. ROBINSON: *I do...I do somewhat agree with Mr. Scaglione about the 50 miles, although I don't think...it'll about 20 miles, but they're going to get a room because they don't want to drive home*

drunk. OK, so, so, so and they don't want to go back. Yeah, it's going to be here and suck in the ambience of the whole deal. They don't want to drive drunk. One of one of the issues going back over to the to the Rays. But let me ask you this, Mr. Chair. Why are we doing all this? Is there an end game to use this for something?

CHAIR WOODARD: *As we were going through the development of our strategic plan, we of course, looked at the mission of the organization as contained in the special act. One of the key elements there is stimulating economic vitality. So this is a data based way to identify what that economic stimulus is and what the order of magnitude is. So that was really the genesis of it. You know, I think Brian, please correct me if I misspeak. You've put together a an an econometric model that is a proven model that you've used in other locations and then you've taken either live data or assumed data to build that model which has generated these outcomes. Is that an accurate statement?*

MR. PARKER: *Yes.*

CHAIR WOODARD: *So, for me board members, it's a matter of reasonableness. You know, is 50 miles the perfect metric. Maybe yes, maybe no. I mean not to confuse or be leaguer. The drivetime was probably an even better metric. Brian is the drive time because 50 miles from here, depending from the stadium location, depending upon the direction you're going in on the if it's fully Interstate, it might be an hour, slightly less than an hour. Interstate at Interstate speeds. If you are driving a little bit further to Orlando, that 50 miles could be an hour and a half, two hours. If there has been an accident, maybe 3 hours.*

So, I think again, for me, it's a matter of reasonableness. One of the reasons that entities like the Sports Authority hire organizations like AECOM is they do this every day, all day and have done so for decades. So, they're experts at it. So again, I think looking at this, it's a matter of reasonableness. Could we argue the Nits and the Nat's? Certainly to Mr. Manteiga's point, you know they're focused on the 50-mile metric, but if you look at the room night metric, you know there may be a little bit of room for debate about those numbers as well. So, I think if overall, we individually, collectively think it is reasonable then I think it is reasonable to accept the report.

MR. HART: One thing I would add also is that Brian pointed it out in his report. If you look at the ADR, we know those ADRs, those are an average across the year during most of our events, the ADR is significantly higher across the market. So, it's to that assumption that we know everything is not perfect. We're trying to make it a reasonable look at what would be there.

MR. SCAGLIONE: And actually, you said some of the things I was gonna say but so my question is do you use 50 miles throughout all your perform or all your reports or do you do it specifically for different venues?

MR. PARKER: We we try to look at the reason list of of the market you know 50 miles in New York City that we can take that to 30 miles and people don't want to drive that far. You know if it's if it's 50 miles in Montana we can probably take that out to 120 miles. People are used to driving that far. So we try to look and I and I believe this the 50 miles I believe is also what you've used for the sports the Sportsplex in the past as a break point Eric if I remember right. So we stuck with the methodology that you've seen and have worked with before.

MS. PARKS: Keep in mind that from here to downtown Sarasota is 65 miles and from here to downtown Orlando is 89 miles according to my Google map. So if we are going to look at something other than 50 miles, if our, if our point is people that would be here are going to go home to Sarasota that's a that's 65 miles. So it's like if we're not going to say 50 back to the variances of depending upon the market, is it 30 miles, is it 100 miles in Mount Montana? What would the miles be that we think would be more suitable?

MR. HART: But it's but it's back to reasonableness.

MS. PARKS: Exactly.

MR. HART: That we're not going to be, we're not telling anybody this is specific which is why the methodology is conservative to aggressive that we know somewhere between there is where this is living, which is why we presented it in this manner. I'm not going to stand here and tell you that I can tell you that's exactly the exact number we're going to do. But I can tell you it's reasonable to assume that we're going to be in that range based on the

assumptions we've made, the data sets we've used because we've used, we've used specific data sets that are professional and they've been accepted as expert and we've used our own ticket sales as the driver we use ours and the discussion of the zip code, the secondary market, which is one of the things we complain about the most, a lot of these tickets you can't see the secondary market. So, we know that while you look at a Lightning game, did anybody watch the Lightning game last night? It was mostly red for Detroit because all the locals sold their tickets to people coming into town to go to the game. Or they're locals, that may be Red Wings fans. We can't determine that exactly. We're just trying to give a reasonable range of what the economics look like.

CHAIR WOODARD: *Thank you for that Eric. Patrick?*

MR. MANTEIGA: *Yeah, since we took a conservative modern and aggressive approach on patrons per room and room nights for visitors, maybe the idea would also do it on the mileage. In other words, have a aggressive mileage, a moderate mileage and a conservative mileage. I don't know if you know. In other words if we're going to do that on room nights and on patrons per room, might not do it on mileage also?.*

MR. DEFOSSET: *The questions really for the expert and if you could comment on the sensitivity of 50 miles versus 75 miles. Does that move the needle very much in this analysis and does it drive your conclusions differently If it doesn't really change much why go through the agony?*

MR. PARKER: *I I'd have to look back and see where that where the what the impact would be on that. I can. We can run some numbers and see what the 50 to 75 or 50 to 60 to 75 miles would change for us.*

MR. DEFOSSET: *Well, the overall conclusion is a moderate impact. So, I'm assuming that it'd still be a moderate impact whether it's 50 or 75, I'm guessing, it's just a guess.*

MR. HART: *so that you would do that with, but you'd have to do that with pricing also. And remember we took a static price. If we get into where we're going to pick and choose, it makes the conservative, moderate and aggressive concept. We're going to start getting away from that. And then we're going to try to 0 in to*

say this is it, to have people pick it apart. We use very conservative numbers for that exact reason, and we can go, they can change the mileage, but then you're going to want to change the pricing, then you're going to want to change the number of people per room and the assumptions we made were reasonable. If they're not reasonable to the board, then we'll modify those. But this was done... it was designed to be conservative in nature. I can tell you Brian took beatings from us regularly saying we need to be conservative. We want to make sure that this is reasonable.

MR. DEFOSSET: *One just addendum, but I mean the degree of moderator conservative, does it change our strategy at all? Realistically, is there an impact to our strategy?*

MR. HART: *The strategy is to provide a range.*

MR. DEFOSSET: *because this is supposed to help drive our strategy as Mark said, it doesn't really moderate our strategy at all.*

CHAIR WOODARD: *All good points Don. Let's take a few more comments. Lou?*

MR. PRIDA: *Well, I agree with Don, it doesn't make the strategy. But what to me, you know, you can make it 50, you can make it 100. It's how the formula works. Brings me to the conclusion as to the economic impact that we'll have. I mean, you know what it 2.1 billion versus one point. I mean what difference does it make it it, it's a, it's a it's I'm a Knesian from an economic perspective. And you know there's a multiplier effect here that I think is very important and I agree with Don. You could you know you can go up or down but you're still going to have a huge impact and that drives to me that makes the point is to supports the existence of Raymond James Stadium and Amalie Arena and the and what it does to our community. How it helps our community especially from a sales tax perspective just you know but so that's kind of where I'm at. I mean you I don't know that you go back and have to do all this.*

CHAIR WOODARD: *Thank you for those comments. Mr. Robinson?*

MR. ROBINSON: *Yeah. I'm. I'm satisfied with being an engineer and a person dealing with statistics and numbers. I'm satisfied with*

I'm a fiscal conservative. I'm satisfied with what we presented here today. You're never gonna get absolute but by having the upper range the lower range and then we ended up in the moderate range. We're probably somewhere in there. If you go 50 miles, 50 miles encompasses well over 4.5 million people, OK. If you go that way, 50 miles, you're in the Gulf of Mexico, so you're picking up some boats too. So. So, I mean, you know, if you go that way, it's probably a lot of open country. But if you go that way West, I think Hillsborough County got 1.7 million. Just in Hillsborough County you start picking up Pinellas, a piece of Pasco going 50 miles, OK because I can go over the Pasco would be 28 miles from my house going 50 miles all around you picking up a whole area of millions, I mean probably 4-5 million of people. So, I'm satisfied with it and if the issue like Mr...I'm sorry, Mr. Deforest if it's part of the strategic plan to drive a strategic plan and this is good enough. I think it's good enough if it's just driving strategic.

CHAIR WOODARD: *Thank you for your comments. Andy?*

MR. SCAGLIONE: *Just one recommendation. What I've always done in real estate is do a range and that range tells me within 50 miles or whatever I'm trying to a five-mile radius and just do a range and what and see what that encompasses. Because to your point it may be that you got water on this side and on this side, you may be in Palmetto Beach. So, a range would be very, very helpful. I'm all about backup because I, you know trust but verify and a ring would have given me a lot more comfort.*

CHAIR WOODARD: *Thank you for that comment.*

MS. PARKS: *I'm just I think that that a lot of our, a lot of these numbers are understated. I mean local transportation of 2935 offsite F&B of 4833 offsite retail and offsite recreation entertainment spend.*

Yeah, I think that those just based on where numbers are to how expensive things are today, I think these are low. I think that these numbers we also didn't include Airbnb's, correct? This doesn't include any Airbnb's. Does it include Uber?

MR. HART: *Well, it does include because it's based on, it's based on a percentage. Remember we took the percentage and said they're staying somewhere,*

MS. PARKS: They're staying somewhere, OK. So it does include the Airbnb's

MR. HART: and the Airbnb's get picked up in the ADR because they report, most of them report to...

MS. PARKS: OK. And that might be why that might be why the the ADR is driven down because typically an Airbnb...

MR. HART: No, no, no, the ADR, the reason why the ADR looks at the number that it is, that's an average.

MS. PARKS: I know it's 12 months, I know, but still that would drive, that would still drive that overall could drive the number down as well because typically Airbnb's are less expensive than hotels usually?

MR. HART: I don't know if I would say that I would, I would feel comfortable in saying that that average ADR that's there is across 12 months where we have months where there's lower occupancy, And that the months typically when you're seeing some of these shows, we know that when Amalie or when we do a show you can ask any hotelier their ADRs are going to be considerably higher than \$250. But that average gets mixed in, and we thought on a conservative basis to just use the annual average because us trying to pick and choose which months and that just that's not fair ...that's...that's not it's harder to do. So, we wanted to stay there.

CHAIR WOODARD: Andy, comment?

MR. SCAGLIONE: Now to your point when people stay at Airbnb, you have more than two 3-4 people, right. So again, these numbers just say in hotel is not accurate and that you look at the growth and the growth is Airbnb, OK. So, you have more people that stay in Airbnb than you do in a hotel.

MR. ROBINSON: Mr. Chair are we gonna get to Raymond James?

CHAIR WOODARD: I think we can, but I think all of the questions and comments that have been made equally applied to Raymond James. I'll I'll just make one observation before we move on. Brian, in my experience with economic models, there are many pieces to

the puzzle and there's a great level of human interest in what are those pieces of the puzzle because that's how we humans are built. We want to look at the pieces of the puzzle, but the really important thing is what does the puzzle look like once it's completed, And I would encourage all of us stay focused on the puzzle and stay focused on whether that puzzle is reasonable. So, with that Brian, let's move on to Raymond James please.

MR. PARKER: *Excuse me all great endpoint endpoints too. So thank you for the for the discussion. It makes me think make sure that we're, we're looking at things the right way.*

So, Raymond James, very similar report, very similar format, excuse me. Overall, about 50 total events over the last three years about 3 million attendees a \$1.4 billion in spending, \$22 million in county sales tax \$7 million in TDT and about 700,750 thousand room nights. Now hotels, Airbnb's could be anywhere. So just we're I don't think I've said hotels yet but that's inclusive of wherever they're staying and paying for it that generates about \$2.4 billion in total output 17,000 jobs and about a \$1 billion dollars in wages. That's the big picture. That's the big puzzle right, that we're trying to put together.

In terms of the events a much tighter mix here obviously with the Buccaneers games comprising the steady events and then the concerts being quite variable, quite flexible had a total of 12 non or 12 concerts in 2023, seven and 22 got 9 already scheduled for 2024. So a very active building drawing big names that are you know selling out or very close to selling out the stadium many times for multiple nights just like with Amalie getting some one off events in here.

Unfortunately, the two first two events that we're going to talk about took place under the restricted capacity rules in 2021. But even then, the Super Bowl generated about 64,000 room nights, a half million in TDT collections and another half million in local sales tax collections. And then WrestleMania also generated about 20,000 room nights and just under \$200,000 in TDT collections and about a half million in sales tax collections. So big driving events even coming out of the pandemic and the restricted attendance levels seeing that impacts.

And then last year that there was a couple concerts that were pretty significant, Taylor Swift coming in for three days and opening up her tour, you know generating 49,000 Thousand Room nights and about a million in TDT collections and about a little over a million in sales tax collections. You'll notice in the fine print at the bottom if you hopefully can read it here. We actually did use that these 49 or the TDT collections that is based on the actual ADR that was found during those events was about \$260 instead of the \$175 or so that we've shown as the overall annual average. Based on the reports I've seen that's about 40% higher than what the preceding weeks were before the preceding and succeeding weeks were. So just shows the impact that these types of events can have on that ADR. So again, showing that you know maybe we're definitely on the conservative side when we look at the total spending and lodging spending.

Same process again for the event attendance. I think the interesting thing here is the Bucs generally draw a significantly higher percentage of fans from outside the 50-mile radius, close to 50% for the last two years. And the outside of the other events similarly draw strong visitor attendees approaching 50%, 40 to 50% in the last two years. So again, both of them drawing as we talked about the impact on the local community, significant outside spending to the market, same methodology slide.

The assumptions here are a little bit different. The NFL gets a little squirrely about what teams can share with their pricing and revenues. So, we had to go to a couple of different sources. USA TODAY publishes an annual survey of average ticket prices for the NFL. We found the Bucs were at about \$263. We did review that with the with the team management. They felt that was actually a little bit low, sorry, sorry just it was right in the range, but maybe a little bit high, but that includes all of our premium seating and everything as well as standing room seats. So that's how we got to that price. Then there's a number of fan surveys conducted through Finance Buzz, and this is actually for the Bucs that survey showed about \$86 in in stadium spending on food and beverage. Again, that includes catering, premium seating areas, the higher the higher dollar stands as opposed to just the general stands or as well as just the general stands and about \$29.00 in merchandise spending per person. These numbers we did review with the Bucs they felt the \$86 is right in the range of where they are and the \$28 is right in the range of where they currently are. So, getting their

buy in on the spending, same assumptions, general assumptions for conservative, moderate and aggressive in terms of patrons per room or unit and room night stayed and the same out of out of venue spending for those visitors coming to the market.

Do we want to hit the conservative, moderate and aggressive? Should we just focus on the moderate scenarios here and then hit the summaries? Does that make sense instead of going through all the all the numbers? That gets repetitive.

In terms of the Bucs alone generating around 150,000 room nights a year, \$25,000,000 in total lodging spend, about a million and a half in TDT collections and about \$400,000 in sales tax collections from those. The lodging spend, in addition to the almost \$5 million a year in county sales tax collections generated inside and outside the building.

On the other events, the special events, pretty big disparity again in 2023, we had a really great year in terms of the outside events, but generating you know, 50,000 room nights on the low end to about 140,000 room nights on the high end, \$8 million to \$25,000,000 in lodging spend, half million to \$1,000,000 1/2 in TDT collections, an additional \$100,000 to 300,000 and some thousand in county sales tax collections in addition to the \$2.7, you know, \$1.5 to \$2.7 million in county sales tax collections.

Overall, for the Bucs for the last three years, about 2,000,000 total attendees and about 29 total games hosted. Just over a billion in total out of total in and out of stadium spending. About \$16,000,000 in county sales tax collections, \$4 million in TDT, and another 462,000 room nights, for a total of about \$2 billion in economic impact. 13,500 jobs and about \$800 million in total wages.

Special events, About 1.1 million total of visitors, total attendees, 21 special events, \$324 million in total spending, \$5 million in county sales tax, \$2 million in TDT and about 200,000 room nights.

In terms of economic impact, that generated about \$390 million in total economic impact, 3,900 jobs and about \$148 million in wages. One thing I'll know too on the special events, especially for, you'll see that the ratio is a little bit different from the total spend to the total output. That's because we make an adjustment for concerts, especially that the majority of the ticket spend for concerts does not

impact the local economy directly. In this case, we're assuming that 85% of the average ticket price is going to the event to the promoter leaving the market. The 15% is what stays in the market to pay for the venue, for the rent, for the staffing and it and it actually impacts the local market. So, and that's the same for both, both venues.

So, just to add that little bit of clarification there again being you know trying to be respectfully conservative, realistically conservative as we look at the numbers overall, what's that mean about 3 million total visitors, \$1.4 billion... We've been through the, we went through these numbers at the front... \$22 million in county sales tax, \$7 million in TDT and about 755,000 room nights total over the last three years for Amalie....or for Raymond James Stadium.

So that's a fairly quick run through of the of the reports, absolutely you know here for any additional questions that you may have and Eric. Eric and I will surely follow up on any additional changes we want to make to this.

CHAIR WOODARD: *Are there any other questions for Brian?*

MR. PARKER: *I'm sorry, what was that?*

CHAIR WOODARD: *I've asked for other questions. I see none.*

MR. PARKER: *Ok.*

CHAIR WOODARD: *And Brian, the requested action from staff is to receive, accept and receive these reports for distribution to others? Are there any objections to that?*

MR. ROBINSON: *I'll make a motion that we received reports*

CHAIR WOODARD: *Is there a second to the motion.*

MS. PARKS: *I'll second it.*

CHAIR WOODARD: *We have a motion and second, all in favor signify by saying aye.*

ALL: *Aye.*

CHAIR WOODARD: *Anyone opposed?*

MR. SCAGLIONE: *I do.*

CHAIR WOODARD: *OK, we have one opposed. The motion passes. So, Eric, take it away.*

MR. HART: *Thank you, Sir. Thank you. Thank you, Brian. Thank you for everything. Thank you again.*

c) Raymond James Stadium – Estimated Long-Term Capital

MR. HART: *Next item on your agenda is the Raymond James Stadium as part of the discussion. There were discussions about, we've been recent discussions about responsibilities. I know, Mr. Robinson, you had asked a question about the interlocal and the capital costs.*

So, in front of you is an estimate that was created by Populus based on the age of the building, based on other buildings that they've constructed in the life cycle that we're in. Within this item there is a, it says attachment, you should have it in your in the computer, sorry, computer, yeah, yeah, should be in the computer within the attachment. And these are basically a very similar process that we used when we created the initial capital program for the building, which was relatively accurate as it relates to what the cost have been. And when you take the numbers of what we spent and put, I know David put some CPI on our current numbers that you spent, they seem very reasonable for us. So, this was basically Populus's attempt to take what we have in the building, what our, what our or our responsibilities are in our contract and what other venues of the same vintage are facing in capital costs on the repair. So that's the data they use to provide us with an estimate. So, we're just making sure that everybody's aware that these are what if the Bucs execute their extensions. So, there would be there in there's 4-5 year extensions. So, we showed the first five, the next 5 and then the overall if it went all four extensions. This would provide you with a rough estimate of what we believe it's going to take in capital, future capital costs to maintain the building at its current level, not to improve it just to maintain and this is an informational item for the board. There were questions. So, this is what we prepared.

CHAIR WOODARD: Andy, you have a question?

MR. SCAGLIONE: Yeah. When I look at capital, our annual report and you see a detail of everything listed. For instance, 24 was \$7 million, nine, 2025 is \$22 million two. And when I look at this, so a cumulative there of a little over \$10,000,005 per year. When I look at the first five years here, you're looking at over \$20-27 million a year. Again, where's the backup? I'm all about trust but verifying there's no backup on all these numbers and somebody gives me these numbers and anything in business, I mean, where's the backup for this stuff? This is what we need, a detailed backup and if they came up with this number, they should have a backup.

My other question is how much has been spent in the last five, ten, twenty years to do a comparison? Based on, yeah, compared to this number here.

MR HART: Up to this date we're at approximately \$80 million. \$80 million. So, you put a CPI on it, it would be \$100 and roughly \$160 million,

MR. SCAGLIONE: So, \$80 million. But you're saying that it's gonna cost the accumulative of these three numbers is \$897 million.

MR. HART: No, no, no, it's \$498,000,000.

MR. SCAGLIONE: No, no...If you add \$137...

MR. HART: You don't add them up.

[inaudible]

MR. HART: this is a five-year extension, this is a five-year extension, 28 through 32, that's a five-year extension.

MR. SCAGLIONE: Ok, So, you're saying we're going to spend \$137 in the first five years?

MR. HART: Yes.

MR. SCAGLIONE: And the second when we're not going to spend \$261?

MR. HART: \$261 to \$137 would be in the \$261

MR. SCALGIONE: In that? And then tell me how the \$498...

MR. HART: The one \$137 the \$261 would be in the \$498.

MR. SCAGLIONE: OK 'cause when you add the \$261 and the \$137, it's \$398.

MR. HART: Correct. Would be another 100 million or less because yeah...

MR. PRIDA: look at the years on the top.

MS. PARKS: Five, ten, twenty.

MR. SCALGIONE: No, I got it here, five, ten, twenty.

MR. HART: So, in 2028 when our contract ends, the building's going to be 30 years old. We're already seeing there were issues with discussions on the glass rails and what that caused the raker beams. Right now, we're in a project of the exterior of the building. We're going to need lights and towers, seats and bleachers and scoreboards. That's what is represented in that first five years. There is going to be some type of capital replacement. Some of that may be at the beginning where we have to take debt to be able to issue it and pay for it. Some of it may be done with cash flow over time. But the scoreboards will be by 2028, they're going to be 12 years old, which means technology wise, they're dinosaurs.

MR. SCAGLIONE: Eric, All I'm saying is this, this, this means nothing to me. When I see a sheet like this, I want to see a sheet like this with detailed information, with cost detailed. I would never, this would never fly in my business, OK. I mean in fact it's disappointing when somebody supplies me a big number like this without backup.

CHAIR WOODARD: So, perhaps we can go back to the consultant and see if there are backup numbers. I know the long-range capital programming that first five years which would be included in our capital improvement program, the crystal ball is typically fairly clear. So, there's usually a pretty good level of granularity and detail. As

you start to move out 15 years and then 20 years, the granularity is not as great. It's not to say that the estimates are not good or not reasonable, but it's it becomes more difficult to be very specific with the items.

I think it's important to keep in mind that while for most of us the building of Tampa Stadium, Raymond James Stadium, seemed like it was a year or two ago, 26 years ago it was. It was opened in September of 1998. To Eric's point, over the course of the last 26 years we've spent about \$80 million making various enhancements, upgrades, repair, capital-oriented repairs. We all know that buildings as they age, become more expensive and as we look out to the full 20 years, all the way out to 2048, this will be a 45-year-old building. So, it would not be unreasonable to expect the numbers to start to escalate as the building ages. Mr. Robinson?

MR. ROBINSON: *Even these numbers are granular because this is 2024, you start 2028 that's four years from now. So, this is even granular. So, I mean you know it didn't say 2000, 2020, 24 and then five years you know...202... So, this is already four years from now and I can guarantee we get down to engineering and construction, that that's granular. OK, with supply chain, and demand... There's a lot of economic issues here, especially with this statement, having worked at this stadium on this stadium with Manhattan when the Bucs was playing. But the Bucs paid for some of these, didn't they, Eric, did the Bucs pay some millions of dollars for this?*

MR. HART: *We were relieved of some of our capital responsibilities.*

MR. ROBINSON: *The Bucs spent some millions out here over the last 30 years, right?*

MR. HART: *Yes.*

MR. ROBINSON: *OK, 'cause they want some certain upgrades. We even had to go back and redo some stuff that wasn't done right with the air conditioning, OK, that cost 2, 3, 4, \$100,000 that the, the air conditioning company hadn't put up. So, what I'm saying is that when you got a stadium like this, you get all these how many people that man say we gonna have 100,000,000 using the*

bathroom, using everything, all these facilities water, Mr. Chair, we gonna have some escalation on it. So, I mean and I but I agree with Andy. Now somewhere somebody came up with these numbers based on something and that's the problem. And normally when you see something like this, there's a reference, a little footnote says this was referenced from so and so and so, reference from previous capital expenditures blah blah, blah, blah. And he's correct. There's no notation that says that whether it was reference. This guy, the previous AECOM and I know them well, they come up, they've showed a lot of references in these two reports. This, you know, just doesn't show that. So, I know they got it. It's just that they didn't put it on it. Somebody got it.

CHAIR WOODARD: *Thank you for the comments. Mr. Prida?*

MR. PRIDA: *I look at this and it says estimates. And my theory as a board member is to keep nose and fingers out. You put your fingers in, and you can't measure the performance of your management team. This is estimates and it should be part of the record that goes forward because that's how you're going to measure the performance of the management team as we get to 2028 and beyond. But it's estimates. So, I mean to dig into that level of detail to me it's not...it's the management team's job to do that not as a board member again yeah as I said nose in, fingers out.*

MS. PARKS: *It is a little odd if they are estimates then we get down to the pennies. So, it's \$53,519,031.02 which it just it leads one to believe that the, the, the, the number is that specifically accurate when it really is an estimate?*

MR. HART: *I no, I would say that the way that they do their calculators giving these to us is that again, they're using other buildings they put them in, and they put it on a multiplier.*

MS. PARKS: *OK. It just looks....*

MR. HART: *Again, if we want to round them up, these are not designed to be, the city and the county need to have a clear understanding in the board, right, needs to have a clear understanding of...*

MS. PARKS: *Understand. One other...one other comment, is there anything you mentioned when we were asked when Andy was asking you some specifics about this, you had something specific that you knew was going to be an expense that was going to be coming up. It would be maybe it would be helpful if you all knew of some specific pretty good size, not \$20,000 expenses, but some pretty sizable expenses that you knew we were going to have to incur in certain in in these certain timelines that would be helpful to know. And because one of them you use as an illustration of your point that would be helpful to know what those are to just give us a sense of these estimates.*

MR. HART: *So, we can go back to, we can go back to populus and have them come back with a report that will take the existing building and do every last piece that will have a cost to it because they're going to have to come in and inspect it. They're trying to use general terms based on buildings in this life cycle. But the numbers that I or the items that I sent to you...seats, they're at the end, they will be at the end of their life. We know this, the raker beams, the raker beams are going to be repaired. So hopefully that's not going to be a significant one. We're going to find that out here shortly. The glass rails we've just addressed, we're going to address some of the items before, but they're going to be in a replacement cycle. The scoreboards are going to be a significant expense. The sound system is going to be a significant expense. So just take those two numbers and you're going to be somewhere in the 30 to \$50 million range just on those two items.*

MS. PARKS: *So where would we find, where would those be go specific...*

MR. HART: *Please let me finish. We can go specific, and I can pick all the exact items, but then you're going to have an exact total and then that becomes what we're going to probably be repairing and the team is going to be requesting we repair a fix. So, these estimates are designed to work within the agreement, but to also give a clear picture that there are responsibilities of the city and the county out there with the extensions. And I want to make sure everybody knows that because there was a there's been a lot of grief about to the Authority about the deal and the costs and all those pieces. What I would hate to have happen is the city and county not have a clear understanding of what their responsibilities will be moving forward. Because when we get to the end of the*

contract, if the team does an extension, this is designed to give you an idea and this does not include operating. This is just capital operating is a whole different discussion.

Now we'll get more revenue from the team, which we will the rent payment will double, but our costs are growing exponentially, which all of you saw in the last couple years. So, I'm just trying to make sure that everybody's informed because what I'd hate to do is have the city or county come back to this board or this staff and say we were not informed you, you need to have a rough idea. Are they perfect? Absolutely not. I'm not going to stand here and tell you that we went and looked at every beam. There are things out there that we don't know about right now. What this doesn't include is a major issue. We've been blessed in this building that we haven't had. We've had one major issue in its history, and it was the Ephesus where they collapsed. We've not had any major issues. The building is 26, structurally it's going to start having some challenges. We are...I mean I'm going to go on the record, we are burning this building up right now 15 concerts and all the events we're doing, those are hard on the building, specially building that's designed to do 10 to 15, 20 events a year.

So, what we're really just trying to educate this isn't a this isn't a player and ask this is just making sure the board has a clear understanding in the county and city because they have obligations at a one third two third basis no matter where they get it. They have an obligation and that's the concern.

CHAIR WOODARD: *Mr. Robinson?*

MR. ROBINSON: *Yeah. I appreciate that explanation and that doesn't and I'm assuming these include NFL standards. OK. Going forward. You know and the other thing I'm gonna just tell you right. I'm just saying this OK. I know ain't nobody else going to say it when you start looking at this as an investment. You started saying this just to be to build a new building. Then you start looking at some of these nothings over here and it's like anything else, you know, and you got old property. Do you reinvest in it? Do you knock it down and start brand new? And we're going to get the point that these numbers going to get so escalated that you may have to end up saying, does it make sense to keep putting all this capital into this structure out here or is it coming time that it's going*

to have to be knocked down and a new one built. Now just throwing that out there for the record.

MR. DEFOSSET: I'm a little bit on Lou's side of, I guess, I look at it from a cost benefit. Eric's indicated it's going to take additional cost to refine these numbers. If they're 25% bigger or 25% lower, what's the benefit of knowing that versus what we have now as a directional assessment? I'm not seeing a benefit here to refine it further. That's I guess the question for all of us to contemplate.

MR. HART: Yeah. And this again, this was an information item. This is not, yeah, we're not, we're not asking you to approve a capital plan.

MR. DEFOSSET: It's not changing the strategy of us. It's not going to change the budget for next year. It's not going to have any immediate impact on us.

CHAIR WOODARD: I think that based on our discussion there are some minor administrative changes that could be made to the document to make sure clear as to the sources and rounding the reference to the dollars and cents. I had a statistics professor who used to refer to that as spurious accuracy. So, I think rounding is something we could do, but I would my own thought would be it's not an item to vote on today, it's just an informational item. I would not support spending any Authority monies on further refining this at this time. There may come a time to do that, but this is not that time.

MR. SCAGLIONE: Just asking...at the same time are we going to be publishing this or talking about this to anybody?

MR. HART: As in...what do you mean?

MR. SCAGLIONE: If somebody asks you something tomorrow the times, the county commissioner calls you, is that they ask you what are you going to spend based on what I see here on the on the report that you we just talked about is this going to be used?

MR. HART: It would be used to let the county and city...Yeah the county and city administration they're seeing it. It's in our board packet.

MR. SCAGLIONE: *I, I, I...you can't I mean you can't use numbers that you don't have backup and you don't have better. I mean these are big numbers and to spend the money to get it right but we're not talking about spending \$1,000,000 here as in this is \$498,000,000. So, if I'm representing the people, I want to get it right whether it's higher or lower, you know, but I feel very uncomfortable giving information like this with no backups. So, you know, I don't mean to keep on, but it, you know, I just don't feel comfortable with that. And I would like a vote on it because I'm going to vote against it because I take a lot of pride in, in anything that has my fingerprints on it.*

CHAIR WOODARD: *I'm sure that we all do. Is this the best information, Eric, that is available to us from Populus? And was Populus, the architect of record on the stadium facility?*

MR. HART: *Correct.*

CHAIR WOODARD: *They have been engaged on site as needed in the course of the last 26 years, correct. And so, it seems to me that if anyone would have estimates for meeting the obligations to the facility, it would be Populus. So again, from my perspective...*

MR. ROBINSON: *Mr. Chair, Mr. Chair... When I have stuff like this in my business, OK, engineers do it all the time. It's just a blank piece of paper, right? Please put some type of notation that this is blah, blah, blah, blah, a disclaimer. So, when this hit the fan out there in public records, we'll have a disclaimer by us on what this is and I'm quite sure Populus can do that. They don't cost no money to do it, just a disclaimer on this piece of paper here you get me? With the CIT and all this floating around. This all might be used so...so if it be used, I'd like to see a disclaimer on it before it gets published to the public Mr. Chair. A disclaimer...just a disclaimer.*

CHAIR WOODARD: *So again, we have this report information. It's the best information that is available to the staff. And the consensus is.... [inaudible]. At this point, Eric, you're not looking for a vote and it's simply providing us on an informational basis.*

MR HART: *Correct. That's the end of my report.*

CHAIR WOODARD: *Very good. So that takes us on to Stadium Operations, Mr. Moss.*

2. VP of Stadium Operations – David Moss
a) License Agreement Summaries

MR. MOSS: *I will run through these quickly starting off with our BEO catered functions.*

We have the Draft Party that we hosted on March 6th for 250 guests in the Cove. Also, the TKO Leadership Summit, March 18th, and 19th in the East Club for 250 guests, the Sentinel One Partner Unstoppable event on March 20th for 50 guests in Bar 76 and for Connection Sports Day March 21st on The Cove for 70 guests.

And then looking ahead later this month, we have the HR Chamber Corporate Breakfast and the Hyundai Club for 90 guests, the Nursery Foundation Seminar on April 28th, and the East Club for 500. And last but not least the Oncology Institute event on May 2nd, for 36 guests in Bar 76.

On to the Stadium license agreements we'll be hosting or we sorry we hosted the National Pediatric Cancer Walk roll and run on March 23rd. It was \$7,000 license fee plus direct event related expenses, licensing, its merchandise revenue. There was no parking, and this was a 50/50 event revenue split with the Aviation Authority for using South parking lots. Next one up is our Breakaway Music Festival that we are hosting at the end of April. This is a license fee of \$120,000 plus direct event related expenses. The licensee does have the rights to retain concessions and merchandise for this authority will be retaining all the parking revenue and we do have a ticket incentive for every ticket they sell.

Over 8,500 per day will receive a \$5 rebate on those tickets. So, we've hope we sell a lot of tickets at that event. Next up is the Best Buddies Walk, which we will be hosting on May 11th. It's a...excuse me, a South, yeah South parking lot event, \$7,000 license fee plus direct event related expenses, no concessions or parking for that one. And also, a 50/50 revenue share with the Aviation Authority on that one. And then last but not least on license agreements, we have a photo shoot for a couple getting...doing their engagement photos here on May 11th from 12:00 to 1:00. Just a flat license fee of \$590.00.

Any questions on license agreements? All right.

b) Event Updates

MR. MOSS: *Next up just one event estimate for you Billy Joel/Sting concert as you can see in your packet had a very good day for that show. We are projected to make nearly \$1.1 million in profit compared to our budget. We're about \$450,000 over budget which takes us projecting to be over the \$2,000,000 for the current year already. So off to a great start with a lot of good shows to come. Any questions on that one?*

MR. ROBINSON: *You said we made \$1,000,000 profit on Billy Joel, correct? Man. We need more concerts.*

MR. MOSS: *We agree.*

c) Schedule of Events

MR. MOSS: *Last but not least are the scheduled events for the Stadium, Arena and Steinbrenner Field. Won't go into any detail. I'm happy to answer any questions that may come up.*

CHAIR WOODARD: *Any questions for Dave? Thank you for the report.*

MR. HART: *One item, one item, just so the board's aware. The Chesney concert that's coming up, we've had...the two big events that are coming up in April, Breakaway and Chesney. Frankly, we're likely to have some noise issues. We will make sure that we do our normal community outreach in advance of that for that weekend. But Kenny Chesney, there is a possibility that we'll be doing rehearsals through that week. So, there could be some noise, but we will additionally communicate. But, Kenny typically kicks his schedule or his tour off in Tampa. He's very superstitious. He likes to start here and end in Foxborough. So, I will tell you that Dave didn't go into it, but our sales numbers are incredibly strong. So, you can anticipate it will be another sell out and they'll be adding seats to get to the maximum capacity we can get to them.*

CHAIR WOODARD: *So, OK, thank you for that Eric. That moves us to our VP of Finance Administration, Dave Byrne.*

3. VP of Finance and Administration – David Byrne

a) **2022-23 – Audited Financial statements for Tampa Sports Authority, Hillsborough County Tournament SportsPlex and City of Tampa Municipal Golf Courses**

MR. BYRNE: *Thank you, Mr. Chair and I have Julie Davis and Steve Douglas from Rivero Gordimer. I don't know if it's more comfortable for you if you want to move up to the seat table or you're behind there or the podium, but that's up to you. I will hand you the microphone. They, they did a bit more in depth analysis than they're about to do for the Finance Committee And so they'll just kind of run over some of the highlights now. So, thank you.*

MR. DOUGLAS: *Good afternoon. Thank you, Mr. Chairman. Thanks to the board and the management team is here. I'm Steve Douglas, this is Julie Davis. We're here with Rivero Gordimer and Company, our independent CPA firm, to present the results of the audit. We...we met last week with the Finance Committee, went through a more detailed discussion and today will be a more summarized report than what you saw last week. And just again I'd like to thank the management team for their cooperation. Pleased to be able to come back today with unqualified unmodified opinions and there's no material weakness and no negative findings. That's good news to the board, that's what you've had in the past and financial perspective, the numbers that you're seeing on an ongoing basis are reliable since you're not having significant adjustments. If you change the numbers that would impact management decision making. Go ahead, Julie.*

MS. DAVIS: *All right. Well, I'm going to go through most of the presentation that we have for you all today. So, starting on page one of the report, it's just a highlight of the audit results overall.*

First and foremost. is our opinion on your financial statements and we're pleased to report we're prepared to issue an unmodified opinion on the financial statements. I do want to preface this for those that may be new to the board that we are engaged to audit both this all the Sports Authority, we issue separate golf courses and sportsplex financials. So, this is a summary report for all three audits. We've received full cooperation for management, and we have full access to books and records. I do want to thank David and Erma and the entire team here, all the various departments. It takes a lot of hard work and effort to get us all the information that

we need to get through the audit process on top of the normal day-to-day duties which include events and games and everything else. So, I just really want to commend everyone for all their hard work.

Our responsibilities are under generally accepted auditing standards where our objective is supervised reasonable but not absolute assurance that your financial statements are free material misstatement. And really what that means is that we're not looking at every transaction or every dollar that flows through. We use a risk-based model, and we use sampling and materiality throughout the audit process. Our responsibilities are additionally under government auditing standards as well as the Florida Single Audit Act and that's where we dive into a lot of compliance with laws and rules and contracts and funding sources that you all receive throughout the year. And I'm pleased to report we had no compliance findings on any of those reports as well.

We do look at internal accounting controls to the extent necessary to render our opinion on your financial statements. These typically include testing the payroll processes and the disbursements. I'm looking at the receipts process, financial reporting, segregation of duties, daily close reports at the golf courses, things of that nature. And we're pleased to report we had no material weaknesses noted or any other items to report to you all today.

Moving on to Page 2, it's just a summary of some of our other required communications. First and foremost, there is no fraud or illegal acts noted. As we've mentioned previously, if we didn't have anything to report, we'd be having phone calls and meetings far before getting to this point in the auto process. There was a new adoption of a new accounting standard this year, it's called Gatsby 96, which is subscription based. IT arrangements and what that really means is that future payments on different IT contracts are now pulled onto the balance sheet as a liability in a relay set in adjusting journal entries this year. So, what you see at the end of the year versus the final audited numbers, there's a couple adjusting journal entries. One is something that we book every year which is the pension and the lease related entries that are something that we're contracted to assist with. Those numbers aren't readily available until after the books are closed, after those numbers are already presented and after we've already started the audit process. So, those are regular entries this year to the betterment of the organization.

We did book an adjustment to reduce interest expense this year. So just wanted to bring that up as well, uncorrected misstatements and consultation with other accountants. We have none to report to you all as well. So now getting into the numbers, it's a very heavy numbers meeting, so apologies for that. I'll try to go over at a high level for you.

First and foremost, starting with the Tampa Sports Authority's balance sheet, Total assets, and deferred outflows this year ended at just over \$207 million, which is a decline of \$27.7 million over last year. The overall decline was due to an increase in cash of about \$3.3 million, but then there was a related decline in lease receivables due to collections of those leases and an overall decline in capital assets of \$28 million and that was due to \$30 million in depreciation offset by about \$2 million in additions last year.

Moving on to the next page is a summary of the liabilities and equity or the net position for the Sports Authority. Total liabilities this year ended at just over \$80 million, a decline of \$9 million this year. This is due to \$13 million in annual debt payments offset by an increase of about \$2.8 million in accrued expenses and pension liabilities throughout the year. Deferred inflows were down this year to \$20.2 million and this relates to the lease revenues being recognized over the life of the lease. This will continue to decline until new leases or amendments are entered into. This led to a total net position or equity of about \$106 million this year, down \$14.6 from last year and that position is required to be broken out to different categories. So, \$91.6 million of net is net invested in capital assets, \$13.5 million is restricted for debt service and then capital projects is the remaining amount with unrestricted being about \$1.6 million. And then moving on to the next page is a highlight of the income statement for the year.

Total revenues this year ended up at record amounts, \$32.6 million this year at 15.2 million increase over last year.

Are there increases across the board in all different events? I think it's well known that the largest increase was in concert revenues last year. There were about 8 concerts last year compared to four in the year prior. But those additional concerts resulted in about \$17.7 million in additional revenues this year compared to \$5.4,

sorry, \$17.7 million compared to \$5.3 last year. And then due to an increase in concert and other events, there were increases in operating expenses this year of \$16.6 million to end at \$36.6 million for the year. Within that line, facility operations accounted for \$14.7 million of the increase, which was mainly directly related to event expenses for concerts.

Also in operating expenses, there's about \$1.8 million increase in general administrative, which was mainly due to increase in pension expense from that participation in FRS this year. These changes led to a net loss prior to depreciation amortization of \$3.9 million. And now once we add in the depreciation, all of the other items, interest income, interest expense, things of that nature that led to an overall decline in that position of \$14.6 million for the year. And so that's the highlight of the Sports Authority overall.

Next, we're going to go over the golf courses.

MR. ROBINSON: You're going to take them all at once at the end...or each? OK.

MS. DAVIS: I move quick. Moving on to the golf courses. The total assets for the golf courses ended the year at \$9.5 million, up \$1.1 million from last year. This was due to a small increase in cash and inventory and an increase in capital assets of about \$800,000. The \$800,000 was a result of \$1.4 million in capital improvements net of about \$590,000 of depreciation for the year. Total liabilities were slightly higher this year at \$503,000.

This was mainly just due to the timing of year in payroll and accrued expenses. These changes led to an ending net position or equity of just under \$9 million of which \$3.7 million is unrestricted and \$5.2 million is invested in capital assets.

Moving on to the next page, total operating revenues for the courses this year are up to \$6.3 million, up \$1,000,000 from the prior year or 20% increase year over year. This was pretty evenly split between an increasing golf fees and an increase in merchandise and food sales as well. Total operating expenses also increased this year to end at \$5.7 million from just under \$4.7 million last year.

The largest increase this year are in course maintenance expenses due to some increasing course maintenance costs in the annual contract they all have as well as clubhouse maintenance operations and pay all related costs for this year. Depreciation expense this year was \$591,000, up slightly from previous years just due to assets being put into service from all the recent additions that have been done. And these changes led to an operating income of \$23,000 for the year. And then below you'll see the subsidy contributions are lower this year than they were in prior years. These are mainly due to the timing of capital improvement requests from the city. These led to an overall increase in net position of about \$935,000 for the year.

And then finally, we'll move on to the Sportsplex. Total assets stayed relatively consistent with the prior year at 1.2 million with some minor changes in the balance of the cash and AR. Total liabilities declined this year to \$187,000 compared to \$504,000 last year. The largest item noted for the decline was that the prior year had about \$400,000 in capital expenditures included in AP at the end of the year.

Overall, these changes led to a fund balance of just over \$1,000,000 this year of which \$8,000 is considered non spendable. So those are non-financial assets, those are things like prepaids, \$689,000 is assigned to future capital projects and the remaining \$345,000 is unassigned or available for operations.

And then the last page that we have for you today is the total operating revenues for the Sports Flex this year up to \$1.3 million. The main increases were an increase in soccer events, overall concession fees and most notably an increase in parking fees at the Sportsplex.

Operating contributions for the county were in line with budget at \$390,000 this year and then operating expenses were \$1.8 million this year, up from \$1.4 million last year. The main increases again are in salaries and related benefits as well as direct event expenses. This all led to an operating loss of about \$140,000 for the year. Below that the Sportsplex is reported slightly different just based on the type of funding that comes in. You'll see that the capital outlay expenditures are there. The county provides about \$882,000 in capital related funds, \$386,000 of those were used during the year with the remaining as I mentioned is assigned for

future capital projects and these led to the changes overall change in fund balance of \$356,000.

So, with that, I'll pause for any questions that I can answer for you. A lot of numbers.

MR. PRIDA: *I'll make a motion that we accept,*

MR. ROBINSON: *Hold on, hold on...I'll second the motion for discussion.*

CHAIR WOODARD: *So, we have a motion. And a second. Is there a question?*

MR. ROBINSON: *Yeah, go back to that. The Raymond James final...Sports Authority.*

MS. DAVIS: *The income statement?*

MR. ROBINSON: *Yeah, the one before you switch to the golf courses...*

MS. DAVIS: *Page 5.*

MR. ROBINSON: *Yeah, that's -14 million in our net position for operations?*

MS. DAVIS: *Correct.*

MR. ROBINSON: *But then you said overall we made a profit in the Sports Authority?*

MS. DAVIS: *Yeah.*

MR. ROBINSON: *And go back to that one to talk about our assets, that's those are all physical assets of that including cash?*

MS. DAVIS: *And so those are all your major sources, major assets that are listed out here. We kind of summarize them.*

MR. ROBINSON: *Was there any depreciation in our assets or was it just all depreciation.*

MS. DAVIS: So, for assets they're reported at cost per gap basis and so then we recorded depreciation over the useful life of the asset. There is no fair value procedure.

MR. ROBINSON: It's a 30-year-old building.

MS. DAVIS: Correct. It's the original cost.

MR. ROBINSON: The original cost.

MS. DAVIS: Correct.

MR. ROBINSON: So, it's actually worth more than that. So, we don't even take that...

MS. DAVIS: So, for the audit process, this is on historical basis. We focus on the history.

MR. ROBINSON: OK.

MS. DAVIS: And so, for example, we're going backwards into last year.

MR. ROBINSON: So, we are better off than what these numbers are showing.

MS. DAVIS: This is just historical data.

MR. ROBINSON: Got it. You OK with this, Mr. Prida?

MR. PRIDA: Oh yeah.

MR. ROBINSON: Yeah. All right. OK.

CHAIR WOODARD: So, we have a motion and a second. Any further discussion? Improved revenues, no findings, it doesn't get better than that. All in favor signify by saying aye.

ALL: Aye.

CHAIR WOODARD: Anyone opposed? The audit has been adopted. Julie and Steve, thank you very much for your efforts. Thank you, management team, for all of the work that you have put

into making the audit a success. We will see you very soon as you start the next audit. Very good. Thank you, David. That takes us to our VP of Golf Operations, Mr. Jim Garrison.

4. VP of Golf Operations – Jim Garrison

a) Golf Course Updates

MR. GARRISON: *Thank you, Mr. Chairman. So, before I go into my report, I do want to let the Board know that we are doing curfew again this year. I apologize to my golf committee members. I should have reported that at golf last week, but normally we would have more time to discuss this. But due to a scheduling conflict, we have been asked to move up one of our applications to the 1st of May. So, there is plenty of time to get our protocols out and everything into everyone's hands. Two weeks ahead of time and I will report more to my golf committee members as we approach those dates.*

In the revenue expense comparison, all three courses continued to perform well through the season despite a few more than usual wet days that put a damper on the last couple of months. Combined revenue is \$230,000 over last year and we are currently \$392,000 ahead of budget, which is an \$81,000 increase over the \$311,000 we were ahead of budget at the end of January. Combined golf fees are up \$175,000 over last year and combined food and beverage revenue is up \$35,000 over last year.

At the golf courses, Roger Park First, the big course is still in very good shape as evidenced by the number of rounds that we are seeing throughout the season. Short Course continues to perform very well. We've done over 3000 rounds through the end of February and have made approximately \$31,000 in revenue. The fairway and green surrounds on the short course have remained in excellent conditions. However, a few of the greens do not fare very well through the El Nino conditions. We will monitor those greens and if they do not recover by mid-May, we will make a decision to either sod or sprig at that point. The top tracer project is moving along. We now have a slab columns and a roof. We anticipate completion to be sometime in early to mid-May and we would like to plan for a soft promotional open opening similar to the short course with mayor and press around the first week in June. Following the press event, we would like to invite some of our

partners out to try the experience and that will help us learn how to efficiently operate with a somewhat larger audience. The last week of the project as construction wraps up is when Top Tracer will physically send staff to be on site with us and train us all with the capabilities. The Driving Range expansion project and practice green renovation are set to start on April 8th and the pump project is still on target to start over the upcoming months.

At Babe Zaharias. The new pumps required some protection, so last week we had vinyl fencing installed around both pump areas. They both look very nice, and the pumps are hidden from view, hidden from view. So, we hope this deters anyone from walking or coming a little bit too close to the pumping areas. We are very excited to start the Green Greens renovation at Babe Zaharias on May 1st. The project should take approximately 4 to 4 1/2 months from start to finish and we hope to reopen late September to early October. Also, the N Wall project is still in the works, and we look forward to starting that over the next few months. Along with the painting of the Clubhouse and Cart Barn exteriors.

At Rocky Point, fairways have recovered from the Risoc fungus that we found a couple of months ago. The cell tower project still continues, however. Verizon is unsure that they want the hot spot on the tower, so the Rep is in talk with T-Mobile who have expressed interest in the top spot of the tower. Also, the city has requested a letter of support from the neighborhoods and in turn the neighbors have requested some additional information on the project which the cell tower contractor is in the process of gathering now. Eric and I met with the Clubhouse renovation architect late last month and we expect to have updated drawings in the next two weeks. We are hoping to start the Clubhouse renovation at Rocky Point over the summer months. We will add some capital dollars to this upcoming cycle to replace the driving range mats at Rocky Point as we do not believe they will last through another season. And finally, I'm still in talks with the Tampa Bay estuary program, but it looks like that program that is three to five years away at this point. We have sent information back to them on adjustments that we would like to see in their conceptual ideas. Any questions?

CHAIR WOODARD: *Thank you, Jim. That takes us to our VP of Marketing Communications, Mr. Silvest.*

5. VP of Marketing and Communications – Bobby Silvest
a) Social Media Analytics –March 2024

MR. SILVEST: *Thank you, Mr. Chairman. So, for your review are the, analytics last 30 days, the only thing really during that time period was the Billy Joel show, really driven by our Know Before You Go communications and a countdown to show days. I think you'll see now this next month we have Kenny in there. You're gonna see a big pop on that. And that's really all I have.*

CHAIR WOODARD: *Any questions for Bobby? Thank you very much. Next, last but not least, Mr. Reed, VP of Sportsplex Operations.*

6. VP of SportsPlex Operations – Stephen Reed
a) SportsPlex Updates

MR. REED: *Just real quick, we just had a very successful rugby tournament weekend with the attractive teams from all over the world, you know a couple from New Zealand, some from Canada. So, it was a very, very heavily attentive event and our complex survived. So, it could with that leading into the fields. We are diligently trying to get the fields back up. We've got our down slope of events right now. So, we've got three more events to go, but starting on the 15th, we'll be able to really start working on half the field. So, they should be backed up and looking good by the end of May. So still working on that generator project. We have a meeting set for the end of this week to discuss that. So, at the next meeting, I'll be able to get you guys a better update on where we stand with our new generator that's coming in. And along with that same thing in our overflow parking, they're still waiting for the engineer to come back with the design from what we discussed in our meeting a couple weeks ago. So, once we get more information, I'm hoping by the next meeting I can give you more detail on both of those should be good.*

Next item up we have is our license agreement summaries.

b) License Agreement Summaries

MR. REED: *The first event we have is the FYSA Presidents Cup. We got \$8,000 plus all our direct event related expenses, got \$4,900 in concessions, \$2,300 dollars in our vendor fees and \$6,400 in the parking.*

Next event we had after that was the USL Academy Cup and we did \$22,525 plus all direct event related expenses and the license fee, \$7,600 in concessions, \$2,500 in vendor fees and \$22,700 from the parking.

That event and our last event we had for the month, well not the last, the one that we could report, we just had one this weekend. So was the NFLPA Sandlot 7V7. We did \$8,500 plus all the new direct event related expenses for license fee, \$5,000 concessions, \$2,000 in vendor fees and \$10,000 in parking.

So, we had some pretty good events this month and then are any questions on the events?

c) Schedule of Events

MR REED: *Our last item is just our calendar right now. We've got an event coming up this weekend, it's a 7V7 tournament, then we have a soccer tournament and then we end the month off with a 7V7 tournament and then we're off until the end of May.*

CHAIR WOODARD: *Very good. Any questions? Thanks, Steve.*

IX. TSA Meeting Schedule

CHAIR WOODARD: *That takes us to our upcoming meeting schedule. It's detailed in your agenda packet.*

X. Old Business

CHAIR WOODARD: *On to Old Business. Do we have any Old Business? Patrick?*

MR. MANTEIGA: *I don't know if it's old or new, but last time we had a conversation about concert parking and we had some disgruntled folks who took four hours to get less, just a little over 50 miles...they should have stayed overnight, anyway.*

MR. DEFOSSET: *They were inside of 51 miles.*

MR. MANTEIGA: *One thing that Tony mentioned, you know, is that the Performing Arts Center sends out emails. I don't know if Kenny Chesney might be an opportunity to maybe test and see if maybe we could send out some*

emails talking about parking, you know the challenges of it, you know plan on which slot you're going to maybe even along with a parking there. Don't know if it'd be, you know something that we might want to try and see send out a few and see if that helps which we're already.

MR. HART: *It's already planned. So, there is, there's two prongs to let, David, if I miss something, we will go through the Alert Tampa methodology. We normally don't use that on weekend events. We usually only use it on weekday events, but we're going to try using it on the Alert Tampa. If they're not on Alert Tampa we're going to go back and do a push through the ticket sales to as many as we can get to. We won't be able to hit the secondary. Anybody who's bought the secondary, they won't see it, but we will do a push through the primary, telling them the primary lots and encouraging them to go to ways because Waze is going to give them the direction to the lot that they pick.*

But we'll give a full thing with maps, trying to explain to everybody the best we can to try to. And we'll get gate times because this concert's going to be completely different from the last one because we will have more than 50% of the people in the parking lots by 2:00. So, they're going to stagger in. Billy Joel was a late stagger in. So that's part of what we're trying to learn with the staff. But we will do a communication. And I do think that as we look at the more mature audience events, we're going to be looking at ways because it's a late arriving crowd. So, we have to figure out ways to try to get folks in.

MR. MOSS: *Well, we're gonna one of the things we talked about focusing on is which lots are available for the folks that haven't repurchased parking. We did notice that a lot, a lot of people showed up at the last event at all of the lot entrances and a lot of those were sold out with presold. So, we're going to push on that note before you go, here are the lots that are available for day of and here's how you get to those lots based on where you're coming from. We are also going to undersell the lots. Even if we say they're sold out, we'll have 50 spaces available, pre-sold lots. So, if we get those folks that show up, we can take them.*

MR. MANTEIGA: *Is there a cost of sending out those emails?*

MR. HART: *No.*

MR. MANTEIGA: *OK. All right.*

MR. SILVEST: *They're through the city as well.*

MR. HART: So, like the, the city won't charge us any cost and they've been actually really, really helpful with the Alert Tampa because they'll hit it like 3 or 4, but if you're not an Alert Tampa member, then you would never see it.

CHAIR WOODARD: Thank you for that update. One quick FYI, at the direction of the Executive Committee, Eric and I will be scheduling meetings with the individual county commissioners to provide them with information relative to the economic stimulus provided by our sporting and other venues under the Tampa Sports Authority as well as their obligations pursuant to the interlocal agreement. So those are coming up quickly.

MR. ROBINSON: Is that...

CHARI WOODARD: Yes Sir?

MR. ROBINSON: Yeah, I hear that. My, my concern is this, OK, yes, I mean I'm going to be at the CIT thing tomorrow. One of the issues is that CIT is vicious. And I and I, I know it doesn't matter whether the CIT passes or not, the county has to take care of its facilities. And it's a lot easier if they have a tax to do that with and I know that we're not looking for a new stadium no time soon. Maybe in another 10 years you might hear that, but no time soon and I know you've been expended to deal with the Bucs. It's one of the reasons I made the motion for you to be extended, 'cause I think you got a handle on it. I can tell the day you got a handle on it plus that chart put the disclaimer on it. We're OK. But I just don't like a lot of people just like pushing us to the curbs like, like they want to do the school district where I think we'll be OK, but I'll be down to tomorrow. So hopefully we'll get a resolution because...that based on what's has happened, it gonna be a big turnout, the Supreme Court. It gonna be the biggest turnout you ever seen in your life. So, I just want to be aware that we're OK. I think you found it. Well, I think the chairman's been handling everything well and doing a good job. And I let Mr. Bennett know that too. Mr. Chair.

CHAIR WOODARD: Thank you, Mr. Robinson.

MR. ROBINSON: OK, so that's all I had. I just appreciate y'all going over because I never thought...I didn't think we would talk to people at the county to let them know what we're doing. And now that we've got this good data from AECOM, the time is now. Thank you very much.

XI. New Business

CHAIR WOODARD: *That takes us to New Business, Any New Business? If there's nothing else for the good of the order, we are adjourned.*

There being no further business to come before the Board, Chair Woodard adjourned said meeting at 5:48pm on this 2nd day of April 2024.

DISCLAIMER

The attached minutes are transcribed using computer software and edited to reflect a verbatim record. Every effort has been made to ensure the accuracy of information, statements and decisions recorded within.

In accordance with Florida Statue 286.0105, provides that if any person who decides to appeal any decision of the Tampa Sports Authority with respect to any matter considered at this public meeting will need a record of the proceedings and that, for such purpose, may need to hire a court reporter to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is based.

Upon request, copies of the agenda and recordings are available by contacting the Tampa Sports Authority Office. You may submit a request by e-mail to: publicrecords@tampasportsauthority.com, by phone: (813) 350-6500, by mail: 4201 N. Dale Mabry Hwy., Tampa, FL 33607.

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: RJS Financials - March 2024

Summary: Attached are the March 2024 Stadium Financials. Staff is requesting the Board receive and accept the March 2024 RJS Stadium Financials as submitted.

Strategic Plan:

Background:

ATTACHMENTS:

Name:	Description:	Type:
 RJS_Packet_1.pdf	RJS Packet - 1	Executive Summary

Raymond James Stadium - Combined Financial Summary March - FY 2024

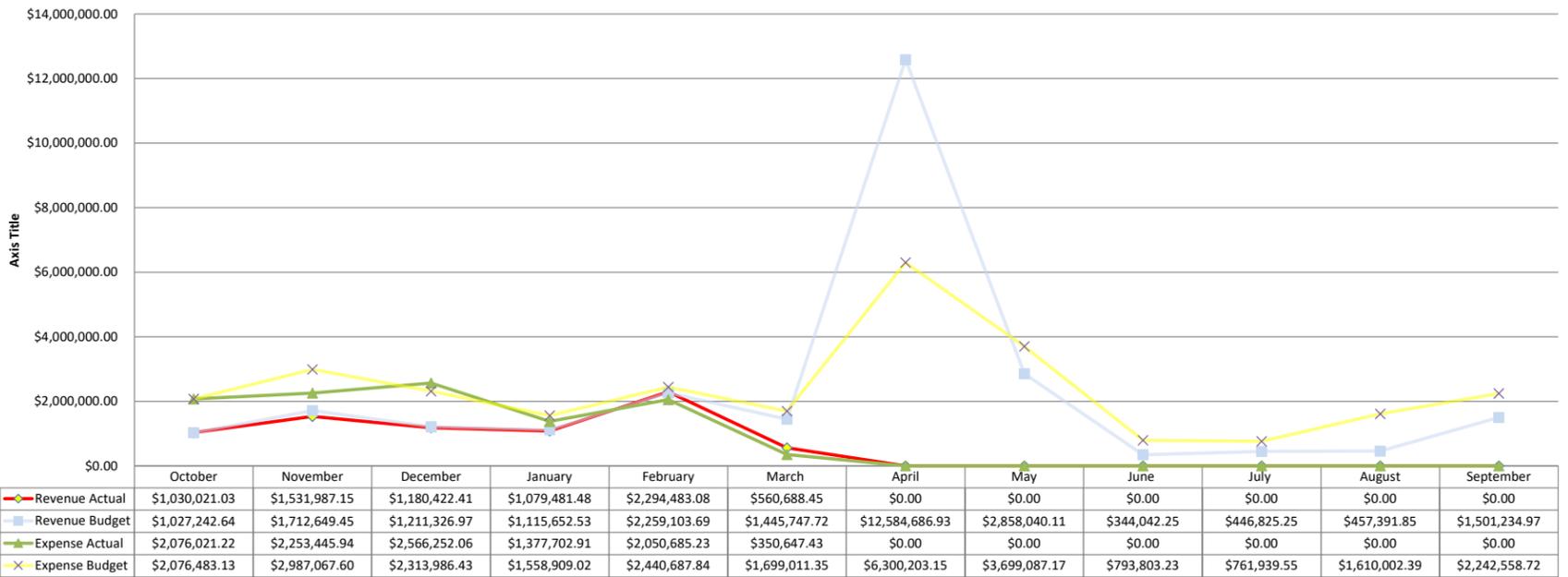
	Month to Date - March 2024			Year to Date - March 2024		
	Actual	Budget	Difference	Actual	Budget	Difference
Revenues	\$ 560,688.45	\$ 1,445,747.72	\$ (885,059.27)	\$ 7,677,083.60	\$ 8,771,723.00	\$ (1,094,639.40)
Expenses	\$ 350,647.43	\$ 1,699,011.35	\$ (1,348,363.92)	\$ 10,674,754.79	\$ 13,076,145.37	\$ (2,401,390.57)
Sub Total	\$ 210,041.02	\$ (253,263.63)	\$ 463,304.65	\$ (2,997,671.19)	\$ (4,304,422.37)	\$ 1,306,751.17
Less Depreciation	\$ 35,486.50	\$ 29,889.45	\$ 5,597.05	\$ 184,021.52	\$ 179,336.70	\$ 4,684.82
Sub Total	\$ 245,527.52	\$ (223,374.18)	\$ 468,901.70	\$ (2,813,649.67)	\$ (4,125,085.67)	\$ 1,311,435.99
Add Interest	\$ 20,229.12	\$ 6,500.00	\$ 13,729.12	\$ 64,246.24	\$ 39,000.00	\$ 25,246.24
Total	\$ 265,756.64	\$ (216,874.18)	\$ 482,630.81	\$ (2,749,403.43)	\$ (4,086,085.67)	\$ 1,336,682.23
Add Subsidy Ahead/(Behind) Budget	\$ -	\$ -	\$ -	\$ 384,288.80	\$ 447,646.99	\$ (63,358.19)
Funds Carried Forward	\$ 265,756.64	\$ (216,874.18)	\$ 482,630.81	\$ (2,365,114.63)	\$ (3,638,438.68)	\$ 1,273,324.04
				\$ -	\$ -	\$ -
				\$ (2,365,114.63)	\$ (3,638,438.68)	\$ 1,273,324.04

Comments:

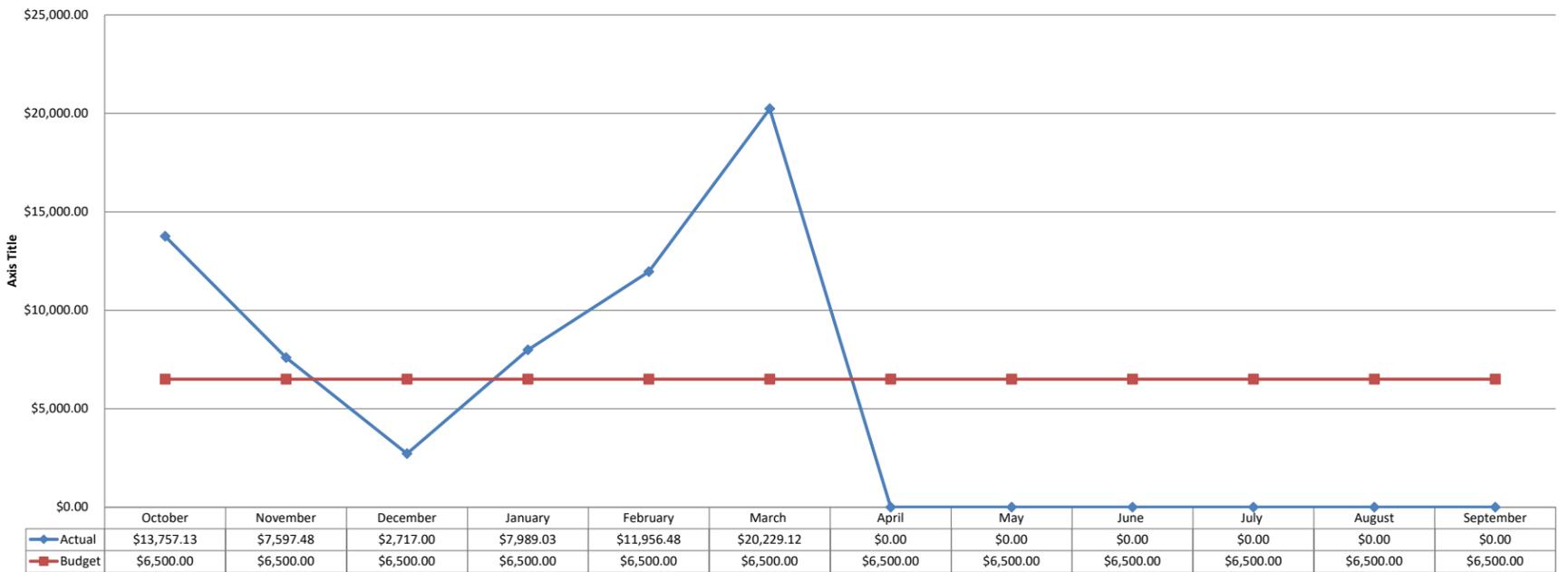
Due to Timing, the positive variance is decreased from \$1,273,324.04 to \$435,000.00.

	Revenues			Expenses			Interest Earnings			YTD Actual Performance vs. Budget		
	Actual	Budget	Difference	Actual	Budget	Difference	Actual	Budget	Difference	Actual	Budget	Difference
October	\$1,030,021.03	\$1,027,242.64	\$2,778.39	\$2,076,021.22	\$2,076,483.13	(\$461.91)	\$13,757.13	\$6,500.00	\$7,257.13	(\$1,002,409.49)	(\$1,012,851.04)	\$10,441.55
November	\$1,531,987.15	\$1,712,649.45	(\$180,662.30)	\$2,253,445.94	\$2,987,067.60	(\$733,621.66)	\$7,597.48	\$6,500.00	\$1,097.48	(\$299,741.34)	(\$790,381.71)	\$490,640.37
December	\$1,180,422.41	\$1,211,326.97	(\$30,904.56)	\$2,566,252.06	\$2,313,986.43	\$252,265.63	\$2,717.00	\$6,500.00	(\$3,783.00)	(\$1,353,353.55)	(\$1,066,270.01)	(\$287,083.54)
January	\$1,079,481.48	\$1,115,652.53	(\$36,171.05)	\$1,377,702.91	\$1,558,909.02	(\$181,206.11)	\$7,989.03	\$6,500.00	\$1,489.03	(\$260,659.35)	(\$406,867.04)	\$146,207.69
February	\$2,294,483.08	\$2,259,103.69	\$35,379.39	\$2,050,685.23	\$2,440,687.84	(\$390,002.61)	\$11,956.48	\$6,500.00	\$5,456.48	\$285,292.46	(\$145,184.70)	\$430,477.16
March	\$560,688.45	\$1,445,747.72	(\$885,059.27)	\$350,647.43	\$1,699,011.35	(\$1,348,363.92)	\$20,229.12	\$6,500.00	\$13,729.12	\$265,756.64	(\$216,874.18)	\$482,630.82
April	\$0.00	\$12,584,686.93	(\$12,584,686.93)	\$0.00	\$6,300,203.15	(\$6,300,203.15)	\$0.00	\$6,500.00	(\$6,500.00)	\$0.00	\$6,320,873.23	(\$6,320,873.23)
May	\$0.00	\$2,858,040.11	(\$2,858,040.11)	\$0.00	\$3,699,087.17	(\$3,699,087.17)	\$0.00	\$6,500.00	(\$6,500.00)	\$0.00	(\$804,657.61)	\$804,657.61
June	\$0.00	\$344,042.25	(\$344,042.25)	\$0.00	\$793,803.23	(\$793,803.23)	\$0.00	\$6,500.00	(\$6,500.00)	\$0.00	(\$413,371.53)	\$413,371.53
July	\$0.00	\$446,825.25	(\$446,825.25)	\$0.00	\$761,939.55	(\$761,939.55)	\$0.00	\$6,500.00	(\$6,500.00)	\$0.00	(\$278,724.85)	\$278,724.85
August	\$0.00	\$457,391.85	(\$457,391.85)	\$0.00	\$1,610,002.39	(\$1,610,002.39)	\$0.00	\$6,500.00	(\$6,500.00)	\$0.00	(\$1,116,221.09)	\$1,116,221.09
September	\$0.00	\$1,501,234.97	(\$1,501,234.97)	\$0.00	\$2,242,558.72	(\$2,242,558.72)	\$0.00	\$6,500.00	(\$6,500.00)	\$0.00	(\$704,934.30)	\$704,934.30
Total	\$7,677,083.60	\$8,771,723.00	(\$1,094,639.40)	\$10,674,754.79	\$13,076,145.37	(\$2,401,390.58)	\$64,246.24	\$39,000.00	\$25,246.24	(\$2,365,114.63)	(\$3,638,428.68)	\$1,273,314.05

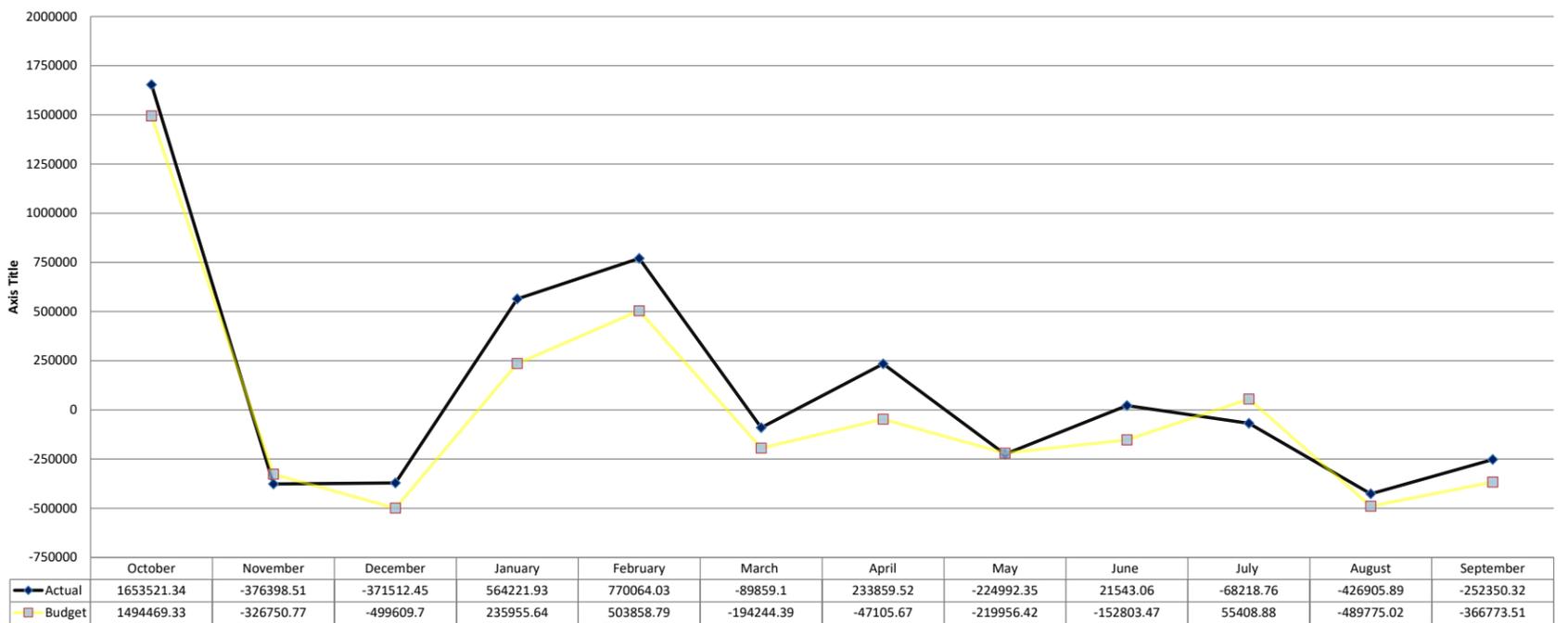
Revenues/Expenses - Budget vs. Actual



Interest Income - Budget vs. Actual



Actual Overall Performance vs. Budget



Tampa Sports Authority

Sports Facilities operations - Actual to Budget
Statement of Revenue and Expenses - Comparative

Tampa Sports Authority

**Sports Facilities Operations - Actual to Budget
Statement of Revenue and Expenses - Comparative**

For the period ended March 31, 2024

	2024	2024		2024	2024		
	<u>MTD Actual</u>	<u>MTD Budget</u>	<u>Var</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Var</u>	<u>Comments</u>
Operating Revenue							
Buc's							
License fees	\$ 291,666.67	\$ 291,666.67	\$ -	\$ 1,750,000.02	\$ 1,750,000.02	\$ -	
Ticket Surcharge	(1,012.50)	-	(1,012.50)	1,147,330.00	900,000.00	247,330.00	
Parking	-	-	-	-	-	-	
Total Buc's	<u>290,654.17</u>	<u>291,666.67</u>	<u>(1,012.50)</u>	<u>2,897,330.02</u>	<u>2,650,000.02</u>	<u>247,330.00</u>	
College Football							
License fees	-	-	-	2,033,820.52	1,953,110.00	80,710.52	
Ticket Surcharge	-	-	-	192,632.23	183,750.00	8,882.23	
Concessions	-	-	-	940,802.00	856,994.00	83,808.00	
Parking	-	-	-	367,725.62	306,000.00	61,725.62	
Total College Football	<u>-</u>	<u>-</u>	<u>-</u>	<u>3,534,980.37</u>	<u>3,299,854.00</u>	<u>235,126.37</u>	
Concerts & Motorsports							
License fees	-	1,020,500.00	(1,020,500.00)	1,962,101.00	2,900,000.00	(937,899.00)	
Ticket Surcharge	-	57,250.00	(57,250.00)	300,966.64	263,100.00	37,866.64	
Concessions	-	430,500.00	(430,500.00)	1,076,989.00	1,367,600.00	(290,611.00)	
Parking	-	99,000.00	(99,000.00)	689,778.00	528,750.00	161,028.00	
Total Concerts & Motorsports	<u>-</u>	<u>1,607,250.00</u>	<u>(1,607,250.00)</u>	<u>4,029,834.64</u>	<u>5,059,450.00</u>	<u>(1,029,615.36)</u>	
Excess Revenue over \$2,000,000	-	-	-	-	-	-	
Advalorem & Intangible Taxes	-	-	-	280,853.44	254,976.64	25,876.80	
Other							
License fees	70,308.21	172,589.76	(102,281.55)	353,012.22	910,861.03	(557,848.81)	
Ticket Surcharge	-	-	-	-	820.00	(820.00)	
Concessions/BEOs	36,798.00	3,600.00	33,198.00	194,606.00	205,440.00	(10,834.00)	
Parking	-	-	-	-	4,500.00	(4,500.00)	
Parking - offsite	182,988.18	-	182,988.18	256,625.97	434,556.25	(177,930.28)	
Rent	30,163.33	29,695.58	467.75	262,884.89	261,061.22	1,823.67	
Miscellaneous/other	34,789.92	17,021.30	17,768.62	154,720.40	121,296.17	33,424.23	
Total Other	<u>355,047.64</u>	<u>222,906.64</u>	<u>132,141.00</u>	<u>1,221,849.48</u>	<u>1,938,534.67</u>	<u>(716,685.19)</u>	

Tampa Sports Authority

Sports Facilities operations - Actual to Budget
Statement of Revenue and Expenses - Comparative

Tampa Sports Authority

**Sports Facilities Operations - Actual to Budget
Statement of Revenue and Expenses - Comparative**

For the period ended March 31, 2024

	2024	2024		2024	2024		
	<u>MTD Actual</u>	<u>MTD Budget</u>	<u>Var</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Var</u>	<u>Comments</u>
Total gross operating revenues	645,701.81	2,121,823.31	(1,476,121.50)	11,964,847.95	13,202,815.33	(1,237,967.38)	
Less: Revenue Splits	(85,013.36)	(676,075.59)	591,062.23	(4,287,764.35)	(4,431,092.33)	143,327.98	
Total net operating revenues	560,688.45	1,445,747.72	(885,059.27)	7,677,083.60	8,771,723.00	(1,094,639.40)	
Operating Expenses							
Salaries & Wages	329,562.92	309,125.43	20,437.49	1,930,208.71	1,923,284.88	6,923.83	
Salaries & Wages Reimbursement	(172,609.80)	(88,191.43)	(84,418.37)	(667,239.67)	(684,454.06)	17,214.39	
Fringes/Related Costs	146,690.53	146,751.15	(60.62)	862,913.68	926,249.33	(63,335.65)	
Computer Expenses	821.87	6,249.92	(5,428.05)	23,967.15	37,499.52	(13,532.37)	
Licenses, Dues & Permits	10,039.11	2,333.33	7,705.78	31,450.30	14,654.76	16,795.54	
Marketing & Advertising	23,766.69	14,708.75	9,057.94	79,936.30	88,252.50	(8,316.20)	
Maint & Supplies - Building & Field	(19,621.24)	18,175.00	(37,796.24)	52,010.55	120,600.00	(68,589.45)	Timing
Maint - Contractual	166,319.09	122,666.67	43,652.42	627,129.41	692,000.02	(64,870.61)	Timing
Insurance/bonding	78,400.31	97,464.86	(19,064.55)	484,262.29	587,961.34	(103,699.05)	
Event - Buccaneers	(68,190.81)	-	(68,190.81)	2,635,338.59	2,636,249.98	(911.39)	
Event - Direct Costs	4,000.32	840,000.00	(835,999.68)	3,462,561.09	4,499,573.03	(1,037,011.94)	
Event - Other Costs	(345,171.53)	(4,166.67)	(341,004.86)	(616,116.20)	(25,000.02)	(591,116.18)	Timing
Event - Offsite parking	20,094.28	-	20,094.28	28,331.02	80,413.88	(52,082.86)	
Professional Services	27,753.30	94,516.67	(66,763.37)	216,842.52	516,100.02	(299,257.50)	
HCAA & Condo Rents	25,000.00	25,000.00	-	304,699.10	304,699.10	-	
Real estate taxes	-	-	-	734,639.74	702,623.63	32,016.11	
Supplies, Postage & Shipping	5,883.72	4,354.17	1,529.55	29,001.30	26,125.02	2,876.28	
Utilities & Telephone	66,423.81	61,822.84	4,600.97	222,671.76	386,950.74	(164,278.98)	Timing
Training & Education	11,156.29	10,400.00	756.29	22,582.60	30,525.00	(7,942.40)	
Pension Expenses	-	-	-	-	-	-	
Miscellaneous other	4,842.07	7,911.21	(3,069.14)	25,543.03	32,500.00	(6,956.97)	
Depreciation and amortization	35,486.50	29,889.45	5,597.05	184,021.52	179,336.70	4,684.82	
Total operating expenses	350,647.43	1,699,011.35	(1,348,363.92)	10,674,754.79	13,076,145.37	(2,401,390.58)	
Non-operating revenues(expenses)							
Contributed Operating Revenue	-	-	-	384,288.80	447,646.99	(63,358.19)	
Investment income	46,774.03	31,966.67	14,807.36	347,863.50	191,800.02	156,063.48	
Bond grants and contributions	1,218,135.60	1,227,464.58	(9,328.98)	7,496,691.49	7,364,787.48	131,904.01	

Tampa Sports Authority

Sports Facilities operations - Actual to Budget
Statement of Revenue and Expenses - Comparative

Tampa Sports Authority

**Sports Facilities Operations - Actual to Budget
Statement of Revenue and Expenses - Comparative**

For the period ended March 31, 2024

	2024	2024		2024	2024		Comments
	<u>MTD Actual</u>	<u>MTD Budget</u>	<u>Var</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Var</u>	
Practice Facility-Contributions	-	-	-	-	-	-	
Amortization of bond issue costs	-	-	-	-	-	-	
Amortization of leasehold interest	(2,472,392.32)	(2,490,759.24)	18,366.92	(14,835,565.39)	(14,843,305.44)	7,740.05	
Forgiveness of debt	-	-	-	-	-	-	
Interest exp. and amort. of bond	(92,312.12)	(82,502.12)	(9,810.00)	(571,584.22)	(608,177.01)	36,592.79	
Loss on disposal of assets	-	-	-	2,825.00	-	2,825.00	
Capital grants and contributions	-	-	-	-	-	-	
Total non-operating revenues	<u>(1,299,794.81)</u>	<u>(1,313,830.11)</u>	<u>14,035.30</u>	<u>(7,175,480.82)</u>	<u>(7,447,247.96)</u>	<u>271,767.14</u>	
Excess Revenues over Expenses	<u>(1,089,753.79)</u>	<u>(1,567,093.74)</u>	<u>477,339.95</u>	<u>(10,173,152.01)</u>	<u>(11,751,670.33)</u>	<u>1,578,518.32</u>	

**Tampa Sports Authority
Sports Facilities Operations
Statement of Net Position**

March 31, 2024

(With comparative totals for 2023)

	<u>2024</u>	<u>2023</u>	<u>Var</u>
	<u>Sports Facilities Operations</u>	<u>Sports Facilities Operations</u>	<u>Sports Facilities Operations</u>
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	\$ 24,130,418	\$ 16,757,587	\$ 7,372,831
Accounts receivable	1,959,680	2,159,147	\$ (199,467)
Accounts receivable (Lease)	20,621,576	22,322,813	\$ (1,701,237)
Due from Golf Courses/Complex	126,183	90,533	\$ 35,650
Prepaid expenses and deposits	208,389	280,063	\$ (71,674)
Inventory	-	-	\$ -
Total current assets	<u>47,046,247</u>	<u>41,610,143</u>	<u>5,436,104</u>
NON-CURRENT ASSETS			
Investments	1,077,230	1,068,272	\$ 8,958
Practice Facility Funds Receivable	-	-	\$ -
Capital assets, net of depreciation	4,337,890	4,454,224	\$ (116,333)
Unamortized leasehold interest	137,341,310	164,750,068	\$ (27,408,758)
Unamortized portion of bond issuance costs	-	-	\$ -
Deferred costs of advance refunding	83,184	113,433	\$ (30,249)
Pension Related Outflows	1,862,394	1,790,400	\$ 71,994
Total non-current assets	<u>144,702,008</u>	<u>172,176,396</u>	<u>(27,474,388)</u>
TOTAL ASSETS	<u><u>\$ 191,748,255</u></u>	<u><u>\$ 213,786,540</u></u>	<u><u>\$ (22,038,285)</u></u>
LIABILITIES			
CURRENT LIABILITIES			
Long-term debt due within one year	\$ 12,445,000	\$ 11,290,000	\$ 1,155,000
Accounts payable and accrued liabilities	736,681	1,915,201	\$ (1,178,520)
Accrued liabilities (Lease)	4,924,925	5,095,488	\$ (170,563)
Accrued interest payable	671,605	991,181	\$ (319,576)
Due to Component Government Unit	1,025	1,700	\$ (675)
Deferred revenue	9,423,033	4,103,493	\$ 5,319,540
Total current liabilities	<u>28,202,268</u>	<u>23,397,062</u>	<u>4,805,206</u>
NON-CURRENT LIABILITIES			
Pension Liability	7,189,328	5,760,679	\$ 1,428,649
Pension Related Inflows	20,228,843	22,223,507	\$ (1,994,664)
Bond and loan payable	35,331,214	50,019,778	\$ (14,688,564)
Total Non-current liabilities	<u>62,749,385</u>	<u>78,003,964</u>	<u>(15,254,579)</u>
TOTAL LIABILITIES	<u><u>90,951,653</u></u>	<u><u>101,401,026</u></u>	<u><u>(10,449,373)</u></u>
NET POSITION			
Invested in Capital Assets and Unamortized Leasehold Interest, net of related debt	93,902,986	107,894,513	\$ (13,991,527)
Restricted for Capital Projects	7,992,336	3,607,172	\$ 4,385,164
Restricted for Debt Service	3,483,619	3,812,348	\$ (328,730)
Unrestricted	(4,582,338)	(2,928,520)	\$ (1,653,818)
Total Net Position	<u>100,796,602</u>	<u>112,385,513</u>	<u>(11,588,911)</u>
TOTAL LIABILITIES & NET POSITION	<u><u>\$ 191,748,255</u></u>	<u><u>\$ 213,786,540</u></u>	<u><u>\$ (22,038,285)</u></u>

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: Golf Course Financials - March 2024

Summary: Attached are the March 2024 Golf Course Financials. Staff is requesting the Board receive and accept the March 2024 Golf Course Financials as submitted.

Strategic Plan:

Background:

ATTACHMENTS:

Name:	Description:	Type:
 Golf_Course_Packet_1.pdf	Golf Course Packet - 1	Executive Summary

**Tampa Sports Authority
Financial Statement Summary
March, 2024**

Golf Courses

Statement of Revenues and Expenses – Comparative – March, 2024

1. Net by Course (excluding depreciation and prior to City Contribution):

Course	March Actual	March Budget	Difference	YTD Actual	YTD Budget	YTD Net to Budget
Babe Zaharias	65,248	32,045	33,204	104,787	(52,672)	157,459
Rocky Point	149,470	87,511	61,959	430,727	269,976	160,752
Rogers Park	70,614	36,001	34,613	152,762	(51,257)	204,019
Profit/(Loss)	285,332	155,556	129,776	688,276	166,047	522,229

2. Merchandise

a. MTD Combined Gross Margins

Description	Gross Margins Actual	Gross Margins Target	Difference
Balls	23%	20%	3%
Gloves	33%	30%	3%
Headwear	39%	30%	9%
Clubs	23%	15%	8%
Bags	15%	15%	0%
Apparel	32%	35%	-3%
Shoes	26%	30%	-4%
Misc Merch	41%	35%	6%

3. Food and Beverage

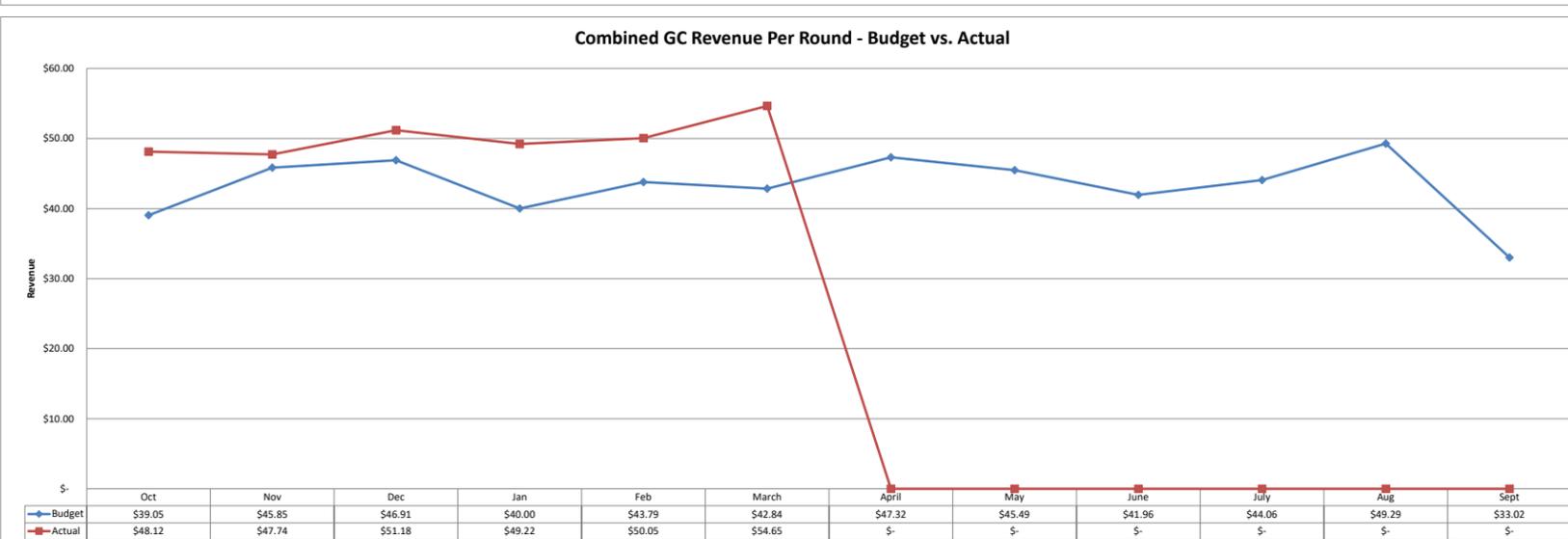
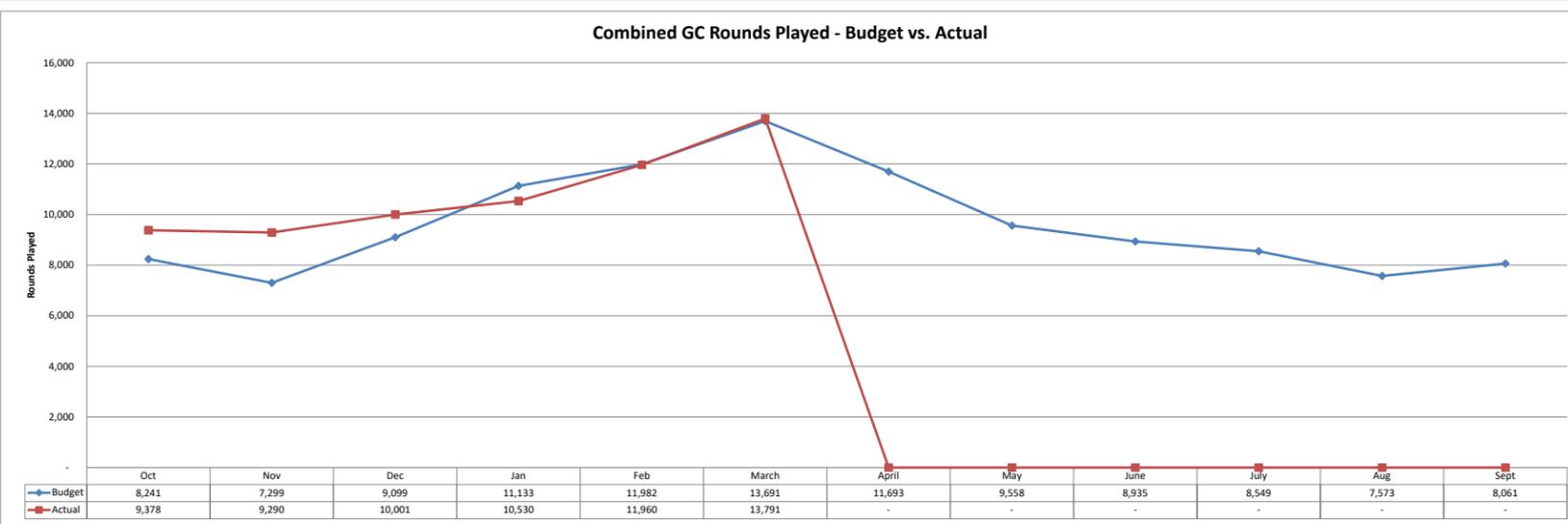
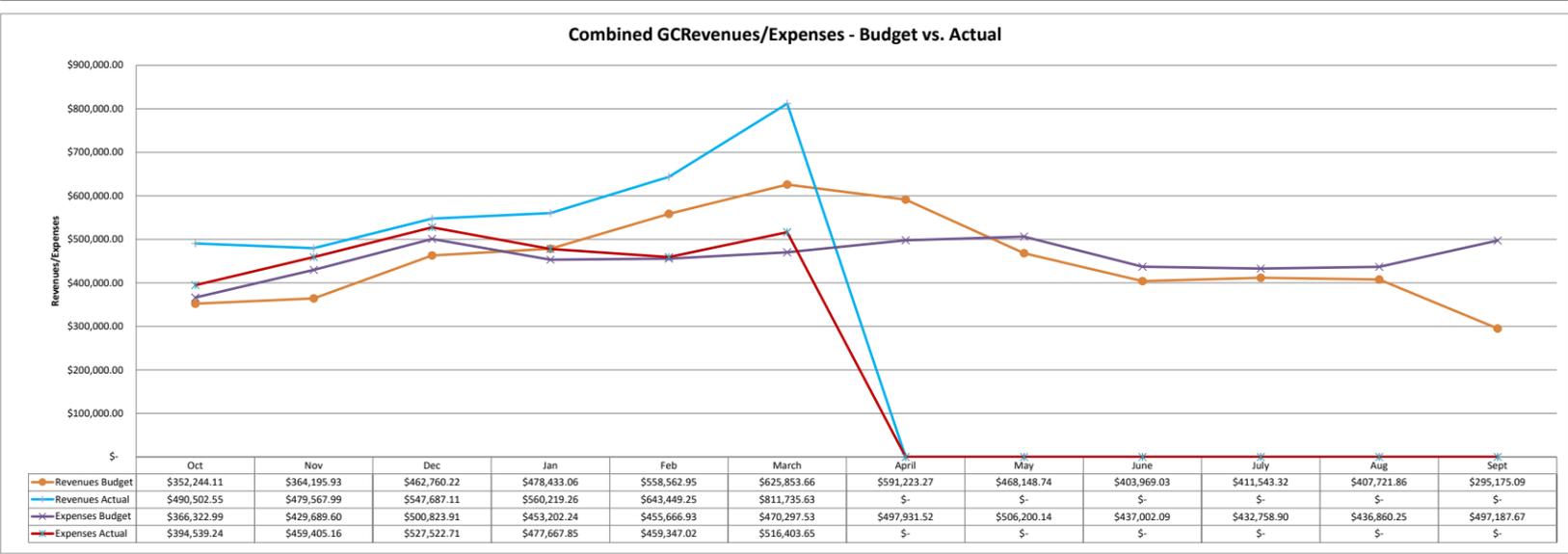
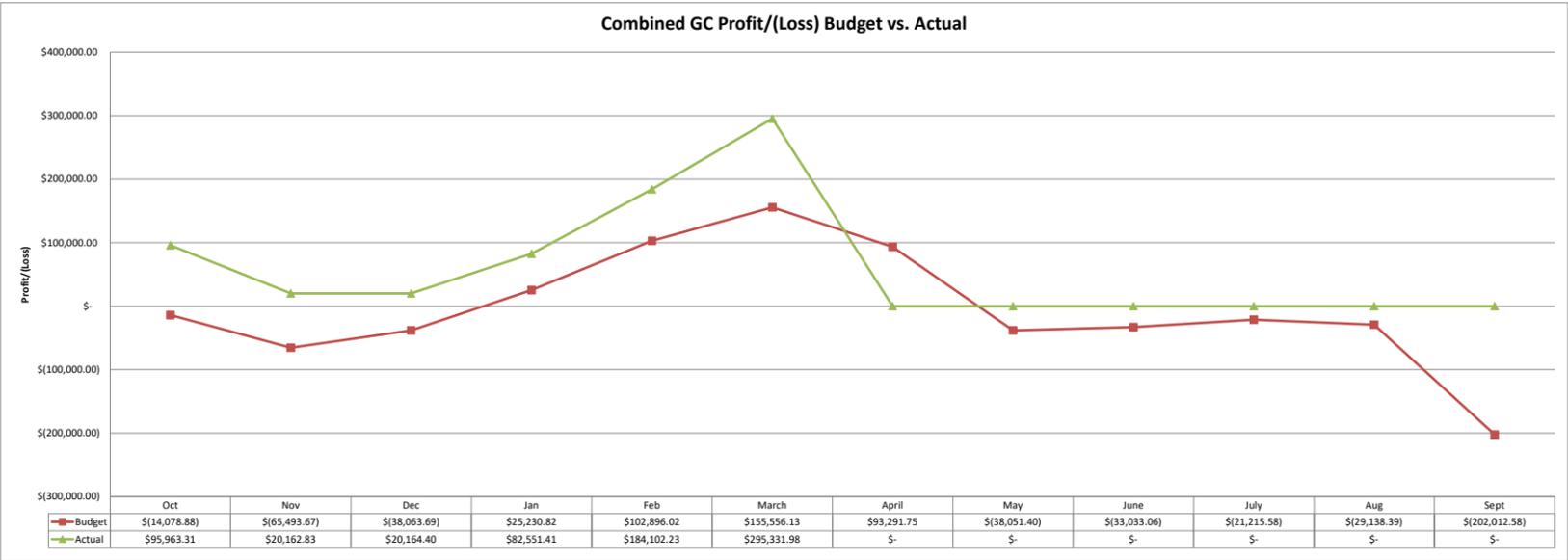
a. MTD Combined F&B gross margins are as follows:

Description	Actual	Target	Difference
Prepared Food	61%	65%	-4%
Packaged Food	52%	60%	-8%
Syrup Drinks	61%	70%	-9%
Can Drinks	72%	70%	2%
Draft Beer	55%	50%	5%
Regular Beer	69%	70%	-1%
Well Liquor	67%	65%	2%

4. MTD Events Gross Margins

Combined Performance Measures Rollup - FY 2024

	Profit/(Loss)			Revenues			Expenses			Rounds Played			Revenue per Round played		
	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference
Oct	\$ (14,078.88)	\$ 95,963.31	\$ 110,042.19	\$ 352,244.11	\$ 490,502.55	\$ 138,258.44	\$ 366,322.99	\$ 394,539.24	\$ 28,216.25	8,241	9,378	1,137	\$ 39.05	\$ 48.12	\$ 9.06
Nov	\$ (65,493.67)	\$ 20,162.83	\$ 85,656.50	\$ 364,195.93	\$ 479,567.99	\$ 115,372.06	\$ 429,689.60	\$ 459,405.16	\$ 29,715.56	7,299	9,290	1,991	\$ 45.85	\$ 47.74	\$ 1.89
Dec	\$ (38,063.69)	\$ 20,164.40	\$ 58,228.09	\$ 462,760.22	\$ 547,687.11	\$ 84,926.89	\$ 500,823.91	\$ 527,522.71	\$ 26,698.80	9,099	10,001	902	\$ 46.91	\$ 51.18	\$ 4.28
Jan	\$ 25,230.82	\$ 82,551.41	\$ 57,320.59	\$ 478,433.06	\$ 560,219.26	\$ 81,786.20	\$ 453,202.24	\$ 477,667.85	\$ 24,465.61	11,133	10,530	(603)	\$ 40.00	\$ 49.22	\$ 9.21
Feb	\$ 102,896.02	\$ 184,102.23	\$ 81,206.21	\$ 558,562.95	\$ 643,449.25	\$ 84,886.30	\$ 455,666.93	\$ 459,347.02	\$ 3,680.09	11,982	11,960	(22)	\$ 43.79	\$ 50.05	\$ 6.26
March	\$ 155,556.13	\$ 295,331.98	\$ 139,775.85	\$ 625,853.66	\$ 811,735.63	\$ 185,881.97	\$ 470,297.53	\$ 516,403.65	\$ 46,106.12	13,691	13,791	100	\$ 42.84	\$ 54.65	\$ 11.81
April	\$ 93,291.75	\$ -	\$ (93,291.75)	\$ 591,223.27	\$ -	\$ (591,223.27)	\$ 497,931.52	\$ -	\$ (497,931.52)	11,693	-	(11,693)	\$ 47.32	#DIV/0!	#DIV/0!
May	\$ (38,051.40)	\$ -	\$ 38,051.40	\$ 468,148.74	\$ -	\$ (468,148.74)	\$ 506,200.14	\$ -	\$ (506,200.14)	9,558	-	(9,558)	\$ 45.49	#DIV/0!	#DIV/0!
June	\$ (33,033.06)	\$ -	\$ 33,033.06	\$ 403,969.03	\$ -	\$ (403,969.03)	\$ 437,002.09	\$ -	\$ (437,002.09)	8,935	-	(8,935)	\$ 41.96	#DIV/0!	#DIV/0!
July	\$ (21,215.58)	\$ -	\$ 21,215.58	\$ 411,543.32	\$ -	\$ (411,543.32)	\$ 432,758.90	\$ -	\$ (432,758.90)	8,549	-	(8,549)	\$ 44.06	#DIV/0!	#DIV/0!
Aug	\$ (29,138.39)	\$ -	\$ 29,138.39	\$ 407,721.86	\$ -	\$ (407,721.86)	\$ 436,860.25	\$ -	\$ (436,860.25)	7,573	-	(7,573)	\$ 49.29	#DIV/0!	#DIV/0!
Sept	\$ (202,012.58)	\$ -	\$ 202,012.58	\$ 295,175.09	\$ -	\$ (295,175.09)	\$ 497,187.67	\$ -	\$ (497,187.67)	8,061	-	(8,061)	\$ 33.02	#DIV/0!	#DIV/0!
Total	\$ 166,046.73	\$ 698,276.16	\$ 532,229.43	\$ 2,842,049.93	\$ 3,533,161.79	\$ 691,111.86	\$ 2,676,003.20	\$ 2,834,885.63	\$ 158,882.43	61,445	64,950	3,505	43.07	50.16	7.09



Babe Zaharias Performance Measures Rollup - FY 2024

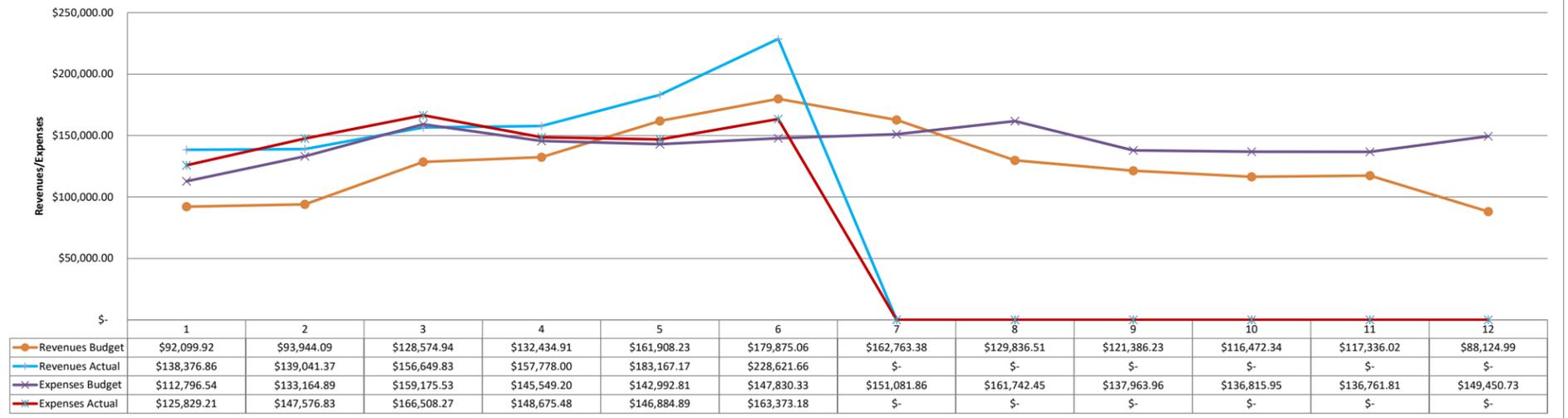
	Profit/(Loss)			Revenues			Expenses			Rounds Played			Revenue per Round played		
	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference

Oct	\$ (20,696.62)	\$ 12,547.65	\$ 33,244.27	\$ 92,099.92	\$ 138,376.86	\$ 46,276.94	\$ 112,796.54	\$ 125,829.21	\$ 13,032.67	3,088	3,313	225	\$ 29.39	\$ 41.33	\$ 11.94
Nov	\$ (39,220.80)	\$ (8,535.46)	\$ 30,685.34	\$ 93,944.09	\$ 139,041.37	\$ 45,097.28	\$ 133,164.89	\$ 147,576.83	\$ 14,411.94	2,955	3,375	420	\$ 31.33	\$ 40.77	\$ 9.43
Dec	\$ (30,600.59)	\$ (9,858.44)	\$ 20,742.15	\$ 128,574.94	\$ 156,649.83	\$ 28,074.89	\$ 159,175.53	\$ 166,508.27	\$ 7,332.74	3,511	3,584	73	\$ 36.24	\$ 43.30	\$ 7.07
Jan	\$ (13,114.29)	\$ 9,102.52	\$ 22,216.81	\$ 132,434.91	\$ 157,778.00	\$ 25,343.09	\$ 145,549.20	\$ 148,675.48	\$ 3,126.28	4,145	3,738	(407)	\$ 31.62	\$ 41.82	\$ 10.20
Feb	\$ 18,915.42	\$ 36,282.28	\$ 17,366.86	\$ 161,908.23	\$ 183,167.17	\$ 21,258.94	\$ 142,992.81	\$ 146,884.89	\$ 3,892.08	4,273	4,241	(32)	\$ 37.58	\$ 42.87	\$ 5.29
March	\$ 32,044.73	\$ 65,248.48	\$ 33,203.75	\$ 179,875.06	\$ 228,621.66	\$ 48,746.60	\$ 147,830.33	\$ 163,373.18	\$ 15,542.85	4,790	5,024	234	\$ 37.28	\$ 45.23	\$ 7.95
April	\$ 11,681.52	\$ -	\$ (11,681.52)	\$ 162,763.38	\$ -	\$ (162,763.38)	\$ 151,081.86	\$ -	\$ (151,081.86)	4,132	-	(4,132)	\$ 39.08	#DIV/0!	#DIV/0!
May	\$ (31,905.94)	\$ -	\$ 31,905.94	\$ 129,836.51	\$ -	\$ (129,836.51)	\$ 161,742.45	\$ -	\$ (161,742.45)	3,380	-	(3,380)	\$ 38.03	#DIV/0!	#DIV/0!
June	\$ (16,577.73)	\$ -	\$ 16,577.73	\$ 121,386.23	\$ -	\$ (121,386.23)	\$ 137,963.96	\$ -	\$ (137,963.96)	2,971	-	(2,971)	\$ 40.42	#DIV/0!	#DIV/0!
July	\$ (20,343.61)	\$ -	\$ 20,343.61	\$ 116,472.34	\$ -	\$ (116,472.34)	\$ 136,815.95	\$ -	\$ (136,815.95)	2,934	-	(2,934)	\$ 39.25	#DIV/0!	#DIV/0!
Aug	\$ (19,425.79)	\$ -	\$ 19,425.79	\$ 117,336.02	\$ -	\$ (117,336.02)	\$ 136,761.81	\$ -	\$ (136,761.81)	2,744	-	(2,744)	\$ 42.29	#DIV/0!	#DIV/0!
Sept	\$ (61,325.74)	\$ -	\$ 61,325.74	\$ 88,124.99	\$ -	\$ (88,124.99)	\$ 149,450.73	\$ -	\$ (149,450.73)	2,959	-	(2,959)	\$ 29.34	#DIV/0!	#DIV/0!
Total	\$ (52,672.15)	\$ 104,787.03	\$ 157,459.18	\$ 788,837.15	\$ 1,003,634.89	\$ 214,797.74	\$ 841,509.30	\$ 898,847.86	\$ 57,338.56	22,762	23,275	513	33.91	42.55	8.65

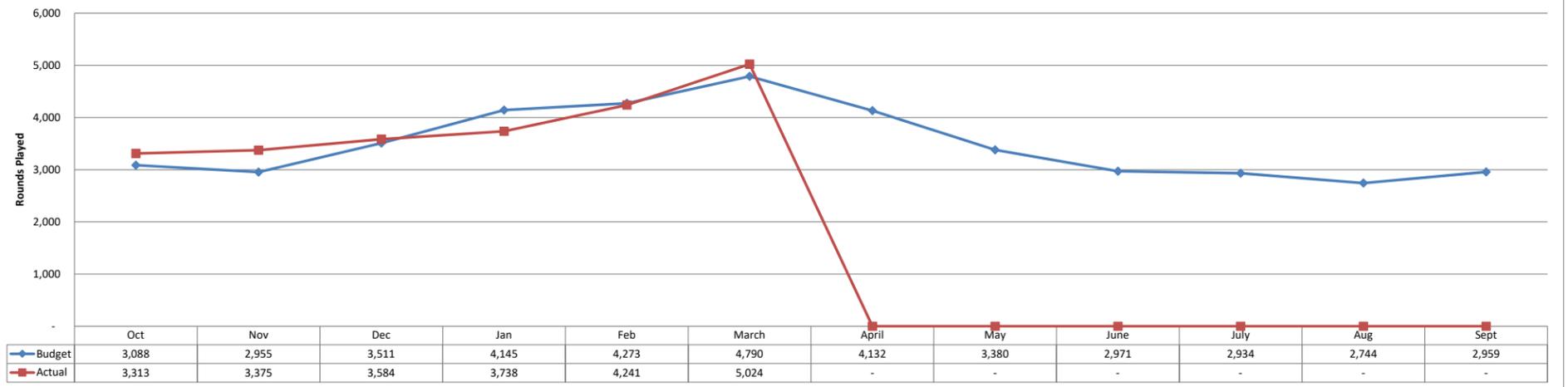
Babe Zaharias Profit/(Loss) Budget vs. Actual



Babe Zaharias Revenues/Expenses - Budget vs. Actual



Babe Zaharias Rounds Played - Budget vs. Actual

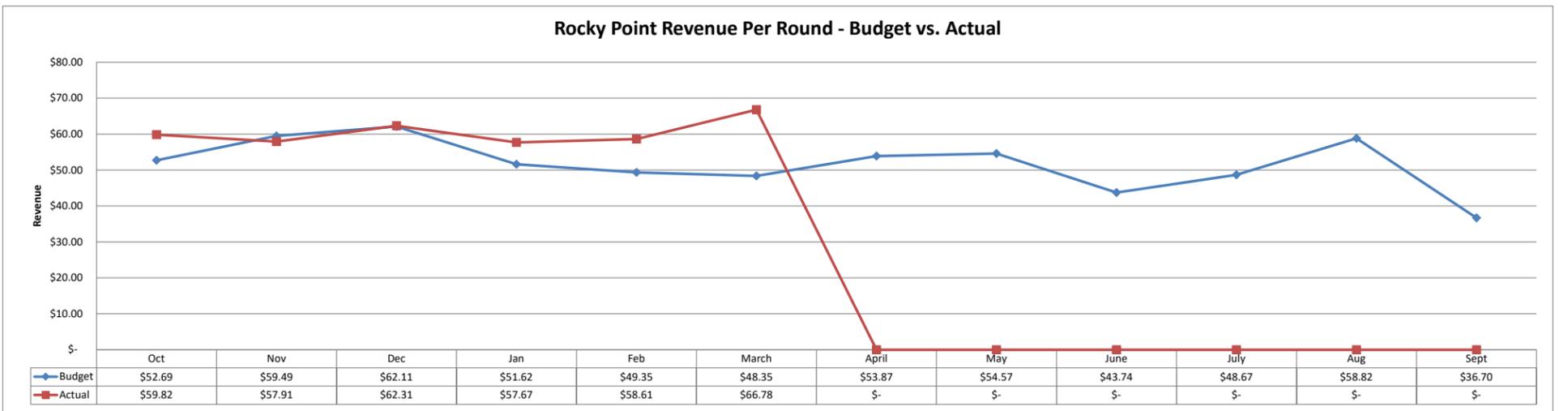
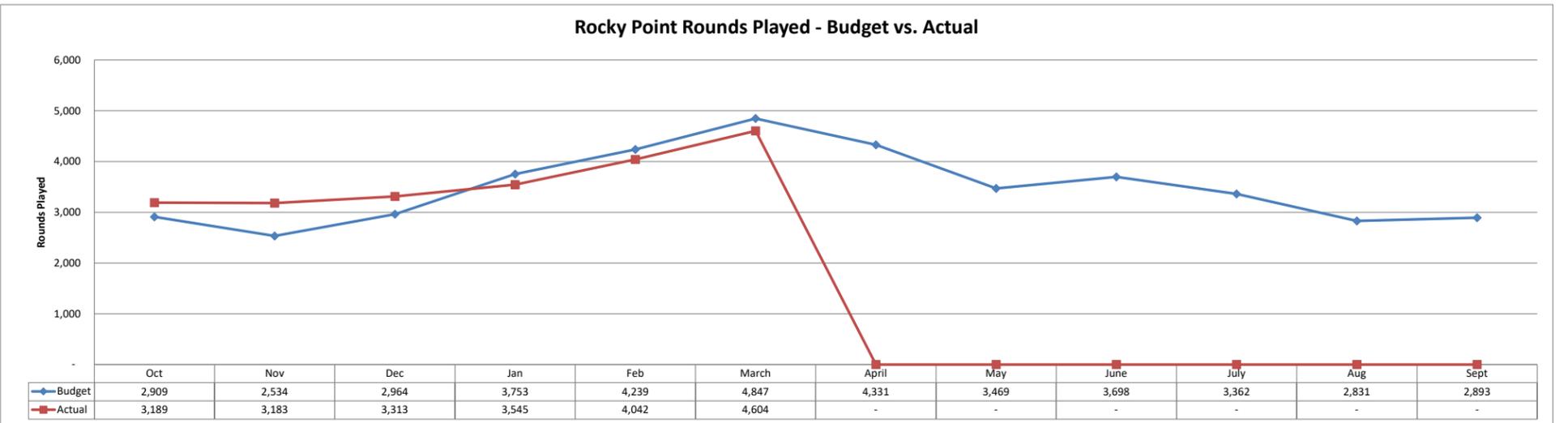
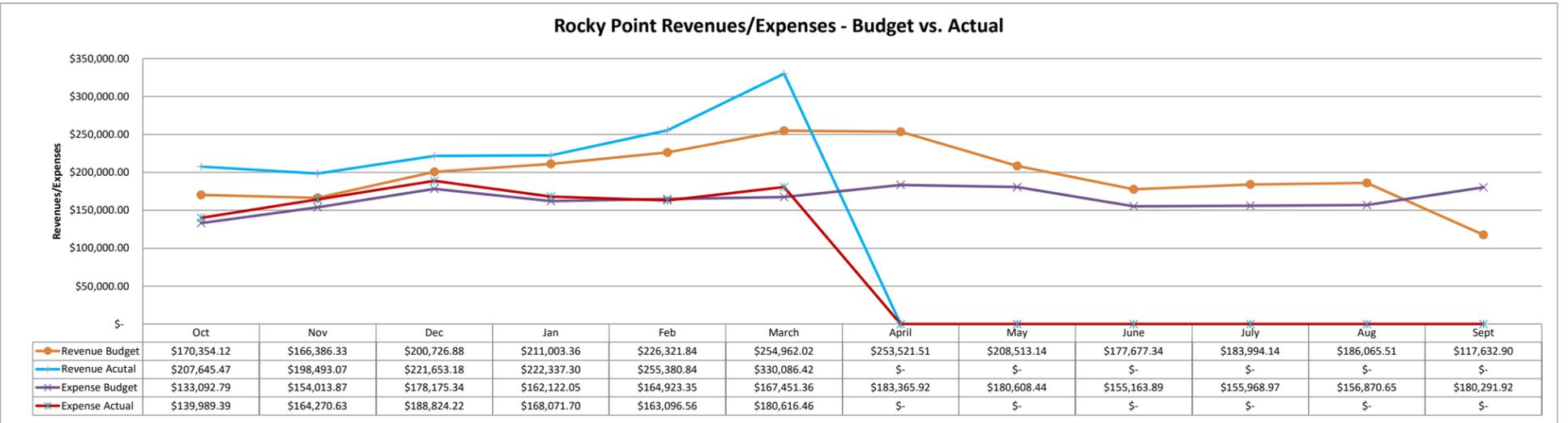
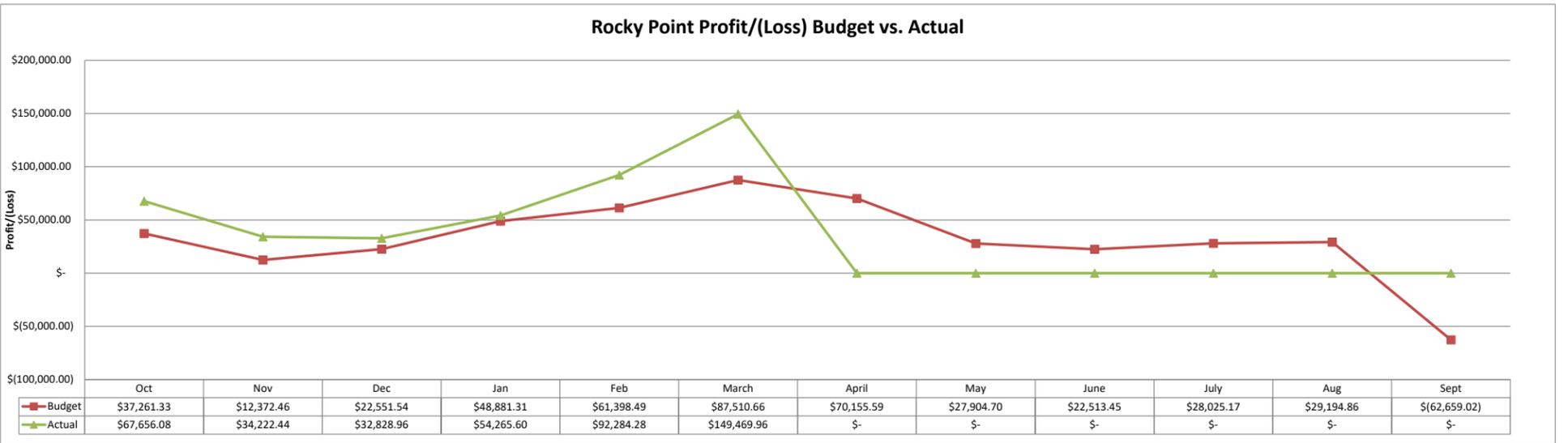


Babe Zaharias Revenue Per Round - Budget vs. Actual



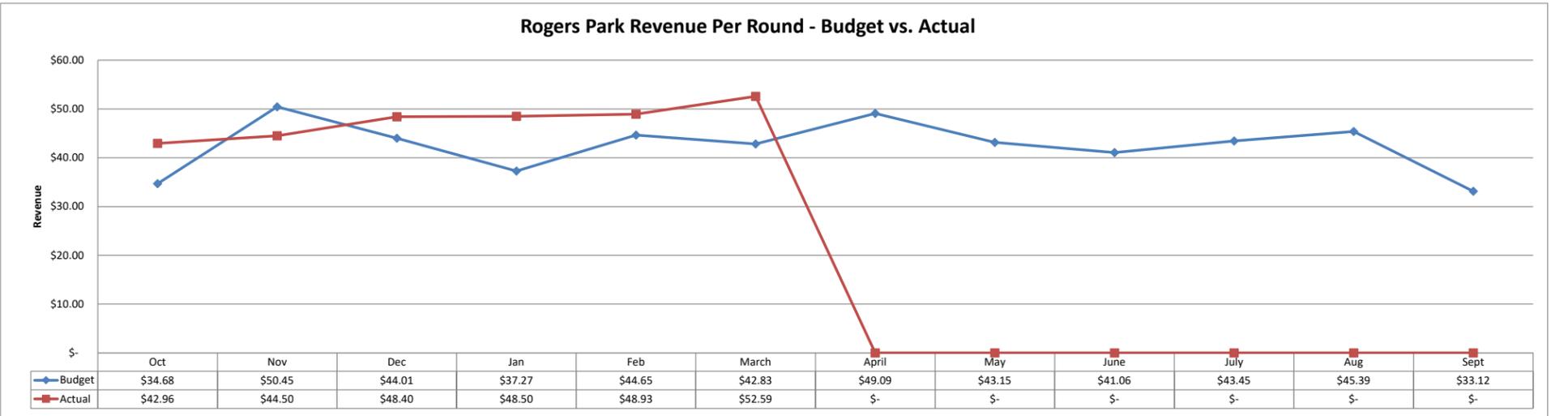
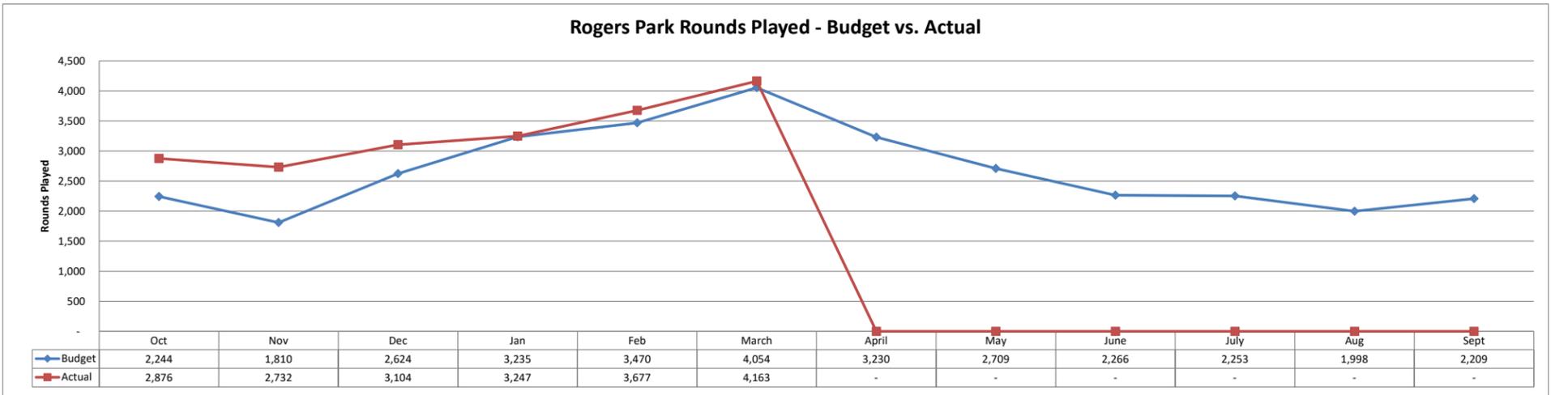
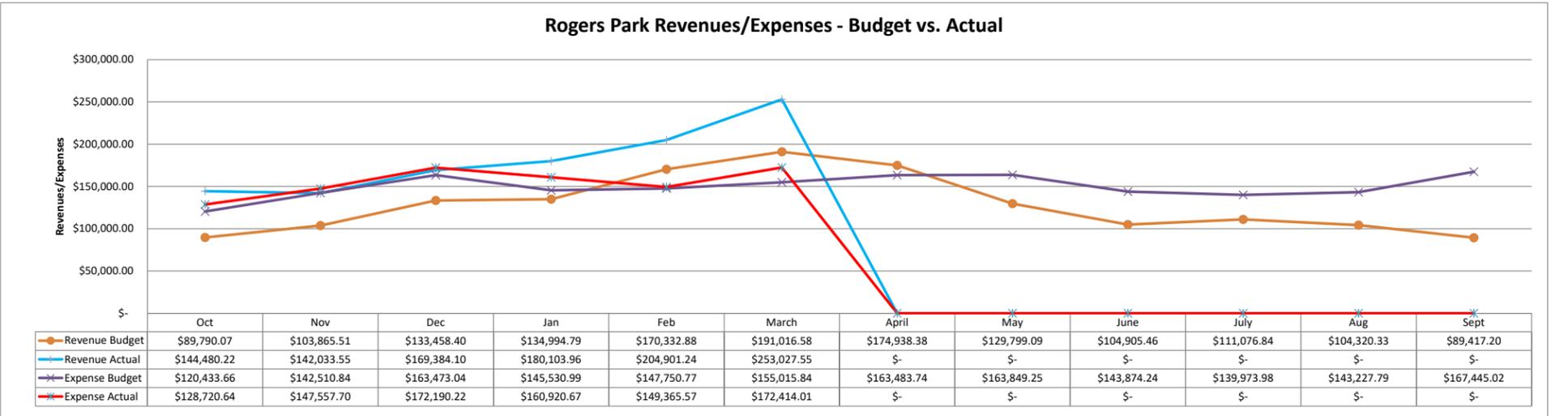
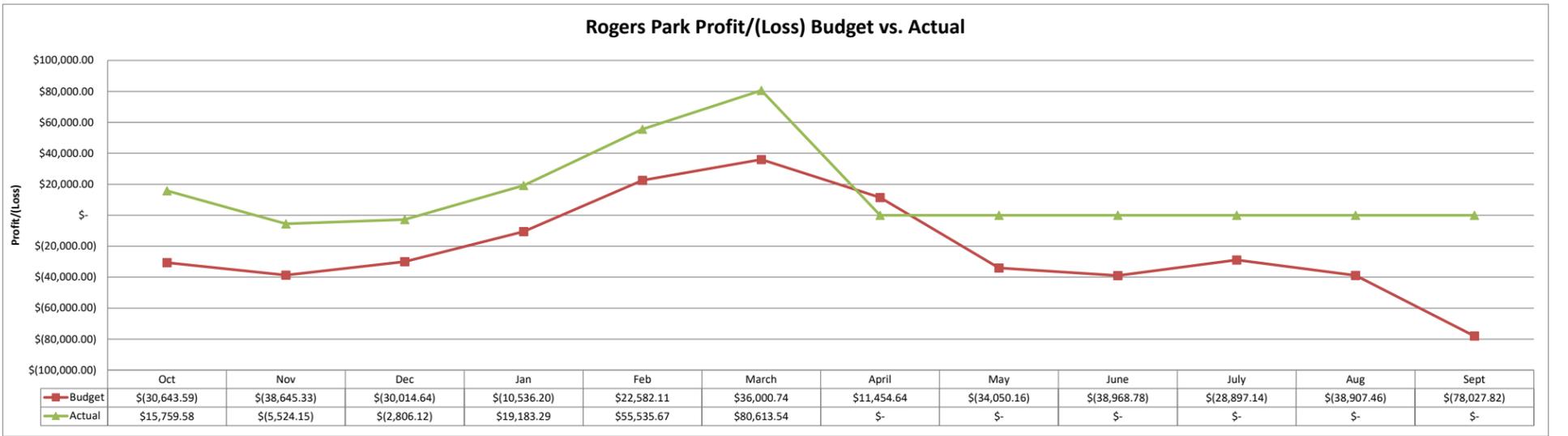
Rocky Point Performance Measures Rollup - FY 2024

	Profit/(Loss)			Revenues			Expenses			Rounds Played			Revenue per Round played		
	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference
Oct	\$ 37,261.33	\$ 67,656.08	\$ 30,394.75	\$ 170,354.12	\$ 207,645.47	\$ 37,291.35	\$ 133,092.79	\$ 139,989.39	\$ 6,896.60	2,909	3,189	280	\$ 52.69	\$ 59.82	\$ 7.13
Nov	\$ 12,372.46	\$ 34,222.44	\$ 21,849.98	\$ 166,386.33	\$ 198,493.07	\$ 32,106.74	\$ 154,013.87	\$ 164,270.63	\$ 10,256.76	2,534	3,183	649	\$ 59.49	\$ 57.91	\$ (1.58)
Dec	\$ 22,551.54	\$ 32,828.96	\$ 10,277.42	\$ 200,726.88	\$ 221,653.18	\$ 20,926.30	\$ 178,175.34	\$ 188,824.22	\$ 10,648.88	2,964	3,313	349	\$ 62.11	\$ 62.31	\$ 0.20
Jan	\$ 48,881.31	\$ 54,265.60	\$ 5,384.29	\$ 211,003.36	\$ 222,337.30	\$ 11,333.94	\$ 162,122.05	\$ 168,071.70	\$ 5,949.65	3,753	3,545	(208)	\$ 51.62	\$ 57.67	\$ 6.06
Feb	\$ 61,398.49	\$ 92,284.28	\$ 30,885.79	\$ 226,321.84	\$ 255,380.84	\$ 29,059.00	\$ 164,923.35	\$ 163,096.56	\$ (1,826.79)	4,239	4,042	(197)	\$ 49.35	\$ 58.61	\$ 9.27
March	\$ 87,510.66	\$ 149,469.96	\$ 61,959.30	\$ 254,962.02	\$ 330,086.42	\$ 75,124.40	\$ 167,451.36	\$ 180,616.46	\$ 13,165.10	4,847	4,604	(243)	\$ 48.35	\$ 66.78	\$ 18.43
April	\$ 70,155.59	\$ -	\$ (70,155.59)	\$ 253,521.51	\$ -	\$ (253,521.51)	\$ 183,365.92	\$ -	\$ (183,365.92)	4,331	-	(4,331)	\$ 53.87	#DIV/0!	#DIV/0!
May	\$ 27,904.70	\$ -	\$ (27,904.70)	\$ 208,513.14	\$ -	\$ (208,513.14)	\$ 180,608.44	\$ -	\$ (180,608.44)	3,469	-	(3,469)	\$ 54.57	#DIV/0!	#DIV/0!
June	\$ 22,513.45	\$ -	\$ (22,513.45)	\$ 177,677.34	\$ -	\$ (177,677.34)	\$ 155,163.89	\$ -	\$ (155,163.89)	3,698	-	(3,698)	\$ 43.74	#DIV/0!	#DIV/0!
July	\$ 28,025.17	\$ -	\$ (28,025.17)	\$ 183,994.14	\$ -	\$ (183,994.14)	\$ 155,968.97	\$ -	\$ (155,968.97)	3,362	-	(3,362)	\$ 48.67	#DIV/0!	#DIV/0!
Aug	\$ 29,194.86	\$ -	\$ (29,194.86)	\$ 186,065.51	\$ -	\$ (186,065.51)	\$ 156,870.65	\$ -	\$ (156,870.65)	2,831	-	(2,831)	\$ 58.82	#DIV/0!	#DIV/0!
Sept	\$ (62,659.02)	\$ -	\$ 62,659.02	\$ 117,632.90	\$ -	\$ (117,632.90)	\$ 180,291.92	\$ -	\$ (180,291.92)	2,893	-	(2,893)	\$ 36.70	#DIV/0!	#DIV/0!
Total	\$ 269,975.79	\$ 430,727.32	\$ 130,356.78	\$ 1,229,754.55	\$ 1,435,596.28	\$ 205,841.73	\$ 959,778.76	\$ 1,004,868.96	\$ 45,090.20	21,246	21,876	630	\$ 53.93	60.52	6.59



Rogers Park Performance Measures Rollup - FY 2024

	Profit/(Loss)			Revenues			Expenses			Rounds Played			Revenue per Round played		
	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference	Budget	Actual	Difference
Oct	\$ (30,643.59)	\$ 15,759.58	\$ 46,403.17	\$ 89,790.07	\$ 144,480.22	\$ 54,690.15	\$ 120,433.66	\$ 128,720.64	\$ 8,286.98	2,244	2,876	632	\$ 34.68	\$ 42.96	\$ 8.28
Nov	\$ (38,645.33)	\$ (5,524.15)	\$ 33,121.18	\$ 103,865.51	\$ 142,033.55	\$ 38,168.04	\$ 142,510.84	\$ 147,557.70	\$ 5,046.86	1,810	2,732	922	\$ 50.45	\$ 44.50	\$ (5.95)
Dec	\$ (30,014.64)	\$ (2,806.12)	\$ 27,208.52	\$ 133,458.40	\$ 169,384.10	\$ 35,925.70	\$ 163,473.04	\$ 172,190.22	\$ 8,717.18	2,624	3,104	480	\$ 44.01	\$ 48.40	\$ 4.39
Jan	\$ (10,536.20)	\$ 19,183.29	\$ 29,719.49	\$ 134,994.79	\$ 180,103.96	\$ 45,109.17	\$ 145,530.99	\$ 160,920.67	\$ 15,389.68	3,235	3,247	12	\$ 37.27	\$ 48.50	\$ 11.23
Feb	\$ 22,582.11	\$ 55,535.67	\$ 32,953.56	\$ 170,332.88	\$ 204,901.24	\$ 34,568.36	\$ 147,750.77	\$ 149,365.57	\$ 1,614.80	3,470	3,677	207	\$ 44.65	\$ 48.93	\$ 4.27
March	\$ 36,000.74	\$ 80,613.54	\$ 44,612.80	\$ 191,016.58	\$ 253,027.55	\$ 62,010.97	\$ 155,015.84	\$ 172,414.01	\$ 17,398.17	4,054	4,163	109	\$ 42.83	\$ 52.59	\$ 9.76
April	\$ 11,454.64	\$ -	\$ (11,454.64)	\$ 174,938.38	\$ -	\$ (174,938.38)	\$ 163,483.74	\$ -	\$ (163,483.74)	3,230	-	(3,230)	\$ 49.09	#DIV/0!	#DIV/0!
May	\$ (34,050.16)	\$ -	\$ 34,050.16	\$ 129,799.09	\$ -	\$ (129,799.09)	\$ 163,849.25	\$ -	\$ (163,849.25)	2,709	-	(2,709)	\$ 43.15	#DIV/0!	#DIV/0!
June	\$ (38,968.78)	\$ -	\$ 38,968.78	\$ 104,905.46	\$ -	\$ (104,905.46)	\$ 143,874.24	\$ -	\$ (143,874.24)	2,266	-	(2,266)	\$ 41.06	#DIV/0!	#DIV/0!
July	\$ (28,897.14)	\$ -	\$ 28,897.14	\$ 111,076.84	\$ -	\$ (111,076.84)	\$ 139,973.98	\$ -	\$ (139,973.98)	2,253	-	(2,253)	\$ 43.45	#DIV/0!	#DIV/0!
Aug	\$ (38,907.46)	\$ -	\$ 38,907.46	\$ 104,320.33	\$ -	\$ (104,320.33)	\$ 143,227.79	\$ -	\$ (143,227.79)	1,998	-	(1,998)	\$ 45.39	#DIV/0!	#DIV/0!
Sept	\$ (78,027.82)	\$ -	\$ 78,027.82	\$ 89,417.20	\$ -	\$ (89,417.20)	\$ 167,445.02	\$ -	\$ (167,445.02)	2,209	-	(2,209)	\$ 33.12	#DIV/0!	#DIV/0!
Total	\$ (51,256.91)	\$ 162,761.81	\$ 214,018.72	\$ 823,458.23	\$ 1,093,930.62	\$ 270,472.39	\$ 874,715.14	\$ 931,168.81	\$ 56,453.67	17,437	19,799	2,362	42.31	47.65	5.33



**Tampa Sports Authority
Sports Facilities
STATEMENT OF REVENUE AND EXPENSES COMPARED TO BUDGET
For the Period Ending March 31, 2024**

	Babe Zaharias			Rocky Point			Rogers Park			MonthlyTotal	MonthlyBudget	Variance
	Monthly Activity			Monthly Activity			Monthly Activity			2024	2024	Budget to Actual
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance			
Operating Revenue												
Golf fees	\$ 170,540	\$ 139,288	\$ 31,252	\$ 226,056	\$ 176,606	\$ 49,450	\$ 174,698	\$ 141,495	\$ 33,203	\$ 571,295	\$ 457,389	\$ 113,906
Merchandise	16,812	10,962	5,850	26,393	20,668	5,725	19,839	14,083	5,756	\$ 63,043	\$ 45,713	\$ 17,330
Food & Beverage	39,908	28,325	11,583	55,011	37,068	17,944	24,400	18,049	6,351	\$ 119,319	\$ 83,442	\$ 35,878
Events	-	-	-	-	-	-	-	-	-	\$ -	\$ -	\$ -
Memberships	1,361	1,300	61	3,782	4,200	(418)	2,701	2,400	301	\$ 7,844	\$ 7,900	\$ (56)
Driving range	-	-	-	18,844	16,420	2,423	21,390	14,989	6,401	\$ 40,234	\$ 31,410	\$ 8,824
Total operating revenues	228,622	179,875	48,747	330,086	254,962	75,124	243,028	191,017	52,011	801,736	625,854	\$ 175,882
Operating Expenses												
Cost of merchandise sold	12,126	8,148	3,978	16,911	15,206	1,705	15,280	10,810	4,470	\$ 44,318	\$ 34,164	10,154
Cost of Food & Beverage	16,948	12,284	4,664	20,855	16,155	4,701	9,144	7,518	1,626	\$ 46,948	\$ 35,957	10,990
Cost of Events	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Clubhouse operations	51,088	46,472	4,617	57,476	52,009	5,468	62,444	50,103	12,341	\$ 171,009	\$ 148,583	22,426
Course maintenance	57,186	56,523	663	55,057	56,124	(1,067)	58,931	58,352	579	\$ 171,174	\$ 170,999	175
General and administrative	26,024	24,403	1,621	29,394	27,958	1,436	26,265	24,733	1,532	\$ 81,683	\$ 77,094	4,588
Driving range	-	-	-	176	-	176	350	3,500	(3,150)	\$ 526	\$ 3,500	(2,974)
Depreciation and amortization												
Total operating expenses	163,373	147,830	15,543	179,869	167,451	12,418	172,414	155,016	17,398	515,657	470,298	45,359
Total Operating Gain(Loss)	65,248	32,045	33,204	150,217	87,511	62,706	70,614	36,001	34,613	286,079	155,556	130,523
Non-operating revenues(expenses)												
Investment income	833	-	833	4,627	-	4,627	3,060	-	3,060	\$ 8,519	\$ -	8,519
Interest expense	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Forgiveness of debt	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Loss on disposal of assets/Settlements	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Total non-operating revenues	833	-	833	4,627	-	4,627	3,060	-	3,060	8,519	-	8,519
Change in net assets before capital grants and contributions	66,081	32,045	34,037	154,844	87,511	67,333	73,673	36,001	37,673	294,598	155,556	139,042
Capital grants and contributions	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Change in net assets	\$ 66,081	\$ 32,045	\$ 34,037	\$ 154,844	\$ 87,511	\$ 67,333	\$ 73,673	\$ 36,001	\$ 37,673	\$ 294,598	\$ 155,556	\$ 139,042

Tampa Sports Authority
GOLF COURSE OPERATIONS COMPONENT UNIT
MANAGEMENT REPORT - STATEMENT OF NET POSITION

March 31, 2024
With Comparative Total for Fiscal Year 2023

	Babe Zaharias Course	Rocky Point Course	Rogers Park Course	Total 2024	Total 2023
ASSETS					
CURRENT ASSETS					
Cash and cash equivalents	\$ 416,791	\$ 2,259,134	\$ 1,404,455	\$ 4,080,381	\$ 4,225,989
Accounts receivable	1,050	682	3,142	4,875	260,645
Due from other funds	13,995	154,006	11,791	179,792	84,951
Prepaid expenses and deposits	1,300	1,400	1,400	4,100	4,100
Inventory	66,445	163,181	104,841	334,467	270,677
Total current assets	<u>499,581</u>	<u>2,578,404</u>	<u>1,525,630</u>	<u>4,603,615</u>	<u>4,846,362</u>
NON-CURRENT ASSETS					
Capital assets, net of depreciation	<u>2,409,010</u>	<u>1,005,299</u>	<u>2,095,747</u>	<u>5,510,057</u>	<u>4,575,093</u>
Total non-current assets	<u>2,409,010</u>	<u>1,005,299</u>	<u>2,095,747</u>	<u>5,510,057</u>	<u>4,575,093</u>
TOTAL ASSETS	<u><u>\$ 2,908,591</u></u>	<u><u>\$ 3,583,703</u></u>	<u><u>\$ 3,621,377</u></u>	<u><u>\$ 10,113,672</u></u>	<u><u>\$ 9,421,454</u></u>
LIABILITIES					
CURRENT LIABILITIES					
Long-term debt due within one year	-	-	-	-	-
Accounts payable and accrued liabilities	49,861	48,763	61,082	159,707	140,440
Accrued interest payable	-	-	-	-	-
Due to Stadium	21,483	28,740	22,661	72,884	49,314
Due to other funds	48,944	-	129,670	178,613	84,951
Deferred revenue	49,092	41,735	53,839	144,667	147,613
Total current liabilities	<u>169,380</u>	<u>119,238</u>	<u>267,252</u>	<u>555,871</u>	<u>422,318</u>
NON-CURRENT LIABILITIES					
Bond and loan payable	-	-	-	-	-
TOTAL LIABILITIES	<u>169,380</u>	<u>119,238</u>	<u>267,252</u>	<u>555,871</u>	<u>422,318</u>
NET POSITION					
Invested in Capital Assets and Unamortized					
Leasehold Interest, net of related debt	2,409,010	1,005,299	2,095,747	5,510,057	4,575,093
Unrestricted	330,201	2,459,166	1,258,378	4,047,744	4,424,044
TOTAL NET POSITION	<u><u>2,739,211</u></u>	<u><u>3,464,465</u></u>	<u><u>3,354,125</u></u>	<u><u>9,557,801</u></u>	<u><u>8,999,136</u></u>
TOTAL LIABILITIES & NET POSITION	<u><u>\$ 2,908,591</u></u>	<u><u>\$ 3,583,703</u></u>	<u><u>\$ 3,621,377</u></u>	<u><u>\$ 10,113,672</u></u>	<u><u>\$ 9,421,454</u></u>

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: SportsPlex Financials - March 2024

Summary: Attached are the March 2024 SportsPlex Financials. Staff is requesting the Board receive and accept the March 2024 SportsPlex Financials as submitted.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
📎 <u>Tournament_Complex_Packet-1.pdf</u>	Tournament Complex Packet-1	Executive Summary

**Tampa Sports Authority
Financial Statement Summary
March, 2024**

TSA - Tournament Sports Complex

Statement of Revenues and Expenses – Comparative – March, 2024

Operating Results

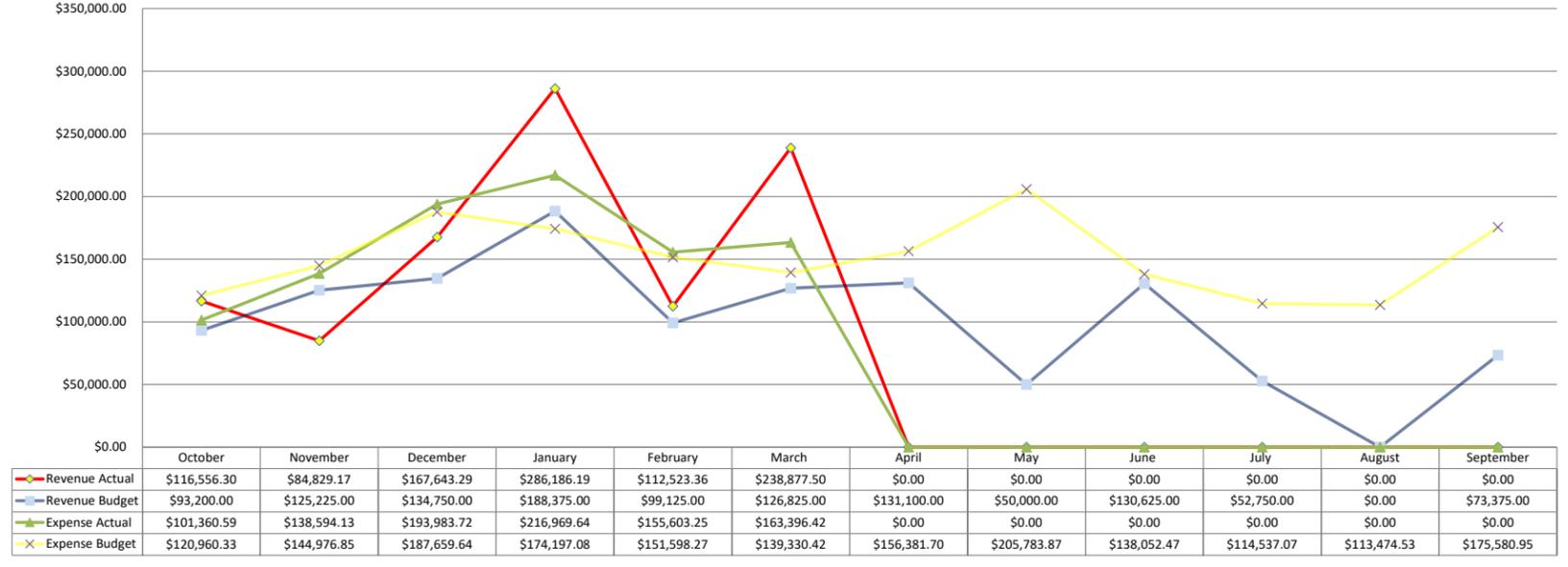
Tourn Complex	March Actual	March Budget	Difference		YTD Actual	YTD Budget	YTD Net to Budget
Revenue	238,878	126,825	112,053		1,006,616	767,500	239,116
Expenses	163,396	139,330	24,066		969,908	918,723	51,185
Profit/(Loss)	75,481	(12,505)	87,987		36,708	(151,223)	187,931

2. Food and Beverage

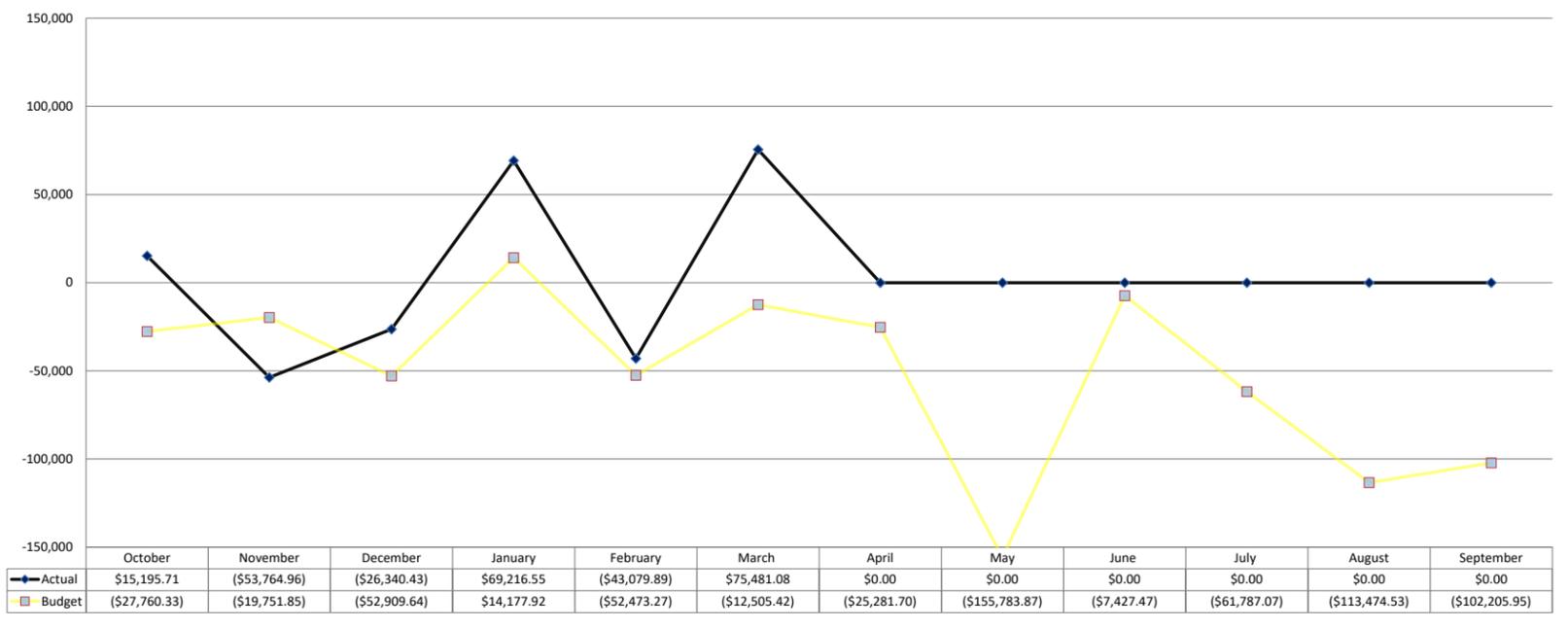
Description	Actual	Target	Difference
Prepared Food	62%	65%	-3%
Packaged Food	53%	55%	-2%
Syrup Drinks	92%	75%	17%
Can Drinks	74%	65%	9%
Canned Beer	73%	70%	3%

	Revenues			Expenses			Non-Operating Expense/Revenue			YTD Actual Performance vs. Budget		
	Actual	Budget	Difference	Actual	Budget	Difference	Actual	Budget	Difference	Actual	Budget	Difference
October	\$116,556.30	\$93,200.00	\$23,356.30	\$101,360.59	\$120,960.33	(\$19,599.74)	\$56,967.76	\$0.00	\$56,967.76	\$15,195.71	(\$27,760.33)	\$42,956.04
November	\$84,829.17	\$125,225.00	(\$40,395.83)	\$138,594.13	\$144,976.85	(\$6,382.72)	\$2,219,586.01	\$0.00	\$2,219,586.01	(\$53,764.96)	(\$19,751.85)	(\$34,013.11)
December	\$167,643.29	\$134,750.00	\$32,893.29	\$193,983.72	\$187,659.64	\$6,324.08	\$1,633.25	\$0.00	\$1,633.25	(\$26,340.43)	(\$52,909.64)	\$26,569.21
January	\$286,186.19	\$188,375.00	\$97,811.19	\$216,969.64	\$174,197.08	\$42,772.56	(\$4,949.28)	\$0.00	(\$4,949.28)	\$69,216.55	\$14,177.92	\$55,038.63
February	\$112,523.36	\$99,125.00	\$13,398.36	\$155,603.25	\$151,598.27	\$4,004.98	(\$24,753.63)	\$0.00	(\$24,753.63)	(\$43,079.89)	(\$52,473.27)	\$9,393.38
March	\$238,877.50	\$126,825.00	\$112,052.50	\$163,396.42	\$139,330.42	\$24,066.00	(\$2,415.00)	\$0.00	(\$2,415.00)	\$75,481.08	(\$12,505.42)	\$87,986.50
April	\$0.00	\$131,100.00	(\$131,100.00)	\$0.00	\$156,381.70	(\$156,381.70)	\$0.00	\$0.00	\$0.00	\$0.00	(\$25,281.70)	\$25,281.70
May	\$0.00	\$50,000.00	(\$50,000.00)	\$0.00	\$205,783.87	(\$205,783.87)	\$0.00	\$0.00	\$0.00	\$0.00	(\$155,783.87)	\$155,783.87
June	\$0.00	\$130,625.00	(\$130,625.00)	\$0.00	\$138,052.47	(\$138,052.47)	\$0.00	\$0.00	\$0.00	\$0.00	(\$7,427.47)	\$7,427.47
July	\$0.00	\$52,750.00	(\$52,750.00)	\$0.00	\$114,537.07	(\$114,537.07)	\$0.00	\$0.00	\$0.00	\$0.00	(\$61,787.07)	\$61,787.07
August	\$0.00	\$0.00	\$0.00	\$0.00	\$113,474.53	(\$113,474.53)	\$0.00	\$0.00	\$0.00	\$0.00	(\$113,474.53)	\$113,474.53
September	\$0.00	\$73,375.00	(\$73,375.00)	\$0.00	\$175,580.95	(\$175,580.95)	\$0.00	\$0.00	\$0.00	\$0.00	(\$102,205.95)	\$102,205.95
Total	\$1,006,615.81	\$767,500.00	\$239,115.81	\$969,907.75	\$918,722.59	\$51,185.16	\$2,246,069.11	\$0.00	\$2,246,069.11	\$36,708.06	(\$151,222.59)	\$187,930.65

Revenues/Expenses - Budget vs. Actual



Actual Overall Performance vs. Budget



Tampa Sports Authority
TSA-TOURNAMENT SPORTS COMPLEX OPERATIONS COMPONENT UNIT
MANAGEMENT REPORT- STATEMENT OF NET POSITIONS

March 31, 2024

	Mar 2024	<u>Tourn Sports Complex</u> Mar 2023	Variance
ASSETS			
CURRENT ASSETS			
Cash and Cash Equivalents	3,052,315.60	1,619,711.65	1,432,603.95
Accounts receivable	401,370.15	506,522.46	(105,152.31)
Due from other funds	-	-	-
Prepaid expenses and deposits	1,800.00	1,800.00	-
Inventory	5,248.48	5,378.22	(129.74)
Total current assets	3,460,734.23	2,133,412.33	1,327,321.90
NON-CURRENT ASSETS			
Capital assets, net of depreciation	-	-	-
Total non-current assets	-	-	-
TOTAL ASSETS	3,460,734.23	2,133,412.33	1,327,321.90
LIABILITIES			
CURRENT LIABILITES			
Long-term debt due within on year	-	-	-
Accounts payable and accrued liabilities	81,221.09	91,542.67	(10,321.58)
Accrued interest payable	-	-	-
Due to Stadium	45,526.51	37,087.06	8,439.45
Due to other funds	-	-	-
Deferred revenue	9,267.19	81,474.22	(72,207.03)
Total current liabilities	136,014.79	210,103.95	(74,089.16)
NON-CURRENT ASSETS			
Bond and loan payable	-	-	-
TOTAL LIABILITES	136,014.79	210,103.95	(74,089.16)
NET POSITION			
Invested in Capital Assets and Unamortized			
Leasehold Interest, net of related debt	-	-	-
Unrestricted	3,324,719.44	1,923,308.38	1,401,411.06
TOTAL NET POSITION	3,324,719.44	1,923,308.38	1,401,411.06
TOTAL LIABILITIES & NET POSITION	3,460,734.23	2,133,412.33	1,327,321.90

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: Bid #23-08: TSA Office Expansion

Summary: The attached documentation provides required documentation related to the recommendation for award for Bid #23-08: TSA Office Expansion. Staff is requesting your approval of Dones Construction of Apollo Beach, FL be accepted as the most responsive and responsible bidder for a total contract cost of \$124,375.00. Upon recommendation and approval of the Finance Committee, Staff is requesting your approval of this item as submitted.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
Recommendation for Award - Bid 23-08 Office Expansion.pdf	Recommendation for Award - Bid 23-08 Office Expansion	Executive Summary
Bid Tabulation Sheet - Bld 23-08 TSA Office Expansion.pdf	Bid Tabulation Sheet - Bld 23-08 TSA Office Expansion	Exhibit



RECOMMENDATION FOR AWARD

TO: Finance Committee and Board of Directors, Tampa Sports Authority

DATE: April 5, 2025

RE: Recommendation for Award – Bid 23-08 (TSA Office Expansion Project)

Please be advised that The Authority received and reviewed bids regarding the above referenced service on Tuesday, April 2, 2024 at 10am.

Eight (8) companies attended the mandatory pre-bid conference on Tuesday, March 19, 2024 at 10am. Of the eight (8) companies, the Authority received three (3) bid responses in which one (1) was rejected for not submitting all the required documents.

It is the staff's recommendation that the bid received from **Dones Construction, LLC** of Apollo Beach, Florida be accepted as the lowest responsive and responsible bidder meeting specifications and requirements for total cost of \$124,375.

Bids Evaluated By: Deltecia Jones, Procurement Manager
Joshua Munk, Director of Facility Services
David Moss, VP of Stadium Operations

cc: Bid File

{Attachment}

Bid Tabulation Sheet – Bid 23-08 (TSA Office Expansion Project)

Bid Due Date/Time: Tuesday, April 2, 2024, not later than 10am

<p>The amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes. Note: All bid forms are not mandatory and if left out of submittal the Authority may ask for the form to be completed after the bid opening date/time and submitted.</p>	<p>Dones Construction</p>	<p>Vera Contractors</p>	<p>Service Painting</p>
<p>PROJECT BID TOTAL</p>	<p>\$124,375</p>	<p>\$140,541</p>	<p>Incomplete; Only bid Sealing and Painting Portion</p>
<p>General Terms & Provisions Acknowledgment</p>	<p>✓</p>	<p>✓</p>	
<p>ITB Pricing Form</p>	<p>✓</p>	<p>✓</p>	
<p>Guarantee of Bid Proposal</p>	<p>✓</p>	<p>✓</p>	
<p>Bid Bond</p>	<p>✓</p>	<p>✓</p>	
<p>Acknowledgment of Addendums, If Applicable</p>	<p>N/A</p>	<p>N/A</p>	
<p>Acknowledgment of Bidder</p>	<p>✓</p>	<p>✓</p>	
<p>Acknowledge of the Principal</p>	<p>✓</p>	<p>✓</p>	
<p>Legal Status of Bidder</p>	<p>✓</p>	<p>✓</p>	
<p>Bidder References</p>	<p>✓</p>	<p>✓</p>	
<p>Sworn Statement – Public Entity Crimes</p>	<p>✓</p>	<p>✓</p>	
<p>Sworn Statement – Relationship Disclosure</p>	<p>✓</p>	<p>✓</p>	
<p>Drug-Free Workplace Acknowledgment</p>	<p>✓</p>	<p>✓</p>	
<p>E-Verify Affidavit</p>	<p>✓</p>	<p>✓</p>	
<p>Bid Checklist (Not a Mandatory Form)</p>	<p>✓</p>	<p>✓</p>	
<p>Statement of No Bid</p>	<p>N/A</p>	<p>N/A</p>	

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: Bid #23-09: Re-Keying Project, RJS

Summary: The attached documentation provides required documentation related to the recommendation for award for Bid #23-09: Re-Keying Project, Raymond James Stadium. Staff is requesting your approval of Total Key Control of Melbourne, FL of be accepted as the most responsive and responsible bidder for both Morse Watchman Key Watcher Touch Systems and Morse Watchman Tamper Proof Key Rings for a total contract cost of \$48,933.00. Staff is also requesting your approval of Independent Hardware South of West Palm Beach, FL of be accepted as the most responsive and responsible bidder for all other hardware and labor for a total award amount of \$226,236.10. The grand total of this ward is \$275,169.10. Upon recommendation and approval of the Finance Committee, Staff is requesting your approval of this item as submitted.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
Recommendation for Award - Bid 23-09 Re-Keying Project.pdf	Recommendation for Award - Bid 23-09 Re-Keying Project	Executive Summary
Intent to Award Tabulation Sheets Breakdown - Bid 23-09 Re-Keying.pdf	Intent to Award Tabulation Sheets & Breakdown - Bid 23-09 Re-Keying	Exhibit



RECOMMENDATION FOR AWARD

TO: Finance Committee and Board of Directors, Tampa Sports Authority

DATE: April 5, 2025

RE: Recommendation for Award – Bid 23-09 (Re-Keying Project, RJS)

Please be advised that The Authority received and reviewed bids regarding the above referenced service on Wednesday, April 3, 2024 at 10am.

Nine (9) companies attended the mandatory pre-bid conference on Thursday, March 21, 2024 at 10am. Of the nine (9) attendees the Authority received seven (7) bid responses in which one (1) was rejected for not submitting all the required documents.

It is the staff's recommendation that the bid be awarded to two (2) separate proposers.

The bid received from **Total Key Control of Melbourne, Florida** will be accepted as the most responsive and responsible bidder meeting requirements and specifications for both Morse Watchman Key Watcher Touch Systems and both Morse Watchman Tamper Proof Key Rings for a total award amount of **\$48,933**.

The bid received from **Independent Hardware South of West Palm Beach, Florida** will be accepted as the most responsive and responsible bidder meeting requirements and specifications for all other hardware and labor for a total award amount of **\$226,236.10**.

The grand total of this award is **\$275,169.10**.

Bids Evaluated By: Deltecia Jones, Procurement Manager
Brandon Flynn, Security & Parking Manager
Mike Davis, Stadium Consultant

cc: Bid File

{Attachment}

Intent to Award Breakdown						
Quantity	Description	Part Number	Color	Price Per Unit	Totals	
Total Key Control						
1	Morse Watchmans Key Watcher Touch System 96 Key			\$18,685.00	\$18,685.00	
1	Morse Watchmans Key Watcher Touch System 192 Key			\$29,638.00	\$29,638.00	
50	Morse Watchman Tamper Proof Key Ring	KR-20-25		\$6.10	\$305.00	
50	Morse Watchman Tamper Proof Key Ring	KR-15-20		\$6.10	\$305.00	
					Total Key Control Total	\$48,933.00
Independent Hardware South						
2	Triton Plus key cutting machine Ultimate Edition	20201010		\$3,905.50	\$7,811.00	
250	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		\$37.39	\$9,347.50	
250	FSIC for Padlocks	23-030		\$54.78	\$13,695.00	
30	Security Cable	999263		\$19.38	\$581.40	
30	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		\$37.39	\$1,121.70	
30	FSIC for Padlocks	23-030		\$54.78	\$1,643.40	
50	FSIC Series Door Handles	ALX53-J-TLR-626	626	\$136.54	\$6,827.00	
50	FSIC for Door Handles	23-030		\$54.78	\$2,739.00	
1	Schlage Sitemaster Key Management Software	SM01-391		\$1,599.60	\$1,599.60	
1,200	FSIC Core Restricted	23-030	626	\$54.78	\$65,736.00	
200	FSIC Core Primus XP	20-740XP	626	\$85.91	\$17,182.00	
600	FSIC Rim Housing Only	20-079	626	\$40.67	\$24,402.00	
600	FSIC Mortise Housing Only	30-016	626	\$40.67	\$24,402.00	
25	Restricted Control Key Blanks	35-269		\$6.67	\$166.75	
25	Primus XP Control Key Blanks	35-273XP		\$7.83	\$195.75	
2500	Restricted Cut Keys	48-268		\$7.87	\$19,675.00	
500	Primus XP Cut Keys	48-199XP		\$9.03	\$4,515.00	
25	Restricted Cut Master Keys	49-268		\$11.74	\$293.50	
25	Primus XP Cut Master Keys	49-199XP		\$12.90	\$322.50	
25	Extra Restricted Cut Key/Core	50-232		\$4.99	\$124.75	
25	Extra Primus XP Cut Key/Core	50-214		\$6.97	\$174.25	
250	Restricted Key Blanks	35-268		\$4.95	\$1,237.50	
250	Primus Xp Key Blanks	35-199-XP		\$6.11	\$1,527.50	
3600	All Keys will be Serialized			\$1.81	\$6,516.00	
1200	Labor to remove and install 1,400 cores/handles			\$14,400.00	\$14,400.00	
					Independent Hardware South Total	\$226,236.10
Total Bid Award						
						\$275,169.10

VENDOR: TOTAL KEY CONTROL

Quantity	Description	Part Number	Color	Price Per Unit	Totals
1	Morse Watchmans Key Watcher Touch System 96 Key			\$18,685.00	\$18,685.00
1	Morse Watchmans Key Watcher Touch System 192 Key			\$29,638.00	\$29,638.00
50	Morse Watchman Tamper Proof Key Ring	KR-20-25		\$6.10	\$305.00
50	Morse Watchman Tamper Proof Key Ring	KR-15-20		\$6.10	\$305.00
2	Triton Plus key cutting machine Ultimate Edition	20201010		No Bid	
250	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		No Bid	
250	FSIC for Padlocks	23-030		No Bid	
30	Security Cable	999263		No Bid	
30	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		No Bid	
30	FSIC for Padlocks	23-030		No Bid	
50	FSIC Series Door Handles	ALX53-J-TLR-626	626	No Bid	
50	FSIC for Door Handles	23-030		No Bid	
1	Schlage Sitemaster Key Management Software	SM01-391		No Bid	
1,200	FSIC Core Restricted	23-030	626	No Bid	
200	FSIC Core Primus XP	20-740XP	626	No Bid	
600	FSIC Rim Housing Only	20-079	626	No Bid	
600	FSIC Mortise Housing Only	30-016	626	No Bid	
25	Restricted Control Key Blanks	35-269		No Bid	
25	Primus XP Control Key Blanks	35-273XP		No Bid	
2500	Restricted Cut Keys	48-268		No Bid	
500	Primus XP Cut Keys	48-199XP		No Bid	
25	Restricted Cut Master Keys	49-268		No Bid	
25	Primus XP Cut Master Keys	49-199XP		No Bid	
25	Extra Restricted Cut Key/Core	50-232		No Bid	
25	Extra Primus XP Cut Key/Core	50-214		No Bid	
250	Restricted Key Blanks	35-268		No Bid	
250	Primus Xp Key Blanks	35-199-XP		No Bid	
	All Keys will be Serialized			No Bid	
1200	Labor to remove and install 1,400 cores/handles			No Bid	
	Totals			\$48,335.20	\$48,933.00

VENDOR: INDEPENDENT HARDWARE SOUTH

Quantity	Description	Part Number	Color	Price Per Unit	Totals
1	Morse Watchmans Key Watcher Touch System 96 Key			\$22,732.38	\$22,732.38
1	Morse Watchmans Key Watcher Touch System 192 Key			\$34,239.04	\$34,239.04
50	Morse Watchman Tamper Proof Key Ring	KR-20-25		\$6.70	\$335.00
50	Morse Watchman Tamper Proof Key Ring	KR-15-20		\$6.70	\$335.00
2	Triton Plus key cutting machine Ultimate Edition	20201010		\$3,905.50	\$7,811.00
250	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		\$37.39	\$9,347.50
250	FSIC for Padlocks	23-030		\$54.78	\$13,695.00
30	Security Cable	999263		\$19.38	\$581.40
30	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		\$37.39	\$1,121.70
30	FSIC for Padlocks	23-030		\$54.78	\$1,643.40
50	FSIC Series Door Handles	ALX53-J-TLR-626	626	\$136.54	\$6,827.00
50	FSIC for Door Handles	23-030		\$54.78	\$2,739.00
1	Schlage Sitemaster Key Management Software	SM01-391		\$1,599.60	\$1,599.60
1,200	FSIC Core Restricted	23-030	626	\$54.78	\$65,736.00
200	FSIC Core Primus XP	20-740XP	626	\$85.91	\$17,182.00
600	FSIC Rim Housing Only	20-079	626	\$40.67	\$24,402.00
600	FSIC Mortise Housing Only	30-016	626	\$40.67	\$24,402.00
25	Restricted Control Key Blanks	35-269		\$6.67	\$166.75
25	Primus XP Control Key Blanks	35-273XP		\$7.83	\$195.75
2500	Restricted Cut Keys	48-268		\$7.87	\$19,675.00
500	Primus XP Cut Keys	48-199XP		\$9.03	\$4,515.00
25	Restricted Cut Master Keys	49-268		\$11.74	\$293.50
25	Primus XP Cut Master Keys	49-199XP		\$12.90	\$322.50
25	Extra Restricted Cut Key/Core	50-232		\$4.99	\$124.75
25	Extra Primus XP Cut Key/Core	50-214		\$6.97	\$174.25
250	Restricted Key Blanks	35-268		\$4.95	\$1,237.50
250	Primus Xp Key Blanks	35-199-XP		\$6.11	\$1,527.50
3,600	All Keys will be Serialized	50-229		\$1.81	\$6,516.00
1,200	Labor to remove and install 1,400 cores/handles			\$14,400.00	\$14,400.00
	Total				\$283,877.52

VENDOR: AMERI-KEY LOCKSMITH, LLC

Quantity	Description	Part Number	Color	Price Per Unit	Total
1	Morse Watchmans Key Watcher Touch System 96 Key				
1	Morse Watchmans Key Watcher Touch System 192 Key				
50	Morse Watchman Tamper Proof Key Ring	KR-20-25			
50	Morse Watchman Tamper Proof Key Ring	KR-15-20			
2	Triton Plus key cutting machine Ultimate Edition	20201010			
250	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200			
250	FSIC for Padlocks	23-030			
30	Security Cable	999263			
30	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200			
30	FSIC for Padlocks	23-030			
50	FSIC Series Door Handles	ALX53-J-TLR-626	626		
50	FSIC for Door Handles	23-030			
1	Schlage Sitemaster Key Management Software	SM01-391			
1,200	FSIC Core Restricted	23-030	626		
200	FSIC Core Primus XP	20-740XP	626		
600	FSIC Rim Housing Only	20-079	626		
600	FSIC Mortise Housing Only	30-016	626		
25	Restricted Control Key Blanks	35-269			
25	Primus XP Control Key Blanks	35-273XP			
2500	Restricted Cut Keys	48-268			
500	Primus XP Cut Keys	48-199XP			
25	Restricted Cut Master Keys	49-268			
25	Primus XP Cut Master Keys	49-199XP			
25	Extra Restricted Cut Key/Core	50-232			
25	Extra Primus XP Cut Key/Core	50-214			
250	Restricted Key Blanks	35-268			
250	Primus Xp Key Blanks	35-199-XP			
	All Keys will be Serialized	50-229			
1200	Labor to remove and install 1,400 cores/handles			\$94,500.00	\$94,500.00
	Total			\$94,500.00	\$94,500.00

VENDOR: IDN - ARMSTRONG						
Quantity	Description	Part Number	Color	Price Per Unit	Totals	
1	Morse Watchmans Key Watcher Touch System 96 Key			\$21,984.89	\$21,984.89	
1	Morse Watchmans Key Watcher Touch System 192 Key			\$33,113.19	\$33,113.19	
50	Morse Watchman Tamper Proof Key Ring	KR-20-25	(10 Pack)	\$72.34	\$3,617.00	
50	Morse Watchman Tamper Proof Key Ring	KR-15-20	(10 Pack)	\$72.34	\$3,617.00	
2	Triton Plus key cutting machine Ultimate Edition	20201010		\$4,787.23	\$9,574.46	
250	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	K543F3200		\$37.83	\$9,457.50	
250	FSIC for Padlocks	23-030		\$54.77	\$13,692.50	
30	Security Cable	999263		\$20.12	\$603.60	
30	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	K543F3200		\$37.83	\$1,134.90	
30	FSIC for Padlocks	23-030		\$54.77	\$1,643.10	
50	FSIC Series Door Handles	ALX53-J-TLR-626	626	\$141.75	\$7,087.50	
50	FSIC for Door Handles	23-030		\$54.77	\$2,738.50	
1	Schlage Sitemaster Key Management Software	SM01-391		\$1,602.77	\$1,602.77	
1,200	FSIC Core Restricted	23-030	626	\$54.77	\$65,724.00	
200	FSIC Core Primus XP	20-740XP	626	\$85.88	\$17,176.00	
600	FSIC Rim Housing Only	20-079	626	\$40.66	\$24,396.00	
600	FSIC Mortise Housing Only	30-016	626	\$40.66	\$24,396.00	
25	Restricted Control Key Blanks	35-269		\$6.68	\$167.00	
25	Primus XP Control Key Blanks	35-273XP		\$7.84	\$196.00	
2500	Restricted Cut Keys	48-268		\$7.88	\$19,700.00	
500	Primus XP Cut Keys	48-199XP		\$9.04	\$4,520.00	
25	Restricted Cut Master Keys	49-268		\$11.77	\$294.25	
25	Primus XP Cut Master Keys	49-199XP		\$12.93	\$323.25	
25	Extra Restricted Cut Key/Core	50-232		\$5.00	\$125.00	
25	Extra Primus XP Cut Key/Core	50-214		\$6.98	\$174.50	
250	Restricted Key Blanks	35-268		\$4.96	\$1,240.00	
250	Primus Xp Key Blanks	35-199-XP		\$6.12	\$1,530.00	
3600	All Keys will be Serialized	50-229		\$1.81	\$6,516.00	
1200	Labor to remove and install 1,400 cores/handles			NO BID	NO BID	
TOTAL					\$276,344.91	

VENDOR: SOUTHERN LOCK

Quantity	Description	Part Number	Color	Price Per Unit	Totals
1	Morse Watchmans Key Watcher Touch System 96 Key			\$23,352.35	\$23,352.35
1	Morse Watchmans Key Watcher Touch System 192 Key			\$35,172.83	\$35,172.83
50	Morse Watchman Tamper Proof Key Ring	KR-20-25	(10 Pack)	\$70.52	\$352.60
50	Morse Watchman Tamper Proof Key Ring	KR-15-20	(10 Pack)	\$70.52	\$352.60
2	Triton Plus key cutting machine Ultimate Edition	20201010		\$5,085.00	\$10,170.00
250	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		\$39.70	\$9,925.00
250	FSIC for Padlocks	23-030		\$58.18	\$14,545.00
30	Security Cable	999263		\$21.37	\$641.10
30	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		\$39.70	\$1,191.00
30	FSIC for Padlocks	23-030		\$58.18	\$1,745.40
50	FSIC Series Door Handles	ALX53-J-TLR-626	626	\$150.57	\$7,528.50
50	FSIC for Door Handles	23-030		\$58.18	\$2,909.00
1	Schlage Sitemaster Key Management Software	SM01-391		\$2,101.80	\$2,101.80
1,200	FSIC Core Restricted	23-030	626	\$58.18	\$69,816.00
200	FSIC Core Primus XP	20-740XP	626	\$91.25	\$18,250.00
600	FSIC Rim Housing Only	20-079	626	\$43.19	\$25,914.00
600	FSIC Mortise Housing Only	30-016	626	\$43.19	\$25,914.00
25	Restricted Control Key Blanks	35-269		\$9.01	\$225.25
25	Primus XP Control Key Blanks	35-273XP		\$10.25	\$256.25
2500	Restricted Cut Keys	48-268		\$10.30	\$25,750.00
500	Primus XP Cut Keys	48-199XP		\$11.53	\$5,765.00
25	Restricted Cut Master Keys	49-268		\$14.41	\$360.25
25	Primus XP Cut Master Keys	49-199XP		\$15.65	\$391.25
25	Extra Restricted Cut Key/Core	50-232		\$5.30	\$132.50
25	Extra Primus XP Cut Key/Core	50-214		\$7.42	\$185.50
250	Restricted Key Blanks	35-268		\$7.18	\$1,795.00
250	Primus Xp Key Blanks	35-199-XP		\$8.42	\$2,105.00
	All Keys will be Serialized	50-229		Included in key cost	
1200	Labor to remove and install 1,400 cores/handles				
	Total				\$286,847.18

VENDOR: A-1

Quantity	Description	Part Number	Color	Price Per Unit	Total
1	Morse Watchmans Key Watcher Touch System 96 Key			\$40,651.60	\$40,651.60
1	Morse Watchmans Key Watcher Touch System 192 Key			\$61,322.80	\$61,322.80
50	Morse Watchman Tamper Proof Key Ring	KR-20-25	(25 Pack)	\$142.00	\$284.00
50	Morse Watchman Tamper Proof Key Ring	KR-15-20	(25 Pack)	\$142.00	\$284.00
2	Triton Plus key cutting machine Ultimate Edition	20201010		\$13,000.00	\$13,000.00
250	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		\$19,850.00	\$19,850.00
250	FSIC for Padlocks	23-030		\$29,090.00	\$29,090.00
30	Security Cable	999263		\$1,282.20	\$1,282.20
30	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		\$3,152.18	\$3,152.18
30	FSIC for Padlocks	23-030		\$6,769.82	\$6,769.82
50	FSIC Series Door Handles	ALX53-J-TLR-626	626	\$19,407.00	\$19,407.00
50	FSIC for Door Handles	23-030		\$5,818.00	\$5,818.00
1	Schlage Sitemaster Key Management Software	SM01-391		\$4,203.00	\$4,203.00
1,200	FSIC Core Restricted	23-030	626	\$139,632.00	\$139,632.00
200	FSIC Core Primus XP	20-740XP	626	\$36,500.00	\$36,500.00
600	FSIC Rim Housing Only	20-079	626	\$102,828.00	\$102,828.00
600	FSIC Mortise Housing Only	30-016	626	\$102,828.00	\$102,828.00
25	Restricted Control Key Blanks	35-269		\$450.50	\$450.50
25	Primus XP Control Key Blanks	35-273XP		\$512.50	\$512.50
2500	Restricted Cut Keys	48-268		\$122,332.63	\$122,332.63
500	Primus XP Cut Keys	48-199XP		\$25,696.53	\$25,696.53
25	Restricted Cut Master Keys	49-268		\$1,783.00	\$1,783.00
25	Primus XP Cut Master Keys	49-199XP		\$1,845.00	\$1,845.00
25	Extra Restricted Cut Key/Core	50-232		\$1,327.50	\$1,327.50
25	Extra Primus XP Cut Key/Core	50-214		\$1,433.50	\$1,433.50
250	Restricted Key Blanks	35-268		\$3,590.00	\$3,590.00
250	Primus Xp Key Blanks	35-199-XP		\$4,210.00	\$4,210.00
	All Keys will be Serialized				
1200	Labor to remove and install 1,400 cores/handles			\$20,500.00	\$20,500.00
				\$59,500.00	\$59,500.00
				\$829,799.76	\$830,083.76

Price Per Unit
 Total

VENDOR: AFFORDABLE LOCK - REJECTED - INCOMPLETE BID SUBMITTAL

Quantity	Description	Part Number	Color	Price Per Unit
1	Morse Watchmans Key Watcher Touch System 96 Key			
1	Morse Watchmans Key Watcher Touch System 192 Key			
50	Morse Watchman Tamper Proof Key Ring	KR-20-25		
50	Morse Watchman Tamper Proof Key Ring	KR-15-20		
2	Triton Plus key cutting machine Ultimate Edition	20201010		
250	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		
250	FSIC for Padlocks	23-030		
30	Security Cable	999263		
30	FSIC Core Padlocks 2 inch shackle by 3/8 inch dia	KS43F3200		
30	FSIC for Padlocks	23-030		
50	FSIC Series Door Handles	ALX53-J-TLR-626	626	
50	FSIC for Door Handles	23-030		
1	Schlage Sitemaster Key Management Software	SM01-391		
1,200	FSIC Core Restricted	23-030	626	
200	FSIC Core Primus XP	20-740XP	626	
600	FSIC Rim Housing Only	20-079	626	
600	FSIC Mortise Housing Only	30-016	626	
25	Restricted Control Key Blanks	35-269		
25	Primus XP Control Key Blanks	35-273XP		
2500	Restricted Cut Keys	48-268		
500	Primus XP Cut Keys	48-199XP		
25	Restricted Cut Master Keys	49-268		
25	Primus XP Cut Master Keys	49-199XP		
25	Extra Restricted Cut Key/Core	50-232		
25	Extra Primus XP Cut Key/Core	50-214		
250	Restricted Key Blanks	35-268		
250	Primus Xp Key Blanks	35-199-XP		
	All Keys will be Serialized			
1200	Labor to remove and install 1,400 cores/handles			\$78.75

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: Bid #23-10: Re-Paving Project, RJS

Summary: The attached documentation provides required documentation related to the recommendation for award for Bid #23-10: Re-Paving Project, RJS. Staff is requesting your approval of Precision Paving of Tampa, Inc. dba Azzarelli Paving Site Development be accepted as the most responsive and responsible bidder for a total contract cost of \$939,673.84. Upon recommendation and approval of the Finance Committee, Staff is requesting your approval of this item as submitted.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
Recommendation for Award - Bid 23-10 Repaving Project.pdf	Recommendation for Award - Bid #23-10: Re-Paving Project, RJS	Executive Summary



RECOMMENDATION FOR AWARD

TO: Finance Committee and Board of Directors, Tampa Sports Authority

DATE: April 15, 2024

RE: Recommendation for Award – Bid 23-10 (Repaving Project, RJS)

Please be advised that The Authority received and reviewed bids regarding the above referenced service on Wednesday, April 10, 2024 at 10am.

Fifteen (15) companies attended the mandatory pre-bid conference on Thursday, March 28, 2024 at 10am. Of the fifteen (15) attendees the Authority received nine (9) bid responses. Of the nine (9) submittals, three (3) were selected for review and clarification meetings.

After review, TSA Staff and our Engineer recommend that the bid received from **Precision Paving of Tampa, Inc. dba Azzarelli Paving Site Development** be accepted as the most responsive and responsible bidder meeting requirements and specifications for a cost of **\$939,673.84**.

Bids Evaluated By: Deltecia Jones, Procurement Manager
Joshua Munk, Director of Facility Services
David Moss, VP of Stadium Operations
Dan Vickstrom, P.E., Principal

cc: Bid File

{Attachments}

REVISED/CLARIFIED BID TABULATION SHEET – BID 23-10 (RJS REPAVING PROJECT)

(Lowest 3 Bidders, Only)

<p>The amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes. Note: All bid forms are not mandatory and if left out of submittal the Authority may ask for the form to be completed after the bid opening date/time and submitted.</p>	<p align="center">AZZARELLI</p>	<p align="center">QUALITY RESTORATION</p>	<p align="center">ALTO CONSTRUCTION</p>
<p>PROJECT BID TOTAL</p>	<p align="center">\$939,673.84</p>	<p align="center">1,049,998.00</p>	<p align="center">\$975,000</p>
<p>General Terms, Conditions, & Provisions Acknowledgment</p>	<p align="center">Difference +</p>	<p align="center">No Change</p>	<p align="center">No Change</p>

Azzarelli difference is based on the total cost of replacing all wheel stops versus “as needed”.

Bid Tabulation Sheet – Bid 23-10 (RJS Repaving Project)
Bid Due Date/Time: Wednesday, April 10, 2024, not later than 10am

The amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes. Note: All bid forms are not mandatory and if left out of submittal the Authority may ask for the form to be completed after the bid opening date/time and submitted.	CW Roberts	Florida Asphalt	Superior Asphalt	Ajax Paving	Alto Construction
PROJECT BID TOTAL	\$2,320,000	\$1,314,989.75	\$1,274,214.15	\$1,578,325	\$975,000
General Terms, Conditions, & Provisions Acknowledgment	✓	✓	✓	✓	✓
ITB Pricing Form	✓	✓	✓	✓	✓
Guarantee of Bid Proposal	✓	✓	✓	✓	✓
Bid Bond	✓	✓	✓	✓	✓
Acknowledgment of Addendums, If Applicable	✓	✓	✓	✓	✓
Acknowledgment of Bidder	✓	✓	✓	✓	✓
Acknowledge of the Principal	✓	✓	✓	✓	✓
Legal Status of Bidder	✓	✓	✓	✓	✓
Bidder References	✓	✓	✓	✓	✓
Sworn Statement – Public Entity Crimes	✓	✓	✓	✓	✓
Sworn Statement – Relationship Disclosure	✓	✓	✓	✓	✓
Drug-Free Workplace Acknowledgment	✓	✓	✓	✓	✓
E-Verify Affidavit	✓	✓	✓	✓	✓
Bid Checklist (Not a Mandatory Form)	✓	✓	✓	✓	✓
Statement of No Bid	N/A	N/A	N/A	N/A	N/A
Performance & Payment Bond	---	---	---	---	---

Bid Tabulation Sheet – Bid 23-10 (RJS Repaving Project)

Bid Due Date/Time: Wednesday, April 10, 2024, not later than 10am

The amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive 3and responsible as required by Florida Statutes. Note: All bid forms are not mandatory and if left out of submittal the Authority may ask for the form to be completed after the bid opening date/time and submitted.	PROJECT BID TOTAL	\$1,207,205	Quality Restoration & Renovations	Azzarelli dba Precision Paving	RAM Excavating
General Terms, Conditions, & Provisions Acknowledgment	✓	✓	✓	✓	✓
ITB Pricing Form	✓	✓	✓	✓	✓
Guarantee of Bid Proposal	✓	✓	✓	✓	✓
Bid Bond	✓	✓	✓	✓	✓
Acknowledgment of Addendums, If Applicable	✓	✓	✓	✓	✓
Acknowledgment of Bidder	✓	✓	✓	✓	✓
Acknowledgment of the Principal	✓	✓	✓	✓	✓
Legal Status of Bidder	✓	✓	✓	✓	✓
Bidder References	✓	✓	✓	✓	✓
Sworn Statement – Public Entity Crimes	✓	✓	✓	✓	✓
Sworn Statement – Relationship Disclosure	✓	✓	✓	✓	✓
Drug-Free Workplace Acknowledgment	✓	✓	✓	✓	✓
E-Verify Affidavit	✓	✓	✓	✓	✓
Bid Checklist (Not a Mandatory Form)	✓	✓	✓	✓	✓
Statement of No Bid	N/A	N/A	N/A	N/A	N/A
Performance & Payment Bond	---	---	---	Balance Sheet/Financials	---

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: Bid #23-11: Fire Alarm Maintenance, Service and Repair

Summary: The attached documentation provides required documentation related to the recommendation for award for Bid #23-11: Fire Alarm Maintenance, Service and Repair. Staff is requesting your approval of Pye Barker dba United Fire Protection of St. Petersburg, FL be accepted as the most responsive and responsible bidder for a 3-year contract cost of \$123,540 beginning on May 1, 2024 through April 30, 2027. The contract may be extended for one (1) two (2) year period at the sole option of the Authority under the same terms and condition as the original contract. Upon recommendation and approval of the Finance Committee, Staff is requesting your approval of this item as submitted.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
📄 Recommendation for Award - Bid 23-11 Fire Alarm.pdf	Recommendation for Award: Bid #23-11: Fire Alarm Maintenance, Service and Repair	Executive Summary
📄 Bid Tabulations - Bid 23-11 Fire Alarm.pdf	Bid Tabulations: Bid #23-11: Fire Alarm Maintenance, Service and Repair	Exhibit



RECOMMENDATION FOR AWARD

TO: Finance Committee and Board of Directors, Tampa Sports Authority

DATE: April 18, 2024

RE: Recommendation for Award – Bid 23-11 (Fire Alarm Maintenance, Service & Repair, RJS)

Please be advised that The Authority received and reviewed bids regarding the above referenced service on Thursday, April 18, 2024 at 10am.

Two (2) companies attended the mandatory pre-bid conference on Thursday, April 11, 2024 at 10am. The Authority received proposals from both companies.

After review, TSA Staff recommends that the bid received from **Pye Barker dba United Fire Protection of Saint Petersburg, Florida** be accepted as the most responsive and responsible bidder meeting requirements and specifications for a three (3) year contract cost of **\$123,540**.

This Contract shall be in effect for a three (3) year period beginning May 1, 2024 through April 30, 2027. This Contract may be extended for one (1) additional two (2) year period at the sole option of the Authority at the same terms and conditions as the original Contract to be effective May 1, 2027 through April 30, 2029.

Bids Evaluated By: Deltecia Jones, Procurement Manager
D’Juan Bell, Facility Manager – Technology & Electric
Frank Espinoza, Sr. Electrician

cc: Bid File

{Attachments}

BID FORM #1

<p>The amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes. Note: All bid forms are not mandatory and if left out of submittal the Authority may ask for the form to be completed after the bid opening date/time and submitted.</p>		<p>UNITED FIRE Bid Exceptions</p>	<p>JOHNSON CONTROLS (JCI) Bid Exceptions</p>
ITEM 1			
Schedule 1 "Equipment" Full Coverage – Year 1	\$21,060		\$108,620
Schedule 1 "Equipment" Full Coverage – Year 2	\$16,580		\$108,620
Schedule 1 "Equipment" Full Coverage – Year 3	\$21,060		\$108,620
EXTENDED COST FOR YEARS 1-3	\$58,700		\$325,860

BID FORM #2 – Billable Labor Rates – UNITED FIRE

Item	Description	U/M	Hourly Rate	3 Year Estimated Quantity	Extended Rate (Multiply Hourly Rate (Xs) Estimated Quantity)
2	(General Labor Rate) Technician (Programming) Monday – Friday (8am – 5pm)	Hourly	\$375	24	\$9,000
3	(General Labor Rate) Technician (Programming) - After Hours	Hourly	\$560	8	\$4,480
4	(General Labor Rate) Technician (Non-Programming) Monday – Friday (8am – 5pm)	Hourly	\$175	240	\$42,000
5	(General Labor Rate) Technician (Non-Programming) - After Hours	Hourly	\$195	40	\$7,800
6	(General Labor Rate) Technician (Non-Programming) - Event Coverage	Hourly	\$195	8	\$1,560

GRAND CONTRACT TOTAL (Add Extended Rates from Bid Forms 1 & 2)	\$123,540
--	------------------

BID FORM #2 – Billable Labor Rates – JOHNSON CONTROLS

Item	Description	U/M	Hourly Rate	3 Year Estimated Quantity	Extended Rate (Multiply Hourly Rate (Xs) Estimated Quantity)
2	(General Labor Rate) Technician (Programming) Monday – Friday (8am – 5pm)	Hourly	\$168	24	\$4,032
3	(General Labor Rate) Technician (Programming) - After Hours	Hourly	\$252	8	\$2,016
4	(General Labor Rate) Technician (Non-Programming) Monday – Friday (8am – 5pm)	Hourly	\$168	240	\$40,320
5	(General Labor Rate) Technician (Non-Programming) - After Hours	Hourly	\$252	40	\$10,080
6	(General Labor Rate) Technician (Non-Programming) - Event Coverage	Hourly	\$252	8	\$2,016

GRAND CONTRACT TOTAL (Add Extended Rates from Bid Forms 1 & 2)	\$384,324
--	------------------

BID FORMS ACKNOWLEDGMENTS – BID 23-11 (FIRE ALARM FIRE ALARM MAINT., SERVICE, REPAIR, RJS

	UNITED FIRE	JCI
General Terms & Provisions Acknowledgment	✓	X
ITB Pricing Form	✓	✓
Guarantee of Bid Proposal	✓	✓
Acknowledgment of Addendums	✓	✓
Acknowledgment of Bidder	✓	✓
Acknowledgment of the Principal	✓	✓
Legal Status of Bidder	✓	✓
Bidder References	✓	✓
Sworn Statement – Public Entity Crimes	✓	✓
Sworn Statement – Relationship Disclosure	✓	✓
Drug-Free Workplace Acknowledgment	✓	✓
E-Verify Affidavit	✓	✓
Bid Checklist (Not a Mandatory Form)	✓	✓
BID EXCEPTIONS ATTACHED	YES	YES

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: SportsPlex Soccer Tournament - Co-Promotion

Summary: Staff is working with a promoter to host a U8-12 Soccer Tournament with an estimated team participation of 150 teams. This request is similar to previous requests by staff for board approval to allow the partnership. Staff is proposing an equal partnership with the promoter where the Authority will be assuming risk in presenting the tournament. The attached business justification PowerPoint presentation and proforma for presenting the tournament will be reviewed by staff during the committee meeting. Upon recommendation and approval of the Finance Committee, Staff is requesting your approval of this item as submitted.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
☐ <u>Monster Mash - Board Presentation - 4.17.24.pdf</u>	Monster Mash 2024 - Presentation	Executive Summary
☐ <u>Monster Mash 2024 Simplified - 4.17.24.pdf</u>	Monster Mash 2024 - Proforma	Exhibit



Monster Mash Co-Promotion Soccer Tournament

Board Presentation – April 30, 2024

Monster Mash Soccer Tournament

Tournament Details

- Friday, Saturday & Sunday – October 25-27, 2024
- Operating Hours
 - Friday – 5:00pm-10:00pm
 - Saturday – 11:00am – 10:00pm
 - Sunday – 8:00am – 4:00pm
- Team Participation – est. 140 - 160 Teams
- U8 – U12 – Youth Soccer Tournament
- Location – Hillsborough County Tournament Sportsplex
- Co- Promote



Monster Mash Soccer Tournament

Deal Points

- TSA
 - TSA to receive 50% of all revenues after expenses
 - TSA to receive 50% of all parking revenues after expenses
 - TSA to sell and/or contract all food and beverage
 - TSA to provide all fields, equipment and labor
- Promoter
 - Promoter to receive 50% of revenues after expenses
 - Promoter to receive 50% of all parking revenues after expenses
 - Promoter to sell merchandise
 - Promoter to contract teams and merchandise vendors
 - Promoter to provide association fees, game operations and insurance

Monster Mash Soccer Tournament Pro Forma (Exhibit A)

- Assumptions
 - Team Estimation – 140-170 teams
 - Team Registration - \$800/team
 - \$1.40 estimated per cap – food and beverage
 - Vendors – 3 food and beverage, 1 merchandise
- Breakeven – approx. 80 team participation
- Estimated Profits
- Past/Future Events



Questions and Answers

Event: Monster Mash Soccer Tournament

Event Dates: Friday October 25, 2024, Saturday October 26, 2024, Sunday October 27, 2024

Event Format: Teams from U9 - U14

	140 Teams	150 Teams	160 Teams	170 Teams
Revenues	\$ 147,060.04	\$ 155,560.04	\$ 165,242.90	\$ 173,742.90
Expenses	\$ 98,641.42	\$ 101,541.42	\$ 103,966.42	\$ 107,391.42
Net Event Receipts	\$ 48,418.62	\$ 54,018.62	\$ 61,276.48	\$ 66,351.48

Revenue Detail				
Florida Soccer School Revenues				
Registrations	\$ 112,000.00	\$ 120,000.00	\$ 128,000.00	\$ 136,000.00
Tampa Sports Authority Revenues				
Concessions	\$ 11,662.00	\$ 11,662.00	\$ 12,495.00	\$ 12,495.00
Vendor Fees	\$ 4,898.04	\$ 4,898.04	\$ 5,247.90	\$ 5,247.90
Hotel Fees	\$ 2,500.00	\$ 2,750.00	\$ 3,000.00	\$ 3,250.00
Merchandise	\$ 1,000.00	\$ 1,250.00	\$ 1,500.00	\$ 1,750.00
Parking Fees	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00
Sponsor Fees	\$ -	\$ -	\$ -	\$ -

Expense Detail				
Florida Soccer School Expenses				
FYSA Application Fee	600.00	600.00	600.00	600.00
Got Soccer Fee	2,325.00	2,250.00	2,400.00	2,550.00
Referee Fees	19,600.00	21,000.00	22,400.00	23,800.00
Referee Coordinator	4,200.00	4,500.00	4,800.00	5,100.00
Meals (Refrees and Staff)	2,450.00	2,625.00	2,800.00	2,975.00
Athletic Trainers	2,000.00	2,000.00	2,000.00	3,000.00
Golf Carts	0.00	700.00	700.00	700.00
TFSS (Fixed Team Fees, see detail)	25,000.00	25,000.00	25,000.00	25,000.00
Administrator Fee	0.00	0.00	0.00	0.00
Misch. And Contingency	0.00	0.00	0.00	0.00
TFSS Additional Insurance	0.00	0.00	0.00	0.00
Global Payments Integrated	3,250.00	3,250.00	3,250.00	3,250.00
Refunds/Discounts	10,000.00	10,000.00	10,000.00	10,000.00
Marketing, Web Design	3,000.00	3,000.00	3,000.00	3,000.00
Registrar	2,800.00	3,000.00	3,200.00	3,400.00
Event Scheduling Fee	2,800.00	3,000.00	3,200.00	3,400.00
Tampa Sports Authority Expenses				
Sportsplex Fee (See detail)	20,616.42	20,616.42	20,616.42	20,616.42

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: 2026 Monster Jam I and II - Term Sheet

Summary: The attached term sheet provides the general terms for the 2026 Monster Jam License Agreements for both Monster Jam I and II events. Staff is requesting your recommendation to execute a new agreement with Feld Entertainment under the terms identified within the attached term sheet. Upon recommendation and approval of the Finance Committee, Staff is requesting your approval of this item as submitted.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
2026 - Monster Jam I II Term Sheet for 2026.pdf	2026 Monster Jam I and II - Term Sheet	Executive Summary

PROPOSED TERMS FOR MONSTER JAMS – 2026

DESCRIPTION	PROPOSED 2024 TERMS – (2) SHOWS
License Fee	Minimum License Fee of \$100,000 vs. 12% of Gross Ticket Sales
Ticket Surcharge	Ticket Surcharge – 8% not to exceed \$2.50
Ticketing Fee	TSA to receive a fee of \$1.00 per ticket sold
Ticket Convenience Fee	Authority to sell all tickets and retain all convenience fees. Feld to receive a rebate fee of \$5.00 per ticket sold
Parking Revenues	TSA retains all rights to parking revenues
Food and Beverage Revenues	TSA retains all rights to food and beverage revenues with the exception of snow cones and cotton candy sales
Merchandise Revenues	Feld retains all rights to merchandise revenues
Field Replacement	Feld will pay for replacement of the playing field turf.

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: General Counsel - Julia Mandell

Summary: The Authority's General Counsel will provide and update on any new litigation or items affecting the Tampa Sports Authority.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 [Print](#)

Meeting Date:

Title: Legislative Update - Ron Pierce

Summary: Ron Pierce of RSA Consulting will provide an update on any state legislative matters affecting the Authority.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: No Report

Summary:

Strategic Plan:

Background:

ATTACHMENTS:

Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: No Report

Summary:

Strategic Plan:

Background:

ATTACHMENTS:

Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: Strategic Plan - 2024 Quarter 2 Scorecard Review

Summary: The President/CEO will present the quarterly scorecard data from the Strategic Plan.

Strategic Plan:

Background:

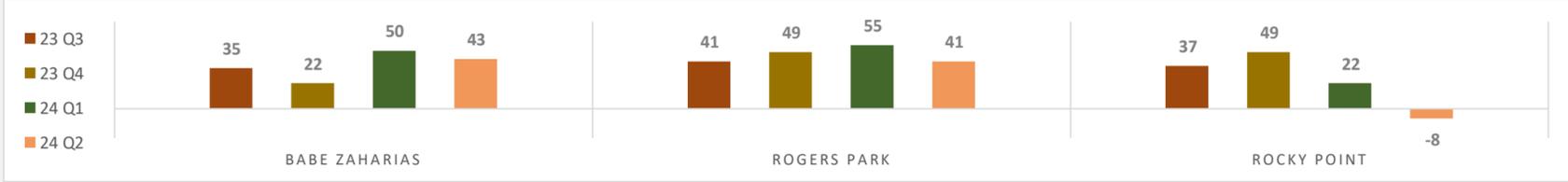
ATTACHMENTS:		
Name:	Description:	Type:
 2024 - TSA Q2 Scorecard.pdf	2024 - TSA Q2 Scorecard	Executive Summary

TSA SCORECARD

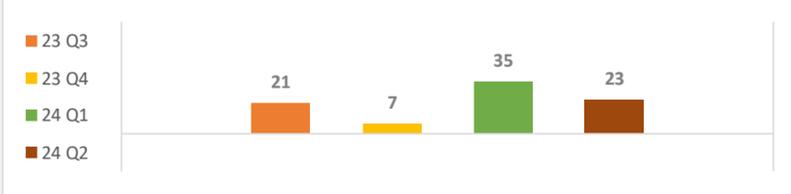
Customer | Community

Net Promoter Score

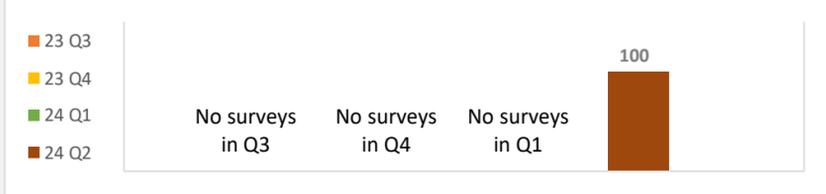
Golf Courses



RJS - Non Bucs Events

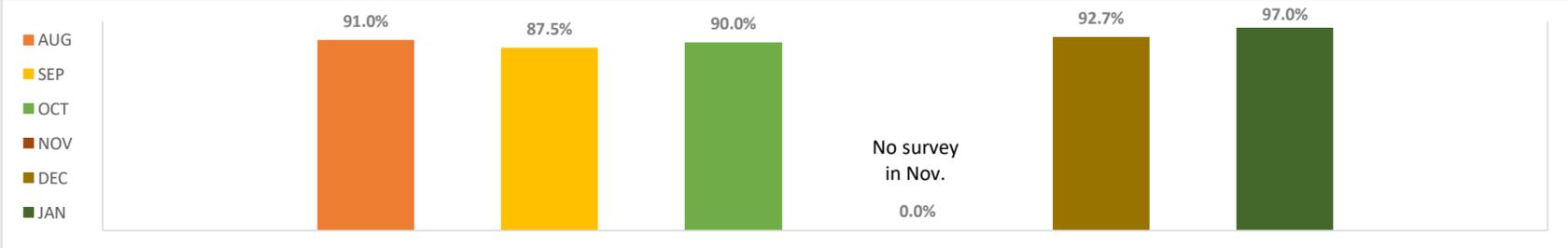


SportsPlex



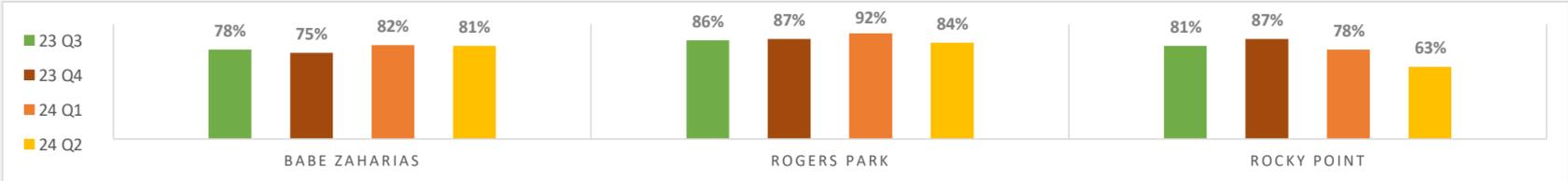
Overall Satisfaction Rating - RJS Bucs Games (by month)

Overall Satisfaction Rating (%s Excellent + % Good)

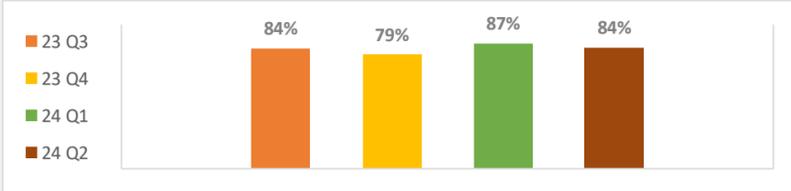


Facility Quality Rating (%s Excellent + % Good)

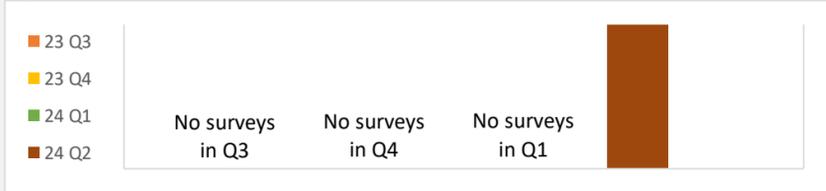
Golf Courses



RJS - Non Bucs Events

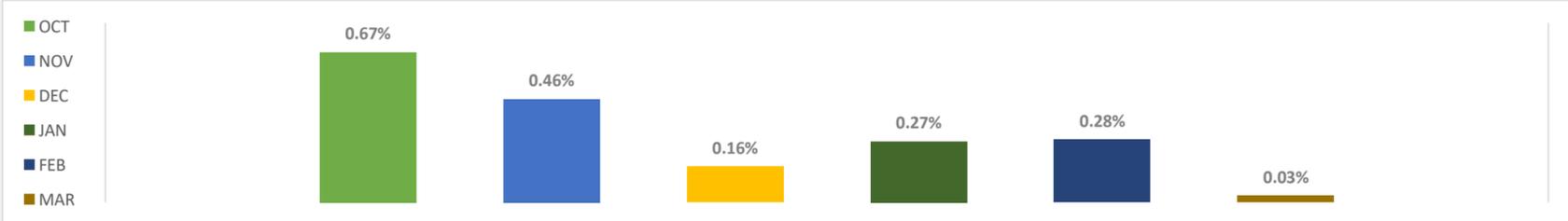


SportsPlex

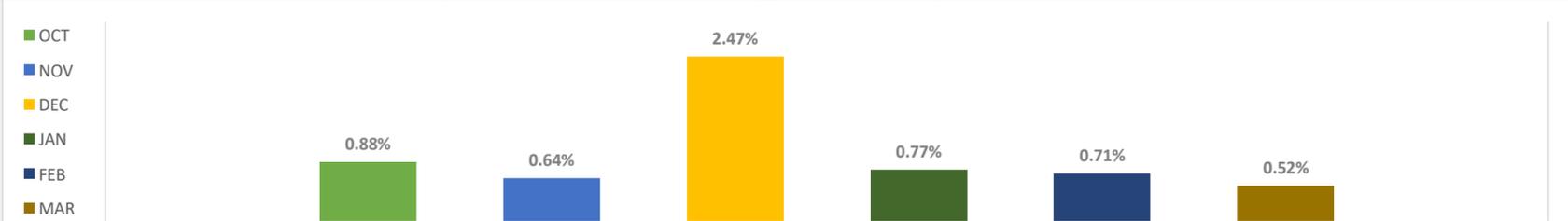


Social Media

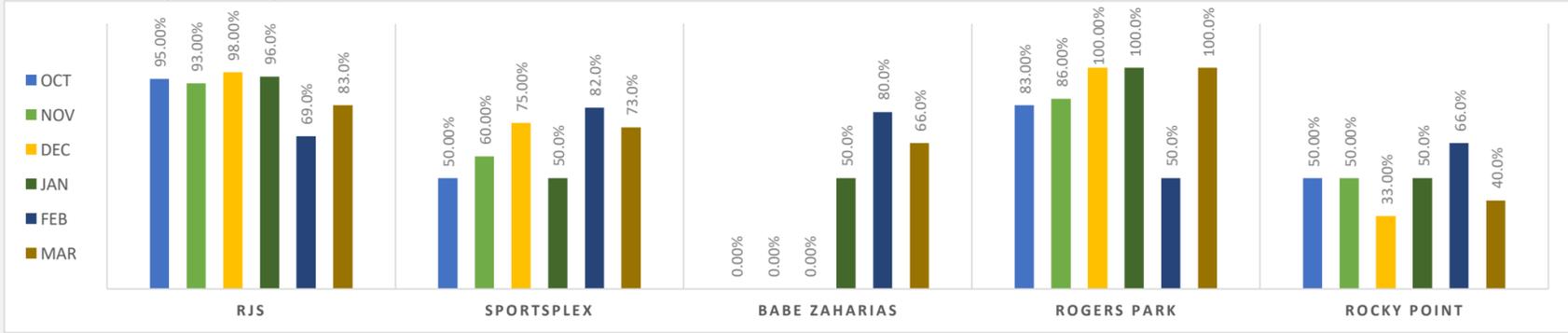
Social Media Amplification Rate (rate at which followers share TSA content)



Social Media Audience Growth Rate (rate at which TSA is obtaining new followers)

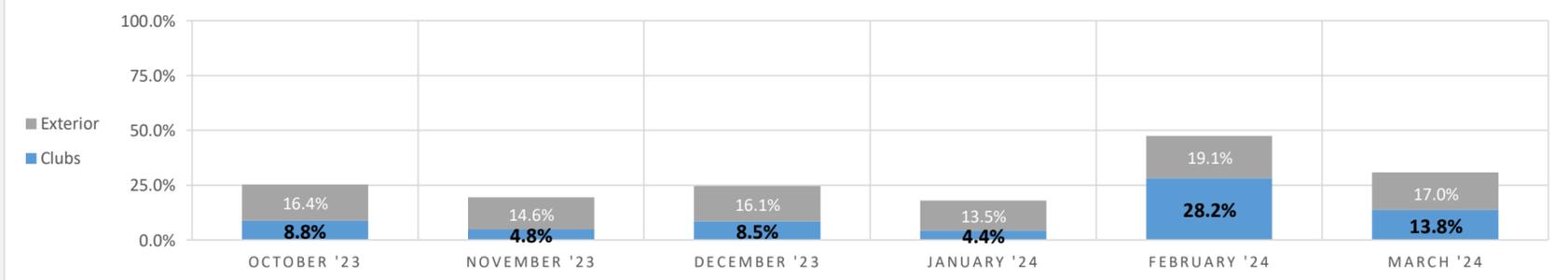


Positive Google Ratings (% 4s & 5s)

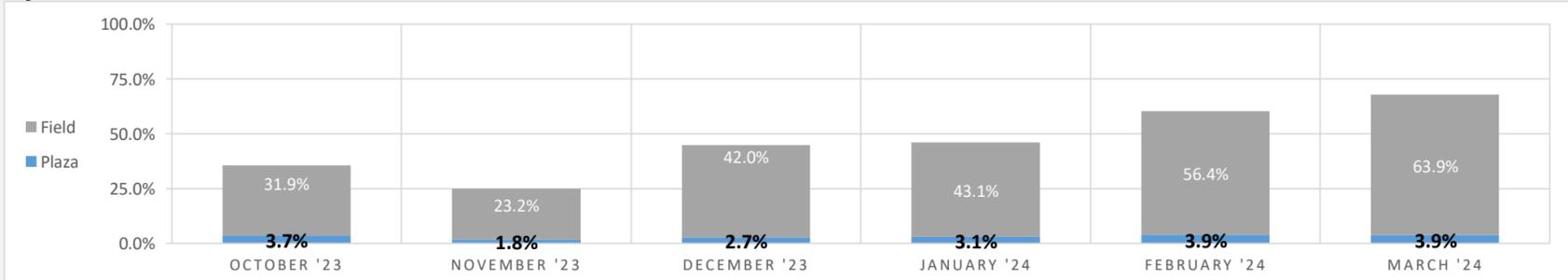


Operational

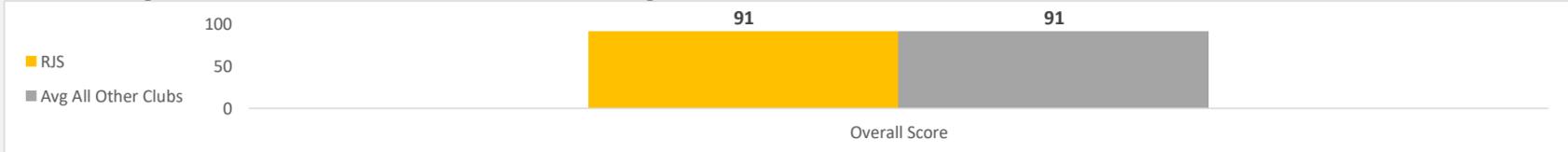
RJS Utilization Rate



SportsPlex Utilization Rate



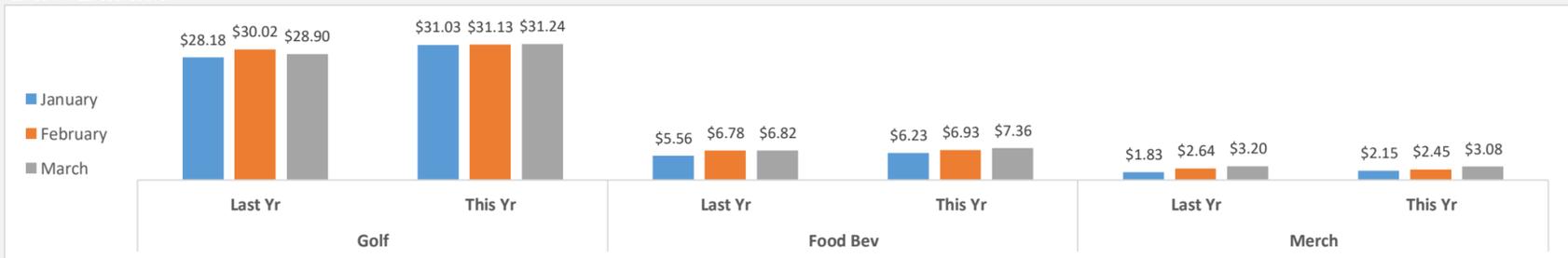
NFL Security Best Practices Score (Annual as of January 2024)



Financial

Golf Revenue Per Capita

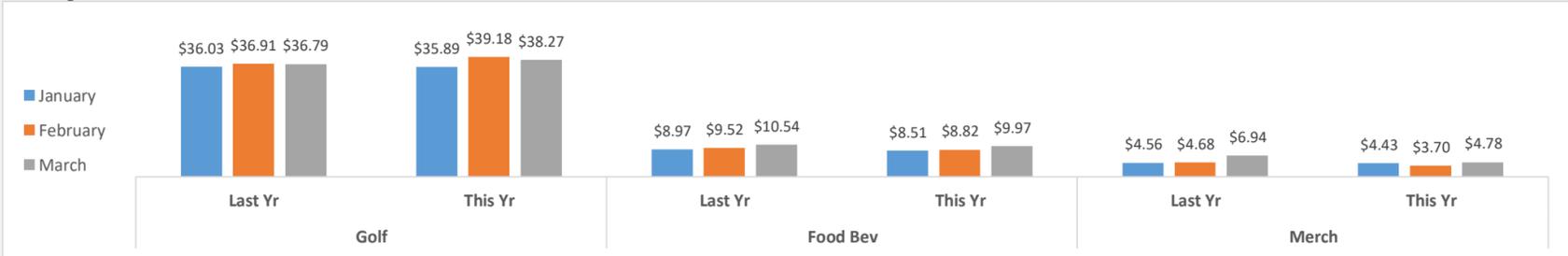
Babe Zaharias



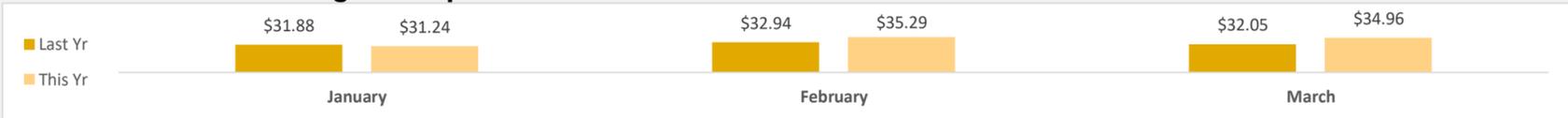
Rogers Park



Rocky Point



Last Year v. This Year Average Per Caps - Golf



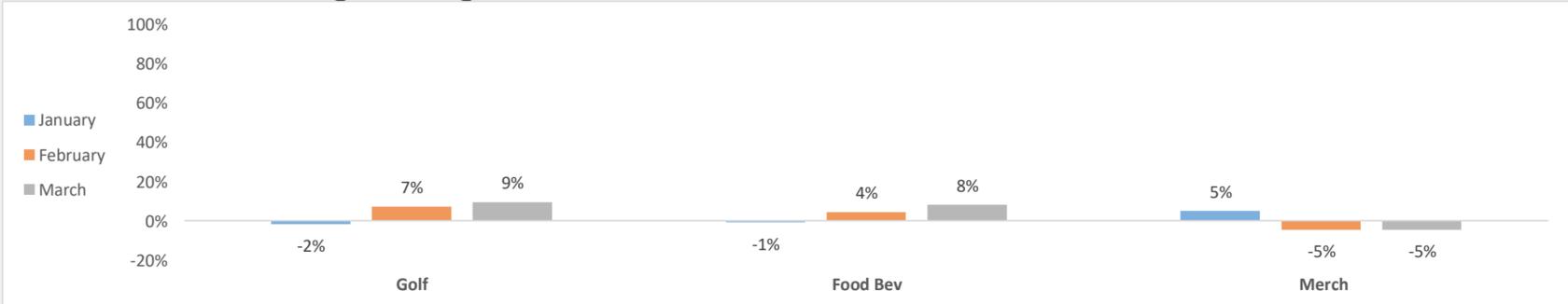
Last Year v. This Year Average Per Caps - Food and Beverage



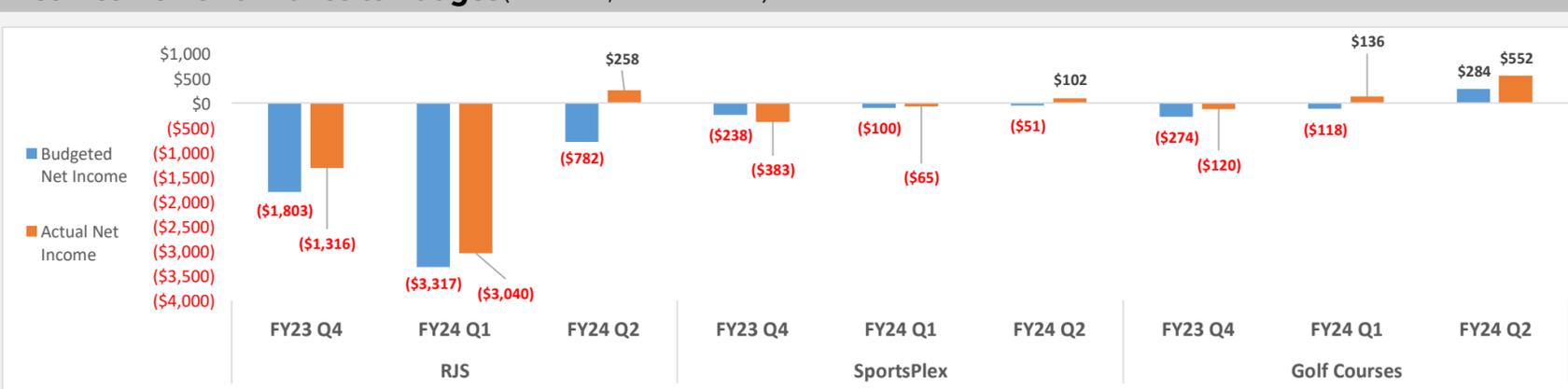
Last Year v. This Year Average Per Caps - Merchandise



Last Year v. This Year Average % Change - All Courses



Net Income Performance to Budget (rounded, in thousands)

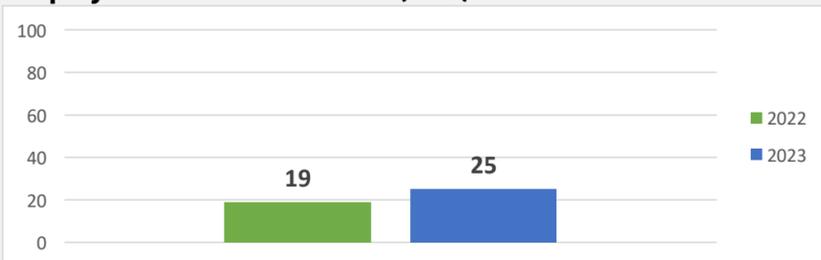


Clean Financial Audit

2020: YES 2021: YES 2022: YES 2023: YES

Learning | Growth

Employee Net Promoter Score (NPS)



Employee Satisfaction Index (ESI)



Net Promoter Score

QTR	Babe Zaharias	Rogers Park	Rocky Point	SportsPlex	RJS NonBucs
22 Q4	56	35	0	0	17
23 Q1	57	70	46	-7	16
23 Q2	54	37	60	-100	33
23 Q3	35	41	37	0	21
23 Q4	22	49	49	0	7
24 Q1	50	55	22	0	35
24 Q2	43	41	-8	100	23
24 Q3					
24 Q4					
25 Q1					

Overall Facility Quality

QTR	Babe Zaharias	Rogers Park	Rocky Point	SportsPlex	RJS NonBucs
22 Q4	74%	88%	65%	100%	77%
23 Q1	82%	86%	86%	80%	88%
23 Q2	85%	87%	81%	30%	86%
23 Q3	78%	86%	81%	0%	84%
23 Q4	75%	87%	87%	0%	79%
24 Q1	82%	92%	78%	0%	87%
24 Q2	81%	84%	63%	100%	84%
24 Q3					
24 Q4					
25 Q1					

Bucs Satisfaction

Month	RJS Bucs
SEP	79.0%
OCT	83.3%
NOV	93.0%
DEC	86.5%
JAN	87.0%
FEB	
MAR	
APR	
MAY	
JUN	
JUL	
AUG	91.0%
SEP	87.5%
OCT	90.0%
NOV	0.0%
DEC	92.7%
JAN	97.0%
FEB	
MAR	
APR	
MAY	
JUN	
JUL	
AUG	
SEP	
OCT	
NOV	
DEC	

Social Media

-----Google (% 4s 5s)-----

Mon	Audience Growth Rate	Amplification Rate	RJS	SportsPlex	Babe Zaharias	Rogers Park	Rocky Point
AUG	1.33%	0.10%	90.0%	100.0%	100.0%	50.0%	33.0%
SEP	0.77%	1.18%	87.0%	0.00%	0.00%	100.0%	50.0%
OCT	0.83%	2.50%	97.0%	86.0%	0.00%	75.0%	100.0%
NOV	0.56%	1.02%	90.0%	67.0%	100.0%	100.0%	100.0%
DEC	0.32%	0.17%	95.0%	100.0%	100.0%	67.0%	100.0%
JAN	0.72%	0.21%	96.0%	100.0%	75.0%	83.0%	88.0%
FEB	0.95%	0.55%	82.0%	75.0%	50.0%	75.0%	86.0%
MAR	1.81%	0.26%	89.0%	92.0%	100.0%	60.0%	89.0%
APR	2.40%	0.60%	74.00%	75.00%	0.00%	60.00%	50.00%
MAY	1.33%	0.58%	86.00%	50.00%	100.00%	100.00%	50.00%
JUN	0.85%	0.22%	79.00%	80.00%	66.00%	75.00%	50.00%
JUL	1.14%	0.16%	92.00%	0.00%	100.00%	100.00%	100.00%
AUG	1.43%	0.58%	74.00%	100.00%	0.00%	33.00%	75.00%
SEP	0.96%	1.76%	91.00%	100.00%	50.00%	50.00%	0.00%
OCT	0.88%	0.67%	95.00%	50.00%	0.00%	83.00%	50.00%
NOV	0.64%	0.46%	93.00%	60.00%	0.00%	86.00%	50.00%
DEC	2.47%	0.16%	98.00%	75.00%	0.00%	100.00%	33.00%
JAN	0.77%	0.27%	96.0%	50.0%	50.0%	100.0%	50.0%
FEB	0.71%	0.28%	69.0%	82.0%	80.0%	50.0%	66.0%
MAR	0.52%	0.03%	83.0%	73.0%	66.0%	100.0%	40.0%
APR							
MAY							
JUN							
JUL							
AUG							
SEP							
OCT							
NOV							
DEC							

Data

QTR
22 Q3
22 Q4
23 Q1
23 Q2
23 Q3
23 Q4
24 Q1
24 Q2
24 Q3
24 Q4

Instructions

NPS

Golf courses - Use SurveyMonkey; sort by course and quarter for each course's NPS, which will be a single number. Enter above.

Sportsplex - Use SurveyMonkey; sort by course and quarter for each course's NPS (question 2), which will be a single number. Enter above.

RJS non Bucs events - Use qualtrics report p3 for NPS; Enter in the table at top right.

Overall Facility Quality

Golf courses - Use SurveyMonkey; sort by course and quarter for question 3a (Overall quality of the facility - clubhouse and golf course); sum %s excellent and good. Enter above.

Sportsplex - Use SurveyMonkey; sort by course and quarter for question 3a (Overall venue quality - all aspects – inside and outside); sum %s excellent and good. Enter above.

RJS non Bucs events - Use qualtrics report p3 for Overall Venue Quality; sum %s excellents and goods. Enter in the table at top right.

Bucs Overall Satisfaction

Use Bucs report page 3; sum As and Bs percentages for Overall Event satisfaction

Social Media

Audience growth rate - Use Sprout to obtain the amount

Amplification rate - Use Sprout to obtain the amount

Google ratings - Use appscrapper to derive the percentages of 4 and 5 star rating for the month. Enter above.

Audience Growth Rate

Measures the rate at which the Authority is gaining new Facebook, Twitter, and Instagram followers over a specific time-period; calculated as (net new followers for the quarter / total followers) x 100

Amplification Rate

Measures the rate at which followers share the Authority's social media content, expressed as a ratio of Facebook, Twitter, and Instagram post shares to the number of overall followers; calculated as (post shares / total followers) x

Google Ratings (% 4s and 5s)

Captures and averages Google ratings logged across the Stadium, SportsPlex and Golf Courses

48%

39.00%

87%

RJS NonBucs	NPS	Facility Quality
<i>The Weeknd - 8/4/22</i>	17	77%
<i>Gasparilla Bowl - 12/23/22</i>	16	88%
<i>ReliaQuest Bowl - 1/1/2023</i>	43	94%
<i>Monster Jam - 2/4-2/5/2023</i>	7	80%
<i>Supercross - 2/11/2023</i>	48	85%
<i>Taylor Swift - 4/13-4/15/2023</i>	33	87%
<i>Ed Sheeran - 5/20/2023</i>	8	80%
<i>Luke Combs - 7/7-7/8/2023</i>	24	83%
<i>George Straight - 8/8/2023</i>	-5	80%
<i>Beyonce - 8/16/2023</i>	3	74%
<i>Gasparilla Bowl - 12/22/23</i>	35	87%
<i>ReliaQuest Bowl - 1/1/2024</i>	59	94%
<i>Monster Jam - 2/10-2/11/2024</i>	14	82%
<i>Billy Joel - 2/24/2024</i>	-4	76%
<i>Kenny Chesney - 4/20/2024</i>		
<i>Morgan Wallen - 7/11-7/12/2024</i>		
<i>Zach Bryan - 8/14/2024</i>		

Data Entry for RJS Bucs Values

Game Month	RJS Bucs	Overall Satisfaction
SEP '22	<i>Packers 9/25</i>	79%
OCT '22	<i>Chiefs 10/2</i>	79%
	<i>Falcons 10/9</i>	89%
	<i>Ravens 10/27</i>	82%
NOV '22	<i>Rams 11/6</i>	93%
DEC '22	<i>Saints 12/5</i>	92%
	<i>Bengals 12/18</i>	81%
JAN '23	<i>Panthers 1/1</i>	87%
AUG '23	<i>Steelers 8/11</i>	88%
	<i>Ravens 8/26</i>	94%
SEPT '23	<i>Bears 9/17</i>	87%
	<i>Eagles 9/26</i>	88%
OCT '23	<i>Lions 10/15</i>	90%
	<i>Falcons 10/22</i>	90%
NOV '23	<i>Titans 11/12</i>	
DEC '23	<i>Panthers 12/3</i>	93%
	<i>Jaguars 12/24</i>	98%
	<i>Saints 12/31</i>	87%
JAN '24	<i>Eagles 1/15</i>	97%
AUG '24		
SEPT '24		
OCT '24		

NOV '24		
DEC '24		

Raymond James Utilization

	Month	Clubs	Exterior	Total
	October '22	11.4%	19.1%	30.5%
Q1	November '22	9.4%	19.7%	29.1%
	December '22	10.5%	15.6%	26.1%
	January '23	8.8%	17.0%	25.8%
Q2	February '23	7.5%	18.9%	26.3%
	March '23	7.5%	18.9%	26.3%
	April '23	17.9%	20.0%	37.9%
Q3	May '23	16.4%	16.4%	32.8%
	June '23	11.5%	5.2%	16.7%
	July '23	25.5%	16.7%	42.2%
Q4	August '23	26.7%	25.5%	52.2%
	September '23	12.7%	9.7%	22.4%
	October '23	8.8%	16.4%	25.2%
Q1	November '23	4.8%	14.6%	19.4%
	December '23	8.5%	16.1%	24.6%
	January '24	4.4%	13.5%	17.9%
Q2	February '24	28.2%	19.1%	47.3%
	March '24	13.8%	17.0%	30.8%
	April '24			0.0%
Q3	May '24			0.0%
	June '24			0.0%
	July '24			0.0%
Q4	August '24			0.0%
	September '24			0.0%
	October '24			0.0%
Q1	November '24			0.0%
	December '24			0.0%

	January			
	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)
East Club				
Club	2	0	31	6.5%
Bar 76	4	0	31	12.9%
North Hall of Fame	2	0	31	6.5%
South Hall of Fame	2	0	31	6.5%
West Club				
Club	3	0	31	9.7%
Press Box	2	0	31	6.5%
Club Occupancy	15	0	186	8.1%
Field	3	26	31	9.7%
Cove	7	0	31	22.6%
Bucs Beach	2	0	31	6.5%
N Parking Lots (1-4)	2	0	31	6.5%
S Parking Lots (5-8)	6	0	31	19.4%
Exterior Occupancy	20	26	155	12.9%

Instructions

Complete the white cells above for each month, as follows:

Contracted use days = days the field(s) and/or plaza have been reserved for an event

Internal use days = days the field(s) and/or plaza are being maintained or improved

Days available = total calendar days minus holidays (confirm)

Stadium Utilization Rate

Measures usage of the stadium's main field and other usable areas over the course of a year, excluding days

NFL Best Practices Score

Measures physical and cybersecurity compliance with NFL best practices; note that some review areas are

	February					March					April			
ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)
6.5%	15		29	51.7%	51.7%	6		31	19.4%	19.4%			30	0.0%
12.9%	17	0	29	58.6%	58.6%	7		31	22.6%	22.6%			30	0.0%
6.5%	14	0	29	48.3%	48.3%	1		31	3.2%	3.2%			30	0.0%
6.5%	15	0	29	51.7%	51.7%	1		31	3.2%	3.2%			30	0.0%
9.7%	16	4	29	55.2%	69.0%	1	30	31	3.2%	100.0%			30	0.0%
6.5%	9	0	29	31.0%	31.0%	1		31	3.2%	3.2%			30	0.0%
8.1%	86	4	174	49.4%	51.7%	17	30	186	9.1%	25.3%	0	0	180	0.0%
93.5%	15	0	29	51.7%	51.7%	7		31	22.6%	22.6%			30	0.0%
22.6%	17	0	29	58.6%	58.6%	9		31	29.0%	29.0%			30	0.0%
6.5%	14	0	29	48.3%	48.3%	3		31	9.7%	9.7%			30	0.0%
6.5%	5	4	29	17.2%	31.0%	1	25	31	3.2%	83.9%			30	0.0%
19.4%	6	0	29	20.7%	20.7%	13		31	41.9%	41.9%			30	0.0%
29.7%	57	4	145	39.3%	42.1%	33	25	155	21.3%	37.4%	0	0	150	0.0%

	May					June					July			
ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%	0	0	186	0.0%	0.0%	0	0	180	0.0%	0.0%	0	0	186	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%	0	0	155	0.0%	0.0%	0	0	150	0.0%	0.0%	0	0	155	0.0%

	August					September					October			
ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%	0	0	186	0.0%	0.0%	0	0	180	0.0%	0.0%	0	0	186	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%			31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%
0.0%	0	0	155	0.0%	0.0%	0	0	150	0.0%	0.0%	0	0	155	0.0%

	November					December				
ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%	0	0	180	0.0%	0.0%	0	0	186	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0.0%	0	0	150	0.0%	0.0%	0	0	155	0.0%	0.0%

SportsPlex Utilization

	Month	Plaza	Field
	October '22	1.4%	27.1%
Q1	November '22	2.4%	58.9%
	December '22	2.3%	46.5%
	January '23	1.7%	38.8%
Q2	February '23	3.0%	54.4%
	March '23	2.7%	49.1%
	April '23	4.4%	61.8%
Q3	May '23	6.0%	94.0%
	June '23	2.4%	17.1%
	July '23	1.0%	4.4%
Q4	August '23	0.0%	1.2%
	September '23	1.2%	21.7%
	October '23	3.7%	31.9%
Q1	November '23	1.8%	23.2%
	December '23	2.7%	42.0%
	January '24	3.1%	43.1%
Q2	February '24	3.9%	56.4%
	March '24	3.9%	63.9%
	April '24		0.0%
Q3	May '24		0.0%
	June '24		0.0%
	July '24		0.0%
Q4	August '24		0.0%
	September '24		0.0%
	October '24		0.0%
Q1	November '24		0.0%
	December '24		0.0%

	January			
	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)
Plaza Occupancy	14	2	31	45.2%
Field 1	9	6	31	29.0%
Field 2	9	6	31	29.0%
Field 3	9	6	31	29.0%
Field 4	9	6	31	29.0%
Field 5	9	6	31	29.0%
Field 6	9	6	31	29.0%
Field 7	9	6	31	29.0%
Field 8	9	6	31	29.0%
Field 9	9	6	31	29.0%
Field 10	9	6	31	29.0%
Field 11	9	6	31	29.0%
Field 12	9	6	31	29.0%
Field 13	5	6	31	16.1%
Field 14	5	6	31	16.1%
Field 15	5	6	31	16.1%
Field Occupancy	123	90	465	26.5%

Instructions

Complete the white cells above for each month, as follows:

Contracted use days = days the field(s) and/or plaza have been reserved for an event

Internal use days = days the field(s) and/or plaza are being maintained or improved

Days available = total calendar days minus holidays (confirm)

SportsPlex Utilization Rate

Measures usage of the SportsPlex based on the available days playing fields are utilized over the cou

	February					March						
ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS
51.6%	15	4	29	51.7%	65.5%	16	4	31	51.6%	64.5%		
48.4%	5	26	29	17.2%	106.9%	3	27	31	9.7%	96.8%		
48.4%	5	26	29	17.2%	106.9%	10	9	31	32.3%	61.3%		
48.4%	10	4	29	34.5%	48.3%	10	9	31	32.3%	61.3%		
48.4%	10	4	29	34.5%	48.3%	9	9	31	29.0%	58.1%		
48.4%	10	4	29	34.5%	48.3%	8	9	31	25.8%	54.8%		
48.4%	10	4	29	34.5%	48.3%	8	9	31	25.8%	54.8%		
48.4%	5	26	29	17.2%	106.9%	5	23	31	16.1%	90.3%		
48.4%	10	4	29	34.5%	48.3%	12	9	31	38.7%	67.7%		
48.4%	10	4	29	34.5%	48.3%	12	9	31	38.7%	67.7%		
48.4%	10	4	29	34.5%	48.3%	12	9	31	38.7%	67.7%		
48.4%	10	4	29	34.5%	48.3%	12	9	31	38.7%	67.7%		
48.4%	10	4	29	34.5%	48.3%	12	9	31	38.7%	67.7%		
35.5%	10	4	29	34.5%	48.3%	12	9	31	38.7%	67.7%		
35.5%	10	4	29	34.5%	48.3%	12	9	31	38.7%	67.7%		
35.5%	10	4	29	34.5%	48.3%	12	9	31	38.7%	67.7%		
45.8%	135	126	435	31.0%	60.0%	149	167	465	32.0%	68.0%	0	0

July			August					September					
DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
31	0.0%	0.0%			31	0.0%	0.0%			30	0.0%	0.0%	
465	0.0%	0.0%	0	0	465	0.0%	0.0%	0	0	450	0.0%	0.0%	0

October				November					December				
INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)	CONTRACTED USE DAYS	INTERNAL USE DAYS	DAYS AVAILABLE	CONTRACTED OCCUPANCY (%)	ADJ TOTAL OCCUPANCY (%)
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
	31	0.0%	0.0%			30	0.0%	0.0%			31	0.0%	0.0%
0	465	0.0%	0.0%	0	0	450	0.0%	0.0%	0	0	465	0.0%	0.0%

2022	Administrative Audit	Game Day Audit	Quality Assurance Test Audit
RJS	100	97.55	92.31
Avg All Other Clubs	97.82	95.97	73.33
		Overall Score	
RJS	98		
Avg All Other Clubs	94		

2023	Administrative Audit	Game Day Audit	Quality Assurance Test Audit
	RJS	100	99.32
Avg All Other Clubs	99.35	96.96	77.24
Overall Score			
RJS	91		
Avg All Other Clubs	91		

Golf Per Caps

		Babe Zaharias								
		Golf		Food Bev		Merch		Year v Year Change		
		Last Yr	This Yr	Last Yr	This Yr	Last Yr	This Yr	Golf	Food Bev	Merch
2021	October	\$19.49	\$20.55	\$1.46	\$4.36	\$1.74	\$1.58	5%	199%	-9%
	November	\$20.63	\$22.22	\$2.55	\$4.27	\$1.30	\$2.22	8%	67%	71%
	December	\$20.25	\$25.32	\$2.67	\$4.91	\$1.39	\$1.94	25%	84%	40%
2022	January	\$22.12	\$25.84	\$2.71	\$3.81	\$1.21	\$1.72	17%	41%	42%
	February	\$22.28	\$27.89	\$3.20	\$4.85	\$1.92	\$1.90	25%	52%	-1%
	March	\$22.74	\$26.64	\$3.51	\$5.16	\$1.62	\$1.90	17%	47%	17%
	April	\$22.55	\$26.32	\$3.61	\$5.59	\$1.92	\$2.40	17%	55%	25%
	May	\$21.59	\$25.01	\$4.17	\$5.28	\$1.71	\$2.09	16%	27%	22%
	June	\$21.20	\$25.36	\$4.52	\$4.75	\$1.48	\$1.81	20%	5%	22%
	July	\$20.79	\$24.74	\$4.67	\$5.55	\$2.09	\$2.07	19%	19%	-1%
	August	\$21.04	\$26.23	\$4.76	\$6.15	\$2.47	\$2.24	25%	29%	-9%
	September	\$19.48	\$24.10	\$3.66	\$5.47	\$1.43	\$2.23	24%	49%	56%
	October	\$20.55	\$25.58	\$4.36	\$5.90	\$1.58	\$2.62	24%	35%	66%
	November	\$22.22	\$26.18	\$4.27	\$5.69	\$2.22	\$2.44	18%	33%	10%
	December	\$25.32	\$27.71	\$4.91	\$5.96	\$1.94	\$2.18	9%	21%	12%
2023	January	\$25.84	\$28.18	\$3.81	\$5.56	\$1.72	\$1.83	9%	46%	6%
	February	\$27.89	\$30.02	\$4.85	\$6.78	\$1.90	\$2.64	8%	40%	39%
	March	\$26.64	\$28.72	\$5.16	\$6.57	\$1.90	\$3.22	8%	27%	69%
	April	\$26.32	\$28.84	\$5.59	\$6.75	\$2.40	\$3.21	10%	21%	34%
	May	\$25.01	\$27.79	\$5.28	\$7.46	\$2.09	\$2.88	11%	41%	38%
	June	\$25.36	\$24.52	\$4.75	\$6.94	\$1.81	\$2.58	-3%	46%	43%
	July	\$24.74	\$24.76	\$5.55	\$6.57	\$2.07	\$2.47	0%	18%	19%
	August	\$26.23	\$26.03	\$6.15	\$6.75	\$2.24	\$2.42	-1%	10%	8%
	September	\$24.10	\$26.00	\$5.47	\$6.90	\$2.23	\$3.57	8%	26%	60%
	October	\$25.58	\$27.39	\$5.90	\$7.06	\$2.62	\$2.60	7%	20%	-1%
	November	\$26.18	\$27.96	\$5.69	\$6.87	\$2.44	\$2.56	7%	21%	5%
	December	\$27.71	\$30.10	\$5.96	\$7.31	\$2.18	\$2.68	9%	23%	23%
2024	January	\$28.18	\$31.03	\$5.56	\$6.23	\$1.83	\$2.15	10%	12%	17%
	February	\$30.02	\$31.13	\$6.78	\$6.93	\$2.64	\$2.45	4%	2%	-7%
	March	\$28.90	\$31.24	\$6.82	\$7.36	\$3.20	\$3.08	8%	8%	-4%
	April							#DIV/0!	#DIV/0!	#DIV/0!
	May							#DIV/0!	#DIV/0!	#DIV/0!
	June							#DIV/0!	#DIV/0!	#DIV/0!
	July							#DIV/0!	#DIV/0!	#DIV/0!
	August							#DIV/0!	#DIV/0!	#DIV/0!
	September							#DIV/0!	#DIV/0!	#DIV/0!
	October							#DIV/0!	#DIV/0!	#DIV/0!
	November							#DIV/0!	#DIV/0!	#DIV/0!
	December							#DIV/0!	#DIV/0!	#DIV/0!

Measures the amount of revenue earned per golfer across all three golf courses throughout the year

Rogers Park

	Golf		Food Bev		Merch		Year v Year Change		
	Last Yr	This Yr	Last Yr	This Yr	Last Yr	This Yr	Golf	Food Bev	Merch
	October	\$19.12	\$19.35	\$1.63	\$2.58	\$1.40	\$6.49	1%	58%
November	\$18.36	\$21.64	\$1.36	\$2.36	\$2.60	\$2.69	18%	74%	3%
December	\$22.10	\$27.32	\$1.76	\$3.26	\$6.22	\$2.67	24%	85%	-57%
January	\$22.53	\$29.44	\$1.64	\$2.86	\$4.00	\$3.34	31%	74%	-17%
February	\$24.10	\$31.60	\$2.05	\$3.71	\$1.87	\$3.82	31%	81%	104%
March	\$23.79	\$32.24	\$2.41	\$3.31	\$2.26	\$3.34	36%	37%	48%
April	\$24.01	\$31.89	\$2.31	\$3.59	\$2.30	\$4.29	33%	55%	87%
May	\$23.86	\$28.04	\$2.88	\$3.49	\$2.83	\$2.71	18%	21%	-4%
June	\$19.99	\$25.84	\$2.90	\$3.59	\$2.82	\$3.24	29%	24%	15%
July	\$20.07	\$26.74	\$2.70	\$3.70	\$2.46	\$2.98	33%	37%	21%
August	\$19.02	\$26.71	\$2.70	\$3.44	\$2.50	\$3.00	40%	27%	20%
September	\$19.79	\$26.07	\$2.66	\$3.75	\$2.57	\$2.90	32%	41%	13%
October	\$19.35	\$27.29	\$2.58	\$5.72	\$6.49	\$8.45	41%	122%	30%
November	\$21.64	\$26.45	\$2.36	\$3.59	\$2.69	\$2.55	22%	52%	-5%
December	\$27.32	\$30.47	\$3.26	\$5.39	\$2.67	\$6.43	12%	65%	141%
January	\$29.44	\$31.44	\$2.86	\$3.94	\$3.34	\$3.46	7%	38%	4%
February	\$31.60	\$31.89	\$3.71	\$4.32	\$3.82	\$2.69	1%	16%	-30%
March	\$32.24	\$29.16	\$3.31	\$4.22	\$3.34	\$3.40	-10%	27%	2%
April	\$31.89	\$32.64	\$3.59	\$5.64	\$4.29	\$4.67	2%	57%	9%
May	\$28.04	\$29.55	\$3.49	\$4.48	\$2.71	\$7.69	5%	28%	184%
June	\$25.84	\$28.94	\$3.59	\$4.98	\$3.24	\$3.92	12%	39%	21%
July	\$26.74	\$28.96	\$3.70	\$5.45	\$2.98	\$4.67	8%	47%	57%
August	\$26.71	\$29.56	\$3.44	\$3.66	\$3.00	\$5.69	11%	6%	90%
September	\$26.07	\$27.95	\$3.75	\$16.58	\$2.90	\$4.46	7%	342%	54%
October	\$27.29	\$30.78	\$5.72	\$5.65	\$8.45	\$3.17	13%	-1%	-62%
November	\$26.45	\$24.59	\$3.59	\$4.13	\$2.69	\$2.39	-7%	15%	-11%
December	\$27.71	\$25.30	\$5.96	\$3.34	\$2.18	\$3.81	-9%	-44%	75%
January	\$31.44	\$26.81	\$3.94	\$3.57	\$3.46	\$3.47	-15%	-9%	0%
February	\$31.89	\$35.55	\$4.32	\$5.11	\$2.69	\$3.08	11%	18%	14%
March	\$30.47	\$35.37	\$4.46	\$5.43	\$3.56	\$4.31	16%	22%	21%
April							#DIV/0!	#DIV/0!	#DIV/0!
May							#DIV/0!	#DIV/0!	#DIV/0!
June							#DIV/0!	#DIV/0!	#DIV/0!
July							#DIV/0!	#DIV/0!	#DIV/0!
August							#DIV/0!	#DIV/0!	#DIV/0!
September							#DIV/0!	#DIV/0!	#DIV/0!
October							#DIV/0!	#DIV/0!	#DIV/0!
November							#DIV/0!	#DIV/0!	#DIV/0!
December							#DIV/0!	#DIV/0!	#DIV/0!

Rocky Point									
	Golf		Food Bev		Merch		Year v Year Change		
	Last Yr	This Yr	Last Yr	This Yr	Last Yr	This Yr	Golf	Bev	Merch
October	\$21.28	\$26.51	\$3.90	\$6.54	\$2.82	\$3.85	25%	68%	37%
November	\$23.97	\$28.18	\$3.95	\$5.40	\$2.81	\$4.53	18%	37%	61%
December	\$24.55	\$32.95	\$4.14	\$6.17	\$3.27	\$4.04	34%	49%	24%
January	\$25.68	\$33.61	\$4.33	\$6.31	\$2.69	\$3.60	31%	46%	34%
February	\$27.19	\$34.02	\$5.11	\$7.39	\$3.40	\$3.67	25%	45%	8%
March	\$26.83	\$34.24	\$5.44	\$6.86	\$3.91	\$4.34	28%	26%	11%
April	\$26.35	\$35.23	\$5.27	\$8.32	\$3.99	\$5.36	34%	58%	34%
May	\$24.44	\$32.49	\$5.74	\$7.36	\$4.00	\$4.56	33%	28%	14%
June	\$25.82	\$32.53	\$6.00	\$7.88	\$3.90	\$5.24	26%	31%	34%
July	\$25.46	\$31.94	\$5.73	\$7.65	\$4.21	\$4.90	25%	34%	16%
August	\$26.00	\$33.66	\$6.09	\$8.33	\$4.65	\$4.69	29%	37%	1%
September	\$25.02	\$32.85	\$5.12	\$9.37	\$4.67	\$6.56	31%	83%	40%
October	\$26.51	\$33.97	\$6.54	\$10.51	\$3.85	\$5.87	28%	61%	52%
November	\$28.18	\$32.85	\$5.40	\$8.91	\$4.53	\$4.27	17%	65%	-6%
December	\$32.95	\$35.43	\$6.17	\$9.58	\$4.04	\$5.41	8%	55%	34%
January	\$33.61	\$36.03	\$6.31	\$8.97	\$3.60	\$4.56	7%	42%	27%
February	\$34.02	\$36.91	\$7.39	\$9.52	\$3.67	\$4.68	8%	29%	28%
March	\$34.24	\$36.84	\$6.86	\$10.53	\$4.34	\$6.87	8%	53%	58%
April	\$35.23	\$38.01	\$8.32	\$11.41	\$5.36	\$5.59	8%	37%	4%
May	\$32.49	\$33.99	\$7.36	\$12.11	\$4.56	\$4.83	5%	65%	6%
June	\$32.53	\$33.51	\$7.88	\$10.13	\$5.24	\$4.81	3%	29%	-8%
July	\$31.94	\$34.61	\$7.65	\$10.77	\$4.90	\$5.07	8%	41%	3%
August	\$33.66	\$32.97	\$8.33	\$9.07	\$4.69	\$4.66	-2%	9%	-1%
September	\$32.85	\$34.22	\$9.37	\$9.81	\$6.56	\$4.96	4%	5%	-24%
October	\$33.97	\$34.91	\$10.51	\$11.61	\$5.87	\$5.34	3%	10%	-9%
November	\$32.85	\$34.70	\$8.91	\$10.41	\$4.27	\$4.53	6%	17%	6%
December	\$35.43	\$35.27	\$9.58	\$10.29	\$5.41	\$6.08	0%	7%	12%
January	\$36.03	\$35.89	\$8.97	\$8.51	\$4.56	\$4.43	0%	-5%	-3%
February	\$36.91	\$39.18	\$9.52	\$8.82	\$4.68	\$3.70	6%	-7%	-21%
March	\$36.79	\$38.27	\$10.54	\$9.97	\$6.94	\$4.78	4%	-5%	-31%
April							#DIV/0!	#DIV/0!	#DIV/0!
May							#DIV/0!	#DIV/0!	#DIV/0!
June							#DIV/0!	#DIV/0!	#DIV/0!
July							#DIV/0!	#DIV/0!	#DIV/0!
August							#DIV/0!	#DIV/0!	#DIV/0!
September							#DIV/0!	#DIV/0!	#DIV/0!
October							#DIV/0!	#DIV/0!	#DIV/0!
November							#DIV/0!	#DIV/0!	#DIV/0!
December							#DIV/0!	#DIV/0!	#DIV/0!

Average 2021 v 2022 Change - All Courses

	Golf	Food Bev	Merch
October	10%	108%	130%
November	14%	59%	45%
December	28%	73%	2%
January	26%	54%	20%
February	27%	59%	37%
March	27%	37%	25%
April	28%	56%	49%
May	22%	25%	11%
June	25%	20%	24%
July	26%	30%	12%
August	32%	31%	4%
September	29%	58%	36%
October	31%	73%	49%
November	19%	50%	0%
December	9%	47%	62%
January	8%	42%	12%
February	6%	28%	12%
March	2%	36%	43%
April	7%	38%	16%
May	7%	45%	76%
June	4%	38%	18%
July	6%	35%	27%
August	3%	8%	32%
September	6%	124%	30%
October	8%	10%	-24%
November	2%	18%	0%
December	0%	-5%	37%
January	-2%	-1%	5%
February	7%	4%	-5%
March	9%	8%	-5%
April	#DIV/0!	#DIV/0!	#DIV/0!
May	#DIV/0!	#DIV/0!	#DIV/0!
June	#DIV/0!	#DIV/0!	#DIV/0!
July	#DIV/0!	#DIV/0!	#DIV/0!
August	#DIV/0!	#DIV/0!	#DIV/0!
September	#DIV/0!	#DIV/0!	#DIV/0!
October	#DIV/0!	#DIV/0!	#DIV/0!
November	#DIV/0!	#DIV/0!	#DIV/0!
December	#DIV/0!	#DIV/0!	#DIV/0!

Average Year v. Year Per Caps - Golf

	Golf	
	Last Yr	This Yr
October	\$19.96	\$22.14
November	\$20.99	\$24.01
December	\$22.30	\$28.53
January	\$23.44	\$29.63
February	\$24.52	\$31.17
March	\$24.45	\$31.04
April	\$24.30	\$31.15
May	\$23.30	\$28.51
June	\$22.34	\$27.91
July	\$22.11	\$27.81
August	\$22.02	\$28.87
September	\$21.43	\$27.67
October	\$22.14	\$28.95
November	\$24.01	\$28.49
December	\$28.53	\$31.20
January	\$29.63	\$31.88
February	\$31.17	\$32.94
March	\$31.04	\$31.57
April	\$31.15	\$33.16
May	\$28.51	\$30.44
June	\$27.91	\$28.99
July	\$27.81	\$29.44
August	\$28.87	\$29.52
September	\$27.67	\$29.39
October	\$28.95	\$31.03
November	\$28.49	\$29.08
December	\$30.28	\$30.22
January	\$31.88	\$31.24
February	\$32.94	\$35.29
March	\$32.05	\$34.96
April	#DIV/0!	#DIV/0!
May	#DIV/0!	#DIV/0!
June	#DIV/0!	#DIV/0!
July	#DIV/0!	#DIV/0!
August	#DIV/0!	#DIV/0!
September	#DIV/0!	#DIV/0!
October	#DIV/0!	#DIV/0!
November	#DIV/0!	#DIV/0!
December	#DIV/0!	#DIV/0!

Average Year v. Year Per Cap

	Food
	Last Yr
October	\$2.33
November	\$2.62
December	\$2.86
January	\$2.89
February	\$3.45
March	\$3.79
April	\$3.73
May	\$4.26
June	\$4.47
July	\$4.37
August	\$4.52
September	\$3.81
October	\$4.49
November	\$4.01
December	\$4.78
January	\$4.33
February	\$5.32
March	\$5.11
April	\$5.83
May	\$5.38
June	\$5.41
July	\$5.63
August	\$5.97
September	\$6.20
October	\$7.38
November	\$6.06
December	\$7.17
January	\$6.16
February	\$6.87
March	\$7.27
April	#DIV/0!
May	#DIV/0!
June	#DIV/0!
July	#DIV/0!
August	#DIV/0!
September	#DIV/0!
October	#DIV/0!
November	#DIV/0!
December	#DIV/0!

Caps - Food	Average Year v. Year Per Caps - Merch		
Bev		Merch	
This Yr		Last Yr	This Yr
\$4.49	October	\$1.99	\$3.97
\$4.01	November	\$2.24	\$3.15
\$4.78	December	\$3.63	\$2.88
\$4.33	January	\$2.63	\$2.89
\$5.32	February	\$2.40	\$3.13
\$5.11	March	\$2.60	\$3.19
\$5.83	April	\$2.74	\$4.02
\$5.38	May	\$2.85	\$3.12
\$5.41	June	\$2.73	\$3.43
\$5.63	July	\$2.92	\$3.32
\$5.97	August	\$3.21	\$3.31
\$6.20	September	\$2.89	\$3.90
\$7.38	October	\$3.97	\$5.65
\$6.06	November	\$3.15	\$3.09
\$6.98	December	\$2.88	\$4.67
\$6.16	January	\$2.89	\$3.28
\$6.87	February	\$3.13	\$3.34
\$7.11	March	\$3.19	\$4.50
\$7.93	April	\$4.02	\$4.49
\$8.02	May	\$3.12	\$5.13
\$7.35	June	\$3.43	\$3.77
\$7.60	July	\$3.32	\$4.07
\$6.49	August	\$3.31	\$4.26
\$11.10	September	\$3.90	\$4.33
\$8.11	October	\$5.65	\$3.70
\$7.14	November	\$3.13	\$3.16
\$6.98	December	\$3.26	\$4.19
\$6.10	January	\$3.28	\$3.35
\$6.95	February	\$3.34	\$3.08
\$7.59	March	\$4.57	\$4.06
#DIV/0!	April	#DIV/0!	#DIV/0!
#DIV/0!	May	#DIV/0!	#DIV/0!
#DIV/0!	June	#DIV/0!	#DIV/0!
#DIV/0!	July	#DIV/0!	#DIV/0!
#DIV/0!	August	#DIV/0!	#DIV/0!
#DIV/0!	September	#DIV/0!	#DIV/0!
#DIV/0!	October	#DIV/0!	#DIV/0!
#DIV/0!	November	#DIV/0!	#DIV/0!
#DIV/0!	December	#DIV/0!	#DIV/0!

	RJ				
	FY22 Q4	FY22 Q4	FY23 Q1	FY23 Q2	FY23 Q3
Budgeted Net Income	\$981	(\$1,469)	(\$2,478)	(\$1,369)	\$1,252
Actual Net Income	\$1,250	(\$484)	(\$2,551)	(\$154)	\$1,775

	RJ				
	FY22 Q3	FY22 Q4	FY23 Q1	FY23 Q2	FY23 Q3
Budgeted Net Income	\$980,668	(\$1,469,278)	(\$2,748,691)	(\$1,369,366)	\$1,252,276
Actual Net Income	\$1,249,665	(\$484,342)	(\$2,551,322)	(\$153,750)	\$1,774,782

Net Income Performance to Budget

Measure whether and to what extent actual fiscal year net income performance misses, meets or exceeds I

Instructions

Complete the white cells above - in the second group of financials - and the gray cells will auto-populate

S						
FY23 Q4	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY22 Q3	FY22 Q4
(\$1,803)	(\$3,317)	(\$782)			(\$167)	(\$273)
(\$1,316)	(\$3,040)	\$258			(\$92)	(\$283)

S						
FY23 Q4	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY22 Q3	FY22 Q4
(\$1,802,842)	(\$3,317,150)	(\$781,936)			(\$166,959)	(\$272,917)
(\$1,316,329)	(\$3,039,793)	\$258,204			(\$92,354)	(\$283,358)

budget projections overall and across each of the Authority's primary business functions (Raymond Jam

SportsPlex

FY23 Q1	FY23 Q2	FY23 Q3	FY23 Q4	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4
(\$177)	\$1	(\$204)	(\$238)	(\$100)	(\$51)		
\$2	\$36	(\$185)	(\$383)	(\$65)	\$102		

SportsPlex

FY23 Q1	FY23 Q2	FY23 Q3	FY23 Q4	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4
(\$177,097)	\$1,001	(\$203,918)	(\$237,704)	(\$100,422)	(\$50,800)		
\$1,851	\$35,786	(\$184,587)	(\$383,388)	(\$64,909)	\$101,618		

es Stadium, Tournament SportsPlex and golf courses).

Golf Courses							
FY22 Q3	FY22 Q4	FY23 Q1	FY23 Q2	FY23 Q3	FY23 Q4	FY24 Q1	FY24 Q2
(\$260)	(\$564)	(\$265)	\$58	(\$42)	(\$274)	(\$118)	\$284
\$226	(\$208)	\$52	\$632	\$50	(\$120)	\$136	\$552

Golf Courses							
FY22 Q3	FY22 Q4	FY23 Q1	FY23 Q2	FY23 Q3	FY23 Q4	FY24 Q1	FY24 Q2
(\$259,504)	(\$564,482)	(\$264,523)	\$58,121	(\$42,205)	(\$274,398)	(\$117,636)	\$283,683
\$226,305	(\$207,940)	\$52,342	\$632,091	\$49,648	(\$119,962)	\$136,291	\$551,986

FY24 Q3	FY24 Q4

FY24 Q3	FY24 Q4

Annual TSA Employee Survey

Year	Employee NPS	Year	Employee Satisfaction Index (ESI)
2022	19	2022	71.5
2023	25	2023	68.9
2024		2024	
2025		2025	
2026		2026	

Instructions

Employee NPS - Use SurveyMonkey; find employee NPS score; e
 ESI - Enter the average rating score for Q1, Q2, and Q3 above in

overall game day experier overall game day experience bucs

Very Satisfied/Somewhat Very Satisfied/Somewhat Satisfied/Sorr



Facility or Event Type	Survey developed? (yes or no)	Is the survey administered today? (yes or no)	Who administers the survey?	To whom is the survey distributed?
Babe Zaharias Golf Course	Yes	No	TSA	Golfers
Rogers Park Golf Course	Yes	No	TSA	Golfers
Rocky Point Golf Course	Yes	No	TSA	Golfers
RJS Non Bucs Events	Yes	Yes	Vinik Sports Group	Attendees
RJS Bucs Events	Yes	Yes	Bucs	Game attendees
RJS USF Games	Yes	Yes	USF	Game attendees
SportsPlex Events	Yes	No	Event organizers	Attendees

Actions

- Find out from USF if they will survey every game
- Figure out how to get surveys done for sportsplex (use google?)

- Meeting is January 3
- Board packet will go out on 12/23
- Rob will train someone to enter date and adjust charts
- Rob to support 1/3
- Rob to join board mtgs through march
- Rob comes back to set goals
- Employee survey by end of year
- Set next checkpoint with team 11/28 (will have october financials)

How is the survey distributed (method and timing)?	What survey format/tool is used?	Does the survey have an NPS question?	Does survey have an overall facility quality question?
System triggered post round via Ezlinks golf scheduling platform	SurveyMonkey	Yes	Yes
?	SurveyMonkey	Yes	Yes
?	SurveyMonkey	Yes	Yes
?	Viatrex	Yes	Yes
?	?	No	No
?	Paper	No	?
QR codes via signage throughout the facility	SurveyMonkey	Yes	Yes

Notes

Results to be received approx. 10 days after each event

Ask USF if we can modify their survey and if they can issue it directly after games? (and share results with TSA). Also need to know if they use a surveying tool.

QR codes have generated almost no completed surveys.

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: License Agreement Summaries

Summary: Attached are the BEO and License Agreement Summaries for Raymond James Stadium from May 2024-June 2024.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
LA BEO Summary - May 2024 - June 2024.pdf	LA BEO Summary - May 2024 - June 2024	Cover Memo
LA Board Summary - Playbook Sports at RJS 5-12-24 and 6-2-24.pdf	LA Board Summary - Playbook Sports at RJS 2024	Cover Memo
LA Board Summary - R.O.C. The Block Juneteenth Festival - 6-14-16-24.pdf	LA Board Summary - R.O.C. The Block Tampa Bay Juneteenth Festival - 6/14-16/24	Cover Memo



BEO (Catered Functions) Contract Summary

The BEO (Catered Functions) contracts have been entered into by Legends and the Tampa Sports Authority and signed by Eric Hart (CEO) **and** David Moss (VP of Stadium Operations) for the following catered function events:

<u>EVENT DATE</u>	<u>EVENT NAME</u>	<u>LOCATION</u>	<u>ESTIMATED ATTENDANCE</u>	<u>CONTRACT SIGNED DATE</u>
04/30/24	SIM Tampa Bay (Society for Information Management)	Fifth Third Lounge, Lot D	50	04/04/2024
04/30/24	AdventHealth Career Expo	East Club, Bar 76, AdventHealth Suite	1,000	04/10/2024
06/29-30/24	Dynasty Entertainment Cocktail Party	East Club, Bar 76	1,500	04/18/2024

Copy of license agreement is available for review upon request.



License Agreement Summary

The following license agreement has been entered into by the President/CEO (Eric Hart) and the Vice President of Operations (David Moss) and signed for legal sufficiency by General Counsel. Agreement fully executed on April 24th, 2024.

Type of License Agreement:	Stadium Event (Field and Lot 4)
Licensee Agreement Purpose:	Playbook is an all-in-one solution to automate and grow any sports, camp & youth fitness organization or facility
Licensee:	NYC Sports For Better Communities, Inc. and NYC Sports, LLC
Name of Event:	Playbook Sports @ Raymond James Stadium
Date(s) of Event:	May 12th & June 2nd, 2024
Time of Event:	8:00 AM – 7:00 PM
License Fee:	\$10,000 per event plus direct event-related expenses
Concessions:	Authority to retain all revenue
Merchandise:	N/A
Parking:	There will be no charge for parking
Other:	



License Agreement Summary

The following license agreement has been entered into by the President/CEO (Eric Hart) and the Vice President of Operations (David Moss) and signed for legal sufficiency by General Counsel. Agreement fully executed on April 23, 2024.

Type of License Agreement:	Stadium Agreement (Field, Locker Room)
Licensee Agreement Purpose:	To commemorate the emancipation of slaves in the United States
Licensee:	R.O.C. The Block, Inc.
Name of Event:	R.O.C. The Block Juneteenth Festival
Date(s) of Event:	June 15 th , 2024
Time of Event:	3:00PM - 9:00PM
License Fee:	\$10,000.00 plus direct event-related expenses
Concessions:	Authority to retain all revenue
Merchandise:	N/A
Parking:	Authority to retain all revenue
Other:	

Copy of license agreement is available for review upon request.

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: Event Updates

Summary: <p>The VP of Stadium Operations will provide event estimates for the following event(s):</p> <p>Kenny Chesney "The Sun Goes Down Tour 2024"</p>

Strategic Plan:

Background:

ATTACHMENTS:

Name:	Description:	Type:
 Kenny Chesney Event Estimate - as of April 26 2024.pdf	Event Estimate - Kenny Chesney "The Sun Goes Down Tour 2024"	Cover Memo

EVENT UPDATE
ESTIMATE

EVENT: Kenny Chesney

EVENT NO:

DATE: 4/20/2024

ATTENDANCE: 57,054

	ESTIMATE	BUDGET	BUDGET VARIANCE
LICENSE FEE	\$2,337,979	\$1,262,325	\$1,075,654
CONCESSION FEE	\$1,198,788	\$414,000	\$784,788
PARKING	<u>\$272,315</u>	<u>\$119,138</u>	<u>\$153,177</u>
TOTAL REVENUES	\$3,809,081	\$1,795,463	\$2,013,618
LESS DIRECT COSTS	(\$1,687,736)	(\$1,000,180)	(\$687,556)
GROSS PROFIT	<u>\$2,121,345</u>	<u>\$795,283</u>	<u>\$1,326,062</u>

ESTIMATED YTD \$2M REVENUE FROM NON-BUCCANEER STADIUM EVENTS: **\$4,044,907**

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: Schedule of Events

Summary: Attached you will find the upcoming schedule of events for Raymond James Stadium, Amalie Arena and George M. Steinbrenner Field.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
RJS_Schedule_of_Events_as_of_4-25-24.pdf	RJS Schedule of Events	Cover Memo
Amalie_Arena_Schedule_of_Events_as_of_4-24-24.pdf	Amalie Arena Schedule of Events	Cover Memo
George_M_Steinbrenner_Field_Schedule_of_Events_as_of_04-25-24.pdf	George M. Steinbrenner Schedule of Events	Cover Memo

RAYMOND JAMES STADIUM

SCHEDULE OF EVENTS



Apr 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

April

- 25 6:30 PM *Buccaneers Miller Lite Draft Celebration*
- 26 5:00 PM *Breakaway Music Festival (North Property)*
- 27 5:00 PM *Breakaway Music Festival (North Property)*

Oct 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

May 2024						
S	M	T	W	T	F	S
		1	2	3	4	
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

May

- 4 9:00 AM *All Pro Dad's Experience*
- 5 8:00 AM *WFLA Shred-A-Thon (South Property)*
- 11 9:30 AM *Best Buddies Walk (South Property)*

Nov 2024						
S	M	T	W	T	F	S
			1	2		
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

Jun 2024						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

- 12 8:00 AM *Playbook Sports*
- 18 6:30 AM *Spartan Race*

Dec 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

June

- 2 8:00 AM *Playbook Sports*
- 15 3:00 PM *R.O.C. The Block Juneteenth Festival*

Jul 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

July

- 11 6:00 PM *Morgan Wallen "One Night At A Time 2024"*
- 12 6:00 PM *Morgan Wallen "One Night At A Time 2024"*

Jan 2025						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Aug 2024						
S	M	T	W	T	F	S
			1	2	3	
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

August

- 14 7:00 PM *Zach Bryan's "The Quittin Time Tour 24"*
- 31 TBD *USF Bulls vs. Bethune-Cookman Wildcats*

Feb 2025						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

Sep 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

September

- 21 TBD *USF Bulls vs. Miami Hurricanes*

Mar 2025						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

October

- 11 TBD *USF Bulls vs. Memphis Tigers*
- 19 TBD *USF Bulls vs. UAB Blazers*

November

- 9 TBD *USF Bulls vs. Navy Midshipmen*

RAYMOND JAMES STADIUM

SCHEDULE OF EVENTS

November

23

TBD USF vs. Tulsa Golden Hurricane

Mar 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

Sep 2024

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

Apr 2024

S	M	T	W	T	F	S
1	2	3	4	5	6	
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Oct 2024

S	M	T	W	T	F	S
1	2	3	4	5		
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

May 2024

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Nov 2024

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

Jun 2024

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

Dec 2024

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Jul 2024

S	M	T	W	T	F	S
1	2	3	4	5	6	
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Jan 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

Aug 2024

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

Feb 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

Amalie Arena

Schedule of Events

Apr 2024

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

MAY

- 9** 7:00 PM AJR
- 11** 8:00 PM We Them One's Comedy Tour
- 21** 8:00 PM Bad Bunny
- 24** 8:00 PM NF
- 31** 7:00 PM Kane Brown

Oct 2024

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

May 2024

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

JUNE

- 1** 7:00 PM Kane Brown
- 4** 7:00 PM Luis Miguel
- 6** 8:00 PM Grupo Firme
- 8** 7:00 PM Megan Thee Stallion
- 14** 7:30 PM Justin Timberlake
- 16** 7:00 PM Santana and Counting Crows
- 18** 7:00 PM Melanie Martinez
- 21** 8:00 PM Peso Pluma

Nov 2024

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

Jun 2024

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

JULY

- 13** 10:00 AM, 2:00 PM and 7:00 PM Joyce Meyer Ministries
- 24** 7:00 PM Missy Elliott
- 27** 8:00 PM Fuerza Regida

Dec 2024

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Jul 2024

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Jan 2025

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Aug 2024

S	M	T	W	T	F	S
			1	2	3	
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

AUGUST

- 9** 8:00 PM Bolts Brew Fest
- 10** 7:30 PM Freestyle Explosion Throwback Jam
- 11** 7:00 PM \$uicideboy\$

Feb 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

Sep 2024

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

SEPTEMBER

- 3** 7:30 PM Incubus
- 6** 8:00 PM Don Omar
- 12** 7:00 PM Joyce Meyer Ministries
- 13** 10:00 AM, 2:00 PM, 7:00 PM Joyce Meyer Ministries

Mar 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

Amalie Arena

Schedule of Events

Apr 2024

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

SEPTEMBER

14 10:00 AM, 2:00 PM Joyce Meyer Ministries
15 7:00 PM Maxwell

Oct 2024

S	M	T	W	T	F	S
	1	2	3	4	5	
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

May 2024

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

NOVEMBER

9 8:00 PM Gabriel Iglesias
29 Kacey Musgraves

Nov 2024

S	M	T	W	T	F	S
						1 2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

DECEMBER

6 8:00 PM Chayanne
7 7:00 PM Sebastian Maniscalco

Jun 2024

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

FEBRUARY

14 7:00 PM Aerosmith

Dec 2024

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Jul 2024

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Jan 2025

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Aug 2024

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Feb 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

Sep 2024

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Mar 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					



GEORGE M. STEINBRENNER FIELD



Apr 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

MAY

Oct 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

May 2024						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

4 *Derby Day in Tampa Bay*

7 4:00 PM Clearwater vs. Tampa Tarpons (Doubleheader)

8 thru 5/9/24 - 6:30 PM Clearwater vs. Tampa Tarpons

11 thru 5/12/24 - 12:00 PM Clearwater vs. Tampa Tarpons

14 thru 5/18/24 - 6:30 PM Bradenton vs. Tampa Tarpons

19 12:00 PM Bradenton vs. Tampa Tarpons

Nov 2024						
S	M	T	W	T	F	S
				1	2	
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

JUNE

Jun 2024						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

4 6:30 PM Fort Myers vs. Tampa Tarpons

5 1:00 PM Fort Myers vs. Tampa Tarpons

6 thru 6/8/24 - 6:30PM Fort Myers vs. Tampa Tarpons

9 12:00 PM Fort Myers vs. Tampa Tarpons

18 thru 6/22/24 - 6:30 PM Palm Beach vs. Tampa Tarpons

Dec 2024						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Jul 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

23 12:00 PM Palm Beach vs. Tampa Tarpons

27 10:00 AM JobNewsUSA.com Tampa Job Fair

Jan 2025						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

JULY

Aug 2024						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

1 thru 7/3/24 - 6:30 PM Lakeland vs. Tampa Tarpons

19 thru 7/20/24 - 6:30 PM Bradenton vs. Tampa Tarpons

21 12:00 PM Bradenton vs. Tampa Tarpons

23 thru 7/27/24 - 6:30 PM Clearwater vs. Tampa Tarpons

28 12:00 PM Clearwater vs. Tampa Tarpons

Feb 2025						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

AUGUST

Sep 2024						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

6 thru 8/10/24 - 6:30 PM Daytona vs. Tampa Tarpons

11 12:00 PM Daytona vs. Tampa Tarpons

20 thru 8/24/24 - 6:30 PM Fort Myers vs. Tampa Tarpons

25 12:00 PM Fort Myers vs. Tampa Tarpons

Mar 2025						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

SEPTEMBER

3 thru 9/7/24 - 6:30 PM Dunedin vs. Tampa Tarpons
8 12:00 PM Dunedin vs. Tampa Tarpons

Apr 2024

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Oct 2024

S	M	T	W	T	F	S
	1	2	3	4	5	
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

May 2024

S	M	T	W	T	F	S
		1	2	3	4	
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Nov 2024

S	M	T	W	T	F	S
				1	2	
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

Jun 2024

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

Dec 2024

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Jul 2024

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Jan 2025

S	M	T	W	T	F	S
		1	2	3	4	
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Aug 2024

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Feb 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

Sep 2024

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

Mar 2025

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: 2024-2025 - TSA Insurance Policy Renewal

Summary:

TSA Insurance coverage expires on 4/30/2024 and staff is working to renew coverage effective 5/1/2024. Staff will discuss renewal quotes for the Authority insurance coverages, with our insurance broker, Brown & Brown. Staff along with Dana Nafe of Brown & Brown, will be reviewing our annual coverage and discussing coverage limits related to several insurance items during the meeting. As part of this approval, Staff is recommending that we extend the contract for Brown & Brown through the next marketing and policy effective date, allowing for premarketing and administration for the annual policy year commencing 5/1/2025. This extension would be extended at the same fee \$39,700 as the current term of the agreement. Upon recommendation and approval of the Finance Committee, Staff is requesting your approval of this item as submitted.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
 TSA_Agenda_Document_TRIA_Included.pdf	2024-2025 - TSA Insurance Policy Renewal	Executive Summary

Proposal Premium Summary

Coverage	2023 – 2024		2024 – 2025		
	Premium	Carrier	Premium	Carrier	A.M. Best Rating
	TIV \$439,870,171 Rated on 20% Inflation for Real Property TIV \$515,263,711		TIV \$627,947,162		
Property Surcharge / Fees Risk Eng Fee Total	\$853,222.00 \$17,857.90 \$12,120.00 \$883,199.90	Zurich	\$1,075,000.00+	Zurich	A+ XV
General Liability / EBL	\$367,746.83 <u>Admissions</u> 1,100,000 Stadium 90,000 Sportsplex \$489,411.00	Arch Ins. Co.	\$586,898.40 <u>Admissions</u> 1,075,000 Stadium 113,600 Sportsplex	Arch Ins. Co.	A+ XV
Liquor Liability	\$1,463.70	Arch Ins. Co.	\$2,740.13	Arch Ins. Co.	A+ XV
Output (Crime / Suite)	\$17,109.40	Arch Specialty Ins.	\$17,782.02	Arch Ins. Co.	A+ XV
Excess Liability (\$10M)	\$196,192.92	Arch Ins. Co.	\$355,099.84	Arch Ins. Co.	A+ XV
Auto / Garage	\$4,416.00	Arch Ins. Co.	\$4,653.00	Arch Ins. Co.	A+ XV
Tulip Event	\$2,058.36 (Deposit)	Arch Ins. Co.	\$2,525.00 (Deposit)	Arch Ins. Co.	A+ XV
IM / Eqpt / EDP	\$22,570.56	XL Specialty Ins.	\$23,958.21	XL Specialty Ins.	A XV
D&O / EPLI / Fid	\$48,130.95	Philadelphia / Tokio	\$55,036.80	Phly / Tokio Marine	A++ XV
Excess D&O	\$34,052.70	Ironshore Indemnity	\$38,414.34	Ironshore Indemnity	A XIV



This proposal is based upon the exposures made known to the Agency by you and contains only a general description of the coverage(s) and does not constitute a policy/contract. For complete policy information, including exclusions, limitations, and conditions, please refer to your policy. In the event of differences, the policy will prevail.

Cyber Liability	\$12,521.26	Lloyd's	\$17,692.50	Lloyd's	A XV
Primary TRIA (Primary \$110M)	\$109,546.50	Lloyd's	\$117,920.25	Lloyd's	A XV
Excess TRIA (Excess \$240M x \$110M)	\$58,537.50	Indian Harbor	\$71,137.50	Indian Harbor	A+ XV
Total	\$1,757,546.57		\$2,368,857.99		
	\$1,879,210.75				



*This proposal is based upon the exposures made known to the Agency by you and contains only a general description of the coverage(s) and does not constitute a policy/contract. For complete policy information, including exclusions, limitations, and conditions, please refer to your policy.
In the event of differences, the policy will prevail.*

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: Golf Course Update

Summary: The Vice President of Golf will be providing an update on golf course operations at Babe Zaharias Golf Course, Rocky Point Golf Course and Rogers Park Golf Course.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: Social Media Analytics - April 2024

Summary: The VP of Marketing and Communications will provide you with an update on the TSA Social Analytics.

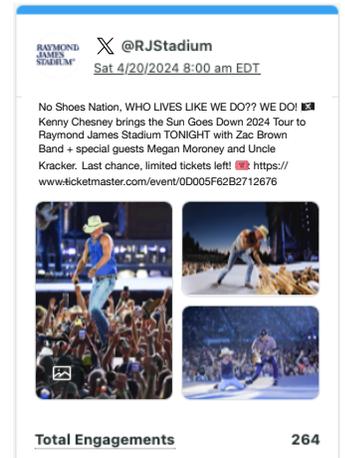
Strategic Plan:

Background:

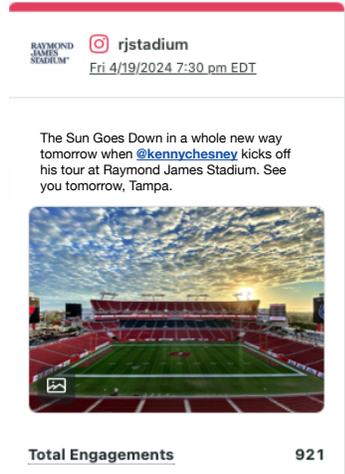
ATTACHMENTS:		
Name:	Description:	Type:
Social_Media_Analytics_-_April_2024.pdf	Social Media Analytics - April 2024	Executive Summary
Kenny_Chesney_Zac_Brown_Social_Posts.pdf	Kenny Chesney Zac Brown Posts	Exhibit

TOP

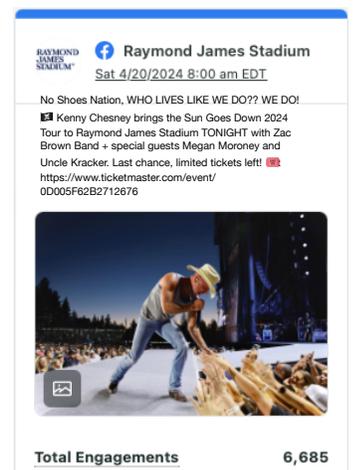
The top X post from Raymond James Stadium was the post the morning of the Kenny Chesney show. This post got 264 engagements.



The top Instagram post from Raymond James Stadium was the lead up post to the Kenny Chesney concert the night before the show. This post got 921 engagements.



The top Facebook post from Raymond James Stadium was the post the morning of the Kenny Chesney show. This post got 6,685 engagements.



GLOSSARY

IMPRESSIONS: THE NUMBER OF TIMES YOUR CONTENT IS DISPLAYED, NO MATTER IF IT WAS CLICKED OR NOT.

ENGAGEMENT: USING STRATEGIC CONTENT TO ENGAGE PEOPLE, AND CREATE MEANINGFUL INTERACTIONS OVER TIME.

REACH: THE TOTAL NUMBER OF PEOPLE WHO SEE YOUR CONTENT.

ANALYTICS SUMMARY:

RAYMOND JAMES STADIUM | TAMPA SPORTS AUTHORITY
BABE ZAHARIAS GOLF COURSE | ROCKY POINT GOLF COURSE | ROGERS PARK GOLF COURSE |
HILLSBOROUGH COUNTY TOURNAMENT SPORTSPLEX



Performance Summary

View your key profile performance metrics from the reporting period.

Impressions

12,794,079 ↗ 379%

Engagements

19,957 ↘ 6.5%

Post Link Clicks

119 ↗ 67.6%

Engagement Rate (per Impression)

0.2% ↘ 80.5%

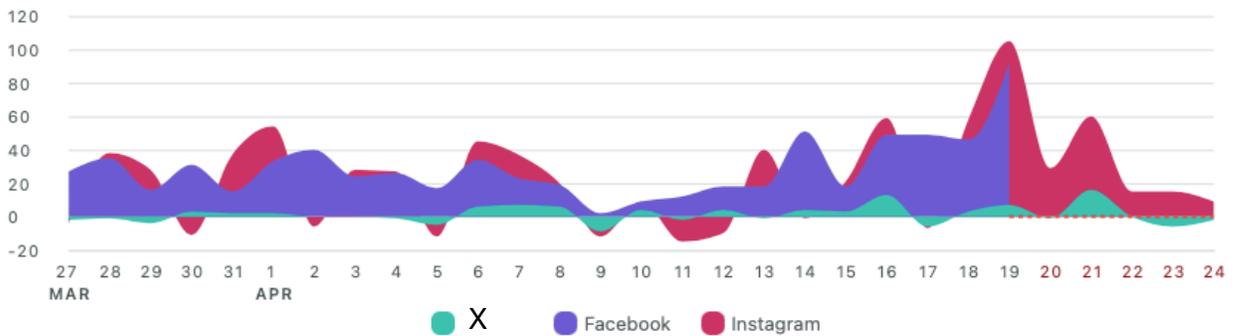
Growth in followers on all Social Media

Audience Growth

See how your audience grew during the reporting period.

Net Audience Growth, by Day

 We are unable to display data for some of this date range. [Learn more.](#)



ANALYTICS SUMMARY:

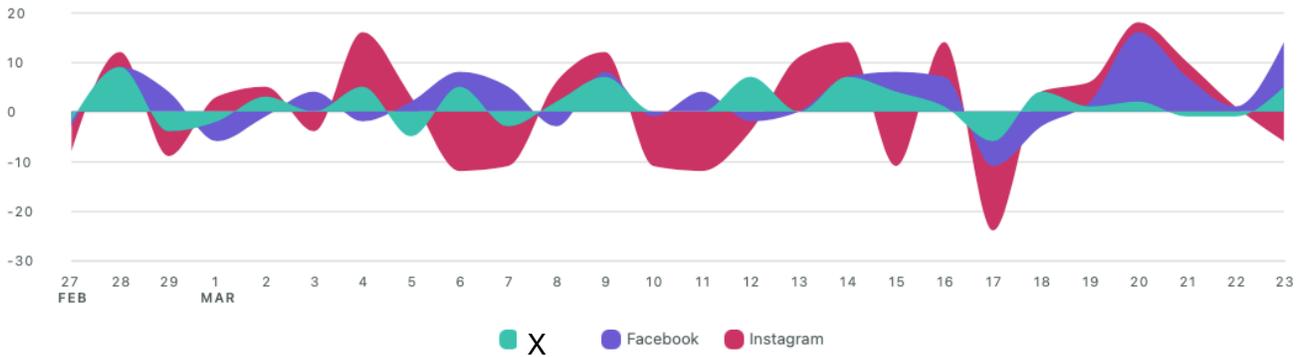
RAYMOND JAMES STADIUM | TAMPA SPORTS AUTHORITY
BABE ZAHARIAS GOLF COURSE | ROCKY POINT GOLF COURSE | ROGERS PARK GOLF COURSE | HILLSBOROUGH COUNTY TOURNAMENT
SPORTSPLEX

Total Impressions across all Social Media

Audience Growth

See how your audience grew during the reporting period.

Net Audience Growth, by Day



Total Message Volume on Social Media by Platform

Message Volume

Review the volume of sent and received messages across networks during the selected time period.

Messages per Day



BEST PERFORMING CONTENT:

RAYMOND JAMES STADIUM

RAYMOND JAMES STADIUM  **Raymond James Stadium**
 Sat 4/20/2024 8:00 am EDT

No Shoes Nation, WHO LIVES LIKE WE DO?? WE DO! 🇺🇸
 Kenny Chesney brings the Sun Goes Down 2024 Tour to Raymond James Stadium TONIGHT with Zac Brown Band + special guests Megan Moroney and Uncle Kracker. Last chance, limited tickets left! 📺: <https://www.ticketmaster.com/event/0D005F62B2712676>



Total Engagements 6,685

RAYMOND JAMES STADIUM  **Raymond James Stadium**
 Fri 4/19/2024 7:30 pm EDT

The Sun Goes Down in a whole new way tomorrow when [@kennychesney](#) kicks off his tour at Raymond James Stadium. See you tomorrow, Tampa.



Total Engagements 2,301

RAYMOND JAMES STADIUM  **Raymond James Stadium**
 Thu 4/18/2024 12:00 pm EDT

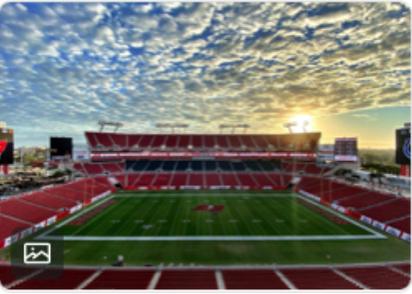
Know before you go to the Kenny Chesney concert this Saturday No Shoes Nation! 🇺🇸🎵



Total Engagements 1,055

RAYMOND JAMES STADIUM  **rjstadium**
 Fri 4/19/2024 7:30 pm EDT

The Sun Goes Down in a whole new way tomorrow when [@kennychesney](#) kicks off his tour at Raymond James Stadium. See you tomorrow, Tampa.



Total Engagements 921

RAYMOND JAMES STADIUM  **Raymond James Stadium**
 Sat 4/13/2024 9:00 am EDT

No Shoes Nation, we are ONE WEEK away from the Sun Goes Down 2024 Tour! 🇺🇸 Kenny Chesney is bringing the party on Saturday, April 20 with Zac Brown Band + special guests Megan Moroney and Uncle Kracker. Limited tickets remaining 📺:



Total Engagements 725

RAYMOND JAMES STADIUM  **Raymond James Stadium**
 Fri 4/12/2024 5:07 pm EDT

Repost from Kenny Chesney: Tampa, it's all happening. [#SunGoesDownTour](#)



Total Engagements 686

BEST PERFORMING CONTENT:

TAMPA SPORTS AUTHORITY



Tampa Sports Authority

Sat 4/20/2024 8:00 am EDT

No Shoes Nation, WHO LIVES LIKE WE DO?? WE DO! 🎸
Kenny Chesney brings the Sun Goes Down 2024 Tour to Raymond James Stadium TONIGHT with Zac Brown Band + special guests Megan Moroney and Uncle Kracker. Last chance, limited tickets left! 🎫 <https://www.ticketmaster.com/event/0D005F62B2712676>



Total Engagements

3,386



Tampa Sports Authority

Fri 4/19/2024 7:30 pm EDT

The Sun Goes Down in a whole new way tomorrow when [@kennychesney](#) kicks off his tour at Raymond James Stadium. See you tomorrow, Tampa.



Total Engagements

19



tampasportsauthority

Fri 4/19/2024 7:30 pm EDT

The Sun Goes Down in a whole new way tomorrow when [@kennychesney](#) kicks off his tour at Raymond James Stadium. See you tomorrow, Tampa.



Total Engagements

15



tampasportsauthority

Thu 4/18/2024 12:00 pm EDT

Know before you go to the Kenny Chesney concert this Saturday No Shoes Nation! 🎸🎵



Total Engagements

11



tampasportsauthority

Wed 4/10/2024 1:00 pm EDT

Babe Zaharias pro shop is hiring! See graphic for further details.



Total Engagements

11



Tampa Sports Authority

Tue 4/2/2024 3:41 pm EDT

#RJSTours



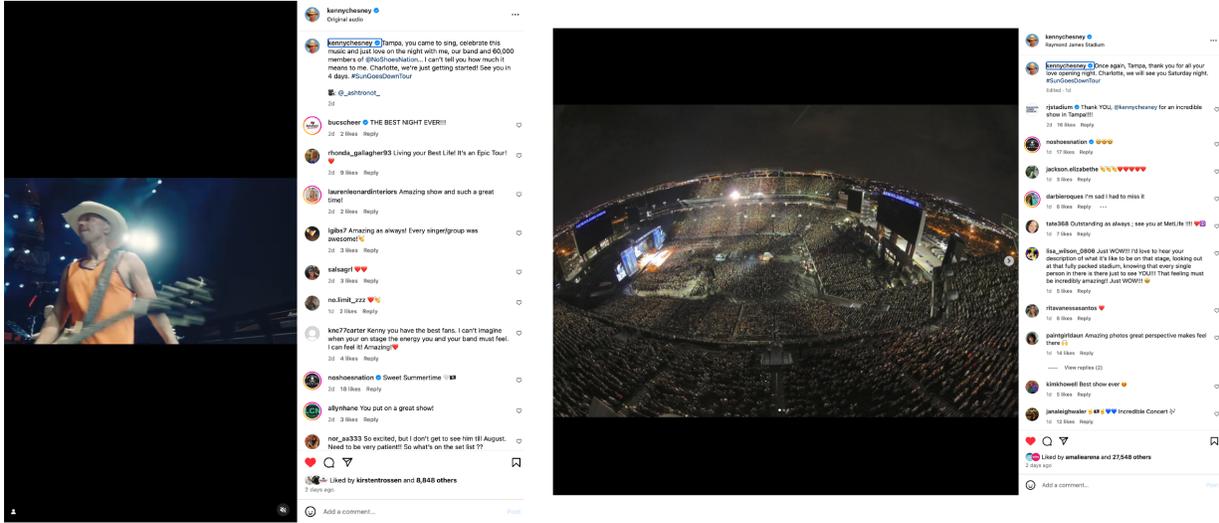
Total Engagements

11

KENNY CHESNEY

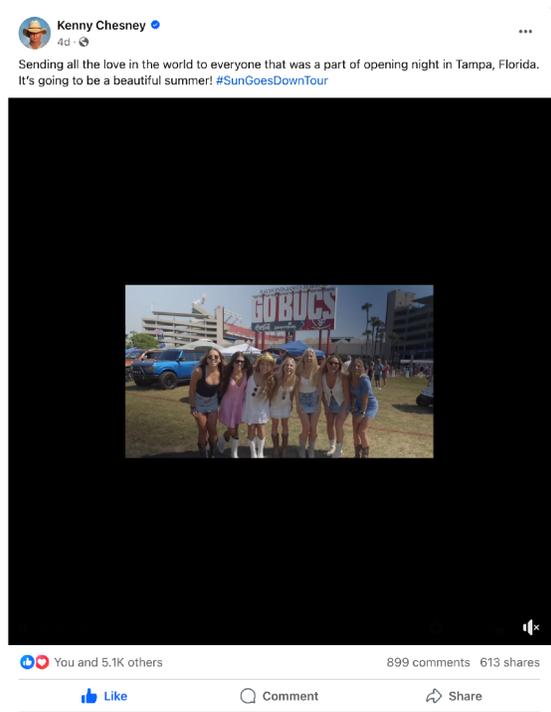
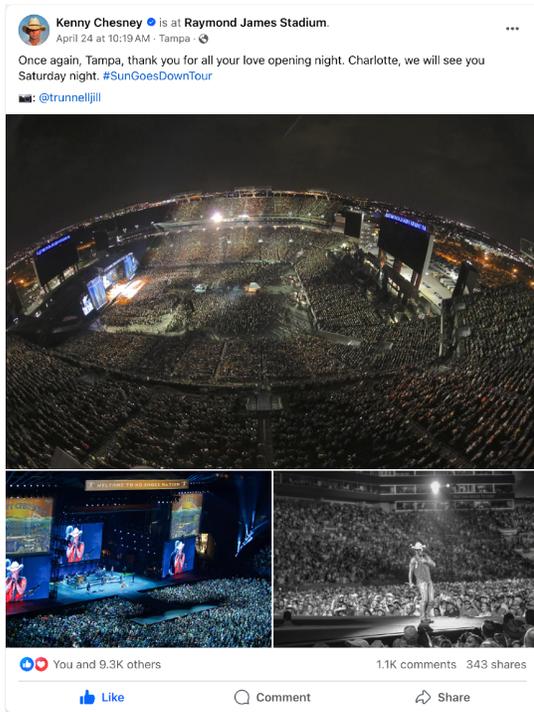
INSTAGRAM

FOLLOWERS: 1.8 MILLION



FACEBOOK

FOLLOWERS: 6.8 MILLION



KENNY CHESNEY

X

FOLLOWERS: 2.6 MILLION



Kenny Chesney @kennychesney · Apr 24

Once again, Tampa, thank you for all your love opening night. Charlotte, we will see you Saturday night. #SunGoesDownTour



You and 3 others

46

120

1.2K

61K



Kenny Chesney @kennychesney · Apr 23

Tampa, you came to sing, celebrate this music and just love on the night with me, this band and 60,000 members of @NoShoesNation... I can't tell you how much it means to me. Charlotte, we're just getting started! See you in 4 days.

kennychesney.com/tour #SunGoesDownTour



36

115

979

51K



ZAC BROWN BAND

INSTAGRAM
FOLLOWERS: 1.1 MILLION



FACEBOOK
FOLLOWERS: 5.9 MILLION



ZAC BROWN BAND

X

FOLLOWERS: 1.5 MILLION



Zac Brown Band  @zacbrownband · Apr 21

...

Sun goes down in Tampa. What a way to kick off the summer 🌞🤘



 24

 33

 734

 79K

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: Sportsplex Update

Summary: The Vice President of SportsPlex Operations will provide an update on the Tournament SportsPlex.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: License Agreement Summaries

Summary: Attached are the License Agreement summaries for the SportsPlex.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
LA Board Summary - Tropical 7 s 3.29-30.24.docx	LA Board Summary - Tropical 7's	Executive Summary
LA Board Summary - DZ Sportz 4.6-7.24.docx	LA Board Summary - DZ Sportz	Exhibit
LA Board Summary - FYSA State Cup 4.13-14.24.docx	LA Board Summary - FYSA	Exhibit
LA Board Summary - Sock Doctors 4.20-21.24.docx	LA Board Summary - Shock Doctors	Exhibit



License Agreement Summary

The following license agreement has been entered into by the President/CEO (Eric Hart) and the Tournament Sportsplex Vice President (Stephen Reed) and signed for legal sufficiency by General Counsel. Agreement fully executed on March 16, 2024.

Type of License Agreement:	15 Fields
Licensee Agreement Purpose:	Rugby Tournament
Licensee:	Tropical 7's
Name of Event:	Tropical 7's Rugby Tournament
Date(s) of Event:	March 29-30, 2024
Time of Event:	8:00 am – 9:00 pm
License Fee:	\$20,400.00 plus Direct event-related expenses
Concessions:	\$14,400.00
Vendor Fees:	\$9,300.00
Parking:	\$16,700.00
Other:	\$0

Copy of license agreement is available for review upon request.



License Agreement Summary

The following license agreement has been entered into by the President/CEO (Eric Hart) and the Tournament Sportsplex Vice President (Stephen Reed) and signed for legal sufficiency by General Counsel. Agreement fully executed on April 4, 2024.

Type of License Agreement:	4 Fields
Licensee Agreement Purpose:	7v7 Football Tournament
Licensee:	DZSportz
Name of Event:	The Road to the Cup
Date(s) of Event:	April 6-7, 2024
Time of Event:	8:00 am – 7:00 pm
License Fee:	\$3,400.00 plus Direct event-related expenses
Concessions:	\$1,600.00
Vendor Fees:	\$1,100.00
Parking:	\$5,300.00
Other:	\$0

Copy of license agreement is available for review upon request.



License Agreement Summary

The following license agreement has been entered into by the President/CEO (Eric Hart) and the Tournament Sportsplex Vice President (Stephen Reed) and signed for legal sufficiency by General Counsel. Agreement fully executed on March 29, 2024.

Type of License Agreement:	15 Fields
Licensee Agreement Purpose:	Soccer Tournament
Licensee:	FYSA
Name of Event:	State Cup
Date(s) of Event:	April 13-14, 2024
Time of Event:	8:00 am – 7:00 pm
License Fee:	\$8,100.00 plus Direct event-related expenses
Concessions:	\$3,400.00
Vendor Fees:	\$1,300.00
Parking:	\$5,200.00
Other:	\$0

Copy of license agreement is available for review upon request.



License Agreement Summary

The following license agreement has been entered into by the President/CEO (Eric Hart) and the Tournament Sportsplex Vice President (Stephen Reed) and signed for legal sufficiency by General Counsel. Agreement fully executed on April 4, 2024.

Type of License Agreement:	8 Fields
Licensee Agreement Purpose:	7v7 Football Tournament
Licensee:	Shock Doctors
Name of Event:	Shock Doctors 7v7
Date(s) of Event:	April 20-21, 2024
Time of Event:	8:00 am – 6:00 pm
License Fee:	\$6,700.00 plus Direct event-related expenses
Concessions:	\$7,300.00
Vendor Fees:	\$2,100.00
Parking:	\$0
Other:	\$0

Copy of license agreement is available for review upon request.

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: Schedule of Events

Summary: Attached is the schedule of events for the SportsPlex.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
📄 2023-2024 Sportsplex Board Event Calendar 4-25-2024.pdf	Schedule of Events	Executive Summary

Championship SportPlex of Tampa Bay - Event Schedule

2023-24

EVENT	DATE	FIELDS	Est. Attendees Per Day
Soccer	May 25-26, 2024	15	5,000
Soccer	June 3-7, 2024	2	100
Football	June 8-9, 2024	1	2,500
Soccer	June 21-27, 2024	15	10,000
Soccer	July 1-5, 2024	2	100
Soccer	July 22-26, 2024	2	100
Soccer	August 3, 2024	4	750
Soccer	August 31 - September 2, 2024	15	5,000
Soccer	September 21-22, 2024	12	3,500
Soccer	September 28, 2024	4	750

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: 5/21/2024: Finance Committee Meeting @ 10:30am, TSA Boardroom

Summary:

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: 5/21/2024: Executive Committee Meeting @ follows Finance,
TSA Boardroom

Summary:

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: 5/23/2024: Golf Committee Meeting @ 12pm, Rocky Point Clubhouse

Summary:

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: 6/4/2024: Board Meeting @ 4:00pm, TSA Boardroom

Summary:

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		