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Eric Hart, President/CEO

**TSA BOARD MEETING
AGENDA**

4201 N. Dale Mabry Hwy

4:00 PM

February 27, 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. January 30, 2024 - Meeting Minutes **Request for Approval**

IV. Public Comment

- Public Comments **Informational**

V. Consent Items for Approval

- 1. RJS Financials - January 2024 **Request for Approval**
- 2. Golf Course Financials - January 2024 **Request for Approval**
- 3. SportsPlex Financials - January 2024 **Request for Approval**
- 4. Bid #23-06: Glass Railing Replacement Project **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. VP of Stadium Operations

- 1. License Agreement Summaries **Informational**
- 2. Event Updates **Informational**
- 3. Schedule of Events **Informational**

D. VP of Golf Operations

- 1. Golf Course Update **Informational**

E. VP of Marketing/Communications

- 1. Social Media Analytics - February 2024 **Informational**

F. VP of SportsPlex Operations

- | | |
|--------------------------------|---------------|
| 1. Sportsplex Update | Informational |
| 2. License Agreement Summaries | Informational |
| 3. Schedule of Events | Informational |

IX. TSA Meeting Schedule

3/26/2024: Finance Committee Meeting @ 10:30am, TSA Boardroom Informational

3/26/2024: Executive Committee Meeting @ Immediately following Finance Committee, TSA Boardroom (if needed) Informational

3/28/2024: Golf Committee Meeting @ 12pm, TSA Boardroom Informational

4/2/2024: Board Meeting @ 4:00pm, TSA Boardroom Informational

X. Old Business

XI. New Business

XII. Adjournment

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: January 30, 2024 - Meeting Minutes

Summary: Attached are the January 30, 2024 meeting minutes for your approval.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
1-30-2024 - TSA Board Meeting Minutes (approved).pdf	January 30, 2024 - Meeting Minutes	Executive Summary



**TAMPA SPORTS AUTHORITY
REGULAR BOARD MEETING**

MEETING MINUTES SUMMARY

Date: January 30, 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 30th day of January 2024 with Mark Woodard, Chair, presiding.

Members present upon roll call were: Chair – Mark Woodard, Vice-Chair – Tony Muniz, Secretary/Treasurer – Patrick Manteiga, Hon. Alan Clendenin, Hon. Ken Hagan (via phone), John Jaeb (via phone), Luciano Prida, Penny Parks, Andy Joe Scaglione, Joseph W.J. Robinson P.E.

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 (via phone)

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 everyone to the...Jan...*

MR. ROBINSON: *Hold on, hold on...*

CHAIR WOODARD: *Yes, Mr. Robinson?*

MR. ROBINSON: *...do we have to have an in-person quorum?*

MR. WOODARD: *Yes, we do.*

MR. ROBINSON: *What is an in-person quorum? Seven?*

MR. MUNIZ: *Six.*

MR. ROBINSON: *Six? Ok.*

CHAIR WOODARD: Yes, sir. So, welcome to everyone to the January 30th meeting of the Tampa Sports Authority Board of Directors. Thank you to our colleagues who are participating virtually. We'll move on to the approval of minutes from our January 9th meeting.

III. Approval of Minutes

1. January 9th, 2024 - Meeting Minutes

MR. MUNIZ: *Motion approved.*

MR. ROBINSON: *Second.*

CHAIR WOODARD: *We have a second, Mr. Robinson. All in favor, signify by saying aye.*

ALL: *Aye.*

CHAIR WOODARD: *Is anyone opposed? Seeing none opposed and with the majority, the minutes are approved.*

IV. Public Comment

CHAIR WOODARD: *We have no public comment.*

V. Consent Items for approval

- 1. RJS Financials – December 2023**
- 2. Golf Course Financials – December 2023**
- 3. SportsPlex Financials – December 2023**
- 4. Emergency Purchase – Sportsplex Overflow Parking Repairs**

CHAIR WOODARD: *So that takes us to our consent items for approval items one through four. Any questions? Any discussion?*

MR. CLENDENIN: *Move to approve.*

MR. PRIDA: *Second.*

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

ALL: *Aye.*

MR. HART: One second here...can you say who the motion was so we have it for the minutes?

MR. CLENDENIN: Alan Clendenin was the move to approve.

MR. PRIDA: Lou Prida, Second.

MR. HART: Thank you.

CHAIR WOODARD: So, the consent agenda has been approved. That takes us to our general counsel update.

VI. General Counsel

1. General Counsel Update – Julia Mandell

CHAIR WOODARD: Julia, I understand you are participating with us virtually, welcome.

MS. MANDELL: I am, and I apologize, I'm on the tail end of my COVID exposure and I am just getting to the very end of that. So, I should be there for all the next meetings. I don't have anything to report today, but I'm happy to answer any questions.

CHAIR WOODARD: Are there any questions for Julia? Get better. Thank you, Julia.

2. Legislative Update – Ron Pierce

CHAIR WOODARD: Mr. Pierce? Legislative update. Are you with us Ron?

MR. HART: He will not be here. He just wrote said he is stuck in a legislative session.

CHAIR WOODARD: Ok. So, Ron is stuck in a meeting in Tallahassee. So, he will not be joining us or might join us later in progress.

MR. MUNIZ: So, yes, can you give us an update for Ron since there was some interesting items he was talking about last time, please.

MR. HART: Sure. Which ones would you, would you like me to talk about them or would you want me to resend that report?

MR. MUNIZ: So um...what do you, what do you have?

MR. HART: OK, so the items that there was some related to contracts, contracts in there.

MR. MUNIZ: Right...

MR. HART: Those contracts were basically about live entertainment and canceling events. He doesn't believe it's going to move it's so it was it was related to cancelling for content on stage is what both of those two were in there.

MR. MANTEIGA: So, do you know what generated that?

MR. HART: I guess it was probably the part of the related to the...what is it...drag queen that kind of the explicit entertainment on stages for children...is what I think started that. So, we believe that's what it was, Cash payments, cash payments is related to using cash. There are some items. He's not sure that one's going to make it to the finish line. There still is discussion about it and there's some language now coming in because of the reverse ATMs and other things that people do. So, I think they're still working their way through the actions on that. Keep moving down, special districts, Special districts does look like that is going to move forward. That will have an impact on the authority and the fact that we will have to change some of our reporting. So, we will now, the things that we're doing related to our business plan, each agency will require to have goals and objectives and that they will have to report them to the state, nothing consistent. The state is not setting what they want it to be. They're just basically saying that the board has to have goals and that there will be some type of mechanism for reporting it.

MR. CLENDENIN: So, creating reports, reading reports, is what it would be.

MR. HART: It would be nice if you know from my perspective, I get what they're trying to accomplish. I think it would be nice if they tried to establish like 3 or 4 things to say that we expect every agency would have...performance, the budget or some process that you would then come back and say this is what it is and this is how we comply. They want to continue to have some of the power and authority at the independent agencies, but they can feel comfortable that there is some oversight. That's the basic gist of the bill. Live performances was part of it and I believe that's all that's going to...Is there another one in there? One that's not at the city but is still at the federal level that they're still talking about is drones. So we did get some communication from Senator Rubio's office related to language that they were going to submit on a different bill to try to get some action related to stadiums, The language related to sports, the venues that do sports over 35,000 automatically get a no fly zone TFR restriction over it

because it's a concert doesn't fall into that. They're trying to just pull that language in to say that that also qualifies. So that's up there. I don't know if that's going to move or not. So, it's at the federal level and it's with the FAA. So, any other things I think I can answer on these?

MR. MUNIZ: *No, not for me. Thank you.*

CHAIR WOODARD: *Thank you, Eric. You did an able facsimile of Ron Pierce. That takes us to our committee reports. We have none. So, on to Staff reports. President/CEO – TSA Scorecard, Quarterly review.*

VII. Committee Reports

1. Executive Committee

No Report

2. Finance Committee

No Report

VIII. Staff Reports

1. President/CEO – Eric Hart

a) TSA Scorecard – Quarterly Review

MR. HART: *As part of our business planning process, the scorecard is included within your packet. We did present many areas of this to the Finance Committee and to the Executive committee. On the Executive Committee coming back from our report with them, we're still in a data collection phase on a lot of this. So, we're seeing the data...You know it's one year of collection. We really don't have comparative data between multiple years. So, the recommendation from the executive committee was to continue to report and collect and we'll be coming back probably at a later date to start setting goals with the executive committee and the board. So, this is our most recent data.*

You can see some patterns; you can see some things that we still can't predict. We're having issues at the Sportsplex actually getting surveys. I did hear like 10 of them all of a sudden showed up. So, we've been pushing with the clients to get them. But those kinds of data pieces, the good data that we do see is from the staff are staff survey.

If you can see in there, you can see our Net Promoter score, while it dropped a little bit, our employee satisfaction went up and they're

statistically so small. So, we're starting to see patterns. I think as we go, we'll see additional patterns, but the vice presidents are meeting with all the directors and managers and we're using that data with each. We're sitting with all the employees and going through. We have a comment section and then we have the extra scoring section. So, we can, we're starting to see data year over year to see if we can start getting trends. Any questions I can answer on any of this data?

MR. ROBINSON: Yes.

MR. HART: Yes Sir?

MR. ROBINSON: Which part of the scorecard are we talking about?

MR. HART: Well, the entire scorecard,

MR. ROBINSON: Yeah, OK. Talking about the entire scorecard. I'm more interested in Page 4 and 5. And I want to first of all, thank you for producing, especially Page 5.

I've been asking the community, the black community, what is the utilization of black businesses at Tampa Sports Authority? This is my first time seeing it. This was just before I got here. So...I'm... I'm...I'm going to start out by saying that I'm going to use this as my baseline over the next 3 1/2 years. We're going to start with .4% of black African American utilization. These are unaudited numbers I would assume. And has this been done before?

MR. HART: Yeah, we've done it the last three years and that number has changed. But it's one contract, one contract. If you see the Hispanic number, you used to have an African American cleaning company. They went out of business. It's been back filled with the staff and our companies that are doing that, they're labor companies and the largest one is Hispanic. So the reason why you see that number change is based on that large contract.

MR. ROBINSON: But I haven't seen a change. That's my first impression. So, I'm requesting the previous three years.

MR. HART: Yeah, we can give you I think we've got two, I think...

MR. ROBINSON: OK, the previous two years. The other thing is when I looked at, you know, I'm embarrassed. You know, I, I sit out here, and I follow minority businesses utilization for the city, the county, the Aviation Authority and all of the governmental agencies. And I sit and I look at that and I says, wow, man, what is that about? So, you know I got a few things, you know, in red that I wrote here. I want to express as a board member. My question is, you don't have to answer now. You know, I'll wait, but I would like to see when items come to us for approval with a dollar amount, I'd like to know how much minority anticipation is on it before I approve it. I may just not. I may just vote no. So, I would like to see as it comes to us, because this is like from September of last year, October 1st, 2022, to September 30th of last year. So, it's like, it's already done, it's already water over the dam, there's nothing you can do about it. So, I like to see what as we're approving anything that's...that's an expenditure. Does it have minority business leaders like the city does it on their projects, the county does it on their projects and I represent the city. So, I'd like to see when...when purchases come for me to approve, I'm not on the Finance Committee, when they come here for me to approve...I'd like to know how much minority business participation is on it or if it's none. That's one thing.

The second thing is, is I don't see any...I haven't read in the...the book if there's any goals. So I... I don't know if we have goals for utilization by race since this is a major racial disparity .1% versus 78%, 18% and 1.9% for female and women which to me is dismal.

And yes, it doesn't say if it's one contract, 2 contracts or three contracts. So, I would like to dig down further using this one as an example. So, expect me to be getting with you Mr. Hart, to find out what...who are these companies, what are these services, was it one or two and...and what was the size of them. And I understand what...what you said before and how often will we see this report, Will we see it every three months? I hope so.

MR. HART: It would be annual.

MR. ROBINSON: OK well, I want to see it every three months. If not, then I will want to request to come in your office. We get with purchasing and procurement and look at the contracts, OK and see exactly what we're spending. So, if you can't produce it more than every three months quarterly, then I'm going to have to press to come over and look at it.

Second of all, let's move on down the list. I would like to know what were the services and goods produced by these entities here with these vendors. I don't know what type of vendors they are or are they service, are they goods what they are? And usually when you're doing a report like this that's something you need to know because if we not being able to have more than .4%, I'm quite sure TOBA, the Tampa organization of Black Affairs is going to be interested. I'm quite sure that the Urban League's going to be interested and I'm quite sure the Florida Sentinel Bulletin is going to be interested. The black community is going to be interested is why is it supposed to do and I like to have an answer of why we don't have more than .4% utilization out of 100. And I'd like...since I represent you know the city and the black community is going a lone African American on this committee, I like to know that so that I don't get embarrassed. So just to me, it's embarrassing.

The other thing is...is are we tracking all the expenditures? Do we identify who, what, when? Is there a matrix being used by procurement to track daily and be transparent? Because I believe we were under the sunshine laws here in the Florida Statute 119 last time I checked. And so, all of this information should be readily available for anybody that came in and made a request. I'm a Board Member...And if I got to make a public request, let me know. I don't think I have to. But I'd like to take a start looking at a hard look at this because this is my first impression, the first time I've seen this number. And I believe it's very dismal. But like I said, this is going to be my baseline going forward because I like to see that number and and that's already what we have any metrics for determining who gets what. That's not what metrics do we use to determine that we're being successful and increase the utilization by specifically black African American businesses or vendors, as you say here.

So, is there a procurement problem? Is there a discrimination problem? Because this is a huge racial disparity. Understanding it might just be a blip on the curve from a previous year, but I want to look at the last three to make sure I want to see what the trend has been on the trend.

Moving right along, already talked about some embarrassment. And then I'd like to know what is your game plan? Since we, you know, game plan, tourism, sports, entertainment. What is that game plan to increase the black participation? Because obviously what we've been doing does not work. So you know, if...if it was a

little bit higher than this, you know, even a percentage of two points, I would think that. But whatever we've been doing in the yellow box ain't working. You know, in my opinion, I haven't dealt with this for over 30-40 years. So, I'm requesting the backup material for this particular individual report. You know, like names of companies. I want to look at the contract, I want to look at contracts, I want to look at when they turn in the proposal, who was the actual people that didn't get the job. So that's another thing when people turn in proposals who...who didn't get the proposal. So, I like to see the backup on how you got that. And...and I'm requesting once again like I said, I want the items that come for approval. I want to know the MBE participation before I approve it or else, I may not be approving it. I may be the lone person.

Now getting to the yellow box which I think is admirable that you say you have these minority business representation include, but they're not limited to the following procurement advertising in LA GACETA, Florida Sentinel Business and through the NAACP.

I don't know what the NAACP is doing. I've been on the NAACP a long time. I don't know anything that they've done to advertise. I've asked the previous meetings that we take a look in the budget, working with TOBA, Tampa Organization of Black Affairs and I'm making that request again because the NAACP on here by their self they've been the only ones and they got internal issues, they got \$100,000 contract at the city. They can't even see how they going to do it, let alone help us bring these numbers up. And also, we have an Urban League now that's backing up, back up and running with Stanley Gray and there's other people like the Power Broker Digital Magazine that need to be looked at to outreach to increase the numbers.

They talked about trade shows which are focused on minority events such as NAACP and that...like the Hillsborough County to connect fair. I'd like to also add as a bullet to consider Mr. Hart, the City of Tampa Office of Community Engagement. They are a good place that they've got millions and millions of dollar project that they've had with Hanna Ave, a lot of projects the City are doing which leads me to the next one, that outreach with the City of Tampa, The County identified minority vendors. Well, it's one thing that asks the county and the city to identify minority vendors.

What I would suggest that you do is what you say in the next bullet is you say you utilize the Florida Department Management Service which is not really people... in the....in Tampa, FL per se because

I've been a certified on all of them. I would suggest you use the County, the City and the Hillsborough County Public Schools database. Their databases are more complete. They have more vendors that can provide all of these little \$13 million here that we talking about and I'm quite sure they can do a good job.

Then it says about bonus points, I don't know how we're doing bonus points, so we don't have a disparity study. The only bonus points, points to be considered is in the CCNA...when, when it has a mandatory factor says what are the firms a certified minority business enterprise. That's the only bonus minority, a factor that I know legally you could do without a disparity study. So we need to be careful about giving bonus points with no disparity study. That can be considered to be, you know, a violation, A violation to some vendor that says, well, I don't have the minority and then how do you use it? Sometimes people use it as if your prime vendor, the vendor that's actually making the submittal and sometimes they use it as a sub vendor. So otherwise, are you utilizing minorities? You get bonus points. If you are the minority, you get 5 points. So, there's all kind of ways to deal with bonus points. And then it says here it's only for RFPs. Well, we got other procurement mechanisms that we use besides RFPs. So, what are the procurements beside RFPs can this so-called bonus points be utilized? But once again, I caution you and I'm quite sure the attorney, if she's listening, will caution you about using bonus points and all that.

And then finally out of this last bullet, it says inclusion of procurements on Demand Star which is more than 23,000 reserved vendors. Demand Star...It's all right, but it ain't really all inclusive. I would ask you to consider Vendor Link. Vendor Link that used to be Vendor Bed is what people use now and Vendor Link is a is a good system. And the other thing is since we are the Tampa Sports Authority, we really do a regional type of approach and I remember back when the disparity study was done years ago, the Sports Authority was included in it. So was the hospital. So was the city and the county and, I believe, South Florida. If you go back that far, so far back I grew up in these so-called disparity studies. I'm not asking for a disparity study. I'm just saying that I'm sort of embarrassed here today and because of this number that just stared at me, it makes me think, well, what has the previous people been sitting here, been doing, a sleep at the switch.

And I understand you said it could have been up and it went down. We had a...a black firm. They left. Fine. Well, let me get into that. So once again, take a look at using the Hillsborough County Public Schools vendor database. If you need any help from me, I'm here to help you. But my issue is to get to the bottom of why we were low and I'd hate to have to go tell the Sentinel Bulletin. You know what? This is the black participation out here that spends the third out of \$13 million dollars. That's embarrassing to me. That's all I got Mr. Chair, thank you.

CHAIR WOODARD: *Thank you for your comments and...and let me just...share with the group my thoughts on this. First and foremost, we are a governing body. We set this policy and our one and only employee, is the CEO and President, who is tasked with hiring assistant and other staff to fulfill our policy.*

We as a policy making body are, the what. CEO/President and his staff are, the how. So, for any of us to get granularly involved in directing the staff on administrative matters is not our role. And as Chairman, I would not support it. Period.

#2. We're all entitled to our own opinions and I'm sorry you're embarrassed, but we are not entitled to our own facts. The fact is that because minority participation and diversity is important to this board, we adopted a strategic plan that has that strategic goal within it. So, the metrics that we are looking at are the staff's efforts to measure performance against that goal. We are in early stages, more to come.

Minority business, procurement, sheltered small business procurement is aspirational. It starts with looking and again we can all feel about the results as we do. But to characterize, to characterize these results as a failure on the part of the staff, in my opinion, is wrong. So that's my thought. I think we have more discussion to have as a full board.

I think to the extent that any one of us individually have ideas on how to better refine these metrics, the way in which we are going to measure our performance against that aspirational goal, I would encourage you to get together with Mr. Hart. But...until that happens, until we have a full board discussion on it, none of us individually should be dictating the terms and conditions of this area, nor any other area.

MR. ROBINSON: *Let me rebut that. I'm not dictating anything. I'm stating my observations and as a board member I have the right*

to review, inspect and ask questions. So, I'm telling you that I will be getting with the president, with the CEO/President and requesting documents and requesting back up on how he got this report and that's there's nothing wrong with that.

CHAIR WOODARD: I strongly encourage you to do that. Andy?

MR. SCAGLIONE: Yeah. The only thing I wouldn't I, would... I...I...haven't done since I've been here is to ask to meet with a staff member, my direction which should be with the CEO, Eric Hart to meet with the purchasing agent, I think is outside the bounds or to meet with you, David, on...on...on a parking issue or something. That's my contact. Then it's his job to get with you. It comes back to him.

MR. ROBINSON: Well, guess what Andy? I disagree. There's a law...let me ask the lawyer. I want a legal opinion and as a board member I talk to staff yes, or no? Is she on there?

MS. MANDELL: I am on here. Yes, I am.

CHAIR WOODARD: Mr. Robinson. Julia, excuse me, you're now asking for legal opinions on the fly. We...

MR. ROBINSON: The man just said that the position is, is that you got to go to the chair to go talk to somebody at the staff and I'm trying to get a clarification.

CHAIR WOODARD: No...no...That's not what he said. What I'm saying, however, as the chairman of this body is we are not, in the course of a meeting, without an item being on the agenda, going to ask our legal counsel to provide us with an on-the-fly legal opinion. That's what I'm saying. We appreciate your...

MR. ROBINSON: Then how do I get an opinion?

CHAIR WOODARD: I appreciate your comments and thoughts. I encourage you to get together with the president. And there will be further discussion on this matter later.

MR. ROBINSON: Ok. Thank you. Thank you very much.

CHAIR WOODARD: So, Eric, anything else on the scorecard?

MR. SCAGLIONE: Mark can I just add...I was interrupted. I have found the purchasing agent that we have, she's a black female, to be excellent. Her presentations when I've ever asked questions always been very transparent. You know Joe, where you and I come from the...the Hispanic is 19.18...[inaudible]. Let's face it

we...we don't look at things black, Hispanic you know...are we doing a good job with minorities?

MR ROBINSON: *Not with...not at .4%.*

MR. SCAGLIONE: *Well but, but again...*

MR. ROBINSON: *You can't...you can't justify \$2.5 million versus \$47,000 if you wanted to.*

MR. SCAGLIONE: *I'm...I'm not going to get in that but I'm just saying Hispanic is 8.9. We're...we fail to keep on something we fail to... to... to... to...not mention...you know...[inaudible]*

MR. ROBINSON: *Race is an issue.*

CHAIR WOODARD: *...and it's and it was previously established that this report had we looked at it some number of months ago those first two numbers have been inverted. So, Eric has one other comment to make, and we will move on.*

MR. HART: *OK. So, we have a staff of one...one, not a full staff, this body and this board, we've worked for years and years to try to do best efforts. We have a staff of one. So, we rely on the city and the county and the state to try to get as many venues as we can and we do use our list and we accept those. What you don't see because we are a staff of one, is that when you look at our subcontracts, i.e. security, I use as an example that's over 28% minority business and it's 4.6, African American, 15.4. That's not in this report, but we've asked them for that information. It's unaudited, because we have a staff of one.*

So many of the things we do are about the lowest cost and we're trying to do our best to get to as many diverse small businesses and minority businesses we can. I can't make them bid, but I do everything I can.

Your question about the five points that is on an RFP, our attorney has reviewed that. We've had questions about the state law making sure it's only in the RFP process, not in any other bidding. It's basically low bid and the board does see that for every bid you get all the vendors, you get exactly what they are, you get what the price is off. So that's all presented to the board.

So, I would just tell you that with the efforts that we do, we have one person, the cost that we could do, we could do significant cost to try to track this and do this and break it up.

But I just want to make sure everybody knows that we know there is in the concessions contract. We don't have it. We don't control it. They have a significant number of minority contractors that work with them. We don't get credit for that. We don't because we don't control the overall contract. So, we know there are, there are pieces happening, but I can't give you that data and it's not from a failure from the staff.

It's because our mission and where we've been going is exactly what we're doing. And I'm always happy to answer questions. I'll give you any data you want to see. We use that data to pull these and put them into them. You can see every vendor. It's on the list. It's there and we can explain it to you. So I'm...I'm happy to do that for you.

CHAIR WOODARD: *Andy, did you have one last comment?*

MR. SCAGLIONE: *You know, I...I do, it would be one thing. Whatever we do here, we can always do better. OK. And...and... and I believe in that.*

Are we failing? I don't think we're failing, OK. Can we do better? Yes. We can always do better no matter how good you do. And I'll just leave it there.

CHAIR WOODARD: *Thank you. Patrick?*

MR. MANTEIGA: *Well, I...I just wanted to thank the staff. I one of the first things that got on this board was I had a conversation with Eric and let him know that I wanted to see these numbers or one of these numbers. We presented this board once a year at least. So that we see them and...and once you see them then you know if you know if they're a problem you can work forward to it.*

I've seen some of these numbers in detail and I do believe that there there's an effort here and I appreciate the effort and...and... I...I think that transparency is the number one item that you're seeing here, and I appreciate the board and the staff for being very transparent about these minority numbers.

Normally in my business, I have to through a lot of door knocking to get the numbers out of any agency and here they are just for everybody to see. So, thank you very much.

CHAIR WOODARD: *Thank you, Patrick. But with no more comment on this matter from Eric. Let's move to Mr. Moss. Stadium Operations.*

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

MR. MOSS: *Thank you, Mr. Chairman. We'll start out with license agreement summaries, our BEO events. We have four of them here to go through.*

First one was a, WWE World Wrestling Entertainment...on location watch party that we hosted last Friday night in the Cove and the VIP reception in that's actually should say Bar 76 not Club 76. We had 1000 guests here and did a really large food and beverage number. So, it was a really good event for us.

Then moving on to the Xfinity Executive Awards which took place yesterday, also Bar 76 and in the Cove for 200 guests. And then we have the West Shore Alliance meeting reception which is actually tomorrow and the Cove for 300. And then finally, the EIM reception and dinner which is on the Cove on March 25th for 300 guests.

Getting to our other license agreement summaries that we've signed since we last met, we'll be having the Grace Family Church in North Tampa back for an Easter celebration Mass that'll take place on March 31st with the service on the field and utilizing the...the seating bowl. It's a \$20,000 license fee plus direct event related expenses and any concessions that are sold during the event will be retained by the Authority. No merchandise or parking for this one.

Next up, we have the Lowrider Car show which we are hosting on April 4th in parking lot #2, it's just a single lot rental for one day, so \$2500 plus a direct event related expenses and we will receive all concessions revenue from that event as well.

Next up, is the American Cancer Society's Relay for Life event which we are hosting March 2nd and March 3rd. That will be taking place on the field in the Concourse Cove, the media dining room, and some parking and lots of B/C and four. The license fee is \$12,500 plus direct, direct event related expenses and on that one there's there are no concessions, merchandise or parking that will be collected.

And the next one is the Special Olympics Florida Sunshine Bowl that we've been hosting for the last five years. We hosted that April 5th and 6th on the field with also utilizing the Cove and locker rooms and the East Club. It's a \$10,000 license fee plus direct

event related expenses. We will have some concessions and catering for that one. So, it'll be some additional revenue that is accrued from that as well, but no merchandise are parking for that event.

And then last but not least on the license agreement summaries, we have an event actually taking place this week and Lot 3 for the Intuitive Surgical Incorporated. It's obviously...you'll see a big trailer in Lot 3 that they're training on surgical equipment. So, that is taking place this week like I said in Lot 2 and it's a \$7500 license fee plus direct event related expenses, no concessions or parking for that one though. Any questions on license agreements?

MR. SCAGLIONE: Did we ever get the final numbers from the Outback and Reliaquest Bowl?

MR. MOSS: Well, we did. I believe I provided those at the last.

MR. SCAGLIONE: I know we had estimates.

MR. HART: Well, they...they won't close up... because remember we don't get utilities for 60 days garbage for.... So they'll be they're closed.

MR. SCAGLIONE: ...because...because those weren't good numbers.

MR. HART: We performed better on the per caps yeah so it met budget.

MR. SCAGLIONE: but I'm just saying if you look at, yeah, the...the attendance.

MR. HART: Yeah the attendance was that and the revenues were good. It's just the attendance was that but that's a product of higher per caps and higher parking and other things that are increasing to make up for the attendance.

MR. SCAGLIONE: Well, just hopefully with the salaries that are paid through there, they step it up.

MR. HART: I think our and I'll say this cautiously is that the college football, the college football picture looking forward and very fuzzy on all fronts. I think until everybody kind of sees what happens with the 11 bowl games next year with the, you know, because some of those are on campus now and seeing how that plays out and what

that impact that has, I think everybody thinks it's going to be a devastating impact. But I'm not really sure it is dependent upon if they can get the games right. And I think it really comes now down to the NCAA and the Bulls getting the right mixture of teams because they don't have the draw they once had.

MR. SCAGLIONE: *Oh Outback...here was...was it was humongous... and you look at it today, I mean the world's changed.*

MR. HART: *..it's the world's change and the college football is really what's...the playoff...the bowls...and the playoff series now puts a lot of that jeopardy because normally you would be getting a number, we'd be getting somebody in the top 20. And now what's happened is they're all in the series and if you get a top 20 you don't have, you're not going to have the stars probably play because most of them are opting out for to go to the pros or to go to the transfer portal. So until the NCAA kind of figures that out, that is going to be a challenge for all the bowls. I think everybody sees it and I think they're trying to figure it out. But look at Alabama, they...just half the half the team just left. So now you got a new coach trying to rebuild because everybody went to the transfer portal to play in other. So it's college football as a whole is definitely in a transitional.*

MR. SCAGLIONE: *We have to have a change of salaries.*

MR. MUNIZ: *No, they have they've gone up...*

CHAIR WOODARD: *Anything more, Dave?*

b) Schedule of Events

MR. MOSS: *Not on, not on license agreements. The...the...last part of my report's just touching on the schedule of events that are upcoming for the stadium and arena and Yankees. We only updates really here are we will have the lineup announcement tomorrow for the Breakaway Festival, which we've talked about this happening at April 26th and 27th, so we'll have those artists coming tomorrow afternoon.*

MR. MUNIZ: *What kind of music is that?*

MR. MOSS: *It's a, it's a combination of EDM, dance and pop. See what, see what they bring us. We're excited to get the line up and*

see how the sales do, now that we get some artists on the on the ticket.

MR. SCAGLIONE: *So, hey, what's the name of that again?*

MR. MOSS: *Breakaway Festival, Breakaway. And that is all for now. If there are any questions, we'll turn back over to you.*

CHAIR WOODARD: *Thank you very much, David.*

3. VP of Finance and Administration – David Byrne

No report

4. VP of Golf Operations – Jim Garrison

a) Golf Course Updates

CHAIR WOODARD: *And that takes us to our VP of Golf Operations, Mr. Garrison.*

MR. GARRISON: *Thank you, Mr. Chairman. All three of courses continue to perform well. Combined revenue was up \$237,000 over last year and we are currently \$254,000 ahead of budget. Combined golf fees are up \$170,000 over last year and combined food and beverage revenue is up \$45,000 over last year.*

Out at the courses, at Babe Zaharias, we will be soon installing a new fence around our new pumps for protection against any potential vandalism. The north exterior wall of the clubhouse will be protected and waterproof in a project that we start this spring. And as we move later into spring, we will look at painting the exterior of the Clubhouse and cart barn and also the Greens renovation project at Babe Zaharias is still on schedule for early this summer.

At Rogers Park. The short course continues to perform well. We've done over 1700 rounds through the end of December and have made approximately \$15,000 in revenue. The interior painting project, the new flooring project and the build back of the Domino room have all been completed and the finished product looks fantastic. Top tracer project is now broken ground and I am happy to report that they have started pouring concrete as of this morning. We've also started moving fill dirt for the driving range expansion project. I believe 12 to 15 truckloads so far have been moved with

more on the way and also the pump projects are still on target for later this spring out at Rogers.

Over at Rocky, we've started to replace some worn storm damage netting around the driving range that should be wrapped up this week. The wet, cloudy winter has affected some of the fairways at Rocky and due to the low evaporation rates some areas have stayed too wet and as a result we are dealing with a fungus called Rhizoctonia, or Rhizoc for short. This fungus has a similar look to a fairy ring fungus that you would see on the greens and can lead to root rot if not properly treated. Fortunately for us, our Superintendent caught this very early. All areas have been treated and are showing signs of recovery. Cell tower project at Rocky continues and is now with the city lawyers. Once we have their approval, we will look to move forward very quickly. Also, as discussed in golf committee, we continue to meet with the Tampa Bay Estuary program, see if we can hold and filter more storm water off at Rocky Point without negatively affecting the course and playability. And they do have drawings that they've given to us. They are only around 10% and completely conceptual at this point. We will bring more as...as that project moves forward. Any questions? Yes Sir.

MR. ROBINSON: *Do you have any update on the FDOT and the City working on those way finder signs?*

MR. GARRISON: *They don't have an update...Eric, do you know anything on that?*

MR. HART: *They've not provided us with any details on that. They indicated they were both going to do something. I have not gotten any installation dates as of yet.*

MS. PARKS: *Thank you, Mr. Chairman. I mentioned this at the Golf committee, but for those of you that weren't in attendance, I attended the PGA show last week and had the opportunity to see Kennie Sims and he sends his regards to everyone. He's told me that it's taken him two years to find a decent grouper sandwich in Texas, but other than that, but other than that, he's enjoying it. He misses...He misses everyone and just asked me to say hello to you.*

CHAIR WOODARD: *Thank you. Very good. Thank you, Jim. We appreciate the report on this.*

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

CHAIR WOODARD: *Mr. Silvest, VP of Marketing and Communications.*

MR. SILVEST: *Thank you, Mr. Chairman. Social Media Analytics for the last month, totally dominated by the Bucs playoff game. As you can see from the three top performers here, people were excited, the Bucs had a great year. We'll be shifting gears now as we already have shifted gears to Monster Jam and then after that Billy Joel. So, we'll keep up as best we can. Anybody has any questions; I would love to answer.*

CHAIR WOODARD: *Thank you, Bobby. No rest for the weary, right?*

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

CHAIR WOODARD: *Takes us to Mr. Reed, VP of Sportsplex Operations. Welcome.*

MR. REED: *Thank you, Mr. Chairman. First item up, just a quick update on the Sportsplex. The sun's out, the weather's warmer, so we actually have some grass starting to try and grow a little bit. So that's a good thing we're...we're working diligently to try and get that up and ready for our...our upcoming events. So, everything's looking good and we're also in some conversations with the county right now to assist us with our overflow parking.*

We informed you guys that we had some issues going out of the DPL tournament and into the flag football. We had to get that rock, some rock for it, to...to lay down. So once I have more information on that, I'll...I'll forward it along as to where we're headed when we get to that parking lot fixed. So that's all I have on that section anyone's got any questions?

MR. ROBINSON: *Yeah. I have a motion to approve the 57 Rock isn't that the emergency purchase motion we have to approve today?*

CHAIR WOODARD: *There's no action item on today's agenda for...*

MR. ROBINSON: *I thought they had an emergency purchase?*

MR. HART: *It was already in the consent agenda.*

MR. ROBINSON: *Oh, OK. It was in the consent. OK. So, the other question is, is that you said that I...I see we've got like boom, boom, boom, boom, all 15...13 fields out there. Is the grass going to be ready?*

MR. REED: *Yes, it's most of it's ready. We have had some conversations with a couple of the upcoming tournaments that they have been kind enough to kind of reduce their field usage for us. So, we are reducing down the next couple of events we're going to 13 fields rather than 15 to give the really bad fields some rest and relaxation. So that the clients appreciate that we call them and actually give them a heads up, a lot of them don't get that from other facilities. So, they're very appreciative of it and willing to work with us.*

MR. ROBINSON: *Thank you for the answer on that.*

MR. REED: *Any other questions on that? Next item up is our license agreement summaries.*

b) License Agreement Summaries

MR. REED: *First one up, we have the Development Players League, the winter showcase is January 4th to the 7th. We got a \$25,500 license fee plus all our direct event related expenses. We've got \$7,798 in concessions, \$4,172 dollars in our vendor fees and \$22,500 in parking fees for that event. So very good one in January.*

Next event up was the Flag USA Flag World Championships, that was January 10th to the 14th. We got \$25,500 in license fee plus all our direct event related expenses, \$13,916 in concessions, \$20,151 in vendor fees and \$44,500 in parking fees. So, it's a very large, very large, there's about 12,000 people a day from issue the property. So, a very big event we have out there is that's all our license agreement summaries. Any questions on those? If not, we'll move to our last item which is our upcoming schedule.

c) Schedule of Events

MR. REED: *We have 3 soccer tournaments coming up this month, one next weekend, one the weekend after that and then one the by the weekend of February and we just keep rolling from there till the end of April. So, move it along. Any questions? That's all that.*

CHAIR WOODARD: *Thanks for the update, Steve. Appreciate it.*

IX. TSA Meeting Schedule

CHAIR WOODARD: *Our TSA meeting schedule can be found in your agenda packet meetings for next month, February.*

X. Old Business

CHAIR WOODARD: *It takes us to old business and the old business, is there any new business?*

XI. New Business

CHAIR WOODARD: *Is there any new business?*

MS. PARKS: *She's not here in person, but I think you all should know Julia Mandell is up for the Tampa Bay Business Journal, Business Woman of the Year. So, congratulations! Congratulations, Julia, well deserved.*

MS. MANDELL: *I am up for that, and I appreciate that. Although my mentor, the person who started my career on a good path, and the wife of our chair is also up for the same award. I suspect I would be there cheering her on. But I'm very, very honored to be able to get involved in this.*

[Laughter]

CHAIR WOODARD: *I'm rooting for you, Julia. Sleep well tonight.*

MS. MANDELL: *But yeah, I appreciate that.*

MS. PARKS: *She's getting a different award. She's getting a different award...So, you are both...You are both winners in our...in our eyes.*

MS. MANDELL: *Awesome. Well, I appreciate you saying that. Thank you so much.*

CHAIR WOODARD: *Thank you, Penny. Appreciate that. If there's nothing else for the good of the order then, we are adjourned.*

There being no further business to come before the Board, Chair Woodard adjourned said meeting at 4:46pm on this 30th day of January 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: Public Comments

Summary: Member of the public present to speak at the February 27, 2024
TSA Board Meeting were: Thomas Scott, Yvette Lewis, Connie
Burton and Annaliese Meier.

Strategic Plan:

Background:

ATTACHMENTS:

Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: RJS Financials - January 2024

Summary: Attached are the January 2024 RJS Stadium Financials. Staff is requesting the Board receive and accept the January 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 January - FY 2024

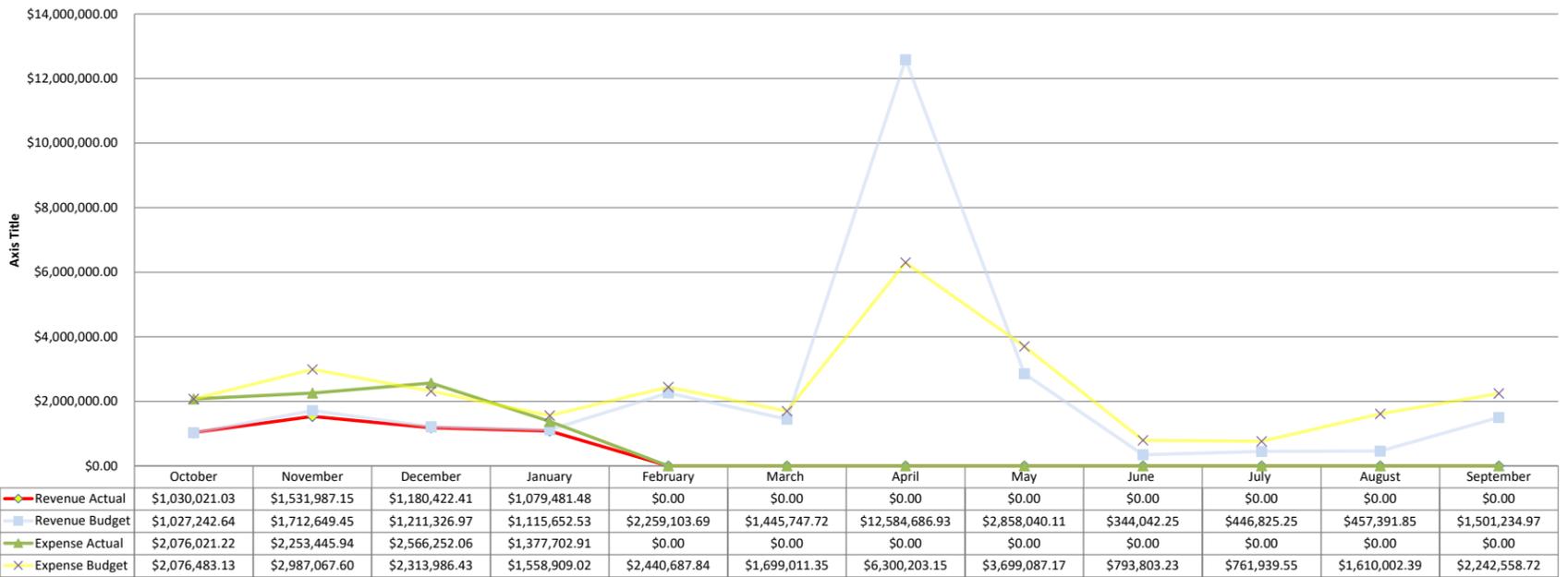
	Month to Date - January 2024			Year to Date - January 2024		
	Actual	Budget	Difference	Actual	Budget	Difference
Revenues	\$ 1,079,481.48	\$ 1,115,652.53	\$ (36,171.05)	\$ 4,821,912.07	\$ 5,066,871.59	\$ (244,959.52)
Expenses	\$ 1,377,702.91	\$ 1,558,909.02	\$ (181,206.11)	\$ 8,273,422.13	\$ 8,936,446.18	\$ (663,024.04)
Sub Total	\$ (298,221.43)	\$ (443,256.49)	\$ 145,035.06	\$ (3,451,510.06)	\$ (3,869,574.59)	\$ 418,064.52
Less Depreciation	\$ 29,573.05	\$ 29,889.45	\$ (316.40)	\$ 118,996.89	\$ 119,557.80	\$ (560.91)
Sub Total	\$ (268,648.38)	\$ (413,367.04)	\$ 144,718.66	\$ (3,332,513.17)	\$ (3,750,016.79)	\$ 417,503.61
Add Interest	\$ 7,989.03	\$ 6,500.00	\$ 1,489.03	\$ 32,060.64	\$ 26,000.00	\$ 6,060.64
Total	\$ (260,659.35)	\$ (406,867.04)	\$ 146,207.68	\$ (3,300,452.53)	\$ (3,724,016.79)	\$ 423,564.25
Add Subsidy Ahead/(Behind) Budget	\$ -	\$ -	\$ -	\$ 384,288.80	\$ 447,646.99	\$ (63,358.19)
Funds Carried Forward	<u>\$ (260,659.35)</u>	<u>\$ (406,867.04)</u>	<u>\$ 146,207.68</u>	<u>\$ (2,916,163.73)</u>	<u>\$ (3,276,369.80)</u>	<u>\$ 360,206.06</u>
				\$ -	\$ -	\$ -
				<u>\$ (2,916,163.73)</u>	<u>\$ (3,276,369.80)</u>	<u>\$ 360,206.06</u>

Comments:

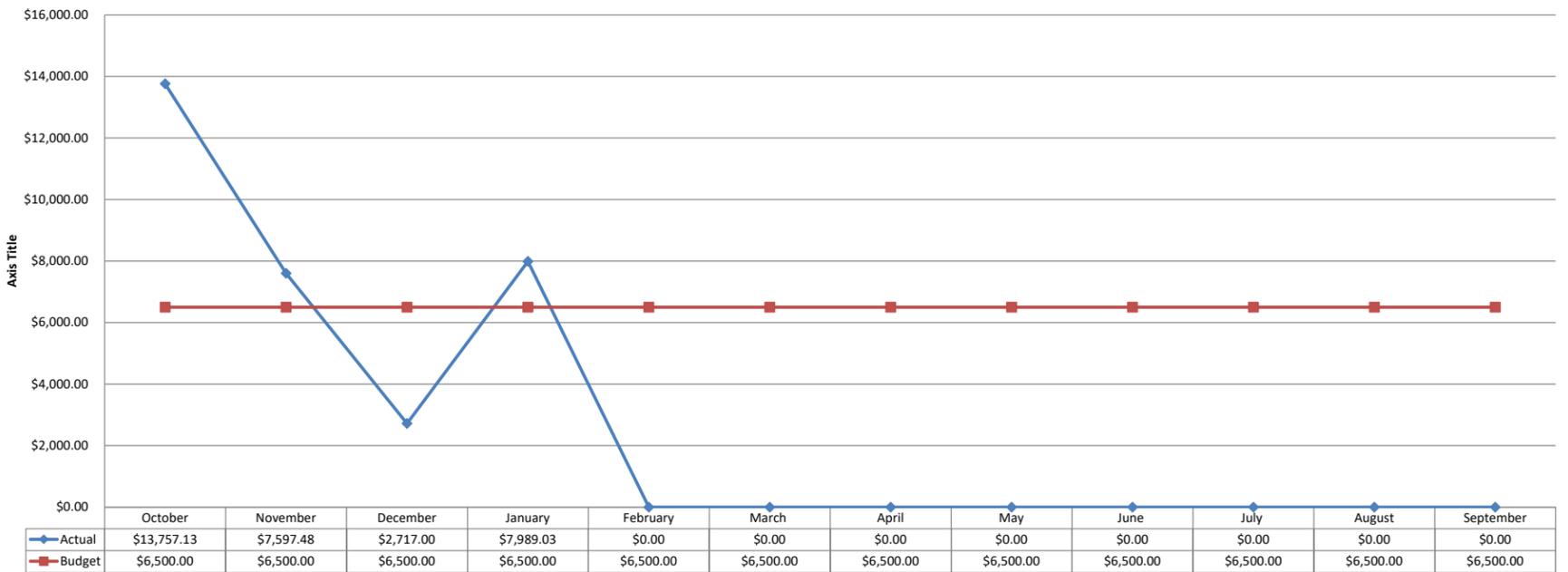
Due to Timing, the positive variance is decreased from \$360,206.06 to \$169,000.00.

	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	\$0.00	\$2,259,103.69	(\$2,259,103.69)	\$0.00	\$2,440,687.84	(\$2,440,687.84)	\$0.00	\$6,500.00	(\$6,500.00)	\$0.00	(\$145,184.70)	\$145,184.70
March	\$0.00	\$1,445,747.72	(\$1,445,747.72)	\$0.00	\$1,699,011.35	(\$1,699,011.35)	\$0.00	\$6,500.00	(\$6,500.00)	\$0.00	(\$216,874.18)	\$216,874.18
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	\$4,821,912.07	\$5,066,871.59	(\$244,959.52)	\$8,273,422.13	\$8,936,446.18	(\$663,024.05)	\$32,060.64	\$26,000.00	\$6,060.64	(\$2,916,163.73)	(\$3,276,369.80)	\$360,206.07

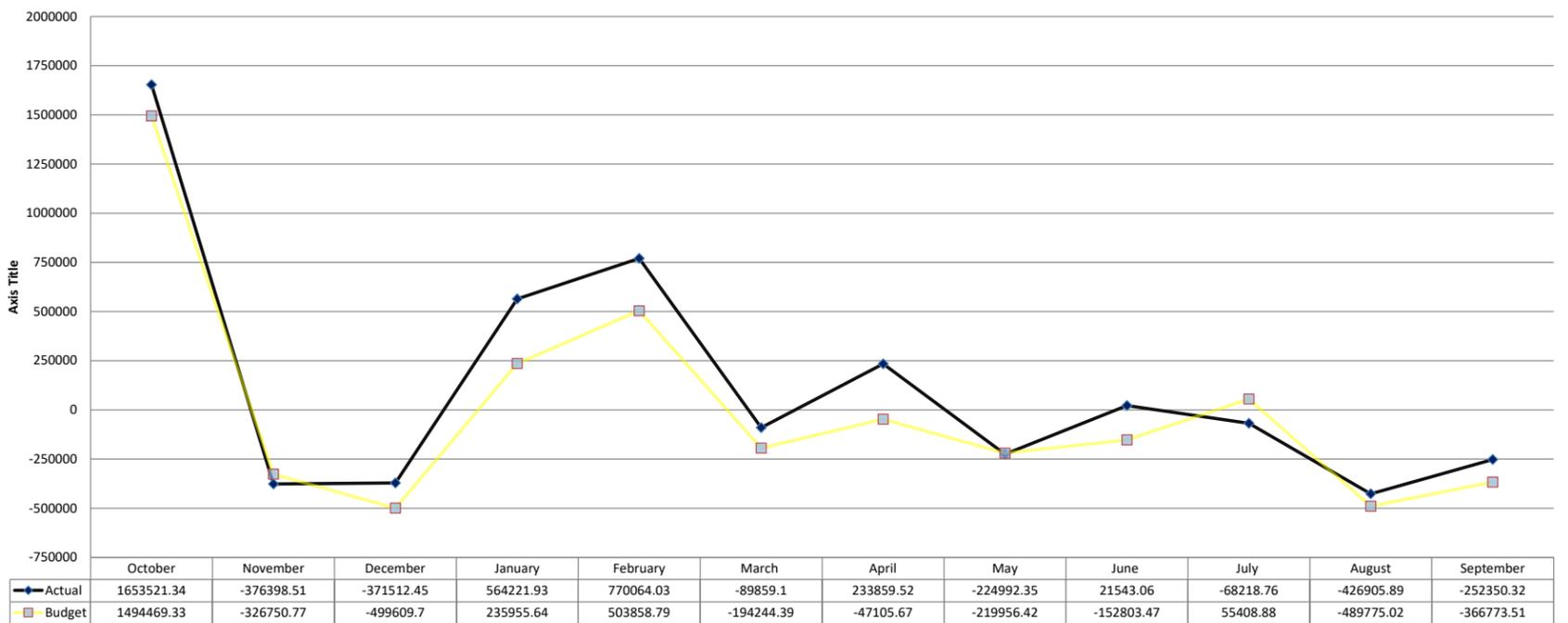
Revenues/Expenses - Budget vs. Actual



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 January 31, 2024

	2024			2024			Comments
	MTD Actual	MTD Budget	Var	YTD Actual	YTD Budget	Var	
Operating Revenue							
Buc's							
License fees	\$ 291,666.67	\$ 291,666.67	\$ -	\$ 1,166,666.68	\$ 1,166,666.68	\$ -	
Ticket Surcharge	147,620.00	150,000.00	(2,380.00)	1,001,720.00	900,000.00	101,720.00	
Parking	-	-	-	-	-	-	
Total Buc's	439,286.67	441,666.67	(2,380.00)	2,168,386.68	2,066,666.68	101,720.00	
College Football							
License fees	435,820.52	345,840.00	89,980.52	2,033,820.52	1,953,110.00	80,710.52	
Ticket Surcharge	74,282.23	75,000.00	(717.77)	192,632.23	183,750.00	8,882.23	
Concessions	418,867.00	334,180.00	84,687.00	940,802.00	856,994.00	83,808.00	
Parking	178,725.62	157,500.00	21,225.62	367,725.62	306,000.00	61,725.62	
Total College Football	1,107,695.37	912,520.00	195,175.37	3,534,980.37	3,299,854.00	235,126.37	
Concerts & Motorsports							
License fees	-	-	-	-	-	-	
Ticket Surcharge	-	-	-	-	-	-	
Concessions	-	-	-	-	-	-	
Parking	-	-	-	-	-	-	
Total Concerts & Motorsports	-	-	-	-	-	-	
Excess Revenue over \$2,000,000	-	-	-	-	-	-	
Advalorem & Intangible Taxes	-	-	-	280,853.44	254,976.64	25,876.80	
Other							
License fees	50,895.29	178,422.50	(127,527.21)	181,255.14	688,733.02	(507,477.88)	
Ticket Surcharge	-	500.00	(500.00)	-	820.00	(820.00)	
Concessions/BEOs	19,585.00	48,240.00	(28,655.00)	21,223.00	198,240.00	(177,017.00)	
Parking	-	2,700.00	(2,700.00)	-	4,500.00	(4,500.00)	
Parking - offsite	9,981.23	123,500.00	(113,518.77)	15,416.73	398,148.75	(382,732.02)	
Rent	113,051.07	112,583.32	467.75	202,558.23	201,670.06	888.17	
Miscellaneous/other	36,072.35	21,140.94	14,931.41	92,735.13	85,663.57	7,071.56	
Total Other	229,584.94	487,086.76	(257,501.82)	513,188.23	1,577,775.40	(1,064,587.17)	

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 January 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	1,776,566.98	1,841,273.43	(64,706.45)	6,497,408.72	7,199,272.72	(701,864.00)	
Less: Revenue Splits	(697,085.50)	(725,620.90)	28,535.40	(1,675,496.65)	(2,132,401.13)	456,904.48	
Total net operating revenues	1,079,481.48	1,115,652.53	(36,171.05)	4,821,912.07	5,066,871.59	(244,959.52)	
Operating Expenses							
Salaries & Wages	321,355.91	306,779.58	14,576.33	1,281,157.12	1,276,698.53	4,458.59	
Salaries & Wages Reimbursement	(126,698.63)	(84,568.26)	(42,130.37)	(354,036.51)	(428,775.17)	74,738.66	Timing
Fringes/Related Costs	144,387.01	146,476.15	(2,089.14)	570,148.92	629,425.49	(59,276.57)	
Computer Expenses	4,909.35	6,249.92	(1,340.57)	12,970.63	24,999.68	(12,029.05)	
Licenses, Dues & Permits	10,890.11	2,697.10	8,193.01	17,807.26	9,988.10	7,819.16	
Marketing & Advertising	11,021.84	14,708.75	(3,686.91)	48,812.27	58,835.00	(10,022.73)	
Maint & Supplies - Building & Field	26,319.74	17,125.00	9,194.74	54,474.50	85,300.00	(30,825.50)	Timing
Maint - Contractual	(12,832.13)	61,666.67	(74,498.80)	332,303.67	477,166.68	(144,863.01)	Timing
Insurance/bonding	84,545.04	101,873.96	(17,328.92)	331,372.39	402,611.34	(71,238.95)	
Event - Buccaneers	431,230.87	386,249.98	44,980.89	2,714,207.45	2,636,249.98	77,957.47	
Event - Direct Costs	434,425.43	382,010.01	52,415.42	1,876,007.02	1,953,030.03	(77,023.01)	
Event - Other Costs	(21,708.32)	(4,166.67)	(17,541.65)	(80,303.79)	(16,666.68)	(63,637.11)	Timing
Event - Offsite parking	7,937.30	22,853.46	(14,916.16)	7,937.30	73,676.74	(65,739.44)	
Professional Services	27,589.15	86,516.67	(58,927.52)	91,715.03	327,066.68	(235,351.65)	
HCAA & Condo Rents	-	-	-	279,699.10	279,699.10	-	
Real estate taxes	-	-	-	734,639.74	702,623.63	32,016.11	
Supplies, Postage & Shipping	7,006.97	4,354.17	2,652.80	18,583.02	17,416.68	1,166.34	
Utilities & Telephone	(6,779.84)	66,604.29	(73,384.13)	199,365.45	274,628.78	(75,263.33)	Timing
Training & Education	474.64	4,500.00	(4,025.36)	4,936.26	15,325.00	(10,388.74)	
Pension Expenses	-	-	-	-	-	-	
Miscellaneous other	4,055.42	7,088.79	(3,033.37)	12,628.41	17,588.79	(4,960.38)	
Depreciation and amortization	29,573.05	29,889.45	(316.40)	118,996.89	119,557.80	(560.91)	
Total operating expenses	1,377,702.91	1,558,909.02	(181,206.11)	8,273,422.13	8,936,446.18	(663,024.05)	
Non-operating revenues(expenses)							
Contributed Operating Revenue	-	-	-	384,288.80	447,646.99	(63,358.19)	

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 January 31, 2024

	2024			2024			Comments
	MTD Actual	MTD Budget	Var	YTD Actual	YTD Budget	Var	
Investment income	71,056.72	31,966.67	39,090.05	206,520.44	127,866.68	78,653.76	
Bond grants and contributions	1,193,505.72	1,227,464.58	(33,958.86)	4,967,373.60	4,909,858.32	57,515.28	
Practice Facility-Contributions	-	-	-	-	-	-	
Amortization of bond issue costs	-	-	-	-	-	-	
Amortization of leasehold interest	(3,246,975.63)	(2,490,759.24)	(756,216.39)	(10,665,360.64)	(9,861,786.96)	(803,573.68)	
Forgiveness of debt	-	-	-	-	-	-	
Interest exp. and amort. of bond	(94,812.12)	(86,502.12)	(8,310.00)	(376,548.48)	(443,172.77)	66,624.29	
Loss on disposal of assets	2,570.00	-	2,570.00	2,825.00	-	2,825.00	
Capital grants and contributions	-	-	-	-	-	-	
Total non-operating revenues	(2,074,655.31)	(1,317,830.11)	(756,825.20)	(5,480,901.28)	(4,819,587.74)	(661,313.54)	
Excess Revenues over Expenses	(2,372,876.74)	(1,761,086.60)	(611,790.14)	(8,932,411.34)	(8,689,162.33)	(243,249.01)	

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

January 31, 2024

(With comparative totals for 2023)

	<u>2024</u>	<u>2023</u>	<u>Var</u>
	Sports Facilities Operations	Sports Facilities Operations	Sports Facilities Operations
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	\$ 26,020,502	\$ 21,224,642	\$ 4,795,860
Accounts receivable	1,604,117	2,720,762	\$ (1,116,644)
Accounts receivable (Lease)	22,322,813	22,322,813	\$ -
Due from Golf Courses/Complex	302,313	44,842	\$ 257,471
Prepaid expenses and deposits	600,558	548,419	\$ 52,139
Inventory	-	-	\$ -
Total current assets	<u>50,850,303</u>	<u>46,861,478</u>	<u>3,988,826</u>
NON-CURRENT ASSETS			
Investments	1,072,719	616,687	\$ 456,032
Practice Facility Funds Receivable	-	-	\$ -
Capital assets, net of depreciation	4,352,462	4,470,950	\$ (118,488)
Unamortized leasehold interest	140,982,684	169,438,532	\$ (28,455,848)
Unamortized portion of bond issuance costs	-	-	\$ -
Deferred costs of advance refunding	88,226	118,475	\$ (30,249)
Pension Related Outflows	1,790,400	1,790,400	\$ -
Total non-current assets	<u>148,286,491</u>	<u>176,435,043</u>	<u>(28,148,552)</u>
TOTAL ASSETS	<u>\$ 199,136,794</u>	<u>\$ 223,296,521</u>	<u>\$ (24,159,727)</u>
LIABILITIES			
CURRENT LIABILITIES			
Long-term debt due within one year	\$ 11,290,000	\$ 11,290,000	\$ -
Accounts payable and accrued liabilities	850,213	1,677,015	\$ (826,802)
Accrued liabilities (Lease)	5,095,488	5,095,488	\$ -
Accrued interest payable	1,816,920	1,696,752	\$ 120,168
Due to Component Government Unit	-	-	\$ -
Deferred revenue	3,030,024	2,132,252	\$ 897,772
Total current liabilities	<u>22,082,645</u>	<u>21,891,507</u>	<u>191,138</u>
NON-CURRENT LIABILITIES			
Pension Liability	5,760,679	5,760,679	\$ -
Pension Related Inflows	22,223,507	22,223,507	\$ -
Bond and loan payable	45,654,308	58,772,872	\$ (13,118,564)
Total Non-current liabilities	<u>73,638,494</u>	<u>86,757,058</u>	<u>(13,118,564)</u>
TOTAL LIABILITIES	<u>95,721,140</u>	<u>108,648,566</u>	<u>(12,927,426)</u>
NET POSITION			
Invested in Capital Assets and Unamortized Leasehold Interest, net of related debt	88,390,838	103,846,610	\$ (15,455,772)
Restricted for Capital Projects	8,872,039	3,752,055	\$ 5,119,983
Restricted for Debt Service	3,624,652	3,961,206	\$ (336,554)
Unrestricted	2,528,127	3,088,085	\$ (559,958)
Total Net Position	<u>103,415,655</u>	<u>114,647,955</u>	<u>(11,232,301)</u>
TOTAL LIABILITIES & NET POSITION	<u>\$ 199,136,794</u>	<u>\$ 223,296,521</u>	<u>\$ (24,159,727)</u>

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: Golf Course Financials - January 2024

Summary: Attached are the January 2024 Golf Course Financials. Staff is requesting the Board receive and accept the January 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
January, 2024**

Golf Courses

Statement of Revenues and Expenses – Comparative – January, 2024

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

Course	January Actual	January Budget	Difference	YTD Actual	YTD Budget	YTD Net to Budget
Babe Zaharias	9,103	(13,114)	22,217	3,256	(103,632)	106,889
Rocky Point	54,266	48,881	5,384	188,973	121,067	67,906
Rogers Park	19,183	(10,536)	29,719	26,613	(109,840)	136,452
Profit/(Loss)	82,551	25,231	57,321	218,842	(92,405)	311,247

2. Merchandise

a. MTD Combined Gross Margins

Description	Gross Margins Actual	Gross Margins Target	Difference
Balls	27%	20%	7%
Gloves	34%	30%	4%
Headwear	38%	30%	8%
Clubs	10%	15%	-5%
Bags	10%	15%	-5%
Apparel	35%	35%	0%
Shoes	48%	30%	18%
Misc Merch	42%	35%	7%

3. Food and Beverage

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

Description	Actual	Target	Difference
Prepared Food	60%	65%	-5%
Packaged Food	54%	60%	-6%
Syrup Drinks	65%	70%	-5%
Can Drinks	69%	70%	-1%
Draft Beer	54%	50%	4%
Regular Beer	69%	70%	-1%
Well Liquor	66%	65%	1%

4. MTD Events Gross Margins

Tampa Sports Authority
Sports Facilities
STATEMENT OF REVENUE AND EXPENSES COMPARED TO BUDGET
For the Period Ending January 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	\$ 121,285	\$ 101,654	\$ 19,631	\$ 151,999	\$ 147,691	\$ 4,308	\$ 126,362	\$ 98,518	\$ 27,844	\$ 399,646	\$ 347,863	\$ 51,783
Merchandise	10,334	8,607	1,727	19,613	16,417	3,196	15,908	11,147	4,760	\$ 45,855	\$ 36,171	\$ 9,684
Food & Beverage	24,711	20,824	3,887	32,833	29,606	3,226	15,205	10,889	4,316	\$ 72,749	\$ 61,320	\$ 11,429
Events	-	-	-	-	-	-	-	-	-	\$ -	\$ -	\$ -
Memberships	1,448	1,350	98	4,366	4,300	66	2,851	2,500	351	\$ 8,665	\$ 8,150	\$ 515
Driving range	-	-	-	13,526	12,989	537	19,778	11,940	7,839	\$ 33,304	\$ 24,929	\$ 8,376
Total operating revenues	157,778	132,435	25,343	222,337	211,003	11,334	180,104	134,995	45,109	560,219	478,433	\$ 81,786
Operating Expenses												
Cost of merchandise sold	7,377	6,314	1,063	13,379	12,115	1,264	11,058	8,347	2,711	\$ 31,815	\$ 26,776	5,039
Cost of Food & Beverage	11,545	8,700	2,844	13,862	12,914	948	7,439	4,742	2,697	\$ 32,846	\$ 26,357	6,489
Cost of Events	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Clubhouse operations	48,997	46,989	2,008	55,726	50,274	5,452	57,923	47,440	10,483	\$ 162,647	\$ 144,704	17,943
Course maintenance	58,385	56,863	1,523	55,544	56,124	(580)	58,905	58,401	503	\$ 172,834	\$ 171,388	1,446
General and administrative	22,371	26,683	(4,312)	25,963	30,694	(4,731)	22,092	26,601	(4,509)	\$ 70,426	\$ 83,978	(13,552)
Driving range	-	-	-	3,597	-	3,597	3,504	-	3,504	\$ 7,101	\$ -	7,101
Depreciation and amortization												
Total operating expenses	148,675	145,549	3,126	168,072	162,122	5,950	160,921	145,531	15,390	477,668	453,202	24,466
Total Operating Gain(Loss)	9,103	(13,114)	22,217	54,266	48,881	5,384	19,183	(10,536)	29,719	82,551	25,231	57,321
Non-operating revenues(expenses)												
Investment income	690	-	690	4,565	-	4,565	2,895	-	2,895	\$ 8,150	\$ -	8,150
Interest expense	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Forgiveness of debt	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Loss on disposal of assets/Settlements	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
Total non-operating revenues	690	-	690	4,565	-	4,565	2,895	-	2,895	8,150	-	8,150
Change in net assets before capital grants and contributions	9,792	(13,114)	22,907	58,830	48,881	9,949	22,079	(10,536)	32,615	90,701	25,231	65,470
Capital grants and contributions	13,995	-	13,995	94,523	-	94,523	42,142	-	42,142	\$ 150,660	\$ -	150,660
Change in net assets	\$ 23,787	\$ (13,114)	\$ 36,902	\$ 153,353	\$ 48,881	\$ 104,472	\$ 64,221	\$ (10,536)	\$ 74,757	\$ 241,361	\$ 25,231	\$ 216,130

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

January 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	\$ 252,599	\$ 2,031,071	\$ 1,302,998	\$ 3,586,668	\$ 3,946,544
Accounts receivable	16,154	94,795	45,044	155,993	200,850
Due from other funds	-	33,441	5,892	39,334	7,411
Prepaid expenses and deposits	1,300	1,400	1,400	4,100	4,100
Inventory	64,363	152,387	99,382	316,132	245,028
Total current assets	<u>334,416</u>	<u>2,313,095</u>	<u>1,454,716</u>	<u>4,102,227</u>	<u>4,403,933</u>
NON-CURRENT ASSETS					
Capital assets, net of depreciation	<u>2,429,547</u>	<u>1,033,368</u>	<u>1,896,041</u>	<u>5,358,956</u>	<u>4,216,805</u>
Total non-current assets	<u>2,429,547</u>	<u>1,033,368</u>	<u>1,896,041</u>	<u>5,358,956</u>	<u>4,216,805</u>
TOTAL ASSETS	<u><u>\$ 2,763,963</u></u>	<u><u>\$ 3,346,463</u></u>	<u><u>\$ 3,350,758</u></u>	<u><u>\$ 9,461,183</u></u>	<u><u>\$ 8,620,738</u></u>
LIABILITIES					
CURRENT LIABILITIES					
Long-term debt due within one year	-	-	-	-	-
Accounts payable and accrued liabilities	36,749	59,366	53,537	149,652	140,544
Accrued interest payable	-	-	-	-	-
Due to Stadium	128	125	219	472	2,257
Due to other funds	26,403	-	11,751	38,155	7,411
Deferred revenue	37,859	39,388	30,117	107,364	113,089
Total current liabilities	<u>101,139</u>	<u>98,879</u>	<u>95,624</u>	<u>295,642</u>	<u>263,301</u>
NON-CURRENT LIABILITIES					
Bond and loan payable	-	-	-	-	-
TOTAL LIABILITIES	<u>101,139</u>	<u>98,879</u>	<u>95,624</u>	<u>295,642</u>	<u>263,301</u>
NET POSITION					
Invested in Capital Assets and Unamortized					
Leasehold Interest, net of related debt	2,429,547	1,033,368	1,896,041	5,358,956	4,216,805
Unrestricted	<u>233,276</u>	<u>2,214,216</u>	<u>1,359,093</u>	<u>3,806,585</u>	<u>4,140,632</u>
TOTAL NET POSITION	<u><u>2,662,823</u></u>	<u><u>3,247,584</u></u>	<u><u>3,255,134</u></u>	<u><u>9,165,541</u></u>	<u><u>8,357,437</u></u>
TOTAL LIABILITIES & NET POSITION	<u><u>\$ 2,763,963</u></u>	<u><u>\$ 3,346,463</u></u>	<u><u>\$ 3,350,758</u></u>	<u><u>\$ 9,461,183</u></u>	<u><u>\$ 8,620,738</u></u>

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: SportsPlex Financials - January 2024

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

Strategic Plan:

Background:

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

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

TSA - Tournament Sports Complex

Statement of Revenues and Expenses – Comparative – January, 2024

Operating Results

Tourn Complex	January Actual	January Budget	Difference		YTD Actual	YTD Budget	YTD Net to Budget
Revenue	286,186	188,375	97,811		655,215	541,550	113,665
Expenses	216,970	174,197	42,773		650,908	627,794	23,114
Profit/(Loss)	69,217	14,178	55,039		4,307	(86,244)	90,551

2. Food and Beverage

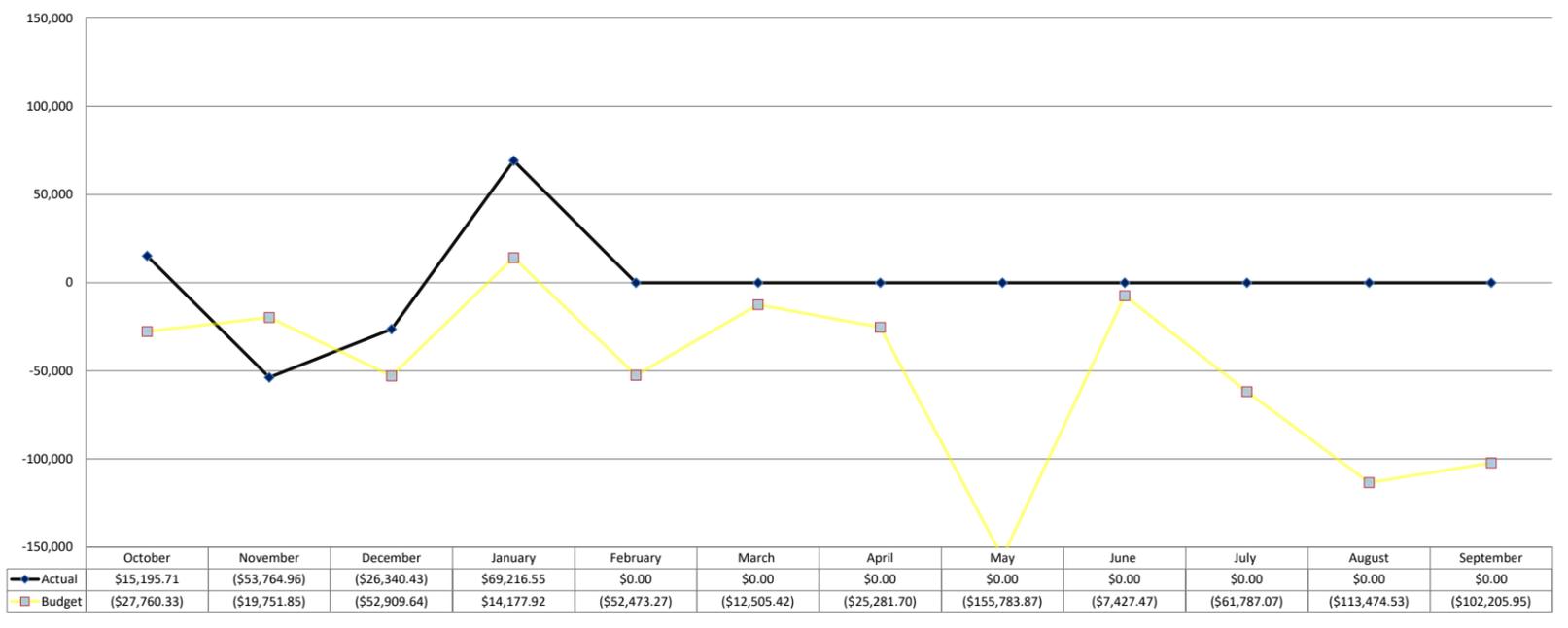
Description	Actual	Target	Difference
Prepared Food	60%	65%	-5%
Packaged Food	31%	55%	-24%
Syrup Drinks	95%	75%	20%
Can Drinks	75%	65%	10%
Canned Beer	81%	70%	11%

	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	\$0.00	\$99,125.00	(\$99,125.00)	\$0.00	\$151,598.27	(\$151,598.27)	\$0.00	\$0.00	\$0.00	\$0.00	(\$52,473.27)	\$52,473.27
March	\$0.00	\$126,825.00	(\$126,825.00)	\$0.00	\$139,330.42	(\$139,330.42)	\$0.00	\$0.00	\$0.00	\$0.00	(\$12,505.42)	\$12,505.42
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	\$655,214.95	\$541,550.00	\$113,664.95	\$650,908.08	\$627,793.90	\$23,114.18	\$2,273,237.74	\$0.00	\$2,273,237.74	\$4,306.87	(\$86,243.90)	\$90,550.77

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

January 31, 2024

	Jan 2024	<u>Tourn Sports Complex</u> Jan 2023	Variance
ASSETS			
CURRENT ASSETS			
Cash and Cash Equivalents	2,544,743.05	1,724,561.79	820,181.26
Accounts receivable	943,317.97	295,434.81	647,883.16
Due from other funds	-	-	-
Prepaid expenses and deposits	1,800.00	2,800.00	(1,000.00)
Inventory	10,648.62	11,213.29	(564.67)
Total current assets	<u>3,500,509.64</u>	<u>2,034,009.89</u>	<u>1,466,499.75</u>
NON-CURRENT ASSETS			
Capital assets, net of depreciation	-	-	-
Total non-current assets	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL ASSETS	<u><u>3,500,509.64</u></u>	<u><u>2,034,009.89</u></u>	<u><u>1,466,499.75</u></u>
LIABILITIES			
CURRENT LIABILITES			
Long-term debt due within on year	-	-	-
Accounts payable and accrued liabilities	94,933.64	66,272.18	28,661.46
Accrued interest payable	-	-	-
Due to Stadium	38,803.38	38,961.08	(157.70)
Due to other funds	-	-	-
Deferred revenue	47,285.74	47,345.63	(59.89)
Total current liabilities	<u>181,022.76</u>	<u>152,578.89</u>	<u>28,443.87</u>
NON-CURRENT ASSETS			
Bond and loan payable	-	-	-
TOTAL LIABILITES	<u>181,022.76</u>	<u>152,578.89</u>	<u>28,443.87</u>
NET POSITION			
Invested in Capital Assets and Unamortized			
Leasehold Interest, net of related debt	-	-	-
Unrestricted	3,319,486.88	1,881,431.00	1,438,055.88
TOTAL NET POSITION	<u><u>3,319,486.88</u></u>	<u><u>1,881,431.00</u></u>	<u><u>1,438,055.88</u></u>
TOTAL LIABILITIES & NET POSITION	<u><u>3,500,509.64</u></u>	<u><u>2,034,009.89</u></u>	<u><u>1,466,499.75</u></u>

TAMPA SPORTS AUTHORITY



Meeting Date:

Title: Bid #23-06: Glass Railing Replacement Project

Summary: The attached documentation provides required documentation related to the recommendation for award for Bid #23-06: Glass Railing Replacement Project, Raymond James Stadium. Staff is requesting your approval of Tuttle, A Dant Clayton Division of Louisville, KY be accepted as the sole responsive and responsible bidder for a total contract cost of \$1,071,055. 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 23-06 Glass Railings.pdf	Rec For Award: Bid #23-06: Glass Railing Replacement Project	Executive Summary
Bid Tabulation Sheet - Bid 23-06 Glass Railings.pdf	Bid Tabulation Sheet - Bid #23-06: Glass Railing Replacement Project	Exhibit



RECOMMENDATION FOR AWARD

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

DATE: February 5, 2024

RE: Recommendation for Award – Bid 23-06 (Glass Railing Replacement Project, RJS)

Please be advised that one (1) sole electronic bid regarding the above-referenced commodity and service was received on Thursday, February 1, 2024 at 10:00a.m. Six (6) companies attended the mandatory pre-bid conference on Thursday, January 18, 2024 at 10am in-person and via MS Teams. The Authority received one (1) sole responsible bid proposal from Tuttle, a Dant Clayton Division and two late proposals; one after 10am on the due date and the other on Friday, February 2nd, 2024 from a company who did not attend the mandatory pre-bid conference.

It is the staff's recommendation that the bid received from **Tuttle, a Dant Clayton Division** of Louisville, Kentucky be accepted as the sole responsive and responsible bidder meeting requirements and specifications for total cost of \$1,071,055.

Time is of the essence.

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

cc: Bid File

{Attachment}

Bid Tabulation Sheet – Bid 23-06 (Glass Railing Replacement Project, Raymond James Stadium

Bid Due Date/Time: Thursday, February 1, 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>Tuttle a Dant Clayton Division</p>
BASE BID	\$ 701,260
LABOR/INSTALLATION	\$ 369,796
PROJECT TOTAL	\$ 1,071,055
General Terms & Provisions Acknowledgment	X
ITB Pricing Form	✓
Guarantee of Bid Proposal	✓
Bid Bond	✓
Acknowledgment of Addendums, If Applicable	✓
Acknowledgment of Bidder	✓
Acknowledgment of Principal if Corporation	✓
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)	X
Statement of No Bid	N/A

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



Meeting Date:

Title: License Agreement Summaries

Summary: Attached are the BEO and License Agreement Summaries for Raymond James Stadium.

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
LA BEO Summary - February 2024 - May 2024.pdf	LA BEO Summary - February 2024 - May 2024	Cover Memo
LA Board Summary - 02-24-2024 - Billy Joel and Sting One Night Only.pdf	LA Board Summary - Billy Joel/Sting One Night Only 2-24-2024	Exhibit
LA Board Summary - 04-20-2024 - Kenny Chesney Sun Goes Down 2024 Tour.pdf	LA Board Summary - Kenny Chesney Sun Goes Down 2024 Tour	Exhibit
LA Board Summary - 04-21-2024 - Tampa Caribbean Carnival Jovert.pdf	LA Board Summary - Tampa Caribbean Carnival Jovert-04-21-2024	Exhibit
LA Board Summary - 05-04-24 - Tampa All Pro Dad's Experience.pdf	LA Board Summary - Tampa All Pro Dad's Experience - 5-4-2024	Exhibit



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>
02/01/24	Tampa General Hospital Leadership Forum	Lot D, West Club Quad D, West Club Middle Bar	430	1/29/24
02/27/24	Tampa Bay Sports Commission Board Meeting/Lunch	Lot B/C, Bar 76	50	2/01/24
02/28/24	First Trust Portfolios Dinner	Bar 76, East Club Quad B	150	2/15/24
02/29/24	JDFR Corporate Breakfast	Lot B/C, Bar 76	40	2/13/24
02/29/24	HCC Foundation Meeting-Reception	Lot B/C, HOF Club South	50	2/29/24
03/07/24	NAIO 2024 Best of the Best	Quad A, East Club	300	2/13/24

03/12/24	Gainsight Corporate Event	Lot B/C, Bar 76	30	2/22/24
05/02/24	TBBJ Best Places to Work Event	Lot 3, Ford Gate, Cove	850	1/30/24
05/07/24	Turf Solutions Event	Lot B/C, Bar 76	60	2/6/24

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 February 14th, 2024.

Type of License Agreement:	Stadium Agreement (Field, Entire Stadium Seating Bowl including East & West Clubs)
Licensee Agreement Purpose:	Rock Concert
Licensee:	Live Nation Worldwide, Inc.
Name of Event:	Billy Joel and Sting One Night Only
Date(s) of Event:	February 24 th , 2024
Time of Event:	Gate Opening – 5:00 pm Show Start – 7:00 pm Show End – 11:00 pm
License Fee:	\$1.00 plus direct event-related expenses
Concessions:	Authority to retain all revenue
Merchandise:	Authority to retain 10% of Net Sales
Parking:	Authority to retain all revenue
Other:	Authority to retain all suite revenue Authority to collect \$5.00 facility fee per ticket sold Authority to retain all ticket convenience fees Live Nation to retain a \$25.00 per ticket sold rebate



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 February 13th, 2024.

Type of License Agreement:	Stadium Agreement
Licensee Agreement Purpose:	Country Concert
Licensee:	Messina Touring Group, LLC
Name of Event:	Kenny Chesney "Sun Goes Down 2024 Tour"
Date(s) of Event:	April 20, 2024
Time of Event:	5:00 PM to 11:00 PM
License Fee:	\$10.00 plus Direct Event Related Expenses
Concessions:	Authority to retain all revenue
Merchandise:	Authority to retain 10% of Net Sales
Parking:	Authority to retain all revenue
Other:	Authority to retain all suite revenue Authority to collect \$12.00 facility fee per ticket sold Authority to retain all ticket convenience fees Messina Touring Group to retain a \$16.00 per ticket sold rebate



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 February 6th, 2024.

Type of License Agreement:	Parking Lot Agreement (Event in North Lot 1, Parking in North Lot 2)
Licensee Agreement Purpose:	Caribbean Carnival
Licensee:	Tampa Caribbean Festival, Inc.
Name of Event:	Tampa Caribbean Carnival Jouvert
Date(s) of Event:	April 21 st , 2024
Time of Event:	9:00 am – 4:00 pm
License Fee:	\$2,500.00 plus direct event-related expenses
Concessions:	Licensee to retain all revenue
Merchandise:	N/A
Parking:	Authority to retain all parking revenue
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 February 6th, 2024.

Type of License Agreement:	Single License Agreement – Lot D, Lot A/3D Over-Flow, Media Room for Interviews, Locker Room, Field, Cove
Licensee Agreement Purpose:	Connecting with your kids and to give Dad's guidance and tips on how to raise their kids in a life-giving way
Licensee:	Family First, Inc.
Name of Event:	2024 Tampa All Pro Dad's Experience
Date(s) of Event:	May 4 th , 2024
Time of Event:	9:00 AM – 12:00 PM
License Fee:	\$5,000 plus direct event-related expenses
Concessions:	N/A
Merchandise:	Licensee to retain all revenues
Parking:	There is no parking charge for this event
Other:	

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: Event Updates

Summary: The VP of Stadium Operations will provide event estimates for the following event(s): Monster Jam 1 - 2-10-2024 and Monster Jam 2 - 2-11-2024

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
 Event_Estimate_Monster_Jam_1_-_2-10-24.pdf	Event Estimate - Monster Jam 1 - 2-10-2024	Cover Memo
 Event_Estimate_-_Monster_Jam_2_-_2-11-24.pdf	Event Estimate - Monster Jam 2 - 2-11-2024	Cover Memo

EVENT UPDATE
ESTIMATE

EVENT: Monster Jam 1

EVENT NO: S-24-1500

DATE: 2/10/2024

ATTENDANCE: 44,985

	ESTIMATE	BUDGET	BUDGET VARIANCE
LICENSE FEE	\$337,479.94	\$300,000	\$37,480
CONCESSION FEE	\$318,961	\$271,300	\$47,661
PARKING	\$246,844	\$137,100	\$109,744
TOTAL REVENUES	\$903,285	\$708,400	\$194,885
LESS DIRECT COSTS	(\$280,000)	(\$250,000)	(\$30,000)
GROSS PROFIT	\$623,285	\$458,400	\$164,885

ESTIMATED YTD \$2M REVENUE FROM NON-BUCCANEER STADIUM EVENTS: \$623,285

EVENT UPDATE
Estimate

EVENT: Monster Jam 2

EVENT NO: S-24-1600

DATE: 2/11/2024

ATTENDANCE: 30,199

	ESTIMATE	BUDGET	BUDGET VARIANCE
LICENSE FEE	\$218,667	\$185,000	\$33,667
CONCESSION FEE	\$206,794	\$206,700	\$94
PARKING	\$181,469	\$102,900	\$78,569
TOTAL REVENUES	\$606,930	\$494,600	\$112,330
LESS DIRECT COSTS	(\$240,000)	(\$250,000)	\$10,000
GROSS PROFIT	\$366,930	\$244,600	\$122,330
ESTIMATED YTD \$2M REVENUE FROM NON-BUCCANEER STADIUM EVENTS:	\$990,215		

TAMPA SPORTS AUTHORITY

 Print

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_2-16-24.pdf	RJS Schedule of Events	Exhibit
Amalie_Arena_Schedule_of_Events_as_of_02-15-24.pdf	Amalie Arena Schedule of Events	Exhibit
George_M_Steinbrenner_Field_Schedule_of_Events_as_of_02-15-24.pdf	George M. Steinbrenner Schedule of Events	Exhibit

RAYMOND JAMES STADIUM

SCHEDULE OF EVENTS



Feb 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		

February

24 7:00 PM Billy Joel and Sting

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

March

2 3:00 PM -5:00AM on March 3rd 2024 Relay for Life

9:00 AM Big Bounce America (South Property - Lot 8)

3 9:00 AM Big Bounce America (South Property - Lot 8)

8 9:00 AM Big Bounce America (South Property - Lot 8)

9 9:00 AM Big Bounce America (South Property - Lot 8)

10 9:00 AM Big Bounce America (South Property - Lot 8)

23 8:00 AM National Pediatric Cancer Foundation Walk, Run and Roll (North Property)

31 6:00 AM Grace Family Church Easter Service

Mar 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						

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
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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		

April

6 7:00 AM Special Olympics Sunshine Bowl

14 9:00 AM High Class Low Rider Show (North Property)

20 5:00 PM Kenny Chesney "Sun Goes Down 2024 Tour"

21 9:00 AM Tampa Caribbean Carnival Jouvert (North Property)

26 TBD - Breakaway Music Festival (North Property)

27 TBD - Breakaway Music Festival (North Property)

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
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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
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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						
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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

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"

August

14 7:00 PM Zach Bryan's "The Quittin Time Tour 24"

Jul 2024						
S	M	T	W	T	F	S
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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						
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11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

RAYMOND JAMES STADIUM

SCHEDULE OF EVENTS

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	

August

31 *TBD USF Bulls vs. Bethune-Cookman*

Jul 2024						
S	M	T	W	T	F	S
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13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

September

21 *TBD USF Bulls vs. Miami Hurricanes*

Feb 2024						
S	M	T	W	T	F	S
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4	5	6	7	8		

Aug 2024						
S	M	T	W	T	F	S
		1	2	3		
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Mar 2024						
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31						

Sep 2024						
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22	23	24	25	26	27	28
29	30					

Apr 2024						
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20	21	22	23	24	25	26
27	28	29	30			

Oct 2024						
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27	28	29	30	31		

May 2024						
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Nov 2024						
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Jun 2024						
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Dec 2024						
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22	23	24	25	26	27	28
29	30	31				

Amalie Arena

Schedule of Events

Feb 2024						
S	M	T	W	T	F	S
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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		

FEBRUARY

29 7:00 PM Tampa Bay Lightning vs. Buffalo Sabres

Aug 2024						
S	M	T	W	T	F	S
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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

MARCH

1 7:00 PM Lauren Daigle

2 7:00 PM Tampa Bay Lightning vs. Montreal Canadiens

7 7:00 PM Tampa Bay Lightning vs. Calgary Flames

9 7:00 PM Tampa Bay Lightning vs. Philadelphia Flyers

10 7:00 PM Enrique Iglesias, Ricky Martin, Pitbull

11 7:30 PM Burna Boy

14 7:00 PM Tampa Bay Lightning vs. New York Rangers

15 7:30 PM Tim McGraw

16 8:00 PM Tom Segura

21 7:00 PM Disney on Ice presents Frozen and Encanto

22 3:00 PM/7:00PM Disney On Ice presents Frozen and Encanto

23 11:00AM, 3:00PM and 7:00PM Disney on Ice presents Frozen and Encanto

24 11:00AM, 3:00PM and 6:30PM Disney on Ice presents Frozen and Encanto

27 7:30 PM Tampa Bay Lightning vs. Boston Bruins

30 7:00 PM Tampa Bay Lightning vs. New York Islanders

Mar 2024						
S	M	T	W	T	F	S
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3	4	5	6	7	8	9
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24	25	26	27	28	29	30
31						

Sep 2024						
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Apr 2024						
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28	29	30				

Oct 2024						
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May 2024						
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18	19	20	21	22	23	24
25	26	27	28	29	30	31

Nov 2024						
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24	25	26	27	28	29	30

Jun 2024						
S	M	T	W	T	F	S
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16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

Dec 2024						
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16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

APRIL

1 7:00 PM Tampa Bay Lightning vs. Detroit Red Wings

4 8:30 PM Madonna

9 7:00 PM Tampa Bay Lightning vs. Columbus Blue Jackets

11 7:00 PM Tampa Bay Lightning vs. Ottawa Senators

15 7:00 PM Tampa Bay Lightning vs. Buffalo Sabres

17 7:00 PM Tampa Bay Lightning vs. Toronto Maple Leafs

19 5:00 PM 98Rockfest

20 8:00 PM Gloria Trevi

26 8:00 PM Heart

Jul 2024						
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Jan 2025						
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Amalie Arena

Schedule of Events

Feb 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
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MAY

Aug 2024

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25	26	27	28	29	30	31

- 9** 7:30 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

Mar 2024

S	M	T	W	T	F	S
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17	18	19	20	21	22	23
24	25	26	27	28	29	30
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JUNE

Sep 2024

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29	30					

- 1** 7:00 PM Kane Brown
- 14** 7:30 PM Justin Timberlake
- 16** 7:00 PM Santana and Counting Crows
- 18** 7:00 PM Melanie Martinez
- 19** 7:00 PM Luis Miguel
- 30** 8:00 PM Pepe Aguilar

Apr 2024

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Oct 2024

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May 2024

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Nov 2024

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Jun 2024

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Dec 2024

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Jul 2024

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Jan 2025

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18	19	20	21	22	23	24
25	26	27	28	29	30	31



GEORGE M. STEINBRENNER FIELD

SCHEDULE OF EVENTS



Feb 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		

FEBRUARY

29 6:35 PM Miami Marlins vs. New York Yankees

Aug 2024

S	M	T	W	T	F	S
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Mar 2024

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24	25	26	27	28	29	30
31						

MARCH

1 6:35 PM Toronto Blue Jays vs. New York Yankees

3 1:05 PM Detroit Tigers vs. New York Yankees

6 1:05 PM Tampa Bay Rays vs. New York Yankees

7 6:35 PM Detroit Tigers(SS) vs. New York Yankees

9 1:05 PM Atlanta Braves vs. New York Yankees

11 1:05 PM Baltimore Orioles vs. New York Yankees(SS)

13 1:05 PM Boston Red Sox vs. New York Yankees

15 6:35 PM Pittsburgh Pirates vs. New York Yankees

16 1:05 PM Toronto Blue Jays vs. New York Yankees

18 1:05 PM Philadelphia Phillies vs. New York Yankees

20 6:35 PM Pittsburgh Pirates vs. New York Yankees

22 1:05 PM New York Mets vs. New York Yankees

23 1:05 PM Philadelphia Phillies vs. New York Yankees (SS)

25 1:05 PM New York Mets vs. New York Yankees

Sep 2024

S	M	T	W	T	F	S
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Apr 2024

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Oct 2024

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May 2024

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26	27	28	29	30	31	

APRIL

9 thru 4/13/24 - 6:30pm Dunedin vs. Tampa Tarpons

14 12:00 PM Dunedin vs. Tampa Tarpons

23 thru 4/27/24 - 6:30 PM Lakeland vs. Tarpon Tarpons

28 12:00 PM Lakeland vs. Tampa Tarpons

Nov 2024

S	M	T	W	T	F	S
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Jun 2024

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Dec 2024

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29	30	31				

MAY

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

Jul 2024

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Jan 2025

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Feb 2024						
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Mar 2024						
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Apr 2024						
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May 2024						
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Jun 2024						
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Jul 2024						
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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

MAY

19 12:00 PM Bradenton vs. Tampa Tarpons

JUNE

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

23 12:00 PM Palm Beach vs. Tampa Tarpons

JULY

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

AUGUST

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

SEPTEMBER

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

8 12:00 PM Dunedin vs. Tampa Tarpons

Aug 2024						
S	M	T	W	T	F	S
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11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Sep 2024						
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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Oct 2024						
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13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Nov 2024						
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10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

Dec 2024						
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21	22	23	24	25	26	27
28	29	30	31			

Jan 2025						
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12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

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 - February 2024

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

Strategic Plan:

Background:

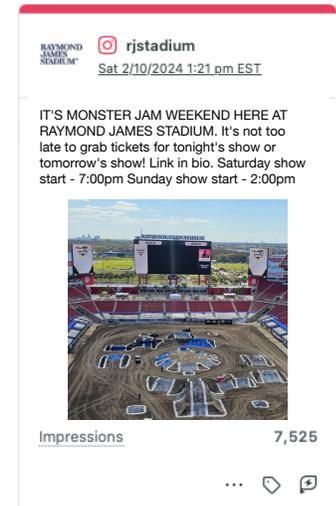
ATTACHMENTS:		
Name:	Description:	Type:
Social Media Analytics - February 2024.pdf	Social Media Analytics - February 2024	Executive Summary

TOP

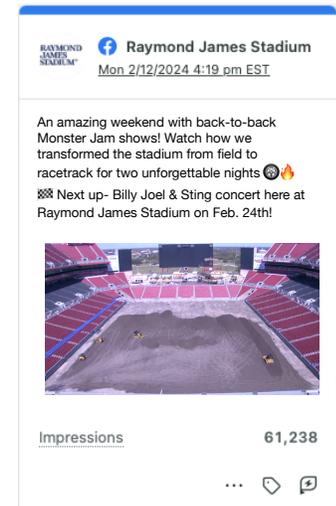
The top X post from Raymond James Stadium was the “Four days away” post for the Billy Joel/Sting concert. This post got 883 engagements.



The top Instagram post from Raymond James Stadium was the “ITS MONSTER JAM WEEKEND” post. This post got 7,525 engagements.



The top Facebook post from Raymond James Stadium was the Time Lapse Monster Jam post. This post got 61,238 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

Growth in followers on all Social Media

Performance Summary

View your key profile performance metrics from the reporting period.

Impressions

4,980,405 ↘ 64.1%

Engagements

181,556 ↘ 78.1%

Post Link Clicks

454 ↘ 68%

Engagement Rate (per Impression)

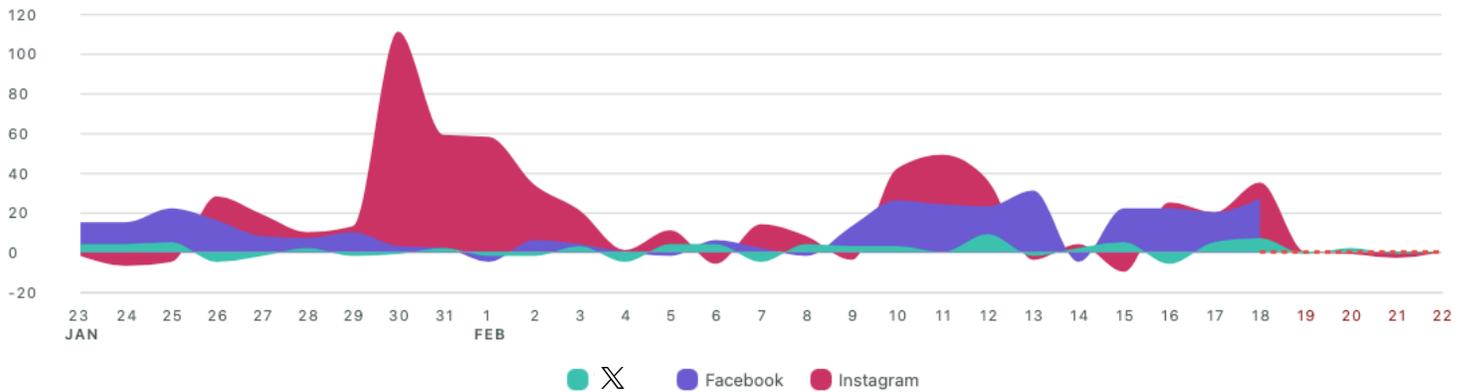
3.6% ↘ 38.9%

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:

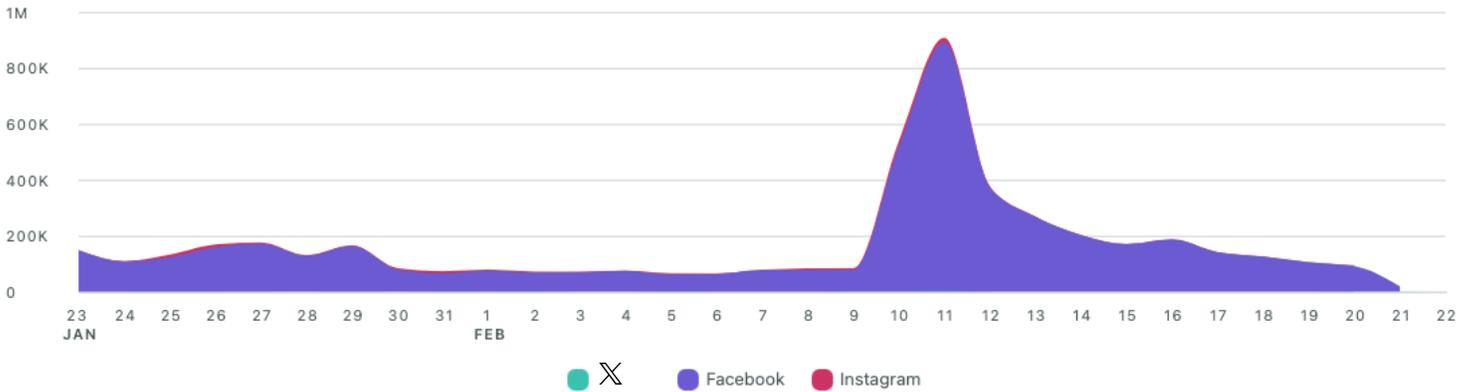
RAYMOND JAMES STADIUM | TAMPA SPORTS AUTHORITY
BABE ZAHARIAS GOLF COURSE | ROCKY POINT GOLF COURSE | ROGERS PARK GOLF COURSE | HILLSBOROUGH COUNTY TOURNAMENT
SPORTSPLEX

Total Impressions across all Social Media

Impressions

Review how your content was seen across networks during the reporting period.

Impressions, 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
Mon 2/12/2024 4:19 pm EST

An amazing weekend with back-to-back Monster Jam shows! Watch how we transformed the stadium from field to racetrack for two unforgettable nights 🎆🔥🏆 Next up- Billy Joel & Sting concert here at Raymond James Stadium on Feb. 24th!



Impressions 61,238

Raymond James Stadium
Thu 1/25/2024 9:00 am EST

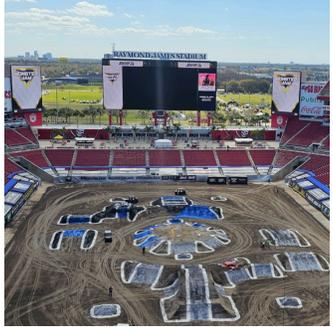
The countdown is on! 30 days from now these seats will be filled with fans ready to see Billy Joel & Sting for an unforgettable one night only concert here at Raymond James Stadium! Which songs do you hope



Impressions 19,412

Raymond James Stadium
Sat 2/10/2024 1:20 pm EST

IT'S MONSTER JAM WEEKEND HERE AT RAYMOND JAMES STADIUM. It's not too late to grab tickets for tonight's show or tomorrow's show! Link in bio. Saturday show start - 7:00pm Sunday show start - 2:00pm



Impressions 10,307

Raymond James Stadium
Thu 1/25/2024 5:11 pm EST

Titus O'Neil and WWE came to our stadium team store today for #RoyalRumble Weekend! Come by tomorrow at 2pm to see Omos. On Saturday, January 27, Tropicana Field is hosting the 37th Royal Rumble and on Monday, January 29, Amalie Arena is hosting an episode of Monday Night Raw. Shop WWE merchandise all weekend here at our team store!



Impressions 8,203

Raymond James Stadium
Fri 1/26/2024 4:15 pm EST

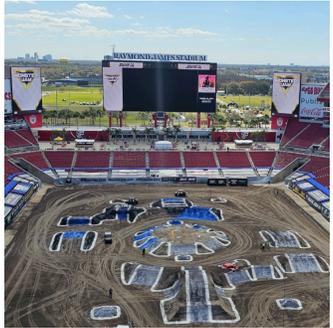
Omos and WWE were back at our stadium team store today for #RoyalRumble Weekend! Come by tonight at 5pm to see Big Bronson Reed and tomorrow at 10:15am for Tyler, Big E, and Truth. On Saturday, January 27, Tropicana Field is hosting the 37th Royal Rumble and on Monday, January 29, Amalie Arena is hosting an episode of Monday Night Raw. Shop WWE merchandise all weekend here at our team store!



Impressions 8,045

rjstadium
Sat 2/10/2024 1:21 pm EST

IT'S MONSTER JAM WEEKEND HERE AT RAYMOND JAMES STADIUM. It's not too late to grab tickets for tonight's show or tomorrow's show! Link in bio. Saturday show start - 7:00pm Sunday show start - 2:00pm



Impressions 7,525

BEST PERFORMING CONTENT:

TAMPA SPORTS AUTHORITY



Tampa Sports Authority
Thu 2/15/2024 3:41 pm EST

#RJSTours



Impressions 755



Tampa Sports Authority
Wed 1/31/2024 1:06 pm EST

We're beyond hyped to be dropping the first ever lineup for Breakaway Tampa presented by @celsiusofficial 🍷 We'll catch you at Raymond James Stadium on April 26-27 🎫 Fam Club presale starts tomorrow at 10am ET and general tickets go on sale Friday, 2/2 at 10am ET.



Impressions 697



Tampa Sports Authority
Thu 2/1/2024 3:38 pm EST

#RJSTours



Impressions 659



Tampa Sports Authority
Thu 2/15/2024 1:07 pm EST

#RJSTours

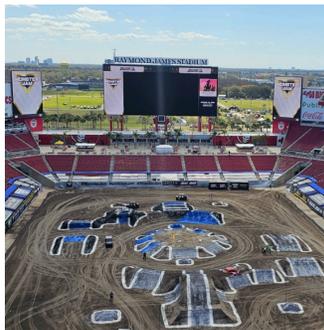


Impressions 523



Tampa Sports Authority
Sat 2/10/2024 1:20 pm EST

IT'S MONSTER JAM WEEKEND HERE AT RAYMOND JAMES STADIUM. It's not too late to grab tickets for tonight's show or tomorrow's show! Link in bio. Saturday show start - 7:00pm Sunday show start - 2:00pm



Impressions 474



Tampa Sports Authority
Wed 1/31/2024 3:43 pm EST

#RJSTours



Impressions 459



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:
☐ <u>LA Board Summary - Gulf Coast Invitational 2.9-11.24.docx</u>	LA Board Summary - Gulf Coast Invitational 2.9-11.24	Executive Summary
☐ <u>LA Board Summary - CDL Showcase 2.16-18.24.docx</u>	LA Board Summary - CDL Showcase 2.16-18.24	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 January 22, 2024.

Type of License Agreement:	13 Fields
Licensee Agreement Purpose:	Soccer Tournament
Licensee:	Soccer Management Company
Name of Event:	Gulf Coast Invitational
Date(s) of Event:	February 9-11, 2024
Time of Event:	8:00 am – 7:00 pm
License Fee:	\$11,050.00 plus Direct event-related expenses
Concessions:	\$5,049.00
Vendor Fees:	\$5,033.00
Parking:	\$0
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 February 9, 2024.

Type of License Agreement:	13 Fields
Licensee Agreement Purpose:	Soccer Tournament
Licensee:	Club Directors League
Name of Event:	CDL Showcase
Date(s) of Event:	February 16-18, 2024
Time of Event:	8:00 am – 10:00 pm
License Fee:	\$8,925.00 plus Direct event-related expenses
Concessions:	\$1,530.00
Vendor Fees:	\$400.00
Parking:	\$6,600.00
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 Master SportsPlex Event Numbers and Calendar 2-22-2024.pdf	SportsPlex Calendar	Executive Summary

Championship SportPlex of Tampa Bay - Event Schedule

2023-24

EVENT	DATE	FIELDS	Est. Attendees Per Day
Soccer	March 2-3, 2024	15	3,000
Soccer	March 14-17, 2024	15	6,000
Football	March 23-24, 2024	12	6,000
Rugby	March 29-31 , 2024	15	7,000
Soccer	April 6-7, 2024	8	4,000
Soccer	April 13-14, 2024	15	3,000
Football	April 20-21, 2024	8	5,000
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

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: 3/26/2024: 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: 3/26/2024: Executive Committee Meeting @ Immediately following Finance Committee, TSA Boardroom (if needed)

Summary:

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 Print

Meeting Date:

Title: 3/28/2024: Golf Committee Meeting @ 12pm, TSA Boardroom

Summary:

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		

TAMPA SPORTS AUTHORITY

 **Print**

Meeting Date:

Title: 4/2/2024: Board Meeting @ 4:00pm, TSA Boardroom

Summary:

Strategic Plan:

Background:

ATTACHMENTS:		
Name:	Description:	Type:
No Attachments Available		