

2022



BUDGET



A message from the

PRESIDENT/CEO

ERIC D. HART, CVE



I AM PLEASED TO PRESENT THE RECOMMENDED OPERATING AND CAPITAL BUDGET FOR FISCAL YEAR 2022. THIS BUDGET WAS DEVELOPED BY STAFF AND INCLUDED A REVIEW BY THE CITY OF TAMPA FINANCE STAFF AND THE AUTHORITY'S FINANCE COMMITTEE. AS WITH PREVIOUS BUDGET YEARS, THE AUTHORITY CONTINUES TO PLACE AN EMPHASIS ON REVENUE GENERATION AND CAPITAL IMPROVEMENTS AT THE COURSES AND THIS BUDGET CONTINUES TO REFLECT THIS PHILOSOPHY.

WHILE THE COVID-19 PANDEMIC HAS HAD A SIGNIFICANT IMPACT THROUGHOUT AUTHORITY OPERATIONS, THE GOLF OPERATIONS FINANCIAL POSITION HAS IMPROVED CONSIDERABLY DURING THE CURRENT FISCAL YEAR. THIS BUDGET REFLECTS THIS IMPROVED FINANCIAL PERFORMANCE AS WE ARE ANTICIPATING CONTINUED REVENUE GROWTH IN THE COMING FISCAL YEAR. THE AUTHORITY FINANCIAL EXPECTATIONS SET IN THE 2021 APPROVED BUDGET ARE

ANTICIPATED TO BE SURPASSED BY MORE THAN \$1 MILLION. THIS IS DUE TO A COMBINATION OF FACTORS INCLUDING FAVORABLE WEATHER CONDITIONS, CONSISTENT COURSE CONDITIONS, A RENEWED INTEREST IN GOLF ALONG WITH A HIGHER DAILY RATE COLLECTED AT EACH COURSE. AS PART OF THE RENEWED INTEREST IN GOLF, WE HAVE EXPERIENCED A BROADER AND YOUNGER DEMOGRAPHIC REINTRODUCED TO THE GAME AT OUR COURSES. THIS BUDGET REFLECTS OUR CONTINUED BELIEF THAT THIS TREND WILL CONTINUE BEYOND THE IMPACTS OF THE PANDEMIC.

WHILE WE ARE PROJECTING THE AUTHORITY COURSES WILL OPERATE AT A DEFICIT DURING THE CURRENT FISCAL YEAR, WE HAVE SEEN A SIGNIFICANT REDUCTION IN THE OPERATING SUBSIDY NEEDED FROM THE CITY OF TAMPA. THIS BUDGET CONTINUES TO BE BASED ON PRACTICES OF BUDGETING FOR CASHFLOW SUFFICIENCY TO ENSURE THE COURSES CAN ENDURE ADVERSE WEATHER CONDITIONS OR OTHER UNFORESEEN EVENTS WITHOUT THE NEED TO REQUEST ADDITIONAL MID-YEAR FUNDING FROM THE CITY OF TAMPA. IN BUDGETING THIS WAY, WHEN FAVORABLE CONDITIONS DO OCCUR, THE AUTHORITY WILL GENERATE AN OPERATING SURPLUS THAT CAN BE USED AS FUTURE YEAR'S CASH RESERVE OR TO OFFSET FUTURE OPERATING OR CAPITAL REQUESTS. AUTHORITY MANAGEMENT CONTINUES TO MODIFY OUR BUSINESS PLAN FOR THE GOLF COURSES, ALLOWING US TO ADAPT TO CHANGES WITHIN THE OPERATING ENVIRONMENT, SIMILAR TO PRIVATELY OPERATED GOLF COURSES.

IN AN EFFORT TO IMPROVE CUSTOMER RETENTION, A NEW LOYALTY PROGRAM WILL LAUNCH ON SEPTEMBER 1, 2021. THIS NEW PROGRAM WILL MAKE OUR EXISTING REWARDS 365 LOYALTY PROGRAM MORE FLEXIBLE AND ROBUST. REWARDS 365 GIVES THE GOLFER OPPORTUNITIES TO EARN POINTS TOWARDS FREE GOLF BY MAKING MERCHANDISE, EQUIPMENT AND FOOD AND BEVERAGE PURCHASES. THE POSITIVE IMPACT OF REWARDS 365 IS REFLECTED IN THIS BUDGET.

RESPECTFULLY,

Eric D. Hart

TO PLAN, DEVELOP, PROMOTE AND MAINTAIN A COMPREHENSIVE COMPLEX OF SPORTS AND RECREATION FACILITIES FOR THE USE AND ENJOYMENT OF THE CITIZENS OF TAMPA AND HILLSBOROUGH COUNTY.

**MISSION
STATEMENT**

**OUR
ROLE**

TO PROVIDE ECONOMIC DEVELOPMENT AND ENHANCE THE QUALITY OF LIFE THROUGH SPORTS AND RECREATION.

PROVIDING SPORTS & ENTERTAINMENT
TO THE TAMPA BAY AREA

**VISION
STATEMENT**

ABOUT THE AUTHORITY

THE TAMPA SPORTS AUTHORITY IS AN INDEPENDENT SPECIAL DISTRICT, CREATED BY THE FLORIDA LEGISLATURE IN 1965, TO CONSTRUCT AND MANAGE SPORTS AND RECREATIONAL FACILITIES IN HILLSBOROUGH COUNTY. THE AUTHORITY'S VISION IS TO PROVIDE ECONOMIC DEVELOPMENT AND ENHANCE THE QUALITY OF LIFE THROUGH SPORTS AND RECREATION. THE AUTHORITY HAS NO TAXING POWER, BUT RATHER ACTS AS AN ENTERPRISE FUND UTILIZING USER-FEES TO SUBSIDIZE ITS OPERATING COSTS. AS A RESULT, ALL OF ITS MAJOR CAPITAL CONSTRUCTION PROJECTS, FROM THE ORIGINAL TAMPA STADIUM, GOLF COURSES, HILLSBOROUGH COUNTY TOURNAMENT SPORTSPLEX, AMALIE ARENA, GEORGE STEINBRENNER FIELD AND RAYMOND JAMES STADIUM HAVE BEEN ACCOMPLISHED BY WORKING CLOSELY WITH THE APPROVALS AND FINANCIAL SUPPORT OF HILLSBOROUGH COUNTY AND THE CITY OF TAMPA.

BABE ZAHARIAS, ROGERS PARK AND ROCKY POINT ARE MUNICIPAL GOLF COURSES OWNED BY THE CITY OF TAMPA. THE AUTHORITY HAS MANAGED THESE COURSES SINCE THE MID-1970'S, WITH THE EXPRESSED MISSION OF MAINTAINING REASONABLY LOW PRICES FOR THE BENEFIT OF THE GOLFING PUBLIC. WE HAVE HOSTED APPROXIMATELY 108,000 GOLFERS IN FY 2021. PROVIDED WITHIN THIS REPORT IS A SURVEY OF RATES FROM SEVERAL LOCAL PUBLIC COURSES THAT SHOWS THE AUTHORITY CONTINUES TO OFFER SOME OF THE LOWEST GREEN FEE RATES IN THE REGION.

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ORGANIZATIONAL CHART



ERIC D. HART, CVE
PRESIDENT/CEO



VP GOLF OPERATIONS
KENNIE SIMS



BABE ZAHARIAS
DIRECTOR OF GOLF
(VACANT)



ROCKY POINT
DIRECTOR OF GOLF
JIM GARRISON



ROGERS PARK
DIRECTOR OF GOLF
TJ HEIDEL

TAMPA SPORTS AUTHORITY BOARD OF DIRECTORS



ANDY JOE SCAGLIONE
CHAIRMAN
BOCC APPOINTEE



MARK S. WOODARD
VICE CHAIRMAN
CITY APPOINTEE



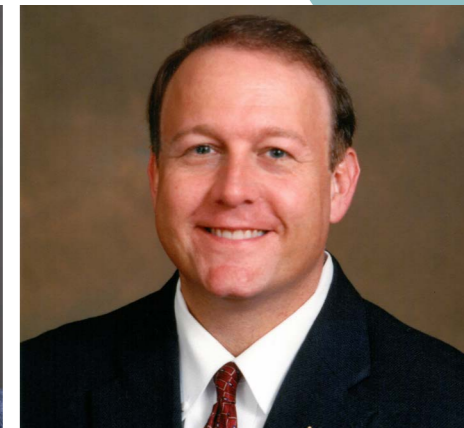
THOMAS SCOTT
SECRETARY/TREASURER
CITY APPOINTEE



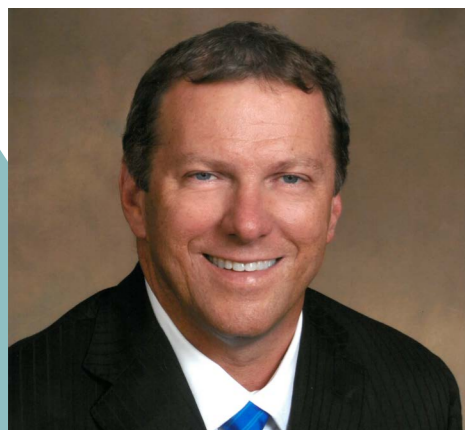
DON DEFOSSET
GOVERNOR'S APPOINTEE



HON. ORLANDO GUDES
CITY COUNCILMAN



HON. KEN HAGAN
COUNTY COMMISSIONER



JOHN JAEB
CITY APPOINTEE



PATRICK MANTEIGA
BOCC APPOINTEE



TONY MUNIZ
BOCC APPOINTEE



PENNY PARKS
BOCC APPOINTEE



LUCIANO PRIDA, JR.
CITY APPOINTEE



**PRESIDENT/CEO
ERIC D. HART, CVE**

UPCOMING EVENTS

THANKSGIVING DAY GOLF AND DINNER

NOVEMBER 25, 2021
ROCKY POINT GOLF COURSE

SENIOR MENS AMATEUR

DECEMBER 4-5, 2021
ROGERS PARK GOLF COURSE

MEN'S CITY AMATEUR CHAMPIONSHIP

DECEMBER 4-5, 2021
ROGERS PARK GOLF COURSE

WOMEN'S CITY OPEN CHAMPIONSHIP

DECEMBER 4-5, 2021
ROGERS PARK GOLF COURSE

CHRISTMAS DINNER AND GOLF

DECEMBER 25, 2021
ROCKY POINT GOLF COURSE

BABE DAY

JUNE 25, 2022
BABE ZAHARIAS GOLF COURSE



CONTRIBUTION REQUESTS

THIS YEAR'S ANTICIPATED OPERATING AND MAINTENANCE (O&M) EXPENSES OUTLINED IN THIS DOCUMENT REQUIRE THE AUTHORITY TO REQUEST A CONTRIBUTION OF \$1,673,691 FROM THE CITY FOR FY-2022 CONTRACTUAL OBLIGATIONS. THIS CONTRIBUTION IS BASED ON AN OPERATIONAL SUBSIDY OF \$1,073,691 AND PROJECTED CAPITAL COSTS OF \$600,000. THE AUTHORITY HAS AN EXISTING INTERLOCAL AGREEMENT WITH THE CITY OF TAMPA WHICH STATES THE CITY SHALL BE RESPONSIBLE FOR ANY CAPITAL IMPROVEMENTS OR OPERATING SHORTFALLS REALIZED BY THE COURSES.

REVENUE ASSUMPTIONS FOR FY 2022:

TOTAL OPERATING REVENUES FOR FY22 ARE BUDGETED AT \$3,137,402. THIS IS \$259,881 MORE THAN FY21 BUDGET. DURING FY21, OPERATING REVENUES ARE PROJECTED TO BE \$1,090,051 BETTER THAN BUDGET, PRIMARILY DUE TO FAVORABLE WEATHER CONDITIONS, CONSISTANT COURSE CONDITIONS, A HIGHER DAILY RATE COLLECTED AND THE RESURGANCE IN THE INTEREST IN GOLF INTRODUCED BY THE COVID PANDEMIC.

ADVERSE WEATHER REVENUE LOSSES WERE INCORPORATED THROUGHOUT THE BUDGET IN LIEU OF PROJECTING A SPECIFIC MONTH WHERE ADVERSE WEATHER WILL AFFECT REVENUES. THE PAST TWO YEARS HAVE PRODUCED NEAR PERFECT WEATHER CONDITIONS, AND THEREFORE SHOULD CAUTIOUSLY BE USED AS A POINT OF COMPARISON.

DURING FY21, THE THREE COURSES ARE PROJECTED TO COMBINE FOR 108,000 PAID ROUNDS OF GOLF. THIS REPRESENTS AN INCREASE OF 16,000 ROUNDS OVER FY20. DURING THE PANDEMIC WE WERE ABLE TO RE-EVALUATE OUR RATE STRUCTURE, BASED ON INCREASED DEMAND, OUR GREEN FEE PRICES HAVE CONTINUED TO RISE. OUR DECISIONS TO RAISE PRICES ARE EVALUATED FREQUENTLY AND COMPARED TO LOCAL COMPETITORS. THE DINING ROOM, KITCHEN AND BATHROOM RENOVATION AT BABE ZAHARIAS WAS COMPLETED IN NOVEMBER 2020. THE IMPROVEMENTS HAVE RESULTED IN AN IMPROVED FOOD AND BEVERAGE EXPERIENCE AT THAT COURSE- WE ARE EAGER TO FULLY OPTIMIZE THESE FACILITIES UPON THE LIFTING OF COVID RESTRICTIONS. THE USE OF DYNAMIC PRICING AND THE LOYALTY REWARDS PROGRAM CONTINUE TO SHOW A POSITIVE IMPACT ON GREEN FEE REVENUES. WE WILL CONTINUE TO EITHER REDUCE RATES OR INCREASE RATES DURING NON-PEAK AND PEAK TIMEFRAMES TO MAXIMIZE REVENUES.

IN MARKETING, WE HAVE SUCCESSFULLY REDESIGNED OUR LOYALTY PROGRAM TO INCLUDE MERCHANDISE, EQUIPMENT AND FOOD AND BEVERAGE INCENTIVES. REWARDS 365 HAS GROWN TO OVER 2500 MEMBER FAMILIES. WE OFFER TWO MAJOR GIFT CARD PROGRAMS, "DADS AND GRADS" – MAY THRU JUNE; AND "GIVE \$25 GET \$5" NOVEMBER THRU DECEMBER. BOTH PROGRAMS WERE SIGNIFICANTLY HAMPERED DURING THE PANDEMIC. BASED ON THE PREVIOUS SUCCESS OF THESE PROGRAMS, WE FORECAST A REBOUND IN DEMAND. OUR NEW POINT OF SALE PLATFORM, GOLFNOW G1-SMARTPLAY ALLOWS FOR MANY NEW MODERN FEATURES INCLUDING PRE-PAYMENTS AND CONTACTLESS CHECK IN. WE WILL PROMOTE INITIATIVES UTILIZING A MULTI LAYERED APPROACH CONSISTING OF EMAIL, TEXT, AD DISPLAYS, SIGNAGE, GEOFENCING, AND SOCIAL MEDIA.

CONTRIBUTION REQUESTS

EXPENSE ASSUMPTIONS FOR FY 2022:

1. TOTAL EXPENSES FOR FY21 ARE BUDGETED AT \$4,211,093. THIS IS \$117,945 MORE THAN FY21 BUDGET. DURING FY21 EXPENSES ARE PROJECTED TO BE \$38,898 MORE THAN 2021 BUDGET, DUE TO VARIABLE EXPENSES RELATED TO STRONG REVENUES.
2. BUDGETED FULL-TIME SALARY NUMBERS INCLUDE A 4.15% COLA INCREASE AND AN AVERAGE 1.27% MERIT INCREASE.
3. IMPACT OF 15.6% MINIMUM WAGE INCREASE IS INCORPORATED INTO THE PART-TIME LABOR BUDGET. RESULTING IN AN OVERALL ESTIMATED IMPACT OF \$77,102.
4. HEALTH INSURANCE WAS INCREASED MAGINALLY TO OFFSET THE IMPACT OF EMPLOYEE PLAN CHANGES AND PROPOSED PRICING INCREASES IN THE COUNTY'S PLAN.
5. INCREASE IN IN OVERALL (NON-HEALTH) INSURANCE COSTS, AS INSURANCE COVERAGES FOR THE FACILITIES WERE MORE THAN ORIGINALLY BUDGETED, DUE TO WEAKNESS IN THE INSURANCE MARKET AND ADDITIONAL PREMIUM RELATED TO STRONG REVENUES.
6. RETIREMENT COSTS (RATES DETERMINED INDEPENDENT OF THE AUTHORITY) HAVE INCREASED 8%

	2021 BUDGET	2021 PROJECTED	2022 BUDGET
OPERATING REVENUES	\$ 2,877,521	\$ 3,967,572	\$ 3,137,402
OPERATING EXPENSES	\$ 4,093,148	\$ 4,132,046	\$ 4,211,093
OPERATING PROFIT/(LOSS)	\$ (1,215,627)	\$ (164,474)	\$ (1,073,691)
CAPITAL EXPENDITURES	\$ (597,750)	\$ (597,750)	\$ (600,000)
PROFIT/(LOSS) INCLUDING CAPITAL	\$ (1,813,377)	\$ (762,224)	\$ (1,673,691)
BUDGETED CITY OF TAMPA CONTRIBUTION	\$ 1,813,377	\$ 1,813,377	\$ 1,673,691
BUDGET SURPLUS/(DEFECIT)	\$ 0	\$ 1,051,153	\$ 0

BUDGET NOTES

1. **ACCRUAL ACCOUNTING:** THE AUTHORITY'S GOLF COURSE BUDGET IS PRESENTED ON AN ACCRUAL BASIS. MONTHLY FINANCIAL STATEMENTS ALONG WITH BUDGET DOCUMENTS ARE PRESENTED ON A FULL ACCRUAL BASIS OF ACCOUNTING.
2. **TOTAL CITY OF TAMPA CONTRIBUTION:** CONTRIBUTION AMOUNT IS A SUM OF PRESENT YEAR OPERATIONAL PROFITS/ (LOSSES) AND CAPITAL INVESTMENTS.
3. **"DUE TO" AMOUNTS:** NO "DUE TO" AMOUNTS ARE PRESENT BETWEEN THE GOLF COURSES AND RAYMOND JAMES STADIUM. "DUE TO'S" BETWEEN THE INDIVIDUAL GOLF COURSES ARE PRESENT THROUGHOUT THE YEAR BUT ARE RECONCILED QUARTERLY AND ZERO BALANCED AT FISCAL YEAR-END.
4. **DEPRECIATION:** DEPRECIATION HAS BEEN INCLUDED IN THE AUTHORITY'S AUDITED FINANCIAL STATEMENTS. THE AUTHORITY HAS WORKED WITH THE CITY ADMINISTRATION AND AUTHORITY AUDITORS TO DETERMINE THAT DEPRECIATION EXPENSE FOR THE COURSE IS BETTER SUITED TO BE REPRESENTED ON THE AUTHORITY'S ANNUAL FINANCIAL AUDIT. DEPRECIATION IS NOT INCLUDED IN ANY FINANCIAL REQUESTS FROM THE AUTHORITY TO THE CITY OF TAMPA SINCE IT IS A NON-CASH OCCURRENCE WITHIN THE FINANCIAL STATEMENTS. DEPRECIATION WILL NOT BE INCLUDED IN THE MONTHLY FINANCIAL STATEMENT FOR EASE OF READING BUT WILL BE INCLUDED IN THE YEAR END AUDITED FINANCIAL STATEMENTS.
5. **SALARIES:** WAGES INCLUDE FULL-TIME, PART-TIME AND OVER-TIME ESTIMATES AND CORRESPONDING BENEFITS SUCH AS SOCIAL SECURITY, RETIREMENT AND HEALTH INSURANCE.
6. **CAPITAL COSTS:** REIMBURSEMENT FOR PROPOSED CAPITAL COSTS IS PROVIDED BY THE CITY OF TAMPA NET OF ANY OPERATING SURPLUS.
7. **INCOME TAX:** THE AUTHORITY IS A GOVERNMENTAL AGENCY AND THEREFORE EXEMPT FROM FEDERAL AND STATE INCOME TAXES UNDER PROVISIONS OF THE INTERNAL REVENUE CODE AND THE FLORIDA INCOME TAX CODE, RESPECTIVELY. THERE ARE NO PROVISIONS FOR INCOME TAXES IN THE BUDGET.



GOLF OPERATIONS REVENUE & EXPENSES

	BABE ZAHARIAS			ROCKY POINT		
	2021 BUDGET	2021 FORECAST	2022 BUDGET	2021 BUDGET	2021 FORECAST	2022 BUDGET
OPERATING REVENUE						
GOLF FEES	\$ 622,414	\$ 814,057	\$ 656,429	\$ 835,814	\$ 1,196,881	\$ 949,817
MERCHANDISE	\$ 47,715	\$ 64,086	\$ 47,715	\$ 89,196	\$ 168,088	\$ 105,378
FOOD & BEVERAGE	\$ 123,847	\$ 130,172	\$ 123,847	\$ 195,816	\$ 235,861	\$ 195,816
EVENT REVENUE	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
MEMBERSHIPS	\$ 29,200	\$ 31,978	\$ 29,200	\$ 36,227	\$ 63,672	\$ 48,000
DRIVING RANGE	\$ 0	\$ 0	\$ 0	\$ 62,842	\$ 156,398	\$ 113,500
TOTAL OPERATING REVENUES	\$ 823,176	\$ 1,040,292	\$ 857,190	\$ 1,219,895	\$ 1,820,900	\$ 1,412,511
OPERATING EXPENSES						
COST OF MERCHANDISE SOLD	\$ 34,470	\$ 45,678	\$ 34,470	\$ 67,258	\$ 123,277	\$ 80,204
COST OF FOOD & BEVERAGE	\$ 58,083	\$ 52,233	\$ 58,083	\$ 92,138	\$ 85,620	\$ 92,138
EVENT EXPENSES	\$ 0	\$ 0	\$ 0	\$ 0	\$ 313	\$ 0
CLUBHOUSE OPERATIONS	\$ 391,271	\$ 381,275	\$ 413,499	\$ 464,328	\$ 508,444	\$ 506,314
COURSE MAINTENANCE	\$ 568,610	\$ 565,190	\$ 569,557	\$ 587,830	\$ 582,116	\$ 587,830
GENERAL AND ADMINISTRATIVE	\$ 219,829	\$ 204,309	\$ 223,865	\$ 239,085	\$ 226,967	\$ 247,236
RANGE SUPPLIES	\$ 0	\$ 0	\$ 0	\$ 5,500	\$ 10,092	\$ 5,500
TOTAL OPERATING EXPENSES	\$ 1,272,264	\$ 1,248,685	\$ 1,299,474	\$ 1,456,137	\$ 1,536,828	\$ 1,519,220
OPERATING (LOSS)/GAIN BEFORE CONTRIBUTION	\$ (449,088)	\$ (208,393)	\$ (442,284)	\$ (236,242)	\$ 284,072	\$ (106,709)
NON-OPERATING REVENUES (EXPENSES)	\$ 0	\$ 20	\$ 0	\$ 0	\$ 66	\$ 0
OPERATING & NON-OPERATING (LOSS)/GAIN BEFORE GRANTS AND CONTRIBUTIONS	\$ (449,088)	\$ (208,374)	\$ (442,284)	\$ (236,242)	\$ 284,139	\$ (106,709)
OPERATING CONTRIBUTION	\$ 449,088	\$ 449,088	\$ 442,284	\$ 236,242	\$ 236,242	\$ 106,709
OPERATING GAIN(LOSS) AFTER CONTRIBUTIONS	\$ 0	\$ 240,694	\$ 0	\$ 0	\$ 520,314	\$ 0
CAPITAL EXPENDITURES FUNDED BY THE CITY	\$ 178,450	\$ 178,450	\$ 78,000	\$ 150,500	\$ 150,500	\$ 239,000

GOLF OPERATIONS REVENUE & EXPENSES

	ROGERS PARK			TOTALS BY FISCAL YEAR		
	2021 BUDGET	2021 FORECAST	2022 BUDGET	2021 BUDGET	2021 FORECAST	2022 BUDGET
OPERATING REVENUE						
	\$ 574,218	\$ 780,780	\$ 597,207	\$ 2,032,446	\$ 2,791,717	\$ 2,203,452
	\$ 71,036	\$ 112,831	\$ 73,877	\$ 207,946	\$ 345,005	\$ 226,970
	\$ 114,073	\$ 82,208	\$ 118,636	\$ 433,736	\$ 448,241	\$ 438,299
	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
	\$ 25,020	\$ 33,077	\$ 26,021	\$ 90,447	\$ 128,727	\$ 103,221
	\$ 50,103	\$ 97,484	\$ 51,960	\$ 112,945	\$ 253,883	\$ 165,460
	\$ 834,450	\$ 1,106,380	\$ 867,701	\$ 2,877,521	\$ 3,967,572	\$ 3,137,402
OPERATING EXPENSES						
	\$ 51,471	\$ 81,590	\$ 53,530	\$ 153,199	\$ 250,545	\$ 168,204
	\$ 53,164	\$ 41,777	\$ 55,290	\$ 203,384	\$ 179,629	\$ 205,510
	\$ 0	\$ 0	\$ 0	\$ 0	\$ 313	\$ 0
	\$ 453,973	\$ 433,941	\$ 467,948	\$ 1,309,572	\$ 1,323,659	\$ 1,387,760
	\$ 583,099	\$ 577,996	\$ 583,099	\$ 1,739,539	\$ 1,725,302	\$ 1,740,486
	\$ 217,541	\$ 205,608	\$ 227,033	\$ 676,455	\$ 636,884	\$ 698,133
	\$ 5,500	\$ 5,621	\$ 5,500	\$ 11,000	\$ 15,712	\$ 11,000
	\$ 1,364,747	\$ 1,346,533	\$ 1,392,399	\$ 4,093,148	\$ 4,132,046	\$ 4,211,093
OPERATING (LOSS)/GAIN BEFORE CONTRIBUTION	\$ (530,297)	\$ (240,153)	\$ (524,699)	\$ (1,215,627)	\$ (164,474)	\$ (1,073,691)
NON-OPERATING REVENUES (EXPENSES)	\$ 0	\$ 74	\$ 0	\$ 0	\$ 160	\$ 0
OPERATING & NON-OPERATING (LOSS)/GAIN BEFORE GRANTS AND CONTRIBUTIONS	\$ (530,297)	\$ (240,078)	\$ (524,699)	\$ (1,215,627)	\$ (164,314)	\$ (1,073,691)
OPERATING CONTRIBUTION	\$ 530,297	\$ 530,297	\$ 524,699	\$ 1,215,627	\$ 1,215,627	\$ 1,073,691
OPERATING GAIN(LOSS) AFTER CONTRIBUTIONS	\$ 0	\$ 290,145	\$ 0	\$ 0	\$ 1,051,153	\$ 0
CAPITAL EXPENDITURES FUNDED BY THE CITY	\$ 268,800	\$ 268,800	\$ 283,000	\$ 597,750	\$ 597,750	\$ 600,000

CAPITAL PROJECTS

FY 2021

BABE ZAHARIAS GOLF CART BATTERY REPLACEMENT



THE ENTIRE BABE ZAHARIAS FLEET OF SEVENTY (70) GOLF CARTS WERE EQUIPPED WITH NEW BATTERIES, WITH THE PURPOSE OF EXTENDING THE LIFE OF THE FLEET.

ROGERS PARK PRO SHOP RENOVATION



THE ROGERS PARK PRO SHOP RECEIVED NEW DRYWALL AND SLATWALL, GIVING THE MERCHANDISING AREA A NEW MODERN LOOK.

ROCKY POINT CLUBHOUSE DOORS



ALL THREE (3) CLUBHOUSE ENTRANCE DOORS WERE REPLACED, GIVING A CLEAN LOOK AS YOU ENTER THE BUILDING.

2021 CAPITAL PROJECTS SUMMARY

BABE ZAHARIAS	\$	178,450
ROCKY POINT	\$	150,500
ROGERS PARK	\$	268,800
TOTAL	\$	597,750

PROPOSED CAPITAL PROJECT BUDGET

FY 2022

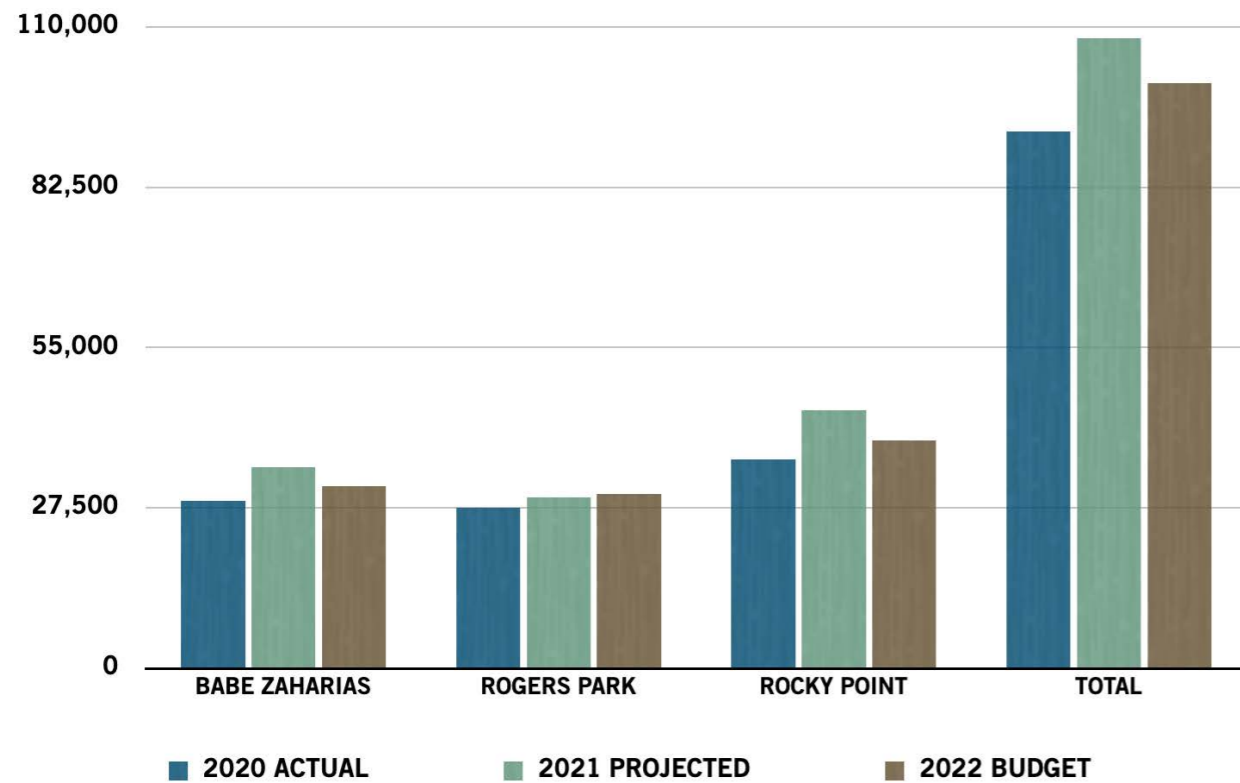
2022 PROPOSED CAPITAL PROJECTS

	BABE ZAHARIAS	ROCKY POINT	ROGERS PARK
GOLF COURSE IMPROVEMENTS	\$ 45,000	\$ 36,000	\$ 25,000
CLUBHOUSE IMPROVEMENTS	\$ 0	\$ 170,000	\$ 225,000
MAINTENANCE AND CART BUILDING	\$ 8,000	\$ 8,000	\$ 8,000
CONTINGENCY PROJECTS	\$ 25,000	\$ 25,000	\$ 25,000
TOTALS	\$ 78,000	\$ 239,000	\$ 283,000



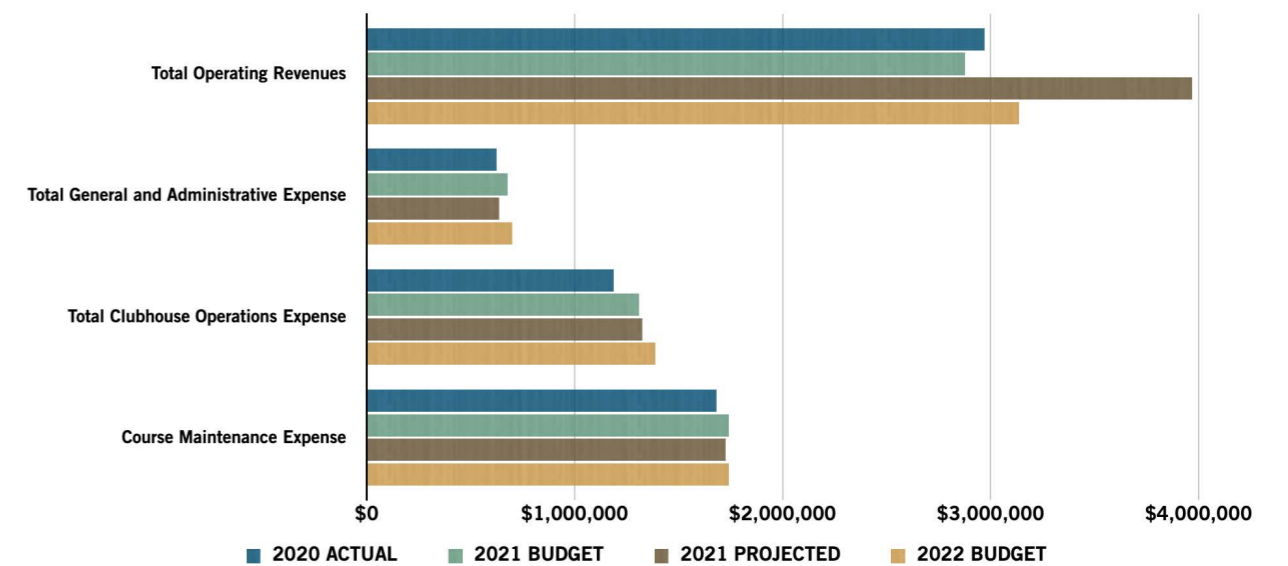
PAID PLAYER COMPARISON

PAID PLAYERS COMPARISON			
	FY 2020 ACTUAL	FY 2021 PROJECTED	FY 2022 BUDGET
BABE ZAHARIAS	28,681	34,514	31,262
ROGERS PARK	27,485	29,343	29,959
ROCKY POINT	35,846	44,209	39,072
TOTAL	92,012	108,066	100,293



REVENUE & EXPENSE COMPARISONS

	2020 ACTUAL	2021 BUDGET	2021 PROJECTED	2022 BUDGET
TOTAL OPERATING REVENUES	\$ 2,970,235	\$ 2,877,521	\$ 3,967,572	\$ 3,137,402
TOTAL GENERAL ADMINISTRATIVE EXPENSE	\$ 623,736	\$ 676,455	\$ 636,884	\$ 698,133
TOTAL CLUBHOUSE OPERATIONS EXPENSE	\$ 1,186,431	\$ 1,309,572	\$ 1,323,659	\$ 1,387,760
COURSE MAINTENANCE EXPENSE	\$ 1,680,756	\$ 1,739,539	\$ 1,725,302	\$ 1,740,486



GREEN FEES

COMPARISON

SUMMER WEEKEND

GOLF COURSE	AM	PM	TWILIGHT
SCOTLAND YARDS	24.00	24.00	24.00
ROGERS PARK SENIOR	28.84	26.05	18.60
BABE ZAHARIAS SENIOR	28.84	26.05	18.60
TARPON SPRING G.C.	29.00	26.00	22.00
RIVERSIDE	29.91	23.26	18.60
SILVERADO	30.00	30.00	30.00
SILVER DOLLAR	30.00	25.00	25.00
ROGERS PARK TSA	30.70	27.91	20.47
ROCKY POINT SENIOR	30.70	26.98	21.40
BABE ZAHARIAS TSA CARD	30.70	27.91	20.47
EAST BAY	32.00	25.00	25.00
TARPON WOODS	32.00	27.00	24.00
ROCKY POINT TSA CARD	32.56	28.84	23.26
LAKE BERNADETTE	33.00	28.00	18.70
USF	34.00	27.00	27.00
THE GROVES	34.00	25.00	17.00
TAMPA BAY GOLF	35.32	32.10	32.10
ROGERS PARK REGULAR	35.35	30.70	23.26
BABE ZAHARIAS REGULAR	35.35	30.70	23.36
MANGROVE BAY	36.00	36.00	26.00
PEBBLE CREEK	37.95	32.95	27.95
CHI CHI RODROGUEZ	39.00	39.00	29.00
CLEARWATER	39.95	39.95	29.95
HERITAGE HARBOR	40.00	35.00	28.00
NORTHDALE	40.00	32.00	25.00
COVE CAY	40.00	40.00	40.00
ROCKY POINT REGULAR	41.86	34.42	27.91
PLANTATION PALMS	42.95	37.95	32.95
SUMMERFIELD	43.00	32.00	27.00
LEXINGTON OAKS	43.00	36.00	28.00
HERITAGE ISLE	44.65	37.21	25.12
MACDILL PALMS NORTH	45.00	45.00	27.50
DIAMOND HILL	45.00	42.00	32.00
DUNEDIN CC	45.99	36.99	32.00
WENTWORTH	47.00	40.00	24.95
EAGLES FOREST	49.00	39.00	22.00
SEMINOLE LAKE	49.00	49.00	34.00
LANSBROOK	49.00	39.00	32.00
CLUB RENAISSANCE	50.00	50.00	35.00
MACDILL PALMS SOUTH	50.00	50.00	27.50
CRESCENT OAKS	50.00	39.00	24.00
BLOOMINGDALE	52.00	42.00	32.00
TEMPLE TERRACE	55.00	55.00	55.00
SADDLEBROOK	55.00	55.00	55.00
FOX HOLLOW	55.00	55.00	39.00
BARDMOOR	69.00	64.00	32.00
SADDLEBROOK PALMER	75.00	75.00	75.00
WESTCHASE	89.00	74.00	48.00
LAKE JOVITA NORTH	99.00	79.00	79.00
LAKE JOVITA SOUTH	99.00	79.00	79.00
TPC OF TAMPA BAY	135.00	115.00	75.00

GREEN FEES

COMPARISON

SUMMER WEEKDAY

GOLF COURSE	AM	PM	TWILIGHT
SCOTLAND YARDS	24.00	24.00	24.00
SUMMERFIELD	25.00	25.00	25.00
SILVERADO	25.00	25.00	25.00
SILVER DOLLAR	25.00	21.00	21.00
LAKE BERNADETTE	25.00	25.00	18.70
ROGERS PARK SENIOR	25.12	24.19	18.60
BABE ZAHARIAS SENIOR	25.12	24.19	18.60
ROGERS PARK TSA	26.98	25.12	20.47
BABE ZAHARIAS TSA CARD	26.98	25.12	20.47
RIVERSIDE	27.91	23.26	18.60
THE GROVES	29.00	23.00	17.00
TARPON SPRING G.C.	29.00	26.00	22.00
USF	30.00	25.00	25.00
WENTWORTH	30.42	27.37	22.95
ROCKY POINT SENIOR	31.63	26.98	23.26
HERITAGE HARBOR	32.00	28.00	25.00
TARPON WOODS	32.00	27.00	26.00
ROCKY POINT TSA CARD	32.56	27.91	23.26
PEBBLE CREEK	32.95	29.95	22.95
NORTHDALE	33.00	27.00	23.00
ROGERS PARK REGULAR	33.49	27.91	23.26
BABE ZAHARIAS REGULAR	33.49	27.91	23.36
CHI CHI RODROGUEZ	34.00	29.00	27.00
EAST BAY	35.00	32.00	32.00
TAMPA BAY GOLF	35.31	32.10	32.10
MANGROVE BAY	36.00	36.00	26.00
PLANTATION PALMS	37.95	32.95	27.95
LEXINGTON OAKS	38.00	32.00	25.00
EAGLES FOREST	39.00	29.00	22.00
SEMINOLE LAKE	39.00	39.00	34.00
LANSBROOK	39.00	35.00	29.00
ROCKY POINT REGULAR	39.07	34.42	27.91
HERITAGE ISLE	39.07	32.56	23.26
CLEARWATER	39.95	39.95	29.95
DIAMOND HILL	40.00	37.00	27.00
COVE CAY	40.00	40.00	40.00
BLOOMINGDALE	42.00	36.00	31.00
MACDILL PALMS NORTH	45.00	45.00	27.50
TEMPLE TERRACE	45.00	45.00	45.00
FOX HOLLOW	45.00	45.00	34.00
CRESCENT OAKS	45.00	34.00	24.00
DUNEDIN CC	45.99	36.99	32.00
CLUB RENAISSANCE	48.00	48.00	35.00
MACDILL PALMS SOUTH	50.00	50.00	27.50
SADDLEBROOK	55.00	55.00	55.00
BARDMOOR	64.00	59.00	32.00
WESTCHASE	65.00	63.00	40.00
SADDLEBROOK PALMER	75.00	75.00	75.00
LAKE JOVITA NORTH	79.60	69.50	69.50
LAKE JOVITA SOUTH	79.60	69.50	69.50
TPC OF TAMPA BAY	115.00	105.00	75.00

GREEN FEES

COMPARISON

SEASONAL WEEKEND

GOLF COURSE	AM	PM	TWILIGHT
SCOTLAND YARDS	28.00	28.00	24.00
BABE ZAHARIAS SENIOR	29.49	26.73	20.28
BABE ZAHARIAS TSA CARD	30.41	27.65	22.12
LAKE BERNADETTE	32.72	32.72	19.08
ROCKY POINT SENIOR	33.18	28.57	24.88
USF	34.00	27.00	27.00
ROCKY POINT TSA CARD	34.10	29.49	25.81
SILVERADO	35.00	30.00	22.00
ROGERS PARK SENIOR	35.02	32.26	24.88
TARPON WOODS	36.00	32.00	27.00
BABE ZAHARIAS REGULAR	36.87	31.34	24.88
ROGERS PARK TSA	36.87	34.10	26.13
SILVER DOLLAR	37.00	28.00	28.00
THE GROVES	38.00	30.00	30.00
PEBBLE CREEK	39.95	34.95	24.95
NORTHDALE	40.00	32.00	25.00
TARPON SPRING G.C.	40.00	31.00	26.00
ROGERS PARK REGULAR	41.47	36.81	29.49
MACDILL PALMS NORTH	42.00	42.00	27.50
LEXINGTON OAKS	43.00	36.00	28.00
EAST BAY	43.00	39.00	32.00
ROCKY POINT REGULAR	44.24	39.68	30.41
HERITAGE ISLE	44.29	36.44	24.88
HERITAGE HARBOR	45.00	39.00	29.00
RIVERSIDE	45.00	40.00	40.00
CHI CHI RODRIGUEZ	45.00	35.00	32.00
SUMMERFIELD	48.00	48.00	27.00
DIAMOND HILL	48.00	43.00	35.00
CLEARWATER	49.95	49.95	49.95
MACDILL PALMS SOUTH	50.00	50.00	27.50
PLANTATION PALMS	50.00	44.00	38.00
MANGROVE BAY	50.00	50.00	32.50
LANSBROOK	54.00	42.00	32.00
WENTWORTH	54.95	44.95	29.95
TEMPLE TERRACE	55.00	55.00	55.00
BLOOMINGDALE	57.20	37.80	37.80
DUNEDIN CC	58.00	58.00	40.00
CLUB RENAISSANCE	59.00	59.00	35.00
CRESCENT OAKS	59.95	49.95	39.95
EAGLES FOREST	65.00	55.00	29.00
COVE CAY	65.00	60.00	32.00
SADDLEBROOK PALMER	75.00	75.00	75.00
SADDLEBROOK	75.00	75.00	75.00
BARDMOOR	76.00	70.00	32.00
SEMINOLE LAKE	84.00	74.00	54.00
FOX HOLLOW	91.00	58.50	58.50
LAKE JOVITA NORTH	99.00	79.00	45.00
LAKE JOVITA SOUTH	99.00	79.00	45.00
TPC OF TAMPA BAY	205.00	160.00	95.00

GREEN FEES

COMPARISON

SEASONAL WEEKDAY

GOLF COURSE	AM	PM	TWILIGHT
BABE ZAHARIAS SENIOR	27.65	25.81	20.28
SCOTLAND YARDS	28.00	28.00	24.00
BABE ZAHARIAS TSA CARD	28.57	6.13	22.12
NORTHDALE	29.99	27.99	25.99
SILVERADO	30.00	28.00	22.00
USF	30.00	25.00	25.00
ROGERS PARK SENIOR	31.34	30.41	24.88
ROCKY POINT SENIOR	31.94	26.73	23.04
ROCKY POINT TSA CARD	32.26	27.65	23.04
LAKE BERNADETTE	32.72	32.72	19.02
ROGERS PARK TSA CARD	33.18	31.34	26.13
THE GROVES	34.00	28.00	28.00
PEBBLE CREEK	34.95	29.95	24.95
BABE ZAHARIAS REGULAR	35.02	29.49	24.88
TARPON WOODS	36.00	32.00	27.00
SILVER DOLLAR	37.00	28.00	28.00
LEXINGTON OAKS	38.00	32.00	25.00
HERITAGE ISLE	38.70	32.25	23.04
ROCKY POINT REGULAR	38.71	34.10	27.65
HERITAGE HARBOR	39.00	36.00	28.00
ROGERS PARK REGULAR	39.63	34.10	29.49
CHI CHI RODRIGUEZ	40.00	30.00	27.00
TARPON SPRING G.C.	40.00	31.00	26.00
MACDILL PALMS NORTH	42.00	42.00	27.50
BLOOMINGDALE	42.00	36.00	36.00
LANSBROOK	42.00	38.00	31.00
DIAMOND HILL	43.00	39.00	29.00
EAST BAY	43.00	39.00	32.00
SUMMERFIELD	44.00	44.00	26.00
PLANTATION PALMS	44.00	38.00	33.00
TEMPLE TERRACE	45.00	45.00	45.00
RIVERSIDE	45.00	40.00	40.00
CRESCENT OAKS	49.95	39.95	29.95
WENTWORTH	49.95	39.95	24.95
CLEARWATER	49.95	39.95	39.95
MACDILL PALMS SOUTH	50.00	50.00	27.50
MANGROVE BAY	50.00	50.00	32.50
EAGLES FOREST	55.00	45.00	29.00
DUNEDIN CC	58.00	58.00	40.00
CLUB RENAISSANCE	59.00	59.00	35.00
COVE CAY	65.00	60.00	32.00
SADDLEBROOK PALMER	75.00	75.00	75.00
SADDLEBROOK	75.00	75.00	75.00
BARDMOOR	76.00	70.00	32.00
LAKE JOVITA NORTH	79.00	69.00	45.00
LAKE JOVITA SOUTH	79.00	69.00	45.00
FOX HOLLOW	80.00	51.00	51.00
SEMINOLE LAKE	84.00	74.00	54.00
TPC OF TAMPA BAY	185.00	160.00	95.00

A close-up photograph of a white golf glove holding a white golf ball on a white tee. The background is a blurred green field. A yellow flag with the number 365 is visible in the upper left.

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The Sports Authority logo, featuring a stylized green and blue design with the text "SPORTSAUTHORITY" and "TAMPA SPORTS AUTHORITY" below it.



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GOLF COURSE

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GOLF COURSE

Babe Zaharias
GOLF COURSE

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