



2021

ANNUAL BUDGET



A MESSAGE FROM THE PRESIDENT/CEO



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

I AM PLEASED TO PRESENT THE RECOMMENDED OPERATING AND CAPITAL BUDGET FOR FISCAL YEAR 2021. THIS BUDGET WAS DEVELOPED WITH THE INVOLVEMENT OF STAFF MEMBERS 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 CAPITAL IMPROVEMENTS AT THE COURSES AND THIS BUDGET REFLECTS THIS PHILOSOPHY.

DUE TO THE CONTINUED DECREASE IN GOLF PARTICIPATION NATIONALLY, THIS BUDGET WAS DEVELOPED TO CONTINUE TO IMPROVE THE OVERALL FACILITIES AND CONDITIONS AT THE COURSES, WHILE REMAINING COGNIZANT OF THE ANNUAL OPERATING CONTRIBUTION FROM THE CITY OF TAMPA. GOLF OPERATIONS ARE PROJECTED TO EXCEED THE FINANCIAL

EXPECTATIONS SET IN THE 2020 APPROVED BUDGET BY \$260,845. THIS IS MOSTLY DUE TO FAVORABLE WEATHER CONDITIONS THROUGHOUT THE 2020 FISCAL YEAR AS WELL AS COMPARATIVELY FAVORABLE COURSE CONDITIONS. THE COVID-19 PANDEMIC DID CAUSE A DRAMATIC REDUCTION OF REVENUES FOR A 45-DAY PERIOD. AUTHORITY STAFF USED THAT TIME TO PREPARE THE COURSES FOR REOPENING, WITH AN EMPHASIS ON THE SAFETY OF OUR EMPLOYEES AND CUSTOMERS. SINCE THAT TIME WE HAVE BEEN VERY PLEASED TO SEE A RESURGENCE IN THE INTEREST OF GOLF. WE HAVE SEEN A BROADER AND YOUNGER DEMOGRAPHIC GET REINTRODUCED TO THE GAME AT OUR FACILITIES, WE ARE HOPEFUL THAT THIS IS A TREND THAT WILL CONTINUE WELL BEYOND THE IMPACTS OF THE PANDEMIC. WE ARE PLEASED TO BE A BRIGHT SPOT FOR THE COMMUNITY WHEN IT NEEDED IT MOST.

AT THIS TIME, THE AUTHORITY COURSES ARE OPERATING AT A DEFICIT. WE BUDGET WITH THE GOAL OF CASHFLOW SUFFICIENCY TO ENDURE ADVERSE WEATHER CONDITIONS OR OTHER UNFORESEEN EVENTS WITHOUT THE NEED TO REQUEST ADDITIONAL MID-YEAR FUNDING. 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 WAS LAUNCHED IN APRIL 2019. REWARDS 365 GIVES THE GOLFER OPPORTUNITIES TO EARN POINTS TOWARDS FREE GOLF BY MAKING MERCHANDISE AND FOOD AND BEVERAGE PURCHASES. THE POSITIVE IMPACT OF REWARDS 365 IS REFLECTED IN THIS BUDGET.

RESPECTFULLY,



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

TO FACILITATE THE CONSTRUCTION AND OPERATIONS OF NEEDED, USER-FEE SUPPORTED SPORTS AND RECREATIONAL FACILITIES. TO ENCOURAGE AND NOT COMPETE WITH THE PRIVATE SECTOR. "USER-FEE SUPPORTED" DISTINGUISHES US FROM A PARKS AND RECREATION DEPARTMENT.

OUR
ROLE

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

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 95,500 GOLFERS IN FY 2019. 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



TAMPA SPORTS AUTHORITY: EXECUTIVE TEAM (PICTURED RIGHT)

(L-R) MICKEY FARRELL (SR. VP OF STADIUM OPERATIONS), BOBBY SILVEST (VP OF MARKETING & COMMUNICATIONS), ERIC HART (PRESIDENT/CEO), DAVID BYRNE (VP OF FINANCE/ADMINISTRATION), REBECCA SKYLES (EXECUTIVE ASSISTANT TO CEO), KENNIE SIMS (VP OF GOLF OPERATIONS)



BOARD OF DIRECTORS



RANDY LARSON
CHAIRMAN



ANDREW SCAGLIONE
VICE CHAIRMAN



MARK S. WOODARD
SECRETARY/TREASURER



DON DEFOSSET



HON. ORLANDO GUDES



HON. KEN HAGAN



JOHN JAEB



VINCENT MARCHETTI



TONY MUNIZ



LUCIANO PRIDA, JR.



THOMAS SCOTT



ERIC D. HART, CVE
PRESIDENT/CEO

MARQUEE EVENTS

2019 CITY OF TAMPA MEN'S SENIOR AMATEUR CHAMPIONSHIP

ROGERS PARK- PAUL GRONDAHL WON THE 2019 CITY OF TAMPA MEN'S SENIOR AMATEUR CHAMPIONSHIP. PAUL SHOT 65-70 = 135 TO WIN BY ONE STROKE OVER MATT JACKSON. CONGRATULATIONS TO THE PLAYERS THAT WON THEIR RESPECTIVE FLIGHTS.



2019 TRADITIONAL THANKSGIVING AND CHRISTMAS DAY OUTING

ROCKY POINT- THE ANNUAL THANKSGIVING DAY SCRAMBLE AND CHRISTMAS DAY SCRAMBLE WERE ONCE AGAIN A ROUSING SUCCESS AT ROCKY POINT GOLF COURSE. COMBINED, THE EVENTS HOSTED 60 ATTENDEES. EVERYONE ENJOYED A WONDERFUL, TRADITIONAL THANKSGIVING AND CHRISTMAS BUFFET. EACH EVENT IS OPEN TO THE PUBLIC AND THE GOLF FORMAT IS A 4-MAN SCRAMBLE. GOLF IS NOT REQUIRED TO ENJOY THE DINNER.



CONTRIBUTION REQUESTS

THIS YEAR'S ANTICIPATED OPERATING AND MAINTENANCE (O&M) EXPENSES OUTLINED IN THIS DOCUMENT REQUIRE THE AUTHORITY TO REQUEST A CONTRIBUTION OF \$1,813,377 FROM THE CITY FOR NEXT YEAR'S CONTRACTUAL OBLIGATIONS. THIS CONTRIBUTION IS BASED ON AN OPERATIONAL SUBSIDY OF \$1,215,627 AND PROJECTED CAPITAL COSTS OF \$597,750. THE AUTHORITY HAS AN EXISTING INTERLOCAL AGREEMENT WITH THE CITY OF TAMPA WHICH STATES THE CITY SHALL BE RESPONSIBLE FOR ANY OPERATING SHORTFALLS REALIZED BY THE COURSES.

REVENUE ASSUMPTIONS FOR FY 2021:

1. TOTAL OPERATING REVENUES FOR FY21 ARE BUDGETED AT \$2,877,521. THIS IS \$13,417 MORE THAN FY20 BUDGET. DURING FY20, OPERATING REVENUES ARE PROJECTED TO BE \$49,962 WORSE THAN BUDGET, PRIMARILY DUE TO THE IMPACT OF THE COVID-19 REDUCTION IN OPERATIONS.

UNBUDGETED REVENUES HAVE BEEN REALIZED IN FY-2020 DUE TO THE ROGER'S PARK CELL PHONE TOWER, THESE REVENUES PROVIDE A BASELINE \$20,000 ANNUAL BENEFIT, INCREASABLE WITH ADDITIONAL PROVIDER COVERAGE, THIS DIFFERENTIAL ACCOUNTS FOR THE OVERALL YEAR-OVER-YEAR REVENUE BUDGET INCREASE.
2. 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.
3. DURING FY19, THE THREE COURSES COMBINED FOR 95,500 PAID ROUNDS OF GOLF. THIS REPRESENTS A DROP OF 300 ROUNDS OVER FY18. ROCKY POINT LOST 2,900 ROUNDS DURING THIS PERIOD, YET GREEN FEE REVENUES ROSE BY \$27,000. THIS IS ATTRIBUTED TO INCREMENTAL PRICE INCREASES, IMPROVEMENT IN CLUB RENTALS AND DRIVING RANGE SALES. AVERAGE REVENUE PER ROUND FOR ROGERS PARK IS FORECASTED TO INCREASE BY \$1.34 PER ROUND AND ROCKY POINT IS FORECASTED TO RISE \$0.69 PER ROUND. THE ONGOING DINING ROOM CONSTRUCTION PROJECT AT BABE ZAHARIAS HAS NEGATIVELY IMPACTED THE FOOD AND BEVERAGE REVENUES, THEREFORE REVENUES ARE FORECASTED TO DECLINE \$1.14 PER ROUND. THERE WAS A SMALL RATE INCREASE OF GREEN FEES AT THREE GOLF COURSES IN FY19 AND FY20. THE USE OF DYNAMIC PRICING AND THE NEW 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.
4. DURING FY20, A MAJOR RENOVATION TO THE DINING AREA AND KITCHEN WILL BE COMPLETED AT BABE ZAHARIAS GOLF COURSE. WE ANTICIPATE THIS PROJECT WILL RESULT IN AN INCREASE IN FOOD AND BEVERAGE SALES, HOWEVER WE DID NOT INCORPORATE AN INCREASE INTO OUR BUDGETED NUMBERS.
5. IN MARKETING, WE HAVE REDESIGNED OUR LOYALTY PROGRAM TO INCLUDE MERCHANDISE AND FOOD AND BEVERAGE INCENTIVES. WE OFFER TWO MAJOR GIFT CARD PROGRAMS, "DADS AND GRADS" – MAY THRU JUNE; AND "GIVE \$25 GET \$5" NOVEMBER THRU DECEMBER. BOTH PROGRAMS COMBINED BRING OVER \$25,000 IN GIFT CARD SALES ANNUALLY. WE WILL PROMOTE INITIATIVES UTILIZING A MULTI LAYERED APPROACH CONSISTING OF CABLE TELEVISION, RADIO, AND SOCIAL MEDIA.

CONTRIBUTION REQUESTS

BUDGET NOTES

EXPENSE ASSUMPTIONS FOR FY 2020:

1. TOTAL EXPENSES FOR FY21 ARE BUDGETED AT \$4,093,148. THIS IS \$11,179 LESS THAN FY20 BUDGET. DURING FY20 EXPENSES ARE PROJECTED TO BE \$310,807 LESS THAN 2020 BUDGET.
2. WE HAVE SUSPENDED THE IMPLEMENTATION OF OUR PERFORMANCE INCENTIVE PROGRAM; THEREFORE, THE BUDGETED NUMBERS INCLUDE A 0% COLA INCREASE AND A 0% MERIT INCREASE.
3. THE 2021 BUDGET INCLUDES \$14,000, FOR COVID RELATED FACILITY AND STAFF OPERATION COSTS RELATED TO KEEPING OUR OPERATIONS SAFE AND OPERATING THROUGHOUT THE FISCAL YEAR.
4. HEALTH INSURANCE WAS INCREASED BY 9% TO MITIGATE THE IMPACT OF EMPLOYEE PLAN CHANGES AND PROPOSED PRICING INCREASES IN THE COUNTY'S PLAN.
5. NO CHANGE IN OVERALL (NON-HEALTH) INSURANCE COSTS.
6. WE WILL MANAGE ANY INCREASES (WHICH ARE NOT EXPECTED) TO THE FLORIDA MINIMUM WAGE WITHIN OUR PROPOSED PART-TIME LABOR BUDGET.
7. RETIREMENT COSTS (RATES DETERMINED INDEPENDENT OF THE AUTHORITY) HAVE INCREASED 14%

	2020 BUDGET	2020 PROJECTED	2021 BUDGET
OPERATING REVENUES	\$ 2,864,104	\$ 2,814,142	\$ 2,877,521
OPERATING EXPENSES	\$ 4,104,327	\$ 3,793,520	\$ 4,093,148
OPERATING PROFIT/(LOSS)	\$ (1,240,223)	\$ (979,378)	(\$ 1,215,627)
CAPITAL EXPENDITURES	\$ (586,000)	\$ (586,000)	\$ (597,750)
PROFIT/(LOSS) INCLUDING CAPITAL	\$ (1,826,223)	\$ (1,565,378)	\$ (1,813,377)
BUDGETED CITY OF TAMPA CONTRIBUTION	\$ 1,826,223	\$ 1,826,223	\$ 1,813,377
BUDGET SURPLUS/(DEFECIT)	\$ 0	\$ 260,845	\$ 0

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		
	2020 BUDGET	2020 FORECAST	2021 BUDGET	2020 BUDGET	2020 FORECAST	2021 BUDGET
OPERATING REVENUE						
GOLF FEES	\$ 621,345	\$ 613,496	\$ 622,414	\$ 817,089	\$ 836,795	\$ 835,814
MERCHANDISE	\$ 47,715	\$ 42,296	\$ 47,715	\$ 89,196	\$ 81,166	\$ 89,196
FOOD & BEVERAGE	\$ 123,847	\$ 77,489	\$ 123,847	\$ 195,816	\$ 173,283	\$ 195,816
EVENT REVENUE	\$ 3,000	\$ 0	\$ 0	\$ 18,738	\$ 7,857	\$ 0
MEMBERSHIPS	\$ 29,200	\$ 25,490	\$ 29,200	\$ 36,227	\$ 36,756	\$ 36,227
DRIVING RANGE	\$ 0	\$ 0	\$ 0	\$ 62,842	\$ 64,450	\$ 62,842
TOTAL OPERATING REVENUES	\$ 825,107	\$ 761,914	\$ 823,176	\$ 1,219,908	\$ 1,200,307	\$ 1,219,895
OPERATING EXPENSES						
COST OF MERCHANDISE SOLD	\$ 34,470	\$ 31,624	\$ 34,470	\$ 67,258	\$ 58,571	\$ 67,258
COST OF FOOD & BEVERAGE	\$ 58,083	\$ 35,974	\$ 58,083	\$ 94,011	\$ 73,388	\$ 92,138
EVENT EXPENSES	\$ 2,541	\$ 0	\$ 0	\$ 10,755	\$ 3,378	\$ 0
CLUBHOUSE OPERATIONS	\$ 406,133	\$ 332,104	\$ 391,271	\$ 474,399	\$ 443,749	\$ 464,328
COURSE MAINTENANCE	\$ 563,037	\$ 550,328	\$ 568,610	\$ 582,256	\$ 568,459	\$ 587,830
GENERAL AND ADMINISTRATIVE	\$ 217,793	\$ 202,587	\$ 219,829	\$ 227,740	\$ 221,412	\$ 239,085
RANGE SUPPLIES	\$ 0	\$ 0	\$ 0	\$ 5,500	\$ 5,613	\$ 5,500
TOTAL OPERATING EXPENSES	\$ 1,282,056	\$ 1,152,616	\$ 1,272,264	\$ 1,461,919	\$ 1,374,569	\$ 1,456,137
OPERATING (LOSS)/GAIN BEFORE CONTRIBUTION	\$ (456,950)	\$ (390,702)	\$ (449,088)	\$ (242,011)	\$ (174,262)	\$ (236,242)
NON-OPERATING REVENUES (EXPENSES)	\$ 0	\$ 297	\$ 0	\$ 0	\$ 745	\$ 0
OPERATING & NON-OPERATING (LOSS)/GAIN BEFORE GRANTS AND CONTRIBUTIONS	\$ (456,950)	\$ (390,406)	\$ (449,088)	\$ (242,011)	\$ (173,516)	\$ (236,242)
OPERATING CONTRIBUTION	\$ 456,950	\$ 456,950	\$ 449,088	\$ 242,011	\$ 242,011	\$ 236,242
OPERATING GAIN (LOSS) AFTER CONTRIBUTIONS	\$ 0	\$ 66,248	\$ 0	\$ (0)	\$ 67,749	\$ (236,242)
CAPITAL EXPENDITURES FUNDED BY THE CITY	\$ 90,000	\$ 90,000	\$ 178,450	\$ 303,000	\$ 303,000	\$ 150,500

GOLF OPERATIONS REVENUE & EXPENSES

	ROGERS PARK			TOTALS BY FISCAL YEAR		
	2020 BUDGET	2020 FORECAST	2021 BUDGET	2020 BUDGET	2020 FORECAST	2021 BUDGET
OPERATING REVENUE						
GOLF FEES	\$ 554,218	\$ 621,507	\$ 574,218	\$ 1,992,652	\$ 2,071,798	\$ 2,032,446
MERCHANDISE	\$ 71,036	\$ 65,983	\$ 71,036	\$ 207,946	\$ 189,445	\$ 207,946
FOOD & BEVERAGE	\$ 114,073	\$ 94,368	\$ 114,073	\$ 433,736	\$ 345,140	\$ 433,736
EVENT REVENUE	\$ 4,639	\$ 797	\$ 0	\$ 26,377	\$ 8,654	\$ 0
MEMBERSHIPS	\$ 25,020	\$ 20,602	\$ 25,020	\$ 90,447	\$ 82,847	\$ 90,447
DRIVING RANGE	\$ 50,103	\$ 48,664	\$ 50,103	\$ 112,945	\$ 113,114	\$ 112,945
TOTAL OPERATING REVENUES	\$ 819,089	\$ 851,921	\$ 834,450	\$ 2,864,104	\$ 2,814,142	\$ 2,877,521
OPERATING EXPENSES						
COST OF MERCHANDISE SOLD	\$ 51,471	\$ 46,165	\$ 51,471	\$ 153,199	\$ 136,360	\$ 153,199
COST OF FOOD & BEVERAGE	\$ 53,628	\$ 48,009	\$ 53,164	\$ 205,722	\$ 157,370	\$ 203,384
EVENT EXPENSES	\$ 2,939	\$ 307	\$ 0	\$ 16,235	\$ 3,684	\$ 0
CLUBHOUSE OPERATIONS	\$ 462,565	\$ 403,118	\$ 453,973	\$ 1,343,097	\$ 1,178,972	\$ 1,309,572
COURSE MAINTENANCE	\$ 577,525	\$ 562,321	\$ 583,099	\$ 1,722,817	\$ 1,681,107	\$ 1,739,539
GENERAL AND ADMINISTRATIVE	\$ 206,724	\$ 200,481	\$ 217,541	\$ 652,256	\$ 624,480	\$ 676,455
RANGE SUPPLIES	\$ 5,500	\$ 5,934	\$ 5,500	\$ 11,000	\$ 11,547	\$ 11,000
TOTAL OPERATING EXPENSES	\$ 1,360,351	\$ 1,266,335	\$ 1,364,747	\$ 4,104,327	\$ 3,793,520	\$ 4,093,148
OPERATING (LOSS)/GAIN BEFORE CONTRIBUTION	\$ (541,262)	\$ (414,414)	\$ (530,297)	\$ (1,240,223)	\$ (979,378)	\$ (1,215,627)
NON-OPERATING REVENUES (EXPENSES)	\$ 0	\$ 1,344	\$ 0	\$ 0	\$ 2,386	\$ 0
OPERATING & NON-OPERATING (LOSS)/GAIN BEFORE GRANTS AND CONTRIBUTIONS	\$ (541,262)	\$ (413,070)	\$ (530,297)	\$ (1,240,223)	\$ (976,992)	\$ (1,215,627)
OPERATING CONTRIBUTION	\$ 541,262	\$ 541,262	\$ 530,297	\$ 1,240,223	\$ 1,240,223	\$ 1,215,627
OPERATING GAIN (LOSS) AFTER CONTRIBUTIONS	\$ (0)	\$ 126,848	\$ 0	\$ (0)	\$ 260,845	\$ 0
CAPITAL EXPENDITURES FUNDED BY THE CITY	\$ 193,000	\$ 193,000	\$ 268,800	\$ 586,000	\$ 586,000	\$ 597,750

CAPITAL PROJECTS

FY 2020

BABE ZAHARIAS GRILL RENOVATION

THE ENTIRE DINING AREA, KITCHEN AND BATHROOMS WERE COMPLETELY RENOVATED. THIS RENOVATION INCLUDED NEW FLOORING, FURNITURE, BAR AND LIGHTING UPGRADES AND ADDITION OF SIX (6) HD TVS.



ROGERS PARK CART PATHS

THE CART PATHS AT ROGERS PARK WERE REPAVED THROUGHOUT THE GOLF COURSE. AN ADDITIONAL GOLF CART PARKING AREA WAS ADDED NEAR THE DRIVING RANGE.



ROCKY POINT WELLS

THE ROCKY POINT IRRIGATION SYSTEM WAS IMPROVED BY RENOVATING SEVERAL RECHARGE WELLS AND BY ADDING TWO NEW LARGER WELLS. THIS PROJECT WILL ALLOW US TO IMPROVE THE QUALITY OF WATER BEING DRAWN TO IRRIGATE THE GOLF COURSE.



2020 CAPITAL PROJECTS SUMMARY

BABE ZAHARIAS	\$	119,300
ROCKY POINT	\$	273,250
ROGERS PARK	\$	193,450
TOTAL	\$	586,000

PROPOSED CAPITAL PROJECTS

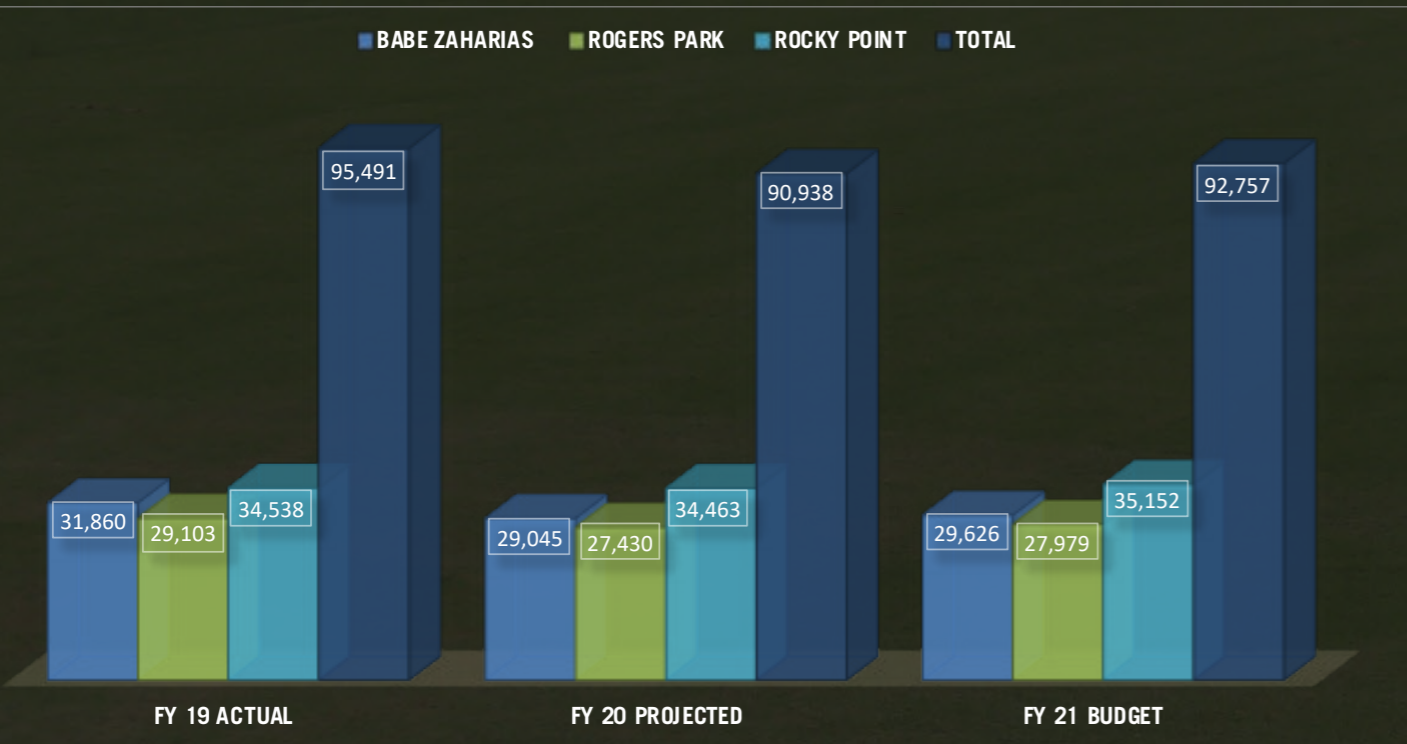
FY 2021

2021 PROPOSED CAPITAL PROJECTS

	BABE ZAHARIAS	ROCKY POINT	ROGERS PARK
GOLF COURSE IMPROVEMENTS	\$ 27,000	\$ 25,000	\$ 63,000
CLUBHOUSE IMPROVEMENTS	\$ 132,450	\$ 27,500	\$ 186,800
MAINTENANCE AND CART BUILDING	\$ 9,000	\$ 88,000	\$ 9,000
CONTINGENCY PROJECTS	\$ 10,000	\$ 10,000	\$ 10,000
TOTALS	\$ 178,450	\$ 150,500	\$ 268,800

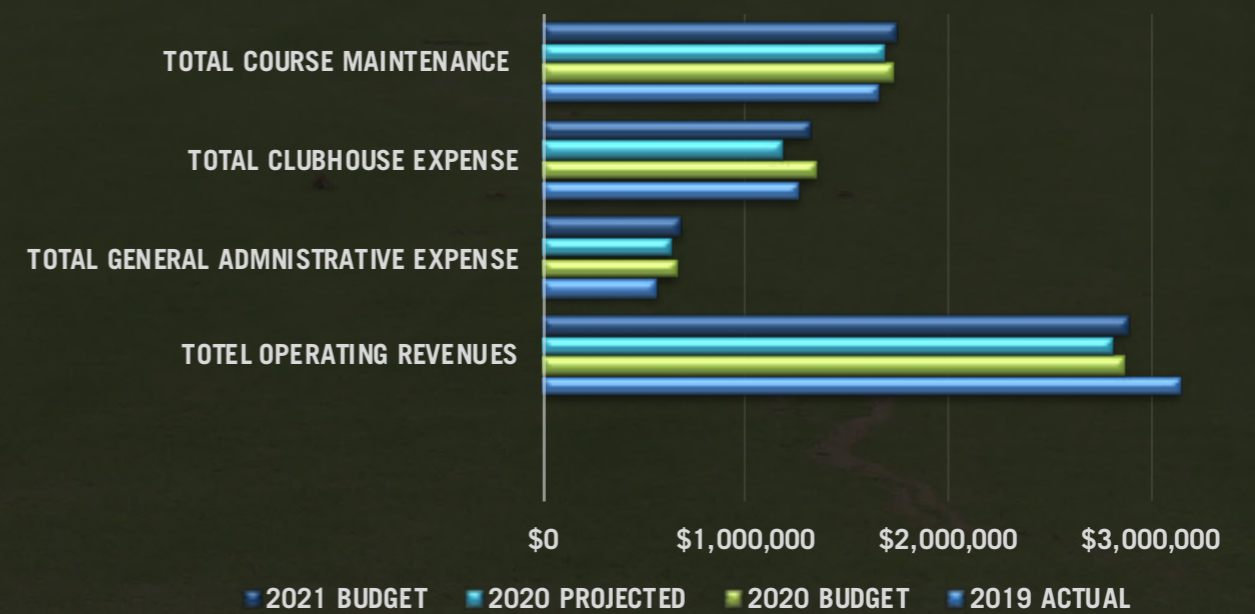
PAID PLAYER COMPARISON

PAID PLAYERS COMPARISON			
	FY 19 ACTUAL	FY 20 PROJECTED	FY 21 BUDGET
BABE ZAHARIAS	31,860	29,045	29,626
ROGERS PARK	29,103	27,430	27,979
ROCKY POINT	34,538	34,463	35,152
TOTAL	95,491	90,938	92,757



REVENUE & EXPENSE COMPARISONS

	2019 ACTUAL	2020 BUDGET	2020 PROJECTED	2021 BUDGET
TOTAL OPERATING REVENUES	\$ 3,138,514	\$ 2,864,104	\$ 2,814,142	\$ 2,877,521
TOTAL GENERAL ADMINISTRATIVE EXPENSE	\$ 555,215	\$ 652,256	\$ 624,480	\$ 676,455
TOTAL CLUBHOUSE OPERATIONS EXPENSE	\$ 1,258,541	\$ 1,343,097	\$ 1,178,972	\$ 1,309,572
COURSE MAINTENANCE EXPENSE	\$ 1,650,773	\$ 1,722,817	\$ 1,681,107	\$ 1,739,539



GREEN FEES COMPARISON

SEASONAL WEEKEND

GOLF COURSE	AM	PM	TWILIGHT
MACDILL PALMS NORTH	20.00	20.00	20.00
SCOTLAND YARDS	25.00	20.00	20.00
BABE ZAHARIAS SENIOR	28.57	25.81	18.42
THE GROVES	30.00	26.00	26.00
BABE ZAHARIAS TSA CARD	30.41	27.65	20.28
ROCKY POINT SENIOR	30.41	27.64	21.19
ROGERS PARK SENIOR	30.41	27.65	20.28
ROCKY POINT TSA CARD	31.33	29.49	23.04
USF	32.00	28.00	28.00
ROGERS PARK TSA	32.26	29.49	22.12
SILVERADO	35.00	33.00	25.00
BABE ZAHARIAS REGULAR	35.02	30.41	23.04
SILVER DOLLAR	36.00	28.00	22.00
TARPON WOODS	36.00	31.00	26.00
LAKE BERNADETTE	36.50	33.00	28.00
ROGERS PARK REGULAR	36.87	32.26	24.88
TAMPA BAY GOLF	37.00	33.00	20.00
ROCKY POINT REGULAR	38.70	34.10	25.80
EAST BAY	39.00	35.00	35.00
PEBBLE CREEK	39.95	34.95	29.95
PLANTATION PALMS	39.95	34.95	29.95
NORTHDALE	40.00	32.00	25.00
TARPON SPRING G.C.	40.00	31.00	25.00
DIAMOND HILL	42.00	36.00	29.00
RIVERSIDE	42.40	37.79	23.04
HERITAGE HARBOR	43.00	37.00	27.00
LEXINGTON OAKS	43.00	36.00	28.00
APOLLO BCH GOLF & SEA	45.00	35.00	35.00
CHI CHI RODRIGUEZ	45.00	38.00	33.00
SUMMERFIELD	47.00	37.00	26.00
HERITAGE ISLE	48.00	40.00	27.00
BLOOMINGDALE	49.00	39.00	24.00
LANSBROOK	49.00	39.00	31.00
CLEARWATER	49.95	44.00	37.00
MACDILL PALMS SOUTH	50.00	50.00	50.00
MANGROVE BAY	52.00	43.00	43.00
CRESCENT OAKS	54.95	44.95	29.95
WENTWORTH	54.95	44.95	29.95
DUNEDIN CC	56.00	56.00	35.00
CLUB RENAISSANCE	59.00	49.00	39.00
EAGLES (FOREST)	60.00	50.00	28.00
COVE CAY	60.00	55.00	55.00
TEMPLE TERRACE	65.00	65.00	65.00
BARDMOOR	74.00	75.00	69.00
SADDLEBROOK	75.00	75.00	75.00
SADDLEBROOK PALMER	75.00	75.00	75.00
LAKE JOVITA NORTH	79.00	60.00	60.00
LAKE JOVITA SOUTH	79.00	60.00	60.00
FOX HOLLOW	80.00	53.00	53.00
SEMINOLE LAKE	84.00	84.00	54.00
TPC OF TAMPA BAY	245.00	245.00	105.00

GREEN FEES COMPARISON

SEASONAL WEEKDAY

GOLF COURSE	AM	PM	TWILIGHT
SCOTLAND YARDS	25.00	20.00	20.00
BABE ZAHARIAS SENIOR	25.81	23.96	18.43
BABE ZAHARIAS TSA CARD	26.73	24.88	20.28
ROGERS PARK SENIOR	26.73	25.81	20.28
ROCKY POINT SENIOR	28.57	25.80	20.27
ROGERS PARK TSA	28.57	26.73	22.12
ROCKY POINT TSA CARD	29.49	27.64	22.11
THE GROVES	30.00	26.00	26.00
USF	32.00	28.00	20.27
TAMPA BAY GOLF	33.00	30.00	20.00
BABE ZAHARIAS REGULAR	33.18	27.65	23.04
PEBBLE CREEK	34.95	29.95	24.95
PLANTATION PALMS	34.95	29.95	24.95
ROGERS PARK REGULAR	35.02	29.49	24.88
ROCKY POINT REGULAR	35.94	31.33	23.96
NORTHDALE	36.00	29.00	25.00
SILVER DOLLAR	36.00	28.00	22.00
TARPON WOODS	36.00	31.00	26.00
LAKE BERNADETTE	36.50	33.00	25.00
DIAMOND HILL	37.00	33.00	25.00
HERITAGE HARBOR	37.00	33.00	26.00
SILVERADO	38.00	33.00	25.00
LEXINGTON OAKS	38.00	32.00	25.00
BLOOMINGDALE	39.00	35.00	24.00
EAST BAY	39.00	35.00	35.00
LANSBROOK	40.00	36.00	29.00
TARPON SPRING G.C.	40.00	31.00	25.00
HERITAGE ISLE	42.00	35.00	25.00
RIVERSIDE	42.40	37.79	25.00
APOLLO BCH GOLF & SEA	45.00	35.00	35.00
CHI CHI RODRIGUEZ	45.00	38.00	33.00
SUMMERFIELD	47.00	37.00	26.00
CRESCENT OAKS	49.95	39.95	24.95
WENTWORTH	49.95	39.95	24.95
CLEARWATER	49.95	44.00	37.00
TEMPLE TERRACE	50.00	50.00	50.00
MANGROVE BAY	52.00	43.00	43.00
EAGLES (FOREST)	54.00	46.00	28.00
DUNEDIN CC	56.00	56.00	35.00
CLUB RENAISSANCE	59.00	49.00	39.00
COVE CAY	60.00	55.00	55.00
LAKE JOVITA NORTH	69.00	50.00	50.00
LAKE JOVITA SOUTH	69.00	50.00	50.00
BARDMOOR	69.00	75.00	69.00
FOX HOLLOW	70.00	70.00	45.00
SEMINOLE LAKE	74.00	74.00	54.00
SADDLEBROOK	75.00	75.00	75.00
SADDLEBROOK PALMER	75.00	75.00	75.00
MACDILL PALMS SOUTH	85.00	50.00	50.00
MACDILL PALMS NORTH	85.00	50.00	50.00
TPC OF TAMPA BAY	195.00	195.00	105.00

GREEN FEES COMPARISON

SUMMER WEEKEND

GOLF COURSE	AM	PM	TWILIGHT
SCOTLAND YARDS	25.00	25.00	20.00
BABE ZAHARIAS SENIOR	28.57	25.81	18.43
TARPON SPRING G.C.	29.00	26.00	21.00
SILVERADO	30.00	30.00	22.00
BABE ZAHARIAS TSA CARD	30.41	27.65	20.28
ROGERS PARK SENIOR	30.41	27.55	20.28
LAKE BERNADETTE	32.00	28.00	25.00
CHI CHI RODRIGUEZ	32.00	27.00	23.00
TARPON WOODS	32.00	24.00	19.00
ROGERS PARK TSA	32.26	29.49	22.12
ROCKY POINT SENIOR	33.00	30.00	23.00
ROCKY POINT TSA CARD	34.00	32.00	25.00
APOLLO BCH GOLF & SEA	35.00	35.00	35.00
MANGROVE BAY	35.00	35.00	25.00
EAST BAY	35.00	32.00	28.00
BABE ZAHARIAS REGULAR	35.02	30.41	23.04
ROGERS PARK REGULAR	36.87	32.26	24.88
DIAMOND HILL	38.00	33.00	27.00
HERITAGE ISLE	38.00	32.00	26.00
PLANTATION PALMS	39.95	34.95	29.95
SUMMERFIELD	39.99	29.99	25.99
HERITAGE HARBOR	40.00	35.00	26.00
NORTHDALE	40.00	32.00	25.00
PEBBLE CREEK	40.00	35.00	30.00
COVE CAY	40.00	40.00	40.00
CLEARWATER	40.00	40.00	30.00
ROCKY POINT REGULAR	42.00	37.00	28.00
LEXINGTON OAKS	43.00	36.00	28.00
EAGLES (FOREST)	49.00	32.00	26.00
BLOOMINGDALE	49.00	39.00	33.00
LANSBROOK	49.00	31.00	31.00
CRESCENT OAKS	49.95	34.95	24.95
TEMPLE TERRACE	50.00	50.00	50.00
FOX HOLLOW	52.50	37.50	32.50
SEMINOLE LAKE	54.00	54.00	39.00
WENTWORTH	54.95	44.95	29.95
BARDMOOR	60.00	53.00	35.00
LAKE JOVITA NORTH	79.00	69.00	60.00
LAKE JOVITA SOUTH	79.00	69.00	60.00
TPC OF TAMPA BAY	85.00	65.00	65.00

GREEN FEES COMPARISON

SUMMER WEEKDAY

GOLF COURSE	AM	PM	TWILIGHT
SILVERADO	25.00	25.00	22.00
SCOTLAND YARDS	25.00	25.00	20.00
LAKE BERNADETTE	25.25	25.25	20.00
BABE ZAHARIAS SENIOR	25.81	23.96	18.43
BABE ZAHARIAS TSA CARD	26.73	24.88	20.28
ROGERS PARK SENIOR	26.73	25.81	20.28
ROGERS PARK TSA	28.57	26.73	22.12
TARPON SPRING G.C.	29.00	26.00	21.00
ROCKY POINT SENIOR	31.00	28.00	22.00
HERITAGE HARBOR	32.00	27.00	24.00
ROCKY POINT TSA CARD	32.00	30.00	24.00
TARPON WOODS	32.00	24.00	19.00
CHI CHI RODRIGUEZ	32.00	27.00	23.00
EAST BAY	32.00	28.00	28.00
BABE ZAHARIAS REGULAR	33.18	27.65	23.04
HERITAGE ISLE	34.00	29.00	24.00
DIAMOND HILL	34.00	29.00	25.00
PLANTATION PALMS	34.95	29.95	24.95
SUMMERFIELD	35.00	30.00	25.00
APOLLO BCH GOLF & SEA	35.00	35.00	35.00
PEBBLE CREEK	35.00	30.00	25.00
MANGROVE BAY	35.00	35.00	25.00
ROGERS PARK REGULAR	35.02	29.49	24.88
NORTHDALE	36.00	29.00	25.00
LEXINGTON OAKS	38.00	32.00	25.00
BLOOMINGDALE	39.00	35.00	29.00
ROCKY POINT REGULAR	39.00	34.00	26.00
TEMPLE TERRACE	40.00	40.00	40.00
COVE CAY	40.00	40.00	40.00
CLEARWATER	40.00	40.00	30.00
LANSBROOK	40.00	29.00	29.00
EAGLES (FOREST)	42.00	32.00	26.00
FOX HOLLOW	42.50	32.50	27.50
CRESCENT OAKS	44.95	34.95	24.95
SEMINOLE LAKE	49.00	49.00	34.00
WENTWORTH	49.95	39.95	24.95
BARDMOOR	56.00	50.00	35.00
LAKE JOVITA NORTH	69.00	59.00	50.00
LAKE JOVITA SOUTH	69.00	59.00	50.00
TPC OF TAMPA BAY	85.00	75.00	75.00



Babe Zaharias
GOLF COURSE

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