

2023 SPORTSPLEX BUDGET

MANAGED BY:



HILLSBOROUGH COUNTY TOURNAMENT SPORTSPLEX



Hillsborough
County Florida



A message from the PRESIDENT/CEO



ERIC D. HART, CVE
PRESIDENT/CEO

I am pleased to present the recommended Operating and Capital Budget for FY 2023 and FY 2024. Staff developed this budget that included consultation with Hillsborough County finance staff and the Authority's Finance Committee. This budget reflects the emphasis on growing revenues and the long-term maintenance to the Complex along with guest and employee safety.

While the Covid-19 pandemic has had a significant impact throughout Authority operations, the Complex endured very well. The Authority continues to work with the County in the planning and construction of additional parking, improved traffic flow and a new vendor/ registration building in the coming fiscal year.

This budget identifies an operating deficit which was anticipated during the planning and development stages of the Complex. The economic impact provided by the Complex's events to the local tourism economy is much broader than the operational subsidy recognized at the Complex. The Authority will continue to optimize the economic value of the Complex through the continued enhancement of the facilities and strategic scheduling of events that produce the overall greatest economic impact to the community. This Complex was developed with tourism as the primary scheduling driver and we will continue to focus on maintaining premier playing surfaces and professionally maintained facilities. Our commitment to creating an ideal environment for sports tournaments continues to create greater demand for geographically far reaching events further increasing the impact of sports tourism on the region.

The Authority's management staff have completed an updated strategic plan that will provide further direction for future operations of the Complex. This will continue to allow us to quickly adapt to the current challenges within the operating environment, similar to sports venues operated by the private sector. We will continue working with the Tampa Bay Sports Commission on identifying additional sporting events to continue to grow tourism related revenues in the coming year.

Respectfully,

A handwritten signature in blue ink that reads "Eric D. Hart". The signature is written in a cursive style and is contained within a thin blue rectangular border.

MISSION
STATEMENT

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.

OUR
ROLE

To stimulate economic vitality and improve the quality of life in Tampa Bay through compelling sports and entertainment offerings held at world-class venues.

VISION
STATEMENT

Providing sports and entertainment to Tampa Bay.

ABOUT THE AUTHORITY

The Tampa Sports Authority, a government entity, 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 role is to stimulate economic vitality and improve the quality of life in Tampa Bay through compelling sports and entertainment offerings held at world-class venues. 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, Amalie Arena, George Steinbrenner Field, Hillsborough County Tournament SportsPlex and Raymond James Stadium have been accomplished by working closely with the approvals and financial support of Hillsborough County and the City of Tampa.

The Authority manages the Sportsplex, a multi-sport championship facility designed to bring elite tournaments to the area. The facility, located in Southeast Hillsborough county, is centrally located to the airport, interstates and downtown Tampa. The SportsPlex can accommodate a wide range of events, including soccer, football, and lacrosse.



PREMIUM
FIELDS

- Fifteen (15) full-size fields (including one championship field) that can be configured to accommodate many different sporting activities.
- Each field is professionally maintained with a Celebration Bermudagrass® playing surface and has premium LED field lighting, providing 50 foot-candles on the championship field and 30 foot-candles on the other fields (The first in Hillsborough County).

A dedicated concession facility also contains an event office, venue office and permanent restrooms.

CONCESSION
BUILDING

VENDOR PLAZA
LOCKER ROOMS

- The 35,000 square foot vendor plaza is adjacent to the concession building. This area is used for trade display and hospitality areas plus for food and beverage locations.
- The locker room allows the flexibility to configure as either 2 or 4 locker rooms, which is beneficial to a wide range of events, including professional and international soccer teams.

ABOUT THE SPORTSPLEX

The Hillsborough County Tournament Sportsplex is a partnership between Hillsborough County, the Tampa Sports Authority, and the Tampa Bay Sports Commission. Hillsborough County constructed and owns the facility, which is managed by the Tampa Sports Authority and marketed by the Tampa Bay Sports Commission. Construction was funded by the County, with additional funding through the Tourist Development Tax and support from the Hillsborough County Tourist Development Council.

The Complex was built at a cost of approximately \$18 million for the 65-acre complex on Columbus Drive between U.S. 301 and Falkenburg Road. The County unveiled the Complex on November 1, 2018, with the first event occurring in December of 2018. The response to the Complex has been overwhelming with the addition of various major events utilizing the Sportsplex in 2021 and subsequently re-booking for 2022 and beyond.

Hillsborough County added a locker room facility in FY 2021. The County also added an overflow parking lot in FY 2021. The new parking lot provides the Complex with an additional 450 parking spaces to assist in the ability host a wider range of events.

The Hillsborough County Tournament Sportsplex is expected to attract events in the booming youth and amateur sports markets as well as top adult and senior athletic competitions, bringing thousands of visitors to the area. The feasibility study projected the Sportsplex would have an economic impact of \$7.3 million in its first year, and \$25 million with 43,800 hotel nights in its fifth year.

TABLE OF CONTENTS

ADMINISTRATIVE

TAMPA SPORTS AUTHORITY BOARD OF DIRECTORS	5-6
---	-----

TAMPA SPORTS AUTHORITY ORGANIZATIONAL CHART	7
---	---

EVENTS

YEAR IN REVIEW	8
----------------	---

UPCOMING EVENTS	9
-----------------	---

BUDGET REQUEST AND ASSUMPTIONS

CONTRIBUTION REQUESTS	10
-----------------------	----

BUDGET REVENUE & EXPENSE ASSUMPTIONS	11
--------------------------------------	----

BUDGET NOTES	12
--------------	----

STATEMENT OF REVENUE AND EXPENSES	13
-----------------------------------	----

CAPITAL PROJECTS

CAPITAL PROJECTS	14-15
------------------	-------

SPORTSPLEX HOTEL IMPACT	16
-------------------------	----

HILLSBOROUGH COUNTY ENHANCEMENT PROJECTS	17-18
--	-------



TAMPA SPORTS BOARD OF



MARK S. WOODARD
CHAIR



THOMAS SCOTT
VICE CHAIR



TONY MUNIZ
SECRETARY/TREASURER



JOHN JAEB



PATRICK MANTEIGA



PENNY PARKS

AUTHORITY DIRECTORS



HON. JOSEPH CITRO



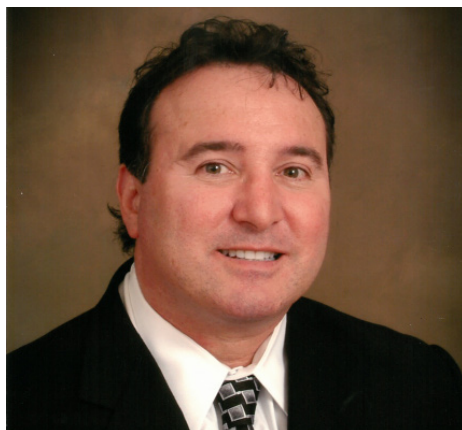
DON DEFOSSET



HON. KEN HAGAN



LUCIANO PRIDA, JR.

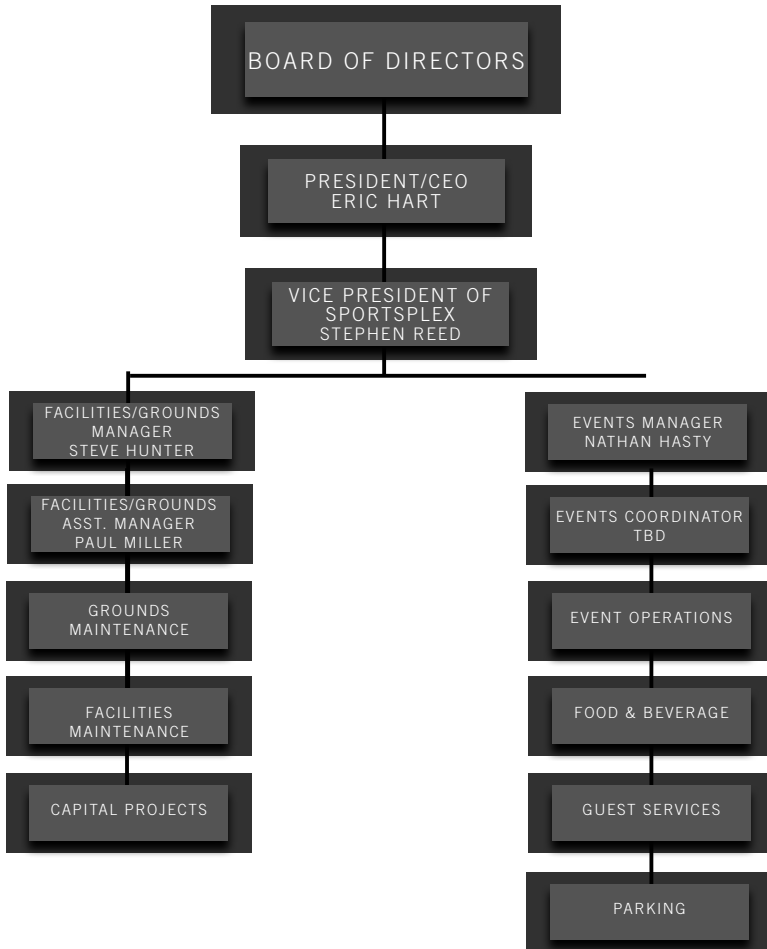


ANDY JOE SCAGLIONE



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

ORGANIZATIONAL CHART



STEVE REED
VP OF SPORTSPLEX



STEVE HUNTER
FACILITIES/GROUNDS
MANAGER



NATHAN HASTY
EVENTS MANAGER



PAUL MILLER
FACILITIES/GROUNDS
ASST. MANAGER



TAMPA SPORTS AUTHORITY: EXECUTIVE TEAM

(L-R) DAVID BYRNE (VP OF FINANCE/ADMINISTRATION) JIM GARRISON (VP OF GOLF OPERATIONS), BOBBY SILVEST (VP OF MARKETING & COMMUNICATIONS), ERIC HART (PRESIDENT/CEO), STEVE REED (VP OF SPORTSPLEX), MICKEY FARRELL (SR. VP OF STADIUM OPERATIONS) (NOT PICTURED) REBECCA SKYLES (EXECUTIVE ASSISTANT TO CEO)



JULIA MANDELL
GENERAL COUNSEL

YEAR IN REVIEW

2021 USA HOCKEY FESTIVAL



The 2021 USA hockey festival was held November 25-27, 2021. The USA Hockey Festival is the U.S. largest field hockey tournament and one of the largest in the world, that hosts teams from all over the country. During the event weekend they host field hockey matches from youth to adult. Total attendance was approximately 8,000 people for the 3 day event.

2022 FLAG FOOTBALL WORLD CHAMPIONSHIP



The FFWCT is a flag football tournament that was held January 21-23, 2022. The tournament consisted of 725 youth to adult teams from throughout the United States and Canada, that participated on 40 fields that were created on our 15 fields. Approximately 12,000 people attended this event.

2022 USYS P.R.O. TOURNAMENT



The USYS P.R.O. Tournament is a soccer tournament that was held February 4-7, 2022. The USYS P.R.O. Tournament hosts 225 soccer teams from around the United States. The tournament is a showcase for the top u14-u19 teams to show their skills to approximately 75-100 college coaches that attend the event. Attendance for the event was approximately 8,000 people.

2022 TROPICAL 7'S RUGBY



This year we hosted the Tropical 7's Rugby Tournament over Easter weekend April 8-10, 2022. The Tropical 7's Rugby Tournament is an exciting annual rugby event that brings youth teams from around the world together for competition in Olympic-format rugby 7's. Tropical 7's hosted 120 teams from across the country and world. Event attendance was estimated at 6,500 people.

UPCOMING EVENTS

2022 NATIONAL HOCKEY FESTIVAL



The National Hockey Festival will be held November 24-26, 2022. The National Hockey Festival is one of the largest field hockey events in the world. The estimated attendance is 10,000 people over the three days.

2022 SUPER Y LEAGUE FINALS



Returning for a third engagement will be the Super Y League Finals, taking place December 9-13, 2022. The Super Y League Finals is a youth soccer tournament hosting teams from all over the United States and Canada. Estimated attendance is expected to be 12,000 spectators and participants over the five days.

2023 NATIONAL FLAG FOOTBALL WORLD



After an extremely successful event in 2022 the Flag Football World Championships will be calling Tampa home again on January 13-16, 2023. Teams from across the world will compete, with an estimated attendance of 12,000 participants and spectators for the four day event.

2023 USYS NATIONAL LEAGUE P.R.O. BOYS AND GIRL'S CHAMPIONSHIPS



The USYS National League Championship will take place on February 4-5, 2023 and February 11-12, 2023. The USYS National League Championship soccer tournament, features 200 of the top soccer teams from across the country. Estimated attendance is 6,500 for each of the two day weekend events.

CONTRIBUTION REQUESTS

FY 2023's anticipated operating and maintenance (O&M) expenses outlined in this document require the Authority to request a contribution of \$1,271,788. This contribution is based on an operating subsidy of \$390,028 and projected capital costs of \$881,760. The Authority has an existing Inter local Agreement with the County which states the County shall be responsible for any operating shortfalls realized by the Sportsplex. The Sportsplex does have an O&M funds on account, which was funded by a \$500,000 working capital advance as outlined in the inter local. The operating subsidy for FY 2023 referenced above, has been reduced by the operating budget surplus of \$167,687 realized in FY 2021. A surplus is also fore casted to be generated in FY 2022, which would be applied to reduce the FY 2024 requested operating contribution.

Revenues were developed from the following assumptions:

- 1) Total Operating Revenues for FY 2023 are budgeted at \$1,079,760. This is \$427,129 more than FY 2022 Budget. During FY 2022, Operating Revenues are fore casted to be \$299,573 above budget, primarily due to the addition of events that were not budgeted and higher than expected concessions and vendor revenue. Additionally, direct expenses passed along to the events (realized as revenues) are higher than 2022 budgeted numbers due to the inflationary impact on these items.
- 2) FY 2023 estimated revenues are based off confirmed events consisting of fifteen (15) soccer tournaments, four (4) lacrosse events, one (1) flag football tournament, one (1) rugby tournament and one (1) Field Hockey tournament. We have also included revenue estimates for events in hosted in FY22 that have shown an interest in returning in FY23. Some of these events include soccer, flag football and 7v7 football. Not included in our revenue estimate are two (2) events that are still in the final stages of RFP submission.
- 3) For FY 2023 we are happy to see Coca-Cola remain on as sponsor of the Sportsplex which accounted for \$5,000 in total revenue. For FY-2023 we are looking to pick up some additional sponsors to increase the sponsorship revenue.
- 4) Concession revenues for FY 2023 are budgeted at \$217,400. This is \$68,550 more than FY-2022. This is in part due to the increased number of multi day events with longer hours on property and increased attendance at events. For FY 2022, we are forecasting concessions revenue of \$245,540 which is fore casted to be \$96,690 above the FY 2022 budget, primarily due to higher than anticipated sales at some events and the addition of unbudgeted events.
- 5) Prior year budget surplus from FY 2021 of \$167,687 is applied to lower the operating subsidy in accordance with the Inter local. The FY 2022 surplus, currently forecasted to be \$244,943, will be applied to offset the FY-2024 operating subsidy.

CONTRIBUTION REQUESTS

Expenses were developed from the following assumptions:

- 1) Total Expenses for FY23 are forecasted at \$1,637,476 This is \$351,446 more than FY22 Budget. During FY22 expenses are projected to be \$54,630 more than budget. The main increases in FY22 expenses are primarily in the event expenses and Food and Beverage costs due to the additional un budgeted events and higher than expected Food and Beverage sales.
- 2) Most expenses in FY 2023 will be higher when compared to FY 2022 fore casted expenses, due to the increase in the number of confirmed events budgeted as well as the increased cost for goods and services due to current national and world events.
- 3) Electricity and water expenses for FY 2023 are higher than FY 2022 estimate as we have seen an increase of 15% in our current electrical charges.
- 4) Maintenance and Supplies Field/Landscaping expense for FY 2023 is higher than FY 2022 forecasted expenses, due to not using as much nematode spray, foregoing the top dressing of the fields and using less fertilizer due to the cooler weather we experienced.
- 5) As we did last year when looking at a strong budget variance and based upon the extra effort required by our staff due to the strong booking calendar, we are proposing a 0-4% bonus (averages to 2.59%) for FY 2022 to be paid from the projected FY 2022 operating surplus. In FY 2023, we are budgeting for COLA and merit increases. The COLA increase of 5%, was scaled based upon the 9.81% CPI change from March of 2021 to March of 2022. The full CPI increase was not utilized to allow for future wage growth should we enter a deflationary period. The FY 2023 Merit increase would scale from 0% to 2% based upon each employee's performance review and the performance to budget at this time next year.
- 6) We are proposing to add two full-time employees to the SportsPlex team. The investments in labor were made to support our calendar which has been relentless, including stretches with seven consecutive weekend events. These additions of full-time staff are designed to reduce our reliance on labor contractors, increase customer experience, promote employee wellness, minimize overtime and reduce turnover.
- 7) The facility will continue to share in expense allocations for administrative costs centered at Raymond James Stadium ("RJS") but allocated to all TSA entities. They will also utilize RJS HVAC and mechanic technicians and will share in the expense allocations for those positions.
- 8) Health insurance was increased 5% as the County plan anticipates an increase in premiums.
- 9) Increase in overall (non-health) insurance costs, as insurance costs for the facilities were more than originally budgeted, primarily due to insurance market weakness for Florida insureds but also impacted by revenue/attendance strength. These factors mainly impacted the General Liability policy, which increased in premium by 108%.
- 10) For FY-2022 we have incorporated the 10% scheduled increase to the Florida minimum wage within our proposed part-time labor budget.
- 11) A 10% increase in Retirement costs has been included based on the revised FRS contribution rates effective July 1, 2022.

BUDGET NOTES

- 1) **Accrual Accounting:** The Authority's SportsPlex 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 Hillsborough County Contribution:** Contribution amount is a sum of present year operational profits/(losses) and capital investments funded from the County through the Authority, less prior year operating surpluses which may be applied to reduce operating contributions
- 3) **"Due to" Amounts:** No "Due to" amounts are present between the SportsPlex, Golf Courses and Raymond James Stadium. "Due to's" between these entities are present throughout the year but are reconciled quarterly and zero balanced at fiscal year-end.
- 4) **Depreciation:** Depreciation will be included in the Authority's audited financial statements. Depreciation is not included in any financial requests from the Authority to Hillsborough County since it is a non-cash occurrence within the financial statements. depreciation will not be included in the monthly financial statement for ease of analysis and comparison 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 either directly funded or provided by Hillsborough County 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.



STATEMENT OF REVENUE & EXPENSES

			FY-2023	FY-2024
	FY-2022	FY-2022	Proposed	Estimated
	Budget	Act/Forecast	Budget	Budget
OPERATING REVENUES				
TOTAL FOOTBALL REVENUES	\$ 112,425.00	\$ 150,332.35	\$ 94,700.00	\$ 97,756.25
TOTAL SOCCER REVENUES	\$ 243,526.00	\$ 399,977.31	\$ 579,850.00	\$ 593,210.00
TOTAL FIELD HOCKEY REVENUES	\$ 51,000.00	\$ 46,563.54	\$ 47,225.00	\$ 48,630.00
TOTAL ULTIMATE FRISBEE REVENUES	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
TOTAL CRICKET REVENUES	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
TOTAL LACROSSE REVENUES	\$ 67,450.00	\$ 74,906.12	\$ 86,825.00	\$ 88,821.25
TOTAL MISCELLANEOUS REVENUES	\$ 29,400.00	\$ 34,904.89	\$ 53,760.00	\$ 56,448.00
TOTAL FOOD AND BEVERAGE REVENUES	\$ 148,850.00	\$ 245,539.76	\$ 217,400.00	\$ 239,140.00
TOTAL OPERATING REVENUES	\$ 652,651.00	\$ 952,223.97	\$ 1,079,760.00	\$ 1,124,005.50
OPERATING EXPENSES				
TOTAL COST OF FOOD AND BEVERAGE	\$ 51,425.00	\$ 68,379.62	\$ 73,325.00	\$ 80,657.50
TOTAL FIELD MAINTENANCE	\$ 711,520.41	\$ 729,851.54	\$ 851,695.85	\$ 894,280.64
TOTAL GENERAL ADMINISTRATION	\$ 523,083.89	\$ 542,428.04	\$ 712,454.77	\$ 748,077.51
TOTAL OPERATING EXPENSES	\$ 1,286,029.31	\$ 1,340,659.21	\$ 1,637,475.62	\$ 1,723,015.65
OPERATING GAIN (LOSS)	\$ (633,378.31)	\$ (388,435.24)	\$ (557,715.62)	\$ (599,010.15)
PRIOR BUDGET SURPLUS APPLICATION*	\$ 0.00	\$ 0.00	\$ 167,687.62	\$ 244,943.07
FUNDED/REQUESTED OPERATING CONTRIBUTIONS	\$ 633,378.31	\$ 633,378.31	\$ 390,028.00	\$ 354,067.08
GAIN (LOSS) AFTER CONTRIBUTIONS	\$ 0.00	\$ 244,943.07	\$ 0.00	\$ 0.00
CAPITAL FUNDING REQUEST	\$ 427,790.00	\$ 427,790.00	\$ 881,760.00	\$ 498,630.00



CAPITAL PROJECTS

F Y 2 0 2 2

WALK-IN COOLER ADDITION

The walk-in cooler will allow the concession stand to hold more stock on hand during larger events as well as providing the ability to have a larger number of cold beverages on hand. The cooler will allow the concessions stand to operate more efficiently and effectively.



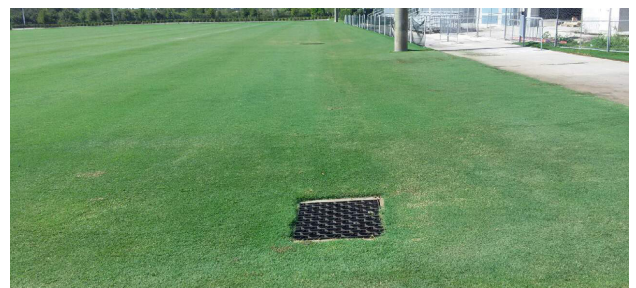
TORO GROUNDMASTER

The Toro Groundsmaster 1200 pull behind rotary mower mows 12 ft wide and over 8 acres an hour. It can be adjusted to heights of .5 inches to 4 inches. The Groundmaster's main job would be mowing the 2 overflow parking lots along with the 2 dry ponds and the retention ponds out in front of the Sportsplex along East Columbus Dr. Also, if the reel mowers that are used to mow the fields are down, this mower can be adjusted to mow the fields as a backup.



FIELD AND SWALE DRAINAGE IMPROVEMENTS

Allows the accumulation of water to dissipate in a shorter period of time, improving turf health and creating a drier and safer playing surface for participants.



CAPITAL PROJECTS

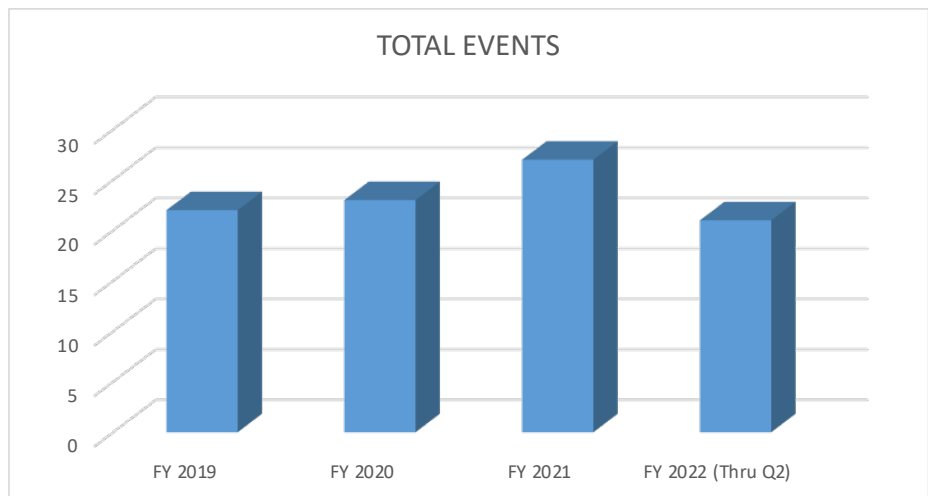
FY 2023	
GENERAL EQUIPMENT	
IRRIGATION CLOCK	\$ 7,500
MOWER REELS	\$ 27,500
VARIABLE MESSAGE BOARDS	\$ 67,500
PORTABLE PA SYSTEM	\$ 8,000
WING MOWER	\$ 25,000
FLATBED CART	\$ 18,500
GARBAGE HAULER	\$ 1,600
TOTAL	\$ 155,600
CONCESSION BUILDING AND MAINTENANCE BUILDING	
TOURNAMENT OFFICE WINDOW REPLACEMENT	\$ 35,000
WALK-IN COOLER	\$ 35,000
ADDITIONAL POWER CONCESSIONS STAND	\$ 15,000
CARPORT	\$ 10,000
TOTAL	\$ 95,000
SITE IMPROVEMENTS	
FIELD DRAINAGE	\$ 400,000
REWORK FRONT ENTRY	\$ 75,000
CATCH BASINS	\$ 30,000
DRY POND IMPROVEMENTS	\$ 25,000
CAMERAS	\$ 12,500
TOTAL	\$ 542,500
FIELD EQUIPMENT	
FIELD SEPARATION NETTING	\$ 38,890
SOCCER NETS	\$ 5,000
TOTAL	\$ 8,500
CONTINGENCY	\$ 80,160
TOTAL	\$ 881,760

FY 2024	
GENERAL EQUIPMENT	
TOTAL	\$ 98,500
CONCESSION BUILDING AND MAINTENANCE BUILDING	
TOTAL	\$ 21,300
SITE IMPROVEMENTS	
TOTAL	\$ 25,000
FIELD EQUIPMENT	
TOTAL	\$ 8,500
CONTINGENCY	
TOTAL	\$ 15,330
TOTAL	\$ 168,630

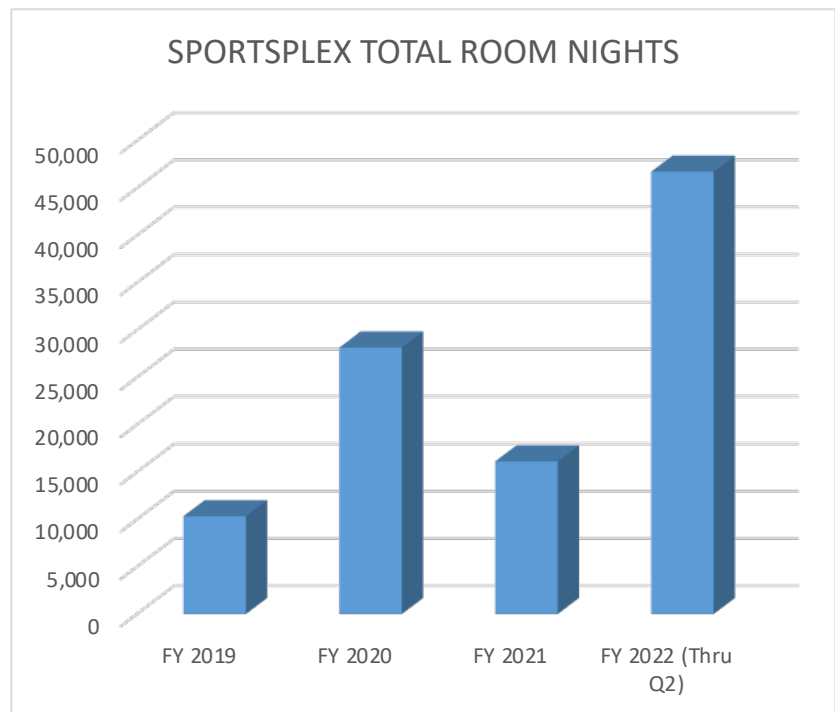
CAPITAL PROJECTS 2023-2027	YEARS 2023-2024	YEARS 2025-2027	TOTAL
PROJECTED CAPITAL COSTS	\$ 1,050,390	\$ 551,980	\$ 1,602,370

SPORTSPLEX HOTEL IMPACT

TOTAL EVENTS	
FY 2019	22
FY 2020	23
FY 2021	27
FY 2022 (THROUGH Q2)	21



TOTAL ROOM NIGHTS	
FY 2019	10,333
FY 2020	28,153
FY 2021	16,125
FY 2022 (THROUGH Q2)	46,721



HILLSBOROUGH ENHANCEMENT

COMPLETED PROJECTS

SHADE COVERING

The Complex previously only had one area (500 sq ft) where shade is provided for participants and their families near the locker room pavilion. During tournaments where all or most of the fields (1,000 + participants) are in use, there is a need for additional shade to provide participants and family members an area to cool down and get out of the direct sun. This additional shade structure between the locker room and the concession stand will provide greater comfort for attendees and potential for revenue generation by the Authority.



OVERFLOW PARKING

The greatest opportunity to improve the customer experience relates to parking and we are experiencing significant traffic congestion around the Complex. Due to unexpected volume of cars for events, there is a shortage of parking spaces that has required us to develop a maintenance of traffic plan which is cost prohibitive for clients.

There are two projects the county is just completing in regards to parking. One is an additional overflow parking lot directly across Columbus Avenue from the main entrance. The second improvement is an alternate exit onto Columbus Avenue from the current overflow parking on the west side of the property.



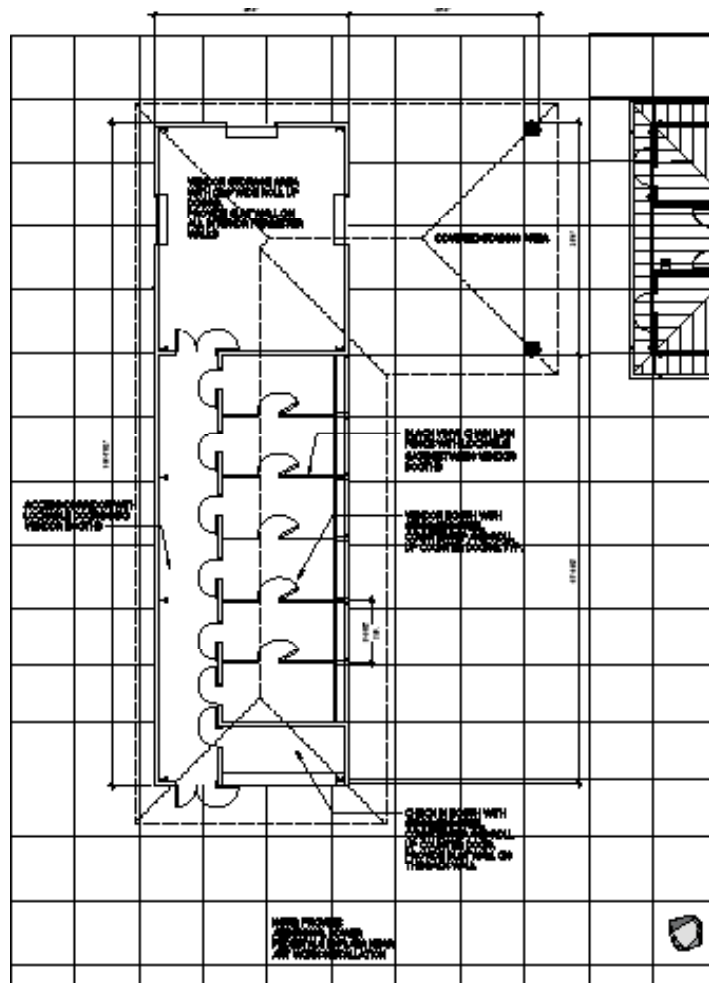
COUNTY PROJECTS

UPCOMING PROJECTS

VENDOR BUILDING

Tournament organizers rely heavily on registration activities and the distribution of merchandise and materials in the effective management of a tournament. Currently, our tournament organizers must use portable tenting and equipment to perform these activities and do not have lockable spaces where they can secure items throughout the run of their tournament. Additionally, the Authority has several vendors who are required to setup and tear down for each event causing inefficiencies in their operations and additional expenses. Currently, there are no permanent protected spaces for this type of activity to occur.

The plan is to develop an additional structure at the complex for this activity that would contain approximately 2,500 sq ft of space, lockable storage areas, servicing counters, lighting and electrical connections which would be in the west portion of the event plaza.





SPORTSPLEX



Hillsborough
County Florida

WWW.SPORTSPLEX.TAMPARAY.COM