### **EXECUTIVE SUMMARY**

Recommend approval of Tourist Tax Category "B" funding to support eight upcoming FY 2016 events under the Sports Event Assistance Program and make a finding that these expenditures promote tourism.

**<u>OBJECTIVE</u>**: Review and recommend funding to support expenses for events that will bring visitors and media coverage to Collier County.

**CONSIDERATIONS:** The promoters of following events have submitted the attached applications for funding assistance through the March 10, 2015 (agenda item 16F4) BCC approved Collier County Tourism Sports Event Assistance Program. All of the below sports grants are reimbursable grants as long as the event promoter meets the requirements as stated in the application. These grant applications were reviewed by the Sports Marketing Division and the recommend grant amounts support the projected number of hotel room nights generated for each event and the projected future growth of each event.

Event	Host Organization	Date	Location	Room Nights	Grant Request	Recommended Grant
Columbus Day Cup (Youth Soccer)	Mega Sport Events	10/11- 12, 2015	North Collier Regional Park	500	\$4,350.00	\$4,350.00
USSSA Fall Nationals (Youth Baseball)	Competitive Baseball	10/24- 26, 2015	North Collier Regional Park & Veterans Park	500	\$5,000.00	\$4,500.00
The Gulfcoast Cup (Youth Soccer)	Mega Sport Events	12/12- 13, 2015	North Collier Regional Park	300	\$3,350.00	\$3,350.00
Kelme Cup 1 <sup>st</sup> weekend (Youth Soccer)	Mega Sport Events	1/16-17, 2016	North Collier Regional Park	1,500	\$6,350.00	\$6,350.00
Kelme Cup 2 <sup>nd</sup> weekend (Youth Soccer)	Mega Sport Events	1/23-24, 2016	North Collier Regional Park	500	\$4,350.00	\$4,350.00

Event	Host Organization	Date	Location	Room Nights	Grant Request	Recommended Grant
Kelme Cup 3 <sup>rd</sup> weekend (Youth Soccer)	Mega Sport Events	1/30-31, 2016	North Collier Regional Park	500	\$4,350.00	\$4,350.00
Adidas Spring Classic (Youth Soccer)	Mega Sport Events	4/30- 5/1, 2016	North Collier Regional Park	300	\$3,350.00	\$3,350.00
Sweetbay Memorial Day Cup (Youth Soccer)	Mega Sport Events	5/28-30, 2016	North Collier Regional Park	750	\$4,350.00	\$4,350.00

### <u>Total</u>

\$35,450.00 \$34,950.00

Groups that are approved for funding from the Sports Event Assistance Program are required to comply with the Program Guidelines as approved by the BCC. Each event sponsor is registered to do business in the state of Florida. The Tourism Department Sports Marketing team will advise each group of the approved grant amount award with a letter outlining the authorized use of the funds for event marketing expenses and site and event operating costs.

**FISCAL IMPACT:** Funding in the amount of \$34,950.00 for support of these events and this program is included in the FY 16 BCC proposed Tourism Department budget and marketing plan using Fund 184. All expense reimbursements will be determined after the event promoters supply the Post Event Report with the required proof of those expenditures.

**<u>GROWTH MANAGEMENT IMPACT</u>**: There is no impact to the Growth Management Plan from this action.

**LEGAL CONSIDERATIONS:** This item has been approved as to form and legality and requires majority vote for approval. – CMG

**<u>RECOMMENDATION:</u>** Recommend approval of Category "B" Tourist Tax funding in the amount of \$34,950.00 to support eight upcoming FY 16 events under the Sports Event Assistance Program and make a finding that these expenditures promote tourism.

**PREPARED BY:** Parker Medley, Sports Marketing Manager

### SPORTS ASSISTANCE PROGRAM GUIDELINES:

- 1. Applicants must make the project or event accessible to the public and comply with State and Federal regulations.
- 2. Advertising and promotional campaigns supporting events must target markets outside of Collier County media such as broadcast, web and regional print and distribution.
- 3. To be considered for reimbursement collateral materials and print and broadcast advertisements must identify the Collier County tourist development tax as a source of funding. All promotional materials should contain the verbiage "A cooperative effort funded by the Collier County Tourist Development Tax" and/or display the CVB logo and website (<u>www.paradisecoast.com</u>) and the sports specific website (<u>www.athletesinparadise.com</u>) where possible including all printed materials, television ads or digital and website promotion.
- 4. Use of Funds Florida State Statutes 125.0104 section 5(A) 2 states that Tourism funds must be used to promote and advertise tourism in the State of Florida and nationally and internationally; however, if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event shall have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists.
- 5. Failure to track room nights and visitor information will affect both the current and future funding requests.
- 6. The event must achieve at least 80% of the applicant's projected hotel room nights to receive the full amount of the grant award. If the actual hotel room nights are less than the estimate, but still generate some room hotel room nights, the final award payment will be pro-rated based on the percentage of actual hotel room nights achieved.
- 7. In order for funds to be considered for reimbursement, the grantee must complete and submit the post event report including documentation of the number of hotel nights generated by the event. The grantee must provide proof of the eligible expenditures with payment records such as credit card, bank processed check records, or bank statements.

8. Allowable Promotional Expenses:

a. Promotions, marketing and programming expenses to include paid advertising, print advertising, on- line advertising and promotions, social media platforms, production expenses and must target markets outside of Southwest Florida.

- b. Field rental fees, rental fees, permit fees, site fees (rentals, contracted help, insurance) sanctioning fees, rights fees directly related to the funded event.
- 9. Non-allowable Expenses
  - 1. Administrative or general expenses.
  - 2. Building projects or permanent equipment expenses.
  - 3. Hospitality and or social events, fundraising costs / functions.
  - 4. Expenses and debts not related to event.

**Estimated Room Nights** 

**Funding Range** 

500 and over
200-499
100-199
Less Than 100

\$4,500-\$6,500<u>+</u> \$2,400-\$4,499 \$1,201-\$2,399 \$0- \$1,200

### **Collier County Tourism Sports Event Assistance Application**

1. Organization Making Request <u>/ れ eらみ</u> 2. Non-Profit Tax ID No. or Federal Tax ID No. 3. Contact Person/Responsible Party\_\_\_\_\_ 3 Tonbay 4. Address 1265 5. City: BULA Rata State H Zip 33 6. Cell #: 127-257-8455 Alternate phone# 7. Email: Soucenstilliun/inital & SMAIL.com 8. Name of Event: <u>Colum</u> Sus DAV COP 9. Website: WWW. Socienstills un imitel ong Kollien 10. Venue: Norath 1 Usclub ISA. 11. Sanctioning Organization:\_ 12 2015 ¢ 12. Event Date(s)

13. Description of Event (Format, participants, sanctioning body, etc)

Souch TOUANAMENT COLUMBUS DAY tses 0/8-18 Boys + cants teg Weetend. 1A SANCTION

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Summarize your marketing plan for the event including all media. National + Tocal Intersta

Economic Impact / participant projections

Total Number of Expected Visitors from outside of Collier County

Projected Hotel Room Nights for event:	500-6	000
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Additional information to support visitor and participant projections

### EVENT BUDGET

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### **EVENT EXPENSES:**

### Intended Uses of Tourist Tax Grant Funds:

Please refer to authorized and unauthorized uses on pages 2 and 3. Provide an itemized summary indicating the intended use of Tourist Development Tax (TDT) funds. Please be as explicit as possible, including planned cities where advertising or promotional materials will be placed. Indicate the total amount you plan to spend for each category or promotion. Use additional sheets if necessary.

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Total Tourist Tax Funds Requested:

FUSA SANCTIONING

### **Certification and Compliance**

I hereby certify that the information contained in this application is true and correct to the best of my knowledge and that I have read the Policies and Procedures of the Collier County Special Event Assistance Program and will abide by all legal, financial, and reporting requirements as a condition of receiving grant funds from the Collier County Tourist Development Council. Signatures must be **original**. Please attach written authorization from organizing entity showing authority to apply for.

- PINTERALLI Name: Please Print or Type Organization: Please Print or Type (Date) (Signature)

Please send application and the Certification & Compliance Page to:

Estimated Room Nights	Funding Range
500 and over 200-499 100-199 Less Than 100	\$4,500-\$6,500 <u>+</u> \$2,400-\$4,499 \$1,201-\$2,399 \$0- \$1,200
Collier County Tourism Sr	ports Event Assistance Application
1. Organization Making Request	Competerive Basebull
2. Non-Profit Tax ID No or Federal Tax ID No	0581766
3. Contact Person/Responsible P	Party John Valeo
4. Address / 000 N.W.	114 AVe
5. City: Colal Springs	State FL Zip 3307/
6. Cell #: 954- 881- 2218	Alternate phone#_954-881-2218
7. Email: Yankeetva	) and, com
8. Name of Event: USSS # F	all Nationals
9. Website: Competetive	BaseballiNet
10. Venue: Collier PAK	and Veterans pravic
11. Sanctioning Organization:	
12. Event Date(s) <u>10/24 -</u> /0	120/15
13. Description of Event (Format,	participants, sanctioning body, etc)

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October Fall Nationals-Naples Oct 2014 Hannsgiving tourney charto of consports - NOV 2014 Super NIP Naples - April 2015 Memorial Day - coraral springs 5/30/15

Summarize your marketing plan for the event including all media. ADVERTIZING Through our Website and USSSA SITE. Flyers and emails SENT TO all the Teams ON OUR Data SITE.

### Economic Impact / participant projections

Total Number of Expected Visitors from outside of Collier County

Projected Hotel Room Nights for event: 500 Room Nights

### Additional information to support visitor and participant projections

IN Addition to the room nights, Restaurants, stores, Elas and other Items will be purchased by the teams attended.

### **EVENT BUDGET**

EVENT EXPENSES:

### **Intended Uses of Tourist Tax Grant Funds:**

Please refer to authorized and unauthorized uses on pages 2 and 3. Provide an itemized summary indicating the intended use of Tourist Development Tax (TDT) funds. Please be as explicit as possible, including planned cities where advertising or promotional materials will be placed. Indicate the total amount you plan to spend for each category or promotion. Use additional sheets if necessary.

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**Total Tourist Tax Funds Requested:** 

Tournament Directors

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\$ 3,000.00

September 28, 2015 New Business 7-e 10 of 28

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### **Certification and Compliance**

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I hereby certify that the information contained in this application is true and correct to the best of my knowledge and that I have read the Policies and Procedures of the Collier County Special Event Assistance Program and will abide by all legal, financial, and reporting requirements as a condition of receiving grant funds from the Collier County Tourist Development Council. Signatures must be **original**. Please attach written authorization from organizing entity showing authority to apply for.

Name: Please Print or Type Organization: omnete Please Print or Type (Signature) (Date)

Please send application and the Certification & Compliance Page to:

Estimated Room Nights

**Funding Range** 

500 and over	
200-499	
100-199	
Less Than 100	

\$4,500-\$6,500<u>+</u> \$2,400-\$4,499 \$1,201-\$2,399 \$0- \$1,200

### Collier County Tourism Sports Event Assistance Application

1. Organization Making Request Mesa 2. Non-Profit Tax ID No. L or Federal Tax ID No. 3. Contact Person/Responsible Party\_ 4. Address 12653 Tonbary an State H Zip 3342 5. CityBOLA KAta 251-8455 6. Cell #727 Alternate phone# 7. Email: Soccenskillionlimitedosmail.con 8. Name of Event: The Gulfcoast Cup 9. Website: WWW. Soccenstrills unlimitel, ong 0.0 6 10. Venue: 11. Sanctioning Organization: <u>FYSA / USC/US</u> 13-2015 12. Event Date(s) \_//ec 12-

13. Description of Event (Format, participants, sanctioning body, etc)

Socier Tournamet Ages 8-18 Boys + 6m

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Summarize your marketing plan for the event including all media. n.An

Economic Impact / participant projections

Total Number of Expected Visitors from outside of Collier County

50 Projected Hotel Room Nights for event:

Additional information to support visitor and participant projections

### **EVENT BUDGET**

### **EVENT EXPENSES:**

### Intended Uses of Tourist Tax Grant Funds:

Please refer to authorized and unauthorized uses on pages 2 and 3. Provide an itemized summary indicating the intended use of Tourist Development Tax (TDT) funds. Please be as explicit as possible, including planned cities where advertising or promotional materials will be placed. Indicate the total amount you plan to spend for each category or promotion. Use additional sheets if necessary.

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**Total Tourist Tax Funds Requested:** 

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September 28, 2015 New Business 7-e 13 of 28

### **Certification and Compliance**

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Name: Organization: Please Print or Type 15 Date) (Signature)

Please send application and the Certification & Compliance Page to:

Estimated Room Nights	Funding Range
500 and over 200-499 100-199 Less Than 100	\$4,500-\$6,500 <u>+</u> \$2,400-\$4,499 \$1,201-\$2,399 \$0- \$1,200
Collier County Tourism Sp	ports Event Assistance Application
1. Organization Making Request	MEGASPORT EVENTS
	485126577
3. Contact Person/Responsible P	Party TEFF PINTERALLI
4. Address 12653 TBA	
5. City: BOCA Rata	State <u><u><u></u><u></u><u>State</u> <u>Zip</u> <u>3342</u></u></u>
6. <b>Cell #:</b> 727 251-8459	Alternate phone#
7. Email: Soucestillsur	limited Ogmail.com
8. Name of Event: <u>Kelme</u>	Cop
9. Website: <u>WWW, 50</u> (C)	enstally utilimited, ons
10. Venue: North Co	Iller
11. Sanctioning Organization:	FYSA Jusclob
11. Sanctioning Organization: 12. Event Date(s)	6-17 2016
13. Description of Event (Format,	participants, sanctioning body, etc)

Socre Tournet Age U/8-12 FYSA Boy +61nls SANCTION TEGMS

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Summarize your marketing plan for the event including all med Paper Advert. 14 National Wel

### Economic Impact / participant projections

Total Number of Expected Visitors from outside of Collier County

Additional information to support visitor and participant projections

lear own 3000 Athlet otal Attalies 10,000 people EVENT BUDGET

### EVENT EXPENSES:

### Intended Uses of Tourist Tax Grant Funds:

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Total Tourist Tax Funds Requested:

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## **Certification and Compliance**

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Name: Please Print or Type Organization: Please Print or Type - / --(Date) 15 (Signature)

Please send application and the Certification & Compliance Page to:

September 28, 2015 New Business 7-e 17 of 28

**Funding Range Estimated Room Nights** \$4,500-\$6,500<u>+</u> 500 and over \$2,400-\$4,499 200-499 \$1,201-\$2,399 100-199 \$0-\$1,200 Less Than 100 Collier County Tourism Sports Event Assistance Application 1. Organization Making Request Mego Sport Event 2. Non-Profit Tax ID No. or Federal Tax ID No.\_\_\_\_\_ 3. Contact Person/Responsible Party TEFF Pintenalli 4. Address 12653 TORDAY DN 5. City: BOLA Ration State AL Zip 33/28 6. Cell #: 727 251-8455 Alternate phone#\_ 7. Email: Soccensterllsunlimited ognall.com 8. Name of Event: \_ 9. Website: WWW. Soccenstills Unlimited. ong 10. Venue: \_\_\_\_\_Nont Collier 11. Sanctioning Organization: PLA / USC/UB 12. Event Date(s) JAN 23-24 2016 13. Description of Event (Format, participants, sanctioning body, etc)

Socien Tournant Age 0/13-14 Hand Boys + 6mi

Vean Fon This IN Collien County

Summarize your marketing plan for the event including all media. Employed blacks paper adcet. National Wests

Economic Impact / participant projections

Total Number of Expected Visitors from outside of Collier County

Projected Hotel Room Nights for event:	500	-600	
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Additional information to support visitor and participant projections

### **EVENT BUDGET**

### **EVENT EXPENSES:**

### Intended Uses of Tourist Tax Grant Funds:

Please refer to authorized and unauthorized uses on pages 2 and 3. Provide an itemized summary indicating the intended use of Tourist Development Tax (TDT) funds. Please be as explicit as possible, including planned cities where advertising or promotional materials will be placed. Indicate the total amount you plan to spend for each category or promotion. Use additional sheets if necessary.

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**Total Tourist Tax Funds Requested:** 

FYSA -Aartioning

200 \$ \$ \$

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Name: Please Print or Organization: Please Print or Type (Date) (Signature)

Please send application and the Certification & Compliance Page to:

Estimated Room Nights	Funding Range
500 and over 200-499 100-199 Less Than 100	\$4,500-\$6,500 <u>+</u> \$2,400-\$4,499 \$1,201-\$2,399 \$0- \$1,200
Collier County Tourism Sr	ports Event Assistance Application
1. Organization Making Request	Mega Sport Events
2. Non-Profit Tax ID No or Federal Tax ID No	15-5126977
3. Contact Person/Responsible F	
4. Address 12653 70	spar qu
5. City: BOCA RATON	State <u>FL</u> Zip_ <u>3342</u> P
6. Cell #: 727 251-8457	Alternate phone#
7. Email: Sou enstall	<u>Is until esmail</u> com me lup Senion Weekend
8. Name of Event: The Kel	me Lup Senion Welltend
9. Website: <u>WWW.</u> Sc	scienstally untimited ing
10 Venue: North	Collien
11. Sanctioning Organization:	245A/USCLUB
11. Sanctioning Organization:	30-31-2016
	participants, sanctioning body, etc)

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Summarize your marketing plan for the event including all media. Websites (sace EMAIL BLASTS

### Economic Impact / participant projections

Total Number of Expected Visitors from outside of Collier County

Projected Hotel Room Nights for event: 500-600

Additional information to support visitor and participant projections

### **EVENT BUDGET**

### **EVENT EXPENSES:**

### **Intended Uses of Tourist Tax Grant Funds:**

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**Total Tourist Tax Funds Requested:** 

FYSA SANCTIONING

\$ \$ \$ \$

September 28, 2015 New Business 7-e 22 of 28

### **Certification and Compliance**

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Name: Please Print or Type Organization: (Signature)

Please send application and the Certification & Compliance Page to:

**Estimated Room Nights** 

**Funding Range** 

500 and over	
200-499	
100-199	
Less Than 100	

\$4,500-\$6,500<u>+</u> \$2,400-\$4,499 \$1,201-\$2,399 \$0- \$1,200

### **Collier County Tourism Sports Event Assistance Application**

1. Organization Making Request Mesa 2. Non-Profit Tax ID No.  $\mathcal{L}^{\dagger}$ or Federal Tax ID No.\_\_ PL 3. Contact Person/Responsible Party\_ TUBAL 4. Address 1265 Zip 33424 5. City: Boca Ka State // 6. Cell #: 727 25 455 Alternate phone# stills un limitel BSMAIL. Com 7. Email: SDUCA 8. Name of Event: Hardas Spring Gassic 9. Website: WWW, Soccenstrillsonlimitel, our in. 10. Venue: On 1 uselus LIA 11. Sanctioning Organization: 12. Event Date(s) <u>HPNIL</u> 30 - MAY-1 2016

13. Description of Event (Format, participants, sanctioning body, etc)

Socier Toursment A. Boys & Onto Teams C.S 8

6th year For This Ever All in Collien County

Summarize your marketing plan for the event including all media. Empile blasts/papier National and 1014/ Adu Websters (Soucer

### Economic Impact / participant projections

Total Number of Expected Visitors from outside of Collier County

Projected Hotel Room Nights for event: 300

Additional information to support visitor and participant projections

### **EVENT BUDGET**

### **EVENT EXPENSES:**

### **Intended Uses of Tourist Tax Grant Funds:**

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igld Nertan

**Total Tourist Tax Funds Requested:** 

FYSA SANCTONING

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CF PITENALL Please Print or Type Name: Organization: Please Print or Type (Signature)

Please send application and the Certification & Compliance Page to:

Estimated Room Nights

Funding Range

500 and over
200-499
100-199
Less Than 100

\$4,500-\$6,500<u>+</u> \$2,400-\$4,499 \$1,201-\$2,399 \$0- \$1,200

### **Collier County Tourism Sports Event Assistance Application**

1. Organization Making Request Mesig 2. Non-Profit Tax ID No. Ĺ or Federal Tax ID No. 3. Contact Person/Responsible Party / 24 4. Address 12653 Torball G 5. City: BULA MAT State FL Zip  $3^{\circ}$ 6. Cell #: 727-257 84/55 Alternate phone# 7. Email: Socienstilly unlinited a smalling 8. Name of Event: Secretbay Menand Day Cap 9. Website: Www. Soccenstallson/immitel.ong (0/11-Pa 10. Venue: \_\_\_\_/ 11. Sanctioning Organization: <u>AJA OSC</u>/06 5-30 2016 12. Event Date(s) <u>/hAY</u> 2

13. Description of Event (Format, participants, sanctioning body, etc)

Soccen TourNAMent - 3 day Event Age US-18 Boys + Ginls Tegms FXSA SANCTIONED

OF THIS EVEN 1Chr IN Collier Louis

Summarize your marketing plan for the event including all media. Notional + loca 1 blats PAPEn Websites

Economic Impact / participant projections

Total Number of Expected Visitors from outside of Collier County

50 -Projected Hotel Room Nights for event:

Additional information to support visitor and participant projections

### EVENT BUDGET

### **EVENT EXPENSES:**

### **Intended Uses of Tourist Tax Grant Funds:**

Please refer to authorized and unauthorized uses on pages 2 and 3. Provide an itemized summary indicating the intended use of Tourist Development Tax (TDT) funds. Please be as explicit as possible, including planned cities where advertising or promotional materials will be placed. Indicate the total amount you plan to spend for each category or promotion. Use additional sheets if necessary.

**Total Tourist Tax Funds Requested:** 

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\$ \$ \$ \$ \$ 350.00

### **Certification and Compliance**

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Þ Name: Please Print or Organization: Please Print (Signature) (Date)

Please send application and the Certification & Compliance Page to: