



January 31, 2018

Demetris Thomas
Department of Economic Opportunity
107 E. Madison Street, B-047
Caldwell Building
Tallahassee, FL 32399

Dear Demetris:

Attached is the quarterly report for funds paid through the Florida Sports Foundation/ DEO Agreement Number SB18-004.

Attached with the report is the invoice for the payment of \$440,000.00.

This report is being transmitted by the Florida Sports Foundation, a division of Enterprise Florida. If you need additional information about the report, please contact me at (850) 922-8805 or ccowen@flsports.com.

Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs

cc: Angela Suggs
Robert Schlotman
Amanda Zawadski

Attachments



FLORIDA SPORTS™

— F O U N D A T I O N —

2017-18 Quarterly Report

2nd Quarter

December 31, 2017

Florida Sports Foundation, Incorporated

101 North Monroe Street

Suite 1000

Tallahassee, Florida 32301

Contract Manager: Charlotte Cowen

Direct Line: 850-922-8805

www.flasports.com

A division of

**ENTERPRISE
FLORIDA**

2017-18 Quarterly Report

2nd Quarter

Attachment I

December 31, 2017

**FLORIDA SPORTS FOUNDATION
ATTACHMENT I
Scope of Work**

A. A. During Quarter 2, (October 1 – December 31, 2017), the FLORIDA SPORTS FOUNDATION shall perform the following:

1. The FLORIDA SPORTS FOUNDATION shall be paid \$250,000 for awarding grants designed to assist local governments, communities and host organizations in attracting sports events with an emphasis on out-of-state economic impacts, in accordance with Section 2.A.I., of this Attachment I, Scope of Work.

1. At a minimum, Florida Sports Foundation Board of Directors shall award 8 grants to Florida Industry Partners (e.g. Florida communities, local sports commissions), as evidenced by:

A. Copies of grant award letters; AND

B. The Foundation's Board of Directors' meeting minutes indicating all approved grant awards.

2. The FLORIDA SPORTS FOUNDATION shall be paid \$190,000 for the promotion of Florida athletes and athletics, the Florida Senior Games, and the Sunshine State Games in accordance with Section 2.B.II., of this Attachment I, Scope of Work.

2. At a minimum, Florida Sports Foundation shall:

A. Hold at least four Series Qualifiers for the Florida Senior Games in October - November 2017, as evidenced by a reporting of the:

* *Dates; Locations; and*

Golden Age Games, Sanford	11/04-11/17
Jacksonville Sr. Games	09/29-10/14/17
Ormond Beach Sr. Games	10/21-28/17
Tampa Bay Sr. Games	10/01-19/17

* *Roster of athletes participating* Attached

B. Conduct at least one Sunshine State Games event in October – November, as evidenced by a reporting of the :

* *Dates; Locations; and*

Skyway Trap & Skeet, St. Petersburg	11/01-04/17
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* *Roster of athletes participating* Attached

C. Conduct the Florida Senior Games in December 2017, as evidenced by:

* *Dates; Locations; and*

St. Petersburg/Clearwater	12/02-10/17
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* *Roster of athletes participating* Attached

2017-18 Quarterly Report
2nd Quarter
Grant Deliverables
December 31, 2017

**FLORIDA SPORTS FOUNDATION
ATTACHMENT I
Scope of Work**

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A. Copies of grant award letters; AND

B. The Foundation's Board of Directors' meeting minutes indicating all approved grant awards.



November 16, 2017

Bradenton Area Sports Comm.
Attn.: Sean Walter, Director of Sports
One Haben Blvd.
Palmetto, FL 34221

Dear Sean:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$17,000.00 for 2018 USFTL Nationals

\$ 5,000.00 for Sarasota Manatee Regional Bridge Tournament

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

- **Read and sign both contracts and return both to FSF**
- **Make sure a certificate of insurance naming Florida Sports Foundation is in place and a copy is sent to FSF 15 days prior to the event.**
- **A post event report is required within 90 days of the event end date for disbursement and should include:**
 - Front and back copies of cancelled checks, or electronic funds transfers, from grantee to third party for reimbursable expenses.
 - An invoice supporting charges paid above.
 - Proof of exposure for FSF- photos of banners if available.

The post event report can be found and completed on our website at www.fsfgiants.com.

If you have any questions or concerns, please contact me at (850) 922-8805

Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Broward County Convention Center Sports Dev.
Attn.: Carol Hudson, VP Sports Development
101 NE 3rd Ave., Suite 100
Ft. Lauderdale, FL 33301

Dear Carol:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

- \$ 6,000.00 for UANA Swimming Cup (Union Americana de Natacion)**
- \$ 7,000.00 for Kreul Classic**
- \$ 7,000.00 for YMCA Masters National Swimming Championships**
- \$ 3,500.00 for YMCA National Diving Championships**
- \$ 4,000.00 for Junior International Water Polo Tournament**
- \$100,000.00 for FIVB Swatch International Beach Volleyball Majors (Kickoff)**

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Central Florida Sports Commission
Attn.: Jennifer Lastik, Vice President, Events
400 West Church St., Suite 205
Orlando, FL 32801

Dear Jennifer:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$14,000.00 for 2018 American Athletic Conference Men's Basketball Championship
\$ 6,400.00 for City of Lights Invitational
\$ 3,200.00 for NCAA | 2018 Div. III Women's Golf Championship
\$ 1,200.00 for Horizon League | 2018 Men's & Women's Golf Championship
\$ 900.00 for George Mason University | Spring Spectacular

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Experience Kissimmee
Attn.: Debby Guertin, Director, Events Services
215 Celebration Pl., #200
Celebration, FL 34747

Dear Debby:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grant:

\$10,000.00 for Spring Break Sports Tennis

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Florida Citrus Sports
Attn.: Steve Hogan, CEO
One Citrus Bowl Place
Orlando, FL 32805

Dear Steve:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grant:

\$300,000.00 for NFL Pro Bowl 2018

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Greater Miami CVB
Attn.: Mathew Ratner, Sports Tourism Associate Director
701 Brickell Ave., Suite 2700
Miami, FL 33131

Dear Mathew:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grant:

\$37,500.00 for Miami Marathon & Half Marathon, Tropical 5K & Health & Fitness Expo

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Lee County Sports Development
Attn.: Jeff Mielke, Executive Director
2201 Second St.
Fort Myers, FL 33901

Dear Jeff:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grant:

\$20,000.00 for 2018 US Figure Skating Eastern Synchronized Skating Sectionals

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Ocala/Marion County VCB
Attn.: Corry Locke, Sports Marketing Specialist
112 N. Magnolia Ave.
Ocala, FL 34475

Dear Corry:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$18,750.00 for FEI Nation's Cup
\$18,750.00 for HITS Ocala Winter Circuit

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Palm Beach County Sports Comm.
Attn.: Glen Allen, Director of Sports Development
2195 Southern Blvd., Suite 520
West Palm Beach, FL 33406

Dear Glen:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$ 3,400.00 for Game Day USA Junior All-American Games.

\$ 4,000.00 for NAIA Women's Golf Championship.

\$12,500.00 for Prospect Select Palm Beach Classic.

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Pensacola Sports
Attn.: Sally Garst, Director of Operations
101 W. Main St.
Pensacola, FL 32502

Dear Sally:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$4,700.00 for NIRSA Flag Football National Championships

\$1,000.00 for Pensacola Beachfest

\$1,000.00 for Pensacola Beach Firefighters Challenge

\$2,000.00 for Pensacola Collegiate Tennis Invitational

\$3,000.00 for Cox Diamond Invitational

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Polk County, a political subdivision of the State of Florida
Tourism & Sports Marketing Division
Attn.: Mary Roberts, Client Services Coordinator
2701 Lake Myrtle Park Rd
Auburndale, FL 33823

Dear Mary:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$ 6,000.00 for Senior Softball USA Tournament of Champions
\$ 7,000.00 for Spring Break Sports Lacrosse
\$21,000.00 for RussMatt Baseball 2018 Central Florida Invitational

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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If you have any questions or concerns, please contact me at (850) 922-8805

Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Punta Gorda/Englewood Beach VCB
Attn.: Sean Doherty, Sports Marketing Mgr.
18500 Murcodk Cir.
Port Charlotte, FL 33948

Dear Sean:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$10,000.00 for Snowbird Baseball Classic
\$ 5,000.00 for SpringFling Women's Collegiate Lacrosse Tournament

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Space Coast Office of Tourism
Attn.: Tom Bartosek, Sales Manager
430 Brevard Ave., Suite 150
Cocoa, FL 32922

Dear Tom:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$ 1,850.00 for Publix Florida Marathon & Half-Marathon Weekend

\$ 5,000.00 for Softball Magazine's Softball Spring Training 2018

\$10,000.00 for Cocoa Beach Baseball/Softball Spring Training

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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If you have any questions or concerns, please contact me at (850) 922-8805

Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Tampa Bay Sports Commission
Attn.: Jason Aughey, Senior Director
201 North Franklin St. Suite 2900
Tampa, FL 33602

Dear Jason:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

- \$ 9,000.00** for 2018 ISSA/WBSC World Tournament of Champions
- \$ 12,000.00** for 2018 Monster Energy AMA Supercross
- \$ 20,000.00** for 2018 Gay Softball World Series
- \$350,000.00** for National Hockey League (NHL) All Star Weekend

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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If you have any questions or concerns, please contact me at (850) 922-8805

Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs



November 16, 2017

Treasure Coast Sports Commission
Attn.: Ryan Strickland, Business Development & Marketing Dir.
527 NE Peacock Blvd.
Port St. Lucie, FL 34986

Dear Ryan:

We are pleased to inform you that the Florida Sports Foundation Board of Directors has approved the following grants:

\$10,000.00 for Historic Dodgertown International, College, High School Training
\$10,000.00 for Florida Coast Spring Training
\$ 5,000.00 for President's Day
\$ 5,000.00 for Minor League Baseball (MiLB) Umpire Training Academy
\$ 4,500.00 for Nat'l Jr College Athletic Assoc. (NJCAA) Swimming & Diving Championships

Please accept the amount of this conditional award by signing and returning both copies of the enclosed contract agreements to my attention within thirty (30) days. A checklist is provided below for your convenience.

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Sincerely,

Charlotte

Charlotte Cowen
Director of Administrative Affairs

FLORIDA SPORTS FOUNDATION, INC.
BOARD OF DIRECTORS
DRAFT MEETING MINUTES

NOVEMBER 10, 2017
9:00 A.M.

WEST CLUB
ORLANDO CITY SOCCER STADIUM
ORLANDO, FLORIDA

*Audio archives of the meetings of the Board of Directors
and its Committees are accessible at <http://www.flasports.com/>.*

I. Call to Order and Chair's Remarks

Chair Jesse Biter convened the meeting at 9:11 a.m., on November 10, 2017, with the following members present: Jeff Mielke, Patrick Lawlor, Rick Hatcher, Renato Reis, Michael Forde, Claude Delorme, Marcus Bach-Armas, Bill Wickett, Rick Nafe, Pamella Dana, Frank Kelleher, Jack Peter. Caleb Quaid, Megha Parekh, Joanne Fava participated by phone.

Chair Biter thanked Board Members for attending the meeting and extended a special thanks to Renato Reis and the Orlando City Soccer team for hosting the Board meeting.

Chair Biter welcomed Secretary of Commerce & President/CEO, Pete Antanocci and Enterprise Florida General Counsel, Ben Gibson.

II. Public Comments. There were no requests for public comments.

III. Approval of Minutes (Action)

A. Board of Directors Meetings held on August 11, 2017

Chair Biter asked for a recommendation to approve the August 11th meeting minutes. Mr. Bach-Armas moved approval of the Minutes of the meeting held on August 11, 2017, as presented. Mr. Rick Hatcher seconded the motion, and the members concurred unanimously.

IV. Grant Committee Meeting

A. Grant Committee voted to present the following four major grant recommendations to the full Board for consideration.

P1	Florida Citrus Bowl	2018 NFL Pro Bowl	\$300K
P2	Tampa Bay Sports Commission	NHL All-Star Weekend	\$350K
P3	Broward County Convention Center Sports Development	FIVB Swatch International Beach Volleyball Majors Kick-off	\$100K
P4	Greater Miami Convention	Miami Open presented by Itau'	\$0

	Center Sports Development	
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Mr. Hatcher motioned to recommend for approval of funding in the amounts listed. Ms. Dana seconded the motion, and the committee members concurred with the following abstentions:

- P1 – Forde
- P2 – Wickett

V. Financial Report

Mr. Lawlor provided an update on the first quarter of the fiscal year’s budget. To date, 25% of the total appropriated restricted budget has been disbursed.

Expenses during the quarter were \$659,491, which leaves a net profit of \$485, 711.

Income from private sources was \$163, 503 or 21% of the budgeted total. Expenses from these funds amounted to \$109,498 which leaves a net profit of \$54,005.

During the current quarter, the Foundation also collected \$13,822.57 of unbudgeted income. The sources of these funds include revenue from NASCAR and Tennis tag sales and a voided grant.

VI. Tag Sales Report

Vice Chair Mielke reported that tags during the first quarter were slightly up. He noted that during the months of July and August sales trended upward and in September there was a decline. He noted that the state was hit by hurricane Irma during September and the inclement weather more than likely impacted tag sales and renewals.

He further shared that specialty team tag sales were up during this quarter.

Mr. Forde shared that the Orlando Magic has been working to secure the support of the Department of Mother Vehicles mobile unit to appear at events and sale tags on site. To-date he has not been successful in getting support for this initiative.

Chair Biter shared that this is an initiative that he has discussed with President Suggs and will report back to the Board their efforts. He further stated that it is his hope that every Board member and every professional team will join the efforts to promote the sale of team tags.

Chair Biter praised Board member, Caleb Quaid and the Tampa Bay Buccaneers for their tag sales efforts and noted that the Tampa Bay Lighting were also doing a great job.

VII. Grant Committee Report

The major grant requestors made presentations to the Board. Broward County made a presentation for the 2018 International Beach Volleyball, Tampa Bay Sports Commission made a presentation for the 2018 NHL All-Star game and Florida Citrus Sports presented at the 2018 Pro Bowl.

Grant Chair Bill Wickett provided an update on the grant program. To date, the Foundation has

awarded 36 grants in the amount of \$434,775. The expected ROI of the awards is \$165,482,293. The Out of State (OOS) visitor's projection is 158,798.

Grant Chair Bill Wickett continued with an overview of the Grant Committee's workshop held on October 30, 2017, at the Amalie Arena in Tampa, FL. During the workshop, the committee discussed the various governing documents that outline how the Foundation awards grants. The committee recommends to the Board that the grant committee conducts a methodical review of the mission, statutes, by-laws and, policies and present back to the Board a new set of guidelines for how the Foundation awards funding and that aligns with governing policies.

The committee reviewed the grant applications submitted for the first quarter and presented the recommendations that are before the Board on today. The recommendations were formalized by motion and vote during the committee meeting.

Chair Wickett asked President Suggs to review the major grant policy and discussed the proposed changes. President Suggs explained that the language highlighted in the Board material from the current policy was not aligned with current FSF governing requirements. The corrective action recommendation is to strike the language from the policy. She further shared that the grant committee will review and bring back to the Board a set of guidelines for future grant awards.

- A. Chair Biter asked for a motion to strike the policy language. Mr. Wickett moved the motion, as presented. Mr. Delorme seconded the motion, and the members concurred unanimously.

Grant Chair Wickett presented the following grant requests.

Major Grants

	Sports Commission	Event	Award
P1	Florida Citrus Bowl	2018 NFL Pro Bowl	\$300K
P2	Tampa Bay Sports Commission	NHL All-Star Weekend	\$350K
P3	Broward County Convention Center Sports Development	FIVB Swatch International Beach Volleyball Majors Kick-off	\$100K
P4	Greater Miami Convention Center Sports Development	Miami Open presented by Itau'	\$0

Chair Biter asked for a motion to approve. Mr. Bach-Armas moved the motion, as presented. Mr. Forde seconded the motion, and the members concurred unanimously.

The following abstentions were made:

- P1 – Forde
- P2 – Wickett, Nafe, Quaid

Regional Market Grants

Grant Chair Wickett presented 31 Regional Grants.

Chair Biter asked for a motion. Mr. Lawlor moved approval of 29 grants in the amounts requested and to not award funding for grants 7 & 22. Mr. Hatcher seconded the motion, and the members concurred unanimously.

The following abstentions were made:

GS3 – Biter, Fava	GS10 – Reis, Forde,	GS27 – Reis, Forde
GS4 – Lawlor	GS15 – Nafe, Wickett	GS29 - Lawlor
GS5 – Mickle	GS16 – Reis, Forde	GS30 - Lawlor
GS8 – Diamond, Bach-Armas	GS23 - Hatcher	
GS9 – Nafe, Wickett	GS24 - Hatcher	

Small Market Grants

Grant Chair Wickett presented 12 Small Market Grants.

Chair Biter asked for a motion to approve. Mr. Mickle moved the motion, as presented. Mr. Bach-Armas seconded the motion, and the members concurred unanimously.

The following abstentions were made:

SM1 – Hatcher	SM10 – Reis, Forde
SM2 – Hatcher	SM12 – Reis, Forde
SM3 – Biter, Fava	
SM5 – Hatcher	
SM6 – Reis, Forde	

VIII. Special Guests Remarks

Representative Mike Miller thanked the Orlando City Soccer Management and the SF Board of Directors for their diligence in helping to create jobs and increase revenue through promoting the State as *the destination of choice* for sports tourism. He provided a brief update on the process of moving the Orlando City Soccer team tag through legislation.

Chair Biter introduced Pete Antonacci, the Secretary of Commerce & President/CEO of Enterprise Florida. Mr. Antonacci thanked the Board for its work and what members do to support and grow the economy and bring jobs to our State through sports development.

Chair Biter introduced Ben Gibson, the General Counsel of Enterprise Florida. Mr. Gibson reviewed Sports Foundation by-laws, ethics policy, and Board communication protocol.

IX. President's Report

President Suggs congratulated the City of Plantation and Charlotte County for receiving the *Florida Sports Foundation Excellence* in Tourism Award, Tampa Bay Sports Commission on being selected to host the 2021 Super Bowl and Miami-Dade and the Orange Bowl Committee

on being selected to host the 2021 College Football Championship.

President Suggs has enjoyed meeting the staff of Sports Commissions and Board Meetings. She will continue with the Listening Tour in hopes to reach each Board Member and Sports Commission.

She is working with staff to broaden the Quarterly Board Meeting agenda to ensure that the investment of time spent on FS is value added.

2017-2018 Goals and priorities were discussed and shared.

A new branding and storytelling initiative is underway. The new Foundation logo was revealed.

X. Chairman's Closing Remarks

Business development position

A new business development position was presented and favored by Board Members and Secretary of Commerce, P. Antonacci. Mr. Antonacci offered to provide funding in support of securing a business development director within the Foundation.

Travel Policy

Chair Biter announced that the Foundation will align its travel reimbursement policy to be consistent with EFI and Space Florida. Commencing with the 3rd quarter Board meeting, the Foundation will no longer cover travel expenses for Board-related business.

Board Committees

A new Board committee structure was submitted for adoption. The new structure would also eliminate the current Board Secretary and Treasurer roles. This move aligns with current SF by-laws which state, the treasurer and secretary are corporate members. The role of Treasurer will continue to be carried out by the SF Foundation Director of Administrative Affairs and the role of Secretary will be covered by Director of Executive Affairs.

The recommended committees are:

- Executive Committee, chaired by President Biter
- Grant Committee, chair position TBD
- Governance and Compliance, chair position TBD
- Budget, Finance & Compensation Committee, chaired by P. Lawlor
- Marketing & Tourism, chaired by R. Hatcher

Mr. Lawlor motioned approval and Mr. Peter seconded, the members concurred unanimously. President Suggs will follow-up with Board Members to gauge interest and confirm committee assignments.

XI. Adjournment

Chair Biter adjourned the meeting 12:43 p.m.