



FLORIDA DEPARTMENT OF ECONOMIC OPPORTUNITY

Application Number/ Date Received

(DEO Use Only)

Sports Development Program Application

Pursuant to s. 288.11625(1), F.S., the Department of Economic Opportunity (DEO) is to serve as the state agency responsible for screening Applicants for state funding for the public purpose of constructing, reconstructing, renovating, or improving a sports facility. The Application Period is June 1 through close of business November 1 of each year. An Application must be submitted during the Application Period.

An entity applying for funding must submit two hard copies and three copies on digital media of its completed Application and all supporting documents to the following address: 107 East Madison Street, Mail Station 80, Caldwell Building, Tallahassee, Florida 32399; Phone: (850) 717-8960.

A complete Application shall contain the information required by this form. The Application must be divided into three numbered sections and subsections: **Section One**—a completed copy of this Application; **Section Two**—the information required by Section B of this Application, with labeled subsections for each requirement listed; and **Section Three**—the information required by Section C of this Application. A submitting entity will be notified of incomplete or missing information before a final review of the Application is performed.

SECTION A – SUBMITTING ENTITY INFORMATION

Legal Name of the Submitting Entity: _____

Address: _____
(Physical Address)

(City) (State) (Zip Code)

Primary Contact: _____

Title: _____

Address (if different from organization): _____
(Physical Address)

(City) (State) (Zip Code)

Telephone Number: (_____) _____ - _____ E-mail: _____

Federal Employment Identification Number (FEID): _____
(9-digit number)

Check all that apply:

- An Applicant (As defined in s. 288.11625(2)(b), F.S)
- A Beneficiary (As defined in s. 288.11625(2)(c), F.S)
- Applying under s. 288.11625(11), F.S.

Please note: All entities applying for funding under s. 288.11625, F.S., must complete all sections of this Application and provide all required supporting documentation.

SECTION B – APPLICATION DOCUMENTATION

Section Two of the Application must contain the following information with labeled subsections for each requirement listed below. Pursuant to s. 288.11625(5), F.S., DEO must verify the following:

1. Documentation evidencing that the Applicant or Beneficiary is responsible for the construction, reconstruction, renovation, or improvement of a facility and obtained at least three bids for the project. Include a list and original documentation evidencing each bid and the total project cost.
2. If the Applicant is not a unit of local government, legal documentation that a unit of local government holds title to the property on which the facility is, or will be, located.
3. If the Applicant is a unit of local government in whose jurisdiction the facility is, or will be, located, a copy of the unit of local government’s exclusive intent agreement to negotiate in this state with the Beneficiary.
4. A copy of a resolution, adopted after a public hearing by the unit of local government in whose jurisdiction the facility is, or will be, located, demonstrating that the unit of local government supports the Application for state funds by declaring that the project serves a public purpose. (Please provide a copy of the signed resolution.)
5. As provided for in s. 288.11625(5)(a)5, F.S., submit a statement indicating whether the Applicant or Beneficiary has previously defaulted or failed to meet any statutory requirements of a previous state-administered sports-related program under s. 288.1162, F.S., s. 288.11621, F.S., s. 288.11631, F.S., or s. 288.11625, F.S., and whether the Applicant or Beneficiary is currently receiving state distributions under s. 212.20, F.S., for the facility that is the subject of the Application. If the Applicant or Beneficiary is currently receiving state distributions under s. 212.20, F.S., for the facility that is the subject of the Application, the statement must indicate whether the franchise that applied for the distribution under s. 212.20, F.S., no longer plays at the facility that is the subject of the Application nor meets the criteria in s. 288.11625(6)(a)4., F.S.
6. Documentation evidencing the Applicant’s commitment to employ residents of this state, contract with Florida-based firms, and purchase locally available building materials to the greatest extent possible. (Please provide a letter of commitment.)

7. If the Applicant is a unit of local government, a certified copy of a signed Agreement with a Beneficiary for the use of the facility that meets the requirements of s. 288.11625(5)(a)(7), F.S. (Please provide a copy of the agreement.)
8. If the Applicant is a Beneficiary, a statement that the Beneficiary will enter into an agreement with DEO that meets the requirements of s. 288.11625(5)(a)(7), F.S.
9. Documentary evidence, which may include a schedule, that the project will commence within 12 months after receiving state funds or did not commence before January 1, 2013.
10. If the Applicant is a Beneficiary, a verified copy of the approval from the governing authority of the league in which the new professional sports franchise exists authorizing the location of the professional sports franchise in Florida.
11. A detailed description of the project including, but not limited to:
 - a. Size and scope of the project;
 - b. Proposed use of state funds;
 - c. Number of temporary and permanent jobs to be created as a direct result of the facility improvement;
 - d. Photos and/or architectural drawings of the project;
 - e. Amount of square footage in the project; and
 - f. Any additional construction adjacent to the main project.
12. The length of time a Beneficiary has agreed to use the facility and a copy of the lease.
13. The percentage of total project funds provided by the Applicant and the percentage of total project funds provided by the Beneficiary.
14. The number and type of signature events, as defined in s. 288.11625(2)(g), F.S., the facility is likely to attract during the duration of the agreement with the Beneficiary.
15. The anticipated increase in average annual ticket sales and attendance at the facility due to the project and the methodology used to determine this projection.
16. The potential to attract out-of-state visitors to the facility. (Please provide a copy of the marketing plan for the facility programs/activities for attracting out-of-state visitors.)
17. The length of time a Beneficiary has been in this state or partnered with the unit of local government.
18. The multiuse capabilities of the facility. (Please include the number of events outside of facility's league, association, or sport affiliation, not including signature events, hosted by the facility, per year.)
19. The facility's projected employment of residents of this state, contracts with Florida-based firms, and purchases of locally available building materials. (Please include the methodology used to

determine employment projection and documentation of Florida-based vendors and locally purchased materials.)

20. The amount of private and local financial support to the project. Specify any in-kind contributions to the project.
21. The amount of positive advertising or media coverage the facility generates. (Please provide a copy of the facility's advertising/media plan for the last calendar year and backup documentation to support the media value and which includes the number of gross impressions by medium.)
22. The expected amount of average annual new incremental state sales taxes generated by sales at the facility above the baseline that will be generated as a result of the project and the methodology used to determine this amount.
23. If applying pursuant to s. 288.11625(11), F.S., please provide documentation of either a new facility or the commencement of the project between March 1, 2013 and July 1, 2014.

SECTION C – STATE SALES TAX DOCUMENTATION

Section Three of the Application must contain the following information:

- I. Pursuant to s. 288.11625(6)(b.), F.S., the submitting entity must provide an analysis by an independent certified public accountant which demonstrates:
 - a. The average annual amount of state sales taxes generated by sales at the facility, as defined in s. 288.11625 (2) (h), F.S., during the 36-month period immediately before the beginning of the Application period, which shall serve as the baseline.
 - i. For an Application for a new facility, the baseline is zero.
 - ii. For an Application for a project with a total cost of more than \$300 million which are at least 90 percent funded by private sources, the baseline is zero.
 - iii. For an Application for a project submitted under s. 288.116625(6)(a)(4), F.S., the baseline is zero.
 - b. The expected amount of average annual new incremental state sales taxes generated by sales at the facility above the baseline which will be generated as a result of the project. The amount must be at least \$500,000 for the Applicant to be eligible to receive a distribution under the program.
 - c. A signed and notarized letter, on letterhead, by the independent Certified Public Accountant regarding the state sales tax documentation information required above.
 - d. Documentation of the baseline amount shall include the specific facilities, operations, leases, and/or businesses listed in s. 288.11625(2)(g), F.S., used to determine the baseline amount.
 - e. The methodology used to determine the expected amount of average annual new incremental state sales tax generated.

f. Additional information as requested by the Department of Economic Opportunity.

II. Pursuant to s. 288.11625(6)(e), F.S., DEO is required to consult with the Office of Economic and Demographic Research (EDR) to develop a standard calculation for estimating the average annual new incremental state sales taxes generated by sales at the facility. As such, EDR is requiring the following information:

a. If the facility is the home of a professional sports team, please list total attendance to events associated with the professional sports team and its affiliated sports association, but not a signature event, during the 36-month period immediately before the beginning of the Application period.

b. Please list total attendance to signature events during the 36-month period immediately before the Application period. A signature event is defined in s. 288.11625(2)(g), F.S..

c. Please list total attendance to events in the facility not associated with the professional sports team and its affiliated sports association and not defined as a signature event during the 36-month period immediately before the beginning of the Application period.

d. Please list the anticipated increase in average annual ticket sales and attendance at the facility due to the project and the methodology used to determine this projection. This information should be provided in state fiscal years for the duration of the lease agreement and include an average across all reported years.

e. Please list the average expenditure amount per an attendee for the categories listed below. Please include the methodology used to determine these numbers.

- i. Admission Price
- ii. Merchandise Sales
- iii. Concession Sales
- iv. Other Sales

f. Please list the anticipated increase in average expenditure of attendee for the categories listed below at events held within the facility due to the project. Please include the methodology used to determine these numbers. This information should be provided in state fiscal years for the duration of the lease agreement and include an average across all reported years.

- i. Admission Price
- ii. Merchandise Sales
- iii. Concession Sales
- iv. Other Sales

g. Please list total taxable sales from parking operations owned or controlled by either the Beneficiary or the Applicant during the 36-month period immediately before the Application period.

h. Please list the anticipated increase in taxable sales from parking operations due to the project, and the methodology used to determine this projection. This information should be provided in state fiscal years for the duration of the lease agreement and include an average across all reported years.

i. Please list total taxable sales from lease agreements related to the facility. Within the total amount, please include the lease, if applicable, of the Beneficiary team, any leases to other vendors within the facility, suite leases, during the 36-month period immediately before the beginning of the Application period

j. Please list the anticipated increase in total taxable sales from the lease agreements defined in Question #9 due to the project, and the methodology used to determine this projection. This information should be provided in state fiscal years for the duration of the lease agreement and include an average across all reported years.

k. A detailed list of signature events, as defined in s. 288.11625(2)(g), F.S., the facility is likely to attract during the duration of the agreement with the Beneficiary. Please include expected attendance, anticipated date of the event, and whether a signed agreement between the facility operator and the organizer of the signature event has been executed.

l. Please list the direct, taxable sales from commercial categories listed below during the 36-month period immediately before the Application period. Please include only commercial operations whose operations occur outside the facility, but within 1000 feet of the facility or its adjoining parcels of government-owned land. Please include the methodology used to determine these numbers.

- i. Restaurants
- ii. Retail
- iii. Lodging
- iv. Team Stores
- v. Museums
- vi. Other

m. Please list the anticipated increase in direct taxable sales from the commercial categories, listed below, due to the project, and the methodology used to determine this projection. This information should be provided in state fiscal years for the duration of the lease agreement and include an average across all reported years.

- i. Restaurants
- ii. Retail
- iii. Lodging
- iv. Team Stores
- v. Museums
- vi. Other

n. Please list the beginning and ending month for the 36-month period immediately before the beginning of the Application period.

o. Additional information as requested by the Office of Economic and Demographic Research.

SECTION D – FUNDING REQUEST

Pursuant to s. 288.11625, F.S., an entity may receive funding based on 75% of the average annual new incremental state sales taxes generated by sales at the facility. Annual distributions will be limited to the following. Please check the one appropriate funding category below:

Total project cost is \$200 million or greater, the annual distribution may be up to \$3 million.

Total project cost is at least \$100 million but less than \$200 million, the annual distribution amount may be up to \$2 million.

Total project cost is less than \$100 million and more than \$30 million, the annual distribution amount may be up to \$1 million.

Total project cost is at least \$100 million, and the entity is certified under s. 288.1162, F.S., and currently receiving state distributions under s. 212.20, F.S. The annual distribution amount may be up to \$1 million if the Applicant meets the requirements of s. 288.11625(6)(a) 4., F.S.

Entity is applying for a total amount of \$_____.

SECTION E – SUBMITTING ENTITY ACKNOWLEDGEMENT

Pursuant to s. 288.11625(12)(b), F.S., if it is determined that the submitting entity has submitted information or made a representation that is determined to be false, misleading, deceptive, or otherwise untrue, the entity must reimburse the State for state funds that have been and will be disbursed, plus a five-percent penalty on that amount. Additionally, any false, misleading, deceptive, or otherwise untrue representations contained in this Application may subject the entity to any and all applicable legal action in addition to the sanctions specified in s. 288.11625(12)(b), F.S.—such additional legal action may include, but is not limited to, a civil action under the Florida False Claims Act or those penalties found under s. 817.03 and 839.13, F.S. Should the Applicant be approved to receive state funding through the Professional Sports Facility Program, information contained in the Application will be used as a basis for the contract required between the Applicant and DEO. (s. 288.11625(7), F.S.)

The undersigned entity certifies that all information and documentation submitted in conjunction with this Application are true and correct.

Signature of Official Representative of
Submitting Entity

Date

Print Name

Print Title

Print Organization Name

**PLEASE RETAIN A COPY OF THE COMPLETED APPLICATION AND ALL SUPPORTING
DOCUMENTATION FOR YOUR RECORDS AND
VERIFY THAT YOU HAVE INCLUDED ALL REQUIRED INFORMATION.**