

***License and Operating Agreement
with Suncoast Aquatic Nature Center Associates
(SANCA)***

Sarasota County Commission

March 19, 2014

- Background
- Key Elements of the Agreement
- Recommended Motion for Board Action



- **History of Park and Success in 2009 and Beyond**
 - Board Support and Funding of Rowing Events
 - TDC and Board Approval of \$18,760,000 Bond for Phases 1 & 2
 - Many successful events leading to sports tourism and economic impact for our community

- **Formulation of Suncoast Aquatic Nature Center Associates (SANCA)**
 - Mission
 - \$10,000,000 Capital Funding appropriated from the State of Florida (2012, 2013)
 - Lead in Winning the 2017 World Rowing Championships
 - SANCA Business Plan

The Park



- Includes entire park site
- Public Access
- Exclusive use of Regatta Island
- Manage Bookings, Reservations, Events that Generate Tourism
- Programming for the Community
- Training Opportunities
- Regional Coordination
- Maintenance of the Park
- All Operational Expenses, including utilities

- **Use and Operation:**
 - Written Operational Procedures
 - Written Safety and Disaster Response Plan
 - Event Coordination – TUP Process
 - County has right to reserve up to 3 uses per year
 - Per Funding Agreement, State is granted 6 rental-free use days per year



➤ **Term of the Agreement**

➤ Initial Term: April 15, 2014 – September 30, 2019

➤ Renewals

➤ 1st renewal for 10 additional years contingent upon

1. no breach of contract; and

2. construction of finish tower, grandstands and safety improvements (currently unfunded).

➤ 3 more successive renewals of 10 years if no breach of contract

➤ **Revenues**

➤ Retain all revenues including fees for facility use, event entry fees, parking, concessions, etc.

Reimbursable Payments by the County

➤ Grounds Maintenance

1. Up to \$200,000 per fiscal year
2. Up to \$125,000 for FY14

➤ Personnel Expenses

1. Up to \$213,722 per FY
2. Up to \$91,439 for FY14
3. SANCA will hire the County Rowing Manager

➤ Events

Up to \$325,000 per FY for net event expenses

➤ Operating Expenses

Up to \$50,000 per FY

FY14: Up to \$591,439

FY15: Up to \$788,722

SANCA may request additional funding during annual budget process

- **FY19 (10/1/18) County will only reimburse**
 - Grounds Maintenance
 - Operating Expenses

- **Funding and Fundraising**
 - Operations: User Fees, Funders, Sponsorships, Donations, Grants
 - Capital: Naming Rights, Grants, Sponsorships
 - Shall maintain auditable records of all donations

- **Park Capital Improvements**
 - SANCA may develop and construct additional improvements (with County approval)

➤ Capital Repair and Improvements Fund

| <u>FY YEAR</u> | <u>SANCA'S ANNUAL CONTRIBUTION</u> |
|----------------|------------------------------------|
| ➤ 2015 – 2019 | \$10,000 per year |
| ➤ 2020 – 2029 | \$50,000 per year |
| ➤ 2030 - 2039 | \$50,000 per year |
| ➤ 2040 – 2049 | \$50,000 per year |
| ➤ 2050 – 2059 | \$50,000 per year |

10% of the value of Capital Improvements must be accumulated before funds can be spent.

- **Other Responsibilities and Stipulations**
 - Comply with all applicable laws and ordinances.
 - Exempt from the Sarasota County procurement code; must comply with Florida Statutes regarding procurement
 - Keep, maintain and provide public records
 - Conduct public meetings in compliance with Florida Statutes
 - Coordinate Promotion and Marketing Plan
 - Annual Report, Business Plan and Financial Reports due Feb 28 for previous Fiscal year
 - Insurance requirements

- **County Administrator authorized to execute amendments for operational / management issues, sign grant applications and event bids and approve one-time expenditures based on adequate justification, if funding is available.**

- To adopt a Resolution authorizing a License and Operating Agreement between Sarasota County and Suncoast Aquatic Nature Center Associates, Inc. for the operation of a venue for nature, aquatic and other recreational activities at Nathan Benderson Park.

