



Tourist Development Council Meeting

April 16, 2026

Seminole State College
Heathrow Campus
Rm 138





Tourist Development Council
April 16, 2026 Meeting Agenda
Seminole State College - Heathrow Campus
Room 138

I.	Call to Order	Commissioner Sarah Reece City of Altamonte Springs
	Pledge of Allegiance followed by Moment of Silence	
II.	Welcome and Introductions	
III.	Recognition & Awards	
IV.	Approval of January 2026 TDC Minutes*	
V.	FY2026/2027 Budget Review*	Lori Meeks Seminole County Government
VI.	Central Florida Zoo Grant Presentation*	Richard Glover Central Florida Zoo
VII.	Tourism Updates	Danny Trosset & Samiya Foster Seminole County Government
VIII.	Evok Presentation	Yahn Bartelink Evok Advertising
IX.	Old/New Business	
	Adjourn	

Next Meeting

August 20, 2026

Seminole State College - Heathrow Campus

Room 138

* These items need formal action by the TDC board.

PERSONS WITH DISABILITIES NEEDING ASSISTANCE TO PARTICIPATE IN ANY OF THESE PROCEEDINGS SHOULD CONTACT THE HUMAN RESOURCES DEPARTMENT, ADA COORDINATOR 48 HOURS IN ADVANCE OF THE MEETING AT 407-665-7941.

PURSUANT TO FLORIDA LAW, THE PUBLIC HAS THE RIGHT TO BE HEARD ON ALL PROPOSITIONS. PUBLIC COMMENT TIME ON PROPOSITIONS SHALL BE THREE (3) MINUTES FOR INDIVIDUALS AND SIX (6) MINUTES FOR GROUP REPRESENTATIVES. PROPER DECORUM WILL BE OBSERVED.



Awards & Recognitions



PROGRAM OF
**HOSPITALITY
AND TOURISM
MANAGEMENT**



SCVS Spotlights!



Future industry leaders!



Hospitality & Tourism skills



Lyman High School

Congratulations on your great
achievements at the 2026 25th
Annual Florida ProStart Competition

David Broussard

Congratulations on 10 remarkable
years of dedication and service to
Seminole County!

Tourist Development Council Meeting
January 15, 2026
Meeting called to order at 3:07 pm

A quorum was established

In Attendance:

- Jon Simonelli, Assistant General Manager, Hilton Orlando Altamonte Springs
- Andre Hickman, Owner, Comfort Inn & Suites Sanford
- Brenda Urias, Sanford Tours & Experiences & Bicikleta Bike Shop
- Commissioner Lee Constantine, Seminole County Board of County Commissioners, District 3
- Josh Gunderson, Mall Director, Oviedo Mall
- Mayor Art Woodruff, City of Sanford
- Skye Buckner, Director of Sales, Marriott Hotels
- Steve Fussell, Vice President & Chief Strategy Officer, Orlando Sanford International Airport

Excused:

Commissioner Sarah Reece – City of Altamonte Springs, CALNO Representative

Pledge of Allegiance and Moment of Silence

Chair Appointment:

Nomination: Commissioner Sarah Reece

Motion: Commissioner Lee Constantine

Second: Skye Buckner

Vote: Unanimous

Vice Chair Appointment:

Nomination: Jon Simonelli

Motion: Sky Buckner

Second: Commissioner Lee Constantine

Vote: Unanimous

Zoo Representative Appointment:

Nomination: Josh Gunderson

Motion: Brenda Urias

Second: Andre Hickman

Vote: Unanimous

Welcome and Introductions

Approval of November 2025 TDC Minutes:

Motion: Josh Gunderson

Second: Andre Hickman

Vote: Unanimous

Seminole County Tourism Update

Gui Cunha, Seminole County Tourism

- Presented dates for upcoming TDC meetings and upcoming agenda items
- January 13 BCC recognitions included Boombah turf updates, board appointments
- STR forecast meeting has been scheduled. Interested individuals should coordinate with Shannae Greene to be added to the virtual distribution list
- Congratulations extended to Esteban and Raul for 40 Under 40 recognition
- Hotel forecast indicates record performance with expectations to plateau

Seminole County Sports Tourism Update

Danny Trosset, Seminole County Tourism

- Event demand updates
- Astro turf samples distributed to hoteliers
- Returfing fields A and B were completed. Conversion of fields C and D are expected to take place in the current fiscal year

Question: Rick Donhue asked if turfing is going to impact summer events

Response: Danny Trosset responded no

Indoor Sports Complex Presentation

Ashley Senn, Jim Russell, & Tom Harmer; Pizzuti Solutions

- Indoor Complex Project examples shared
- Overall team experience with similar facilities was discussed
- Project deliverables include financial alignment, operational planning, statement of costs, design RFQ, renderings, and timeline
- Team has conducted 12 stakeholder meetings to date

Question: Andre Hickman asked about size of the complex

Response: Pizzuti responded that, currently, no size has been established

Question: Josh Gunderson asked about cost estimates

Response: Pizzuti responded that, currently, no cost has been discussed

Comment: Commissioner Constantine Suggested uses include graduations, concessions, green space, garages, and Florida-themed elements. He also discussed bonding options

Question: Brenda Urias asked about common themes amongst stakeholder feedback

Response: Pizzuti responded that key themes are performance, quality, flexible use

Comment: Skye Buckner emphasized to focus on growth potential

Question: Steve Fussell asked about emerging trends

Response: Pizzuti's response included streaming capacity, AV infrastructure, monetization, safety, lounges, and quiet spaces

Public Comment

Question: Jeremy Owens (Sanford Airport Authority) asked if the project would be part of the Boombah Complex

Response: Pizzuti explained that the project will be located solely at the Moore Station site

Old/New Business

- Oviedo Mall announced Paranormal Cirque event with nine shows
- Sunshine Law training will be done on April 16th, 2026, TDC meeting

Meeting adjourned at 4:23 PM



Fiscal Year
2026/2027
Budget Review

TOURISM TAXES

TOURISM 1-2-3c FUND & TOURISM 4-6c FUND

HIGHER VARIANCE



ACTUAL COLLECTIONS

MONTH	FY20	FY21	FY22	FY23	FY24	FY25	FY26
OCTOBER	426,810	274,906	422,137	677,865	530,898	614,367	533,917
NOVEMBER	550,273	244,092	459,793	574,963	515,987	637,046	600,294
DECEMBER	482,643	201,297	473,861	578,977	519,524	610,571	575,038
JANUARY	548,293	320,404	534,395	670,162	644,706	771,968	717,327
FEBRUARY	585,371	338,387	583,915	676,944	735,951	776,666	
MARCH	324,781	393,366	694,754	713,329	689,930	712,311	
APRIL	197,530	405,926	563,558	572,062	596,908	556,400	
MAY	145,826	406,821	585,892	520,557	551,808	527,023	
JUNE	232,610	507,262	469,931	502,075	517,489	525,356	
JULY	257,661	541,239	635,873	515,702	523,408	494,346	
AUGUST	230,144	397,999	482,358	413,351	402,727	503,628	
SEPTEMBER	231,559	359,119	445,388	477,380	450,667	431,671	
Grand Total	4,213,500	4,390,817	6,351,853	6,893,367	6,680,003	7,161,353	2,426,576
BUDGET	5,700,000	3,850,000	4,500,000	6,002,317	6,500,000	6,800,000	7,000,000
FDOR EST	5,534,963	4,603,677	4,818,383	6,428,349	7,000,087	6,500,000	6,900,000

FY27 TOURISM REQUESTED BUDGET

PERSONNEL, CONTRA & INTERNAL SERVICE CHARGES ARE NOT ENTERED/FINALIZED		ITEM DETAIL	FY26 ADOPTED BUDGET	FY26 CURRENT BUDGET	FY27 REQUESTED	VARIANCE	%
11000 TOURISM PARKS 1,2,3 CENT FUND							
BASE BUDGETS							
TOURISM							
<i>011030 TOURIST DEVMNT 1,2,3 CENT</i>							
530310	PROFESSIONAL SERVICES	3100110501 MARKETING SERVICES - EVOK	-	0	0	-	
530310	PROFESSIONAL SERVICES	3100110503 MARKETING SPECIAL PROJECTS	350,000	350,000	350,000	-	0.0%
530340	OTHER SERVICES	3400110205 BROCHURE DISTRIBUTION	4,200	4,200	0	(4,200)	-100.0%
530340	OTHER SERVICES	3400111012 RENTAL & OCCUPANCY ANALYTICS	7,146	7,146	7,146	-	0.0%
530480	PROMOTIONAL ACTIVITIES	4800111102 LEISURE MARKETING	130,000	130,000	135,000	5,000	3.8%
530480	PROMOTIONAL ACTIVITIES	4800111105 SOCIAL MEDIA MARKETING	50,000	50,000	55,000	5,000	10.0%
540101	INTERNAL SERVICE CHARGES	1019999909 COUNTY PROTECT INFORMATION	-	0	5,034	5,034	
540101	INTERNAL SERVICE CHARGES	1019999910 COUNTY SOLUTIONS DELIVERY	-	0	5,439	5,439	
540101	INTERNAL SERVICE CHARGES	5221404804 ORACLE/JD EDWARDS ANNUAL MAINT	-	0	1,189	1,189	
540101	INTERNAL SERVICE CHARGES	5229999923 JDE REPORTING SOFTWARE	-	0	50	50	
540101	INTERNAL SERVICE CHARGES	COUNTY DESKTOP OVERHEAD COUNTY DESKTOP OVERHEA	-	0	11,905	11,905	
540101	INTERNAL SERVICE CHARGES	COUNTY DEVELOPER SUPPORT COUNTY DEVELOPER SUPPO	-	0	7,898	7,898	
540101	INTERNAL SERVICE CHARGES	COUNTY IS NETWORK COUNTY IS NETWORK	-	0	4,888	4,888	
540202	INTERNAL SERVICE FEES TECH	6421103401 CAPITAL NETWORK EQUIPMENT	-	0	6,038	6,038	
540202	INTERNAL SERVICE FEES TECH	COUNTY HAAS LEASE COUNTY HAAS LEASE	-	0	846	846	
580821	AID TO PRIVATE ORGANIZATIONS		-	0	0	-	
580821	AID TO PRIVATE ORGANIZATIONS	8210110201 CENTRAL FLORIDA ZOOLOGICAL SOC	350,000	350,000	350,000	-	0.0%
580821	AID TO PRIVATE ORGANIZATIONS	8210110501 CFHLA - REG TOURISM CALCULATOR	10,500	10,500	10,500	-	0.0%
530466	SOFTWARE SUBSCRIPTIONS	3400111012 RENTAL & OCCUPANCY ANALYTICS	-	0	0	-	
011030 TOURIST DEVMNT 1,2,3 CENT Total			901,846	901,846	950,933	49,087	5.4%
RECREATION							
<i>043805 SOCCER COMPLEX TOURISM</i>							
510120	REGULAR SALARIES & WAGES		44,162	44,162	45,930	1,768	4.0%
510140	OVERTIME		992	992	992	-	0.0%
510210	SOCIAL SECURITY MATCHING		3,454	3,454	3,590	135	3.9%
510220	RETIREMENT CONTRIBUTIONS		6,335	6,335	6,377	42	0.7%
510230	HEALTH INSURANCE - EMPLOYER		14,307	14,307	14,771	464	3.2%
510240	WORKERS COMPENSATION		1,216	1,216	1,264	49	4.0%
530440	RENTAL AND LEASES	4409999902 LEASED EQUIPMENT	1,500	1,500	1,500	-	0.0%
530460	REPAIRS AND MAINTENANCE	4600109001 REPAIRS AND MAINTENANCE	25,000	25,000	0	(25,000)	-100.0%
530460	REPAIRS AND MAINTENANCE	4600438701 REPLACEMENT SOD	25,000	25,000	0	(25,000)	-100.0%
530460	REPAIRS AND MAINTENANCE	4600438724 TURF FIELD REPAIR & MAINT	-	0	31,000	31,000	
530460	REPAIRS AND MAINTENANCE	4609999901 IRRIGATION MAINTENANCE	-	0	13,800	13,800	
530520	OPERATING SUPPLIES	5200438401 FIELD MARKING PAINTS	7,500	7,500	7,500	-	0.0%
530520	OPERATING SUPPLIES	5200438410 BERMUDA SOD FOR ATHLETIC FIELD	-	0	5,000	5,000	
530520	OPERATING SUPPLIES	5200438429 SOCCER NETS	-	0	1,200	1,200	
530520	OPERATING SUPPLIES	5200438435 LACROSSE PROGRAM SUPPLIES	-	0	0	-	
530520	OPERATING SUPPLIES	5200438444 TOP DRESSING	5,000	5,000	10,000	5,000	100.0%
530520	OPERATING SUPPLIES	5200438445 TOP SOIL	-	0	0	-	
530520	OPERATING SUPPLIES	5200438706 RYE GRASS SEED	7,500	7,500	7,500	-	0.0%
530520	OPERATING SUPPLIES	5200770218 HERBICIDE CHEMICALS	25,000	25,000	0	(25,000)	-100.0%
530520	OPERATING SUPPLIES	5200777615 SPECIALITY SIGNS & SUPPLIES	-	0	0	-	
530520	OPERATING SUPPLIES	5209999901 OPERATING SUPPLIES	8,000	8,000	0	(8,000)	-100.0%
530520	OPERATING SUPPLIES	5209999902 SAFETY EQUIPMENT	125	125	0	(125)	-100.0%
530520	OPERATING SUPPLIES	5209999906 IRRIGATION SUPPLIES	3,100	3,100	2,500	(600)	-19.4%
530520	OPERATING SUPPLIES	5209999923 CONTRACTED FIELD CHEMICALS	-	0	28,000	28,000	
043805 SOCCER COMPLEX TOURISM Total			178,191	178,191	180,923	2,732	1.5%
NON DEPARTMENTAL							
<i>014004 INTERFUND TRANSFER - 11000</i>							
590910	TRANSFER OUT	7100903403 SPECIAL OBLIGATION BOND 2014	1,640,000	1,640,000	1,639,000	(1,000)	-0.1%
590910	TRANSFER OUT	7100903411 SPORTS COMPLEX LIGHTING LOAN	270,833	270,833	270,833	-	0.0%
014004 INTERFUND TRANSFER - 11000 Total			1,910,833	1,910,833	1,909,833	(1,000)	-0.1%
<i>911000 TOURISM 1,2,3 CENT ALLOC 11000</i>							
540102	OTHER CHRGS/ADMIN FEE CONTRA	3200103401 EXTERNAL AUDITOR	155	155	160	5	3.2%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY ATTORNEY ADMIN FEE COUNTY ATTORNEY ADMIN	1,697	1,697	1,743	46	2.7%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY BUDGET ADMIN FEE COUNTY BUDGET ADMIN FEE	594	594	748	154	25.9%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY CLERK ADMIN FEE COUNTY CLERK ADMIN FEE	3,816	3,816	4,091	275	7.2%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY COM INFO ADMIN FEE COMMUNITY INFO ADMIN I	1,017	1,017	1,383	366	36.0%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY COMM ADMIN FEE COUNTY COMM ADMIN FEE	1,055	1,055	1,119	64	6.1%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY HR ADMIN FEE COUNTY HR ADMIN FEE	873	873	899	26	3.0%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY MANAGER ADMIN FEE COUNTY MANAGER ADMIN	1,254	1,254	1,452	198	15.8%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY PURCH ADMIN FEE COUNTY PURCH ADMIN FEE	1,081	1,081	1,102	21	1.9%
540102	OTHER CHRGS/ADMIN FEE CONTRA	COUNTY RES MGMT ADMIN FEE COUNTY RES MGMT ADMIN	556	556	610	54	9.7%
911000 TOURISM 1,2,3 CENT ALLOC 11000 Total			12,098	12,098	13,307	1,209	10.0%

FY27 TOURISM REQUESTED BUDGET

PERSONNEL, CONTRA & INTERNAL SERVICE CHARGES ARE NOT ENTERED/FINALIZED			FY26 ADOPTED BUDGET	FY26 CURRENT BUDGET	FY27 REQUESTED	VARIANCE	%
		ITEM DETAIL					
PROJECTS							
TOURISM							
<i>00234720 SPORTS COMPLEX</i>							
	570720 INTEREST	7100903411 SPORTS COMPLEX LIGHTING LOAN	50,000	73,640	50,000	-	0.0%
00234720 SPORTS COMPLEX Total			50,000	73,640	50,000	-	0.0%
RECREATION							
<i>02504111 SPORT COMP TURF REPLACE 11000</i>							
	560630 IMPROVEMENTS OTH THAN BLD	6309999901 INFRASTRUCTURE	-	3,317,576	0	-	
02504111 SPORT COMP TURF REPLACE 11000 Total			-	3,317,576	0	-	
<i>02604071 SPORT COMP TURF CONVER 11000</i>							
	560630 IMPROVEMENTS OTH THAN BLD	6309999901 INFRASTRUCTURE	-	6,279,140	0	-	
	560650 CONSTRUCTION IN PROGRESS	6309999901 INFRASTRUCTURE	-	0	0	-	
02604071 SPORT COMP TURF CONVER 11000 Total			-	6,279,140	0	-	
RESERVES							
NON DEPARTMENTAL							
<i>999910 RESERVES - 11000</i>							
	599998 RESERVE FOR CONTINGENCIES	9989999901 RESERVE-CONTINGENCIES	6,297,032	17,892	1,538,497	(4,758,535)	-75.6%
999910 RESERVES - 11000 Total			6,297,032	17,892	1,538,497	(4,758,535)	-75.6%
11000 TOURISM PARKS 1,2,3 CENT FUND Total			9,350,000	12,691,216	4,643,494	(4,706,506)	-50.3%

FY27 TOURISM REQUESTED BUDGET

PERSONNEL, CONTRA & INTERNAL SERVICE CHARGES ARE NOT ENTERED/FINALIZED	ITEM DETAIL	FY26 ADOPTED BUDGET	FY26 CURRENT BUDGET	FY27 REQUESTED	VARIANCE	%	
11001 TOURISM SPORTS 4 & 6 CENT FUND							
BASE BUDGETS							
TOURISM							
<i>011050 TOURIST DEVMNT 4,6 CENT</i>							
510120	REGULAR SALARIES & WAGES	513,074	513,074	512,684	(390)	-0.1%	
510150	SPECIAL PAY	1,980	1,980	1,980	-	0.0%	
510210	SOCIAL SECURITY MATCHING	39,250	39,250	39,220	(30)	-0.1%	
510220	RETIREMENT CONTRIBUTIONS	87,752	87,752	86,021	(1,731)	-2.0%	
510230	HEALTH INSURANCE - EMPLOYER	99,788	99,788	106,739	6,951	7.0%	
510240	WORKERS COMPENSATION	833	833	548	(284)	-34.1%	
530310	PROFESSIONAL SERVICES	3100110551 SOCIAL MEDIA POSTING TOOLS	5,912	5,912	0	(5,912) -100.0%	
530310	PROFESSIONAL SERVICES	3100110552 PUBLIC RELATIONS RESEARCH	9,785	9,785	9,785	-	0.0%
530310	PROFESSIONAL SERVICES	3100110553 SOCIAL MED DIGITAL ASSET MGMT	25,000	25,000	25,000	-	0.0%
530340	OTHER SERVICES	-	0	0	-	-	
530340	OTHER SERVICES	3400110205 BROCHURE DISTRIBUTION	5,900	5,900	5,900	-	0.0%
530340	OTHER SERVICES	3400110206 BULK MAILINGS	800	800	800	-	0.0%
530340	OTHER SERVICES	3400110209 HOTEL OCCUPANCY RESEARCH REPOR	28,000	28,000	28,000	-	0.0%
530340	OTHER SERVICES	3400110214 TAX COLLECTOR COMM TOURIST TAX	105,000	105,000	107,000	2,000	1.9%
530400	TRAVEL AND PER DIEM	4009999901 TRAVEL & PER DIEM	11,700	11,700	11,700	-	0.0%
530470	PRINTING AND BINDING	4709999901 PRINTING SERVICES	8,000	8,000	8,000	-	0.0%
530510	OFFICE SUPPLIES	5109999901 OFFICE SUPPLIES	1,500	1,500	1,500	-	0.0%
530520	OPERATING SUPPLIES	5200105101 PAPER - COUNTYWIDE	77	77	77	-	0.0%
530520	OPERATING SUPPLIES	5209999901 OPERATING SUPPLIES	-	0	0	-	-
530520	OPERATING SUPPLIES	5210380003 OPERATING SUPPLIES - EQUIPMENT	2,500	2,500	2,500	-	0.0%
530540	BOOKS, DUES PUBLICATIONS	5401407006 SR LEADERSHIP GROUP MEMBERSHIP	-	0	0	-	-
530540	BOOKS, DUES PUBLICATIONS	5409999901 BOOKS, DUES, PUBS	16,000	16,000	18,000	2,000	12.5%
530550	TRAINING	5509999901 TRAINING REGISTRATION	13,000	13,000	14,000	1,000	7.7%
540101	INTERNAL SERVICE CHARGES	1019999906 COUNTY LEASED EQUIPMENT	1,407	1,407	1,434	27	1.9%
540101	INTERNAL SERVICE CHARGES	1019999909 COUNTY PROTECT INFORMATION	6,281	6,281	5,538	(743)	-11.8%
540101	INTERNAL SERVICE CHARGES	1019999910 COUNTY SOLUTIONS DELIVERY	8,302	8,302	6,136	(2,166)	-26.1%
540101	INTERNAL SERVICE CHARGES	4400105616 LEASE-SSC BUILDING TOURISM	35,210	35,210	36,019	809	2.3%
540101	INTERNAL SERVICE CHARGES	5221404802 MS ENTERPRISE AGREEMENT	4,056	4,056	4,255	199	4.9%
540101	INTERNAL SERVICE CHARGES	5221404804 ORACLE/JD EDWARDS ANNUAL MAINT	1,800	1,800	1,337	(463)	-25.7%
540101	INTERNAL SERVICE CHARGES	5229999923 JDE REPORTING SOFTWARE	79	79	56	(23)	-28.6%
540101	INTERNAL SERVICE CHARGES	COUNTY CELL SERVICES COUNTY CELL SERVICES	4,957	4,957	4,982	24	0.5%
540101	INTERNAL SERVICE CHARGES	COUNTY DESKTOP OVERHEAD COUNTY DESKTOP OVERHEA	18,744	18,744	12,777	(5,968)	-31.8%
540101	INTERNAL SERVICE CHARGES	COUNTY DEVELOPER SUPPORT COUNTY DEVELOPER SUPPO	12,821	12,821	8,910	(3,910)	-30.5%
540101	INTERNAL SERVICE CHARGES	COUNTY FLEET OVERHEAD COUNTY FLEET OVERHEAD	2,009	2,009	2,889	880	43.8%
540101	INTERNAL SERVICE CHARGES	COUNTY FUEL COUNTY FUEL	678	678	593	(85)	-12.5%
540101	INTERNAL SERVICE CHARGES	COUNTY IS NETWORK COUNTY IS NETWORK	8,279	8,279	5,377	(2,902)	-35.1%
540101	INTERNAL SERVICE CHARGES	COUNTY POSTAGE COUNTY POSTAGE	627	627	648	21	3.4%
540101	INTERNAL SERVICE CHARGES	COUNTY PRINT CHARGES COUNTY PRINT CHARGES	414	414	208	(206)	-49.7%
540101	INTERNAL SERVICE CHARGES	COUNTY PROPERTY MANAGMENT COUNTY PROPERTY MAN	3,509	3,509	0	(3,509)	-100.0%
540101	INTERNAL SERVICE CHARGES	COUNTY TELEPHONE OVERHEAD COUNTY TELEPHONE OVEF	7,333	7,333	7,703	370	5.0%
540101	INTERNAL SERVICE CHARGES	COUNTY TELEPHONE SERVICE COUNTY TELEPHONE SERVICE	1,617	1,617	1,602	(15)	-0.9%
540101	INTERNAL SERVICE CHARGES	PRINT SHOP OVERHEAD PRINT SHOP OVERHEAD	-	0	215	215	-
540202	INTERNAL SERVICE FEES TECH	6421103401 CAPITAL NETWORK EQUIPMENT	5,744	5,744	6,642	898	15.6%
540202	INTERNAL SERVICE FEES TECH	COUNTY HAAS LEASE COUNTY HAAS LEASE	3,938	3,938	2,864	(1,074)	-27.3%
580821	AID TO PRIVATE ORGANIZATIONS	8210662018 TOURISM GRANT PROGRAM	60,000	60,000	60,000	-	0.0%
530466	SOFTWARE SUBSCRIPTIONS	3100110551 SOCIAL MEDIA POSTING TOOLS	-	0	6,600	6,600	-
011050 TOURIST DEVMNT 4,6 CENT Total		1,163,656	1,163,656	1,156,240	(7,416)	-0.6%	
<i>011051 SPORTS 4,6 CENT</i>							
510120	REGULAR SALARIES & WAGES	165,905	165,905	172,540	6,635	4.0%	
510210	SOCIAL SECURITY MATCHING	12,692	12,692	13,199	508	4.0%	
510220	RETIREMENT CONTRIBUTIONS	23,276	23,276	23,448	172	0.7%	
510230	HEALTH INSURANCE - EMPLOYER	64,127	64,127	57,562	(6,565)	-10.2%	
510240	WORKERS COMPENSATION	182	182	190	7	4.0%	
530310	PROFESSIONAL SERVICES	3100110510 ZARTICO - DESTINATION MGMT SYS	45,000	45,000	45,000	-	0.0%
530340	OTHER SERVICES	3400110202 CENTRAL FLORIDA SPORTS COMMISS	100,000	100,000	100,000	-	0.0%
530340	OTHER SERVICES	3400110209 HOTEL OCCUPANCY RESEARCH REPOR	-	0	18,000	18,000	-
530400	TRAVEL AND PER DIEM	4009999901 TRAVEL & PER DIEM	11,000	11,000	11,000	-	0.0%
530440	RENTAL AND LEASES	4409999905 MISCELLANEOUS RENTALS	6,500	6,500	7,000	500	7.7%
530440	RENTAL AND LEASES	4809999903 EVENT HOSPITALITY	-	0	0	-	-
530480	PROMOTIONAL ACTIVITIES	4800110511 EASTER SOCCER INVITATIONAL	45,000	45,000	45,000	-	0.0%
530480	PROMOTIONAL ACTIVITIES	4800110553 THRESHOLD 360	6,500	6,500	6,500	-	0.0%
530480	PROMOTIONAL ACTIVITIES	4800111104 MARKETING, PROMO, COLLATERAL	45,000	45,000	45,000	-	0.0%
530480	PROMOTIONAL ACTIVITIES	4809999901 MARKETING	-	0	0	-	-
530480	PROMOTIONAL ACTIVITIES	4809999903 EVENT HOSPITALITY	28,500	28,500	28,500	-	0.0%
530480	PROMOTIONAL ACTIVITIES	4809999906 SPORTS EVENT INCENTIVES	600,000	600,000	600,000	-	0.0%
530510	OFFICE SUPPLIES	5109999901 OFFICE SUPPLIES	500	500	500	-	0.0%
530520	OPERATING SUPPLIES	5209999901 OPERATING SUPPLIES	-	0	0	-	-
530540	BOOKS, DUES PUBLICATIONS	5400110551 SPORTS ETA MEMBERSHIP DUES	1,300	1,300	3,000	1,700	130.8%
530540	BOOKS, DUES PUBLICATIONS	5409999901 BOOKS, DUES, PUBS	3,000	3,000	3,000	-	0.0%
530550	TRAINING	5509999901 TRAINING REGISTRATION	10,000	10,000	10,000	-	0.0%

FY27 TOURISM REQUESTED BUDGET

PERSONNEL, CONTRA & INTERNAL SERVICE CHARGES ARE NOT ENTERED/FINALIZED		FY26 ADOPTED BUDGET	FY26 CURRENT BUDGET	FY27 REQUESTED	VARIANCE	%
540101 INTERNAL SERVICE CHARGES	1019999909 COUNTY PROTECT INFORMATION	499	499	1,007	508	102.0%
540101 INTERNAL SERVICE CHARGES	1019999910 COUNTY SOLUTIONS DELIVERY	659	659	1,255	596	90.5%
540101 INTERNAL SERVICE CHARGES	5221404802 MS ENTERPRISE AGREEMENT	468	468	1,110	642	137.2%
540101 INTERNAL SERVICE CHARGES	5221404804 ORACLE/JD EDWARDS ANNUAL MAINT	143	143	267	125	87.2%
540101 INTERNAL SERVICE CHARGES	5229999923 JDE REPORTING SOFTWARE	6	6	11	5	80.0%
540101 INTERNAL SERVICE CHARGES	COUNTY DESKTOP OVERHEAD COUNTY DESKTOP OVERHEA	1,464	1,464	2,613	1,149	78.5%
540101 INTERNAL SERVICE CHARGES	COUNTY DEVELOPER SUPPORT COUNTY DEVELOPER SUPPO	1,018	1,018	1,823	805	79.1%
540101 INTERNAL SERVICE CHARGES	COUNTY IS NETWORK COUNTY IS NETWORK	526	526	978	452	86.0%
540202 INTERNAL SERVICE FEES TECH	6421103401 CAPITAL NETWORK EQUIPMENT	365	365	1,208	843	231.1%
540202 INTERNAL SERVICE FEES TECH	COUNTY HAAS LEASE COUNTY HAAS LEASE	313	313	846	534	170.7%
530466 SOFTWARE SUBSCRIPTIONS	4660110511 TOURISM GEMINI AI LICENSE (5)	-	0	1,200	1,200	
530466 SOFTWARE SUBSCRIPTIONS	5220111011 DMAI ECONOMIC IMPACT SOFTWARE	2,700	2,700	3,000	300	11.1%
011051 SPORTS 4,6 CENT Total		1,176,642	1,176,642	1,204,758	28,115	2.4%

RECREATION

043833 SANLANDO TOURISM 4,6 CENT

530460 REPAIRS AND MAINTENANCE	4600438402 TENNIS COURT RESURFACING	-	0	0	-	
530460 REPAIRS AND MAINTENANCE	4600438404 FENCE REPAIR	17,000	17,000	17,000	-	0.0%
530520 OPERATING SUPPLIES	5200438416 WINDSCREENS	1,000	1,000	1,000	-	0.0%
530520 OPERATING SUPPLIES	5200438436 TENNIS NETS	2,500	2,500	2,500	-	0.0%
530520 OPERATING SUPPLIES	5209999901 OPERATING SUPPLIES	5,250	5,250	5,250	-	0.0%
043833 SANLANDO TOURISM 4,6 CENT Total		25,750	25,750	25,750	-	0.0%

043834 SOFTBALL TOURISM 4,6 CENT

530460 REPAIRS AND MAINTENANCE	4600109001 REPAIRS AND MAINTENANCE	10,000	10,000	10,000	-	0.0%
530460 REPAIRS AND MAINTENANCE	4600438404 FENCE REPAIR	-	0	0	-	
530460 REPAIRS AND MAINTENANCE	4600438417 LASER LEVELING	10,000	10,000	10,000	-	0.0%
530460 REPAIRS AND MAINTENANCE	4600438724 TURF FIELD REPAIR & MAINT	-	0	0	-	
043834 SOFTBALL TOURISM 4,6 CENT Total		20,000	20,000	20,000	-	0.0%

043835 SOLDIERS CREEK TOURISM 4,6 CENT

530460 REPAIRS AND MAINTENANCE	4600438406 LASER LEVEL SOFTBALL FIELD REP	9,000	9,000	5,000	(4,000)	-44.4%
530460 REPAIRS AND MAINTENANCE	4600438416 FENCE REPAIR	-	0	0	-	
530460 REPAIRS AND MAINTENANCE	4600438724 TURF FIELD REPAIR & MAINT	-	0	4,500	4,500	
530520 OPERATING SUPPLIES	5200562002 FIELD SUPPLIES	12,000	12,000	12,000	-	0.0%
043835 SOLDIERS CREEK TOURISM 4,6 CENT Total		21,000	21,000	21,500	500	2.4%

043837 SPORTS COMPLEX TOURISM 4,6 CENT

530340 OTHER SERVICES	3400380002 CONTRACTED SERVICES	-	0	15,000	15,000	
530340 OTHER SERVICES	3400879210 TEMPORARY PERSONNEL SERVICE	5,150	5,150	0	(5,150)	-100.0%
530460 REPAIRS AND MAINTENANCE	4600438404 FENCE REPAIR	-	0	0	-	
530460 REPAIRS AND MAINTENANCE	4600438724 TURF FIELD REPAIR & MAINT	28,700	28,700	28,700	-	0.0%
530520 OPERATING SUPPLIES	5200438003 INFIELD CONDITIONER	15,500	15,500	0	(15,500)	-100.0%
530520 OPERATING SUPPLIES	5200438202 FIELD HOCKEY PROGRAM SUPPLIES	-	0	0	-	
530520 OPERATING SUPPLIES	5200438402 ATHLETIC FIELDS TURF SUPPLIES	-	0	0	-	
530520 OPERATING SUPPLIES	5200438404 SOCCER GOAL SET	-	0	0	-	
530520 OPERATING SUPPLIES	5200438425 BALL FIELD BASES/MOUNDS	41,300	41,300	41,300	-	0.0%
530520 OPERATING SUPPLIES	5200438435 LACROSSE PROGRAM SUPPLIES	-	0	0	-	
530520 OPERATING SUPPLIES	5200438714 BATTING CAGES SUPPLIES	15,000	15,000	20,650	5,650	37.7%
530520 OPERATING SUPPLIES	5200438715 BLEACHERS	-	0	0	-	
530520 OPERATING SUPPLIES	5200438723 WARNING TRACK MATERIAL REPLACE	9,000	9,000	0	(9,000)	-100.0%
530520 OPERATING SUPPLIES	5200438724 CRUMB RUBBER REPLACEMENT	7,500	7,500	7,500	-	0.0%
530520 OPERATING SUPPLIES	5209999901 OPERATING SUPPLIES	-	0	0	-	
530520 OPERATING SUPPLIES	5209999920 FENCE MATERIALS & SUPPLIES	80,000	80,000	80,000	-	0.0%
530520 OPERATING SUPPLIES	5209999921 PITCHING SCREENS	10,000	10,000	19,000	9,000	90.0%
043837 SPORTS COMPLEX TOURISM 4,6 CENT Total		212,150	212,150	212,150	-	0.0%

NON DEPARTMENTAL

911001 TOURISM 4,6 CENT ALLOC 11001

510120 REGULAR SALARIES & WAGES		8,000	8,000	0	(8,000)	-100.0%
540102 OTHER CHRGS/ADMIN FEE CONTRA	3200103401 EXTERNAL AUDITOR	1,011	1,011	1,042	31	3.1%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY ATTORNEY ADMIN FEE COUNTY ATTORNEY ADMIN	11,039	11,039	11,334	295	2.7%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY BUDGET ADMIN FEE COUNTY BUDGET ADMIN FEE	3,865	3,865	4,865	1,000	25.9%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY CLERK ADMIN FEE COUNTY CLERK ADMIN FEE	24,818	24,818	26,611	1,793	7.2%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY COM INFO ADMIN FEE COMMUNITY INFO ADMIN I	6,613	6,613	8,992	2,379	36.0%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY COMM ADMIN FEE COUNTY COMM ADMIN FEE	6,863	6,863	7,279	416	6.1%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY HR ADMIN FEE COUNTY HR ADMIN FEE	5,678	5,678	5,846	168	3.0%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY MANAGER ADMIN FEE COUNTY MANAGER ADMIN	8,153	8,153	9,448	1,295	15.9%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY PURCH ADMIN FEE COUNTY PURCH ADMIN FEE	7,031	7,031	7,171	140	2.0%
540102 OTHER CHRGS/ADMIN FEE CONTRA	COUNTY RES MGMT ADMIN FEE COUNTY RES MGMT ADMIN	3,617	3,617	3,968	351	9.7%
911001 TOURISM 4,6 CENT ALLOC 11001 Total		86,688	86,688	86,556	(132)	-0.2%

FY27 TOURISM REQUESTED BUDGET

PERSONNEL, CONTRA & INTERNAL SERVICE CHARGES ARE NOT ENTERED/FINALIZED	ITEM DETAIL	FY26 ADOPTED BUDGET	FY26 CURRENT BUDGET	FY27 REQUESTED	VARIANCE	%
PROJECTS						
RECREATION						
<i>02504020 SPORT COMP TURF REPLACE 11001</i>						
560630 IMPROVEMENTS OTH THAN BLD	6309999901 INFRASTRUCTURE	-	1,388,880	0	-	
02504020 SPORT COMP TURF REPLACE 11001 Total		-	1,388,880	0	-	
 <i>02504121 SOFTBALL CMLPX SCRBRD REPLACE</i>						
560630 IMPROVEMENTS OTH THAN BLD	6309999901 INFRASTRUCTURE	-	0	0	-	
560642 EQUIPMENT >\$4999	6429999901 CAPITAL EQUIPMENT	-	17,500	0	-	
02504121 SOFTBALL CMLPX SCRBRD REPLACE Total		-	17,500	0	-	
 <i>02604070 SPORT COMP TURF CONVER 11001</i>						
560630 IMPROVEMENTS OTH THAN BLD	6309999901 INFRASTRUCTURE	-	1,306,113	0	-	
560650 CONSTRUCTION IN PROGRESS	6309999901 INFRASTRUCTURE	-	0	0	-	
02604070 SPORT COMP TURF CONVER 11001 Total		-	1,306,113	0	-	
 FLEET						
TOURISM						
<i>02601002 FORD EXPLORER NEW</i>						
560642 EQUIPMENT >\$4999	6429999901 CAPITAL EQUIPMENT	40,500	40,500	0	(40,500)	-100.0%
02601002 FORD EXPLORER NEW Total		40,500	40,500	0	(40,500)	-100.0%
 RESERVES						
NON DEPARTMENTAL						
<i>999954 RESERVES - 11001</i>						
599998 RESERVE FOR CONTINGENCIES	9989999901 RESERVE-CONTINGENCIES	1,306,114	1	515,480	(790,633)	-60.5%
999954 RESERVES - 11001 Total		1,306,114	1	515,480	(790,633)	-60.5%
11001 TOURISM SPORTS 4 & 6 CENT FUND Total		4,052,500	5,458,880	3,242,434	(810,066)	-20.0%



Central Florida Zoo Grant Presentation

CENTRAL FLORIDA



& BOTANICAL GARDENS

TDC UPDATE

April

2026



FYTD Attendance

July 1, 2025 -
March 31, 2026

345,063

(+3.5%)





Central Florida Zoo offers Valentine's Day relief for parents with 'Kids Night Out'

Drop-off program gives kids Valentine-themed fun while parents enjoy date night

When: February 14, 2026 | 6:30 – 10 p.m.

Where: Central Florida Zoo & Botanical Gardens, 3755 W. Seminole Blvd. Sanford, FL 32771

What: While parents are planning date nights and searching for Valentine's Day reservations, the Central Florida Zoo & Botanical Gardens has the perfect solution for families.

On Saturday, February 14, the Zoo is hosting a special Valentine's-themed Kids Night Out!

Designed exclusively for children ages 5–12, this four-hour, supervised drop-off program gives parents a stress-free night out and gives kids a wildly fun Valentine celebration of their own.

The Wild About You! evening kicks off at 6:30 p.m. in the Zoo's Discovery Center, where kids will enjoy Valentine-themed games, activities and animal valentines. The fun continues with up-close animal encounters and dance party.

Kids will also get creative with a Valentine craft and enjoy a snack before parents return for pickup, all wrapped into a fun, safe evening at the Zoo.

The cost is \$32 per Annual Pass Holder child and \$37 per non-pass holder child. Space is limited and registration is required.

For more information and to register, visit <https://www.centralfloridazoo.org/event/kids-night-out>.

About the Central Florida Zoo & Botanical Gardens

The Central Florida Zoo & Botanical Gardens is home to more than 350 animals in Sanford, Florida. As a not-for-profit organization, it is a leader in

Zoo Offers Kids Night Out on Valentine's Day

Brews Around the Zoo's first two-day offering set record attendance - 1,888



COMING UP: Brews Around the Zoo is right around the corner!

*Tickets now on sale for popular two-day beer tasting event
Feb. 21 & 22*

SANFORD, Fla. (Feb. 6, 2026) — Gift the wildest ticket in town this holiday season!

Tickets are now on sale for The Central Florida Zoo & Botanical Gardens' Brews Around the Zoo and this year, there's even more to toast.

The beloved craft beer and beverage festival has traditionally been a one-night-only celebration, but due to popular demand, it's going wild with a brand-new daytime session.



The favorite adults-only event is expanding to two days of fun for 2026 featuring craft beers, live music and wild encounters. The event, presented by Wayne Densch, Inc., will be held Saturday, February 21 from 5-9 p.m. and an all-new daytime date Sunday, February 22 from 11 a.m. – 3 p.m.

"This event is so popular and with a brand-new second day, craft beverage fans will have more ways than ever to sip, stroll and support wildlife" said CEO Richard E. Glover, Jr. "We're grateful for the community support that has made Brews Around the Zoo such a beloved tradition, and offering a second day is our way of welcoming even more guests to enjoy this one-of-a-kind event."

Attendees can sample more than 35 craft beers as well as wine and seltzer selections while strolling through the Zoo. Food will also be available for purchase.

The Zoo will be open from 9 a.m. – 2 p.m. on Saturday, Feb. 21, and then close for event set up. Early admission for Brews Around the Zoo is available at 4 p.m. on Saturday, and there are also special VIP tickets.

On Sunday, Feb. 22, the Zoo will only be open from 11 a.m. – 3 p.m. for guests 21+ with tickets for Brews Around the Zoo (no early admission or VIP tickets). The event



Central Florida Zoo launches new Zoo Insider Tours

Get the scoop with a wild new adventure at the Zoo

When: Starting February 14, 2026 | Tours Saturdays & Sundays, 9:30 a.m. and 11 a.m.

Where: Central Florida Zoo & Botanical Gardens, 3755 W. Seminole Blvd. Sanford, FL 32771

What: Experience the Central Florida Zoo & Botanical Gardens like never before!

Starting February 14, guests can get the inside scoop with the launch of Zoo Insider Tours.

These all-new guided experiences bring guests closer to everything they love about the Zoo and the stories they don't hear on a typical visit.

The unscripted, interactive tours are led by knowledgeable Zoo staff and volunteers, and take small groups of up to 10 guests on a customized journey through the Zoo, where no two tours are ever the same.

Designed for all ages, guests can ask questions, spark conversations and dive deeper into topics ranging from animal care and conservation to Zoo operations and fun animal facts.

Zoo Insider Tours are offered Saturdays and Sundays at 9:30 a.m. and 11 a.m., with each tour lasting approximately 60 minutes. Tickets are \$12 for Zoo Annual Passholders and \$15 for non-members. Space is limited, and advance purchase is recommended.

For more information visit <https://www.centralfloridazoo.org/zooinsidertours/>.



Zoo Insider Tours Launched

Zoo Open Extended Hours Over Spring Break



Central Florida Zoo & Botanical Gardens open later for more Spring Break fun!

The Zoo will be open until 5 p.m. during Spring Break

When: 9 a.m. – 5 p.m., March 13 – March 21

Where: 3755 W. Seminole Blvd. Sanford, FL 32771

What: Your Spring break plans just got wilder! The Central Florida Zoo & Botanical Gardens is extending its hours so families can enjoy even more time exploring wildlife and nature.

From Friday, March 13 through Saturday, March 21, the Zoo will offer Spring Break Extra Hours, staying open daily from 9 a.m. to 5 p.m.



That's an extra hour to experience everything the Zoo has to offer, including scenic pathways, wildlife from around the world, the splashpad and more! Spring Break at the Zoo offers a great way to soak up the sunshine and make lasting memories.

To purchase general admission tickets, [click here](#).

For more information visit, <https://www.centralfloridazoo.org/seasonal/>.

About the Central Florida Zoo & Botanical Gardens

The Central Florida Zoo & Botanical Gardens is home to more than 350 animals in Sanford, Florida. As a not-for-profit organization, it is a leader in conservation, creating connections that inspire people to take action for

Zoo's Hippy Hop Adventure has strong showing - 3,096 guests



Hop into Spring at the Central Florida Zoo's Hippy Hop Adventure!

Annual event to take place April 4 with all-new experiences including "Plush Animal Vet Check"

When: Saturday, April 4 | 9 a.m. – 4 p.m.

Where: Central Florida Zoo & Botanical Gardens, 3755 W. Seminole Blvd. Sanford, FL 32771

What: It's time to hop on over to the Central Florida Zoo & Botanical Gardens for an egg-citing time!

The Zoo's annual springtime celebration, Hippy Hop Adventure will be held on Saturday, April 4, from 9 a.m. to 4 p.m. The Zoo will stay open until 5 p.m. Last entry is at 4:15 p.m.

The egg-tra special event is a wonderful way for families to come together and celebrate the season. Guests can enjoy a full day of springtime fun around the Zoo, including:

- Photos with the Easter Bunny
- Music from Mr. Richard
- Zoo-wide scavenger hunt with prizes
- Treat Trail with themed activity stations around the Zoo
- Crafts, kids activities and face painting
- DJ dance party on the splash pad
- Keeper chats and animal experiences throughout the day



Plus, ALL-NEW this year guests will also be able to enjoy two new experiences:

Plush Animal Vet Check

Kids can bring their favorite plush animal or purchase one from the Zoo's gift shop to receive a pretend veterinary check-up. Participants will build a mini habitat carrier and take home an official adoption certificate. \$5 donation per exam (This helps



Central Florida Zoo extends weekend hours for more wild fun!

Enjoy an extra hour at the Zoo throughout April and May

When: 9 a.m. – 5 p.m. | Saturdays & Sundays | April 4th through May 25th

Where: Central Florida Zoo & Botanical Gardens, 3755 W. Seminole Blvd. Sanford, FL 32771

What: Keep the adventure going even longer at the Central Florida Zoo & Botanical Gardens, thanks to extended weekend hours this spring!

The Zoo is extending its weekend hours starting April 4 through May, opening from 9 a.m. to 5 p.m. on Saturdays and Sundays. The expanded schedule also includes Memorial Day, giving guests even more time to enjoy a full day of animal encounters, outdoor adventure and wild fun.



Guests can also take advantage of an all-new experience at the Zoo. Zoo Insider Tours offer guided, small-group walks led by knowledgeable Zoo staff and volunteers to learn more about the animals and the people who care for them. Plus, be sure to stop by and feed our giraffe for an incredible interactive experience.

As Seminole County's largest attractions, the Zoo is a favorite destination for both locals and tourists looking for a great value outing. With warmer weather and longer days, the extended hours make it easier for guests to plan a staycation, enjoy an afternoon away or spend more time discovering all the Zoo has to offer.

Whether you arrive early or later in the afternoon, the extended hours mean more time to explore, learn and make memories this spring.

To book a Zoo Insider Tour, [click here](#).

For more information about the Central Florida Zoo & Botanical Gardens, visit www.centralfloridazoo.org.

Zoo extends hours on weekends and holidays in April and May

Asian Lantern Festival: Into the Wild

Presented by Publix

The festival easily eclipsed its previous ticket sales record of 120,377 - with 128,422 tickets purchased!



2026 TDC Grant Request

- Requesting \$350,000/year for 3 years.
- Level request from previous 2-year agreement for \$350,000/year.
- Funds would continued to be used for marketing, facilities improvements that enhance guest experience and accessibility.

How TDC Funds Have been spend FY 2024/2025 and FY 2025/2026

TDC Funds Use		
<i>FY 2024/2025</i>		
Zoo Building and Grounds	Boardwalk - PA Hut/Events Deck area	\$72,687.36
Zoo Building and Grounds	Boardwalk - Entrance of Zoo to Graze (1st half)	\$100,434.73
Zoo Building and Grounds	Sidewalk repair	\$31,750.00
Zoo Building and Grounds	Concrete - Barnyard to giraffe	\$21,094.09
Marketing	Advertising - digital	\$46,743.00
Marketing	Advertising - broadcast TV	\$60,266.00
Marketing	Advertising - outdoor/billboards	\$8,478.00
Marketing	Advertising - print	\$5,993.00
Marketing	Advertising - radio	\$3,520.00
TOTAL	(\$966.18 covered by Zoo operational funds)	\$350,966.18
<i>FY 2025/2026</i>		
Zoo Building and Grounds	Herpetarium deck - boardwalk and sidewalk ramp	\$119,779.00
Zoo Building and Grounds	Boardwalk - Eagle to Bear	\$15,032.00
Zoo Building and Grounds	Infrastructure - electrical upgrades, parking lot repairs, Tiki hut, gift shop	\$29,670.00
Zoo Building and Grounds	Sidewalk - front entrance, cross walks, behind the scenes (leopard & cheetah)	\$36,841.00
Zoo Building and Grounds	Boardwalk - remainder of Entrance to Graze	\$30,795.00
Marketing	Advertising - digital	\$52,174.00
Marketing	Advertising - broadcast TV	\$58,922.00
Marketing	Advertising - outdoor/billboards	\$9,811.00
TOTAL	(\$3,024.00 covered by Zoo operational funds)	\$353,024.00

Zoo 5-Year Capital Plan

5-Year Capital Spending Plan					
Projected Year	Project Name	Description	Priority	Total Cost Estimate	Funding Source
2026	Bald Eagle	Replacing habitat structure in back over perches	2	\$9,350	Private
2026	Boardwalk	Replace boards on boardwalk	1	\$200,000	Grant
2026	Clouded leopard	Replacing the roof	1	\$61,000	Private
2026	Concrete grinding	grind down concrete trip hazards	1	TBD	Operations
2026	Croc	Improve containment, replace glass/front wall, add a shift	1	TBD	Private
2026	Crossing arms	for train	2	TBD	Operations
2026	Deep clean & Seal Splash pad		1	\$4,581	Operations
2026	Electrical	Electrical updates throughout the zoo	2	\$75,000	Operations
2026	Engineering		2	\$20,000	Operations
2026	Giraffe acquisition	Obtain 2 giraffes from another facility	1	\$45,000	Operations
2026	Herp HVAC - Porch	Install on porch area (lizard holding)	1	TBD	Operations
2026	Hospital 2-part Epoxy floor		1	\$15,920	Operations
2026	Keeper Trailer Floor		1	\$10,000	Operations
2026	Landscape improvements		2	TBD	Operations
2026	LSS system	maintenance and repair	2	\$25,000	Operations
2026	New Toro		2	TBD	Operations
2026	OCIC Shade near Yurts		2	TBD	Grant
2026	Picnic tables	replace picnic tables	2	TBD	Operations
2026	Rhino fencing	add fencing behind rhino habitat	2	TBD	Operations
2026	RV Trailer for staff shower	Install staff shower trailer	1	\$10,000	Private
2026	Sanitary System Upgrades	Amur, clouded, cheetah, cougar, and porcupine	1	\$55,000	Operations
2026	Sheds	replace sheds	2	\$15,000	Operations
2026	Splash Pad Feature		2	TBD	Operations
2026	Stripe handicap lot		1	TBD	Operations
2026	Tables/Umbrellas	for Graze/Splash Pad area	2	TBD	SSA
2026	Tortoise Encounter		1	\$15,000	Private
2026	Trashcans	replace trashcans	2	TBD	Operations
2027	Amphibian Building	Turn into a guest cooling zone	2	\$40,000	Private
2027	Anti-venom		1	\$10,000	Operations
2027	Automated doors	Densch and Herpetarium	2	TBD	Grant
2027	Backup Generators	Install backup generators in Herp and ZooLab	2	\$35,000	Private
2027	Bear Boardwalk Shade	Add a 24' x 10' shade on the boardwalk area of bear	2	\$8,250	Private

Zoo 5-Year Capital Plan

Projected Year	Project Name	Description	Priority	Total Cost Estimate	Funding Source
2027	Boardwalk	Replace boards on boardwalk	1	\$200,000	TDC Grant
2027	Children's Garden	Redesign children's garden	2	TBD	Private
2027	Crossing arms	for train	1	TBD	Operations
2027	Electrical	Electrical updates throughout the zoo	2	\$75,000	Operations
2027	Engineering		2	\$20,000	Operations
2027	Herp HVAC	Replace whole system	2	\$50,000	Operations
2027	Landscape improvements		2	TBD	Operations
2027	LSS system	maintenance and repair	2	\$25,000	Operations
2027	New Toro		2	TBD	Operations
2027	New vehicles	van, pick-up truck, car/suv	2	\$160,000	Operations
2027	OCIC Showcase	Turn current wishing well area into OCIC showcase	2	TBD	Private
2027	OCIC Workshop		2	TBD	Private
2027	Pavilion	Upgrade and screen in the structure - get area back to working order, new septic tank	2	\$155,000	Private
2027	Picnic tables	replace picnic tables	2	TBD	Operations
2027	Sheds	replace sheds	2	\$15,000	Grant
2027	Sloth expansion		1	TBD	Private
2027	Tables/Umbrellas	for Graze/Splash Pad area	2	TBD	SSA
2027	Trashcans	replace trashcans	2	TBD	Operations
2028	Add restrooms and septic at the Bear House		3	TBD	Operations
2028	Boardwalk	Replace boards on boardwalk	1	\$200,000	TDC Grant
2028	Crossing arms	for train	1	TBD	Operations
2028	Electrical	Electrical updates throughout the zoo	2	\$75,000	Operations
2028	Engineering		2	\$20,000	Operations
2028	Generator		2	TBD	Operations
2028	LSS system	maintenance and repair	2	\$25,000	Operations
2028	New Toro		2	TBD	Operations
2028	OCIC Indigo Housing	Outdoor housing enclosures to accommodate 20 adult indigos	2	\$250,000	Private or Grant
2028	OCIC Surgical Center	Need furnishings, anesthesia machine, etc	2	\$100,000	Grant
2028	Shade sails	OCIC	2	TBD	Grant
2028	Trashcans	replace trashcans	2	TBD	Operations
2028	Walk-in Cooler/Freezer for nutrition	For carcass feeding	2	TBD	Private
2029	Engineering		2	\$20,000	Operations

Zoo 5-Year Capital Plan

Projected Year	Project Name	Description	Priority	Total Cost Estimate	Funding Source
2029	LSS system	maintenance and repair	2	\$25,000	Operations
2029	Lull		2	TBD	Operations
2029	Resurface splash pad		1	TBD	Operations
2029	Tractor		2	TBD	Operations
2030	Engineering		2	\$20,000	Operations
2030	Exhibit repairs		2	\$75,000	Operations
2030	LSS system	maintenance and repair	2	\$25,000	Operations
2030	New vehicle		1	TBD	Operations
			Estimated total cost	\$2,189,101	

CENTRAL FLORIDA



& BOTANICAL GARDENS

Questions ?

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2024 FLAGLER AWARD WINNER



ASSOCIATION
OF ZOOS &
AQUARIUMS

FLORIDA
ATTRACTIONS
ASSOCIATION

FAZA
FLORIDA ASSOCIATION OF ZOOS & AQUARIUMS



TDT Funding Application under Florida Statute 125.0104(5)(b); Zoo funding in a county under 750,000 in population.

PURPOSE

This document sets forth the guidelines for applicants requesting grant funding through the use of Tourist Development Taxes.

Applications must conform to the guidelines as outlined within the application. Applications that do not conform to these guidelines will not be considered for funding. Applications will be reviewed by the Tourist Development Council and a funding recommendation will be made for final approval by the Seminole County Board of County Commissioners. Seminole County reserves the right at its discretion to modify the total amount awarded.

All grant applications will be reviewed by County staff and the final funding recommendation and payment will be made by Seminole County. If approved, the applicant will receive a funding agreement from Seminole County which will include all of the requirements and obligations of the organization in order to be granted funds from the County.

AUTHORIZED USE OF TOURISM DEVELOPMENT FUNDS

Florida Statutes, Section 125.0104(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.

Current permitted uses of TDT revenue are identified in the Florida Statutes, Section 125.0104(5)(b), as follows:

“(b) Tax revenues received pursuant to this section by a county of less than 750,000 population imposing a tourist development tax may only be used by that county for the following purposes in addition to those purposes allowed pursuant to paragraph (a): to acquire, construct, extend, enlarge, remodel, repair, improve, maintain, operate, or promote one or more zoological parks, fishing piers or nature centers which are publicly owned and operated or owned and operated by not-for-profit organizations and open to the public. All population figures relating to this subsection shall be based on the most recent population estimates prepared pursuant to the provisions of s. 186.901. These population estimates shall be those in effect on July 1 of each year.”

UNAUTHORIZED USE OF FUNDS

The following are examples of unauthorized expenses of Tourism Development Tax Funds.

1. Prize money, scholarships, awards, plaques, or certificates
2. Travel expenses
3. Private entertainment, food, and beverages
4. Legal, medical, engineering, accounting, auditing, planning, feasibility studies or other consulting services
5. Salaries
6. Tangible personal property including but not limited to office furnishings or equipment, permanent collections, or individual pieces of art
7. Interest or reduction of deficits and loans
8. Expenses incurred or obligated prior to or after the grant event period
9. Advertising and promotional materials distributed at the event site or after the event
10. Any and all other uses that are directly prohibited by the Florida State Statute

SUBMITTING ORGANIZATION INFORMATION

NAME OF ORGANIZATION: Central Florida Zoological Society, Inc.

TAX STATUS OF SUBMITTING ORGANIZATION: Tax exempt under section 501 (c)(3)

FE ID NUMBER: 59-1357197

(PLEASE SUBMIT W-9 WITH APPLICATION)

APPLICANT NAME AND TITLE: Richard Glover, Jr., CEO

ADDRESS: 3755 W. Seminole Blvd. Sanford, FL 32771

PHONE: 407.323.4450 x 150 **EMAIL:** Richardg@centralfloridazoo.org

WEBSITE: www.centralfloridazoo.org

ORGANIZATION OVERVIEW

Please provide an overview of applying organization, to include:

- Organizational outline, including but not limited to names of governing board members and organizational chart or list and roles of staff members
- Membership numbers, if applicable
- Programming
- Events
- Current budget

(These and other relevant documents may be attached to the application).

Please see attached pages 5-9

APPLICATION FOR FUNDING DETAILS

1. **TOTAL AMOUNT ORGANIZATION IS REQUESTING:** CFZBG is requesting a three (3) year agreement in the amount of \$350,000 per year.

2. **HAS YOUR ORGANIZATION RECEIVED FUNDING FROM ORLANDO NORTH SEMINOLE COUNTY TOURISM IN THE PAST?** X YES No

IF SO, PLEASE PROVIDE BACKGROUND AS TO HOW PREVIOUS FUNDS WERE UTILIZED:

Over the past 19 years, the Zoo has received tourist tax money to assist with facility upgrades, animal habitat expansion projects, advertising, and marketing.

HAS YOUR ORGANIZATION RECEIVED FUNDING FROM SEMINOLE COUNTY GOVERNMENT IN THE PAST? X YES NO

IF SO, PLEASE PROVIDE BACKGROUND AS TO HOW COUNTY FUNDS WERE UTILIZED:

Funds from Seminole County Government were utilized to build the Florida black bear habitat in 2015. In 2020, funds from Seminole County Government were utilized for economic recovery related to the pandemic.

PLEASE LIST INTENDED UTILIZATION OF REQUESTED GRANT FUNDS

Provide an itemized summary indicating the intended use of grant funds. Please be as detailed as possible, including marketing efforts, capital projects, etc. and the proposed dollar amount that will be expended for each category.

EXPENSE TYPE	AMOUNT
Marketing Efforts	\$ 125,000
Broadcast – Television	
Broadcast - Radio	
Billboards	
Digital	
Print	
Accessibility, Animal Habitat and Facility Improvements	\$ 225,000
TOTAL EXPENSES:	\$ 350,000

PLEASE LIST ADDITIONAL SOURCES OF INCOME

Additional sources of income may include: Membership dues, ticket sales, events, philanthropic donations, other local, state, or federal funding. Orlando North Seminole County Tourism cannot be sole source of funding.

INCOME SOURCE TYPE	INCOME AMOUNT
Revenues for FY 2024/2025 (CFZBG 's FY runs July 1 - June 30)	
Annual Passholders	\$ 695,073
Gate Receipts	\$ 3,353,750
Guest Services (Train, Animal Feedings, etc.)	\$ 250,800
Education Programs	\$ 606,833
Facilities Rental	\$ 73,766
Concessions and Retail	\$ 881,882
Government grants (contributions)	\$ 715,437
All other contributions, gifts, and grants	\$ 1,165,024
Special Events	\$ 1,245,790
Total Revenues :	\$ 8,988,356

CERTIFICATION

I have reviewed and completed this application for Orlando North Seminole County TDT funding.

I am in full agreement with the information contained herein. To the best of my knowledge the information contained in this Application and its attachments is accurate and complete.



NAME

Richard Glover, Jr.

TITLE

CEO

DATE

3/29/24

The Central Florida Zoo & Botanical Gardens (CFZ&BG) creates connections that inspire people to take action for wildlife. We envision a world where all people and animals thrive together. The Zoo has been a part of Seminole County for more than 100 years. In 1923, the Central Florida Zoo (then called the Sanford Municipal Zoo) opened its gates for the first time with only a small collection of animals that were donated by the local fire department. In 1941, the Zoo was relocated to new facilities where Sanford City Hall now stands. The Zoo opened on July 4, 1975, at its current location.

During the 1980s and 1990s, we added boardwalks, reptiles, an animal hospital, and became accredited for the first time by the Association for Zoos and Aquariums. In 2007, the Zoo officially announced its botanical garden status and became the Central Florida Zoo & Botanical Gardens, or CFZ&BG. Since that time, we've grown to 116 acres, care for over 350 animals representing over 100 species, added a "KABOOM!" playground, a special play area for the "little ones," and added a fun splash pad, thanks to the generosity of donors, members, and foundations. These additions make the CFZ&BG a great place to spend the day at an affordable price.

Since reopening after the pandemic, the Zoo has averaged more than 400,000 visitors per year. On average, 32% of our visitors come from outside 100 miles. During our 2024/2025 fiscal year, that was more than 130,000 visitors. Our top feeder markets include Jacksonville, Miami, Tallahassee, Atlanta, Dallas, Houston, New York, Buffalo, Baltimore, Chicago, Detroit, and Norfolk.

Our educational programming is of the highest quality, providing teacher training, education for children from pre-k to high school. Last year, the Zoo served over 44,000 learners of all ages. Over 45% of the participants were from Seminole County, 30% were from Orange, 17% from Volusia, and 4% from Lake. A highly educated team writes the curriculum for teachers seeking to enhance the State of Florida's core standards. Annually, each class is revisited and recreated to offer repeat visitors new experiences while achieving the same core standards. Whether on our property for live classroom fun, a virtual session, or through one of our "Zoo to You" visits, the education program accentuates and enhances the experience of learning for all ages.

Our annual special events include Zoo Boo-Bash presented by Orlando Health, the Asian Lantern Festival in partnership with Tianyu Arts & Culture Inc and presented by Publix, Brews around the Zoo presented by Wayne Densch Inc., Hippity Hop Adventure, Sunset at the Zoo, and Fore! the Animals Golf Tournament. This past season, we saw record attendance for the Asian Lantern Festival with more than 128,000 tickets sold. This was our third consecutive year with more than 100,000 attendees. Our Sunset at the Zoo events occur the fourth Friday of the month May – September and support community accessibility with a discounted admission price.

Our private events serve groups from 10 to more than a 1,000. We host weddings, corporate meetings, team-building events, birthday parties, anniversary parties, family reunions and cocktail parties. Additionally, we serve as polling location for Sanford residents.

The Association of Zoos & Aquariums (AZA) maintains species survival plans (SSPs) for threatened and endangered species. This is a managed population of individuals from these species that are listed in a stud book and are maintained for a breeding population that could repopulate the species in the wild if it was to become extinct. The population for each species is carefully managed to maximize genetic diversity in the AZA individuals, and participating zoos and aquariums hold animals from this population and participate as advised by AZA in breeding plans. The Central Florida Zoo & Botanical Gardens currently participates in SSPs for 37 species.

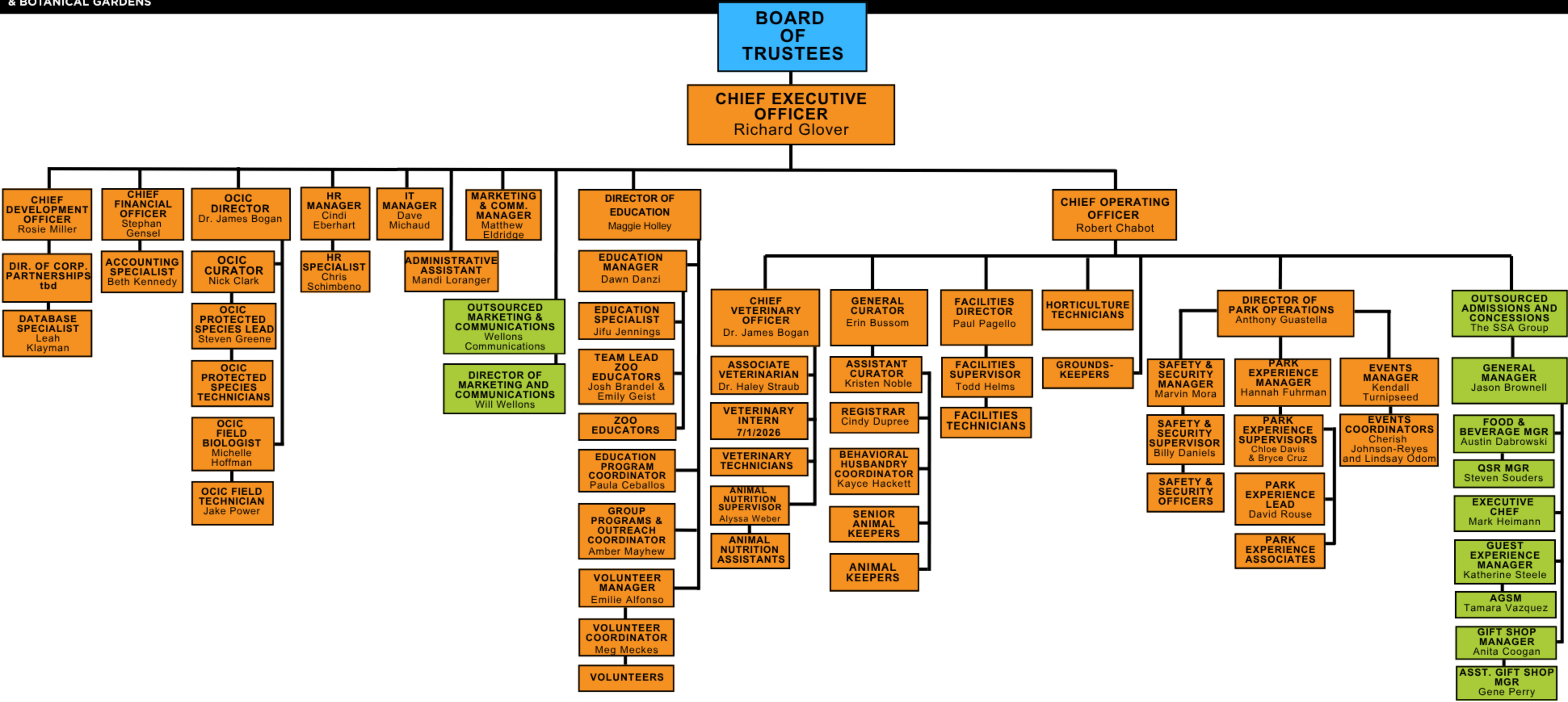
The Zoo acquired The Orianne Center for Indigo Conservation (OCIC) in 2014. Partnering with others, the center works through land conservation, research, species monitoring, captive breeding, and reintroduction programs for the eastern indigo snake and striped newt. The OCIC, has successfully reintroduced more than 500 Eastern Indigo snakes into the Appalachia Bluffs and Ravines Preserve in Florida and the Conecuh National Forest in Alabama. Since 2017, the OCIC has released more than 4,000 striped newts in Florida.

The Zoo partners with the Florida Fish and Wildlife Commission (FWC), the U.S. Government, and the Association of Zoos & Aquariums to care for animals confiscated from wildlife traffickers, and the illegal pet trade. In 2022, the Zoo received three infant spider monkeys that were confiscated out of the illegal pet trade at the Texas/Mexico border by the U.S. Government. In 2023, the Zoo received one more confiscated spider monkey, originally confiscated by the California government. All four came to us imprinted on humans and deemed non-releasable. In 2024, the Zoo received a Banded snouted cobra, Egyptian cobra, Desert horned viper, and Rhinoceros viper as part of an FWC sting. Over 200 snakes were confiscated from an individual illegally catching and breeding venomous snakes.

The CFZ&BG's leadership is educated and experienced. We employ more than 130 staff members for guest services, animal care, education, facilities, horticulture, public safety, and administration. We provide annual passes to over 7,000 households on average. Our institutional collection plan plays a vital role in population management; variables such as available space, institutional resources, and staff expertise are all considered in planning decisions.

The Zoo is a not-for-profit corporation organized under Chapter 617 of the Florida Statutes and is a non-stock corporation with no owners. It is qualified as a tax-exempt 501(c)(3) organization for tax purposes. Under the guidance of a Board of Trustees, our team works toward supporting the following values: Welcome All, Be Our Best, Care Wholeheartedly, and Be Sustainable. As such, we empower all people to share their experiences and perspectives. We remain open to new ideas and changes that make us stronger as an organization. We prioritize the well-being of the animals, our team, our communities, and our planet. We care deeply about wildlife and conservation and are committed to sharing that passion with others.

Central Florida & Botanical Gardens Organizational Chart





Central Florida Zoological Society, Inc. 2026 Board of Trustees

CHAIR

Judy Desrosiers

Orlando Sanford International Airport

VICE CHAIR

Carrie Vanderhoef

Wekiva Island

SECRETARY

Esther McIlvain

Hawkers Asian Street Food

TREASURER

Robert Connelly

Carr, Riggs & Ingram, LLC

Brendan Burke

Merrill Lynch Bank of America

Geoffrey Moore

Moore Payne Law

Commissioner Lee Constantine

Seminole County Board of County Commissioners

Robert Morrison

Morrison VFS

Josh Gunderson

Oviedo Mall

Trenton Newton

Dewberry

Traci Houchin

City of Sanford

Abby Sanchez

Chair, Seminole County Public Schools

Tom Laputka

Fmr Mayor of Orange City

Tim Smith

Wharton-Smith, Inc.

Jeremy McCauley

Appliances of Orlando, Inc.

Samuel Weissman

Weissman/Paul, PLLC

Request for Taxpayer Identification Number and Certification

Go to www.irs.gov/FormW9 for instructions and the latest information.

Give form to the
 requester. Do not
 send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.	<p>1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)</p> <p>Central Florida Zoological Society</p>		
	<p>2 Business name/disregarded entity name, if different from above.</p> <p>Central Florida Zoo & Botanical Gardens</p>		
	<p>3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes.</p> <p><input type="checkbox"/> Individual/sole proprietor <input checked="" type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate</p> <p><input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____</p> <p>Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.</p> <p><input type="checkbox"/> Other (see instructions)</p>		<p>4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____</p> <p>(Applies to accounts maintained outside the United States.)</p>
	<p>3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions _____ <input type="checkbox"/></p>		
	<p>5 Address (number, street, and apt. or suite no.). See instructions.</p> <p>3755 W Seminole Blvd</p>	<p>Requester's name and address (optional)</p>	
	<p>6 City, state, and ZIP code</p> <p>Sanford, FL 32771</p>		
	<p>7 List account number(s) here (optional)</p>		

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Social security number									
				-			-		
OR									
Employer identification number									
5	9	-	1	3	5	7	1	9	7

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person <i>Stephen P Hensel Jr.</i>	Date <i>1/23/2026</i>
------------------	--	-----------------------

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

CENTRAL FLORIDA ZOOLOGICAL SOCIETY, INC. UNAUDITED
YEAR-TO-DATE RESULTS AS OF March 31, 2026

	YTD March -26 <u>Unaudited Actuals</u>	YTD March -26 <u>Budget</u>	<u>Actual to Budget</u>	<u>Actual to Budget %</u>
Revenues				
Annual passholders	\$ 537,704	\$ 680,600	\$ (142,896)	79%
Gate	2,264,766	2,810,200	\$ (545,434)	81%
Group sales	54,370	85,200	\$ (30,830)	64%
Concessions	207,903	264,600	\$ (56,697)	79%
Gift shop	217,815	428,500	\$ (210,685)	51%
Government support	350,000	587,767	\$ (237,767)	60%
Capital Campaign	137,432	112,500	\$ 24,932	122%
Education	402,365	388,310	\$ 14,055	104%
WMD net rental	52,403	91,600	\$ (39,197)	57%
Public support	760,688	1,229,372	\$ (468,684)	62%
Net event revenues	3,227,898	2,525,400	\$ 702,498	128%
Zipline	231	-	\$ 231	
Train/Carousel	87,981	169,667	\$ (81,686)	52%
Other revenues	862,482	830,507	\$ 31,975	104%
Total revenues	\$ 9,164,038	\$ 10,204,223	\$ (1,040,185)	90%
Operating expenses				
Payroll	\$ 3,933,958	\$ 4,133,513	\$ (199,555)	95%
Animal care	217,426	265,131	\$ (47,705)	82%
Facilities repair and maintenance	162,853	253,061	\$ (90,208)	64%
Advertising	48,029	139,660	\$ (91,631)	34%
Insurance	828,805	861,443	\$ (32,638)	96%
Utilities	191,906	185,590	\$ 6,316	103%
Professional fees	192,770	153,000	\$ 39,770	126%
Employee expenses	56,604	78,470	\$ (21,866)	72%
Project Expenses	76,747	499,500	\$ (422,753)	15%
Capital Campaign	9,336	112,500	\$ (103,164)	8%
Printing	12,062	9,200	\$ 2,862	0%
Event Expenses	1,799,233	1,426,527	\$ 372,706	126%
Supplies	180,869	200,115	\$ (19,246)	90%
Interest Expense	4,632	13,262	\$ (8,630)	35%
Other operating expenses	649,170	656,318	\$ (7,148)	99%
Total operating expenses	\$ 8,364,400	\$ 8,987,290	\$ (622,890)	93%
Depreciation	\$ (557,503)	\$ (547,503)	\$ (10,000)	102%
Unrealized Gain/Loss	\$ 51,243	\$ 54,000	\$ (2,757)	95%
Total COGS	\$ (36,760)	\$ (160,063)	\$ 123,303	23%
Net Income	\$ 256,618	\$ 563,367	\$ (306,749)	46%

* \$272,200 represents the fair market value of county rent

\$78,510 relates to the rental of heavy equipment \$138,142 covers memberships and dues, food and travel, software licenses, conferences, shipping, signage, fuel, and water machine rentals The remaining amounts consist primarily of reimbursable grant expenses, VR-related costs, and conservation expenses

CENTRAL FLORIDA ZOOLOGICAL SOCIETY, INC.
 UNAUDITED MONTHLY RESULTS AS OF March 31, 2026

	Mar-26 Unaudited Actuals	Mar-26 Budget	FY 25-26 Budget	Actual to Budget Remaining	Actual to Budget Remaining %
Revenues					
Annual passholders	\$ 60,719	\$ 75,000	\$ 904,600	\$ (673,512)	26%
Gate	\$ 418,656	\$ 530,500	\$ 3,863,700	\$ (3,108,493)	20%
Group sales	\$ -	\$ 23,000	\$ 149,200	\$ (132,480)	11%
Concessions	\$ 34,587	\$ 35,000	\$ 363,600	\$ (325,647)	10%
Gift shop	\$ 34,587	\$ 50,000	\$ 554,100	\$ (446,596)	19%
Government supp TDC & Grants-State	\$ -	\$ 3,000	\$ 634,525	\$ (411,175)	35%
Capital Campaign	\$ 8	\$ 12,500	\$ 150,000	\$ (90,455)	40%
Education	\$ 119,046	\$ 73,720	\$ 536,020	\$ (452,401)	16%
WMD net rental	\$ 6,613	\$ 12,400	\$ 126,300	\$ (105,495)	16%
Public support Donations, grants-non gov.	\$ 68,492	\$ 218,110	\$ 1,528,702	\$ (1,238,188)	19%
Net event revenues	\$ 574	\$ 46,300	\$ 2,765,804	\$ (2,363,006)	15%
Zipline	\$ -	\$ -	\$ -	\$ 231	
Train/Carousel	\$ 19,056	\$ 20,833	\$ 232,169	\$ (200,712)	14%
Other revenues	\$ 10,690	\$ 27,930	\$ 687,293	\$ (211,475)	69%
Total revenues	\$ 773,027	\$ 1,128,293	\$ 12,496,013	\$ (9,759,404)	22%
Operating expenses					
Payroll	\$ 392,230	\$ 433,505	\$ 5,671,649	\$ (3,999,615)	29%
Animal care	\$ 31,343	\$ 29,526	\$ 352,231	\$ (248,584)	29%
Facilities repair and maintenance	\$ 12,584	\$ 16,790	\$ 304,431	\$ (224,935)	26%
Advertising	\$ 8,931	\$ 19,500	\$ 73,460	\$ (47,401)	35%
Insurance	\$ 91,651	\$ 39,994	\$ 1,275,324	\$ (906,971)	29%
Utilities	\$ 27,727	\$ 19,260	\$ 237,170	\$ (163,377)	31%
Professional fees	\$ 19,220	\$ 16,600	\$ 212,800	\$ (134,380)	37%
Employee expenses	\$ 7,037	\$ 7,250	\$ 99,720	\$ (78,766)	21%
Project Expenses	\$ 10,055	\$ 55,500	\$ 666,000	\$ (635,166)	5%
Capital Campaign	\$ -	\$ 12,500	\$ 150,000	\$ (141,596)	6%
Printing	\$ -	\$ 1,100	\$ 11,900	\$ (4,765)	60%
Event Expenses	\$ 12,377	\$ 15,600	\$ 1,453,527	\$ (1,408,871)	3%
Supplies	\$ 23,273	\$ 24,705	\$ 277,230	\$ (209,989)	24%
Interest Expense	\$ 1,257	\$ 1,474	\$ 17,683	\$ (13,771)	22%
Other operating expenses	\$ 14,064	\$ 82,075	\$ 669,447	\$ (382,391)	43%
Total operating expenses	\$ 656,749	\$ 775,379	\$ 11,472,572	\$ (8,600,578)	25%
Net operating income before depreciation	\$ 116,279	\$ 352,914	\$ 1,023,441	\$ (1,158,826)	-13%
Depreciation	\$ (54,167)	\$ (54,167)	\$ (710,000)	\$ (453,332)	36%
Unrealized Gain/Loss	\$ (11,374)	\$ 6,000	\$ 72,000	\$ 57,727	20%
Total COGS	\$ -	\$ (20,834)	\$ (235,063)	\$ (199,592)	15%
Net Income	\$ 50,738	\$ 283,913	\$ 150,378	\$ 563,628	-275%

CENTRAL FLORIDA ZOOLOGICAL SOCIETY, INC.
 UNAUDITED MONTHLY RESULTS AS OF March 31, 2026

	Mar-26 <u>Unaudited Actuals</u>	Mar-25 <u>Unaudited Actuals</u>	Y-O-Y <u>2026/2025</u>	% <u>Change</u>
Revenues				
Annual passholders	\$ 60,719	\$ 75,000	\$ (14,281)	-19%
Gate	\$ 418,656	\$ 464,322	\$ (45,666)	-10%
Group sales	\$ -	\$ 7,694	\$ (7,694)	-100%
Concessions	\$ 34,587	\$ 56,118	\$ (21,531)	-38%
Gift shop	\$ 34,587	\$ 77,408	\$ (42,822)	-55%
Government suppo TDC & Grants-State	\$ -	\$ 84	\$ (84)	0%
Capital Campaign	\$ 8		\$ 8	
Education	\$ 119,046	\$ 105,855	\$ 13,191	12%
WMD net rental	\$ 6,613	\$ 5,544	\$ 1,069	19%
Public support Donations, grants-non gov,	\$ 68,492	\$ 71,697	\$ (3,205)	-4%
Net event revenues	\$ 574	\$ 15,320	\$ (14,746)	-96%
Zipline	\$ -	\$ 3,404	\$ (3,404)	-100%
Train/Carousel	\$ 19,056	\$ 14,143	\$ 4,913	
Other revenues	\$ 10,690	\$ 26,226	\$ (15,536)	-59%
Total revenues	\$ 773,027	\$ 922,816	\$ (149,788)	-16%
Operating expenses				
Payroll	\$ 392,230	\$ 389,998	\$ 2,232	1%
Animal care	\$ 31,343	\$ 24,458	\$ 6,885	28%
Facilities repair and maintenance	\$ 17,584	\$ 26,807	\$ (9,223)	-34%
Advertising	\$ 8,931	\$ 6,911	\$ 2,021	29%
Insurance	\$ 91,651	\$ 86,494	\$ 5,157	6%
Utilities	\$ 27,727	\$ 19,645	\$ 8,081	41%
Professional fees	\$ 19,220	\$ 26,807	\$ (7,587)	-28%
Employee expenses	\$ 7,037	\$ 8,022	\$ (985)	-12%
Project Expenses	\$ 10,055	\$ 28	\$ 10,026	35192%
Capital Campaign	\$ -	\$ -	\$ -	0%
Printing	\$ -		\$ -	0%
Event Expenses	\$ 12,377	\$ -	\$ 12,377	0%
Supplies	\$ 23,273	\$ 20,682	\$ 2,591	13%
Interest Expense	\$ 1,257	\$ 1,163	\$ 94	
Other operating expenses	\$ 14,064	\$ 29,681	\$ (15,617)	-53%
		\$ -		
Total operating expenses	\$ 656,749	\$ 640,697	\$ 16,052	3%
Net operating income	\$ 116,279	\$ 282,119	\$ (165,840)	-59%
Depreciation	\$ (54,167)	\$ (54,167)	\$ -	0%
Unrealized Gain/Loss	\$ (11,374)	\$ (8,808)	\$ (2,566)	29%
Total COGS	\$ -	\$ (25,316)	\$ 25,316	-100%
Net Income	\$ 50,738	\$ 193,828	\$ (143,090)	-74%

CENTRAL FLORIDA ZOOLOGICAL SOCIETY, INC.
 UNAUDITED MONTHLY RESULTS AS OF March 31, 2026

	<u>March, 2026</u>	<u>February, 2026</u>
CASH		
FW Share 0825	5	5
FW New Opp Acct 4938	16,483	1,284
FW Payroll Acct 9869	350	350
FW ACH/Grow Checking 1344	300	7,200
FW Savings 9969	76,890	98,773
CN ACH 6777	8,717	7,103
CN Money Market 6795	2,127,256	2,063,912
CN Operating 6759	58,326	222,510
CN Payroll 6768	8,602	5,407
Balance in Banks	2,296,928	2,406,544
Donor/grantor/mgmt restricted funds	(228,620)	(259,073)
Balance owed on Line of Credit	-	-
Accounts Payable	(77,137)	(51,822)
Other Short-Term Liabilities (taxes, vendors, payroll-related)	(3,629)	(4,307)
Unrestricted Cash Balance	<u>1,987,542</u>	<u>2,091,342</u>
Long Term Savings/Investment		
Board restricted general reserve	75,000	75,000
Provision for Winter Reserve	150,000	150,000
Zoo Investment Reserve	728,024	711,261
Change in Investment Value	(15,457)	16,763
Unrestricted Cash Balance	<u>937,567</u>	<u>953,024</u>
Long Term Debt	Balance	Balance
Real Estate Loan	<u>136,837</u>	<u>142,871</u>
	136,837	142,871

March 2026

OPERATING ACTIVITIES

Net Income 50,791

Adjustments to reconcile Net Revenue to Net Cash provided by operations:

1210 Accounts Receivable:Accounts Rec-General -2,880
1720 Prepaid Expenses:Prepaid-Insurance -54,189
1730 Prepaid Expenses:Prepaid-Other -4,875
2000 Accounts Payable 0
2010 Accounts Payable:Trade Accounts Payable 19,814
2015 Chase Ink Business Card-4575 29,207
2030 Accrued Expense payroll 0
2050 FL Sales Taxes Payable 0
2210 Employee Deductions Payable:Group Ins Deductions -176
2250 Employee Deductions Payable:Other Deductions -87
2260 Employee Deductions Payable:403(b) Plan Payable 0
2410 Reserved Funds:Keeper Conf. Fund 11
2430 Reserved Funds:Employee Benefit Fund 0
2500 Deferred Membership Fees 21,214
2550 Deferred Revenue 4,796

Net cash provided by Operating Activities 50,319

INVESTING ACTIVITIES

1890 Accumulated Depreciation 54,167

Net cash provided by investing activities -16,046

FINANCING ACTIVITIES

2850 Note Payable 0

2900 Long Term Bank Loan -11,935

Net cash provided by Financing Activities -11,935

Net cash increase for period **22,338**

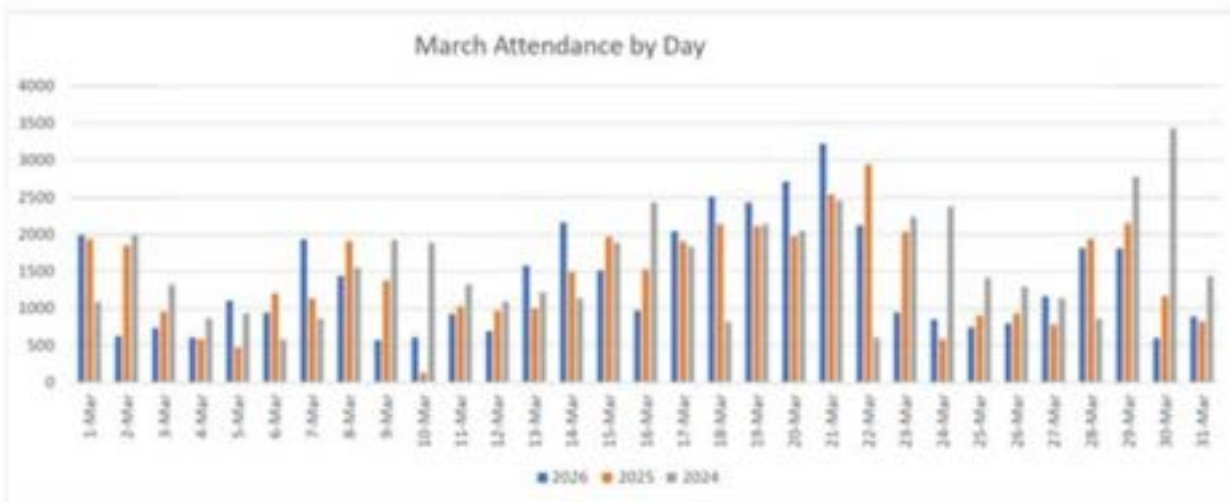
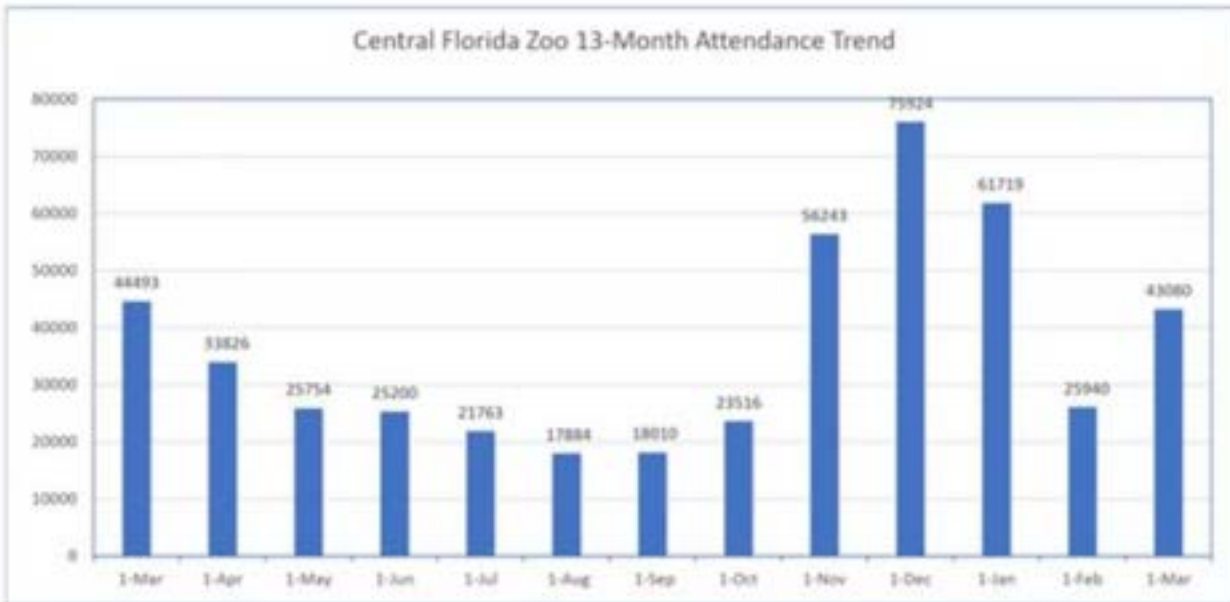
Cash at beginning of period 3,579,561

Cash at end of period **3,601,899**

Fiscal Year 2025-2026 Capital Budget

Project	Projected Cost	Spend YTD	Remaining	Funding Source	Status
Sewer project AZA	\$ 50,150.00	\$ 41,000.00	\$ 9,150.00	Capital Project	In progress
Education Trailer/ Concrete	\$ 23,170.00	\$ 23,170.00	\$ -	Grant	Complete
Rhino Sewer pump	\$ 4,034.67	\$ 4,034.67	\$ -	General Funds	Complete

CENTRAL FLORIDA ZOOLOGICAL SOCIETY, INC.
UNAUDITED MONTHLY RESULTS AS OF March 31, 2026





Tourism Updates



Fiscal Year Comparison

FY '24/'25 Actuals					
Location	# of Events	Teams	Visitors	Room Nights	Eco Impact
Sports Complex	46	2,587	99,136	14,197	\$30,468,132
All Other Venues	46	1,867	82,135	15,865	\$25,140,775
Total	92	4,454	181,271	30,062	\$55,608,907

FY '25/'26 Projections					
Location	# of Events	Teams	Visitors	Room Nights	Eco Impact
Sports Complex	49	2,671	101,712	15,756	\$32,965,459
All Other Venues	47	1,982	84,398	16,532	\$26,832,651
Total	96	4,653	186,110	32,288	\$59,798.110



Sports Complex Fiscal Year Recaps

Sports Complex Actuals					
Fiscal Year	# of Events	Teams	Visitors	Room Nights	Eco Impact
'15/'16	27	1,523	74,458	6,437	\$13,174,148
'16/'17	55	3,493	132,021	11,570	\$18,900,000
'17/'18	64	3,086	146,019	17,093	\$21,820,116
'18/'19	57	3,149	147,854	23,670	\$25,349,765
'19/'20	43	1,811	82,658	17,329	\$16,046,471
'20/'21	54	3,304	125,485	27,160	\$31,145,048
'21/'22	50	3,345	132,529	24,811	\$44,137,318
'22/'23	51	3,026	124,766	21,975	\$43,615,954
'23/'24	49	2,837	107,528	16,953	\$37,425,127
'24/'25	46	2,587	99,136	14,197	\$30,468,132
Total	496	28,161	1,172,454	182,103	\$282,082,079



Other Venues Fiscal Year Recap

All Other Venues Actuals					
Fiscal Year	# of Events	Teams	Visitors	Room Nights	Eco Impact
'16/'17	8	265	11,338	954	\$1,405,465
'17/'18	48	1,939	83,848	17,163	\$16,585,948
'18/'19	53	1,955	90,270	17,071	\$12,200,099
'19/'20	40	1,626	78,090	14,668	\$16,138,484
'20/'21	50	1,882	92,023	17,152	\$14,032,180
'21/'22	47	1,709	81,861	16,865	\$21,191,987
'22/'23	43	1,670	78,102	12,946	\$20,825,612
'23/'24	40	1,819	78,009	12,558	\$21,421,459
'24/'25	46	1,867	82,135	15,865	\$25,140,775
Total	375	14,732	675,348	141,107	\$148,281,550

Sports Tourism Update – Sports Complex

October '25 – February '26			
Month	# of Events	Room Nights	Eco Impact
October	3	1,531	\$2,565,590
November	3	732	\$2,504,564
December	2	1,121	\$3,173,652
January	5	2,771	\$5,065,188
February	5	1,063*	\$3,060,525
Total	19	7,218*	\$16,369,519



Monthly Projections			
Month	# of Events	Room Nights	Eco Impact
March	5	2,600	\$2,991,296
April	4	2,950	\$4,393,895

*Pending additional verification

Sports Tourism – All Other Venues

October '25 – February '26			
Month	# of Events	Room Nights	Eco Impact
October	4	297*	\$471,315*
November	4	1,947	\$2,059,278
December	3	709	\$1,185,689
January	5	5,535	\$10,364,839
February	5	311*	\$756,390
Total	21	8,799*	\$14,837,511*



Monthly Projections			
Month	# of Events	Room Nights	Eco Impact
March	5	1,200	\$1,433,355
April	4	875	\$1,053,887

*Pending additional verification

Notable Upcoming Events

Organization	Event	Date	Location	Teams	Visitors	Room Nights	Eco Impact
Premier Soccer Services	Easter International Cup	April 2-4, 2026	BOOMBAAH Sports Complex	80	4,480	1,600	\$1,282,455
University Athletic Association	UAA Tennis Championship	April 22-26, 2026	Sanlando Park	16	740	400	\$346,984
FHSAA	Tennis State Championship	April 27-May 1, 2026	Sanlando/Red Bug/ Sylvan Lake	64	1,498	635	\$835,364
Sunshine State Diamond Sports (USSSA)	Central Florida State Championship	May 2-3, 2026	BOOMBAAH Sports Complex	90	3,420	350	\$310,567
Perfect Game, Inc	Beast of the East	May 22-25, 2026	BOOMBAAH Sports Complex	70	2,660	500	\$856,334
USSSA Fastpitch	Summer State Championship	June 13-14, 2026	Soldiers Creek/Softball Complex/Merrill Park	100	4,400	900	\$1,255,741





Welcome to

**ORLANDO NORTH
SEMINOLE COUNTY**

TOURISM MARKETING UPDATES



SORRY, WE MISSED YOU!

We're currently out of office attending the eTourism Summit in Louisville, KY, and representing Orlando North as 2026 eTSY Awards finalists!

- Best Implementation of Reels in Marketing Campaign
- Best Paid Search Campaign
- Best Social Media Campaign



TOURISM

MARKET TRENDS

2026

National Trends

★ Wellness & “Slow Travel” Growth

- Trips focused on rest, recharge, and mental well-being
 - Rise of the “Sleepcation”
- Demand for quieter, less crowded destinations

★ Intentional & Value-Driven Travel

- Travelers prioritizing “worth it” experiences over volume
- Shorter, closer, more frequent trips replacing longer vacations

★ AI & Digital Trip Planning

- AI accelerating planning
 - → faster decisions & shorter booking window
- **Strong digital presence (content, reviews, clarity) is critical**



Florida-Specific Trends:

Domestic & Drive Market Strength

- Florida visitation remains heavily domestic & regional
- Strong reliance on regional/short-haul travel

Welcoming & Authentic Destinations

- Travelers choosing places with strong reputation & hospitality
- Preference for local, off-the-beaten-path experiences

Experience + Value Positioning

- Travelers comparing destinations based on perceived value, not price alone
- Flexibility and affordability influencing trip choices

International Trends

★ Sustainable & Responsible Travel:

With a heightened global awareness of the environmental and social impacts of tourism, travelers are **prioritizing destinations that promote sustainability and responsible travel practices**, seeking authentic experiences that align with eco-friendly values.

- **Continued demand for eco-conscious and community-focused destinations**

★ Authentic & Personalized Destination Experiences:

Gravitating toward destinations that offer **personalized local experiences**: arts & culture and local cuisines, as well as activities and events that provide a deeper connection to the destination.

- **Travelers seeking cultural immersion, local cuisine, and connection**

ORLANDO NORTH,
SEMINOLE COUNTY

VISITOR PREFERENCE

ORLANDO NORTH ALIGNMENT +
TAKEAWAYS

Local Insights (Orlando North)

Spending Shift Toward Value

- 53% of visitor spend in food & beverage (71% of that spend going to groceries vs. dining)

Overnight Stay Growth

- Accommodation spend rising to 12% (stronger trip profile)

High-Value Markets Emerging

- Miami & New York increasing share of visitor spend
- Tampa remains top volume market but softening in spend

Nature & Outdoor Experiences

Continued demand for parks, trails, and water-based activities

Authentic & Local Experiences

Food, culture, and community-driven travel remain key motivators

Key areas where ONSC visitor market preferences align

Sports & Event-Based Travel

Trips increasingly built around tournaments and live events

Value-Conscious Behavior

Travelers adjusting spending habits while prioritizing experiences

Takeaways:

- Orlando North aligns strongly with national & global trends
- Strengths: outdoors, sports, authentic experiences, drive access
- Opportunity to convert visitation into higher local spend

Growth Opportunities

- Increase restaurant & local business capture
- Expand experience packaging (food, outdoor, events)
- Re-engage Tampa drive market
- Grow high-value & international audiences

SOCIAL MEDIA SNAPSHOT

PERFORMANCE HIGHLIGHTS

TOP PERFORMING CONTENT



Where to hike in Central Florida

trip needs a little



Major Wins!

January 2026-March 2026

- Instagram Shares: 1050 (Up 74% YOY)
- Instagram Saves: 680 (Up 69% YOY)
 - These numbers show high-intent travel behavior. People are finding value in our content and using our posts to plan their visits.
- Facebook Engagement: (Up 190% YOY)

BEST REEL:

Black Bear Wilderness Area - #1 Trail on AllTrails.com

- Engagement Rate: 7.3%
- 162 Shares | 188 Saves | 27 Follows
- Showcased Black Bear Wilderness Area hike, wildlife, and how close it is to Orlando.

BEST PHOTO POST:

Black Hammock Bee Farms Carousel

- Engagement Rate: 11%
- 269 Shares | 178 Saves | 44 Follows
- Featuring Black Hammock Bee Farm as a unique experience for the spring



Be a Bee Keeper for a Day at this Central Florida Bee Farm



Black Hammock Bee Farm in Oviedo, FL offers a hands-on experience you won't find anywhere else!

Suit up and step into a real apiary, where you'll see how hives work up close and learn directly from experienced beekeepers.



With protective gear and guidance, you'll get to open hives, spot the queen, and see how honey is made in real time.



A single hive can hold 20,000 to 60,000 bees, all working together to support the environment. Getting this close gives you a whole new appreciation for how vital they are to our ecosystem.

SOCIAL MEDIA

PERFORMANCE HIGHLIGHTS

Digital Impact:

- **817,234 Total Impressions for Q1** – a 30% increase compared to this period last year.
- **Engagement Rate Per View Significantly Increased** – Facebook is up 116.4% YOY and Instagram is up 58.8% YOY.
- **23K Link Clicks** – This shows strong user action and continued interest in exploring Orlando North experiences beyond social platforms.

Key Takeaway:

- Q1 saw strong growth in visibility and engagement across both platforms, with post shares increasing significantly and signaling high audience resonance. Reels and carousels continue to drive performance, especially content focused on unique, nature-based, and seasonal experiences.



Calendar

Blog Updates!



Influencer feature: Lana at Zen Dumplings in Altamonte Springs

- **Jan - Nature Escapes** (Highlight scenic boardwalks, river overlooks, quiet gardens, and sunrise spots)
- **Feb - Unique Date Night Ideas** (highlighting date night inspo)
- **March - Orlando North Spring Break** (featuring family friendly spots that are easily incorporated in Central FL vacations)

LOOKING AHEAD

- Orlando North Golfing Guide
- America250 Itinerary in Seminole County
- SunRail & SCOUT Adventures
- More Influencer partnerships
- Dog-friendly Guide to Sanford (& other cities)

UPCOMING EVENTS:

- **16th Annual Earth Fest** (April 18)
- **Wekiva Island Earth Day Celebration** (April 24)
- **St. Johns River Festival of the Arts** (April 25 & 26)
- **Taste of Altamonte Food & Wine** (May 21)



SOCIAL SNAPSHOT

PERFORMANCE HIGHLIGHTS



ON YOUTUBE CHANNEL

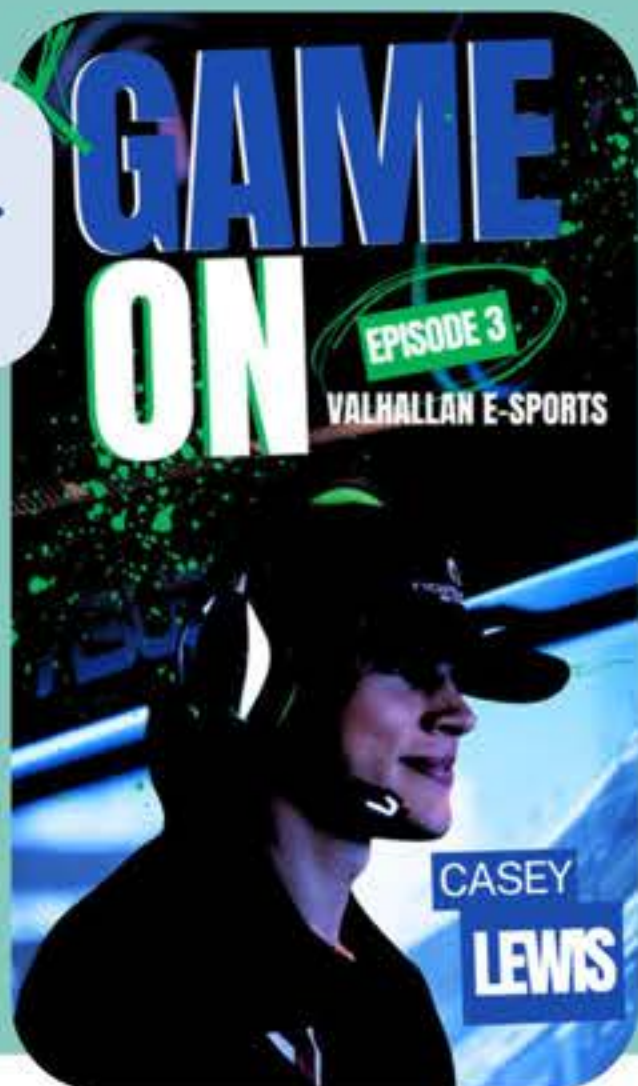
January 2026-March 2026

- Videos (Long-form): Contributed 78.8% of total views (554.3K)
 - New "GameON" episodes are driving significant watch time and deep engagement.
- Video Shorts: Accounted for 21.1% of views (148.5K)
- Channel Views 703.2K (increased by 22.3% vs prev. 90-day period)
- Channel Watch Time 4,124.5 Hours (increased by 19.0% vs prev. 90-day period)
- Channel Subscribers (Net) +409 (increase by 333.7% vs prev. 90-day period)

Top-Performing Content

Welcome to Competitive Gaming... It's Not What You Think #GameON

48.5K Views



Pro Soccer Player Puts Host to the Test ⚽ EP 1 #GameON

33.8K Views



SOCIAL MEDIA

PERFORMANCE HIGHLIGHTS

TOP PERFORMING CONTENT



HOGAN LAX FL
TEAM TRAINING



UPCOMING EVENTS 2026

- FHSAA Tennis State Championship
 - April 27-May 1st, 2026
- 50 + courts at 3 combined parks
 - Red Bug Park, Sylvan Lake Park, Sanlando Park

BEST REEL:

- 16,198 views
- Reach 7437
- Watch Time 18h 19m
- Engagement 1030

Major Wins!



Digital Impact Jan-March:

- **High Impressions:** Received 109K impressions, indicating strong content visibility.
- **Consistent Engagement:** 4.1k engagements, showing an active audience interacting with posts.
- **Strong Views:** 142k total views The number of times our content was played or displayed showing that users aren't just scrolling past.



ORLANDO NORTH,
SEMINOLE COUNTY

GIVEAWAY

IS WRAPPED!

Stay



**Relax and Recharge
at Orlando Marriott**

**ENTER
TO WIN**



- The Spring Break Escape Vacation Giveaway has officially wrapped!
- There were over 3000 entries for this giveaway
- The winner is from Boca Raton & will be visiting with her family
- **HUGE Thank you to our giveaway partners:**
 - Orlando Marriott Lake Mary
 - Central Florida Zoo & Botanical Gardens
 - Wekiva Island
 - Sanford Golf Cart Rentals
 - The Hangry Bison
 - Kelly's Homemade Ice Cream
 - Celery City Craft



STAY TUNED FOR OUR NEXT GIVEAWAY!



Evok Advertising Presentation

ORLANDO NORTH SEMINOLE COUNTY

evōk
advertising

April 2026 TDC Presentation



Reporting Recap

Website Analytics

Do Orlando North Website Visitation

Oct 1, 2025 - Mar 31, 2026

Channel



Google Analytics
Insights

Website Score Cards: Site Traffic Metrics

Objective: Increase Traffic Metrics to gain more visitors to website



Website Score Cards: Site Engagement Metrics

Objective: Increase Engagement Metrics to deliver a better user experience to website visitors



Website Analytics

Play Orlando North Website Visitation

Oct 1, 2025 - Mar 31, 2026

Channel



Website Score Cards: Site Traffic Metrics

Objective: Increase Traffic Metrics to gain more visitors to website

Sessions
27,928

Engaged sessions
12,611

Views
46,120

New users
23,270

Total users
23,659

Website Score Cards: Site Engagement Metrics

Objective: Increase Engagement Metrics to deliver a better user experience to website visitors

Sessions per user
1.18

Engagement rate
45.16%

Average session duration
00:01:33

Events per session
4.65



Paid Social Analytics

Do Orlando North Metrics

October 2025 - March 2026

- Impressions: 1,180,256
- Link Clicks: 73,252
- Cost Per Click: \$0.14
- Click-Through Rate: 6.21%
- Cost Per Thousand: \$8.47

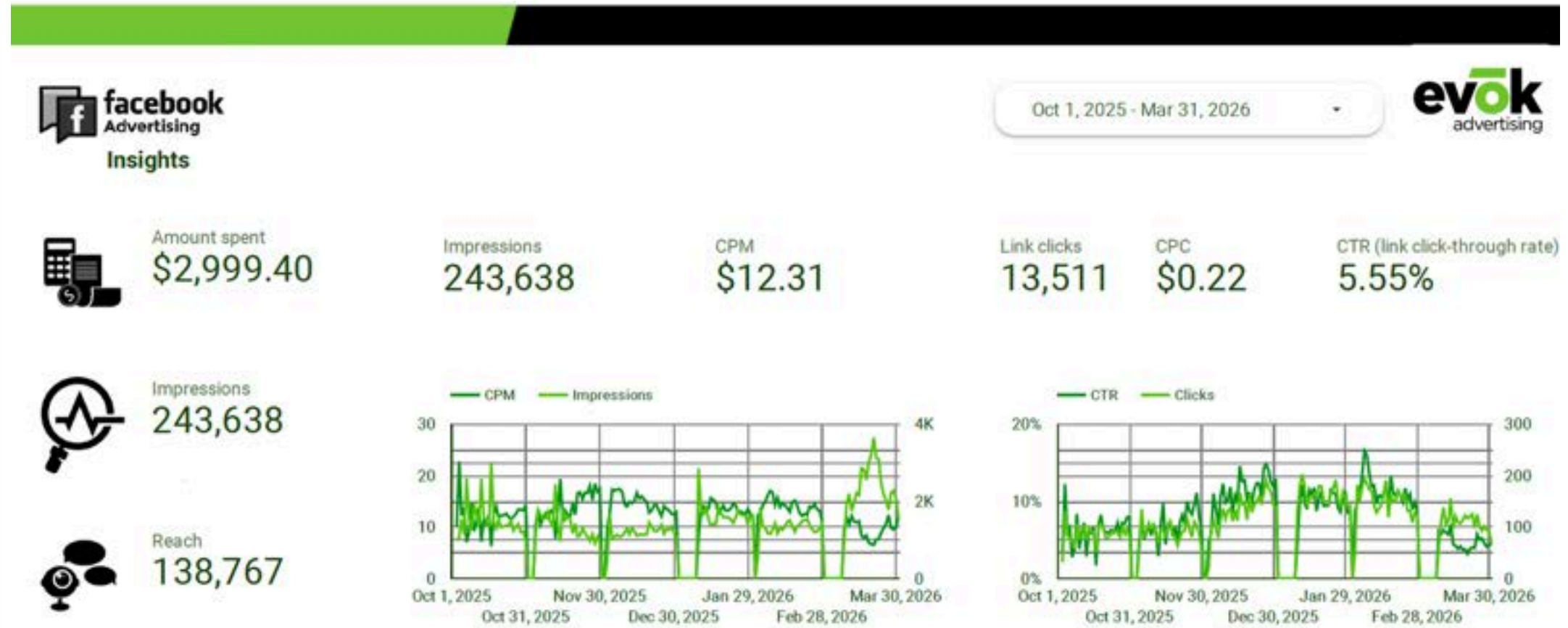


Paid Social Analytics

Play Orlando North Metrics

October 2025 - March 2026

- Impressions: 243,638
- Link Clicks: 13,511
- Cost Per Click: \$0.22
- Click-Through Rate: 5.55%
- Cost Per Thousand: \$12.31



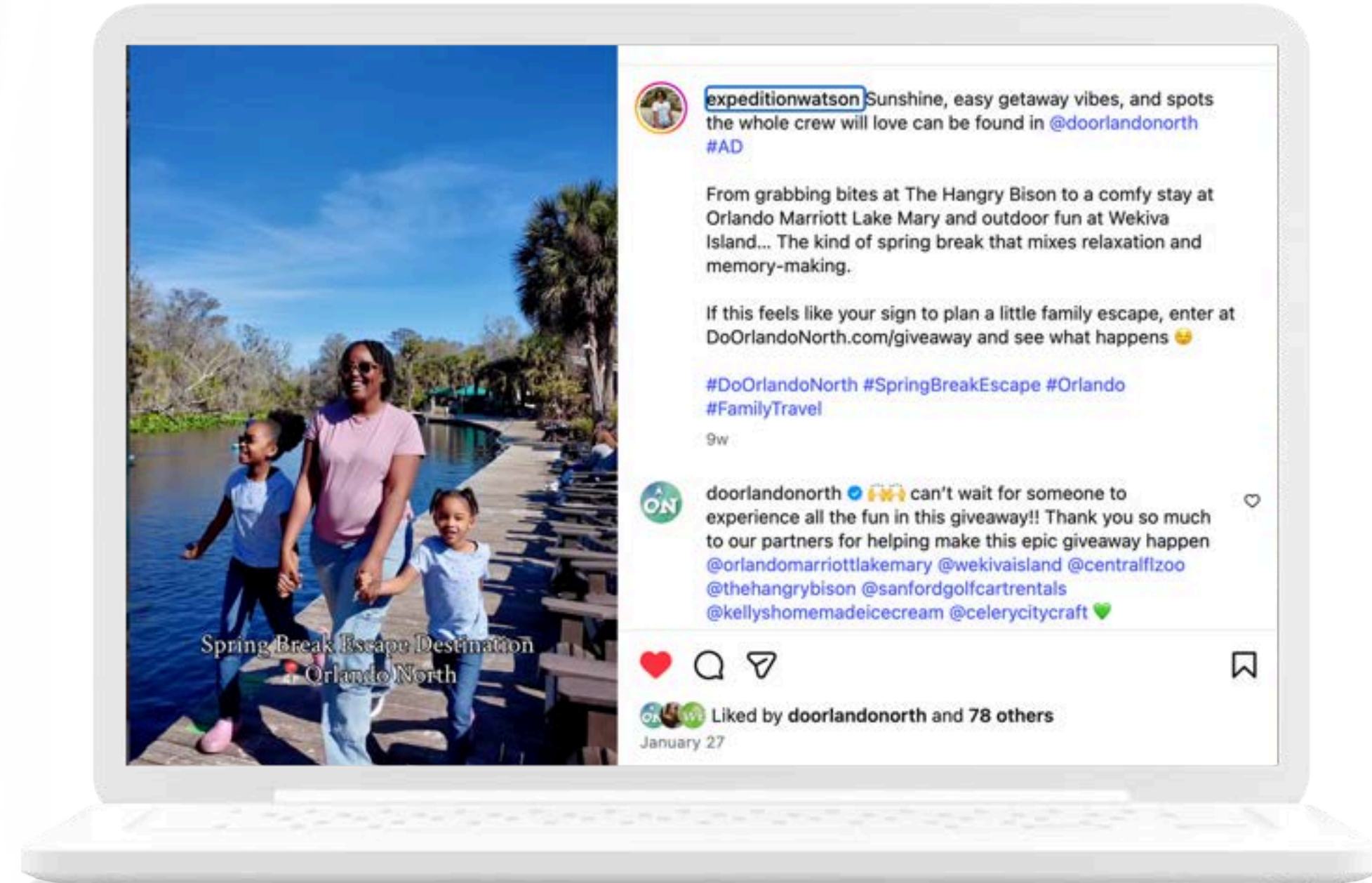
Giveaway Campaign

Campaign Results

- **Total Submissions:** 3,010
- **Paid Social Conversions:** 2,643
- **Impressions:** 163,021
- **Link Clicks:** 4,930

Top Geo-Markets

- **Jacksonville:** 138
- **Lakeland:** 68
- **Tampa:** 67
- **Palm Bay:** 58
- **Miami:** 58
- **Ocala:** 57
- **Tallahassee:** 48
- **Lutz:** 44



Google Search Analytics

Do Orlando North Search Campaign

Google Ads: Search Campaign Summary

Oct 1, 2025 - Mar 31, 2026

Google Ads
Insights



Campaign Performance: 6 Month Running Trend



Campaign Performance: Score Cards

Impressions 238,296	Conversions 12,441.97
Clicks 21,386	Cost / conv. \$0.75
Avg. CPC \$0.44	Click conversion rate 58.18%



Google Search Analytics

Play Orlando North Search Campaign

Google Ads: Search Campaign Summary

Oct 1, 2025 - Mar 31, 2026

Google Ads
Insights



Campaign Performance: 6 Month Running Trend



Campaign Performance: Score Cards

Impressions 352,005	Conversions 8,870.33
Clicks 5,596	Cost / conv. \$0.80
Avg. CPC \$1.27	Click conversion rate 158.51%

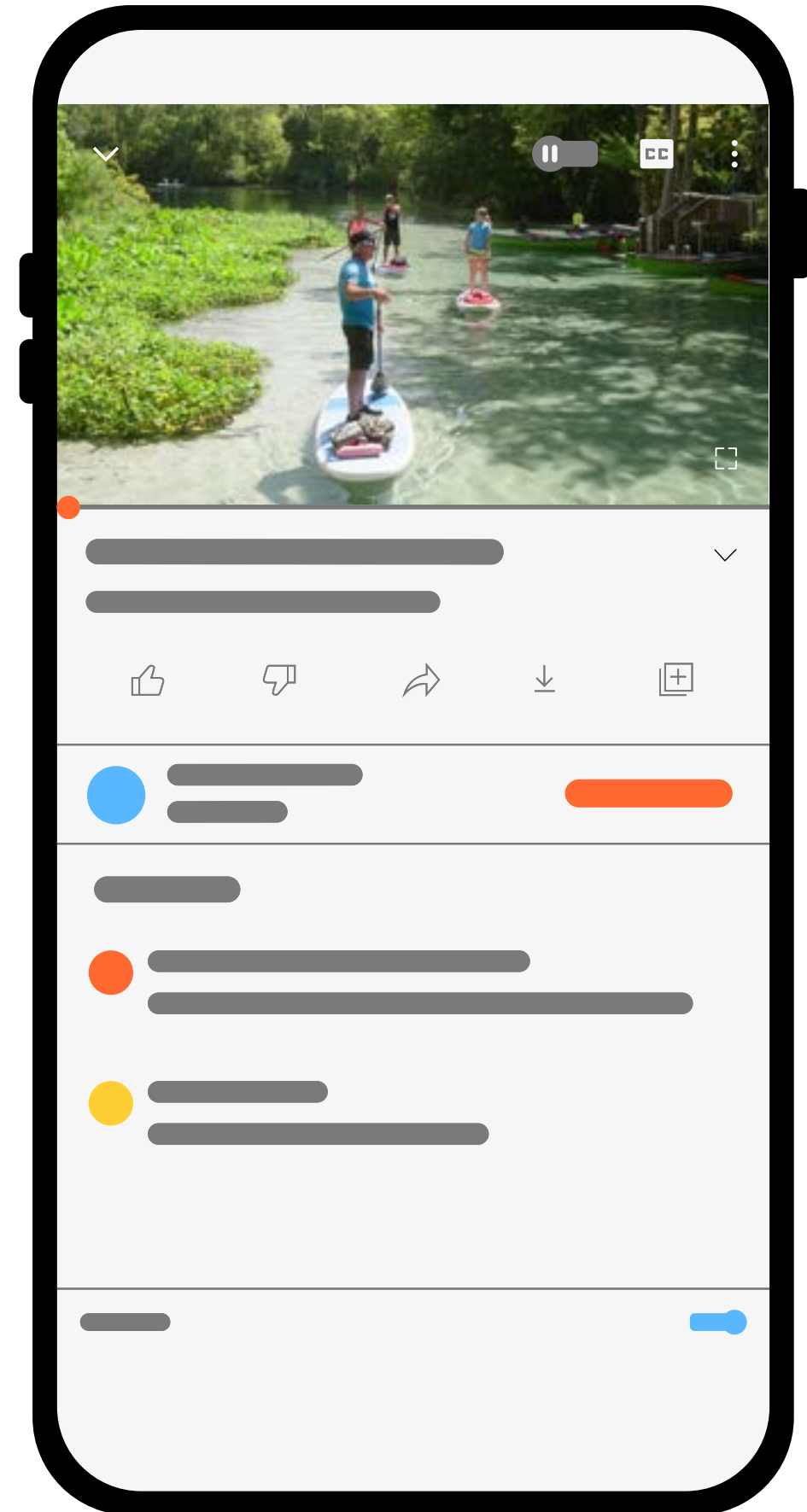


YouTube Analytics



Campaign	Impressions	Clicks	Video views	Video view rate
DON - YouTube - Leisure	389,843	108	290,597	74.5%
DON - YouTube - On Board	374,667	334	227,776	60.7%
PON - YouTube - 15 Sec	135,369	46	135,369	100.0%
PON - YouTube - 30 Sec	102,761	65	62,448	54.6%

Reporting Dates: October 2025 - March 2026



IDEAS.
WORK.
RESULTS.

Greater Orlando Sports Commission - Seminole County TDC Report

Updated: April 16, 2026

FY 25/26 Calendar									
Event	Contract Status	Contract Term	Event Date	Athletes	Total Visitors	Projected Room Nights	Actual Room Nights	Projected Eco Impact	Actual Eco Impact
Boys ECNL Florida Regional League Event	Recurring	2024-2026	January 2 - 4, 2026	3,280	6,560	1,800	1,895	\$3,694,661	\$3,587,971
Girls ECNL Florida Regional League Event	Recurring	2024-2026	January 9 - 11, 2026	3,280	6,560	1,800	2,013	\$3,756,893	\$4,484,964
HoganLax Florida Team Training	Renewal	2026	March 16 - 28, 2026	780	780	1,300	780	\$1,819,635	780
Girls Easter International Cup	Renewal	2026	April 1 - 4, 2026	780	780	400	780	\$630,000	780
FHSAA Tennis State Championships	Recurring	2024-2026	April 27 - May 1, 2026	780	780	500	780	\$991,362	780
FHSAA Softball State Championships	Renewal	2026	May 19-21, 2026	780	780	300	780	\$1,178,119	780
USA Softball 40-Over Men's Masters	New	2026	July 26 - 19, 2026	780	780	150	780	\$225,000	780
USA Softball Class A Southern Nationals	New	2026	July 28 - August 2, 2026	780	780	300	780	\$455,000	780
Totals				6,560	14,760	6,550	3,906	\$12,750,670	\$8,872,935

Color Key:

Event Has Not Occurred
Actual Base Drivers
Event Completed, Base Drivers Not Finalized
Event Postponed
Event Cancelled

Business Development Status			
Event	Date s/Ye ars	Possible Venue(s)	Status
Copa Rayados Internacional	Thanksgiving Week of 2021, 2022, 2023, 2024	Seminole Soccer Complex, Sylvan Lake Park, Boombah Sports Complex	Not Awarded
USA Softball U-16 National Championships	July of 2022	Boombah-Soldiers Creek Park, Seminole County Softball Complex, Merrill Park	Not Awarded
Concacaf U-17 Qualifier	August of 2022 and 2023	Seminole Soccer Complex	Not Awarded
USA Artistic Swimming Convention	September of 2022, 2023, 2024	Orlando Marriott Lake Mary, Westin Lake Mary	Not Awarded
USA Artistic Swimming FINA Judges School	October of 2022, 2023, 2024	Orlando Marriott Lake Mary, Westin Lake Mary	Not Awarded
USA Artistic Swimming National Judges School	December of 2022, 2023, 2024	Orlando Marriott Lake Mary, Westin Lake Mary	Not Awarded
USYS National League Elite 64	December of 2022	Boombah Sports Complex, Seminole Soccer Complex, Sylvan Lake Park	No Field Availability
US Soccer Team Training	February of 2023	Seminole Soccer Complex	Not Awarded
HoganLax Team Training and Orlando Jamboree	March of 2023	Boombah Sports Complex	Bid Awarded
Prep Baseball Report Canadian Spring Training	March of 2023	Boombah Sports Complex	No Field Availability
SWAC Baseball Conference Championships	May of 2023	Boombah Sports Complex	No Field Availability
Athletes Unlimited ALEX Softball	June of 2023	Historic Sanford Memorial Stadium, Boombah Soldiers Creek	No Field Availability
Rush International Cup	November of 2023	Seminole Soccer Complex, Sylvan Lake Park	No Field Availability
Flag Football World Championship Tour	Various Dates in 2023	Boombah Sports Complex, Seminole Soccer Complex, Sylvan Lake Park	No Field Availability
ECNL Girls Florida Regional League Event	January of 2024, 2025, 2026	Boombah Sports Complex, Seminole Soccer Complex, Sylvan Lake Park	Bid Awarded
ECNL Boys Florida Regional League Event	February of 2024, 2025, 2026	Boombah Sports Complex, Seminole Soccer Complex, Sylvan Lake Park	Bid Awarded
NCAA DI Women's Tennis Festival Championship	May of 2024	Sanlando Park	Bid Awarded
NCAA DI Men's Tennis Festival Championship	May of 2024	Sanlando Park	Bid Awarded
NCAA DI Softball Festival Championship	May of 2024	Boombah-Soldiers Creek Park	Bid Awarded
NCAA DI Women's Tennis Championship	May of 2025	Sanlando Park	Bid Awarded
NCAA DI Men's Tennis Championship	May of 2025	Sanlando Park	Bid Awarded
FHSAA Tennis State Championships	April/May of 2024, 2025, 2026	Sanlando Park	Bid Awarded
FHSAA Softball State Championships	May of 2025	Boombah-Soldiers Creek Park	Bid Awarded
FHSAA Softball State Championships	May of 2026	Boombah-Soldiers Creek Park	Bid Awarded
USA Field Hockey Festival	Thanksgiving Week of 2025 and 2026	Boombah Sports Complex	Ongoing Bid Process
World Cup 2026 Base Camps	Summer of 2026	Sylvan Lake Park, Seminole Soccer Complex	Not Awarded
World Cup 2031 Base Camps	Summer of 2031	Sylvan Lake Park, Seminole Soccer Complex	Ongoing Bid Process
Men's/Women's Rugby World Cup 2031, 2033	Summer/Fall of 2031, 2033	Sylvan Lake Park, Seminole Soccer Complex	Ongoing Bid Process
NCAA DI Men's Golf Southeast Regional	May of 2026	Various Seminole County Golf Courses	Not Awarded
NCAA DI Men's and Women's Tennis Championships	May of 2027	Sanlando Park	Not Awarded
Easter International Cup	April 16-19, 2025	Seminole Soccer Complex	Bid Awarded
Girls Easter International Cup	April 2-4, 2026	BOOMBAH Sports Complex	Bid Awarded
Minority Softball/Baseball Championships	Various Dates	Various Seminole County Venues	Ongoing Bid Process
USA Softball Southeast Regional Championships	August 1-3, 2025	Boombah-Soldiers Creek Park, Seminole County Softball Complex	Bid Awarded
USA Softball JO Fast Pitch East National Championships U18	July of 2026	Boombah-Soldiers Creek Park, Seminole County Softball Complex	Bid Awarded
USA Softball JO Fast Pitch East National Championships U16	July of 2026	Boombah-Soldiers Creek Park, Seminole County Softball Complex	Bid Awarded
USA Softball JO Fast Pitch East National Championships U14	July of 2026	Boombah-Soldiers Creek Park, Seminole County Softball Complex	Bid Awarded
USA Softball JO Fast Pitch East National Championships U12	July of 2026	Boombah-Soldiers Creek Park, Seminole County Softball Complex	Bid Awarded
USA Softball Men's Masters 40 Over Fast Pitch	July of 2026	Boombah-Soldiers Creek Park, Seminole County Softball Complex	Bid Awarded
USA Flag Football Battle Orlando	September of 2026	Boombah Sports Complex	Not Awarded
ECNL Girls Florida National Event ECNL Boys Florida	December of 2026, 2027, 2028, 2029, 2030	Boombah Sports Complex, Seminole Soccer Complex, Sylvan Lake	Bid Awarded
Regional League Event ECNL Girls Florida Regional League	January of 2027, 2028, 2029, 2030, 2031	Park Boombah Sports Complex, Seminole Soccer Complex, Sylvan	Bid Awarded
Event	January of 2027, 2028, 2029, 2030, 2031	Lake Park Boombah Sports Complex, Seminole Soccer Complex,	Bid Awarded
NCAA DI Men's and Women's Tennis Championships Big 12	May of 2028	Sylvan Lake Park	Bid Submitted
Conference Championships	Various Dates	Sanlando Park Various Seminole County Venues	Ongoing Bid Process

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
011055 TOURISM - GENERAL FUND								
50000 EXPENDITURES/EXPENSES								
510000 PERSONAL SERVICES								
510100 Salaries and Wages								
510200 Fringes and Contributions								
530000 OPERATING EXPENDITURES								
530300 Operating Expenditures								
530440 Rental and Leases	80,000.00		80,000.00			80,000.00		
530300 Operating Expenditures	80,000.00		80,000.00			80,000.00		
530000 OPERATING EXPENDITURES	80,000.00		80,000.00			80,000.00		
540000 OTHER CHARGES								
540100 Other Charges								
540200 Oth Chgs Insurance								
550000 CONTRA ACCOUNTS								
560000 CAPITAL OUTLAY								
560001 Capital Outlay								
570000 DEBT SERVICE								
570001 Debt Service								
580000 GRANTS AND AIDS								
580820 Aid To Private Organizations								
590000 OTHER FINANCIAL USES								
50000 EXPENDITURES/EXPENSES	80,000.00		80,000.00			80,000.00		
011055 TOURISM - GENERAL FUND	80,000.00		80,000.00			80,000.00		
00100 GENERAL FUND	228,881.60		228,881.60		148,881.60	80,000.00		

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
50000 EXPENDITURES/EXPENSES	901,846.00		901,846.00	26,326.58	236,213.95	510,849.79	154,782.26	17
011030 TOURIST DEVMNT 1,2,3 CENT	901,846.00		901,846.00	26,326.58	236,213.95	510,849.79	154,782.26	17
11000 TOURISM PARKS 1,2,3 CENT FUND	901,846.00		901,846.00	26,326.58	236,213.95	510,849.79	154,782.26	17

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
11001 TOURISM SPORTS 4 & 6 CENT FUND								
011050 TOURIST DEVMNT 4,6 CENT								
500000 EXPENDITURES/EXPENSES								
510000 PERSONAL SERVICES								
510100 Salaries and Wages								
510120 Regular Salaries and Wages	513,073.60		513,073.60	36,880.20		232,520.47	280,553.13	55
510150 Special Pay	1,980.00		1,980.00	165.00		990.00	990.00	50
510100 Salaries and Wages	515,053.60		515,053.60	37,045.20		233,510.47	281,543.13	55
510200 Fringes and Contributions								
510210 Social Security Matching	39,250.14		39,250.14	2,739.00		17,331.21	21,918.93	56
510220 Retirement Contributions	87,752.17		87,752.17	6,539.10		42,145.54	45,606.63	52
510230 Health and Life Insurance	99,788.49		99,788.49	7,602.04		41,057.64	58,730.85	59
510240 Workers Compensation	832.52		832.52				832.52	100
510200 Fringes and Contributions	227,623.32		227,623.32	16,880.14		100,534.39	127,088.93	56
510000 PERSONAL SERVICES	742,676.92		742,676.92	53,925.34		334,044.86	408,632.06	55
530000 OPERATING EXPENDITURES								
530300 Operating Expenditures								
530310 Professional Services	40,697.00		40,697.00	6,320.00		6,320.00	34,377.00	84
530340 Other Services	139,700.00		139,700.00	25,292.74	1,132.00	51,443.48	87,124.52	62
530400 Travel and Per Diem	11,700.00		11,700.00	1,466.15		2,114.66	9,585.34	82
530466 SOFTWARE SUBSCRIPTIONS						6,571.13	6,571.13	
530470 Printing and Binding	8,000.00		8,000.00		7,498.00		502.00	6
530510 Office Supplies	1,500.00		1,500.00				1,500.00	100
530520 Operating Supplies	2,577.00		2,577.00				2,577.00	100
530540 Books, Dues Publications	16,000.00		16,000.00			14,114.00	1,886.00	12
530550 Training	13,000.00		13,000.00			1,895.00	11,105.00	85
530300 Operating Expenditures	233,174.00		233,174.00	33,078.89	8,630.00	82,458.27	142,085.73	61
530000 OPERATING EXPENDITURES	233,174.00		233,174.00	33,078.89	8,630.00	82,458.27	142,085.73	61
540000 OTHER CHARGES								
540100 Other Charges								
540101.0020 Other Chgs Leased Equipm	1,407.42		1,407.42				1,407.42	100
540101.0022 Oth Chgs Internal Postage	626.74		626.74				626.74	100
540101.0027 Oth Chgs Fleet Maint	2,008.82		2,008.82				2,008.82	100
540101.0023 Oth Chgs Printing	413.82		413.82				413.82	100
540101.0045 Other Chgs Desk Sup & Ma	31,564.85		31,564.85				31,564.85	100

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
540101.0043 Other Chrgs Protecting Co	6,281.18		6,281.18				6,281.18	100
540101.0042 Other Chrgs Phone Sup & M	7,332.94		7,332.94				7,332.94	100
540101.0036 Other Chrgs Network Conne	22,516.27		22,516.27				22,516.27	100
540101.0035 Other Chrgs Telecommun Ch	6,574.44		6,574.44				6,574.44	100
540101.0026 Oth Chgs Fleet /Gas	678.00		678.00				678.00	100
540101.0034 Oth Chgs Prop Mgmt	38,718.63		38,718.63				38,718.63	100
540100 Other Charges	118,123.11		118,123.11				118,123.11	100
540200 Oth Chgs Insurance								
540202 Internal Service Fees								
540202.0020 Internal Ser Fees-Leased	9,681.96		9,681.96				9,681.96	100
540202 Internal Service Fees	9,681.96		9,681.96				9,681.96	100
540200 Oth Chgs Insurance	9,681.96		9,681.96				9,681.96	100
540000 OTHER CHARGES	127,805.07		127,805.07				127,805.07	100
550000 CONTRA ACCOUNTS								
560000 CAPITAL OUTLAY								
560001 Capital Outlay								
570000 DEBT SERVICE								
570001 Debt Service								
580000 GRANTS AND AIDS								
580820 Aid To Private Organizations								
580821 Aid To Private Organizations	60,000.00		60,000.00			60,000.00		
580820 Aid To Private Organizations	60,000.00		60,000.00			60,000.00		
580000 GRANTS AND AIDS	60,000.00		60,000.00			60,000.00		
590000 OTHER FINANCIAL USES								
500000 EXPENDITURES/EXPENSES	1,163,655.99		1,163,655.99	87,004.23	8,630.00	476,503.13	678,522.86	58
011050 TOURIST DEVMNT 4,6 CENT	1,163,655.99		1,163,655.99	87,004.23	8,630.00	476,503.13	678,522.86	58

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAIL
540202.0020 Internal Ser Fees-Leased	677.23		677.23				677.23	100
540202 Internal Service Fees	677.23		677.23				677.23	100
540200 Oth Chgs Insurance	677.23		677.23				677.23	100
540000 OTHER CHARGES	5,459.32		5,459.32				5,459.32	100
550000 CONTRA ACCOUNTS								
550100 Contra Accounts								
560000 CAPITAL OUTLAY								
560001 Capital Outlay								
570000 DEBT SERVICE								
580000 GRANTS AND AIDS								
580820 Aid To Private Organizations								
590000 OTHER FINANCIAL USES								
500000 EXPENDITURES/EXPENSES	1,176,642.15		1,176,642.15	78,990.20	11,175.00	436,088.86	729,378.29	62
011051 SPORTS 4.6 CENT	1,176,642.15		1,176,642.15	78,990.20	11,175.00	436,088.86	729,378.29	62

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAIL
02601002 FORD EXPLORER NEW								
500000 EXPENDITURES/EXPENSES								
530000 OPERATING EXPENDITURES								
530300 Operating Expenditures								
560000 CAPITAL OUTLAY								
560001 Capital Outlay								
560642.00001 Equipment >\$4999	40,500.00		40,500.00			40,498.24	1.76	
560001 Capital Outlay	40,500.00		40,500.00			40,498.24	1.76	
560000 CAPITAL OUTLAY	40,500.00		40,500.00			40,498.24	1.76	
500000 EXPENDITURES/EXPENSES	40,500.00		40,500.00			40,498.24	1.76	
02601002 FORD EXPLORER NEW	40,500.00		40,500.00			40,498.24	1.76	
11001 TOURISM SPORTS 4 & 6 CENT FUND	2,380,798.14		2,380,798.14	165,994.43	19,805.00	953,090.23	1,407,902.91	59

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
11002 SCTID TOURISM IMP DIST FUND								
011060 TOURISM IMP DIST								
500000 EXPENDITURES/EXPENSES								
510000 PERSONAL SERVICES								
510100 Salaries and Wages								
510200 Fringes and Contributions								
530000 OPERATING EXPENDITURES								
530300 Operating Expenditures								
530310 Professional Services		281,050	281,050.00		251,790.00		29,260.00	10
530490 Other Charges/Obligations	6,000.00		6,000.00				6,000.00	100
530300 Operating Expenditures	6,000.00	281,050	287,050.00		251,790.00		35,260.00	12
530000 OPERATING EXPENDITURES	6,000.00	281,050	287,050.00		251,790.00		35,260.00	12
540000 OTHER CHARGES								
540100 Other Charges								
540200 Oth Chgs Insurance								
540201 Insurance								
550000 CONTRA ACCOUNTS								
560000 CAPITAL OUTLAY								
560001 Capital Outlay								
570000 DEBT SERVICE								
570001 Debt Service								
580000 GRANTS AND AIDS								
580820 Aid To Private Organizations								
590000 OTHER FINANCIAL USES								
500000 EXPENDITURES/EXPENSES	6,000.00	281,050	287,050.00		251,790.00		35,260.00	12
011060 TOURISM IMP DIST	6,000.00	281,050	287,050.00		251,790.00		35,260.00	12
11002 SCTID TOURISM IMP DIST FUND	6,000.00	281,050	287,050.00		251,790.00		35,260.00	12

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
13100 ECONOMIC DEVELOPMENT								
011101 ECONOMIC DEVELOPMENT								
50000 EXPENDITURES/EXPENSES								
510000 PERSONAL SERVICES								
510100 Salaries and Wages								
510120 Regular Salaries and Wages	285,806.56		285,806.56	21,735.40		133,547.31	152,259.25	53
510150 Special Pay	1,320.00		1,320.00	110.00		660.00	660.00	50
510100 Salaries and Wages	287,126.56		287,126.56	21,845.40		134,207.31	152,919.25	53
510200 Fringes and Contributions								
510210 Social Security Matching	21,864.20		21,864.20	1,494.01		9,269.04	12,595.16	58
510220 Retirement Contributions	51,925.87		51,925.87	3,959.14		24,325.87	27,600.00	53
510230 Health and Life Insurance	84,213.84		84,213.84	6,246.14		33,930.26	50,283.58	60
510240 Workers Compensation	314.38		314.38				314.38	100
510200 Fringes and Contributions	158,318.29		158,318.29	11,699.29		67,525.17	90,793.12	57
510000 PERSONAL SERVICES	445,444.85		445,444.85	33,544.69		201,732.48	243,712.37	55
530000 OPERATING EXPENDITURES								
530300 Operating Expenditures								
530310 Professional Services	526,490.00		526,490.00	44,532.84	203,245.00	252,527.84	70,717.16	13
530400 Travel and Per Diem	5,000.00		5,000.00	99.87		720.81	4,279.19	86
530401 Travel - Training Related	8,800.00		8,800.00	249.00		249.00	8,551.00	97
530466 SOFTWARE SUBSCRIPTIONS						11,306.40	11,306.40	
530470 Printing and Binding	500.00		500.00				500.00	100
530480 Promotional Activities	82,000.00		82,000.00	1,743.00		42,993.00	39,007.00	48
530490 Other Charges/Obligations	61,000.00		61,000.00	15,000.00		30,308.18	30,691.82	50
530510 Office Supplies	1,000.00		1,000.00			922.72	77.28	8
530520 Operating Supplies	2,000.00		2,000.00	188.61		288.60	1,711.40	86
530522 Operating Supplies-TECHNOLOGY								
530529 Operating Supplies-Other								
530530 Road Materials & Supplies								
530540 Books, Dues Publications	10,400.00		10,400.00	20.00		8,050.00	2,350.00	23
530550 Training	6,000.00		6,000.00			1,937.00	4,063.00	68
530550 Training	6,000.00		6,000.00			1,937.00	4,063.00	68
530300 Operating Expenditures	703,190.00		703,190.00	61,633.58	203,245.00	349,303.55	150,641.45	21
530000 OPERATING EXPENDITURES	703,190.00		703,190.00	61,633.58	203,245.00	349,303.55	150,641.45	21

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
560640 Equipment								
560642 Equipment >\$4999								
560646 Capital Software>\$4,999								
560650 Construction In Progress								
560651 Project Management								
560652 CEI Services								
560660 Library Books & Materials								
560670 Roads								
560676 Roads-Construction/Design								
560679 Roads-Other								
560680 Construction & Design								
560690 Engineering Costs								
560699 Project Contingency								
570000 DEBT SERVICE								
570001 Debt Service								
580000 GRANTS AND AIDS								
580810 Grants To Governmental Agency								
580811 Aid To Governmental Agencies	470,000.00		470,000.00		175,000.00	440,000.00	145,000.00-	31-
580812 Aid To Govt Agency-Land								
580813 Aid To Govt Agen-Design								
580814 Aid To Govt Agency-CIP								
580816 Aid To Govt Agen-Road Const								
580817 Aid To Govt Agency-CEI								
580810 Grants To Governmental Agency	470,000.00		470,000.00		175,000.00	440,000.00	145,000.00-	31-

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
580820 Aid To Private Organizations								
580821 Aid To Private Organizations	150,000.00	485,175	635,175.00		150,000.00		485,175.00	76
580821 Aid To Private Organizations	150,000.00	485,175	635,175.00		150,000.00		485,175.00	76
580824 Aid To								
580820 Aid To Private Organizations	150,000.00	485,175	635,175.00		150,000.00		485,175.00	76
580830 Other Grants and Aids								
580831 County Funded Grants								
580832 SHIP Projects								
580833 Other Grants & Aids/Individual								
580834 Non-Cash Assistance								
580000 GRANTS AND AIDS	620,000.00	485,175	1,105,175.00		325,000.00	440,000.00	340,175.00	31
590000 OTHER FINANCIAL USES								
590900 *Transfer To Other Funds								
590950 OTHER NONOPERATING USES								
590960 INTRAGOVNMTAL TRANSFERS								
590962 Transfer To The Clerk								
590963 Transfer To The Sheriff								
599000 RESERVES/CONTIGNCY								
599998 Reserve For Contingencies								
500000 EXPENDITURES/EXPENSES	1,794,896.00	485,175	2,280,071.00	95,178.27	528,245.00	991,036.03	760,789.97	33
011101 ECONOMIC DEVELOPMENT	1,794,896.00	485,175	2,280,071.00	95,178.27	528,245.00	991,036.03	760,789.97	33

For the Six Months Ending March 31, 2026

Description	FINAL BUDGET	CHANGE ORDERS	CURRENT BUDGET	PERIOD EXPENDITURES	ENCUMBRANCES OUTSTANDING	YEAR TO DATE EXPENDITURES	AVAILABLE BALANCE	% AVAL
02501003 ECON DEV CONF ROOM TBCH								
500000 EXPENDITURES/EXPENSES								
530000 OPERATING EXPENDITURES								
530300 Operating Expenditures								
530521 Equipment \$1000-\$4999		1,921	1,920.84				1,920.84	100
530522 Operating Supplies-TECHNOLOGY						1,765.73	1,765.73-	
530300 Operating Expenditures		1,921	1,921.00			1,765.73	155.27	8
530000 OPERATING EXPENDITURES		1,921	1,921.00			1,765.73	155.27	8
560000 CAPITAL OUTLAY								
560001 Capital Outlay								
500000 EXPENDITURES/EXPENSES		1,921	1,921.00			1,765.73	155.27	8
02501003 ECON DEV CONF ROOM TBCH		1,921	1,921.00			1,765.73	155.27	8
13100 ECONOMIC DEVELOPMENT	1,794,896.00	487,096	2,281,992.00	95,178.27	528,245.00	992,801.76	760,945.24	33
99 N/A	5,312,421.74	768,146	6,080,567.74	287,499.28	1,184,935.55	2,536,741.78	2,358,890.41	39