

**INTERLOCAL AGREEMENT BETWEEN THE CITY OF DELRAY BEACH AND  
THE DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY FOR  
SPONSORSHIP OF CITY TENNIS TOURNAMENTS**

**THIS AGREEMENT** is made this \_\_\_\_\_ day of \_\_\_\_\_, 2019 by and between the **CITY OF DELRAY BEACH**, a Florida Municipal Corporation, (hereinafter referred to as "**CITY**"), and the **DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY**, (hereinafter referred to as the "**CRA**").

**W I T N E S S E T H:**

**WHEREAS**, the **CITY** hosts tennis tournaments, including the ATP Champions/Delray Beach Open, at the CITY's Tennis Stadium; and

**WHEREAS**, the **CRA** desires to be a co-title sponsor with the **CITY** for this tournament; and

**WHEREAS**, the tennis tournaments will be held at the City's Tennis Stadium from February 14, 2020 to February 23, 2020, which is located within the City's Community Redevelopment Area; and

**WHEREAS**, the tennis tournaments attract numerous spectators to the Community Redevelopment Area who also patronize local businesses, which provides a beneficial economic impact to those businesses located within the Community Redevelopment Area; and

**WHEREAS**, due to the beneficial economic impact of the tennis tournaments, the **CRA** and the **CITY** find that this funding agreement serves a municipal and public purpose, and is in the best interest of the health, safety, and welfare of the City of Delray Beach, including the Community Redevelopment Area.

**NOW, THEREFORE**, in consideration of the mutual covenants and promises herein contained, the parties hereby agree as follows:

1. The recitations set forth above are hereby incorporated herein.
2. The **CRA** shall provide funding to the **CITY** in the amount of Nine Hundred and Five Thousand and 00/100 Dollars (\$905,000.00) to be a co-title sponsor for the ATP Champions/Delray Beach Open, to be held from February 14, 2020 to February 23, 2020 to help defray the costs of the 2020 Delray Beach Open. The **CRA** will share in the attendant benefits of that sponsorship, as provided in **Exhibit "A"**, which is attached hereto, and incorporated herein by reference. Such payment shall be made to the **CITY** within 30 days of the receipt of the invoice from the City of Delray Beach.
3. The term of this Agreement shall commence upon execution by both parties and shall terminate on September 30, 2020. In the event the **CITY** desires to have the **CRA** fund the Tennis Tournament scheduled in 2020, the **CITY** shall forward the **CRA** a written funding request for the 2020 Tennis Tournament, including the amount of the requested funding, no later than May 30, 2020 in order to allow the **CRA** to consider the funding request as part of its budgeting process.
4. The **CITY** shall insure that all publicity, public relations, advertisements and signs recognize the **CRA** for the support of all activities conducted with the funds provided by the **CRA**. The use of the **CRA** logo is permissible, but all signs or other advertising materials used to publicize **CRA** funded activities must be approved by the **CRA** prior to being utilized. Upon

request by the **CRA**, the **CITY** shall provide proof of the use of the **CRA** logo as required by this paragraph.

5. This Interlocal Agreement shall be filed pursuant to the requirements of Section 163.01(11) of the Florida Statutes.

6. No prior or present agreements or representations with regard to any subject matter contained within this Agreement shall be binding on any party unless included expressly in this Agreement. Any modification to this Agreement shall be in writing and executed by the parties.

7. The validity of any portion, article, paragraph, provision, clause, or any portion thereof of this Agreement shall have no force and effect upon the validity of any other part of portion hereof.

8. **PUBLIC RECORDS.** **CITY** and **CRA** are public agencies subject to Chapter 119, Florida Statutes. The **CITY** and **CRA** shall comply with all public records laws in accordance with Chapter 119, Florida Statutes. In accordance with state law, **CITY** and **CRA** agree to:

8.1 Keep and maintain all records required by the **CITY** and **CRA** to perform the service.

8.2 Upon request from the **CITY** or **CRA**'s custodian of public records, provide the **CITY** or **CRA** with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.

8.3 Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not

disclosed except as authorized by law for the duration of the contract term and following completion of the contract if the **CITY** or **CRA** does not transfer the records to the **CITY** or **CRA**.

8.4 Upon the termination of the contract, the **CITY** shall transfer, at no cost to the **CRA**, all public records in possession of the **CITY** and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the **CITY** keeps and maintains public records upon completion of the contract, the **CITY** shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the **CRA**, upon request from the **CRA**'s custodian of public records in a format that is compatible with the information technology systems of the **CRA**. All records shall be transferred to the **CRA** prior to final payment being made by the **CRA**.

8.5 If **CITY** or **CRA** does not comply with this section, the **CITY** or **CRA** shall enforce the contract provisions in accordance with the contract and may unilaterally cancel this contract in accordance with state law.

**IF THE CITY HAS QUESTIONS  
REGARDING THE APPLICATION OF  
CHAPTER 119, FLORIDA STATUTES, TO  
THE CITY'S DUTY TO PROVIDE PUBLIC  
RECORDS RELATING TO THIS  
CONTRACT, CONTACT THE CUSTODIAN  
OF PUBLIC RECORDS AT**

**561-243-7050  
[CITYCLERK@MYDELRAYBEACH.COM](mailto:CITYCLERK@MYDELRAYBEACH.COM)**

9. This Agreement shall be governed by and in accordance with the Laws of Florida. The venue for any action arising from this Agreement shall be in Palm Beach County, Florida.

10. The validity of any portion, article, paragraph, provision, clause, or any portion thereof of this Agreement shall have no force and effect upon the validity of any other part of portion hereof.

11. Neither the City nor the CRA shall assign or transfer any rights or interest in this Agreement.

12. This Agreement shall not be valid until signed by the Mayor and the City Clerk.

ATTEST:

CITY OF DELRAY BEACH, FLORIDA

\_\_\_\_\_  
City Clerk

By: \_\_\_\_\_  
Shelly Petrolia, Mayor

Approved as to Form:

\_\_\_\_\_  
Lynn Gelin, City Attorney

**DELRAY BEACH COMMUNITY  
REDEVELOPMENT AGENCY**

By: \_\_\_\_\_  
Shelly Petrolia, Chair

ATTEST:

\_\_\_\_\_  
Renée A. Jadusingh, Esq., Executive Director

I HEREBY APPROVE THIS AGREEMENT  
AS TO FORM:

\_\_\_\_\_  
General Counsel

**EXHIBIT "A"**

***SPONSORSHIP BENEFITS***

### 2018 Delray Beach Open (Post-Event, Economic Impact ~ Palm Beach Sports Commission).

2019 attendance: 61,751; 6.2% decrease from 2018)

	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
Direct Impact from Spectators:	\$ 4,332,359.37	5,012,539.79	6,345,875	6,599,710.00	6,190,527.98
Players:	\$ 23,147.41	26,781.55	33,905.44	35,261.66	33,075.43
Referees/Officials:	\$ 24,334.16	28,154.62	35,643.75	37,069.50	34,771.19
Corporate Sponsors:	\$ 37,456.71	43,337.41	54,865.16	57,059.77	53,522.06
Combined direct impact from staging event:	\$ 4,417,297.66	5,110,813.39	6,470,289.7	6,729,100.93	6,311,896.67
Indirect impact reported gains:	\$ 1,231,056.32	1,424,332.16	1,803,204.5	1,950,345.99	1,829,424.54
Induced impact gains	\$ 1,583,361.56	1,831,949.32	2,319,247.8	2,508,498.41	2,352,971.51
<b>ECONOMIC IMPACT:</b>	<b>\$ 7,231,715.54</b>	<b>8,367,094.87</b>	<b>10,592,742</b>	<b>11,187,945.30</b>	<b>10,494,292.70</b>

### 2019 Overall Economic Impact

Output Impact: \$ 10,494,292.70 x 1.5<sup>A</sup> = \$15,741,439

Earnings Impact  $\frac{\$10,494,292.70 \times .57}{1} = \$8,972,620.25$

Employment Impact:  $\frac{\$10,494,292.70}{1,000,000} \times 22C = 230.87$

A = output multiplier; B = Earnings multiplier; C = Employment multiplier

### ATTENDANCE & ROOM NIGHT

	<u>2016 Delray Beach Open</u>	<u>2017 Delray Beach Open</u>	<u>2018 Delray Beach Open</u>	<u>2019 Delray Beach Open</u>
Attendance	50,015	63,348	65,882	61,751
Avg. amount of sessions persons attend	2.6	2.6	2.6	2.6
Individual persons attending event	19,236.54	24,364.62	25,339	23,750.38
% of visitors outside the south FL vicinity	26.8%	26.8%	26.8%	26.8%
Amt. from outside of south FL	5,155.52	6,529.72	6,790	6,365.10
Amt. from outside of south FL	5,156	6,530	6,790	6,365.10
% of visitors coming to So. FL b/c of the event	23.9%	23.9%	23.9%	23.9%
Visitors coming to S. FL attending the event	1,232	1,561	1,623	1,521
Visitors coming to S. FL attending the event	1,232	1,561	1,623	1,521.25
% of visitors staying in hotels	36.3%	36.3%	36.3%	36.3%
Visitors staying in hotels/motels	447	567	589	552
Visitors staying in hotels/motels	447	567	589	552
% of visitors staying in hotels in Palm Beach	83%	83%	83%	83%
Visitors staying in hotels - Palm Beach	371	471	488	458
Visitors staying in hotels - Palm Beach	371	471	488	458
Avg. amount of persons per room	2	2	2	2
Individual number of hotel rooms used	186	236	244	229
Individual number of hotel rooms used	186	236	244	229
Avg. length of stay in S. Florida for visitors	11.97	11.97	11.97	11.97
<b>Estimated total number of room nights booked</b>	<b>2,226</b>	<b>2,825</b>	<b>2,920</b>	<b>2,741</b>



## Event Report FINANCIAL SUMMARY

Provide a complete financial summary of your event. If you have your own statement, you may provide it in place of this form.

### CASH INCOME:

Admissions	\$ _____
Contributions	\$ _____
Grants	\$ _____
Rights Fess	\$ _____
Sales	\$ _____
Other Income	
Television	\$ 220,0000
City of Delray Beach	\$ 2,075,997
Palm Beach County Sports Commission	\$ 23,000
Palm Beach TDC	\$ 0
Total Cash Income	\$ 2,318,997

*\*We are unable to list admissions, sponsorships, food/beverage, etc. due to agreements with the ATP Tour, event partners and corporate sponsors.*

### IN-KIND INCOME:

Source:	Amount:
_____	\$ _____
_____	\$ _____
_____	\$ _____
Total In-Kind Income	\$ _____
<b>TOTAL INCOME</b>	\$ _____



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**Event Report**  
**FINANCIAL SUMMARY**

**EXPENSES (cash & in-kind):**

Travel	\$	18,500
Clothing	\$	25,200
Housing	\$	256,000
Food	\$	85,000
Sanction Fees	\$	69,500
Site Fees	\$	_____
Guarantees	\$	_____
Officials	\$	45,000
Awards	\$	2,700
Rentals	\$	129,500
Insurance	\$	18,600
Labor	\$	53,000
Marketing/Promo (in county)	\$	148,000
Marketing/Promo (out of county)	\$	262,000
TV Production	\$	99,000
Prize Money	\$	647,500
Player Appearance Fee	\$	828,000
Ticket Sales Staff	\$	37,300
Site Costs	\$	415,000
Office	\$	335,000
Miscellaneous	\$	75,000

Other Expenses

_____	\$	_____
_____	\$	_____
_____	\$	_____

**TOTAL EXPENSE**      **\$ 3,549,800-plus\*\***

*\*\*We are unable to list additional expenses (i.e. additional player appearance fees/expenses, medical, transportation, etc.) due to agreements with ATP Tour, investors and corporate partners.*

**NET INCOME/LOSS**    \$ \_\_\_\_\_ **\*\*\***

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## Event Report

### OVERVIEW OF EVENT

Provide one or two paragraphs that describe the overview of the event to be used in Palm Beach County publications and articles. Please include one or two photos for our files if possible.

The Delray Beach Open is the world's only 10-day combined ATP Champions Tour event (details below) and ATP World Tour event (details below). In summary, the event is seen nationally and internationally, host to 10+ hospitality/networking functions and multiple amateur tennis events, world-famous VolleyGirls, nightly music performances, and exciting daytime and evening sessions in an ATP "Award of Excellence" winning arena.

**ATP CHAMPIONS TOUR EVENT** (Feb. 15 - 17, 2019). The only ATP Champions Tour Legends Event in the United States, consisting of Team AMERICAS vs Team WORLD with the first team to win the best 5 out of 8 matches. Event features players that have been ranked World No. 1, Grand Slam finalists, or a singles player in a victorious Davis Cup team (two Wildcards available).

2019 Team AMERICAS: Fernando Gonzalez, Jesse Levine, Jan-Michael Gambill, Jay Berger

2019 Team INT'L: Tommy Haas, Tim Henman, Wayne Ferreira, Mikael Pernfors

**ATP 250 EVENT.** Pre-Qualifying (Nov. 17 - 21, 2018), Qualifying (Feb. 15 – 17, 2019) + Main Draw (Feb. 18 – 24, 2019). The event is one of only 10 ATP World Tour Events in the United States. Event features many of the top-ranked men's professionals in the world is seen nationally and internationally, and host to 10+ hospitality/networking events and amateur tennis events.

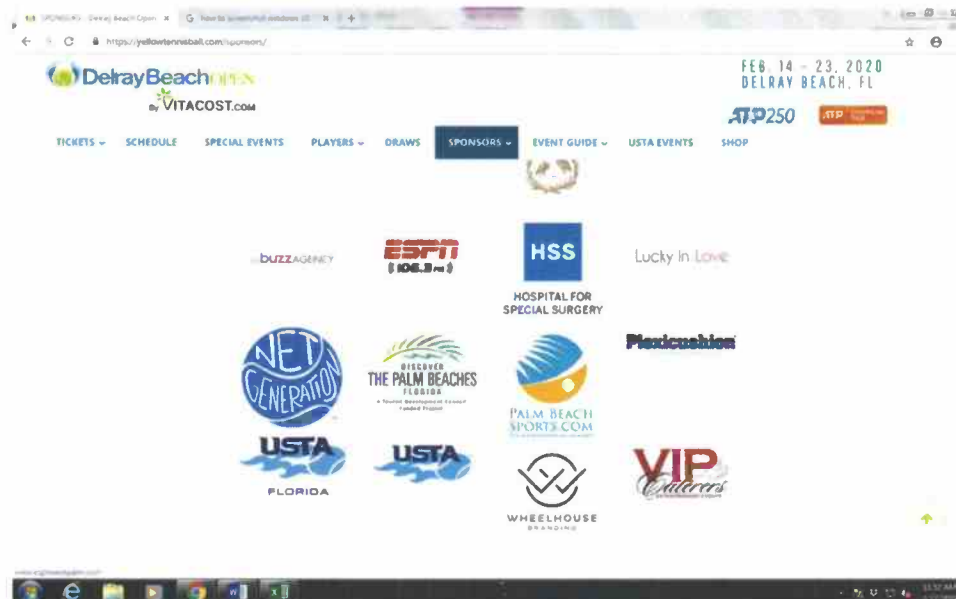
Marquee Players: Juan Martin del Potro, John Isner, Nick Kyrgios, Frances Tiafoe, the Bryan Brothers, Steve Johnson, Andreas Seppi, Ivo Karlovic, Taylor Fritz and more.

**SPECIAL EVENTS-PROMOTIONS INCLUDE:** Box Holder Series Reception, Chamber Bash, Food Drive, Senior Day, Kidz Day, Ladies Luncheons, VIP Reception, USPTA Women's Doubles Event, Legends Clinic, College Match, Tennis on Campus Collegiate match and more.



## PALM BEACH SPORTS COMMISSION - 2019 EVENT PICTURES

Stadium Court Upper Level Signage, Video Board Signage, Special Events Court Signage, Logos on Official Tournament Website



## Palm Beach County Tourist Development Tax Event Report

### SUMMARY OF EXPENDITURES

Date of Expenditure	Check Number	Payee	Invoice Number	Expense Description	Amount
12.27.2018	18649	ATP	Attached	Officials	\$ 46,195
2.18.19	18820	All On Stage Productions	Attached	Stage production	\$10,435

Total This Page      \$ 56,630

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# DELRAY BEACH OPEN CELEBRATES ITS 27<sup>TH</sup> ANNIVERSARY IN 2019

**World-class Tennis, National & International Television, VIP Hospitality, Charity, Live Music, Amateur Tennis Events, Autograph Sessions, Dancing, Wine-Tasting, Delray Beach 'Games', Children's Clinics, Ladies Luncheons, Passionate Fans & Community Engagement!**



**2019 DELRAY BEACH OPEN by VITACOST.com CHAMPIONS.** Radu Albot won his 1<sup>st</sup> ATP title, while the Bryan Brothers battled past the Skupski Brothers for the Doubles Title. Tommy Haas clinched the Champions Tour title for Team WORLD, defeating Jesse Levine in the final match.



## AUTOGRAPH SESSION WITH FANS

Former professional tennis players Fernando Gonzalez, Wayne Ferreira, Jan-Michael Gambill, and Tim Henman interacting with fans.

## EMIRATES DAY AT THE DBO

The Emirates Cabin Crew visited the tournament on Friday, giving away 500 hats and a Sunday Finals "Meet the Champion" package.

## BRYAN BROTHERS CLINIC

Real Housewives star Jill Zarin and 11 other lucky amateurs had a special opportunity to compete with and learn from the Bryan Brothers



**ON COURT PORSCHE:** Fans watching the match from inside a Porsche, on court.

**TOMMY HAAS AMONG WALK OF FAME INDUCTION:** The German native was inducted into the Delray Beach Open Walk of Fame, joining names like John McEnroe and the Bryan Brothers.

**PLAYER POST-MATCH INTERVIEW.** Juan Martin del Potro speaking with media after his 1<sup>st</sup> round win.



#### **FUN, FRIENDS & WINE**

Ladies Day Luncheon is always a hit with the ladies! ATP players stopped by the event to visit them, sign autographs and take photos.

#### **AUTOGRAPHS FOR PASSIONATE FANS**

ATP stars John Isner and Juan Martin del Potro sign autographs following their matches.

**ALL BLISS:** Partner **Bliss Hammocks** is continuing to supply the anti-gravity chairs for the on-court "Best Seats in the House," but a new "blissful" lounge area has been created on-site.



#### **BRYAN BROTHERS CLINIC**

Super fans attended the fun-filled Bryan Brothers clinic, featuring Mike, Bob, and their coach.

#### **LEGENDS CLINIC**

Fans attended the Legends Clinic, featuring former ATP stars Tommy Haas, Fernando Gonzalez, Tim Henman, Wayne Ferreira, Jesse Levine, and Jan-Michael Gambill.

#### **FLORIDA PANTHERS VISIT DELRAY**

Stanley the Panther and his friends made visited Delray Beach, entertaining friends and fans.

#### **GAME, SET, POUR**

Game, Set, Pour! Our inaugural Beer & Wine food pairing event was a huge hit! Fans were able to sample food and drinks from various local breweries and restaurants. A night filled of fun, food, drinks, and tennis!



#### **SPECIAL MEMORIES**

Tommy Haas and the VolleyGirls after Team World defeated Team Americas... Love Serving Autism Clinic held on Opening Night... Event partners enjoying the Stadium Court Coin-toss promotion... Participants of USTA Florida Kidz & Family Day were able to meet ATP Stars.