



**BAYCARE BALLPARK**

*April 2, 2026*

# MLB Spring Training Facility Comps



## New Facilities

Facility	Funding Details	O&M	Year Built	Total Cost	Public Contribution	%	Private Contribution	%
CoolToday Park - North Port, FL Atlanta Braves	Public contribution supported by local Bed Tax; Private contribution via land, lease payments, team investment; 30-yr lease term	Team responsible for annual capital maintenance	2019	\$140,000,000	\$39,900,000	28.5%	\$100,100,000	71.5%
CACTI Park of the Palm Beaches - West Palm Beach, FL Houston Astros / Washington Nationals	Public contribution supported by local Bed Tax ; Private contribution funded through private capital and naming rights		2017	\$153,000,000	\$135,000,000	88.2%	\$18,000,000	11.8%
JetBlue Park at Fenway South - Fort Myers, FL Boston Red Sox	Public contribution supported by local Bed Tax; County-owned facility with 30-yr lease term; Team rent \$500K annually	County responsible for routine maintenance, team covers major capital improvements / contribution to capital maintenance fund	2012	\$80,416,272	\$77,865,140	96.8%	\$2,551,132	3.2%
Salt River Fields at Talking Stick - Scottsdale, AZ Arizona Diamondbacks/Colorado Rockies	Training facility was built on reservation and fully funded by the Salt River Pima-Maricopa Indian Community		2011	\$130,000,000	–	–	\$130,000,000	100.0%
BayCare Ballpark - Clearwater, FL Philadelphia Phillies			2004	\$33,196,428	\$23,149,040	69.7%	\$10,047,388	30.3%
<b>Average</b>				<b>\$107,322,540</b>	<b>\$55,182,836</b>	<b>51.4%</b>	<b>\$52,139,704</b>	<b>48.6%</b>

# MLB Spring Training Facility Comps



## Renovated Facilities

Facility	Funding Details	O&M	Year Built	Total Cost	Public Contribution	%	Private Contribution	%
Sloan Park - Mesa, AZ Chicago Cubs	Public contribution from City's General Fund	Team is responsible for FF&E	2014 / 2025	\$16,800,000	\$16,000,000	95.2%	\$800,000	4.8%
Roger Dean Chevrolet Stadium - Jupiter, FL Miami Marlins / St. Louis Cardinals	Public contribution supported by local Bed Tax		1998 / 2025	\$123,000,000	\$78,600,000	63.9%	\$44,400,000	36.1%
Clover Park - Port St. Lucie, FL NY Mets	Public contribution supported by local Bed Tax		1998 / 2020	\$57,000,000	\$55,000,000	96.5%	\$2,000,000	3.5%
TD Ballpark - Dunedin, FL Toronto Blue Jays	Public contribution supported by local Bed tax; Private contribution from private capital and naming rights		1990 / 2020	\$101,574,191	\$61,574,191	60.6%	\$40,000,000	39.4%
American Family Fields of Phoenix - Phoenix, AZ Milwaukee Brewers			1998 / 2019	\$60,000,000	\$15,700,000	26.2%	\$44,300,000	73.8%
George M. Steinbrenner Field - Tampa, FL NY Yankees			1996 / 2017	\$48,474,869	\$35,239,268	72.7%	\$13,235,601	27.3%
Joker Marchant Stadium - Lakeland, FL Detroit Tigers	Public contribution supported by local Bed Tax; Private contribution funded by naming rights deal; Team rent \$530K annually		1966 / 2017	\$60,817,208	\$50,217,208	82.6%	\$10,600,000	17.4%
Hammond Stadium - Fort Myers, FL Minnesota Twin	Public contribution supported by local Bed Tax	Shared responsibility between Twins and Lee County for renovations and upgrades	1991 / 2015	\$50,643,296	\$42,500,000	83.9%	\$8,143,296	16.1%
LECOM Park - Bradenton, FL Pittsburgh Pirates	Public contributions through capital improvement fund; Private contribution supported by 15-year naming rights sponsorship	City and Pirates contribute to capital improvement account annually for improvements and maintenance	1923 / 2013	\$10,000,000	\$7,500,000	75.0%	\$2,500,000	25.0%
Ed Smith Stadium - Sarasota, FL Baltimore Orioles	Public contribution supported by local Bed Tax; County-owned facility with 30-year lease term	Team responsible for all maintenance costs at the stadium	1989 / 2011	\$31,200,000	\$31,200,000	100.0%	–	–
Charlotte Sports Park - Charlotte, FL Tampa Bay Rays	Public contribution supported by 1% increase in local Bed Tax		1988 / 2009	\$27,188,920	\$21,197,369	78.0%	\$5,991,551	22.0%
<b>Average</b>				<b>\$53,336,226</b>	<b>\$37,703,549</b>	<b>70.7%</b>	<b>\$15,633,677</b>	<b>29.3%</b>

# Project Overview & Request



## Project overview

The Phillies Clearwater Campus modernization project features comprehensive upgrades to BayCare Ballpark and the Carpenter Complex. Key enhancements focus on expanded concourses, new fan amenities like a rooftop deck and infrastructure improvements such as flood mitigation and LED lighting, as well as player training facilities with more than 50,000 sq. ft. of renovations to meet MLB Player Development standards.

- **County: \$80,000,000 in Tourist Development Tax (TDT)**
- **City: TBD**
- **State: \$15,000,000 NPV (\$20,000,000)**
- **Team: \$75,000,000 plus cost overruns**

# Benefits to Pinellas County



## Economic Impact

- Philadelphia is the largest market for hotel revenue in Pinellas during Spring Training
- Approximately 380,000 total visitors from Philadelphia in 2025
- Approximately 128,000 visitors from Philadelphia during 2025 Spring Training
- Estimated \$47 million - \$54 million annual economic impact from Phillies Spring Training
- Estimated \$300 million annual economic impact from Pennsylvania visitors

## Investment of Tourist Development Tax (TDT)

- TDT must be used to promote the destination and invest in capital projects that drive visitation to the destination.
- By investing in capital projects that drive visitation to the destination, sales tax is generated from visitor spend and property tax is paid by accommodation properties and businesses that service visitors.
- Approximately 1/3 of the Penny for Pinellas is paid by visitors.
- These property and sales taxes generated by visitors pay for capital projects and government services residents rely on.
- In 2025 visitors contributed \$387 million in taxes, saving every Pinellas household approximately \$2,000 in taxes.

## Marketing Benefits

- Annual sponsorship with the Team in one of our key origin markets, including but not limited to sales, marketing, advertising, PR, media and activations.

# For Consideration



- County: \$80,000,000 in TDT
- City: TBD
- State: \$15,000,000 NPV (\$20,000,000)

## **Proposed Marketing Terms**

- \$850,000 in annual marketing assets (Philadelphia & Clearwater)
- 3% annual escalator (begins in 2029)
- Marketing benefits to begin in 2026 season and run through term of agreement with the City