

2006
Economic Impact of Baseball
in Palm Beach County




Palm Beach County Florida
THE BEST OF EVERYTHING.SM
A TOURIST DEVELOPMENT COUNCIL FUNDED PROJECT



Prepared by
PROFILE
MARKETING RESEARCH

April 2006

Executive Summary

- ❖ Total projected direct economic impact for baseball at Roger Dean Stadium in 2006 is \$28,442,923. This does not include any induced impact (calculated using the RIMS II multiplier).
- ❖ Spring Training activities (67%) make up the majority of the projected direct economic impact. A portion (18%) is accounted for by other baseball activities (Extended Spring Training, Florida State League and Gulf Coast League). The remainder (15%) consists of stadium related expenses.
- ❖ The average per person expenditure among all fans is \$61.68. (Note: sampling error of no greater than +/- 5% at the 95% level of confidence)
 - ❖ Just over half (56%) of the surveyed fans were Palm Beach County residents. These fans spent \$32.37 per person, on average.
 - ❖ Non-local fans (44% of attendees) spent an average of \$98.98 per person.
- ❖ Fan expenditures (\$10,242,847) comprise thirty-six percent of the projected direct economic impact, while the teams (\$8,260,163) constitute nearly one-third (29%).
- ❖ The induced economic impact is \$24,543,398. This is calculated using a RIMS II multiplier of 1.8629 (for comparability with the 1993 report).
- ❖ When the induced impact is combined with the projected direct economic impact, the total projected economic impact for 2006 is \$52,986,321. This is an increase of 45% over the 1993 projections (\$36,545,454).

Overall Economic Impact



Methodology

- ❖ In an effort to assess the economic impact that Major and Minor league baseball has on Palm Beach County, a survey among fans was conducted at Roger Dean Stadium during the 2006 Spring Training season. Information was also gathered regarding teams, media, stadium expenditures and other baseball activities.
- ❖ A total of 401 fan interviews were conducted by Profile Marketing Research between March 2nd and April 1st. (Note: sampling error of no greater than +/- 5% at the 95% level of confidence). These interviews were spread out among locals (Palm Beach County Residents) and non-locals (Non-Palm Beach County Residents) and were equally distributed across teams (home and visiting).
- ❖ Team, media, stadium expenditures and other baseball activities information was gathered by a Roger Dean Stadium representative and provided to Profile Marketing Research for analysis.
- ❖ The RIMS II (Regional Input-Output Modeling System) multiplier factor (specified below) has been utilized to calculate induced economic impact in order to maximize comparability with historical data.
 - ❖ There is no multiplier directly relating to Spring Training Baseball, but historically the average of three categories of multipliers has been used; “Retail trade”, “Hotels/Amusements and Eating/Drinking”.
 - ❖ The multiplier is 1.8629 (for every \$1 spent an additional \$0.8629 in spending is induced).
- ❖ Projections are included in this report, and should be viewed with caution.
- ❖ Fan related economic impact projections were calculated by multiplying spending behavior of survey respondents by estimated number of local vs. non-local attendees.
- ❖ Don’t know and refused responses were not included in percentaging.



Baseball in Palm Beach County

Projected Economic Impact – Total

Group	Impact
<u>Spring Training</u>	<u>\$19,092,833</u>
Fans ^	\$10,242,847
Teams	\$8,260,163
Media	\$494,280
Miscellaneous #	\$95,543
<u>Other Baseball Activities</u>	<u>\$4,966,290</u>
Extended Spring Training	\$924,129
Florida State League (FSL)	\$3,476,871
Gulf Coast League (GCL)	\$565,290
<u>Stadium Related</u>	<u>\$4,383,800</u>
Stadium Operating Expenses	\$2,207,500
Stadium Payroll	\$2,176,300
<u>Total Direct Impact</u>	<u>\$28,442,923</u>
Induced Impact *	\$24,543,398
<u>Total Impact</u>	<u>\$52,986,321</u>

Note: Numbers have been rounded to the nearest whole dollar

^ Expenditure data from PMR on-site survey. (Note: sampling error of no greater than +/- 5% at the 95% level of confidence)

All other expenditure information provided by Roger Dean Stadium personnel

Includes stadium related expenditures for Visiting Clubs, Staff Families, MLB Officials and Major League Umpires

* The RIMS II multiplier of 1.8629 is used to calculate induced economic impact in order to maximize comparability with historical data.



Projected Economic Impact – Spring Training Fans

Total	Palm Beach County Residents	Non - Palm Beach County Residents
Fan Attendance 166,069	Fan Attendance 92,999 (56% local attendees)	Fan Attendance 73,070 (44% Non-local attendees)
\$61.68 Average Expenditure Per Person (Total party expenditure/average party size – 3.3)	\$32.37 Average Expenditure Per Person (Total party expenditure/average party size – 3.4)	\$98.98 Average Expenditure Per Person (Total party expenditure/average party size – 3.3)
Economic Impact: \$10,242,847	Economic Impact: \$3,010,378	Economic Impact: \$7,232,469

Note – Calculations vary due to rounding

Note: Numbers have been rounded to the nearest whole dollar



Projected Economic Impact – Spring Training Teams, Media & Miscellaneous

Teams	Marlins	Cardinals
Major League Team	\$2,140,486	\$2,239,799
Minor League Team	\$1,947,289	\$1,932,589
\$8,260,163	\$4,087,775	\$4,172,388

Media	
Marlins	\$269,190
Cardinals	\$225,090
Total	\$494,280

Miscellaneous #	
Total	\$95,543




Includes stadium related expenditures for Visiting Clubs, Staff Families, MLB Officials and Major League Umpires


Note: Numbers have been rounded to the nearest whole dollar



Projected Economic Impact – Other Baseball Activities

*Extended Spring Training	
Marlins	\$462,064
Cardinals	\$462,064
Total	\$924,128

**Florida State League 	
Jupiter Hammerheads	\$814,550
Palm Beach Cardinals	\$814,550
Tickets, Parking, Merchandise, and Concessions	\$1,157,700
Visiting Clubs	\$690,071
Total	\$3,476,871

***Gulf Coast League 	
Marlins	\$565,290



*Players rehabilitating injuries, plus those awaiting their Class A assignments
 Class A league * Rookie League

Note: Numbers have been rounded to the nearest whole dollar



Projected Stadium Expenses – 2006

<u>Stadium Payroll</u>	
Concessions	\$388,600
Game Staff (Ushers, tickets, Police, Clean-up, Parking, Merchandise)	\$422,100
Grounds & Building Maintenance	\$775,500
Administrative Payroll	\$590,100
Total	\$2,176,300

<u>Stadium Operating Expenses (Non-Labor)</u>	
Ticketing	\$187,400
Advertising and Publicity	\$187,600
Operating Overhead	\$290,900
Permanent Overhead	\$809,500
Non-Personnel (Administrative)	\$693,100
Program	\$39,000
Total	\$2,207,500

Fans – On-site Survey Information



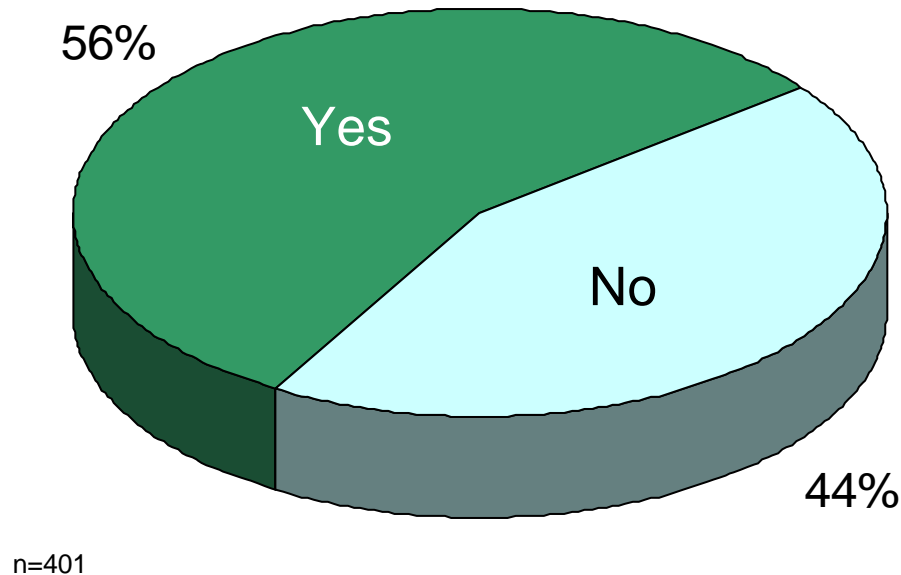
- ❖ Attendance at Roger Dean Stadium in 2006 (166,069) was down slightly from last year (181,781). The average party size was 3.3.
 - ❖ Local fans (Palm Beach County Residents) are estimated to account for 56% of 2006 attendees, or 92,999. The average party size among local fans was 3.4.
 - ❖ Non-local fans (Non-Palm Beach County Residents) are estimated to account for 44% of 2006 attendees, or 73,070. The average party size among non-local fans was 3.3.
- ❖ Most fans came with other adult friends or family members (85%), while thirty-seven percent brought children under 12 years of age. A small portion (3%) reported attending the game alone.
- ❖ One-third of surveyed fans came to see the Marlins, while nearly one-fifth (18%) stated that they just came to see the game, not one team in particular.
 - ❖ Non-local fans were more likely to mention that they came to see the Cardinals (34%) than local fans (22%). Local fans were most likely to mention that they came to see the Marlins (40%).

Baseball in Palm Beach County

- Fans: Overall



Are you a Palm Beach County Resident?



Total 2006 Attendance* = 166,069
Est. Palm Beach County Resident Attendance = 92,999
Est. Non-Palm Beach County Resident Attendance = 73,070

*MLB games only (Does not include UM & FAU games)

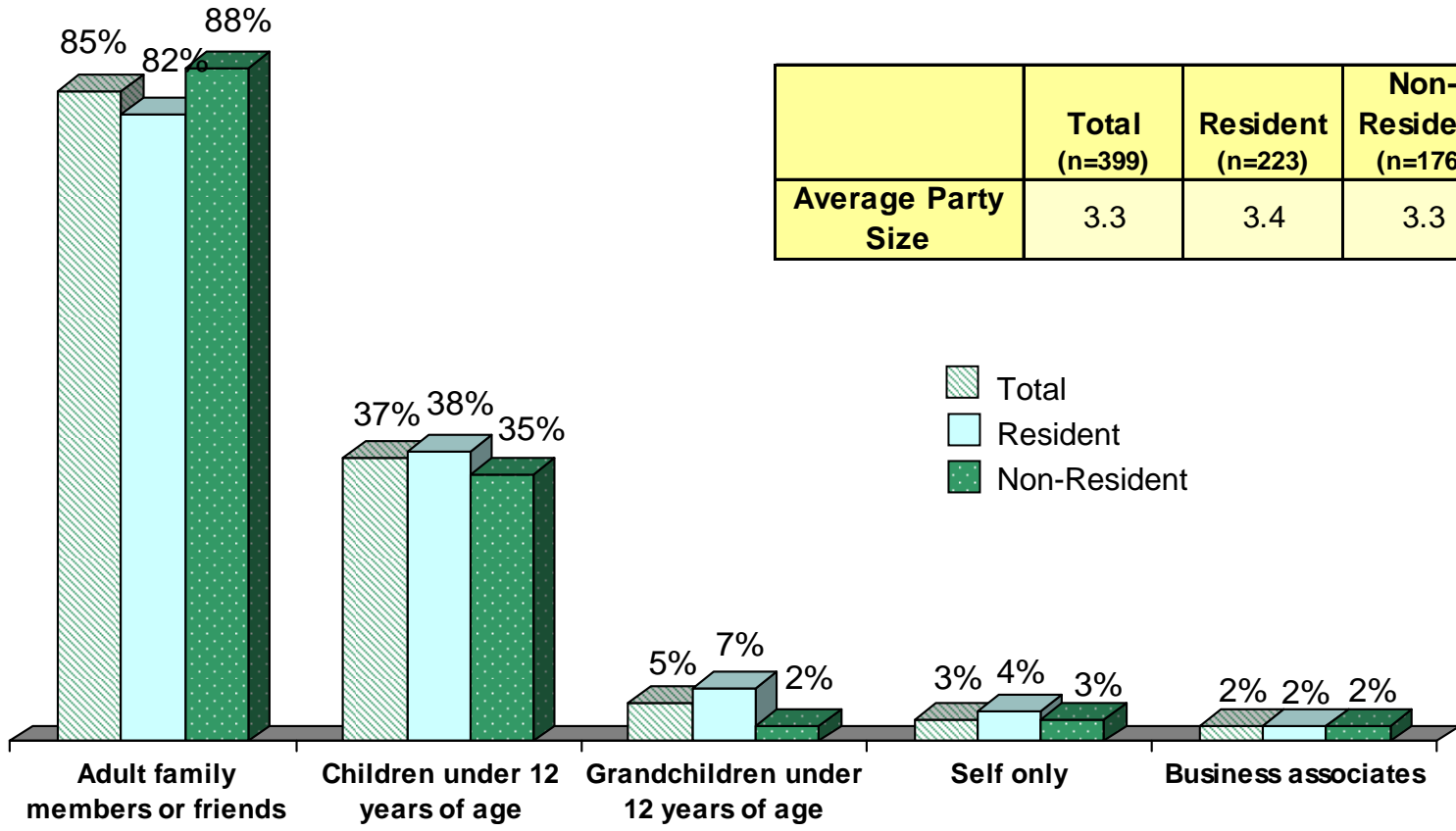
Note: 2005 attendance = 181,781

Baseball in Palm Beach County

- Fans: Overall



Which of the following best describes members of your immediate party?



	Total (n=399)	Resident (n=223)	Non-Resident (n=176)
Average Party Size	3.3	3.4	3.3

n=395

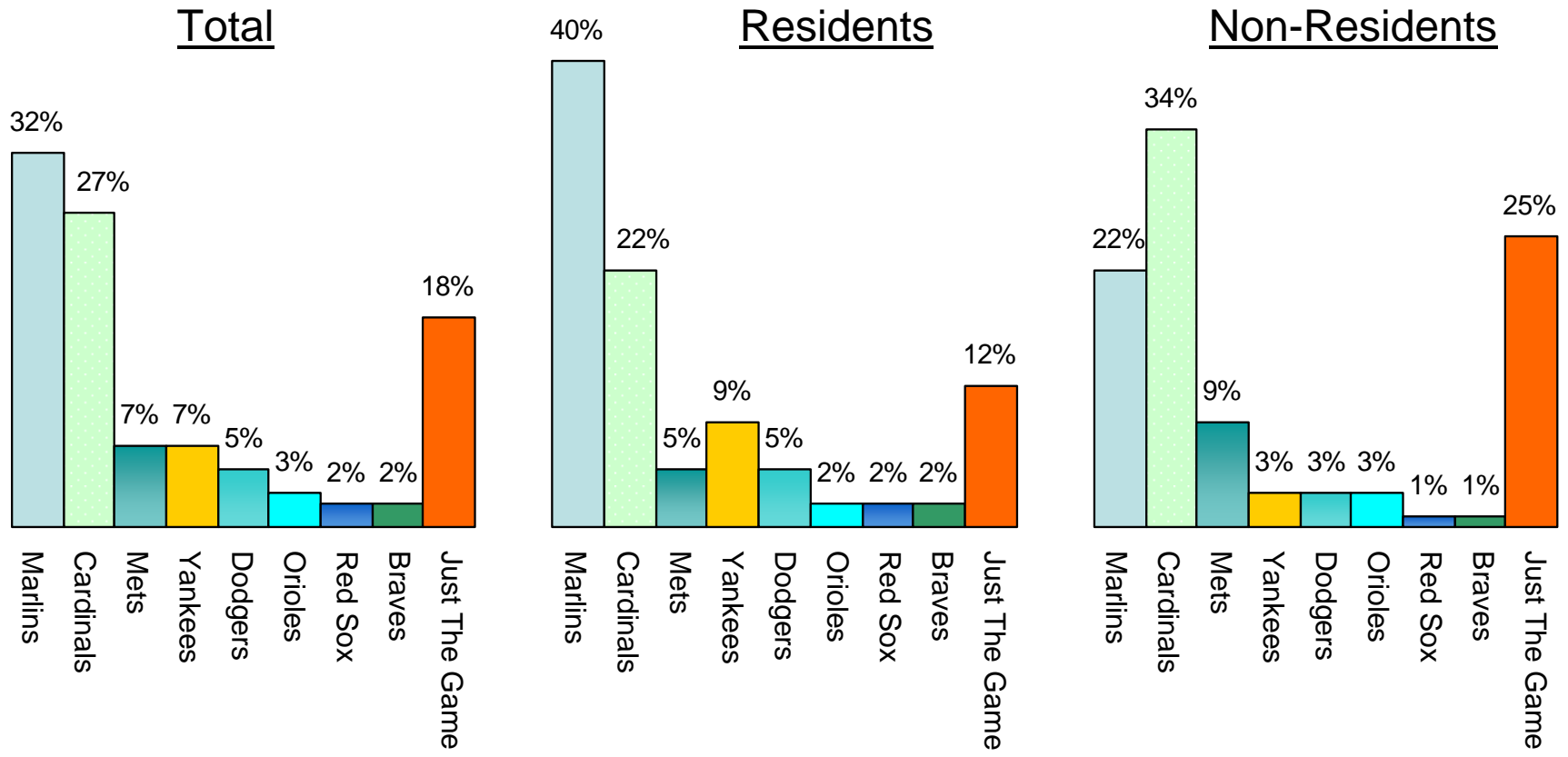
Multiple Responses Accepted

Baseball in Palm Beach County

- Fans: Overall



Which team, in particular, if any, did you come to see today?



Multiple Responses Accepted

n=401

***Fans - Palm Beach County
Residents (Locals)***

Baseball in Palm Beach County

- Fans: Palm Beach County Residents



- ❖ The average total expenditure, per party, among local fans (Palm Beach County Residents) was \$110.06.
 - ❖ Of the 54% of local fans who provided an estimated expenditure on gas, the average expenditure was \$24.22.
 - ❖ Most local fans (85%) were able to provide an estimated expenditure on food and beverage. This average was \$51.70 for the day, before and after the game.
 - ❖ Local fans spent an average of \$55.57 on souvenirs and shopping. Nearly two-thirds (64%) were able to estimate their expenditure in this area.
 - ❖ Only 5 local fans were able to estimate their expenditure on “other” items or services, thus the average \$54.20 is fairly high and not necessarily indicative of local fan behavior in general.

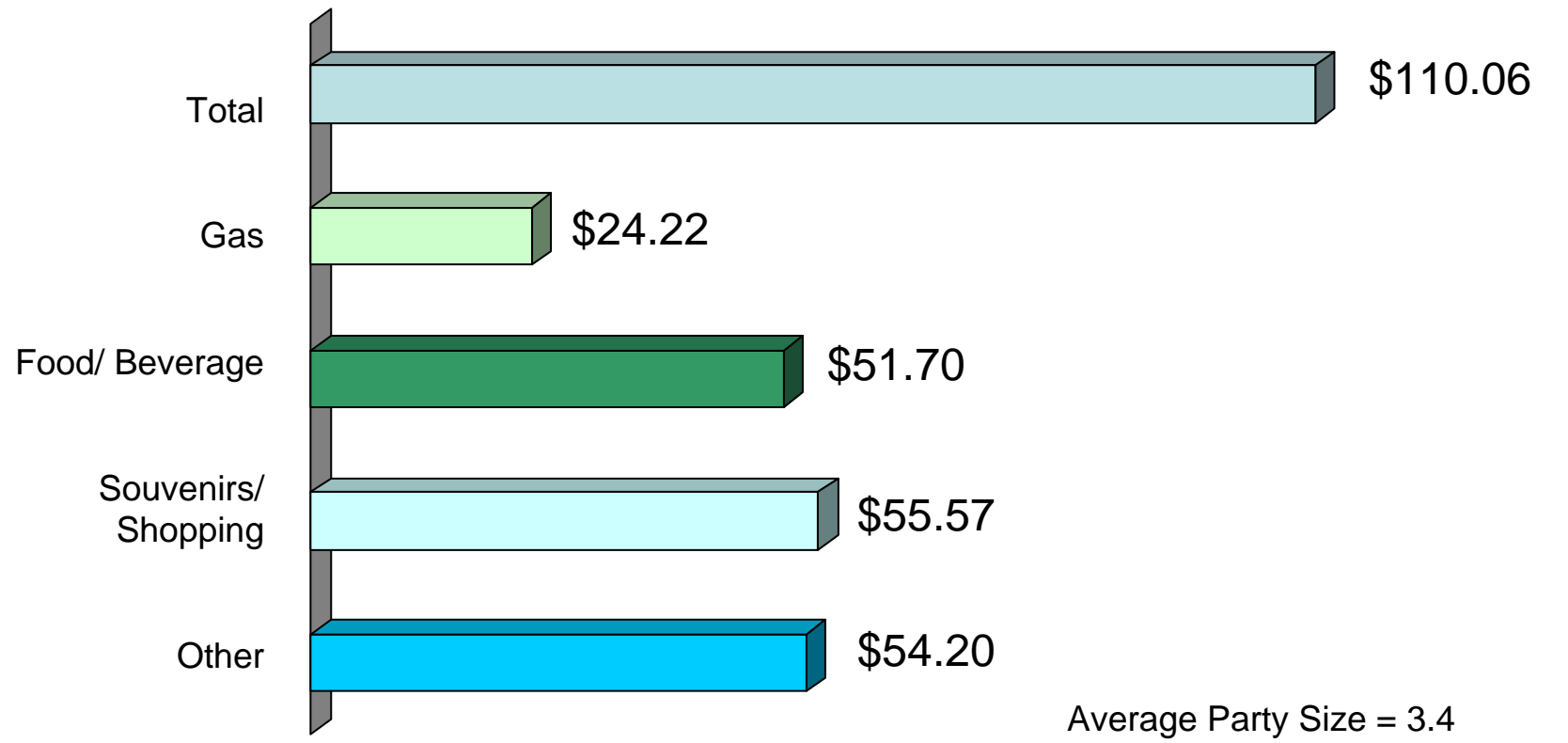
Baseball in Palm Beach County

- Fans: Palm Beach County Residents



How much did your party spend or plan to spend today before and after the game for... ?

Among Palm Beach County Residents



Average Party Size = 3.4

Average Expenditure Per Person = \$32.37

Bases Vary – Each sub-category includes only those who reported spending money that sub-category

***Fans - Non-Palm Beach County
Residents (Non-Locals)***

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



- ❖ The average total expenditure, per party, among non-local Fans (Non-Palm Beach County Residents) was \$326.64.
 - ❖ The average party size was 3.3.
 - ❖ The average expenditure per person was \$98.98.
- ❖ The average total expenditure, per party, among non-local fans who visited Palm Beach County specifically for Spring Training (\$370.22) is significantly higher than those non-local fans who visited Palm Beach County for other reasons (\$262.84). The reason for this discrepancy is that the latter was only asked to estimate their expenditures for the game day, not the entire trip as in the case of the former.
- ❖ Approximately four-in-ten (41%) non-local fans did not stay overnight in Palm Beach County. The average stay among those who did stay overnight was 5.4 nights.
- ❖ The majority of non-local fans (71%) claimed that Palm Beach County was the main destination on their trip. Among those who did not claim Palm Beach County as their main destination, Miami was the most popular destination (43%).
- ❖ Fifty-eight percent of non-local fans reported that they are staying somewhere in Palm Beach County.

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



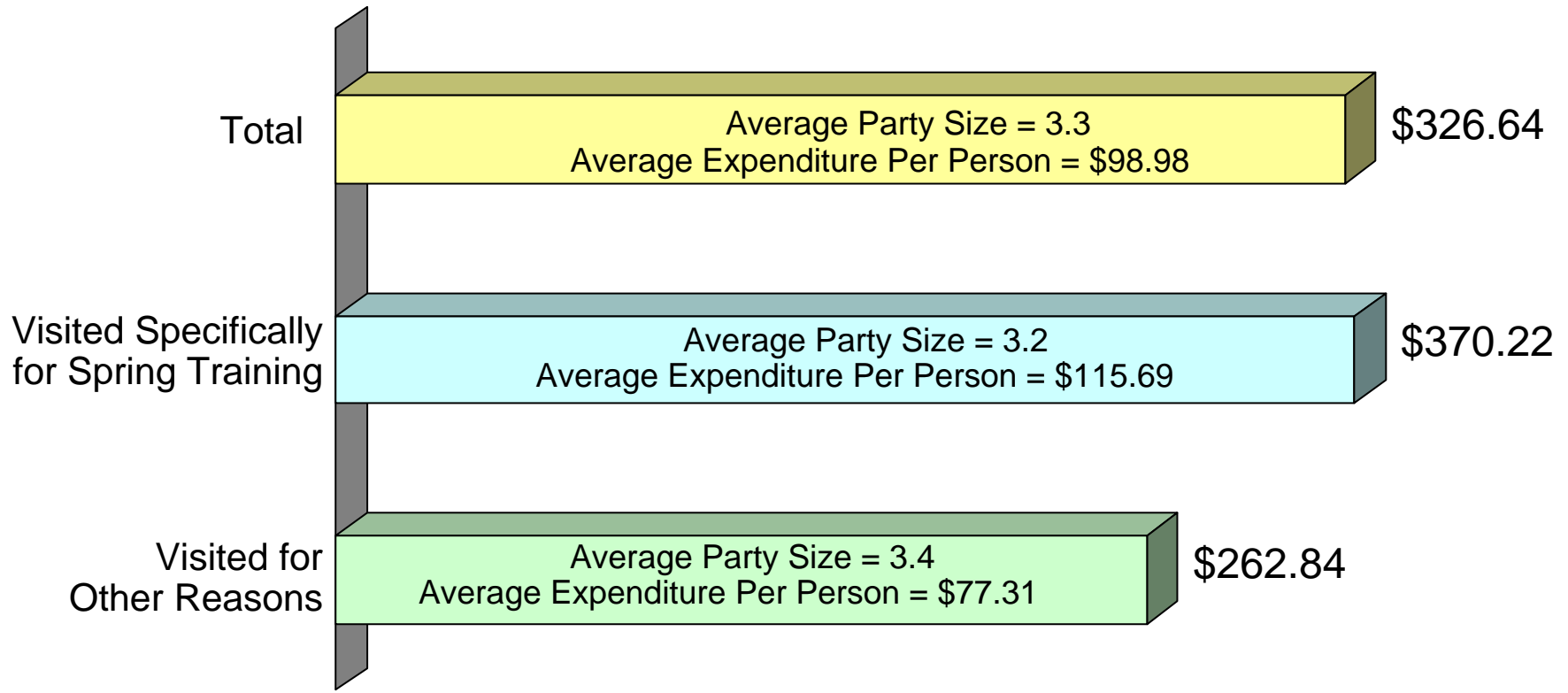
- ❖ When asked about their accommodations, one-third (34%) of non-local fans stated that they are staying with friends or family, while another 29% are staying in a hotel (23% at a hotel in Palm Beach County).
 - ❖ The average number of hotel nights among those staying at a hotel in Palm Beach County is 3.7. The average hotel expenditure per night is \$84.85.
 - ❖ An average of 1.37 rooms were booked per party, per night.
- ❖ Most non-local Fans (58%) traveled to Palm Beach County by car.
- ❖ More than one-half (57%) of non-local fans reported Spring Training as the main reason for their visit to Palm Beach County.
- ❖ In most cases (86%) the head of household/other adult made the decision to travel to Palm Beach County.
- ❖ Most (66%) non-local fans have visited Palm Beach County on a previous occasion.
- ❖ Nearly all (97%) surveyed non-local fans plan to return to Palm Beach County. Of those with such plans, most (79%) intend on returning within the next few years.

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



How much did your party spend or plan to spend today/on your entire trip for...?



Bases Vary

Baseball in Palm Beach County

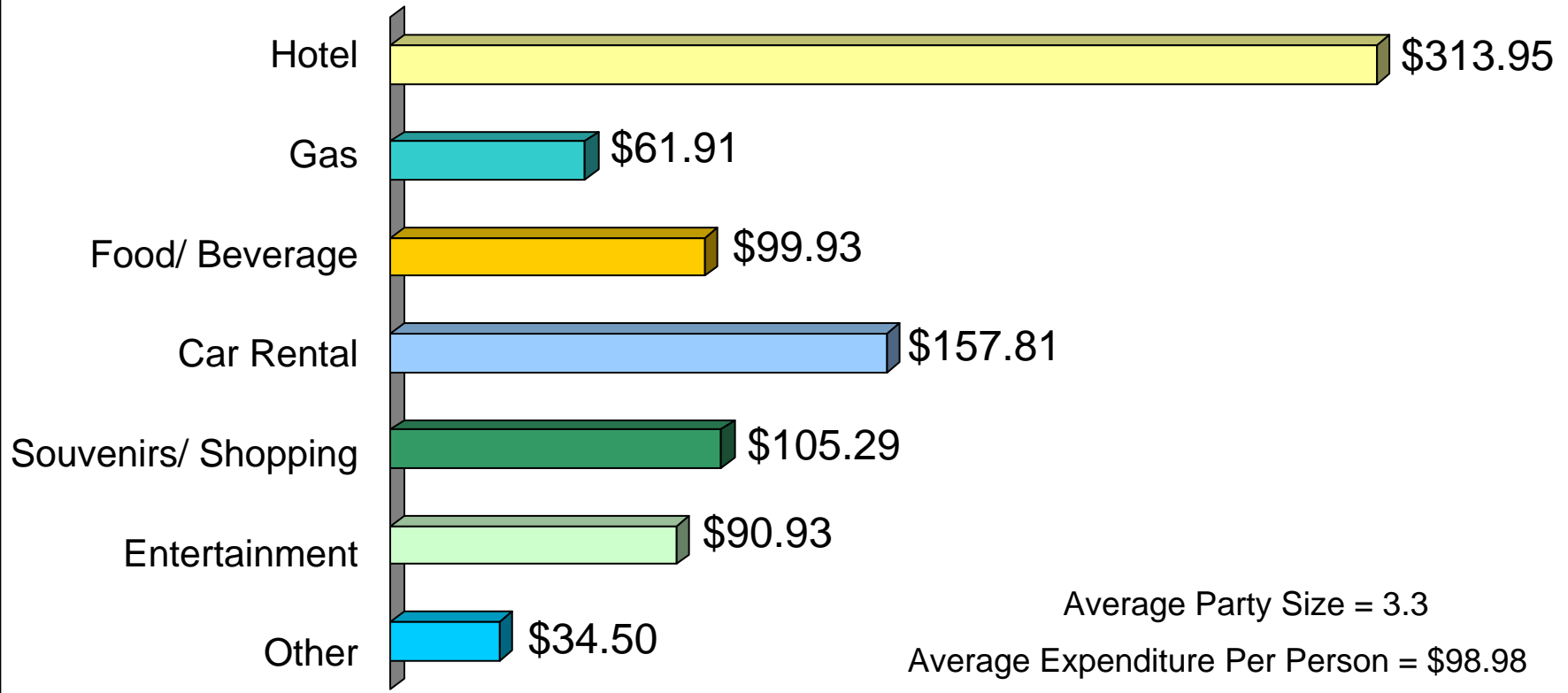
- Fans: Non-Palm Beach County Residents



How much did your party spend or plan to spend today/on your entire trip for...?

Among Total Non-Palm Beach County Residents

Note: Averages for each category are only among those who spent money for each category



Bases Vary

Baseball in Palm Beach County

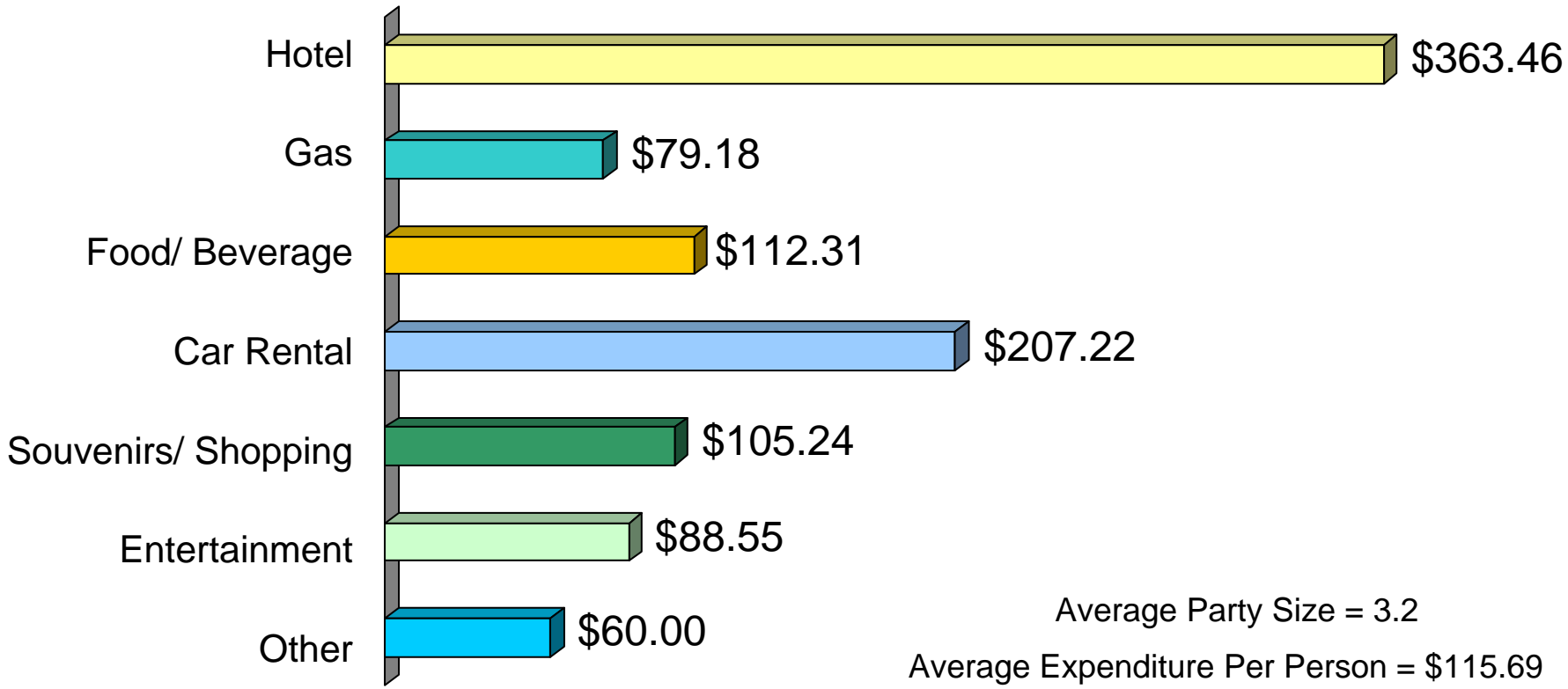
- Fans: Non-Palm Beach County Residents



How much did your party spend or plan to spend today/on your entire trip for...?

Among those visiting Palm Beach County specifically for Spring Training

Note: Averages for each category are only among those who spent money for each category



Bases Vary

Baseball in Palm Beach County

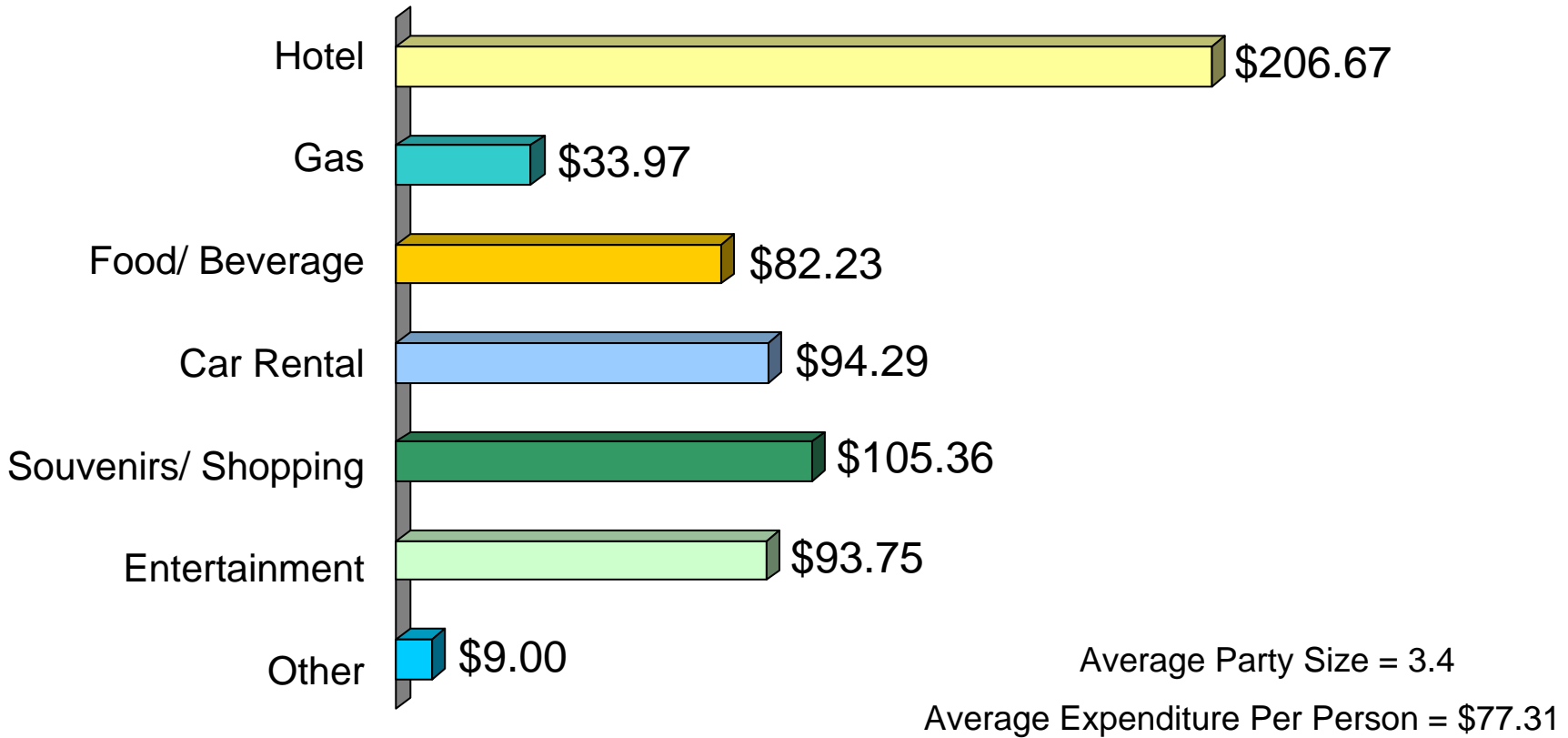
- Fans: Non-Palm Beach County Residents



How much did your party spend or plan to spend today/on your entire trip for...?

Among those visiting Palm Beach County for reasons other than Spring Training

Note: Averages for each category are only among those who spent money for each category



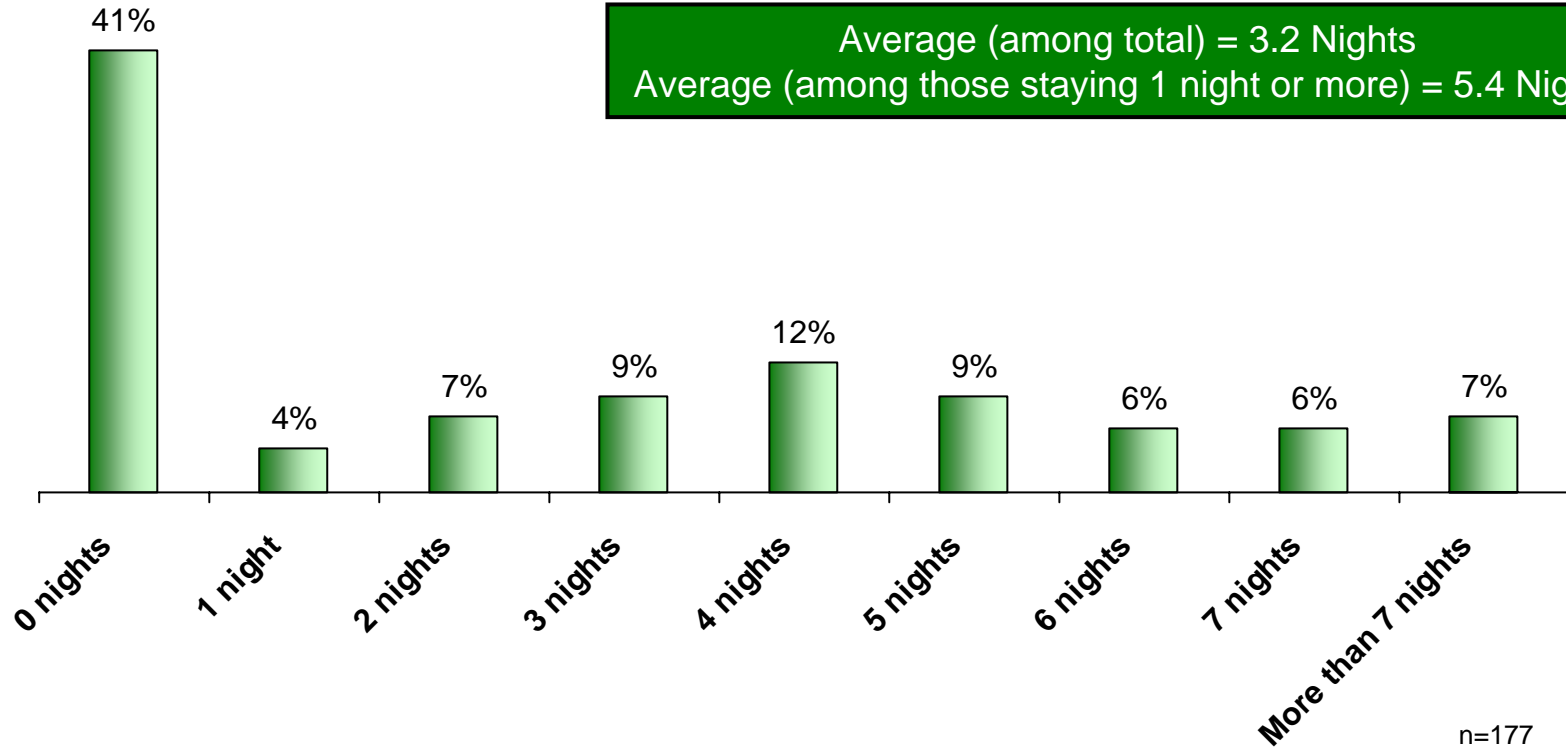
Bases Vary

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



Total number of nights you and your party stayed in Palm Beach County

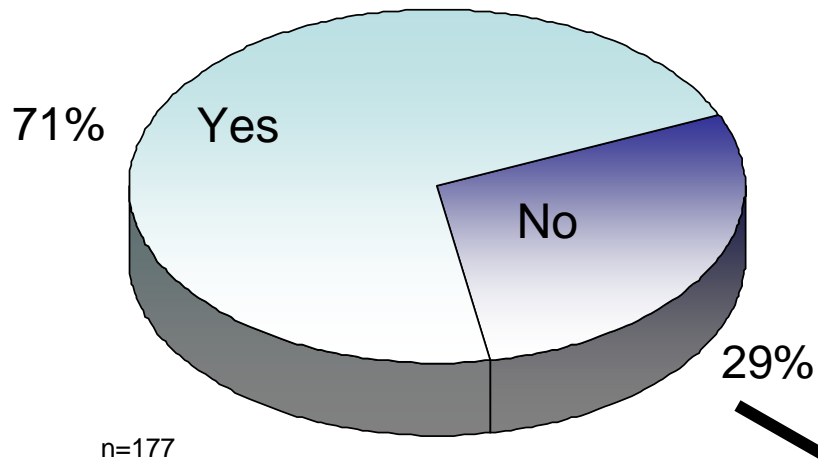


Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



Was Palm Beach County your main destination on this trip?



What was your main destination?

<u>Destination</u>	
Miami	43%
Fort Lauderdale	31%
Key West	6%
Pompano Beach	4%
Tampa	4%
Orlando	4%
Stuart	2%
Pompano Beach	2%
Coral Springs	2%
Hollywood	2%

n=49

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



In what city/county are you staying?

Palm Beach County (Net)	58%
West Palm Beach	18%
Jupiter	18%
Palm Beach County (non-specific)	4%
Singer Island	4%
Palm Beach Gardens	4%
Lake Worth	2%
Juno Beach	2%
Boynton Beach	2%
Lantana	1%
Delray Beach	1%
Royal Palm Beach	1%
Boca Raton	1%
Dade County (Net)	21%
Miami-Dade County (non-specific)	11%
Miami	9%
Opa Locka	1%

Broward County (Net)	15%
Fort Lauderdale	5%
Pompano Beach	3%
Broward County (non-specific)	2%
Sunrise	2%
Hollywood	1%
Fort Lauderdale Beach	1%
Coral Springs	1%
Hallandale	1%
Other Cities (Net)	7%
Fort Pierce	2%
Stuart	1%
Orlando	1%
Sebring	1%
Brooksville	1%
Winter Springs	1%
Tampa	1%

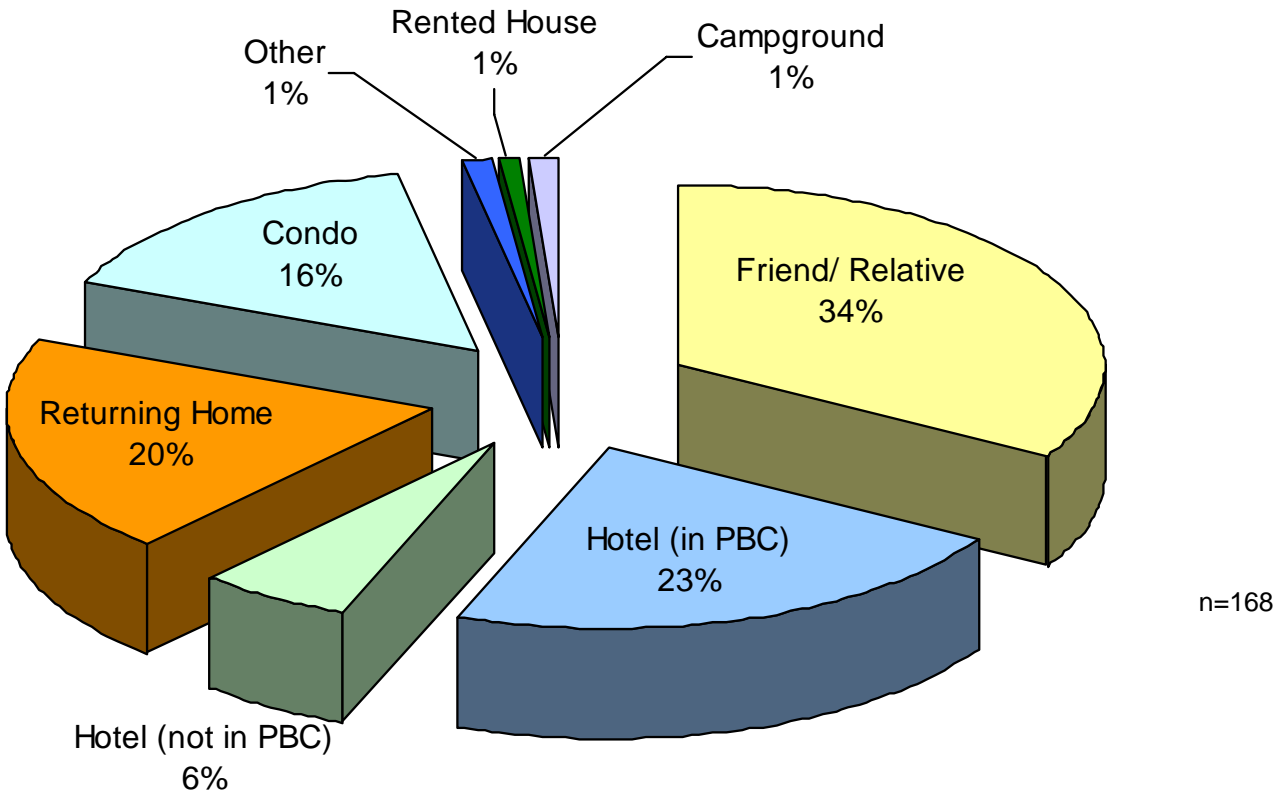
n=166

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



In which of the following are you staying?



Average # of Hotel Nights Among Those Staying at a Hotel in Palm Beach County = 3.7
Average Expenditure Per Night = \$84.85
Average # of rooms booked per party = 1.37

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



Non-Local Fans at Hotels in Palm Beach County

Total Persons at a Hotel in PBC (Non-Local Fans - 73,070 x % Stayed at a Hotel in PBC - 23%)	16,806
Total # Parties at a Hotel in PBC (Persons at a Hotel in PBC - 16,806/Avg. Party Size - 3.3)	5,093
Total # Rooms at a Hotel in PBC (Total # of Parties - 5,093 x Avg. # Rooms Per Party - 1.37)	6,977
Total Hotel Expenditure Per Night (Total # of Parties - 5,093 x Avg. Nightly Hotel Expenditure - \$84.85)	\$432,141
Total Hotel Expenditure in PBC (Total Nightly Hotel Expenditure - \$432,141 x Avg. # Hotel Nights - 3.7)	\$1,598,922

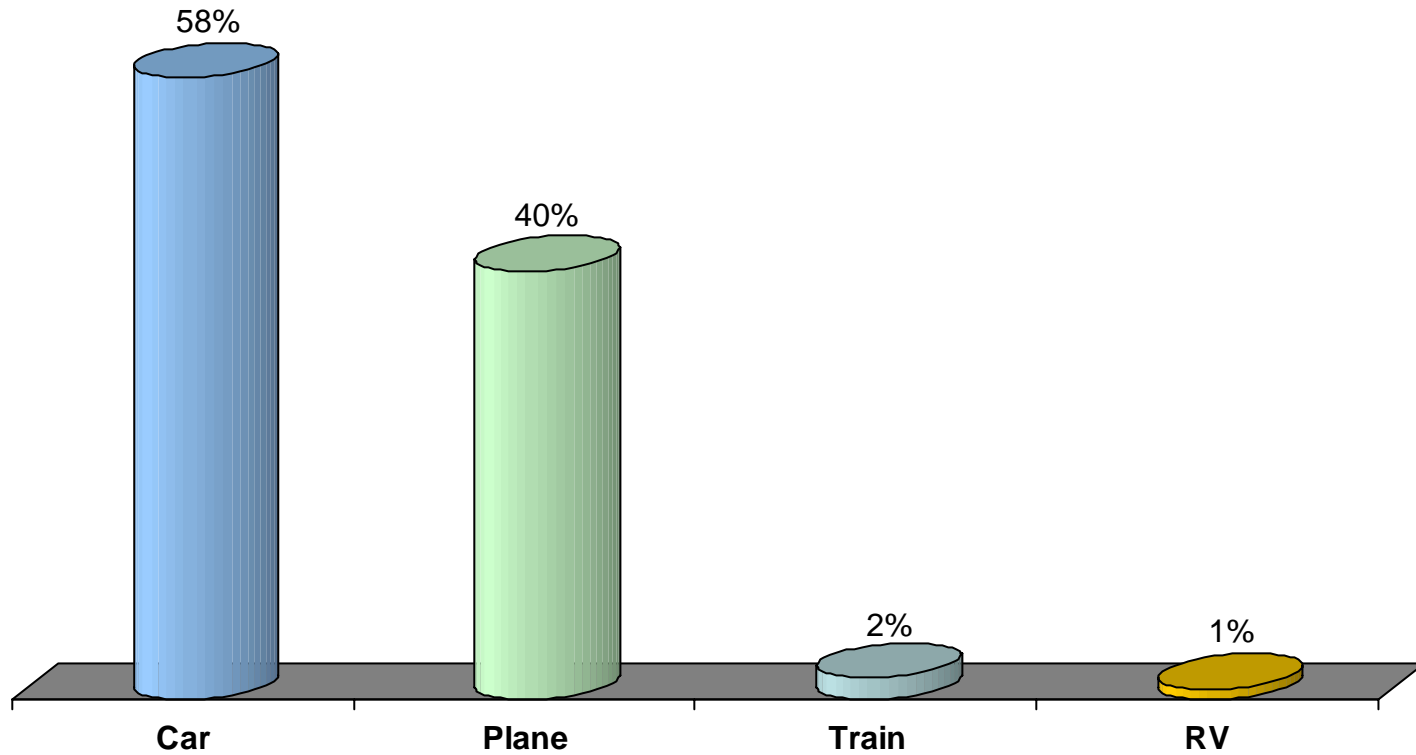
Note: Numbers rounded to the nearest whole dollar

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



How did you get to Palm Beach County?



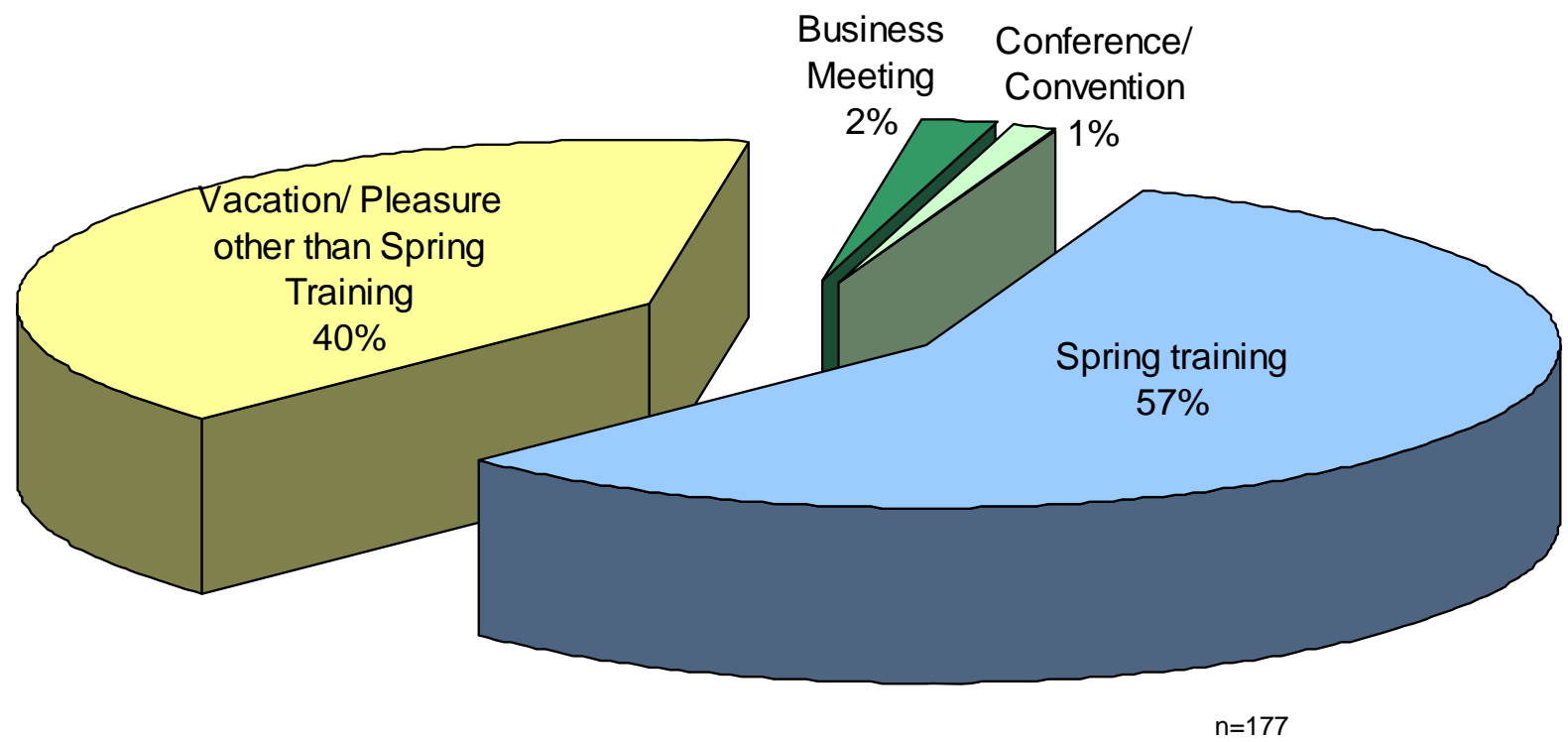
n=174

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



What was the main reason for your visit to Palm Beach County?

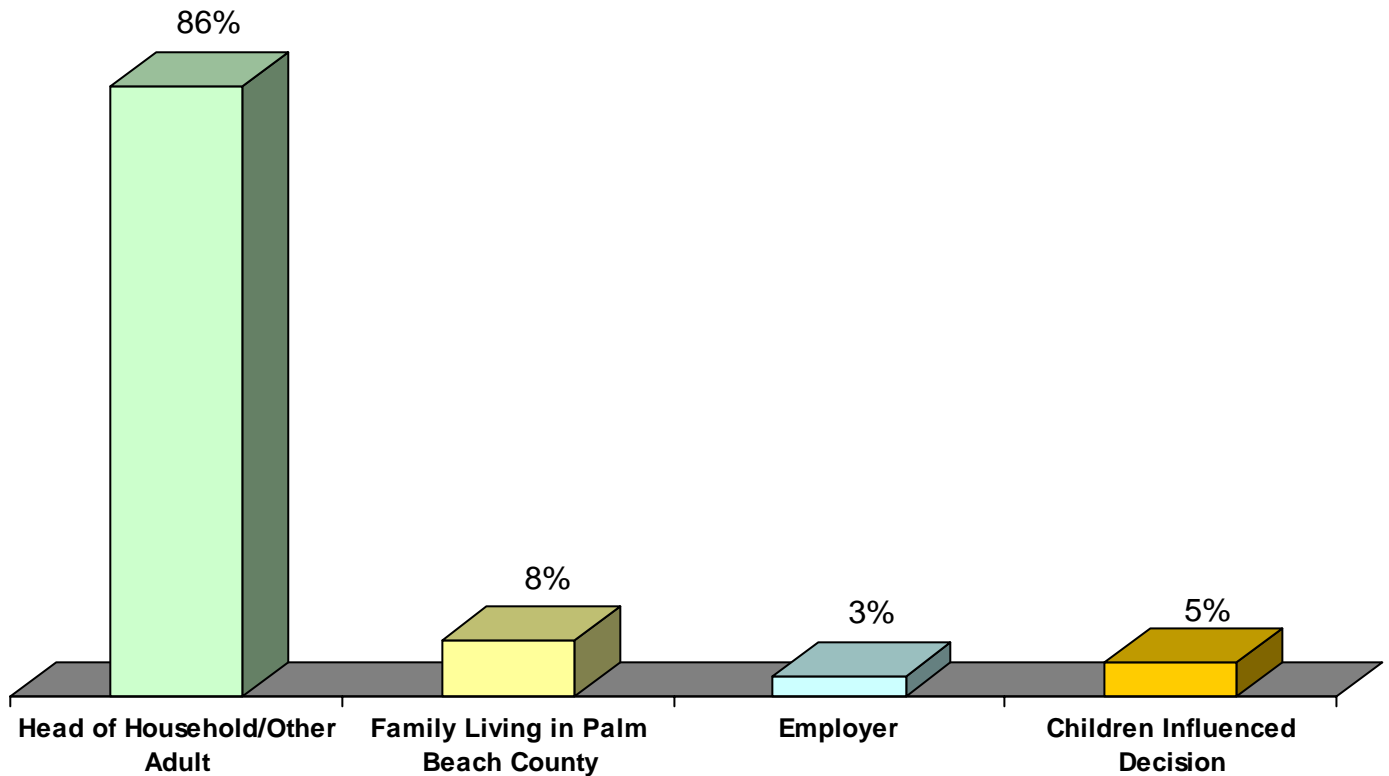


Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



Who made the decision to come to Palm Beach County?



n=177

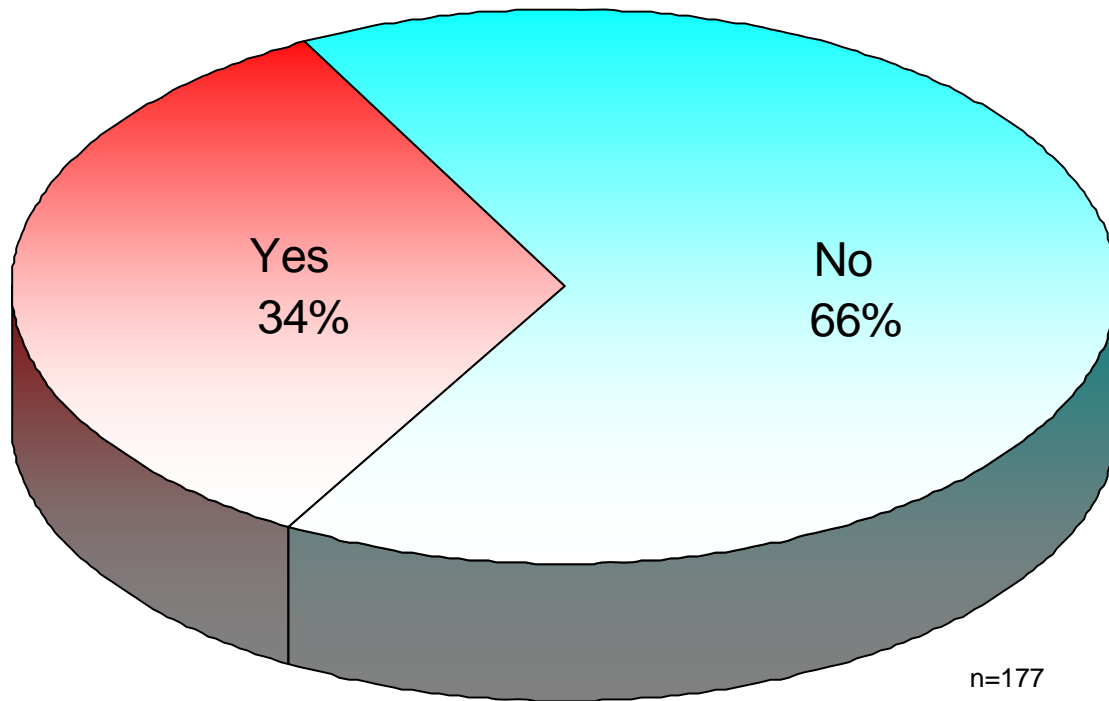
Multiple Responses Accepted

Baseball in Palm Beach County

- Fans: Non-Palm Beach County Residents



Is this your first trip to Palm Beach County?

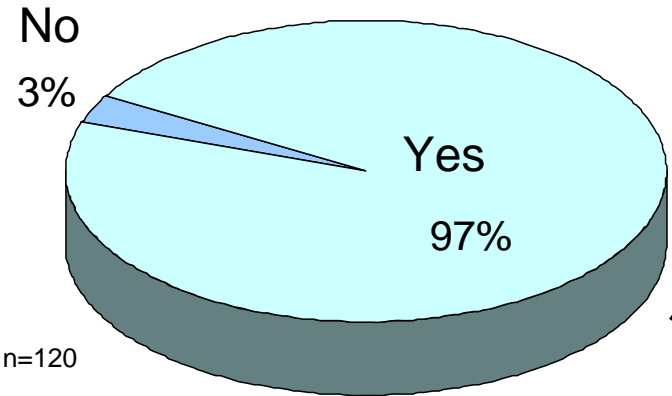


Baseball in Palm Beach County

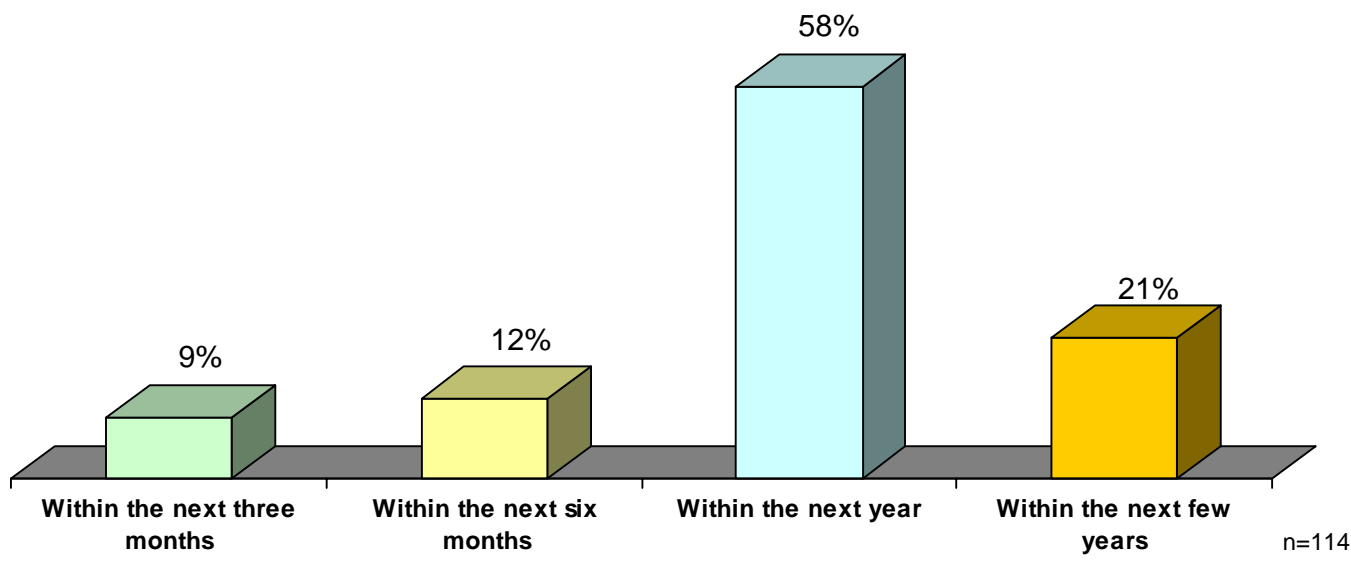
- Fans: Non-Palm Beach County Residents



Do you plan to return to Palm Beach County?



When do you plan on returning to Palm Beach County?



Fans - Demographics

Baseball in Palm Beach County

- Fans: Overall



	Total	Local	Non-Local
Are you of Hispanic origin or descent?	(n=249)	(n=197)	(n=152)
Yes	14%	16%	11%
No	86%	84%	89%
Ethnicity	(n=385)	(n=216)	(n=169)
White/ Caucasian	92%	91%	94%
African-American/ Black	5%	6%	4%
Hispanic	3%	4%	3%
Annual household income	(n=154)	(n=154)	(n=154)
Under \$45,000	16%	19%	10%
\$45,000 to \$64,999	27%	29%	23%
\$65,000 to \$99,999	40%	39%	43%
\$100,000 to \$200,000	16%	11%	23%
Over \$200,000	2%	2%	2%
Mean (In Thousands)	\$82.3	\$77.2	\$90.3

	Total	Local	Non-Local
Age	(n=350)	(n=200)	(n=150)
Under 35	23%	25%	20%
35 to 54	54%	53%	56%
55-64	19%	17%	21%
65+	5%	6%	3%
Mean (In Years)	44.4	44.1	44.8
Occupation	(n=341)	(n=191)	(n=150)
Professional/ Managerial	35%	35%	35%
Sales	22%	22%	21%
Retired	20%	20%	20%
Technical	9%	10%	8%
Other (Net)	8%	7%	8%
Gender	(n=401)	(n=224)	(n=177)
Male	63%	64%	62%
Female	37%	36%	38%

Appendix ***Team, Media & Miscellaneous***

Note – Totals shown in front are rounded to the nearest whole dollar

Baseball in Palm Beach County

- Appendix



Major League Team – Cardinals

\$2,239,798.57

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Roster	\$270,000.00	\$180,000.00	\$51,428.57	\$25,714.29	\$15,428.57	\$83,571.43
Invitees	\$128,250.00	\$42,750.00	\$9,160.71	\$6,107.14	\$3,664.29	\$24,428.57
Coaches	\$49,350.00	\$16,450.00	\$4,700.00	\$3,525.00	\$1,410.00	\$15,275.00
Invited Coaches	\$54,000.00	\$27,000.00	\$5,785.71	\$3,857.14	\$2,314.29	\$19,285.71
Clubhouse	\$39,000.00	\$15,000.00	\$3,214.29	\$2,142.86	\$1,714.29	\$13,928.57
Baseball Front Office	\$154,560.00	\$55,200.00	\$15,771.43	\$7,885.71	\$6,308.57	\$51,257.14
Other Front Office	\$5,880.00	\$3,150.00	\$900.00	\$450.00	\$240.00	\$1,800.00
Ownership	\$27,000.00	\$18,000.00	\$5,142.86	\$1,928.57	\$1,028.57	\$8,357.14
Family Members	\$202,500.00	\$162,000.00	\$48,214.29	\$14,464.29	\$9,642.86	\$67,500.00
Guests (Relatives/Friends)	\$101,250.00	\$81,000.00	\$24,107.14	\$7,232.14	\$4,821.43	\$33,750.00
TOTAL - \$2,239,798.57	\$1,031,790.00	\$600,550.00	\$168,425.00	\$73,307.14	\$46,572.86	\$319,153.57

Baseball in Palm Beach County

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Major League Team – Marlins \$2,140,485.71

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Roster	\$136,000.00	\$120,000.00	\$11,428.57	\$5,714.29	\$96,000.00	\$74,285.71
Invitees	\$68,000.00	\$60,000.00	\$5,714.29	\$2,857.14	\$24,000.00	\$22,857.14
Coaches	\$50,400.00	\$31,500.00	\$3,000.00	\$1,500.00	\$12,600.00	\$19,500.00
Invited Coaches	\$19,125.00	\$16,875.00	\$1,607.14	\$803.57	\$6,750.00	\$8,035.71
Clubhouse	\$42,500.00	\$37,500.00	\$3,571.43	\$1,785.71	\$20,000.00	\$23,214.29
Baseball Front Office	\$27,600.00	\$17,250.00	\$1,642.86	\$821.43	\$9,200.00	\$10,678.57
Other Front Office	\$16,200.00	\$6,750.00	\$964.29	\$482.14	\$5,400.00	\$5,785.71
Ownership	\$9,600.00	\$10,000.00	\$571.43	\$285.71	\$3,200.00	\$3,714.29
Other	\$67,500.00	\$56,250.00	\$3,214.29	\$1,607.14	\$0.00	\$0.00
Family Members	\$236,250.00	\$196,875.00	\$11,250.00	\$5,625.00	\$78,750.00	\$78,750.00
Guests (Relatives/Friends)	\$135,000.00	\$112,500.00	\$6,428.57	\$3,214.29	\$45,000.00	\$45,000.00
TOTAL - \$2,140,485.71	\$808,175.00	\$665,500.00	\$49,392.86	\$24,696.43	\$300,900.00	\$291,821.43

Baseball in Palm Beach County

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Media – Cardinals \$225,090.00

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Full Time Beat Writers	\$33,750.00	\$13,500.00	\$2,892.86	\$2,892.86	\$1,542.86	\$11,571.43
Full Time Electronic	\$33,750.00	\$13,500.00	\$2,892.86	\$2,892.86	\$1,542.86	\$11,571.43
Media Day Coverage	\$2,500.00	\$1,000.00	\$750.00	\$750.00	\$400.00	\$1,260.00
Cardinals Televised TV	\$3,750.00	\$1,500.00	\$1,125.00	\$1,125.00	\$600.00	\$1,890.00
Cardinals Visiting TV	\$3,750.00	\$1,500.00	\$1,125.00	\$1,125.00	\$600.00	\$1,890.00
Part-time Media Spring Training	\$33,750.00	\$13,500.00	\$2,892.86	\$2,892.86	\$1,542.86	\$11,571.43
Minor League Media	\$15,000.00	\$9,000.00	\$1,285.71	\$857.14	\$685.71	\$5,571.43
TOTAL - \$225,090.00	\$111,250.00	\$44,500.00	\$11,678.57	\$11,678.57	\$6,228.57	\$39,754.29

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Media – Marlins \$269,190.00

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Full Time Beat Writers	\$45,000.00	\$18,000.00	\$3,857.14	\$3,857.14	\$2,057.14	\$15,428.57
Full Time Electronic	\$45,000.00	\$18,000.00	\$3,857.14	\$3,857.14	\$2,057.14	\$15,428.57
Media Day Coverage	\$2,500.00	\$1,000.00	\$750.00	\$750.00	\$400.00	\$1,260.00
Marlins Televised	\$3,750.00	\$1,500.00	\$1,125.00	\$1,125.00	\$600.00	\$1,890.00
Marlins Visiting Televised	\$3,750.00	\$1,500.00	\$1,125.00	\$1,125.00	\$600.00	\$1,890.00
Part-time Media Spring Training	\$33,750.00	\$13,500.00	\$2,892.86	\$2,892.86	\$1,542.86	\$11,571.43
Minor League Media	\$15,000.00	\$9,000.00	\$1,285.71	\$857.14	\$685.71	\$5,571.43
TOTAL - \$269,190.00	\$133,750.00	\$53,500.00	\$13,607.14	\$13,607.14	\$7,257.14	\$47,468.57

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Minor League Team (Spring) – Cardinals

\$1,932,589.29

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Minor League Players	\$235,500.00	\$141,300.00	\$33,642.86	\$16,821.43	\$0.00	\$0.00
Coaches/Trainers	\$91,875.00	\$61,250.00	\$8,750.00	\$6,125.00	\$7,000.00	\$28,437.50
Clubhouse	\$13,125.00	\$8,750.00	\$1,250.00	\$875.00	\$1,000.00	\$4,062.50
Minor League Office Staff	\$15,750.00	\$10,500.00	\$1,500.00	\$1,500.00	\$1,200.00	\$4,875.00
Family Members	\$281,250.00	\$168,750.00	\$24,107.14	\$16,071.43	\$16,071.43	\$112,500.00
Guests (Relatives/Friends)	\$281,250.00	\$168,750.00	\$24,107.14	\$16,071.43	\$16,071.43	\$112,500.00
TOTAL - \$1,932,589.29	\$918,750.00	\$559,300.00	\$93,357.14	\$57,464.29	\$41,342.86	\$262,375.00

Minor League Team (Spring) – Marlins

\$1,947,289.29

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Minor League Players	\$232,500.00	\$139,500.00	\$33,214.29	\$16,607.14	\$26,571.43	\$0.00
Coaches/Trainers	\$91,875.00	\$61,250.00	\$8,750.00	\$6,125.00	\$7,000.00	\$28,437.50
Clubhouse	\$13,125.00	\$8,750.00	\$1,250.00	\$875.00	\$1,000.00	\$4,062.50
Minor League Office Staff	\$15,750.00	\$10,500.00	\$1,500.00	\$1,500.00	\$1,200.00	\$4,875.00
Family Members	\$281,250.00	\$168,750.00	\$24,107.14	\$16,071.43	\$12,857.14	\$112,500.00
Guests (Relatives/Friends)	\$281,250.00	\$168,750.00	\$24,107.14	\$16,071.43	\$12,857.14	\$112,500.00
TOTAL - \$1,947,289.29	\$915,750.00	\$557,500.00	\$92,928.57	\$57,250.00	\$61,485.71	\$262,375.00



Spring Training - Miscellaneous

\$95,542.86

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Visiting Clubs	\$10,500.00	\$5,250.00	\$0.00	\$0.00	\$0.00	\$0.00
Stadium Staff Families	\$22,500.00	\$13,500.00	\$2,571.43	\$2,571.43	\$1,028.57	\$8,357.14
MLB Officials	\$2,500.00	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Major League Umpires	\$11,250.00	\$6,750.00	\$1,285.71	\$1,285.71	\$514.29	\$4,178.57
TOTAL - \$95,542.86	\$46,750.00	\$27,000.00	\$3,857.14	\$3,857.14	\$1,542.86	\$12,535.71

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Extended Spring Training – Cardinals

\$462,064.29

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Players	\$97,500.00	\$48,750.00	\$27,857.14	\$27,857.14	\$0.00	\$0.00
Staff	\$26,000.00	\$13,000.00	\$3,714.29	\$3,714.29	\$1,485.71	\$12,071.43
Visiting staff	\$8,750.00	\$5,250.00	\$0.00	\$0.00	\$400.00	\$3,250.00
Visiting Family Member	\$81,250.00	\$48,750.00	\$9,285.71	\$9,285.71	\$3,714.29	\$30,178.57
TOTAL - \$462,064.29	\$213,500.00	\$115,750.00	\$40,857.14	\$40,857.14	\$5,600.00	\$45,500.00

Extended Spring Training – Marlins

\$462,064.29

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Players	\$97,500.00	\$48,750.00	\$27,857.14	\$27,857.14	\$0.00	\$0.00
Staff	\$26,000.00	\$13,000.00	\$3,714.29	\$3,714.29	\$1,485.71	\$12,071.43
Visiting staff	\$8,750.00	\$5,250.00	\$0.00	\$0.00	\$400.00	\$3,250.00
Visiting Family Member	\$81,250.00	\$48,750.00	\$9,285.71	\$9,285.71	\$3,714.29	\$30,178.57
TOTAL - \$462,064.29	\$213,500.00	\$115,750.00	\$40,857.14	\$40,857.14	\$5,600.00	\$45,500.00

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Gulf Coast League - Marlins

\$565,290.00

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Players	\$115,500.00	\$57,750.00	\$33,000.00	\$33,000.00	\$0.00	\$0.00
Staff	\$30,800.00	\$15,400.00	\$4,400.00	\$4,400.00	\$1,760.00	\$14,300.00
Visiting staff	\$19,250.00	\$11,550.00	\$0.00	\$0.00	\$880.00	\$7,150.00
Visiting Family Member	\$96,250.00	\$57,750.00	\$11,000.00	\$11,000.00	\$4,400.00	\$35,750.00
TOTAL - \$565,290.00	\$261,800.00	\$142,450.00	\$48,400.00	\$48,400.00	\$7,040.00	\$57,200.00

Florida State League – Visiting Teams

\$690,071.43

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Players	\$135,000.00	\$67,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Staff	\$36,000.00	\$18,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Visiting staff	\$22,500.00	\$13,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Visiting Family Member	\$22,500.00	\$13,500.00	\$2,571.43	\$0.00	\$0.00	\$0.00
Umpires	\$21,000.00	\$14,000.00	\$4,000.00	\$4,000.00	\$1,600.00	\$0.00
Scouts	\$140,000.00	\$84,000.00	\$16,000.00	\$16,000.00	\$6,400.00	\$52,000.00
TOTAL - \$690,071.43	\$377,000.00	\$210,500.00	\$22,571.43	\$20,000.00	\$8,000.00	\$52,000.00

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Florida State League – Palm Beach Cardinals

\$814,550.00

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Players	\$116,250.00	\$116,250.00	\$66,428.57	\$66,428.57	\$26,571.43	\$0.00
Staff	\$31,000.00	\$21,700.00	\$11,071.43	\$8,857.14	\$3,542.86	\$0.00
Visiting staff	\$18,750.00	\$11,250.00	\$0.00	\$0.00	\$857.14	\$6,964.29
Visiting Family Member	\$75,000.00	\$45,000.00	\$8,571.43	\$8,571.43	\$3,428.57	\$27,857.14
Umpires	\$10,500.00	\$7,000.00	\$2,000.00	\$2,000.00	\$800.00	\$0.00
Scouts	\$52,500.00	\$31,500.00	\$6,000.00	\$6,000.00	\$2,400.00	\$19,500.00
TOTAL - \$814,550.00	\$304,000.00	\$232,700.00	\$94,071.43	\$91,857.14	\$37,600.00	\$54,321.43

Florida State League – Jupiter Hammerheads

\$814,550.00

Person Type	Housing	Meals	Shopping	Entertainment	Gas	Auto
Players	\$116,250.00	\$116,250.00	\$66,428.57	\$66,428.57	\$26,571.43	\$0.00
Staff	\$31,000.00	\$21,700.00	\$11,071.43	\$8,857.14	\$3,542.86	\$0.00
Visiting staff	\$18,750.00	\$11,250.00	\$0.00	\$0.00	\$857.14	\$6,964.29
Visiting Family Member	\$75,000.00	\$45,000.00	\$8,571.43	\$8,571.43	\$3,428.57	\$27,857.14
Umpires	\$10,500.00	\$7,000.00	\$2,000.00	\$2,000.00	\$800.00	\$0.00
Scouts	\$52,500.00	\$31,500.00	\$6,000.00	\$6,000.00	\$2,400.00	\$19,500.00
TOTAL - \$814,550.00	\$304,000.00	\$232,700.00	\$94,071.43	\$91,857.14	\$37,600.00	\$54,321.43