

# Lowry Park Zoological Society of Tampa, Inc.

**Project Title:** Manatee Rescue Center

**Grant Number:** 25.c.cf.200.585

**Date Submitted:** Wednesday, June 21, 2023

**Request Amount:** \$500,000.00

## A. Applicant Profile Page 1 of 13

### Applicant Information

a. **Organization Name:** Lowry Park Zoological Society of Tampa, Inc. 

b. **FEID:** 59-2328289

c. **Phone number (with extension if applicable):** 813.933.8015

d. **Principal Address:** 1101 West Sligh Avenue Tampa, 33604-5958

e. **Mailing Address:** 1101 West Sligh Avenue Tampa, 33604-5958

f. **Website:** [www.zootampa.org](http://www.zootampa.org)

g. **Organization Type:** Nonprofit Organization

h. **Organization Category:** Other

i. **County:** Hillsborough

j. **UEI number:** DRMYSLJR4AX6

k. **Fiscal Year End Date:** 09/30

### 1. Grant Contact \*

**First Name**

Ruth

**Last Name**

Meyers

**Phone** 813.933.8015

**Email** [ruth.meyers@zootampa.org](mailto:ruth.meyers@zootampa.org)

### 2. Chief Financial Officer for the Applicant \*

**First Name**

Karen

**Last Name**

Jubrail

**Phone** 813.933.8003

**Email** [karen.jubrail@zootampa.org](mailto:karen.jubrail@zootampa.org)

### 3. Official with Authority to contract for the Applicant \*

**First Name**

Karen

**Last Name**

Jubrail

**Phone** 813.933.8003

**Email** karen.jubrail@zootampa.org

**4. Official with Authority to contract for the Property Owner \***

**First Name**

Joseph

**Last Name**

Couceiro

**Phone** 813.935.8552

**Email** joe.couceiro@zootampa.org

**5. National Endowment for the Arts Descriptors**

**5.1. Applicant Status**

Organization - Nonprofit

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**5.2. Institution Type**

Other Museum

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**5.3. Applicant Discipline**

Non-Arts/Non-Humanities

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## B. Introduction Page 2 of 13

### 1. What is the legal status of the applicant \*

- Public Entity
- Florida Nonprofit, Tax-Exempt
- Other (not an eligible response)

### 2. Applicant Mission Statement \*

**MISSION: Rescue, rehabilitate and care for animals; create exceptional personalized experiences that connect people with wildlife and each other in fun, immersive ways.**

**Accredited by the Association of Zoos and Aquariums (AZA) since 1999, ZooTampa is one of the most popular zoos in the Southeast, serving over 1 million visitors annually. With 63 acres, we offer up-close encounters with 266 wildlife species, 99 of them part of AZA's Species Survival Plans, conservation education, outdoor recreation, and engaging events.**

### 3. Describe the facility that you will acquire, renovate or build:

#### 3.1. Is the cultural facility?: \*

A purpose-built or single use facility that will solely be used for the programming, production, presentation, exhibition of any of the arts and cultural disciplines (Section 265.283(1), Florida Statutes) at least 85% of the time. These disciplines include music, dance, theatre, creative writing, literature, architecture, painting, sculpture, folk arts, photography, crafts, media arts, visual arts, and programs of museums. You must provide documentation of your organization's mission and arts and cultural programming as an attachment. See Guidelines: Attachments and Support Materials. This type of facility includes theatres, performance centers, museums (including, aquariums, botanical gardens, history centers, zoos, etc.) and art centers. The maximum request amount for this type of facility is \$500,000.

A multi-purpose facility that will be used for the programming, production, presentation, exhibition of any of the arts and cultural disciplines (Section 265.283(1), Florida Statutes) LESS than 85% of the time. These disciplines include music, dance, theatre, creative writing, literature, architecture, painting, sculpture, folk arts, photography, crafts, media arts, visual arts, and programs of museums. You must provide documentation of your organization's mission and arts and cultural programming as an attachment. See Guidelines: Attachments and Support Materials. This type of building includes community centers, recreation centers, civic centers and municipal buildings. The maximum request amount for this type of facility is \$200,000. Project costs must be directly related to the arts and cultural portion of the facility.

**3.1.1. If the facility is a multi-purpose building, describe the OTHER activities that take place in the facility.**

#### 3.2. How many days per week/hours per day is this facility open to the public? \*

The Zoo is open 7 days a week, 7.5 hours per day, 9:30 am to 5:00 pm. Hours are sometimes extended during particular times of the year such as Spring Break or holiday events, some lasting till 11:00 pm. The Zoo may also close during inclement weather, notification of which is posted on our website.

#### 3.3. How many of the days per week/hours per day that the facility is open are arts and cultural programming, production, and administration taking place? \* \*

Arts and cultural programming, production and administration take place 7 days a week, no less than 11 hours per day in order to prepare the animals and the park to be ready for guests entering at 9:30 am, and to return the animals to their night accommodations and clean the park for the next day.

### **3.4. Describe the types of arts and cultural programming, production, and administration that take place within the facility. \***

In addition to caring for approximately 1,000 animals and a 63-acre park, we reported the following arts and cultural programming with our Cultural Endowment Program Fund Annual Report for FY21, our most recently filed (our FY22 report is due 7/31/23).

#### **Educational Programs**

We offer informal educational engagement presented throughout the park on a daily basis by Education Department staff and volunteer Guest Engagement Ambassadors, fee-based premium encounters, and scheduled free animal presentations such as the Macaw Flyover and Bird-of-Prey Show. Educational Programs are scheduled events offered on a recurring basis that allow us to engage guests and members in-depth with our mission.

#### **Toddler Tuesdays (10)**

One-hour events offered to members, children and parents share in reading an animal-themed story, arts and crafts, music and movement, an animal mingle and a complimentary snack.

#### **Fitness in the Wild (4)**

Members and the general public are invited to relax and rejuvenate in a variety of fitness-related programs in the Zoo. Instructors lead the hour-long session for beginners to advanced practitioners in front of different animal habitats. Guests that arrive before class are treated to a special animal encounter. Participants are invited stay in the Zoo after the class.

#### **Focused Animal Engagements (9)**

These are 1.5-2.0 hour programs offered to the public and designed to enhance guest experiences with animals. For "Speakers in the Wild," ZooTampa staff and guest speakers deliver in-depth evening presentations on topics related to the natural history of particular species, the Zoo's work in wildlife conservation, and global species preservation work. Each presentation is followed with a question-and-answer period, and participants are invited to participate in special interactive experiences with Zoo animals. Morning engagements, such as "Koffee with Komodos" and "Mimosas with Manatees," take place at the animal habitats before the Zoo opens.

#### **Summer Camps (40)**

The start of Summer Camps was delayed due to coronavirus, but with stringent safety measures in place, 40 1-week camps for K-8 students started June 7 and ran through August 6. We partnered again this year with the Children's Board of Hillsborough County to enroll 104 children from their Family Service Centers, with the Children's Board funding their registrations at a reduced rate.

#### **Outreach Programs**

These are typically one-off engagements in which Education Department staff participate in public events presented in off-site locations for other organizations. Most involve appearances by Zoo ambassador animals. We reached 6,841 people at off-site events in FY21.

#### **Community-Focused Events (10)**

These are time-limited activities that highlight a special day or event such as Mother's Day and Veterans Day, a celebration of a particular theme or group such as Endangered Species Day or Days of Discovery dedicated to autism awareness, and community service events such as electronic recycling days. Several events this year highlighted Tampa's extraordinary year in sports, with special days celebrating the Rays, Rowdies and Lightning.

#### **Holiday and Extended Events**

These are extended celebrations of Halloween and Christmas and involve evening hours and special programming and decorations throughout the Zoo. "Creatures of the Night" transformed the Zoo into an immersive Halloween adventure tailored to a range of ages. "Christmas in the Wild" celebrated that holiday with themed decorations, seasonal treats and entertainment. The Zoo remains open till late and guests are able to enjoy the holiday activities and see wildlife at night. "Christmas in the Wild" culminates in Noon Year's Eve, a family-friendly New Year's Eve party. Two major fundraising events, Karamu and ZooBrews were canceled again this year due to uncertainties of the COVID pandemic. Two smaller evening event series, "Music in the Wild" during Spring Break, and "Comedy for Conservation" events were added this year.

**3.5. Who is responsible for the programming, production, and administration of the arts and cultural activities of the facility? Is there a qualified professional expert in the subject matter on staff either paid or volunteer? What are their qualifications? \***

ZooTampa has approximately 375 paid employees and another 100 employees paid through our contracted partners. The animal care and park operations teams make up the majority of all staff. ZooTampa also has many unpaid volunteers who assist with guest education, tours, horticulture, painting, diving, and Zoo events. Every quarter a new group of 30-50 interns are introduced into our animal care teams for participation in an immersive credit eligible internship program. All of these paid and unpaid team members conduct the arts and cultural activities that define who we are as an organization and what we do every day.

**3.6. Accessibility for all is important to the programming, production, and administration of arts and cultural activities. Briefly describe the actions that your organization has taken to make activities accessible to all audiences. Be sure to include efforts to provide programming welcoming and available for all members of your community.\***

In 2014, we commissioned an assessment of all Zoo facilities and programs for ADA compliance and updated the report in 2017. Accessibility Consultation and Training Services, Inc. evaluated all public walkways, buildings, and facilities to determine their level of accessibility and developed a Transition Plan, with notations on any minor deficiencies. They evaluated all Zoo programs and services for accessibility. They reviewed all ADA-related policies and procedures, and provided guidance on a Service Animal Policy, an Other Power Driven Mobility Devices Policy, and an updated Grievance Procedure.

The Zoo's pathways, facilities and exhibits are designed to ensure access for all guests. The front parking lot, entry and walkways are enhanced to provide easy navigation. Reserved accessible parking spaces exceed the required number, and ramps ensure access to the main entrance. Our restaurants all have accessible entrances. Strollers, wheelchairs and motorized scooters are available for rent. Family restrooms, which accommodate wheelchairs or companions, are located adjacent to the main restaurant near the front gate and 2 other park areas.

Accessibility is a key design parameter in our project planning, both from a physical and programmatic aspect. Working with leading architectural design firms brings their extensive knowledge of ADA requirements and solutions to the process. The new Expedition Wild Africa safari truck ride has an accessible entrance and is outfitted with a wheelchair lift. We navigate all guided tour paths in advance with a wheelchair/ECV to ensure that they are accessible. Our new stingray in-water experience will have an ADA lift for guests with mobility challenges. The schematic plans for the Manatee Rescue Center, otter habitat, ranger station, and nature play area demonstrate a keen focus on making the new experiences accessible to everyone.

We constantly update our ZooTampa website to ensure access. It features a leading accessibility widget, UserWay. With that, our website currently exceeds Level A Web Content Accessibility Guidelines (WCAG), and partially meets Level AA guidelines. The site is coded to assist those who rely on a screen reader to read the page contents out loud. We developed a separate Accessibility section containing all accessibility information and resources in a single location.

The Zoo is certified "Autism Friendly" by the University of South Florida Center for Autism and Related Disabilities (CARD). CARD provides mandatory neurodiversity training for all Zoo staff. An autism-friendly map and English- and Spanish-language scripted stories are also available on e-readers guests can borrow, and we have sensory "distract packs" for free loan. Three times a year, we invite people with autism spectrum disorders and their families to visit the Zoo when we minimize sensory inputs for 90 minutes before opening to the public.

We offer ASL services on request and have written versions of all encounters and tours available. We use closed captioning on interpretive videos throughout the Zoo.

We collaborate with organizations serving people with different abilities to help improve their clients' employability skills and offer possible employment. We are one of the few zoos participating in Project SEARCH, in which interns work with job coaches and Zoo staff in a variety of departments to learn new skills and gain confidence. We received the 2023 Employer of the Year Award from the Mayor's Alliance for Persons with Disabilities for this program.

We work with job coaches to help individuals with disabilities to succeed in our environment. The UserWay widget on the Careers page on our website ensures that information about jobs and internships is accessible. We offer a Spanish-language application form for job seekers. We also use other employees' adaptive skills (ASL and multi-lingual) to assist employees with communications challenges.

#### 4. Cultural Facilities Grant Status \*

Yes

No

##### 4.1. If yes, list grant numbers for any open Cultural Facilities and Fixed Capital Outlay grants.

FY24 Cultural Facilities – New Giraffe Barn Approved 6/15/23 \$500,000

FY24 Line Item – Manatee Rescue Center Approved 6/15/23 \$1,500,000

For architecture/engineering services not included in proposed project budget

Fixed Capital Outlay – FWC Contract #22073 -- Manatee Pools/LSS Enhancements

FY23 Line item contract executed 11/29/22 for \$620,000

FCO grant contract amended 3/21/23 to add \$2,000,000

#### 5. \$500,000.00

#### 6. Project Type \*

Acquisition

Acquisition is the purchase of land or building for the purpose of using or building a cultural facility.

Renovation

Renovation is the act or process of giving a property a state of increased utility or returning a property to a state of utility through repair, addition, or alteration that makes possible a more efficient use.

New Construction

New Construction is constructing a Cultural Facility on property where no building previously existed.

#### 7. Project Title

Manatee Rescue Center

#### 8. Project Synopsis \*

Briefly summarize the project. Indicate how you will use grant funds, the major work items involved and the end product.

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Our Manatee Rescue Center project comprises multiple adjacent projects, all related to Florida wildlife and the ecosystems that support them, including the removal and replacement of the Manatee Rescue Center building; removal and replacement of the North American river otter habitat and filtration plant; development of an interactive educational ranger station and nature play area; and addition of a restroom building and retail outlet. Focused on the Florida manatee and species that share its fresh, brackish, and salt water environments, the completed project will help us tell a compelling story about the state's unique and fragile aquatic ecosystems, and what people can do to help preserve and protect wildlife and the natural world, in Florida and around the world. With schematic design and engineering at 100% completion, construction is scheduled to begin in June 2024, with occupancy expected in early July 2025. Grant funds will be used for a portion of the total project cost for a single construction element, Metals, with matching funds covering a portion of the remaining cost for that element. The total project cost, from conceptual design through completion, is approximately \$19.2 million, including contingency. When completed, over 1 million Zoo guests each year will enjoy a uniquely immersive and entertaining educational experience with Florida wildlife and its environments.

**9. Project Physical Location \*****Street Address**

1101 W. Sligh Ave.

**City**

Tampa

**State**

FL

**Zip**

33604

**County**

Hillsborough

**10. Will the acquisition, renovation, or construction of your project only occur between July 1 of the first year of the grant period and June 1 of the second year of the grant period (23 months)? \*** Yes (required for eligibility) No**11. What was your Total Support and Revenue for the last completed fiscal year? \***

Include the amount reported by a review, audit, or detailed operating budget that provides a statement of comprehensive income, revenue and expense. Documentation of this number must be provided as an attachment. See Guidelines: Total Support and Revenue for details.

\$41,865,750

## C. Project Documents Page 3 of 13

**1. Current Architectural Plans certified by a licensed architect or engineer (or contractor project proposals or working drawings if no architectural plans are required for the completion of the project) are... \***

- Complete (required for eligibility)
- Not complete

**2. Construction documents are... \***

- Complete
- Not complete

Project Land and Building

**3. Are you leasing the project land or building? \***

- No (If NO, proceed to question 4.)
- Yes, the land and the building
- Yes, the building
- Yes, the land (If YES, skip question 3.2).

**3.1. If leasing: How many years will remain on the land lease as of July 1 of the award year?**

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64

**3.2. If leasing: How many years will remain on the building lease as of July 1 of the award year?**

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64

**4. Who currently owns the land? \***

City of Tampa

**5. Who currently owns the building? \***

City of Tampa

**6. How old is the building in years? \***

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32



## D. Scope of Work Page 4 of 13

### 1. Project Description

Describe what you are going to build, what you are doing to renovate the building, or what are you acquiring. Indicate how grant funds and match will be spent. Provide a timeline of when grant funds and match will be expended. Discuss any grants applied for or received from the Division of Historical Resources for the grant period. The Cultural Facility Program is a bricks and mortar program. State funding is not to be used for the fabrication or design of exhibits, or for commercial projects. State funding may be used for parking facilities, sidewalks, walkways and trails, as long as those items do not comprise the entirety of the scope of work.

#### 1.1. Construction/Renovation/Acquisition \*

Only one of these categories may be funded through a single Cultural Facilities application.

What are you constructing, renovating, or acquiring? Be specific. (Example: 500 sq ft Visitor Center)

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Originally constructed in 1990, the Manatee Rescue Center, with the adjacent David A. Straz, Jr. Manatee Critical Care Center and North American river otter habitat, showcase Florida wildlife care and rehabilitation. The complex includes the main aquatics viewing building (current Manatee Rescue Center); 2 rehabilitation pools; 3 critical care pools; water filtration plant; river otter habitat and pools; otter water filtration plant; and otter holding areas. The Manatee Rescue Center building has 9 large viewing windows into 2 pools containing approximately 168,000 gallons of water. The 3 critical care pools contain 49,000 gallons of water. All of the water is filtered and processed in the main filtration plant. The existing manatee pools and main filtration plant were renovated over the last 5 years and are in good condition. The river otter habitat has 3 large viewing windows with above- and below- water views. It does not meet current Association of Zoos and Aquarium (AZA) standards for care of this species.

The Manatee Rescue Center building offers underwater viewing of the animals in a climate-controlled environment, and there are multiple small aquatic exhibits as well as terrestrial exhibits. After 32 years, the exhibits are outdated, and the building is at the end of its useful life. Upon close consideration, we determined that it will be of higher value to remove and replace the building, rather than undertake an extensive renovation, and it will give us the opportunity to provide more meaningful marine habitats and exhibits. We will also remove and replace the river otter habitat to meet all current AZA standards.

The project includes removal and replacement of the Manatee Rescue Center building; removal and replacement of the river otter habitat and filtration plant; and addition of a restroom building and retail outlet. We intend to pursue further enhancements to the project by installing photovoltaic solar panels to Manatee Rescue Center roof, as well as completing a "woodlands" area that will include the proposed educational ranger station, with 2 new terrestrial habitats, interpretive exhibits and programs, and a nature play area.

The proposed new Manatee Rescue Center building will incorporate the existing 9 underwater viewing windows into the existing manatee pools. Also included are multiple aquatic habitats; a large wall tank featuring a coral reef and aquatic habitat of 7,500 gallons with viewing windows measuring 32 feet long by 9 feet high; 3 jellyfish exhibits of 900 gallons each, contained in cylinders of 5 feet diameter by 10 feet high; and a brackish habitat of 10,000 gallons with 2 viewing windows measuring 40 feet long by 7 feet high and a second window measuring 7 feet wide by 7 feet high. These will all be state-of-the-art habitats for excellent animal care and exciting, immersive guest experiences. Additionally, we will be providing an area within the Manatee Rescue Center for small group gatherings, presentations, meetings, dining, and receptions that will generate revenue for the Zoo. Finally, the building will include fixed interpretive educational exhibits and graphics and provide space for interactive programs presented by staff and volunteers. All of this will be contained in the new Manatee Rescue Center building, of approximately 7,000sf, that will be built to the highest standards and include state-of-the-art systems for environmental controls and sustainability.

The proposed new river otter habitat will provide for a state-of-the-art facility meeting all AZA standards and provide both aquatic and terrestrial areas to support animal care and guest engagement with the animals. The habitat will feature both above- and below- water viewing with 5 large windows for animal behavioral training, excellent animal care and management, and exceptional guest experiences. It will also include a new back-of-house holding area along with a new life support filtration system to support animal care.

## 1.2. Spending Plan \*

Indicate how grant funds and match will be spent. (Examples: permitting, site preparation, flooring, windows, HVAC, signage, lighting). Discuss any grants applied for or received from the Division of Historical Resources for the grant period.

Our spending plan, as indicated in our application project budget, includes a \$500,000 grant request for a portion of the total \$2,328,750 cost for Metals (structural steel), with our \$1,000,000 cash match covering a portion of the remaining total cost for this single item.

## 1.3. Project Timeline \*

Provide a timeline. The timeline should include permitting, site preparation, and actual construction. The grant period is 23 months.

Following is the complete planning and construction timeline. The proposed use of grant fund and match will occur during the construction period and within the grant period. A graphic presentation of this timeline is provided as an attachment.

Concept validation, review, and approval	1/8/23 – 3/3/23
Schematic design, review, pricing, approval	3/2/23 – 6/9/23
Design development, review, pricing	8/21/23 – 9/29/23
Construction documents, review, final permit docs	10/2/23 – 1/26/24
Permitting	1/29/24 – 4/19/24
Bidding and contract	1/29/24 – 3/22/24
Pre-construction and procurement	3/25/24 – 5/31/24
Building closed	5/6/24
Building vacated	5/31/24
Construction	6/3/24 – 7/4/25

## E. Proposal Budget Page 5 of 13

### 1. Proposal Budget Summary \*

Request Amount	\$500,000.00
Confirmed Matching Funds	\$1,000,000.00
Project Cost	\$1,500,000.00
Contingency	\$225,000.00

### 2. Are you requesting REDI match reduction? \*

Yes

No

### 3. Have you requested or received funding from the Division of Historical Resources for this project? \*

Yes (not an eligible response)

No

4.

What other state dollars will go into the project? \_\_\_\_\_

#	Source	Amount
1	No other State of Florida funds funds will be used for the project proposed with this application	

### 5. Proposal Expense Details\*

List your estimated expenses and how they will be paid (from match, grant funds, or both). Only include expenses that are specifically related to the project. Expenses may include an actual amount to be paid or the value of an in-kind contribution. See Help: Proposal Budget Terms for expense category descriptions and columns. Round amounts to the nearest dollar. Rows must have a value in State, or Cash Match, or In-Kind Match. If all three columns are 0 or blank, the row will not be saved.

5.1. Land Acquisition

5.2. Building Acquisition

5.3. Architectural Services

5.4. General Requirements

5.5. Site Construction

**5.6. Concrete****5.7. Masonry****5.8. Metals**

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Structural steel (of \$2,328,750 total projected cost for Metals per Nelson Construction estimate, attached)	\$500,000	\$1,000,000	\$0	\$1,500,000
<b>Totals:</b>		<b>\$500,000</b>	<b>\$1,000,000</b>	<b>\$0</b>	<b>\$1,500,000</b>

**5.9. Wood And Plastic****5.10. Thermal And Moisture Protection****5.11. Doors And Windows****5.12. Finishes****5.13. Specialties****5.14. Equipment****5.15. Furnishings****5.16. Special Construction****5.17. Conveying Systems****5.18. Mechanical****5.19. Electrical****State Total :**

\$500,000

**Match Total (Cash + InKind) :**

\$1,000,000

**6. How were your proposal expenses determined?**

Explain how the estimated expenses in the Proposal Expense Details were derived, i.e. from an architect or engineer budget estimate, contractor quote, etc. You must provide documentation of the source of your proposal expenses as an attachment. See Guidelines: Attachments and Support Materials.

The attached estimate of total construction cost for the Manatee Rescue Center, river otter habitat, ranger station, and nature play area was prepared by David Nelson Construction Co. (Nelson Construction) based on the attached 100% schematic design and engineering plans prepared by TVS Florida, project architect. The budget proposed with this application is for \$1,500,000 (\$500,000 grant; \$1,000,000 match) of the total \$2,328,750 cost of Metals alone.

## 7. Proposal Income (Match) Details\*

List your confirmed matching funds (resources presently available or pledged and designated to the project). You must provide documentation for matching funds at time of application. See **Guidelines: Matching Funds Documentation**. Include cash on hand, irrevocable pledges, and in-kind or donated services and materials. See **See Help: Proposal Budget Terms** for descriptions of income categories and columns. Round amounts to the nearest dollar.

Rows must have a value in Cash Match or In-Kind Match. If both columns are 0 or blank, the row will not be saved.

### 7.1. Private Support

Donations by individuals and non-corporate, non-government parties. Includes foundation grants awarded for this project (or a proportionate share of such grants allocated to this project), cash donations and the fair market value of donated goods or services (in-kind).

### 7.2. Corporate Support

Contributions to this project by businesses, corporations, and corporate foundations, or a proportionate share of such contributions allocated to this project.

### 7.3. Local Government Support

Contributions for this project by city, county, or other local government agencies, or a proportionate share of such grants or appropriations allocated to this project. Includes in-kind and cash derived from grants and appropriations.

Note: If the applicant is a city, county, or other local government agency, then their cash support should be shown under Applicant Cash and explained in the Budget Detail.

### 7.4. Federal Government

Support for this project by agencies of the federal government, or a proportionate share of such grants or appropriations allocated to this project. Includes in-kind and cash derived from grants and appropriations.

### 7.5. Applicant Cash

For the proposal budget, these are temporarily restricted funds and irrevocable pledges the applicant will dedicate to the project. Applicant cash must be documented with copies of financial statements from financial institutions, copies of grants and signed irrevocable pledges.

#	Source	Amount
1	Zoo capital reserves	\$1,000,000.00

## 8. Contingency Details

If your project is not fully funded or incurs cost overruns explain how you will pay for the remainder of the project or any overages.

Any project overages will be covered by accumulated cash reserves or additional donations secured through the ongoing Guardians of the Wild Campaign.

## F. Matching Funds Page 6 of 13

1.

### Match Summary \*

#	Match Type	Amount	% of confirmed match
1	Cash	\$1,000,000.00	100 %

2. Are these matching funds being used to match any other Department of State grants? \*

Yes (not an eligible response)

No

Donor Profile

3. How many donors are supporting the project? \*

1

4. What is the smallest contribution received for the project? \*

\$1,000,000

5. What is the largest contribution received for the project? \*

\$1,000,000

6. What is the population size of the community the project serves? \*

3,175,275

7. Donor Profile: Description of Donors \*

Describe your donors (individual, local artist guild, parent teacher association, etc.). Additional donor information (including names) may be provided at your discretion. All information provided will become a part of public record. The Division must provide this information to the public on request.

We are actively raising funds through our Guardians of Wildlife Campaign (Campaign) to complete multiple Florida realm master planning projects. As of April 2023, we have raised over \$8 million in pledges, cash donations and public and private grants for these projects. Our Board of Trustees, as well as other community leaders, have been key contributors during this “quiet phase” of the Campaign. We also receive continuing capital and operating support from the Lowry Park Zoo Endowment Foundation and its Board of Trustees. We used a portion of the cash received to date to renovate and expand Florida Wilds, including the new panther habitats that were funded in part by our FY20 Cultural Facilities grant. As our Campaign continues, we will receive additional cash for the Manatee Rescue Center, river otter habitat, educational ranger station, and nature play area through both existing and new pledges and cash donations from a variety of donors throughout the community.

We indicated 100% in the “Other” category under question #8: “Donor Profile: Percentage of Community Support” because we plan to use \$1,000,000 of our cash reserves to bridge the timing gap between the cost of construction and the payment of Campaign pledges. The full \$1,000,000 of our committed match is included in the total amount shown in the uploaded bank statement for J. 1.1 Matching Funds Documentation.

#### **8. Donor Profile: Percentage of Community Support \***

<b>Support Type</b>	<b>Percentage</b>
<b>Corporations</b>	<b>0 %</b>
<b>Foundations</b>	<b>0 %</b>
<b>Individuals</b>	<b>0 %</b>
<b>State</b>	<b>0 %</b>
<b>Other</b>	<b>100 %</b>
<b>Total:</b>	<b>100 %</b>

## G. Need for Project and Operating Forecast Page 7 of 13

### 1. Need for Project \*

Describe your need for the project (or portion of the project on which grant funds will be spent). Discuss need for additional space (performance, exhibition, office, work, or storage) and your history of organization growth. Discuss increased square footage or increased utility. Reference long term construction or renovation needs documented in a long-range plan.

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In the 1980's, Tampa civic leaders envisioned replacing an antiquated city-operated zoo with a world class urban zoo in Lowry Park. Today, the Zoo is one of Tampa Bay's crown jewels -- an environmental, educational, cultural, and economic anchor. It recently ranked among the nation's top 10 zoos in a USA Today user poll and is Florida's most-visited cultural institution. ZooTampa is a nationally recognized leader in wildlife conservation, a beloved cultural and educational asset, and an economic force, but like leading zoos around the world, it needs to evolve to remain a vital part of the community and grow in its conservation and education mission.

Our new comprehensive master plan envisions growth that is both ambitious and sustainable. Over the next 20 years, we will complete and update the original vision for the existing realms of our current 63 acres including this proposed project to finish the modernization of our Florida realm which dates from the Zoo's 1988 opening; refresh or extend other realms, habitats and features throughout the existing Zoo; trailblaze an expansion that will grow the Zoo itself while celebrating the breadth of Tampa Bay's rich multi-cultural history with new South and Central American and Caribbean exhibits; and increase public access to additional green space and the Hillsborough River in Lowry Park. Rebuilding the Manatee Rescue Center, and creating a new river otter habitat, ranger station, and nature play area will complete the modernization of our Florida realm. With the capital investment required for this and all master plan projects, the Zoo will generate a decades-long boost to the local and regional economy.

As always, our goal is to provide dynamic experiences that connect generations of guests to the world around them, inspire a commitment to conservation, and make every visit memorable. This project will significantly amplify our ability to share the story of the Florida manatee and the varied aquatic habitats they occupy, including springs, rivers, estuaries, and oceans. Other species that share these fresh, brackish, and saltwater ecosystems will help convey the importance of these unique environments and the challenges they face.

The existing Manatee Rescue Center building was deemed beyond its useful life based on a structural analysis of the entire building conducted in 2017. It had significant water intrusion throughout the facility, and original construction flaws had rendered some of the tanks useless as aquariums. After considering an extensive renovation, we determined that replacing the building on the same footprint would be a much more effective solution as it would allow us to create a state-of-the-art facility with modern operating systems. The new space is being designed to better support our educational mission, enhance the guest experience, and create an additional revenue opportunity for the Zoo through event rentals.

The project will also replace our existing North American river otter habitat which does not meet AZA current standards for the care of this species. In building a facility that does meet these standards, the new otter habitat will create the opportunity for a signature guest experience for guests that delivers on our mission to create exceptional personalized experiences that connect people with wildlife and each other in fun, immersive ways.

Also proposed is a new educational ranger station that will display some of our ambassador animals and provide guests with the opportunity to interact closely with common Florida wildlife. Connected to that is a proposed nature play area offering free play amongst natural objects for young children.

### 2. Operating Forecast Detail \*

Describe how the space will be used and the related costs. Incorporate budgetary figures where appropriate. You may reference a budget spreadsheet (provided as support material) or incorporate the revenue and expense figures into the narrative. Consider both staffing and programming needs. Include:

- New staff that will be needed



- Programs that will be added, expanded or improved
- Additional expenses to the organization
- New revenue sources that will be used to offset the added expense

The renovated and reimagined spaces of the Manatee Rescue Center, otter habitat, ranger station, and nature play area will immerse guests in representations of the fragile aquatic ecosystems that support a variety of Florida native species, from rivers, springs, and estuaries to the Gulf of Mexico. The rebuilding of the Manatee Rescue Center and the new otter habitat preserves the eye-level underwater viewing while amplifying the guest experience through new interpretive exhibits with conservation messaging. The Manatee Rescue Center, especially, will highlight the life-saving work taking place next door at our David A. Straz, Jr. Manatee Critical Care Center.

**New Staff that will be needed:**

The only new staff we are forecasting are guest engagement and animal care team members to safely engage and interact with guests during a revenue-generating signature experience in the new river otter habitat. Anticipating the impacts of the new Manatee Rescue Center, otter habitat, ranger station, and nature play area, we undertook an organizational restructuring this year to set us up for success upon project completion in FY25. We hired new positions and realigned existing positions so that we would have the animal life support systems and aquatics expertise on board at the beginning of the project to assist with the design of the facilities and systems they will use to monitor and maintain animal welfare. These staff changes included the addition of a Curator of Life Support and Aquatics, promotion of an existing staff member to manage the life support systems with a team that includes an aquarist and technicians, elevation of two technician positions with specific expertise in life support systems, and the addition of a water quality specialist. We will also grow and train our volunteer pool to actively engage guests in the new facilities, a strategy that has proven particularly effective with our new Florida panther and black bear habitats.

**Programs that will be added, expanded or improved:**

We will apply the findings of our continuous research on the guest experience to design new permanent interactive exhibits for the Manatee Rescue Center, otter habitat, ranger station, and nature play area. The fixed exhibits will be designed to engage guests with our conservation messaging during the limited times staff or volunteers are not in the habitats to present interactive programs. With the new space, we will be able to significantly increase both the number and quality of guest engagement opportunities.

**Additional expenses to the organization:**

We do not anticipate any material increases in operational expenses other than the staffing identified above. Because the Manatee Rescue Center and otter habitat will be constructed on the existing habitat footprints, we expect the baseline operational costs to remain substantially the same. We expect to mitigate some possible additional facility operating costs by replacing older, less-efficient life support and water quality systems with new energy efficient systems.

**New revenue sources that will be used to offset the added expense:**

Once completed, we expect this project to drive incremental increases in attendance and length of stay, with corresponding increases in revenues through admissions (ticket sales, memberships) and in-park spending (merchandise, food & beverage). A new signature guest experience at the otter habitat will produce additional revenue. The Manatee Rescue Center will also be available to the community as an event space. The projected annual increase in revenue will more than offset incremental expenses, as shown in the table below.

Incremental Revenue	Annual Projection
Admissions & In-park Spend (Net)	\$2,200,000
<u>Private Events (Net)</u>	<u>\$300,000</u>
Total Incremental Revenue	\$2,500,000
<b>Incremental Expenses</b>	
Staff time for guest signature experience	\$35,000
<u>Total Incremental Expenses</u>	<u>\$35,000</u>
Net Revenue	\$2,465,000

**3. Fiscal Stability \***

Describe the fiscal condition of the organization as it relates to the successful completion of the proposal. Also describe plans to sustain the proposed acquisition/renovation/new construction after the grant period.

The Manatee Rescue Center project is part of the Zoo's comprehensive 20-year master plan to evolve and transform the Zoo while remaining fiscally disciplined and practicing managed growth. The master plan projects underpin our strategic priorities and are designed to create unforgettable connections with our guests. We are confident that this enhanced guest experience will increase attendance, encourage longer stays, and drive revenues, resulting in positive financial performance that not only sustains but grows the organization through a variety of revenue sources, including ticket sales, memberships, merchandise, food and beverage, signature experiences, events, donations and corporate sponsorships.

Despite the pandemic, we have experienced strong operational and financial performance over the past several years, allowing us to build significant operating cash reserves to bridge cash flow needs as we execute our master plan and continue to invest in the Zoo.

**4. Changes in Operating Expenses\* \***

#	Description	Award Year Expenses	Project Completion Year Expenses	Expenses 1 Year After Completion
1	Staff time for guest signature experience		\$27,000.00	\$35,000.00

**5. Changes in Operating Income\* \***

#	Description	Award Year Income	Project Completion Year Income	Income 1 Year After Completion
1	Admissions & In-Park Spending (Net)		\$1,700,000.00	\$2,200,000.00
2	Private events (Net)		\$175,000.00	\$300,000.00

## H. Project Impact Page 8 of 13

### 1. Community Impact of Project \*

Discuss how the project will serve the city, county, or region, especially regarding new or improved programming and community services. Include information on:

- organizations and local artists that will use the facility
- educational or research opportunities
- access for underserved groups
- economic, historical, environmental or architectural significance

If the matching funds for the proposed project are from a single source (i.e. County/Municipality Resolution, single donor, etc.), include information on efforts to include the community in the needs assessment and planning stages of the project.

#### Organizations and Local Artists

As a public exhibit space, our new Manatee Rescue Center, otter habitat, ranger station and nature play area will be open to all guests for casual visits, targeted educational programming, and special events. In all cases we will favor Florida designers and fabricators to create the building's design and construction, new exhibits and interpretive graphics, media, and programming.

#### Educational and research opportunities

We are designing the new Manatee Rescue Center otter habitat, ranger station, and nature play area to inspire an emotional response in all our guests through transformative engagement with Florida's wildlife and ecosystems that inspires them to take positive action to protect it. Our mission statement, and therefore the goal of all facilities and programming design, is to create "exceptional personalized experiences that connect people with wildlife and each other in fun, immersive ways."

Currently limited by the inherent challenges of the aging building, research opportunities will increase with the new facility. Among the opportunities it will afford is the ability to exhibit and research larger species and saltwater species that are currently precluded by the current construction.

#### Access for underserved groups

Access for all guests is central to our mission and the design of new facilities. The new facility will be open to all guests, with support for those with developmental or physical challenges. For underserved groups, we provide 10,000 free admissions to the Zoo each year and have a significantly reduced rate for school field trips.

#### Economic, historical, environment or architectural significance

Tampa Bay's revitalization over the last two decades has been driven by a commitment to economic growth, elevating nature, and increasing green space, helping to grow the region's reputation as a premiere travel destination and an excellent place to live, work and play. Florida led the nation in population growth in 2022, with 1,218 people moving to the state every day. The Tampa - St. Petersburg - Clearwater Metropolitan Statistical Area's 2021 population of 3.8 million is projected to increase by 6% to more than 4 million by 2026, including more than 500,000 children ages 5 to 17. A corresponding growth in our attendance over the past few years, even during the pandemic, is testament to growing public demand for meaningful outdoor experiences that families can share.

Our Florida realm, one of the oldest parts of the Zoo, was designed originally to reflect the state's vernacular architecture. The Manatee Rescue Center, which opened in 1991, simulated a transition from woodland to aquatic environments in Florida. Designs for the new building, otter habitat, ranger station and nature play area reflect that same environmental/vernacular aesthetic to integrate Florida's natural and cultural heritage with our conservation mission to protect Florida's wildlife and environment.

Our mission as a conservation organization and an educational institution is to play an essential role in environmental education for the Tampa Bay region, the State of Florida, and its visitors. In our Florida realm, we engage guests with one of the most comprehensive collections of the state's wildlife to be seen anywhere, including endangered and threatened species. Our partnerships with the US Fish and Wildlife Service and the Florida Fish and Wildlife Conservation Commission to rescue, rehabilitate and, when possible, release Florida wildlife make ZooTampa an essential partner with the state and federal governments in fulfilling their mandates to protect and preserve native

**wildlife. Our David A. Straz, Jr. Manatee Critical Care Center, adjacent to the Manatee Rescue Center and integrated with it through the underwater viewing windows on our rehabilitation pools, is one of only three federally licensed manatee hospitals in Florida and it is the only nonprofit one.**

## **2. Financial Impact of Project \***

**Discuss the financial impact the project will have on your operations, maintenance, and programming. Address plans for community development, fundraising campaigns, operational grants, and endowment opportunities.**

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**The financial impact of the project on our operations, maintenance, and programming is discussed in G. Need for Project and Operating Forecast and F. Matching Funds under 7. Donor Profile. We are currently engaged in a community-wide Guardians of the Wild Campaign to raise private and corporate support for our Florida realm modernization. With earlier phases of that project now complete, our focus is on securing funding for the remaining projects, including the project proposed here. These will complete the overall Florida initiative begun in 2018. With the completion of schematic design and engineering and project cost estimates, we are now well-equipped to introduce existing and new donors to this transformative project for the Zoo. The compelling visuals and clear picture of the project scope will help donors envision the potential impact of their investment, and how recognition of their support might be displayed, if desired. Beyond funding for construction, this project will create new opportunities for operating and program support grants, as well as funding for future master plan projects as it will demonstrate the scope of our vision and our capacity to realize it.**

**As the first major initiative in our new comprehensive master plan, the completion of the Florida realm will signify to the community that we are ready to elevate the Zoo's role even further as an essential cultural and educational asset. The multiplied financial impact of the construction of this project alone will be approximately \$40 million.**

## **3. Environmental Impact of Project \***

**Discuss the impact your project will have on Florida's environment. Describe any environmentally friendly/sustainable aspects of your facility (existing or planned). Consider:**

- Impact on human health and the environment (light pollution, low emitting materials, etc.)**
- LEED, Energy Star or green building certifications**
- Water and energy efficiencies**
- Site features (building reuse, habitat preservation, etc.)**

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**The proposed new buildings and habitats are being designed and will be constructed to be state-of-the-art and include many energy and environmental features common to modern buildings. The material and finishes will be simple yet pleasing and selected to accentuate and showcase the animals in their habitats, and creating the immersive experience we hope to achieve for all guests. All systems are being designed to be energy efficient and automated for minimum operational and environmental impact. The footprint of the Manatee Rescue Center and river otter habitat are within those of the existing buildings to minimize disturbance to the surrounding environment while providing for an elevated guest experience.**

# I. Project Team Page 9 of 13

## 1. Organization Staff - (Maximum characters 1655.) \*

List the organization staff dedicated to the completion of the project and their project related responsibilities. How many paid staff will be dedicated to this project?

**Joe Couceiro, President and Chief Executive Officer (5%)**

Affirms the strategic direction and provides direction at key decision-making points throughout the process.

**Scott Rose, Chief Operating Officer (20%)**

Oversees the Zoo's Owner's Representative (Rick Waterhouse, Aquacasa Studios, LLC), Facilities & Maintenance Departments. and the Zoo's Director of Construction.

**Chris Massaro, Senior Vice President of Zoological Operations (20%)**

As staff lead on the project, oversees his team in providing the design consultants with animal care, habitat, and life support system requirements; reviewing design documents; participating in the value engineering process; and providing expertise throughout the construction process. Team members include Tiffany Burns, Senior Director of Animal Programs; Molly Lippincott, Senior Curator of Florida and Marine Life; and Libby Nickels, Curator of Aquatics and Life Support Systems.

**Dr. Cynthia Stringfield, Senior Vice President, Animal Health, Conservation and Education (10%)**

Provides animal health expertise throughout the planning, design and construction process. She also provides leadership in the design and development of interpretive exhibits and programs, evaluation, and conservation messaging. Jennifer Mclachlan, Vice President of Conservation and Learning, supports Dr. Stringfield with the interpretive strategies, evaluation, and conservation messaging.

## 2. Project Team

List the project team including the names of the architect, engineer, design consultants, and general contractor. A licensed contractor or architect must be hired to manage and certify the Scope of Work. A project team must be named to be considered for funding.

### 2.1. Project Architect/Engineer

Saluation Project Architect/Engineer 0

First Name

Robert

Last Name

O'Keefe, AIA, LEED AP

### 2.2. Project Contractor

Saluation Project Contractor 0

First Name

Robert

Last Name

O'Keefe, AIA, LEED AP

### 2.3. Additional Project Team Information - (Maximum characters 1655.)

We have contracted with TVS Florida, Inc. as our architect and engineer for the entirety of the project.

**We have not yet contracted with a general contractor. David Nelson Construction Co. provided the attached construction estimate as part of the project bidding process, based on TVS Florida's 100% schematic design.**

**We have contracted with Rick Waterhouse, Principal Consultant, Aquacasa Studios, LLC, to provide project management as our Owner's Representative. Mr. Waterhouse is a professional architect with over 40 years of hands-on experience in the leisure, hospitality, entertainment, theme park, resort industries, as well as revitalization of a downtown area.**

# J. Attachments and Support Materials Page 10 of 13

## 1. Required Attachments

Attachments may be of any of the following formats:

- documents (.pdf, .txt, .doc, .docx, etc) up to 10 MB
- images (.jpg, .gif, .png, .tiff etc) up to 5MB
- audio/video files (.mp3, .mp4, .mov, or.wmv) up to 200 MB

MacOS productivity files such as Pages, Keynote, and Numbers are not acceptable formats. Please save these file types in .pdf format before submission.

### 1.1. Matching Funds Documentation (include a list or spreadsheet with totals with documentation) \*

File Name	File Size	Uploaded On	View (opens in new window)
Bank Statement 05.31.2023_Redacted.pdf	1071 [KB]	6/17/2023 5:35:52 PM	<a href="#">View file</a>

### 1.2. Documentation of Unrestricted Use

File Name	File Size	Uploaded On	View (opens in new window)
TLPZ Lease with City of Tampa - complete.compressed.pdf	19498 [KB]	6/13/2023 12:08:54 PM	<a href="#">View file</a>

### 1.3. Documentation of Total Support and Revenue \*

File Name	File Size	Uploaded On	View (opens in new window)
LPZST and LPZEF FY22 audit.pdf	2129 [KB]	6/15/2023 4:05:12 PM	<a href="#">View file</a>

### 1.4. Current Architectural Plans certified by a licensed architect or engineer (or contractor project proposals or working drawings if no architectural plans are required for the completion of the project)

File Name	File Size	Uploaded On	View (opens in new window)
ZooTampa FY25 Cultural Facilities - Manatee Rescue Center - Project documents with two links.docx	14 [KB]	6/21/2023 1:46:50 AM	<a href="#">View file</a>

### 1.5. Budget Estimates

File Name	File Size	Uploaded On	View (opens in new window)
Nelson Construction Zoo Tampa Manatee Rescue Center.pdf	271 [KB]	6/17/2023 5:35:10 PM	<a href="#">View file</a>

### 1.6. Documentation of Arts and Cultural Programming \*

File Name	File Size	Uploaded On	View (opens in new window)
ZooTampa FY25 Cultural Facilities - Manatee Rescue Center - Documentation of Cultural Programming.docx	13 [KB]	6/21/2023 1:45:53 AM	View file

### 1.7. Documentation of Project Support \*

File Name	File Size	Uploaded On	View (opens in new window)
ZooTampa FY25 Cultural Facilities Letters of Support.pdf	647 [KB]	6/20/2023 4:32:22 PM	View file

### 1.8. IRS Determination Letter

File Name	File Size	Uploaded On	View (opens in new window)
501c3.pdf	245 [KB]	6/15/2023 4:02:23 PM	View file

### 1.9. Current Substitute W-9 \*

File Name	File Size	Uploaded On	View (opens in new window)
ZooTampa W9 5 5 2022.pdf	34 [KB]	6/13/2023 12:22:49 PM	View file

## 2. Optional Support Materials

File	Title	Description	Size	Type	View (opens in new window)
ZooTampa FY25 Cultural Facilities Manatee Rescue Center Project Cost Summary.pdf	ZooTampa FY25 Cultural Facilities Manatee Rescue Center Project Cost Summary		77 [KB]		View file
ZooTampa FY25 Cultural Facilities Milestone Project Development Schedule.pdf	ZooTampa FY25 Cultural Facilities Milestone Project Development Schedule		43 [KB]		View file
ZooTampa FY25 Cultural Facilities Manatee Rescue Center video links.docx	ZooTampa FY25 Cultural Facilities Manatee Rescue Center video links		13 [KB]		View file
Manatee Aquatics Center Original Floor Plan with existing conditions photos.pdf	Manatee Aquatics Center Original Floor Plan with existing conditions photos		919 [KB]		View file
ZooTampa Conservation Report.pdf	ZooTampa Conservation Report		4091 [KB]		View file

### 2.1.



## K. Notification of International Travel Page 11 of 13

In accordance with Section 15.182, Florida Statutes, the grantee shall notify the Department of State of any international travel at least 30 days before the date the international travel is to commence or, when an intention to travel internationally is not formed at least 30 days in advance of the date the travel is to commence, as soon as feasible after forming such travel intention. Notification shall include date, time, and location of each appearance.

### 1. Notification of International Travel

I hereby certify that I have read and understand the above statement and will comply with Section 15.182, Florida Statutes, International travel by state-funded musical, cultural, or artistic organizations; notification to the Division of Arts and Culture.

# L. Single Audit Act Page 12 of 13

## 1. Single Audit Act

I hereby acknowledge that I have read and understand the above statement and will comply with: 2 CFR 200, Subpart F - Audit Requirements; Section 215.197, Florida Statutes, Florida Single Audit Act; and the policies and procedures established by the Division of Arts and Culture.

## M. Review & Submit Page 13 of 13

### 1. Guidelines Certification

I hereby certify that I have read and understand the guidelines and all application requirements for this grant program outlined under section 265.701, Florida Statutes and incorporated by reference into Rule 1T-1.039, Florida Administrative Code.

### 2. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of Lowry Park Zoological Society of Tampa, Inc. and that all information indicated is true and accurate. I acknowledge that my electronic signature below shall have the same legal effect as my written signature. I am aware that making a false statement or representation to the Department of State constitutes a third-degree felony as provided for in s. 817.155, F.S., punishable as provided for by ss. 775.082, 775.083, and 775.084.

#### 2.1. Signature (Enter first and last name)

Ruth Meyers

