



Sports Training Incentive Program

Effective as of January 2022

The Sports department of Visit Sarasota County (VSC) leads and supports the sports tourism industry in Sarasota County. VSC works to position Sarasota County as the must-experience sports destination in Florida.

In addition to sports events, VSC recognizes the impact of athletic training trips to Sarasota County. In order to further develop this business, VSC offers an incentive program to athletic groups traveling to Sarasota County to train and practice. These groups produce economic impact through spending at destination hotels, vacation rentals, restaurants, shops, etc. The purpose of the Training Incentive is to provide facility rental assistance to these groups on a reimbursement basis.

Eligibility

Financial assistance for facility and venue rentals is available to groups that meet each of the following qualifications:

- Team or group must be utilizing paid accommodations in Sarasota County. A list of eligible hotels and vacation rentals can be provided.
- Team or group must book a minimum of 25 total lodging room nights.
- Application must be submitted prior to training trip arrival.
- Applicant organization must be a registered corporation (W-9 required).
- Group cannot receive any additional funding through Sarasota County Tourist Development Tax (TDT).

Application Process

Eligible groups shall submit an application through the Team Training Incentive online form at VisitSarasotaSports.com. Applications should be submitted prior to group arrival in Sarasota County.

Incentives will be awarded on a first come, first serve basis until all funding has been allocated for the fiscal year. Amount awarded will be based the total number of room nights produced by the training program.

Total Number of Room Nights	Total Award
25-75	\$250
76-150	\$500
151-300*	\$1000

Bonus: Programs that take place in August through November will receive 150% of the total qualified incentive amount.

*Programs with more than 300 total room nights will be evaluated separately at the discretion of VSC staff.



After the application is received, it will be reviewed by VSC staff to determine eligibility. Once eligibility and availability of funds are confirmed, a contract will be sent to the applicant. Applicant will be notified of approval within two weeks of application submission. Signed contract must be submitted back to VSC in order to activate incentive.

Post Program Reimbursement Process

- Within 30 days after the completion of the event, the organization must submit:
 - Copy of facility rental receipt
 - Completed Post-Training Report
 - <https://app.smartsheet.com/b/form/f43ff56b80394514981af1ecfffa24ba>
 - Documentation of lodging room nights in the form of hotel pick-up reports or participant surveys
 - Copy of applicant organization's W-9 tax form, dated within the last year

- Once the materials listed above have been submitted, VSC staff will review and process a reimbursement check to be mailed to recipient.

- Natural disasters and other incidents that may affect the impact generated by the event will be considered on a case-by-case basis.

- If the program is canceled for any reason, there shall be no grant payment to the Grantee regardless of any expenditures the Grantee has made. Force Majeure may apply.