

**PASCO COUNTY TOURIST DEVELOPMENT COUNCIL**

**April 20, 2016, 9:30 a.m.**

Historic Courthouse

Dade City, FL



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**Tourist Development Council Members**

The Honorable **Kathryn Starkey**  
**Chairman, BCC**

The Honorable **Camille Hernandez**  
Vice–Chair, Mayor, City of Dade City

The Honorable **Chopper Davis**  
City of New Port Richey

**John Heather**  
Saint Leo University

**Gail Cushman**  
Days Inn & Suites

**Toby Caroline**  
Paradise Lakes Resort

**Jack Phethean**  
Little Everglades Ranch

**Pat Ciaccio**  
Saddlebrook Resort

**Piyush Mulji**  
Hampton Inn Dade City / Zephyrhills

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**AGENDA**

1. CALL TO ORDER 9:30 a.m.
2. Invocation, Pledge of Allegiance
3. Roll Call
4. Adoption of Minutes
  - a. TDC Minutes March 16, 2016
5. Public Comment
6. Tourism Manager’s Report TD16-039
7. Board Member Comments
8. Adjournment

Next Meetings:

TDC Meeting – May 18, 2016

West Pasco Government Center, New Port Richey

**PASCO COUNTY TOURIST DEVELOPMENT COUNCIL  
REGULAR MEETING**

**MINUTES**

**MARCH 16, 2016**

**PREPARED IN THE OFFICE OF  
PAULA S. O'NEIL, CLERK & COMPTROLLER**

**THE MINUTES WERE PREPARED  
IN AGENDA ORDER AS  
PUBLISHED AND NOT IN THE  
ORDER THE ITEMS WERE HEARD**

**9:30 A.M.**

**WEST PASCO GOVERNMENT CENTER  
NEW PORT RICHEY, FL**

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**Tourist Development Council Members**

**The Honorable Kathryn Starkey**  
Chairman, Board of County Commissioners

**The Honorable Camille Hernandez**  
Vice-Chairman, Mayor City of Dade City

**The Honorable Chopper Davis**  
Councilman, City of New Port Richey

**Toby Caroline - ABSENT**  
Paradise Lakes Resorts

**Gail Cushman**  
Days Inn and Suites

**Pat Ciaccio**  
Saddlebrook Resort

**Jack Phethean – ABSENT**  
Little Everglades Ranch

**John Heather - ABSENT**  
Saint Leo University

**Piyush Mulji**  
Hampton Inn Dade City / Zephyrhills

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**1. Call to Order – 9:30 a.m. Chairman**

Chairman Starkey called the meeting to order at 9:28 a.m.

## **2. Invocation, Pledge of Allegiance**

Ms. Sandra Bader, Deputy Clerk, gave the Invocation and led the Pledge of Allegiance to the Flag.

## **3. Roll Call**

Ms. Bader called the roll. Ms. Toby Caroline, Mr. Jack Phethean, and Mr. John Heather were absent. Mr. Piyush Mulji arrived to the meeting at 9:31 a.m.

## **4. Adoption of Minutes**

### **a. TDC Minutes – February 17, 2016**

Chairman Starkey requested a motion to approve the minutes.

**Motion to approve** the minutes; motion carried with Mr. Piyush Mulji absent from the vote.

## **5. Public Comment**

None.

## **6. New Business**

### **a. Southern Region Roller Skating Artistic Championships**

Ms. Angela Serini, Southern Region United States Amateur Confederation of Roller Skating, gave a PowerPoint presentation which reviewed the history of the organization. She noted there were nine regions within the United States and they were the southern region. She spoke regarding relocation from Georgia to New Port Richey in 2004, recognition by the U.S. Olympic Committee, the event determining which skaters were qualified to skate in the national championship, chartered clubs that received a 25-page packet with information regarding hotels and other regional information shared on their website and Facebook, the number of events, increased room nights, and that local businesses were used for much of the event's needs. Their mission was to develop, promote, educate, and grow all levels of roller sports and to enable athletes to achieve sustained competitive excellence in gymnastics and International competitions. She provided statistics as followed: 16 chartered competitive artistic clubs in the region, 42 coaches, 38 officials, and 226 skaters with amateur cards. She explained the progression of skating and reviewed the events that would take place. She showed a video of skaters from different categories.

Councilman Davis asked if the national championship was held in the same location each year.

Ms. Serini said every four years a different location was selected by a bid process. She noted their booklet carried the Pasco County logo on the front cover.

Mr. Ed Caum, Tourism Manager, stated that Staff recommended that the TDC consider entering into an ESA funding agreement to the Board of County Commissioners for \$5,000.00 that would be contingent upon utilizing \$1,000.00 for marketing initiatives promoting the event outside of Pasco County and the remaining \$4,000.00 to offset non-monetary awards, site fees, and technical expenses.

**Motion to approve** Staff's recommendation of \$5,000.00 in funding; motion carried.

#### **b. Sunshine Shoot-Out**

Mr. Matt Garry, All Sports Arena, LLC President, noted the event would span two weekends with roller hockey and ball hockey events. He reviewed statistics from the last two events which included 700 room nights. He spoke regarding adding children to the roller hockey event, more family involvement, that marketing would reflect the event's tenth anniversary, "save the date" e-mails, social media, marketing plans and costs, and expanding the market. This year there would be a team competing from San Francisco and teams from Canada. The events brought a lot of business to local restaurants.

Chairman Starkey commented on the Sunwest Logo on the flyer. She suggested that instead of having it on the flyer twice that maybe some other destination logo such as Tree Hoppers be added.

Ms. Elizabeth Blair, Senior Assistant County Attorney, spoke regarding the mention of a gambling boat on the flyer and that it implied that Pasco County ran a gambling casino boat and suggested Pasco County be removed from that portion of the flyer. Discussion followed regarding the use of the Sunwest Park Logo and the need for Mr. Garry to contact the contracted operator of the park. Staff would provide the phone number to Mr. Garry.

Mr. Ed Caum, Tourism Manager, recommended an event sponsorship amount be recommended for approval to the Board of County Commissioners not to exceed \$5,000.00 and to be contingent upon utilizing \$1,000.00 of the amount for marketing initiatives to promote the event outside of Pasco County. The remaining \$4,000.00 could be utilized to cover non-monetary awards, site fees, and technical expenses. Brief discussion followed and it was noted that marketing in Pasco County was not a qualified expense.

**Motion to approve** Staff's recommendation; motion carried.

### **c. Pasco Paddlepalooza 2016**

Ms. Kristin Tonkin, Bayou Business Association, Inc., (BBA) introduced Mr. Richard Melton who was on the BBA Board. She stated the third annual Pasco Paddlepalooza event would take place on April 13 through April 17, 2016. The event brought people to the area, showcased the coastline, and got people involved in paddle boarding, canoeing, and kayaking. She reviewed the marketing plan which included social media, radio, television, and a press release. The purpose of the event was to bring people to Pasco County to see and enjoy the coast, Salt Springs State Park, and the Grey Preserve. The event would include the dragon boat races, kayak races, a scavenger hunt, a children's fishing tournament, a band, and an after party. This year they would also raise money for the U.S. 19/Cotee River bridge beautification project.

The Council members, Ms. Tonkin, and Staff held discussion regarding a new type of application that would help manage events, registrations, and all the necessary criteria; Staff would research the application and the cost; paddle clubs; past pictures of the event; Pasco Waterfest; and marketing the phrase "turn on the waterfront".

Mr. Ed Caum, Tourism Manager, said the event qualified for a sponsorship in the amount of \$1,200.00 but Staff recommended an additional \$1,200.00 be granted for the marketing value that the event created. Staff recommended that the Council recommend to the Board of County Commissioners to enter into an event sponsorship agreement not to exceed \$2,400.00.

Councilman Davis noted there was an error on the dates listed on the front sheet of the paperwork provided to the Council. The correct dates were April 15 to April 17, 2016.

**Motion to approve** Staff's recommendation; motion carried.

The Council members and Staff held discussion regarding event; economic interest; the Port Richey Golf Cart Ordinance; a possible under the bridge path; marketing Pasco County at the Airport; and the new International Economic Committee.

Chairman Starkey thanked Saddlebrook for housing some of the Council Generals and Honorary Council Generals for the second International Exporting Day. Brief discussion followed.

### **7. Tourism Manager's Report**

Mr. Ed Caum, Tourism Manager, reported the Tourism Summit was a success. He said there were 36 people in attendance, some were past participants and some were new participants.

Councilman Davis said he attended and there was a lot of enthusiasm from the attendees.

Ms. Lauren St. Martin, Tourism Marketing Coordinator, reported on social media, the March e-newsletter, Gran Fondo photos, and snap chat and filters. She noted they opened up the special event marketing program application cycle last week. Groups would have close to a month to fill out the new forms.

Councilman Davis noted that Chasco Fiesta contacted him regarding the application timing and their festival dates. Staff said they would call them and work with them.

Ms. St. Martin said the TDC meeting presentation date for the applicants would be on May 18, 2016 in New Port Richey. The applications would be pre-scored again this year. Discussion followed regarding the pre-scoring, waste management, and volunteers.

Ms. St. Martin showed a 15 second and 30 second video to be utilized for marketing efforts. The campaigns with Fox Media would be launching next week. There was also a four minute video which would be on all of the websites.

Mr. Caum said the videos were locked and ready for production, and could not be changed. Staff did want to add words to note the different areas on the four minute video.

Chairman Starkey noted there were no pictures of anyone fishing. Discussion followed regarding using the base of the video later on to create new videos that would include fishing, Sunwest Park, Tree Hoppers, any other areas that could be highlighted, the money utilized for the marketing video, and where the video would be utilized and shown.

Mayor Hernandez stated that Dade City recently did a video as well. The clips could be shown with the County clips.

Mr. Mulji suggested the videos be combined and taken on the Germany trip. Additional suggestions included running the clips in the lobby near the information desk, at the airport, on the flights, and having the video or media kits available on thumb drives for quick distribution.

Chairman Starkey said she wanted thumb drives and gift packages for the Germany trip. Staff said they would have items boxed up and ready to go.

Ms. St. Martin explained where to find the application on the website. She said the Board of County Commissioners approved the new room night grid. She noted the application process was streamlined with separate links for the parts of an event.

Mr. Caum noted that a check list was requested by the Committee. He stated the check list would ensure that all steps were completed and had no missing items. He said that it was explained to event coordinators that the post event reports could be used for the following year's application.

### **Old Business**

- Dick's Tournament of Champions New Agreement Update

Mr. Ed Caum, Tourism Manager, explained that a new agreement was received from Dick's Tournament of Champions representatives. He noted a meeting would be held with the Parks and Recreation Division to review the agreement. He felt the agreement could be completed and signed by the Board of County Commissioners by the next TDC meeting.

- Cycling Update

Ms. Lauren St. Martin, Tourism Marketing Coordinator, spoke regarding the Coast to Coast Connector, a branding webinar to be held on March 24, 2016, and that final branding would be issued in May.

The Committee and Staff held discussion regarding various public meetings regarding the Sumter Gap; the San Antonio Hills cycling presentation at the last TDC meeting; the process improvements followed by Staff; trail based facilities; suggested routes; funding opportunities for trails; being pro-active and working on a regional level; bicycle trails and sidewalk expansions; a bicycling Charrette for the St. Leo and San Antonio areas; funding set aside for a bicycle/pedestrian overpass on U.S. Highway 19; an incentive package for a large company with pilots who would utilize bicycle paths during their stays in Pasco County; a cohesive working system; and orange bicycles throughout the County.

### **New Business**

- Event Sponsorship Agreements Report

Mr. Ed Caum, Tourism Manager, reviewed the events and the funds encumbered.

The Committee and Staff held discussion regarding the Reserves budget account and the process followed for removing funds from Reserves.

## **Past/Upcoming Events**

Mr. Ed Caum, Tourism Manager, spoke regarding the events, efforts made by Staff to assist each event with their marketing, a radio pitch done with Marvelous Marvin at Water Fest 2016, Music Fest, the number of participants for Dances with Dirt, the Crab and Shrimp Festival at Sun West Park, Savage Race, Gran Fondo and PD 50 were in the marketing phase, and satisfied hoteliers. He noted the Fair Association believed that attendance records were broken.

Ms. Elizabeth Blair, Senior Assistant County Attorney, spoke regarding a request to use the Visit Pasco logo on a bottle of wine that would be given as an award for the Bare Dare event. She asked if the Committee wanted to pay for the entire award which was the bottle of wine with a specialty label or just the specialty label. She noted there was no legal reason they could not purchase alcohol; however, the request was the first of its kind. The policy direction of the Committee was to purchase the entire award.

## **8. Board Member Comments**

Chairman Starkey spoke regarding the need for a bicycle Charrette and asked for a review of the tentative itinerary for dignitaries scheduled to visit Pasco County on May 5, 2016.

Mr. Ed Caum, Tourism Manager, reviewed the tentative itinerary which included a welcoming brief from the PEDC, activities at Treehoppers, the local provision house where the legislative delegation members would meet the General Councils, tours of local industry facilities, a sunset cruise on a pontoon from Island Paradise Charters, and dinner at Dulcet in New Port Richey. The visit would include economic development and tourism amenities. He spoke regarding who would attend the trip to Germany and what expenses would be covered by TDC funds. He stated no funds were used for medical tourism and there would be a Staff presentation to the Board of County Commissioners on March 29, 2016.

The Committee and Staff held discussion regarding the appropriate dress for those who wished to join the dinner at Dulcet was casual; whose dinners would be covered by TDC funds; the General Councils that were invited; a potential quarterly international welcome meeting to build Pasco County's international community; a partnership with Hillsborough County's Economic Development Department; approved funding for medical tourism; a school district or St. Leo University representative that may travel to Germany; representatives from Costa Rica who wanted to set up a medical tourism relationship with Pasco County; various opportunities to attract Brazilian tourists; the level of hospitality shown at the Holiday Inn Express; airport partnerships; an expansion as it related to the airport transportation centers; an RFP for the Wiregrass area which was reviewed by Staff and should be released in two to three weeks; Saddlebrook was

working with medical tourism representatives and they were waiting for a site inspection; and a medical tourism presentation done at an Advisory Council meeting for Visit Tampa Bay.

Mr. Caum and Chairman Starkey were scheduled to meet with Brazil Council representatives to create a Portuguese advertising campaign for Brazil which would attract tourists to Pasco County.

## **9. Adjournment**

The meeting adjourned at 11:27 a.m.

TOURIST DEVELOPMENT COUNCIL  
REGULAR MEETING  
MARCH 16, 2016

(SEAL)

*Office of Paula S. O'Neil, Clerk & Comptroller*

Prepared by: \_\_\_\_\_  
Tammy Glisson, Records Clerk I  
Sandra Bader, Records Clerk II  
Board Records Division



## Pasco County Office of Tourism Development Tourism Manager's Report

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**TO:** Tourist Development Council

**DATE:** 4/14/2016 **FILE:** TD16-039

**FROM:** Tourism Manager

**SUBJECT:** Update on Tourism Activities

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The following is a summary of major activities for the period of March 17, 2016 – April 20, 2016.

### Conference Attendance and Special Engagements

- NASC - Ed Caum April 4-8
- Travel to Germany – Michel Baker and Kathryn Starkey April 12- 17

### Website, Social Media and Marketing Update – Lauren St. Martin

- Pasco County Tourism on Facebook 9,102 Fans
- April E-Newsletter
- Special Event Marketing Program Update

### Old Business

- Dick's Post Event Report
- Cycling Update
- Airport Presentation (Email sent to TDC members on March 22, 2016)

### New Business

- Airbnb Occupancy Tax Collection Program – Kathryn Starkey (Please see attachment)
- Treasure's Report (Please see attachment)

### Past/Upcoming Events

- Crab & Shrimp Festival March 18-19
- Savage Race March 19 – 20
- Model Train Show March 19
- Gran Fondo March 26
- PBA 50 April 16-19
- Chasco Fiesta April 1-9
- Pasco Paddlepalooza April 15-17
- PBA 50 April 16-19

# TOURISM MARKETING TODAY

The Official Newsletter of the Florida Association of Destination Marketing Organizations

December 2015

## Rep. Gaetz Proposes Changes to Tourist Development Tax

by Mat Forrest, FADMO Government Affairs

The House Finance and Tax Committee met on Nov. 12 and as part of its agenda discussed a proposal from the chairman, Rep. Matt Gaetz (R-Shalimar), to make revisions to the Tourist Development Tax statutes.

The discussion lasted about 45 minutes, during which Rep. Gaetz explained his opinion, summarized here:

- There should be a dedicated funding source for VISIT FLORIDA.
- Many counties currently operate in some gray areas of the law in regard to what they fund with TDTs.
- More flexibility could be given to the counties.
- The emphasis for the funds should remain on marketing, and VISIT FLORIDA is an excellent organization for doing this.

Chairman Gaetz indicated that the Nov. 12 meeting was just the start of the discussion, and no votes were taken. He indicated that he is open to working on the proposal with any member of the Finance and Tax Committee and that this committee would

likely also work with other House committees on the issue. A proposal could eventually come forward as a proposed committee bill or as part of an omnibus tax bill.

At this point I think it is important to state that while I know we disagree with many of the proposed changes (see next page), the entire discussion was on the value and importance of tourism to Florida. It was stated many times by the members and by Chairman Gaetz that tourism, and the tourism industry, is thriving in Florida. We can disagree with specific changes, but the entire discussion was on how to continue to protect and grow the tourism industry.

Many members of the committee expressed support or opposition to some of the suggested changes, but it was clear from my perspective that, of those who spoke, no one completely supported the entire draft. Comments from the public were not taken at the meeting. At the end of the meeting, one committee member did ask for impromptu

*TDT PROPOSAL continues on pg. 2*

## Airbnb Launches Occupancy Tax Collection Program

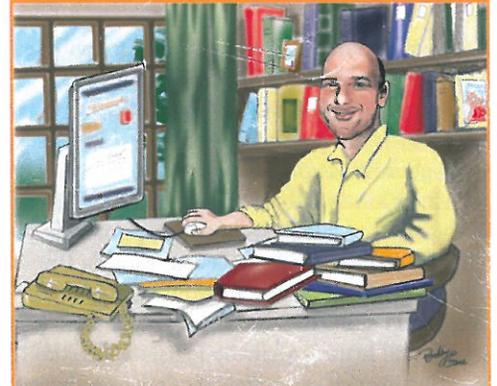
Airbnb is launching an occupancy tax collection and remittance program, effective Dec. 1. This program is designed to make collecting and remitting taxes easier for Airbnb hosts.

The type of tax and the amounts collected will vary by county. Specific information is available at [Airbnb.com](http://Airbnb.com) in the Help Center. Click on Taxes, and then Local Tax to view the article "In what areas is Occupancy Tax Collection and Remittance by Airbnb available?"

In an announcement about the program sent to Airbnb hosts in Pinellas and St. Johns counties, the company reminded hosts that they are responsible for assessing all tax obligations that are not collected by Airbnb.

With this new tax collection program, Airbnb is demonstrating its commitment to being a strong partner for tourism in Florida. It is a good step in the right direction.

## EXECUTIVE DIRECTOR'S REPORT



### Airbnb's Promise

by Robert Skroh, CPA

"The Airbnb Community Compact" is Airbnb's public declaration of its commitment to "treat every city personally and help ensure our community pays its fair share of hotel and tourist taxes."

This is a great step forward and reminds me of the connection that owner-operated hotels have with their communities. In an industry dominated by investor groups running properties by the numbers, it is refreshing to see a company make a public statement in support of the communities that contribute to its success.

There's an interesting statistic in the report: "35 percent of the people who travel on Airbnb say they would not have traveled or stayed as long but for Airbnb." If this is true, Airbnb can become a significant demand generator for your community.

The compact is posted here: [bit.ly/AirbnbPolicy](http://bit.ly/AirbnbPolicy). At FADMO, we'll continue to work with local tax collectors, the Florida Department of Revenue and Airbnb to ensure that Airbnb and its hosts live up to the commitments outlined within the Airbnb compact.

## Tourism Quarterly Expenditure Report

		Fund Balance		Quarters										
		Adopted Budget	FY16	Oct-Dec	Jan-Mar	Apr-Jun	Jul-Sept	Total			2nd Quarter	3rd Quarter	Final Quarter	
				1st	2nd	3rd	4th	Revenue						
Fund Balance	B113	380200	12,158,396.00											
Interest Investments	(361-100,200,250,300), 369900	361100	19,000.00		-	-	-	-						
Tourist Dev. Tax	B113	100%	312120	874,000.00		-	-	-						
				<b>Total Spent</b>		<b>Total Remaining</b>								
<b>Totals</b>		<b>13,051,396.00</b>		<b>196,697.20</b>	<b>189,478.21</b>	<b>0.00</b>	<b>0.00</b>	<b>386,175.41</b>	<b>12,665,220.59</b>					
										<b>Fill out this section</b>				
		<b>Budgeted Revenue</b>		<b>YTD Revenue</b>										
<b>Administration</b>	<b>115200</b>	<b>26%</b>	<b>\$ 227,240</b>	<b>\$ -</b>										
11200	REGULAR SALARIES AND WAGES		131,196	31153.01	33358.53			64,511.54	66,684					
11290	EMPLOYEE BUY BACK		-	1512.65				1,512.65	(1,513)					
11400	Overtime							0.00	-					
12100	FICA		10,037	2493.03	2545.15			5,038.18	4,999					
12200	RETIREMENT		9,616	2261.68	2421.82			4,683.50	4,933					
12300	GROUP INSURANCE- SEE 91505			3.60	49.23			52.83	(53)					
34100	COMMUNICATIONS		996	0.00				0.00	996					
34403	RENTAL - COUNTY EQUIPMENT							0.00	-					
34500	INSURANCE & BONDS - COUNT		4,618	0.00				0.00	4,618					
55104	DUPLICATING EXPENSES		500	0.00				0.00	500					
55106	UNCAPITALIZED EQUIPMENT							0.00	-					
55107	DATA PROCESS SUP-SOFTWARE		600	0.00				0.00	600					
88310	INDIRECT COST - BCC		29,132	0.00	14565.98			14,565.98	14,566					
91505	HEALTH SELF INSURAN		26,100	0.00	4190.56			4,190.56	21,909					
99902	RESERVE - CONTINGENCIES			0.00				0.00	-					
<b>Total</b>		<b>212,795</b>		<b>37423.97</b>	<b>57131.27</b>	<b>0.00</b>	<b>0.00</b>	<b>94,555.24</b>						
		<b>Promotion</b>		<b>115300</b>		<b>46%</b>		<b>\$ 402,040</b>		<b>\$ -</b>				
11200	REGULAR SALARIES AND WAGES		51,500	12,269	1,981			14,250	37,250					
12100	FICA		3,940	933	240			1,172	2,768					
12200	RETIREMENT		3,775	891	209			1,100	2,675					
12300	GROUP INSURANCE			1	8			9	(9)					
33400	OTHER CONTRACTED SERVICES		64,749	8,196	7,139			15,335	49,414					
34000	TRAVEL AND PER DIEM		14,068	716	1,684			2,400	11,668					
34100	COMMUNICATIONS		996	2	239.00			241	755					
34400	Rentals & Leases		5,000	664	967.98			1,632	3,368					
34403	RENTAL - COUNTY EQUIPMENT		6,272	0				-	6,272					
34700	PRINTING-BINDING-REPRODU		3,600	0	3,663			3,663	(63)					
34800	PROMOTIONAL ACTIVITIES		26,334	3,259	3,474			6,733	19,601					
34920	ADVERTISING		119,958	41,534	44,538			86,072	33,886					
34951	EDUCATION AND TRAINING		11,700	98	975			1,073	10,627					
55100	OFFICE SUPPLIES		600	7	-			7	593					
55106	UNCAPITALIZED EQUIPMENT		1,000	0	-			-	1,000					
55200	OPERATING SUPPLIES		1,000	168	295			463	537					
55201	GAS OIL AND LUBRICANTS		2,000	0	131			131	1,869					
55401	MEMBERSHIPS		4,490	3,369	3,295			6,664	(2,174)					
88200	AIDS TO PRIVATE ORGANZTON		80,000		28,280			28,280	51,720					
88201	EVENT SPONSORSHIPS		196,000	87,166	35,229			122,395	73,605					
91505	HEALTH SELF INSURAN		8,700											
99902	RESERVE - CONTINGENCIES			0				-	-					
<b>Total</b>		<b>605,682</b>		<b>159,273</b>	<b>132,347</b>	<b>-</b>	<b>-</b>	<b>291,620</b>						
		<b>Destination Promotion</b>		<b>115600</b>		<b>15%</b>		<b>\$ 131,100</b>		<b>\$ -</b>				
33400	OTHER CONTRACTED SERVICES										10500			
99902	RESERVE - CONTINGENCIES										0			
<b>Total</b>				<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>10500</b>	<b>0</b>		
		<b>Reserves</b>		<b>816100</b>		<b>1%</b>		<b>\$ 8,740</b>		<b>\$ -</b>				
99914	RESERVE - RESTRICTED										0			
<b>Total</b>				<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>0</b>			
		<b>Construction</b>		<b>115400</b>		<b>12%</b>		<b>\$ 104,880</b>		<b>\$ -</b>				
33400	Other Contracted Services										0			
66300	IMPROV OTHER THAN BLDGS													
<b>Total</b>				<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>0</b>			