



PERFECT GAME OVERVIEW

AN ASSESSMENT OF PERFECT GAME BASEBALL IN WEST KENDALL.

SPORTS FACILITIES ADVISORY

The Sports Facilities Companies are the leading youth sports venue development and management company in the U.S. Founded in 2003, with over 3,000 projects and 30 Million+ visits annually, we are trusted advisors to state, local, and national government agencies and the only strategic partner to the International City Managers Association.

An assessment of Perfect Game Baseball was initiated on behalf of the designated site and completed for West Kendall and the surrounding Miami Dade County marketplace.

The result of the assessment is that PG has an extraordinary track record and is one of youth sports tourism's most significant operators. SFA was able to verify that Perfect Game's historical event forecasts and inventory projections are consistently accurate and are bolstered by recent acquisitions.

Perfect Game is highly qualified to meet and exceed non-local visitation forecasts and will generate significant direct spending within the marketplace.

In summary, SFA's analysis has confirmed that direct spending estimates for West Kendall and the surrounding marketplace (based on a 12-field complex) will range from \$56 million dollars (based on an estimated ADE of \$160.00) in year one to more than \$66.9 million dollars in year five, with more than \$314 million dollars in direct spending forecasted over the first 5 years.

This does not account for the additional ancillary development that is anticipated to be generated in the retail, entertainment and lodging sectors.

As a result, SF Companies are pleased to introduce the Perfect Game brand to West Kendall in Miami Dade County.

SF COMPANIES

PERFECT GAME REPRESENTS THE PINNACLE OF THE EXPLOSIVE GROWTH IN YOUTH SPORTS.

INDUSTRY OVERVIEW

AND GENERATED MORE THAN

HOTEL ROOM NIGHTS

SPORTS FACILITIES COMPANIES YOUTH SPORTS CONTINUES TO BE A RELIABLE, RECESSION RESISTANT DRIVER OF

TRAFFIC. THE YOUTH AND AMATEUR SPORTS TOURISM INDUSTRY

*SOURCE: SPORTS ETA, LONGWOODS INTERNATIONAL, US TRAVEL ASSOCIATION, TOURISM ECONOMICS

AND IS FORECASTED TO GROW BY 5-7% PER YEAR ANNUALLY.





SPORTS FACILITIES ADVISORY WAS FOUNDED IN 2003

SPORTS FACILITIES COMPANIES

····· OUR MISSION ·····

IMPROVE THE

HEALTH & ECONOMIC VITALITY OF THE COMMUNITIES

WE SERVE

\$15 Billion
IN PLANNED & FUNDED FACILITIES

3000 COMMUNITIES SERVED

30 Million

- Institutional Grade Financial Forecasting
 - Economic Impact Projections
 - Strategic Program Planning
 - Project Finance Support Services
 - Outsourced Management
 - National Network of Venues
- Operational Efficiency and Effectiveness

ICMA



SFNETWORK

THE SINGLE LARGEST SPORTS TOURISM NETWORK

LEADING THE INDUSTRY SINCE 2003



PLANNING

- Market Opportunity
- Feasibility
- Facility Program Plans
- Site Selection
- Institutional-Grade
 Financial Modeling



FINANCE SUPPORT

- Partnership Prospecting
 & Development
- Negotiations
- Funding Strategy
- Development Partners
- P3 Development
- Project Management



DEVELOPMENT

- Owner's Representation
- FFE/OSE Procurement
- Venue Planning
- Operational Readiness
- Vendor Negotiations
- Sport Comfort & Compliance



OPENING

- Turn-Key Management
- · Daily Operations
- Brand Development & Marketing Strategies
- Strategic Partnerships
- Event Booking & Sales
- Legal & Risk
 Management



SFNETWORK

- Largest Sports Tourism Network in the US
- National Marketing
- Event Booking Platform
- Industry Expertise & Analytics
- Vendors & Partners

ADVISORY

DEVELOPMENT

MANAGEMENT



Sports Facilities Companies Mobile Device Data

Regional & National Audience Visitation to the SF Network







Performance Report: Rocky Top Sports World

- Year Opened: 2014
- Ownership: City of Gatlinburg/Sevier County
- Development Cost: \$23 million
- Facility Type: Indoor Courts/Events and Outdoor Fields
- Publicly Funded*
 - * Includes both development costs and operational subsidy

- Total Economic Impact: \$172.1 million
- Economic Impact (2021): \$54 million+
- **Room Nights (2021):** 73,489
- Hotels: Goal was to fill existing hotel rooms. Additionally, two new limited service hotels have been developed and opened since facility opened its doors.









- Year Opened: 2020
- Ownership: Cedar Fair
- Development Cost: \$42 million
- Facility Type: Indoor Courts/Events
- Publicly Funded*

* Includes both development costs and operational subsidy

- Projected Economic Impact: \$16 million
- Economic Impact (2021): 22.1 million
- Projected Room Nights (2021): 20,570
- Hotels: This venue produces overnight hotel bookings throughout the Sandusky Regional marketplace.

* Facility Opened January 11th, 2020





Performance Report: Bluhawk Development

- Opening Target: Fall 2023
- Ownership: Price Brothers
- Development Cost: \$125.4 million
- Facility Type: Indoor Ice/Courts/Events
- Publicly Funded*
 - * Includes Kansas Star Bond subsidy through City of Overland Park

- Projected Economic Impact: \$22.3 million
- Economic Impact (2023): N/A*
- Projected Room Nights: 50,000
- Hotels: This venue will see 816,000 visits and produce significant overnight hotel stays throughout the Kansas City marketplace.

 * Facility To Open Summer, 2023







DEVELOPER OVERVIEW

LUIS BERMUDEZ GILU DEVELOPMENT & HOLDINGS.

Luis Bermudez, CEO of Gilu Development & Holdings specializes in the acquisition, development, and construction of commercial and residential property. Mr. Bermudez approaches property development with an entrepreneurial and industrious mindset. Mr. Bermudez has excelled in his field by combining a conservative and methodical approach to project underwriting coupled with 21 years of experience and effective project execution.

Mr. Bermudez's dexterous business strategy of developing, operating and owning both commercial and residential properties has yielded \$259 million in total project value and one million square feet of construction.

Mr. Bermudez's geographic footprint encompasses development projects on the east and west coast Florida with projects in Hollywood Ft. Myers and Miami.

Mr. Bermudez's east coast project portfolio include: Urbanea Residences, a fully amenitized fourteen story luxury multifamily project consisting of 100 units in prestigious Coral Gables just steps away from the Miracle Mile's historic entertainment and dining district. Pelican Grove, a newly built for rent luxury townhome project located in the heart of Coconut Grove.

Mr. Bermudez follows strong moral and business ideals, which was evident throughout the 2007 economic crisis. Mr. Bermudez successfully completed all of the projects in his development pipeline while preserving relationships with premier lending institutions such as Fifth Third Bancorp, Market Street Bank, and TD Bank.











WITH MORE THAN

1.5: MILLION FANS THROUGH
THE TURNSTILE EACH YEAR,
PERFECT GAME IS BASEBALL'S
PREEMINENT SCOUTING
ORGANIZATION

1.5
MILLION

PLAYERS ACROSS THE COUNTRY
PARTICIPATE IN MORE THAN

10,841 **EVENTS**

TOURNAMENTS AND SHOWCASES

157,321 **GAMES**

ARE HOSTED BY MORE THAN

42 STATES

SPORTS FACILITIES COMPANIES



BEGINNING IN JANUARY EVERY YEAR, PERFECT GAME KICKS OFF A SEASON THAT ENCOMPASSES 10,841 EVENTS FOR MORE THAN 1.5 MILLION PLAYERS AND 7.6 MILLION FANS IN 42 STATES ACROSS THE COUNTRY.



MANNY MACHADO

CODY BELLINGER FRANCISCO

CHRISTIAN

YELICH

2,152 310K+ 15,03
MLB PLAYERS COLLEGE COMMITS PLAYERS DRAFT

PERFECT GAME PERFECT GAME WAS FOUNDED IN 1995 BY FORMER SCOUT AND COLLEGE OPPORTUNITY TO ACHIEVE THEIR DREAMS AND TO GIVE SCOUTS AND GAME IS THE WORLD'S LARGEST AND MOST COMPREHENSIVE SHOWCASE. TOURNAMENT, AND SCOUTING REPORT SERVICE IN THE COUNTRY.

SPORTS FACILITIES COMPANIES



2009 23 EVENTS **1,300 TEAMS**

29 EVENTS 1,700 TEAMS

EVENTS

2,300 TEAMS

EVENTS TEAMS

EVENTS TEAMS

EVENTS TEAMS

EVENTS 12,500 TEAMS

EVENTS 14,600 TEAMS

EVENTS 00 TEAMS **TODAY**

10,841 EVENTS 32,197 TEAMS

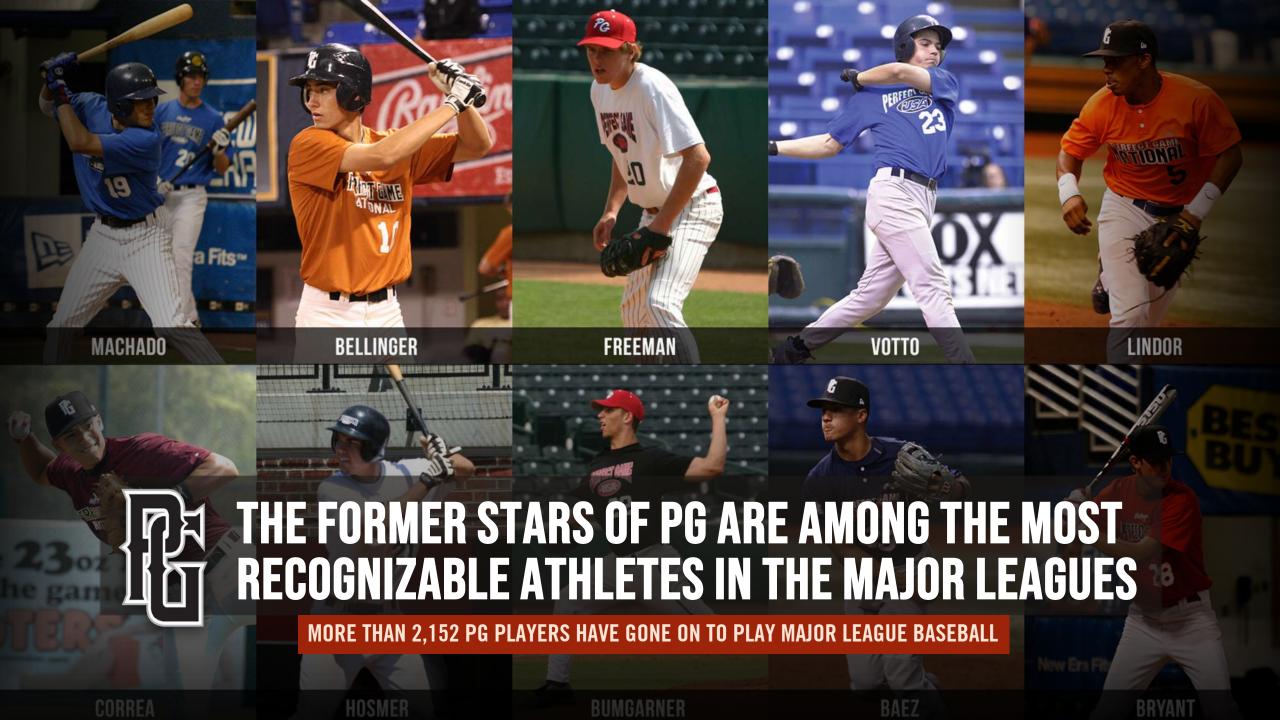














337 ALL STARS 142 AL & 195 NL

SILVER SLUGGER WINNERS 27 AL & 60 NL

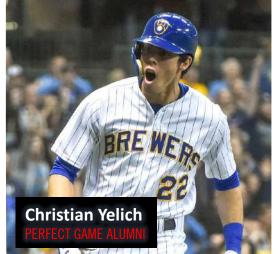
GOLDEN GLOVE WINNERS
39 AL & 46 NL

PLAYERS CHOICE AWARD WINNERS

ROOKIE OF THE YEAR AWARD WINNERS 5 AL & 8 NL

LEAGUE MVP AWARD WINNERS 4 AL & 7 NL CY YOUNG AWARD WINNERS 5 AL & 3 NL







PERFECT GAME IN THE MAJOR LEAGUES

FEATURING SOME OF THE GAME'S MOST RECOGNIZABLE ATHLETES

COLLEGE AND PROFESSIONAL ORGANIZATIONS







The former stars of Perfect Game are among the most recognizable athletes in the Major Leagues. To date, there are more than 2,152 MLB players that have played in a Perfect Game event, 310,000 College Commits and 15,033 players drafted.

Here are some of the awards/recognition that have been earned by PG Alumni while playing in the big leagues:

- 337 All Stars (142 AL & 195NL)
- 87 Silver Slugger Awards
- 85 Golden Glove Winners
- 49 Players Choice Award Winners
- 13 Rookie of the Year Award Winners
- 11 League MVP Award Winners
- 8 Cy Young Award Winners















A NATIONAL SCOUTING PLATFORM

DELIVERING THE GAME'S BEST YOUNG TALENT TO COLLEGE COACHES AND MLB SCOUTS

COLLEGE AND PROFESSIONAL ORGANIZATIONS







To date, more than 2,152 players that have played in a Perfect Game event have also played in Major League Baseball. Since 2003, 14,466 Perfect Game alumni have been selected in the MLB First-Year Amateur Player Draft.

In the 2021 Draft, for example, more than 95 percent of all players selected had played in Perfect Game events, and every player selected on the Draft's first day had previously attended Perfect Game events.

And in the 2021 College World Series, every player on the rosters of national champion Mississippi State and runner-up Vanderbilt had played in a Perfect Game event.















····· PG ARE A ······

NEXT LEVEL DIGITAL **PLATFORM**

LIVE STREAMING 78,775 HOURS OF LIVE VIDEO

CONTENT IN 2023

2.8 Million

SESSIONS PER MONTH

35 Million

USER SESSIONS IN 2023

425 Million

PAGE VIEWS IN 2023

7:19 SECONDS







904 MILLION SOCIAL IMPRESSIONS



- 843 FIELDS
- 35 PERMANENT
- 68 SEMI-PERMANENT
- 740 REMOTE

FEATURED ON







A PREMIUM DEMOGRAPHIC

AN AFFLUENT AND EDUCATED AUDIENCE WITH STRONG BRAND LOYALTY



A01
American
Royalty
5.84%



A03
Kids and
Cabernet
8.36%



A04
Picture
Perfect
Families

Affluent, educated with money to spend and the desire to buy, Perfect Game's audience represents a coveted mix of lifestyle segments at the top of the socio-economic ladder.

With high disposable incomes and the willingness to travel to youth baseball events, PG's audience reflects an elite group of players, coaches, scouts and fans, that now represent a balanced mix of both boys' baseball and girls' softball tournaments, showcases and other special events on a year-round basis.

Key PG Demographics:

- Male/Female 58/42
- Median HHI \$100k
- Participant Ages 8-18
- 70% of Fans between 23-54

SPORTS FACILITIES COMPANIES

















PERFECT GAME COMMUNITY IMPACT

CREATING OPPORTUNITY AND PROVIDING ACCESS TO THE GAME

PLATFORM COMMUNITY OUTREACH

PROGRAMS

- PG
- MLB
- SFM ACCESS

Perfect Game will provide access to the game of baseball and softball and amplify every level of the game. Perfect Game will host a number of camps, clinics and experiences that will help develop the game's future stars and provide access to sport for the underserved.

Perfect game's relationships with MLB scouts and college coaches will open new doors to the community in a variety of ways, through tournaments, showcases, clinics camps and other special events led by PG.

Perfect Game will become a catalyst for sustainable economic growth that will include direct spending from outside the market as well as ancillary development in hotel, restaurant and ancillary retail and commercial development.















YOUTH DEVELOPMENT PROGRAMS

PROVIDING ACCESS TO SPORTS THROUGH COMMUNITY OUTREACH

LOCATION LOCAL COMMUNITY

PROGRAM EXAMPLES

- ASPEN INSTITITE PROJECT PLAY
- SFM ACCESS PROGRAM

The PG Tournament and Events Complex will become a local and regional asset that will provide a sense of place and quality of life for the local community and an opportunity for young athletes and families to actively participate in organized sports and fitness programs.

Project Play is a public policy initiative by leading organizations to grow national sports participation Rates, making sports more accessible to all kids, regardless of zip code or ability.

SFM Access Program partners with local and regional businesses to provide new opportunities for youth and the disabled to enjoy sport by creating low or no cost program options for underserved children.









NBC SPORTS

















JOHNS HOPKINS

































RETAIL & COMMERCIAL DEVELOPMENT

ANCILLARY DEVELOPMENT DRIVEN BY PERFECT GAME SPENDING

PLATFORM DEVELOPMENT

LOCATION
ANCILLARY PARCELS

It's a fact. Ninety percent of the money in youth travel sports is spent outside of the walls of the venue. Restaurants, hotels and retail are the natural recipients of the incremental spend when it comes to tournament weekends.

As a reliable, recession-resistant driver of traffic PG will help spur non-local visitation to the complex and drive immediate direct spending to the local marketplace on an annual basis as a part of the "tourney-cation" weekends for both the indoor and outdoor sports assets at the complex.

Consumer analytics confirms that the PG tourism audience represents some of the wealthiest lifestyle segments in America today with strong buying power.

Retail development helps to elevate the PG customer experience and drive retention for the venue which will anchor long term economic impact.











A. AMPLIFY THE GAME AT EVERY LEVEL

PG WILL AMPLIFY BASEBALL/SOFTBALL AT EVERY LEVEL OF THE GAME, FROM COLLEGES TO LOCAL MIDDLE + HIGH SCHOOLS AND RECREATION LEAGUES.

B. INTRODUCE MLB + NCAA OPPORTUNITIES

PERFECT GAME'S RELATIONSHIPS WITH MLB SCOUTS AND COLLEGE COACHES WILL OPEN NEW DOORS TO THE COMMUNITY AT TOURNAMENTS SHOWCASES, CLINICS & CAMPS AND OTHER SPECIAL EVENTS.

C. DRIVE DIRECT SPENDING TO THE MARKETPLACE

PERFECT GAME WILL CREATE A NEW ECONOMY ANCHORED BY NON-LOCAL VISITATION, WHICH WILL IN TURN WILL DRIVE SIGNIFICANT DIRECT SPENDING AND OVERNIGHT HOTEL STAYS TO THE MARKETPLACE.



D. 150-200+ COMMUNITY DAYS AT NEW FACILITY

PERFECT GAME WILL HOST 150-200 COMMUNITY DAYS A YEAR IN THE NEW STATE-OF-THE ART BASEBALL AND SOFTBALL SPORTS COMPLEX.

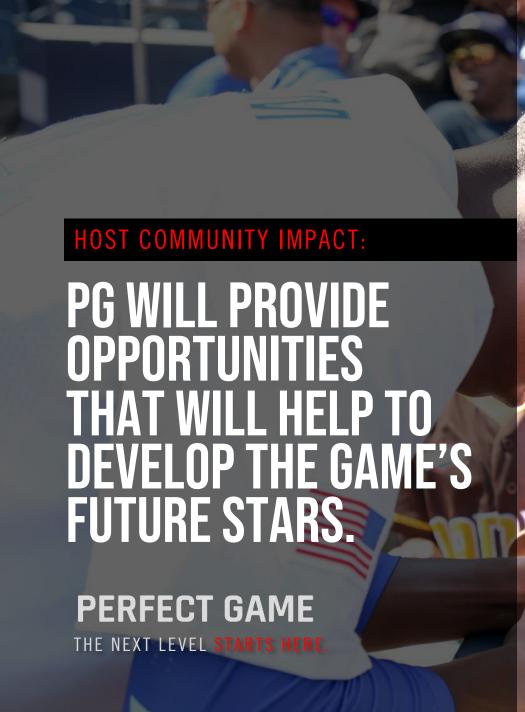
E. PROVIDE DESTINATION MARKETING+MEDIA REACH

PERFECT GAME'S MASSIVE MEDIA AND SOCIAL PLATFORMS WILL EXTEND THE REACH OF EXISTING SPORTS AND DESTINATION MARKETING EFFORTS, PROVIDING VALUABLE EXPOSURE FOR THE HOST COMMUNITY.

F. CATALYTIC GROWTH + ANCILLARY DEVELOPMENT

PERFECT GAME WILL BECOME A CATALYST FOR SUSTAINABLE ECONOMIC GROWTH THAT WILL INCLUDE FUTURE HOTEL, RESTAURANT AND ANCILLARY RETAIL DEVELOPMENT FOR THE HOST COMMUNITY.

















AN 12-FIELD FLAGSHIP COMPLEX FOR PG BASEBALL

PROJECTED ECONOMIC IMPACT:

\$59.8 Million

ESTIMATED DEVELOPMENT COSTS

66.87 ACRES

624 Thousand

PROJECTED ANNUAL VISITS



\$659 MILLION



5-YEAR CUMULATIVE NEW DIRECT SPENDING 10-YEAR CUMULATIVE

20-YEAR CUMULATIVE NEW DIRECT SPENDING

FACILITY PROGRAM:

- 12 SYNTHETIC TURF FIELDS (390' FIELDS)
- MAINTENANCE 5,400 SF
- QUAD BUILDINGS 1,800 SF
- ENTRY/MAIN WALKWAY 6,000 SF
- 1 TICKET OFFICE 400 SF
- CORPORATE OFFICES 600 SF
- CONFERENCE ROOM 400 SF
- 1,200 PARKING SPOTS 480,000 SF

\$66.9 Million⁺
IN DIRECT SPENDING ANNUALLY

FOR THE HOST COMMUNITY

418,708 + NON-LOCAL DAYS IN MARKET

86,366+

ANNUAL ROOM NIGHTS

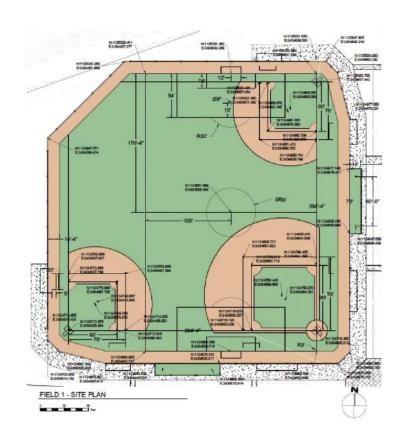


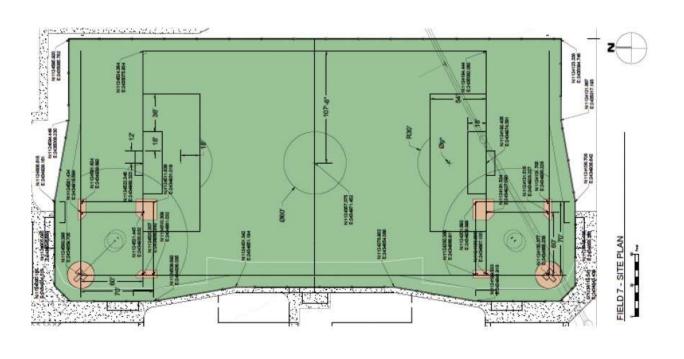




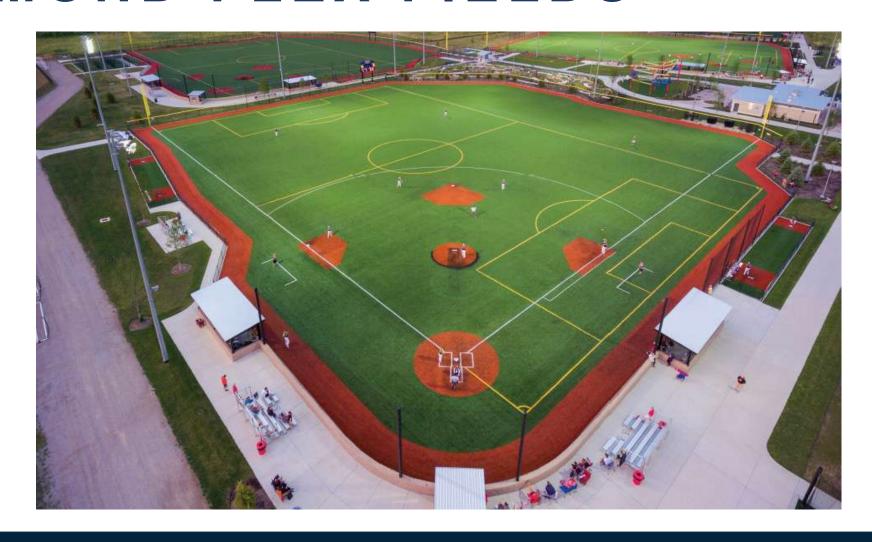


SYNTHETIC TURF FLEX FIELDS

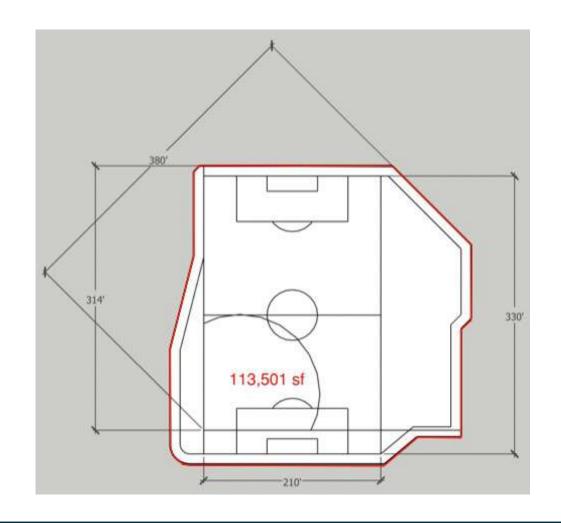


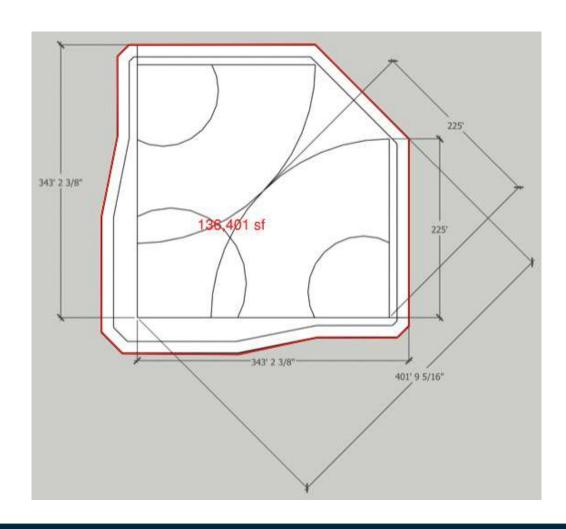


DIAMOND FLEX FIELDS



DIAMOND FLEX FIELDS







ESTIMATED DEVELOPMENT COSTS: 12-FIELD BASEBALL COMPLEX (12 X 400' FIELDS)

THIS PROJECT HAS BEEN FULLY VETTED AND RESEARCHED BY SFA

\$25.9 MILLION

HARD SITE COST ESTIMATION

\$28.7 MILLION

SYNTHETIC TURF FIELD COST

\$2.07 MILLION FF&E + SOFT COST ESTIMATE

\$59.8 MILLION

TOTAL DEVELOPMENT COST





ANNUAL ECONOMIC IMPACT SUMMARY: VISITATION, ROOM NIGHTS & SPENDING (YEAR FIVE)

THIS PROJECT HAS BEEN FULLY VETTED AND RESEARCHED BY SFA

418,708 NON-LOCAL VISITORS

NON-LOCAL VISITATION TO THE MARKET

86,366 ROOM NIGHTS PROJECTED ROOM NIGHTS ANNUALLY **\$66.9** MILLION **75** EVENTS

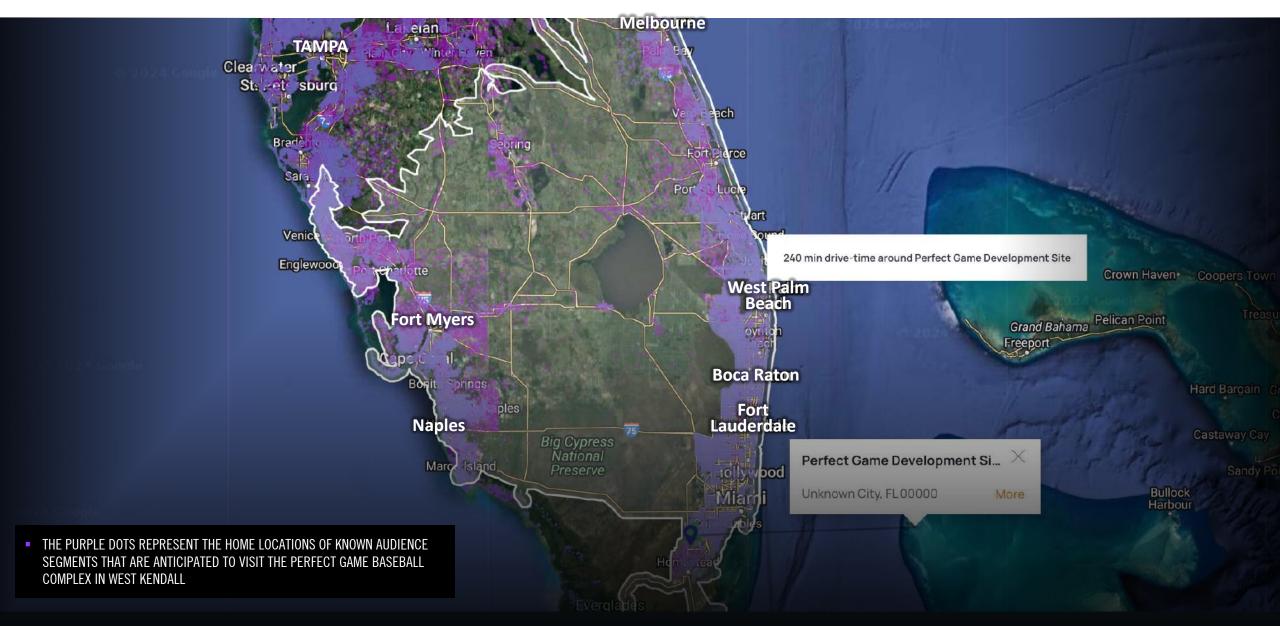
IN ANNUAL DIRECT SPENDING

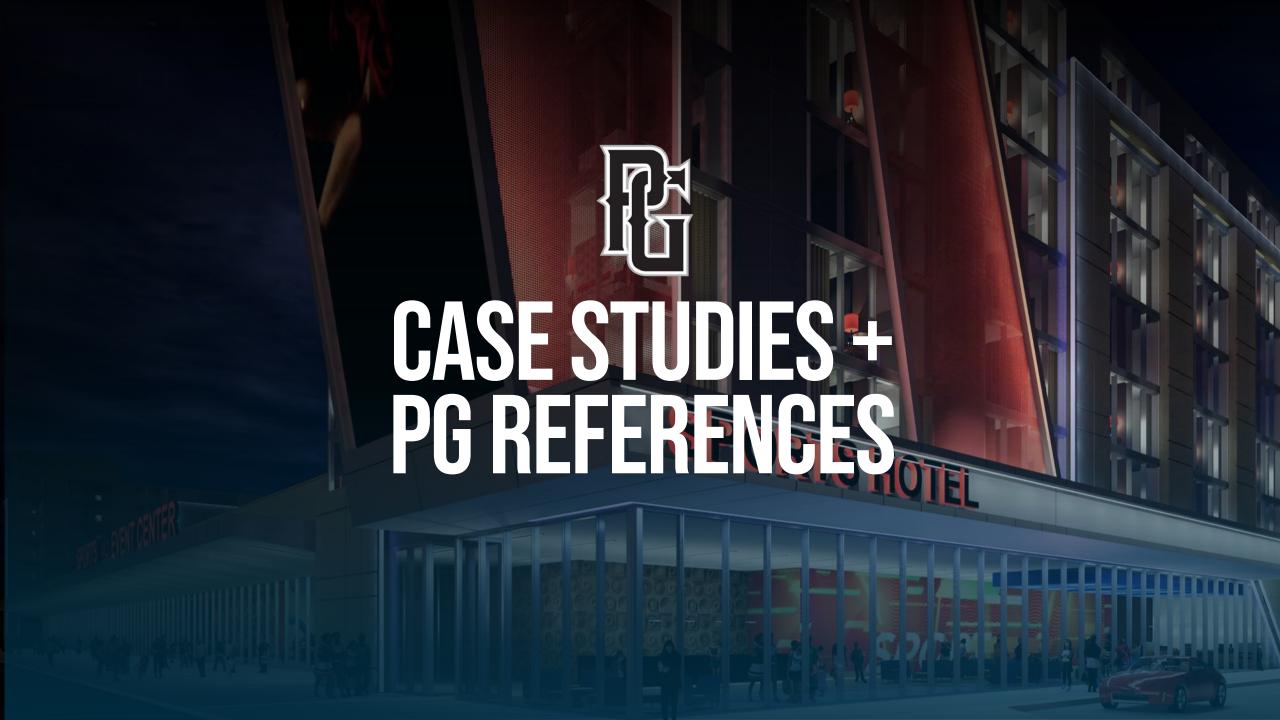
TO THE MARKETPLACE ANNUALLY

SPORTS FACILITIES COMPANIES

Projected Sports Tourism Audience Visitation







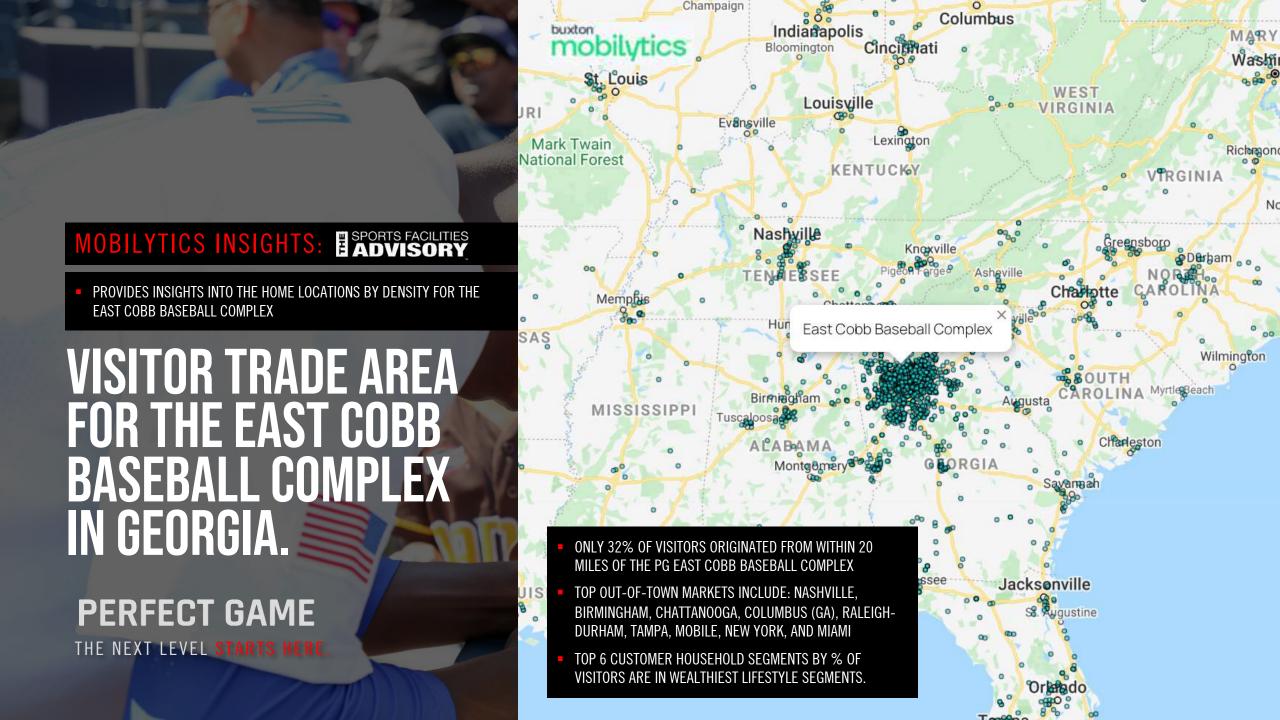
COBBCOUNTY, GEORGIA

OVERVIEW: In Georgia's Cobb County the annual economic impact that Perfect Game brings with it is pegged at \$139MM by Cobb County officials. The surrounding counties at LakePoint benefitted from Perfect Game tournaments with the construction of hotels, fast food restaurants and other family themed properties with PG clearly the foundation of the economic stimulus. Total economic impact in the Atlanta area is estimated at over \$300MM.

"Perfect Game has become a part of the fabric of our community over the years. Every member of the organization from the top down is professional and timely with communication and deliverables, more often than not exceeding expectations in terms of tournament numbers and growth year over year. It is a pleasure working with Perfect Game."

Rachel Rogers, Cobb Travel & Tourism







OVERVIEW:

Using a model supported by the Florida Sports
Foundation, Lee County Sports calculated that Perfect
Game has driven an estimated Annual Economic
Impact of \$53 million dollars for Lee County, Florida
through 72 different events.

Over the previous five years, Perfect Game has held an average of 41 events per year in Lee County. This activity resulted in an average of \$29.6 million in direct spending per year with an annual average of 67,846 hotel room nights filled, according to county records

eff Mielke, Director of County Sports Development

ANNUAL ECONOMIC IMPACT:
\$53 MILLION

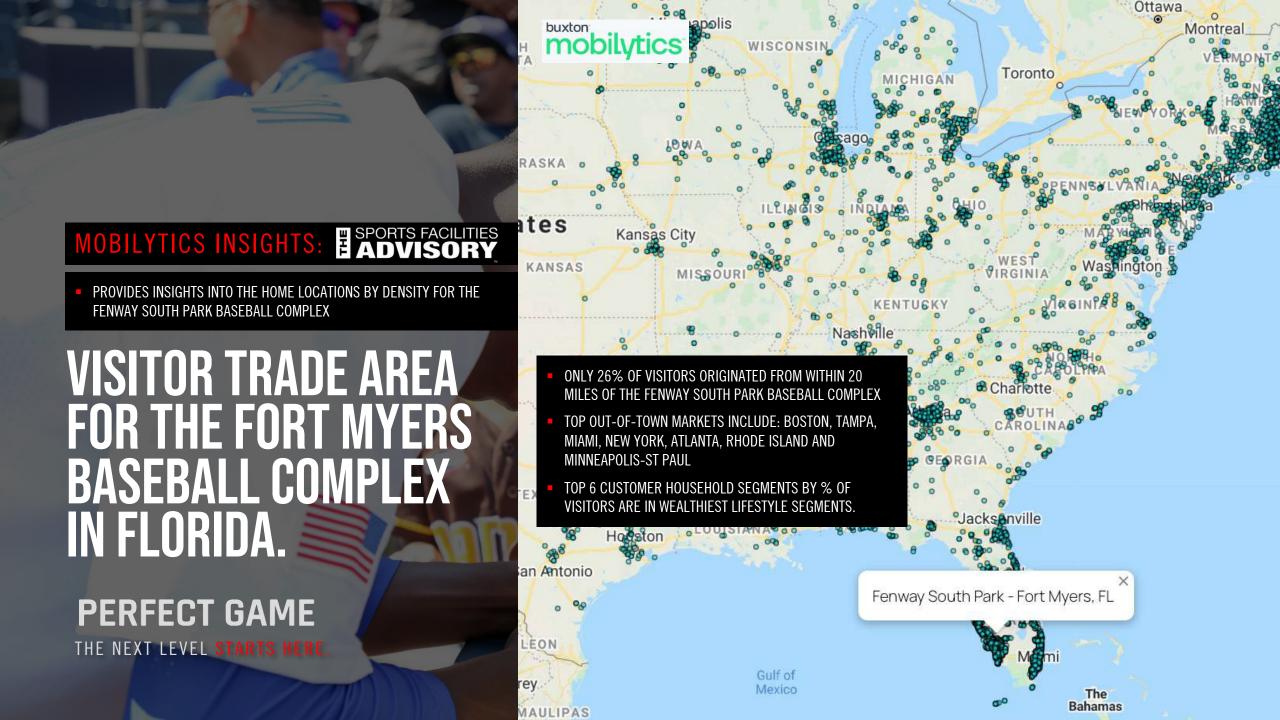
Jeff Mielke

Executive Director

Fort Myers, FL 33901

239-533-LCSD (5273) 239-707-3951 mobile

Lee County Sports Development



PG PERFORMANCE TESTIMONIAL:

PALM BEACH COUNTY, FLORIDA

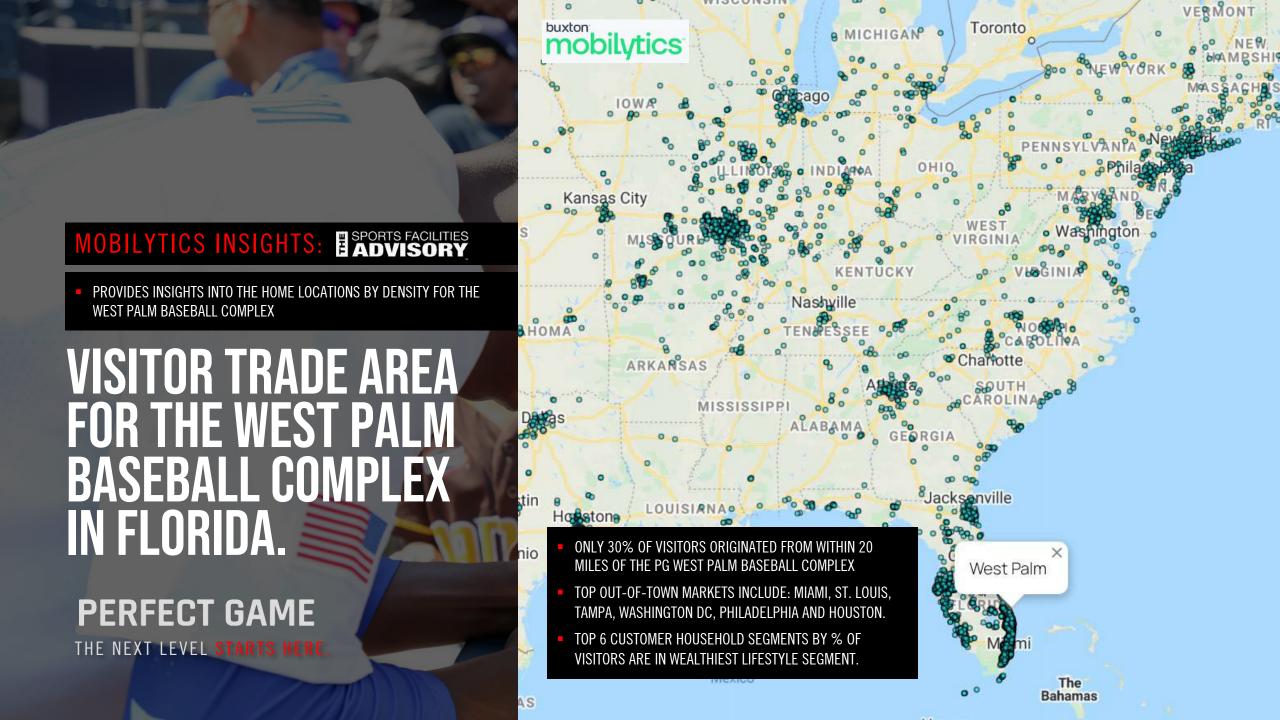
OVERVIEW:

Over \$35 million of economic impact has been created since the Perfect Game WWBA World Championship has called Palm Beach County home; a number that is expected to grow based on the addition of a second world championship event.

"The Palm Beach County Sports Commission has enjoyed an incredible partnership with Perfect Game for nearly two decades. Perfect Game is a world-class organization that offers high quality tournaments and showcases, which represent the best of travel sports. Perfect Game demonstrates the highest level of excellence in customer service and providing a memorable experience for their participants. Perfect Game is the gold standard in amateur sports."

George Linley I Executive Director Palm Beach County Sports Commission









Case Study: Cedar Park, Texas





Case Study: Cedar Park, Texas



PERFECT GAME DEVELOPMENT CEDAR PARK, TX NEW HOPE ROAD & RONALD RAEGAN, BLVD



IN 2021, THE CITY **OF CEDAR PARK PARTNERED WITH** PERFECT GAME TO **BUILD A NATIONAL** YOUTH BASEBALL **DESTINATION**

THE GOALS WERE TO TO BUILD A 16-FIELD BASEBALL COMPLEX THAT WILL ANCHOR ANCILLARY RETAIL DEVELOPMENT



CURRENTLY THE FACILITY HAS BEEN **MASTER PLANNED** TO INCLUDE **RETAIL, HOTEL AND** ADJACENT TO THE **COMPLEX**

THERE ARE 11 LOTS
REPRESENTING 20 ACRES OF
ANCILLARY DEVELOPMENT

PERFECT GAME DEVELOPMENT

CEDAR PARK, TX | NEW HOPE ROAD & RONALD RAEGAN, BLVI







PERFECT GAME ROOM NIGHTS

NATIONAL TOURNAMENT AND EVENTS COMPLEX I CEDAR PARK, TEXAS

SIZE 313,887 ROOM NIGHTS LOCATION CEDAR PARK, TEXAS

PG COMPARABLES

- COBB COUNTY, GA
- LEE COUNTY, FT. MYERS, FL
- PALM BEACH COUNTY, FL
- HOOVER MET COMPLEX. AL

Perfect Game's room night analysis is an estimate of the overnight stays that will be generated based on the non-local visitation forecasted for each event.

Room nights are estimated for each team (which includes players, coaches and parents as well as the anticipated attendance of MLB scouts and/or college coaches for each event.

At maturity is is anticipated that Perfect Game will generate more than 313,000 room nights for Cedar Park and the surrounding marketplace on an annual basis, with more than 261,000 anticipated in year one.

PERFECT GAME ROOM NIGHTS ANALYSIS



	Total Number of Teams			Rooms per Scout Nights Percent			Room Nights							
Event Type	Year 1	Year 2	Year 3	Year 4	Year 5	Team/Night	Rooms/Night		Non-Local	Year 1	Year 2	Year 3	Year 4	Year 5
Spring Tournaments and Events														
Texas Spring Select (6 ages) Texas Spring Elite (6 ages)	112 112	118 118	123 123	130 130	136 136	10.0 10.0	-	2.0 2.0	60% 60%	1,344 1,344	1,411 1,411	1,482 1,482	1,556 1,556	1,634 1,634
St Pattys Day Classic (6 ages)	112	118	123	130	136	10.0		2.0	60%	1,344	1,411	1,482	1,556	1,634
South Spring Select (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
April Fools Classic (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
South Spring Elite (6 ages)	112	118	123	130	136	10.0	_	2.0	60%	1,344	1,411	1,482	1,556	1.634
Easter Classic (6 ages)	112	118	123	130	136	10.0	_	2.0	60%	1,344	1,411	1,482	1,556	1,634
Texas Spring World Series (6 ages)	112	118	123	130	136	10.0	_	2.0	60%	1,344	1,411	1,482	1,556	1,634
South Spring World Series (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Mothers Day (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Texas Shootout (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
South Shootout (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Memorial Day Classic (10 ages)	240	252	265	278	292	12.0	40.0	3.0	80%	7,032	7,378	7,740	8,122	8,522
Summer Tournaments and Events														
Texas Select Championships (10 ages)	112	118	123	130	136	12.0	10.0	3.0	60%	2,449	2,570	2,697	2,831	2,971
Texas Elite Championships (10 ages)	112	118	123	130	136	12.0	10.0	4.0	60%	3,266	3,427	3,596	3,774	3,961
End of School Classic (10 ages)	112	118	123	130	136	12.0	10.0	4.0	60%	3,266	3,427	3,596	3,774	3,961
WWBA National Championship 14u	240	252	265	278	292	12.0	80.0	6.0	80%	14,304	14,995	15,721	16,483	17,283
Freedom Classic (10 ages)	240	252	265	278	292	12.0	-	3.0	60%	5,184	5,443	5,715	6,001	6,301
WWBA National Championship 18u	160	168	176	185	194	16.0	40.0	5.0	80%	10,440	10,952	11,490	12,054	12,647
WWBA National Championship 17u	400	420	441	463	486	16.0	500.0	6.0	80%	33,720	35,256	36,869	38,562	40,340
WWBA National Championship 16u	400	420	441	463	486	16.0	500.0	6.0	80%	33,720	35,256	36,869	38,562	40,340
WWBA National Championship 15u	360 200	378 210	397 221	417 232	438 243	15.0	200.0 200.0	6.0 4.0	80% 80%	27,120 11,040	28,416 11,552	29,777 12,090	31,206 12,654	32,706 13,247
PG World Series (5 ages) Texas World Series (5 ages)	120	126	132	139	146	16.0 12.0	200.0 50.0	4.0	80%	4.808	5,038	5.280	5,534	5,801
Texas World Series (5 ages)	120	126	132	139	146	12.0	50.0	4.0	80%	4.808	5,038	5,280	5,534	5,801
Back to School Brawl (10 ages)	112	118	123	130	136	12.0	10.0	2.0	60%	1,633	1,713	1,798	1,887	1,980
End of Summer Classic (10 ages)	112	118	123	130	136	12.0	10.0	2.0	60%	1,633	1,713	1,798	1,887	1,980
										.,,	-,,	.,,	.,,,,,,	.,
Fall Tournaments and Events	240	252	265	278	292	12.0	50.0	3.0	80%	7,062	7,408	7,770	8,152	8.552
Labor Day Classic (10 ages) WWBA South Qualifier (10 ages)	112	118	123	130	136	12.0	50.0	3.0	80%	3,376	3,537	3,706	3,884	4,071
WWBA South Qualifier (10 ages) WWBA Freshman World Championship	128	134	141	148	156	12.0	200.0	4.0	80%	5,715	5,961	6,219	6,490	6,774
WWBA Presimal World Championship	128	134	141	148	156	15.0	200.0	4.0	80%	6.944	7,251	7,574	7,912	8,268
WWBA Underclass World Championship	240	252	265	278	292	16.0	500.0	4.0	80%	14,288	14,902	15,548	16,225	16,936
WWBA World Championship	112	118	123	130	136	20.0	1,000.0	4.0	80%	11,168	11,526	11,903	12,298	12,713
WWBA 14u World Championship	112	118	123	130	136	12.0	100.0	4.0	80%	4,701	4,916	5,142	5,379	5,628
WWBA 13u World Championship	112	118	123	130	136	12.0	20.0	3.0	80%	3,286	3,447	3,616	3,794	3,981
Halloween Bash (10 ages)	112	118	123	130	136	12.0	-	2.0	60%	1,613	1,693	1,778	1,867	1,960
Fall World Series (6 ages)	112	118	123	130	136	10.0	-	2.0	80%	1,792	1,882	1,976	2,074	2,178
Veterans Day Classic (10 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
South Fall Elite (10 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Turkey Day Classic (10 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Winter Tournaments and Events														
South Fall Select (10 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Texas Snowfall Classic (10 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Christmas Bash (10 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Season Opener (10 ages)	112	118	123	130	136	12.0	-	2.0	60%	1,613	1,693	1,778	1,867	1,960
MLK Championships (10 ages)	112	118	123	130	136	12.0	20.0	3.0	60%	2,479	2,600	2,727	2,861	3,001
Texas Winter Select (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
Texas Winter Elite (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634
South Winter Select (6 ages)	112	118	123 123	130	136	10.0	-	2.0 2.0	60% 60%	1,344 1,344	1,411	1,482	1,556	1,634
Cupid Classic (6 ages)	112 112	118 118	123 123	130 130	136 136	10.0 10.0	-	3.0	60%	2.016	1,411 2,117	1,482 2,223	1,556 2.334	1,634 2.450
Presidents Day Challenge (6 ages)	112 112	118	123 123	130	136 136	10.0		2.0	60%	1,344	2,117 1,411	1,482	2,334 1,556	2,450 1,634
South Winter Elite (6 ages)	112					10.0		2.0	00%					
		Total N	umber of I	Room Nigh	ts					261,386	273,567	286,357	299,786	313,887

Case Study: Cedar Park, Texas





PERFECT GAME NON-LOCAL VISITATION

NATIONAL TOURNAMENT AND EVENTS COMPLEX I CEDAR PARK. TEXAS

NON-LOCAL VISITATION 982,962 IN YEAR 5 LOCATION CEDAR PARK, TEXAS

PG COMPARABLES

- COBB COUNTY, GA
- LEE COUNTY, FT. MYERS, FL
- PALM BEACH COUNTY, FL
- HOOVER MET COMPLEX. AL

Perfect Game's Non-local visitation is based on visits to tournaments and events that are beyond a 90 minute drive time to the complex.

Non-local visitors are the drivers of direct spending to the market place as it relates lodging, dining, entertainment, retail and entertainment.

The analysis accounts for the length of stay based on the event and the estimated percent of non-local participation that is anticipated for each event for each year. For the purpose of this analysis the percentage of non-local visitation based on the event mix will range from 60-80%.

PERFECT GAME NON-LOCAL VISITATION



	Number of Unique Visito												
Event Type	Year 1				Year 5	Event	Days per Non-Local	Percent		Non-L Year 2	ocal Visitor		Year 5
Spring Tournaments and Events	Year 1	Year 2	Year 3	Year 4	Year 5	Length	Non-Local	Non-Local	Year 1	Year 2	Year 3	Year 4	Year 5
Texas Spring Select (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4.637	4,869	5,112	5,368	5,636
Texas Spring Select (6 ages)	3.864	4.057	4.260	4,473	4,697	3.0	2.0	60%	4,637	4.869	5,112	5,368	5,636
St Pattys Day Classic (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
South Spring Select (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
April Fools Classic (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
South Spring Elite (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Easter Classic (6 ages)	3,864	4,057	4,260	4,473	4,697	2.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Texas Spring World Series (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
South Spring World Series (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Mothers Day (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Texas Shootout (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4.869	5,112	5,368	5,636
South Shootout (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
	9,520					4.0	3.0	80%	22,848	23,986	25,180	26,434	27,751
Memorial Day Classic (10 ages)	9,520	9,994	10,492	11,014	11,563	4.0	3.0	80%	22,848	23,986	25,180	26,434	27,751
Summer Tournaments and Events	4,434	4,655	4,887	5,131	5,387	4.0	3.0	60%	7.004	0.270	8,797	9,236	0.607
Texas Select Championships (10 ages)						-			7,981	8,379			9,697
Texas Elite Championships (10 ages)	4,434	4,655	4,887	5,131	5,387	5.0	4.0	60%	10,642	11,172	11,730	12,315	12,930
End of School Classic (10 ages)	4,434	4,655	4,887	5,131	5,387	5.0	4.0	60%	10,642	11,172	11,730	12,315	12,930
WWBA National Championship 14u	9,560	10,034	10,532	11,054	11,603	8.0	6.0	80%	45,888	48,163	50,552	53,061	55,694
Freedom Classic (10 ages)	9,480	9,954	10,452	10,974	11,523	4.0	3.0	60%	17,064	17,917	18,813	19,754	20,741
WWBA National Championship 18u	8,360	8,776	9,213	9,671	10,153	7.0	5.0	80%	33,440	35,104	36,851	38,686	40,612
WWBA National Championship 17u	21,300	22,340	23,432	24,579	25,783	8.0	6.0	80%	102,240	107,232	112,474	117,977	123,756
WWBA National Championship 16u	21,300	22,340	23,432	24,579	25,783	8.0	6.0	80%	102,240	107,232	112,474	117,977	123,756
WWBA National Championship 15u	17,120	17,966	18,854	19,787	20,766	8.0	6.0	80%	82,176	86,237	90,501	94,978	99,679
PG World Series (5 ages)	10,600	11,120	11,666	12,239	12,841	5.0	4.0	80%	33,920	35,584	37,331	39,166	41,092
Texas World Series (5 ages)	4,790	5,027	5,276	5,537	5,811	5.0	4.0	80%	15,328	16,086	16,883	17,719	18,597
Texas World Series (5 ages)	4,790	5,027	5,276	5,537	5,811	5.0	4.0	80%	15,328	16,086	16,883	17,719	18,597
Back to School Brawl (10 ages)	4,434	4,655	4,887	5,131	5,387	3.0	2.0	60%	5,321	5,586	5,865	6,158	6,465
End of Summer Classic (10 ages)	4,434	4,655	4,887	5,131	5,387	3.0	2.0	60%	5,321	5,586	5,865	6,158	6,465
Fall Tournaments and Events													
Labor Day Classic (10 ages)	9,530	10,004	10,502	11,024	11,573	4.0	3.0	80%	22,872	24,010	25,204	26,458	27,775
WWBA South Qualifier (10 ages)	4,474	4,695	4,927	5,171	5,427	4.0	3.0	80%	10,738	11,268	11,826	12,411	13,026
WWBA Freshman World Championship	5,256	5,509	5,774	6,053	6,346	5.0	4.0	80%	16,819	17,628	18,478	19,369	20,306
WWBA Sophomore World Championship	6,216	6,517	6,833	7,164	7,512	5.0	4.0	80%	19,891	20,854	21,864	22,926	24,040
WWBA Underclass World Championship	12,980	13,604	14,259	14,947	15,670	5.0	4.0	80%	41,536	43,533	45,629	47,831	50,142
WWBA World Championship	7,944	8,291	8,656	9,039	9,440	5.0	4.0	80%	25,421	26,532	27,698	28,923	30,210
WWBA 14u World Championship	4,524	4,745	4,977	5,221	5,477	5.0	4.0	80%	14,477	15,185	15,928	16,708	17,528
WWBA 13u World Championship	4,444	4,665	4,897	5,141	5,397	4.0	3.0	80%	10,666	11,196	11,754	12,339	12,954
Halloween Bash (10 ages)	4,424	4,645	4,877	5,121	5,377	3.0	2.0	60%	5,309	5,574	5,853	6,146	6,453
Fall World Series (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	80%	6,182	6,492	6,816	7,157	7,515
Veterans Day Classic (10 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
South Fall Elite (10 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Turkey Day Classic (10 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Winter Tournaments and Events													
South Fall Select (10 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Texas Snowfall Classic (10 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Christmas Bash (10 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Season Opener (10 ages)	4,424	4,645	4,877	5,121	5,377	3.0	2.0	60%	5,309	5,574	5,853	6,146	6,453
MLK Championships (10 ages)	4,444	4,665	4,897	5,141	5,397	4.0	3.0	60%	7,999	8,397	8,815	9,254	9,715
Texas Winter Select (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Texas Winter Elite (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
South Winter Select (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Cupid Classic (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
Presidents Day Challenge (6 ages)	3,864	4,057	4,260	4,473	4,697	4.0	3.0	60%	6,955	7,303	7,668	8,052	8,454
South Winter Elite (6 ages)	3,864	4,057	4,260	4,473	4,697	3.0	2.0	60%	4,637	4,869	5,112	5,368	5,636
	Total Num	ber of Nor	n-Local Vis	sitor Days					811,198	851,049	892,893	936,829	982,962





PERFECT GAME ECONOMIC IMPACT

NATIONAL TOURNAMENT AND EVENTS COMPLEX I CEDAR PARK. TEXAS

ECONOMIC IMPACT \$132.6 MM IN DIRECT SPENDING LOCATION CEDAR PARK, TEXAS

PG COMPARABLES

- COBB COUNTY, GA
- LEE COUNTY, FT. MYERS, FL
- PALM BEACH COUNTY, FL
- HOOVER MET COMPLEX. AL

Perfect Game's Economic Impact is anchored by more than 8.810 teams on an annual basis at maturity (Year 5).

An estimate of direct spending by non-local visitors (based on an average ADE/per person spend of \$135.00) will range from an Estimated Economic Impact of \$109.5 million dollars in year one to more than \$132.6 million dollars in year five for the regional marketplace.

Note: No indirect or induced spending has been factored in to this analysis.

PERFECT GAME ECONOMIC IMPACT ANALYSIS



Number of Teams Per Year										
	Year 1	Year 2	Year 3	Year 4	Year 5					
Spring Tournaments and Events	1,584	1,663	1,746	1,834	1,925					
Summer Tournaments and Events	2,800	2,940	3,087	3,241	3,403					
Fall Tournaments and Events	1,632	1,714	1,799	1,889	1,984					
Winter Tournaments and Events	1,232	1,294	1,358	1,426	1,498					
Total Number of Teams Per Year	7,248	7,610	7,991	8,390	8,810					
Non-Local Days and Room Nights Per Year										
	Year 1	Year 2	Year 3	Year 4	Year 5					
Non-Local Days in Market	811,198	851,049	892,893	936,829	982,962					
Room Nights	261,386	273,567	286,357	299,786	313,887					

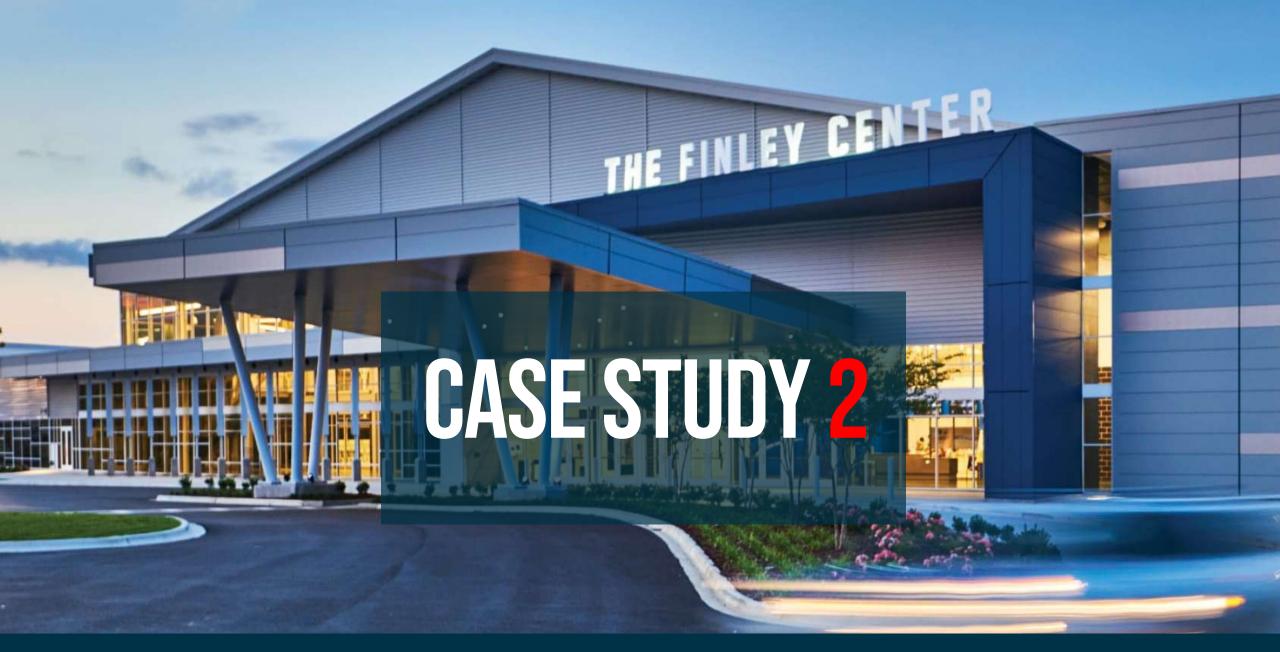
Total Economic Impact - Sensitivity Analysis

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	811,198	851,049	892,893	936,829	982,962
\$100 Average Daily Expenditure	\$ 81,119,800	\$ 85,104,920	\$ 89,289,296	\$ 93,682,891	\$ 98,296,165
\$115 Average Daily Expenditure	\$ 93,287,770	\$ 97,870,658	\$ 102,682,690	\$ 107,735,324	\$ 113,040,590
\$135 Average Daily Expenditure	\$109,511,730	\$114,891,642	\$120,540,550	\$126,471,903	\$132,699,823
\$150 Average Daily Expenditure	\$ 121,679,700	\$ 127,657,380	\$ 133,933,944	\$ 140,524,336	\$ 147,444,248
\$165 Average Daily Expenditure	\$ 133,847,670	\$140,423,118	\$ 147,327,338	\$ 154,576,770	\$ 162,188,673

Non-Local Visitation is assumed to be any player, coach, parent and/or scout attending an event from outside of a 90-minute drive time radius.

The Total Economic Impact – Sensitivity Analysis assumes a spending range of between \$100 per person to \$165 per person. For example the assumption of an Average Daily Expenditure (ADE) of \$135 is the estimated per person spending per day on lodging, food, entertainment, transportation and retail.





Case Study: Hoover Met Complex





SPECIFICATIONS

Indoor / Outdoor Sports Complex

LOCATIONS

Hoover, AL

FACILITIES & AMENITIES

- 150-acre facility
- 155,000 sq-ft indoor facility
- 11 Basketball Hardwood Courts or 16 Volleyball Courts
- .2-mile Suspended Indoor Walking Track
- Hoover Climbing & Adventure Indoor Climbing Center
- Flexible Meeting and Event Spaces
- Food Court and Concessions for Events

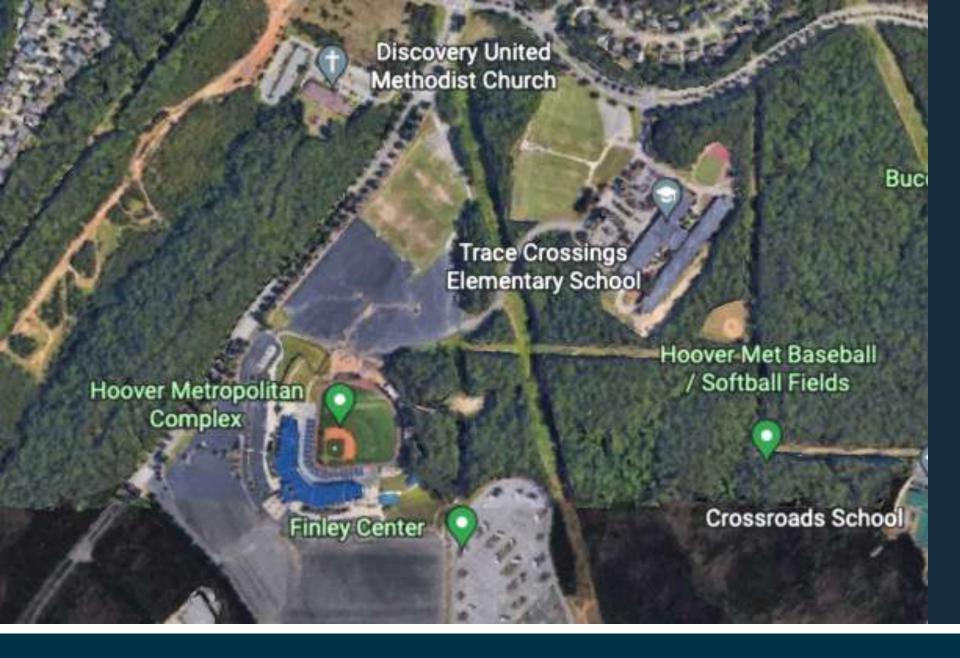
- Hoover Met Stadium with Seating for 10,000+
- Baseball Complex with 5
 Baseball or Softball Fields
- 5 Multipurpose Fields for Lacrosse/Soccer/Football
- 16 Hard Court Tennis Center
- Disability-Inclusive Splash
 Pad & Playground
- 170 Asphalt Pull-Thru Space RV Park











REIMAGINED THE PROPERTY AND INVESTED IN EXPANDING IT INTO A WORLD CLASS YOUTH SPORTS DESTINATION

GOALS WERE TO RETAIN THE SEC TOURNAMENT, SERVE LOCAL RESIDENTS, AND GENERATE ECONOMIC DEVELOPMENT



IN 2017, THE 155,000 SF INDOOR CENTER'S PARTIAL YEAR PERFORMANCE WAS \$16.6 MILLION IN ECONOMIC IMPACT

> HOTELS WERE FILLED AND RESTAURANTS STARTED RUNNING OUT OF FOOD ON EVENT WEEKENDS





YEAR 2 PRODUCED
\$49 MILLION IN
ECONOMIC IMPACT
THROUGH YOUTH
AND AMATEUR
SPORTS & OTHER
SPECIAL EVENTS

TRADE SHOWS, PARKING LOT CONCERTS, DRIVE-IN MOVIES, ETC.





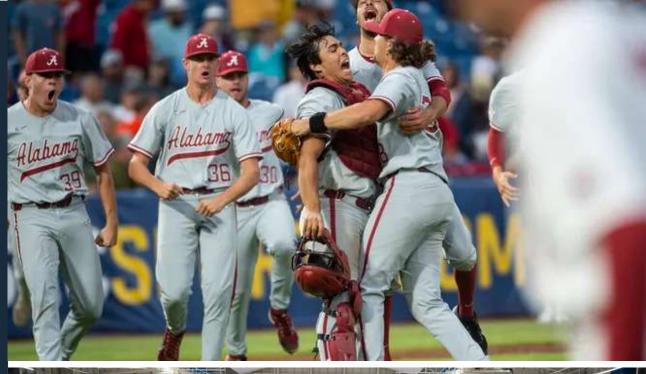
CASE STUDY | HOOVER MET

"AN EXAMPLE OF A SPORTS TOURISM FACILITY THAT CAN DO IT ALL."

— Jason Clement, CEO SFC Companies

SF NETWORK COMPONENTS:

- Operating in the Black
- More than \$450,000 in free community recreation programming in 2022
- More than \$300 million in Economic Impact since opening in 2017
- Host to SEC Baseball Tournament and Fan Fest
- Hosts of USA Pickleball National Indoor Championships
- Host to Perfect Game Baseball
- Tradeshows
- Philanthropic Community Events

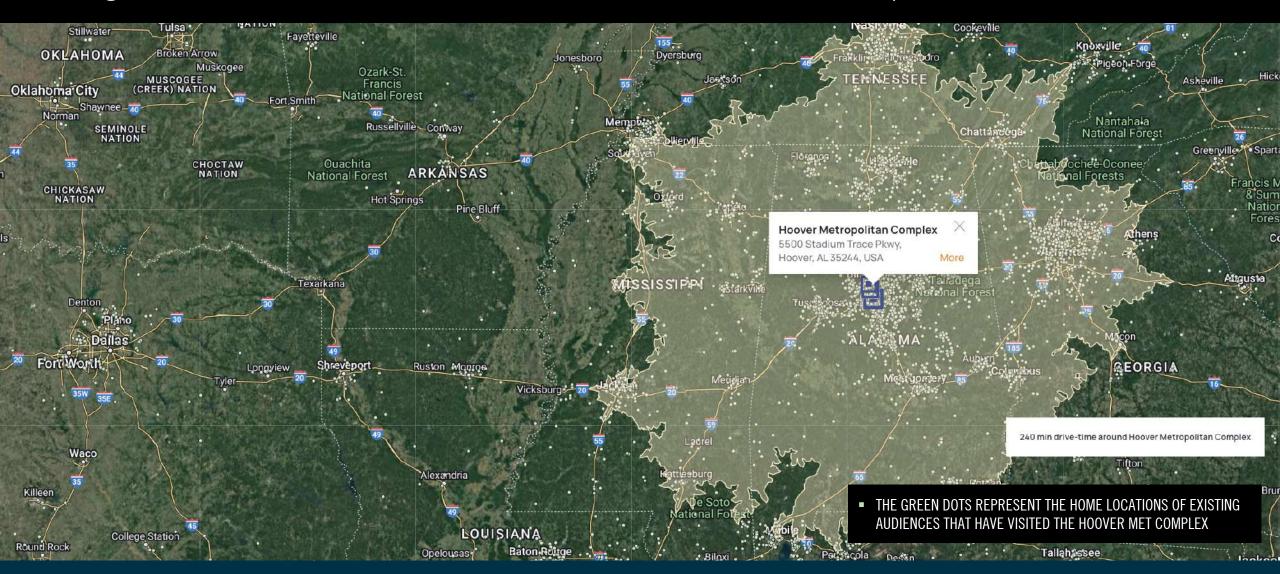






Mobile Device Data

Regional & National Audience Visitation to the Hoover Met Complex

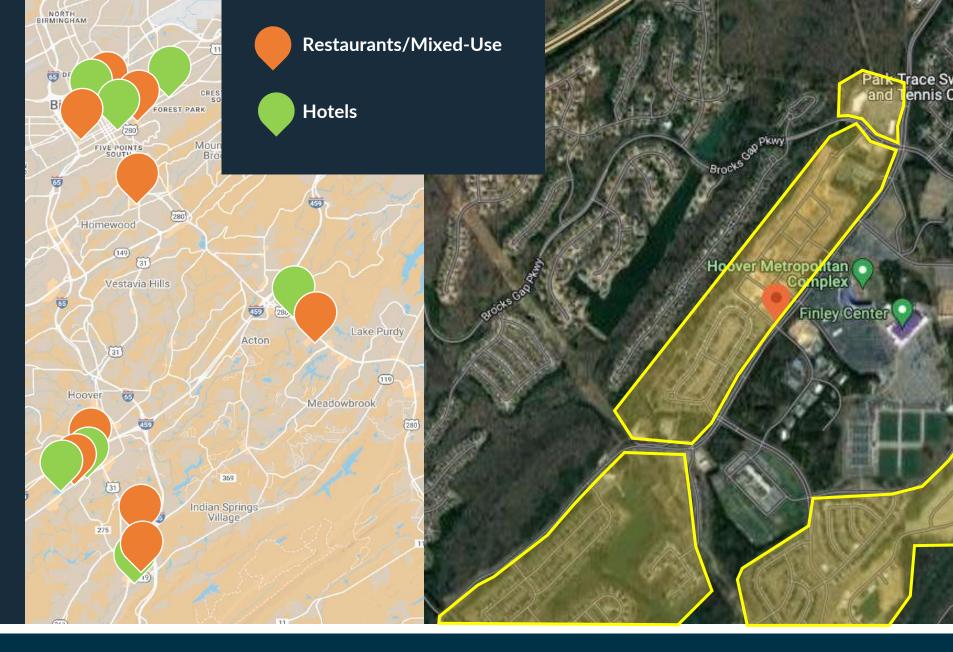






RESTAURANTS, HOTELS, AND SINGLE-FAMILY HOMES WERE DEVELOPED SURROUNDING THE PROPERTY

SPORTS TOURISM VISITORS ARE A PREMIUM DEMOGRAPHIC WITH HIGH DISPOSABLE INCOME

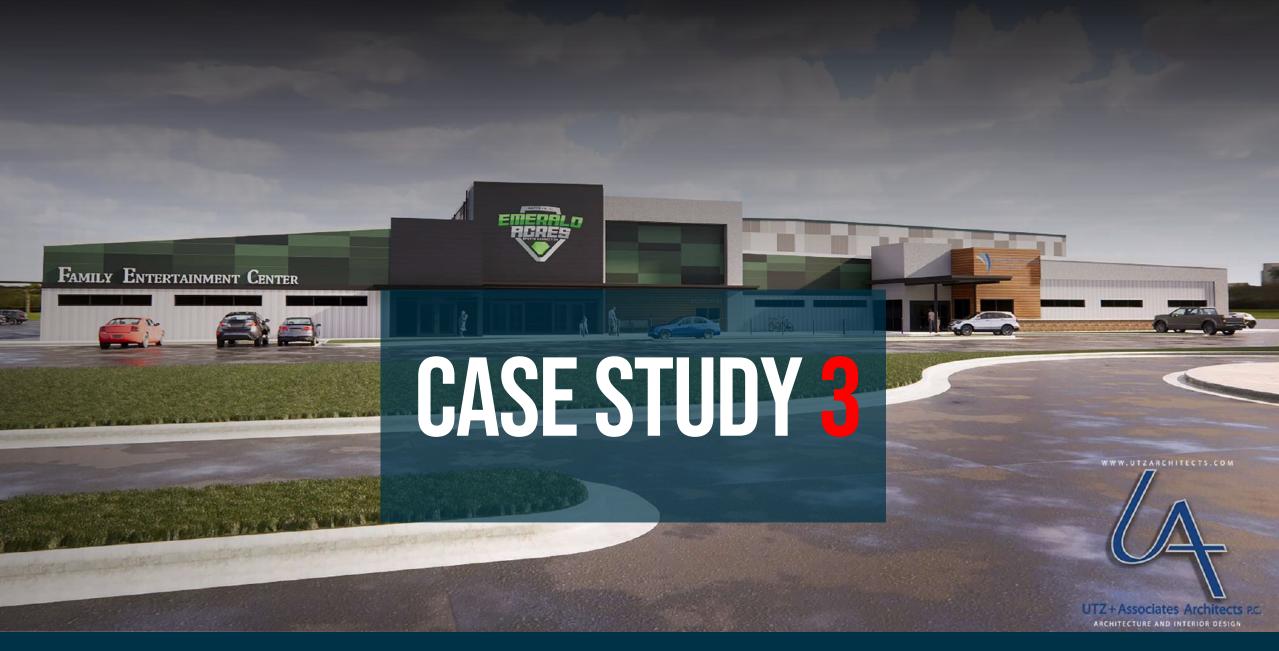




JUST DOWN THE STREET, THIS MIXED-USE DEVELOPMENT WAS SPURRED BY THE HOOVER MET COMPLEX

INCLUDES RESTAURANTS, RETAIL, GROCERY, AND MEDICAL

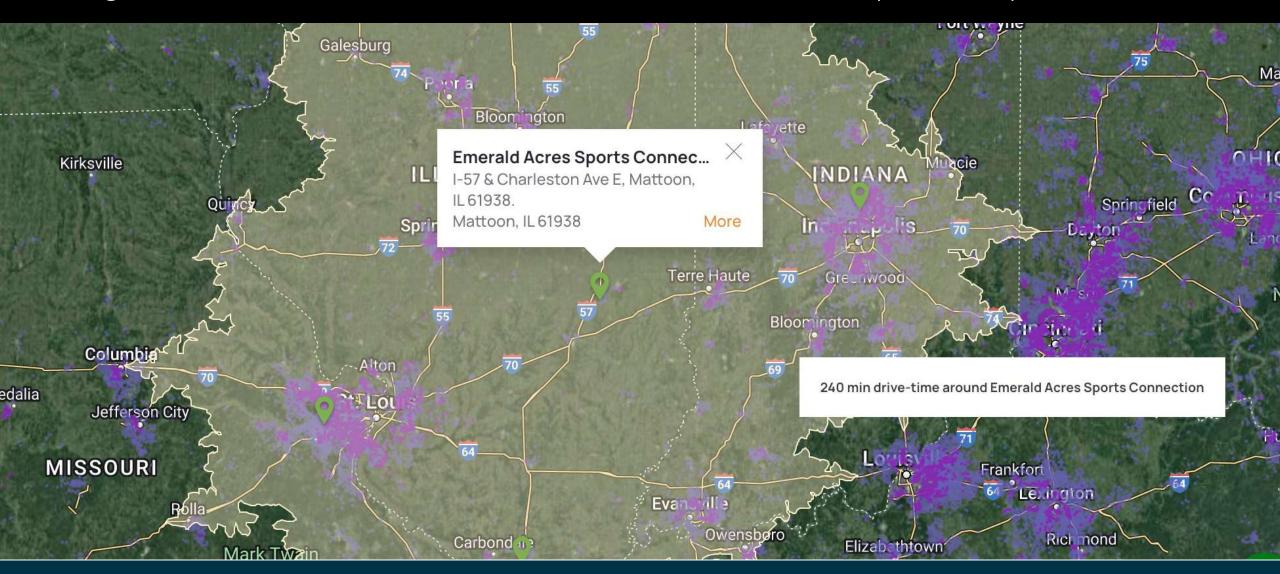




Case Study: Emerald Acres Sports Connection



Regional & National Audience Visitation to the Emerald Acres Sports Complex







Case Study: Emerald Acres Sports Connection





Case Study: Emerald Acres Sports Connection



