

**Perfect Game SEC:** Alabama | Georgia | North Carolina | South Carolina | Tennessee | Virginia

**April 28, 2025**

**Subject:** Wesley Jones (NET Elite – Athletix)

**Note:** Wesley Jones, currently with NET Elite, is interested in joining the PG SEC group. NET Elite manages over 1500 teams annually, with 65% participating in the high school market. Wesley Jones has an existing ASSET PURCHASE AND CONTRIBUTION AGREEMENT with Athletix's for three years, which his attorney indicates includes a five-year non-compete clause. However, given that the "Prohibited Area" in the agreement is defined as the entire United States for a Tennessee-based company, it is highly improbable that a Tennessee court would uphold such a geographically broad non-compete. The restriction would likely be considered unreasonable in scope under Tennessee law.

**Strategy:** The addition of Chris Goodrich as Youth Director in Knoxville, and Hunter Ives as Youth Director for Chattanooga, Nashville, and East Tennessee, combined with Wesley Jones and his staff, positions PG SEC to capture a dominant share of the high school market in Tennessee. Furthermore, Wesley Jones brings Jason Sewell, also a Youth Director, and Carrie Belcher, whose salaries would be covered by NET Elite. This arrangement allows PG SEC to strategically invest in administration and additional directors, leveraging NET Elite's existing financial commitments. Consequently, this move has the potential to create a near-monopoly for Perfect Game in both youth and high school baseball across the entire state of Tennessee.

**Profile on Wesley Jones (Tennessee):**

1. **Age:** Wesley Jones is 32 years old
2. **Years in business:** 12 years
3. **Locations:** Tennessee (Chattanooga, Johnson City, Knoxville, Nashville, Tri-Cities and surrounding markets)

**Analysis of 2024 Event Financial Performance:** The bullets below explain the financial data and company profile Wesley Jones and NET Elite:

- **Number of Events:** 25 for youth and 35 for high school annually - 60 Total
- **Number of teams in 2024:** 1566
- **Number of unique teams:** 900
- **Overhead:** Between \$1,225,000 and \$1,300,000
- **Profit:** \$350,000 to \$425,000
- **Gross Income:** \$1,650,000
- **Profit Margin:** Between 21% and 26%

**Ask:** Our proposal involves bringing Wesley Jones from NET Elite to the PG SEC group. We are suggesting a compensation structure with a \$350,000 baseline. This would consist of a \$150,000 annual salary, paid bi-weekly and \$200,000 in quarterly dividends (\$50,000 each) to match his 2024 earnings. Any profits exceeding this \$350,000 baseline would be split 50/50 between Wesley Jones and Perfect Game (SEC).

I propose maintaining their existing LLC, which Perfect Game would use solely to secure annual field allocations.