

PHILADELPHIA, PA

**CHRISTIAN
YELICH**

**GERRIT
COLE**

PG PERFECT GAME

THE NEXT LEVEL STARTS HERE.

**JAVIER
BAEZ**

**CARLOS
CORREA**

**FRANCISCO
LINDOR**

SFA SPORTS FACILITIES
COMPANIES

THIS PROJECT HAS BEEN FULLY VETTED AND RESEARCHED BY SFA



DEV PATHIK, FOUNDER
SF COMPANIES



PERFECT GAME OVERVIEW

AN ASSESSMENT OF PERFECT GAME BASEBALL IN PHILADELPHIA, PA.



The Sports Facilities Companies are the leading youth sports venue development and management company in the U.S. Founded in 2003, with over 2,000 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 Philadelphia and the surrounding 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 Philadelphia and the surrounding marketplace will range from \$38.9 million dollars in year one to more than \$50.1 million dollars in year five, with more than \$221 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 Philadelphia, PA.

DEV PATHIK, FOUNDER
SF COMPANIES

TRACKING THE EXPLOSIVE GROWTH IN YOUTH SPORTS

INDUSTRY OVERVIEW

**\$45.1
BILLION**

BILLION IN SPENDING IN THE UNITED STATES IN 2019. AN INCREASE OF OVER

5%

FROM THE PREVIOUS YEAR

IN ADDITION THAT SPENDING IS ESTIMATED TO HAVE GENERATED

**\$103
BILLION**

IN DIRECT, INDIRECT AND INDUCED BUSINESS SALES

AND GENERATED MORE THAN

69 MILLION
HOTEL ROOM NIGHTS



YOUTH SPORTS CONTINUES TO BE A RELIABLE, RECESSION RESISTANT DRIVER OF TRAFFIC. THE YOUTH AND AMATEUR SPORTS TOURISM INDUSTRY **IS NOW BIGGER THAN THE NFL** AND IS FORECASTED TO GROW BY 5-7% PER YEAR ANNUALLY.

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

An architectural rendering of a modern sports facility at night. The building features a prominent red, curved facade and a large glass entrance. The text "SPORTS FACILITIES COMPANIES" is overlaid in the center. The background shows a dark sky and the building's illuminated structure.

THE SPORTS FACILITIES
COMPANIES

SPORTS FACILITIES COMPANIES OVERVIEW

SPORTS FACILITIES ADVISORY WAS
FOUNDED IN 2003

THE 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

VISITS AT SFC VENUES

- 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
INTERNATIONAL CITY/COUNTY
MANAGEMENT ASSOCIATION

THE ASPEN INSTITUTE
PROJECT PLAY

FRPA
FLORIDA RECREATION
& PARK ASSOCIATION

SFNETWORK

THE SINGLE LARGEST SPORTS TOURISM NETWORK

WWW.THESFNETWORK.COM

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

MANAGED PROPERTIES

INDOOR FACILITIES

1. ROCKY MOUNT EVENT CENTER - ROCKY MOUNT, NC
2. MYRTLE BEACH SPORTS CENTER - MYRTLE BEACH, SC
3. THE BRIDGE SPORTS COMPLEX - BRIDGEPORT, WV
4. HIGHLANDS SPORTS COMPLEX - WHEELING, WV
5. CEDAR POINT SPORTS CENTER - SANDUSKY, OH
6. WINTRUST SPORTS COMPLEX - BEDFORD PARK, IL
7. MORRISTOWN LANDING - MORRISTOWN, IN
8. LEGENDS EVENT CENTER - BRYAN, TX
9. WEST MONROE SPORTS & EVENTS - WEST MONROE, LA
10. FORT BEND EPICENTER - FORT BEND, TX

INDOOR/ OUTDOOR FACILITIES

1. IRON PEAK SPORTS & EVENTS - HILLSBOROUGH, NJ
2. HORIZONS EDGE SPORTS CAMPUS - HARRISONBURG, VA
3. ROCKY TOP SPORTS WORLD - GATLINBURG, TN
4. HOOVER MET COMPLEX - HOOVER, AL
5. SAND MOUNTAIN PARK - ALBERTVILLE, AL
6. ADVENT HEALTH SPORTS PARK - OVERLAND PARK, KS
7. SCHEELS SPORTS PARK - SPRINGFIELD, IL
8. EMERALD ACRES SPORTS - MATTOON, IL
9. ARTESIA AQUATIC CENTER - ARTESIA, NM
10. BUENA VISTA SPORTS COMPLEX - LAREDO, TX
11. ALLISON SPORTS TOWN - SPRINGFIELD, MO

OUTDOOR FACILITIES

1. ATHLETES IN ACTION - XENIA, OH
2. ELIZABETHTOWN SPORTS PARK - ELIZABETHTOWN, KY
3. PUBLIX SPORTS PARK - PANAMA CITY BEACH, FL
4. EMPOWER ADVENTURES - OLDSMAR, FL
5. BALLPARKS OF AMERICA - BRANSON, MO
6. PELICAN BAY AQUATICS - EDMOND, OK
7. CYCLONE BALLPARKS - PECOS, TX
8. CORNERSTONE SPORTS COMPLEX - STARKVILLE, MS
9. PARADISE COAST SPORTS COMPLEX - NAPLES, FL
10. MCCracken SPORTS COMPLEX - PADUCAH, KY
11. SHO-ME BASEBALL CAMP - REEDS SPRING, MO
12. THE BASIN SPORTS COMPLEX - ODESSA, TX
13. BRANDON PARKS & RECREATION - BRANDON, MS
14. BILL NOBLE PARK - GARDENDALE, AL
15. ADVENTURE COVE AQUATICS PARK - ABILENE, TX
16. CAPORELLA AQUATIC CENTER - TAMARAC, FL

48+ FACILITIES

IN MORE THAN 36 STATES ARE MANAGED BY SFC

SFNETWORK

AMERICA'S LARGEST NETWORK OF TOURNAMENT AND COMMUNITY BASED SPORTS DESTINATIONS

Performance Report: Myrtle Beach

- **Year Opened:** 2015
- **Ownership:** City of Myrtle Beach
- **Facility Type:** Indoor Courts/Events
- **Development Cost:** \$12.5 million
- **Publicly Funded***
- **Total Economic Impact:** \$140.8 million
- **Economic Impact (2021):** \$23.0 million+
- **Room Nights (2021):** 49,000
- **Hotels:** Located at the Myrtle Beach Convention Center and Sheraton Hotel site. Purpose was to fill existing hotels.

* Includes both development costs and operational subsidy



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***
- **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.

* Includes both development costs and operational subsidy



Performance Report: **Hoover**

- **Year Opened:** 2017
- **Ownership:** City of Hoover, Alabama
- **Development Cost:** \$80 million
- **Facility Type:** Indoor Courts/Events
Outdoor Stadium & Fields
- **Publicly Funded***
- **Total Economic Impact:** \$300+ million
- **Economic Impact (2022):** \$59 million+
- **Room Nights (2022):** 75,195
- **Hotels:** This venue produces overnight hotel bookings throughout the Hoover/Birmingham marketplace.

* Includes both development costs and operational subsidy



Performance Report: **Rocky Mount**

- **Year Opened:** 2018
- **Ownership:** City of Rocky Mount
- **Development Cost:** \$40 million
- **Facility Type:** Indoor Courts/Events
- **Publicly Funded***
- **Total Economic Impact:** \$26.5 million*
- **Economic Impact (2021):** \$14.5 million+*
- **Room Nights (2021):** 25,544
- **Hotels:** New downtown hotels developed

* Includes both development costs and operational subsidy



ROCKY MOUNT
EVENT CENTER

Performance Report: Cedar Point

- **Year Opened:** 2020
- **Ownership:** Cedar Fair
- **Development Cost:** \$42 million
- **Facility Type:** Indoor Courts/Events
- **Publicly Funded***
- **Projected Economic Impact:** \$16 million
- **Economic Impact (2022):** 22.1 million
- **Projected Room Nights (2022):** 17,270
- **Hotels:** This venue produces overnight hotel bookings throughout the Sandusky Regional marketplace.

* Includes both development costs and operational subsidy

* Facility Opened January 11th, 2020



CEDAR POINT SPORTS CENTER

Performance Report: **Bluhawk Development**

- **Opening Target:** Summer 2024
- **Ownership:** Price Brothers
- **Development Cost:** \$125 million
- **Facility Type:** Indoor Ice/Courts/Events
- **Publicly Funded***
- **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.

* Includes Kansas Star Bond subsidy through City of Overland Park

* Facility To Open Summer, 2023





PERFECT GAME COMPANY OVERVIEW





“PERFECT GAME RUNS TOP NOTCH EVENTS THROUGHOUT THE YEAR, THAT ARE FOLLOWED CLOSELY BY OUR SCOUTS. THEIR PLAYER INFORMATION AND RANKINGS ARE A VALUABLE RESOURCE FOR US.”

— BRIAN M. CASHMAN
SR VICE-PRESIDENT & GENERAL MANAGER | NEW YORK YANKEES





PERFECT GAME IS
BASEBALL'S LARGEST
SCOUTING SERVICE.

AND A LEADING SPORTS TOURISM ORGANIZATION.

Brad Clement

CEO, BRAD CLEMENT



PERFECT GAME IS A PLATFORM FOR SHOWCASING THE GAME'S BEST PLAYERS.





MACHADO



BELLINGER



FREEMAN



VOTTO



LINDOR



CORREA



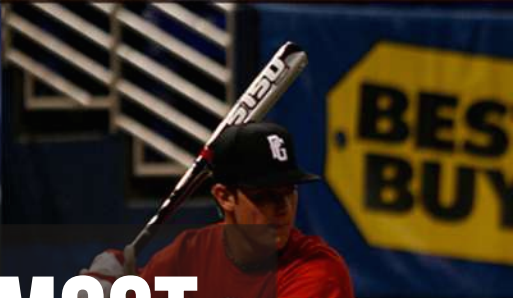
HOSMER



BUMGARNER



BAEZ



BRYANT



**THE FORMER STARS OF PG ARE AMONG THE MOST
RECOGNIZABLE ATHLETES IN THE MAJOR LEAGUES**

MORE THAN 2,000 PG PLAYERS HAVE GONE ON TO PLAY MAJOR LEAGUE BASEBALL

PG PERFECT GAME

THE NEXT LEVEL STARTS HERE!



MAJOR LEAGUE BASEBALL

PG ALUMNI MIKE TROUT

PERFECT GAME BASEBALL: MAJOR LEAGUE STATS

337 ALL STARS
142 AL & 195 NL

87 SILVER SLUGGER
WINNERS
27 AL & 60 NL

85 GOLDEN GLOVE
WINNERS
39 AL & 46 NL

49 PLAYERS CHOICE
AWARD WINNERS

13 ROOKIE OF THE YEAR
AWARD WINNERS
5 AL & 8 NL

11 LEAGUE MVP
AWARD WINNERS
4 AL & 7 NL

8

CY YOUNG
AWARD WINNERS
5 AL & 3 NL

A NATIONAL PLATFORM

BEGINNING IN JANUARY EVERY YEAR, PERFECT GAME KICKS OFF A SEASON THAT ENCOMPASSES 9,324 EVENTS FOR MORE THAN 1 MILLION PLAYERS AND 7 MILLION FANS IN 40 STATES ACROSS THE COUNTRY.

PERFECT GAME OVERVIEW



WITH MORE THAN
6.9 MILLION FANS THROUGH THE
TURNSTILE EACH YEAR, PERFECT
GAME IS BASEBALL'S
PREEMINENT SCOUTING
ORGANIZATION

1.4
MILLION
PLAYERS ACROSS THE COUNTRY
PARTICIPATE IN MORE THAN

9,324 EVENTS
TOURNAMENTS AND SHOWCASES

151,578
GAMES

ARE HOSTED BY MORE THAN
40+ STATES

Perfect Game Event Coverage
(National, Suburban and Rural Reach & Activation)

THE SPORTS FACILITIES
COMPANIES

PERFECT GAME

PERFECT GAME WAS FOUNDED IN 1995 BY FORMER SCOUT AND COLLEGE COACH JERRY FORD, WITH THE VISION OF GIVING YOUNG PLAYERS THE BEST OPPORTUNITY TO ACHIEVE THEIR DREAMS AND TO GIVE SCOUTS AND RECRUITERS THE BEST OPPORTUNITY TO EVALUATE THESE PLAYERS. NOW, TWENTY-SIX YEARS INTO SUCCESSFULLY DELIVERING ON THAT VISION, PERFECT GAME IS THE WORLD'S LARGEST AND MOST COMPREHENSIVE SHOWCASE, TOURNAMENT, AND SCOUTING REPORT SERVICE IN THE COUNTRY.



PERFECT GAME'S HISTORICAL GROWTH: EVENTS AND TEAMS

2009

23 EVENTS
1,300 TEAMS

2010

29 EVENTS
1,700 TEAMS

2012

42 EVENTS
2,300 TEAMS

2013

71 EVENTS
2,900 TEAMS

2014

145 EVENTS
4,400 TEAMS

2016

400 EVENTS
8,600 TEAMS

2017

724 EVENTS
12,500 TEAMS

2018

946 EVENTS
14,600 TEAMS

2019

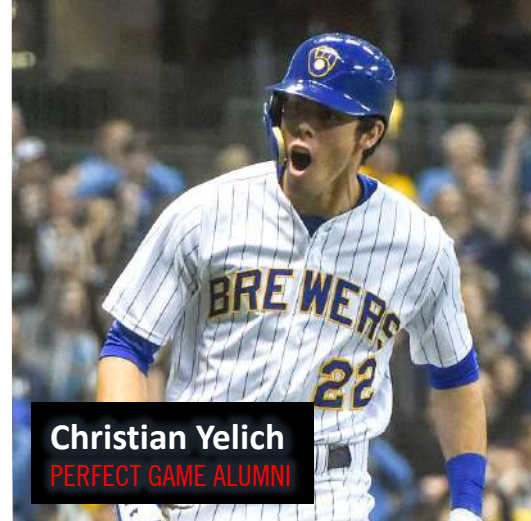
1,200 EVENTS
17,000 TEAMS

TODAY

9,324 EVENTS
30,799 TEAMS



Manny Machado
PERFECT GAME ALUMNI



Christian Yelich
PERFECT GAME ALUMNI



Mike Trout
PERFECT GAME ALUMNI

PERFECT GAME IN THE MAJOR LEAGUES

FEATURING SOME OF THE GAME'S MOST RECOGNIZABLE ATHLETES

COLLEGE AND PROFESSIONAL
ORGANIZATIONS



THE SPORTS FACILITIES
COMPANIES

The former stars of Perfect Game are among the most recognizable athletes in the Major Leagues. To date, there are more than 2,034 MLB players that have played in a Perfect Game event, 300,000 College Commits and 14,466 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



Bryce Harper
PERFECT GAME ALUMNI



Francisco Lindor
PERFECT GAME ALUMNI



Gerrit Cole
PERFECT GAME ALUMNI



A NATIONAL SCOUTING PLATFORM

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

COLLEGE AND PROFESSIONAL
ORGANIZATIONS



THE SPORTS FACILITIES
COMPANIES

To date, more than 2,034 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.





PERFECTGAME.TV

Roku

firetv

fuboTV

FreeCast

VIZIO

Apple TV

local now

SPORTSTRAIL

PG DIGITAL PRESENCE.

PG ARE A
NEXT LEVEL
DIGITAL
PLATFORM

LIVE
STREAMING
68,775
HOURS OF LIVE VIDEO
CONTENT IN 2022

2.5 Million
SESSIONS PER MONTH

30 Million
USER SESSIONS IN 2022

377 Million
PAGE VIEWS IN 2022

7:19 SECONDS
AVERAGE SESSION DURATION



347 MILLION SOCIAL IMPRESSIONS



LIVE STREAMING

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

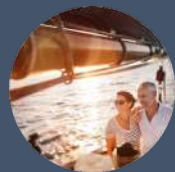
FEATURED ON





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
4.41%

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



**THE 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 INSTITUTE 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.



THE SPORTS FACILITIES COMPANIES



CENTERS FOR DISEASE CONTROL & PREVENTION | KETCHUM SPORTS & ENTERTAINMENT
TECHNICAL ADVISORS





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.



An architectural rendering of a modern sports facility at night. The building features a prominent red, curved facade and a glass-enclosed entrance. People are visible walking on the sidewalk, and a red sports car is parked on the right. The sky is dark, and the building's lights are on.

THE SPORTS FACILITIES
COMPANIES

PERFECT GAME COMMUNITY 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.

A young person, likely a female, is captured in the middle of a powerful swing with a softball bat. She is wearing a white pinstriped jersey with "OUTLAWS ELITE" and the number "22" on it, black pants, a black batting helmet, and red batting gloves. The background is a blurred scene of a softball field with a chain-link fence and several spectators, including a woman in a bright pink tank top and another in a black tank top with "HIT" written on it. The overall atmosphere is one of active participation and community engagement.

HOST COMMUNITY IMPACT:

**PERFECT GAME WILL
AMPLIFY THE GAME
AT EVERY LEVEL OF
THE COMMUNITY.**

PERFECT GAME

THE NEXT LEVEL **STARTS HERE.**

A photograph of a baseball player in a white jersey with blue and red accents, wearing a blue "DRIFIT" cap, signing autographs for a group of young boys. The boys are wearing various baseball caps and jerseys, including a red one with a white "T" and stars, and a brown one with a "LITTLE LEAGUE" patch. The scene is outdoors at a baseball field with stadium seating in the background.

HOST COMMUNITY IMPACT:

**PG WILL PROVIDE
OPPORTUNITIES
THAT WILL HELP TO
DEVELOP THE GAME'S
FUTURE STARS.**

PERFECT GAME

THE NEXT LEVEL **STARTS HERE.**



HOST COMMUNITY IMPACT:

**PG WILL HOST MORE
150-200 DEDICATED
COMMUNITY DAYS A
YEAR AT THE NEW
SPORTS COMPLEX.**

PERFECT GAME

THE NEXT LEVEL **STARTS HERE.**





HOST COMMUNITY IMPACT:

**PERFECT GAME WILL
ANCHOR AND ACCELERATE
LODGING, RESTAURANT +
OTHER ANCILLARY RETAIL
DEVELOPMENT**

PERFECT GAME

THE NEXT LEVEL **STARTS HERE.**



THE SPORTS FACILITIES
COMPANIES

FACILITY PROGRAM + ECONOMIC IMPACT



PERFECT GAME REGIONAL COMPLEX

**AN 8-FIELD
FLAGSHIP
COMPLEX
FOR PG BASEBALL**

\$42.2 Million

ESTIMATED DEVELOPMENT COSTS

49.5 ACRES

310 Thousand

PROJECTED ANNUAL VISITS

**PROJECTED
ECONOMIC IMPACT:**



10-YEAR CUMULATIVE
NEW DIRECT SPENDING



15-YEAR CUMULATIVE
NEW DIRECT SPENDING



20-YEAR CUMULATIVE
NEW DIRECT SPENDING

FACILITY PROGRAM:

- 8 SYNTHETIC TURF FIELDS (390' FIELDS)
- 16 SYNTHETIC YOUTH FIELDS (225' FIELDS)
- MAINTENANCE 3,500 SF
- 2 QUAD BUILDINGS 1,600 SF
- 880 PARKING SPOTS 352,000 SF INCLUDING SET-BACKS AND GREEN SPACES (23.25 ACRES)

\$50.1 Million+

IN DIRECT SPENDING ANNUALLY
FOR THE HOST COMMUNITY

260,701 +

NON-LOCAL DAYS IN MARKET

63,140+

ANNUAL ROOM NIGHTS

PHILADELPHIA, PA



SF SPORTS FACILITIES
COMPANIES

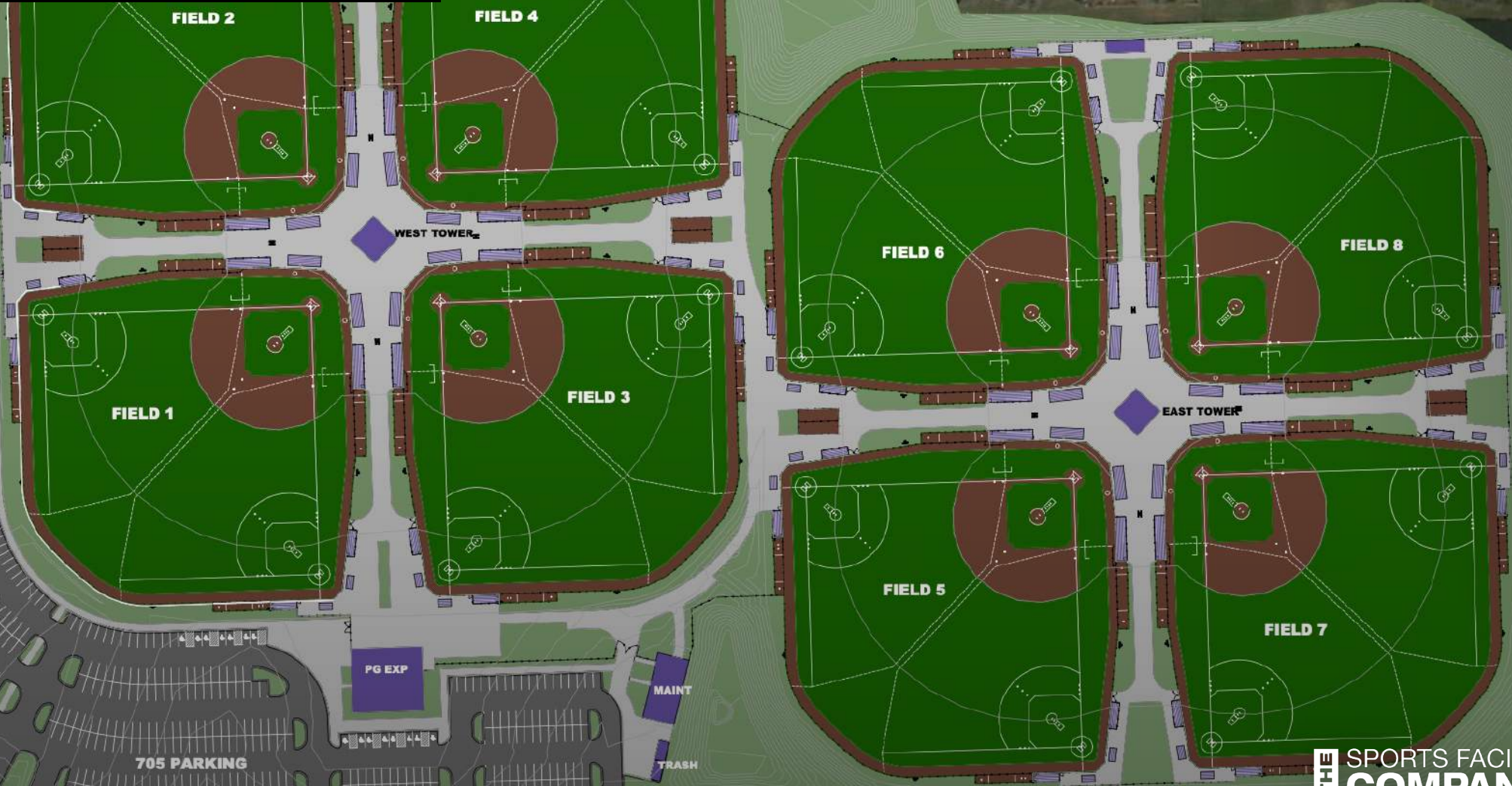
THIS PROJECTED HAS BEEN FULLY VETTED AND RESEARCHED BY SFA



PERFECT GAME REGIONAL COMPLEX

FIELD COMPLEX LAYOUT & DESIGN

90TH STREET





PG DEVELOPMENT COSTS

ESTIMATED DEVELOPMENT COSTS: 8-FIELD BASEBALL COMPLEX (8 X 390' FIELDS)

THIS PROJECT HAS BEEN FULLY VETTED AND RESEARCHED BY SFA

\$17.6 MILLION

HARD SITE COST ESTIMATION

\$20.8 MILLION

SYNTHETIC TURF FIELD COST

\$976,523 k

FF&E + SOFT COST ESTIMATE

\$42.2 MILLION

TOTAL CONSTRUCTION COSTS



ECONOMIC IMPACT

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

THIS PROJECT HAS BEEN FULLY VETTED AND RESEARCHED BY SFA

260,701 NON-LOCAL
VISITORS

NON-LOCAL VISITATION TO THE MARKET

63,140 ROOM
NIGHTS

PROJECTED ROOM NIGHTS ANNUALLY

\$50.1 MILLION

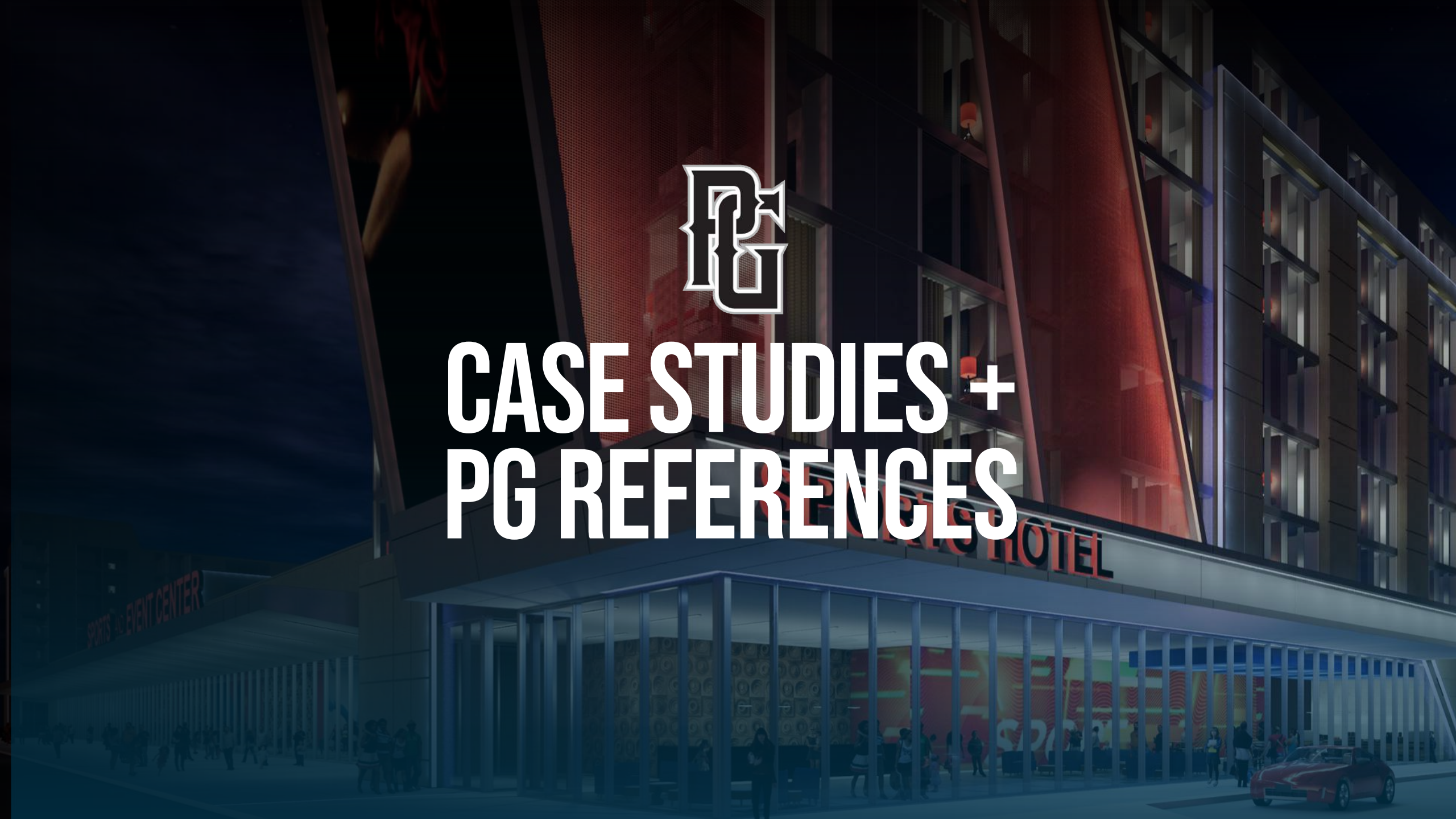
IN ANNUAL DIRECT SPENDING

60 EVENTS

TO THE MARKETPLACE ANNUALLY



CASE STUDIES + PG REFERENCES



A photograph of two baseball players in blue uniforms celebrating on a field at dusk. One player is wearing a blue cap and a white towel with 'LAKEPOINT' and 'PERFECT GAME' logos. The other player is raising his fist in the air. The background shows a baseball field with stadium lights.

PG PERFORMANCE **TESTIMONIAL:** COBB COUNTY, 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

Rachel Rogers
Sports Sales & Services Manager
Cobb Travel & Tourism
Cobb Sports Alliance
One Galleria Parkway | Atlanta, GA 30339
toll free [800-451-3480](tel:800-451-3480) local [678-303-2630](tel:678-303-2630)

ANNUAL ECONOMIC IMPACT:

\$139 MILLION

TOTAL ECONOMIC IMPACT (ATLANTA):

\$300 MILLION

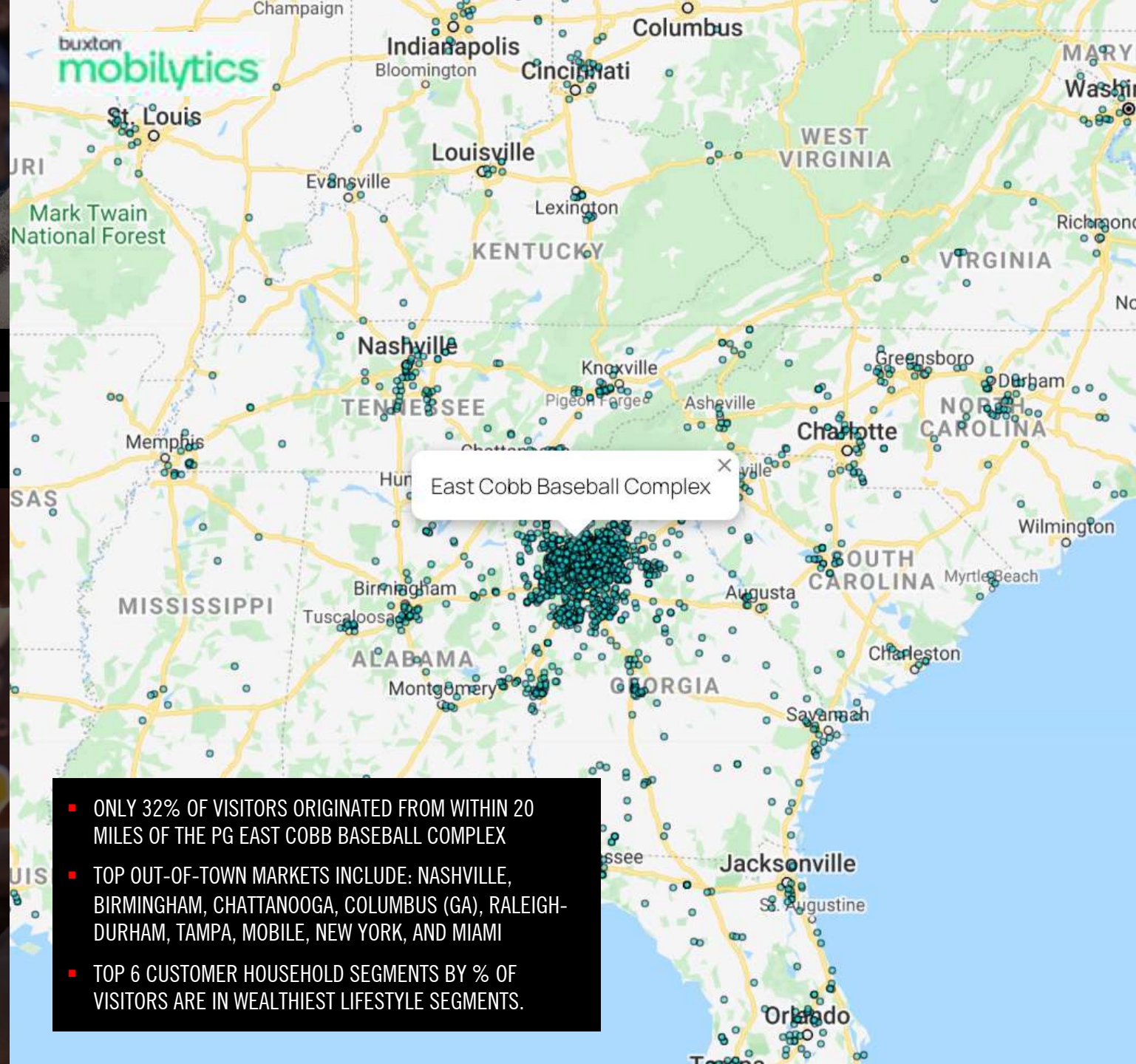
MOBILITYTICS INSIGHTS: THE SPORTS FACILITIES ADVISORY

- PROVIDES INSIGHTS INTO THE HOME LOCATIONS BY DENSITY FOR THE EAST COBB BASEBALL COMPLEX

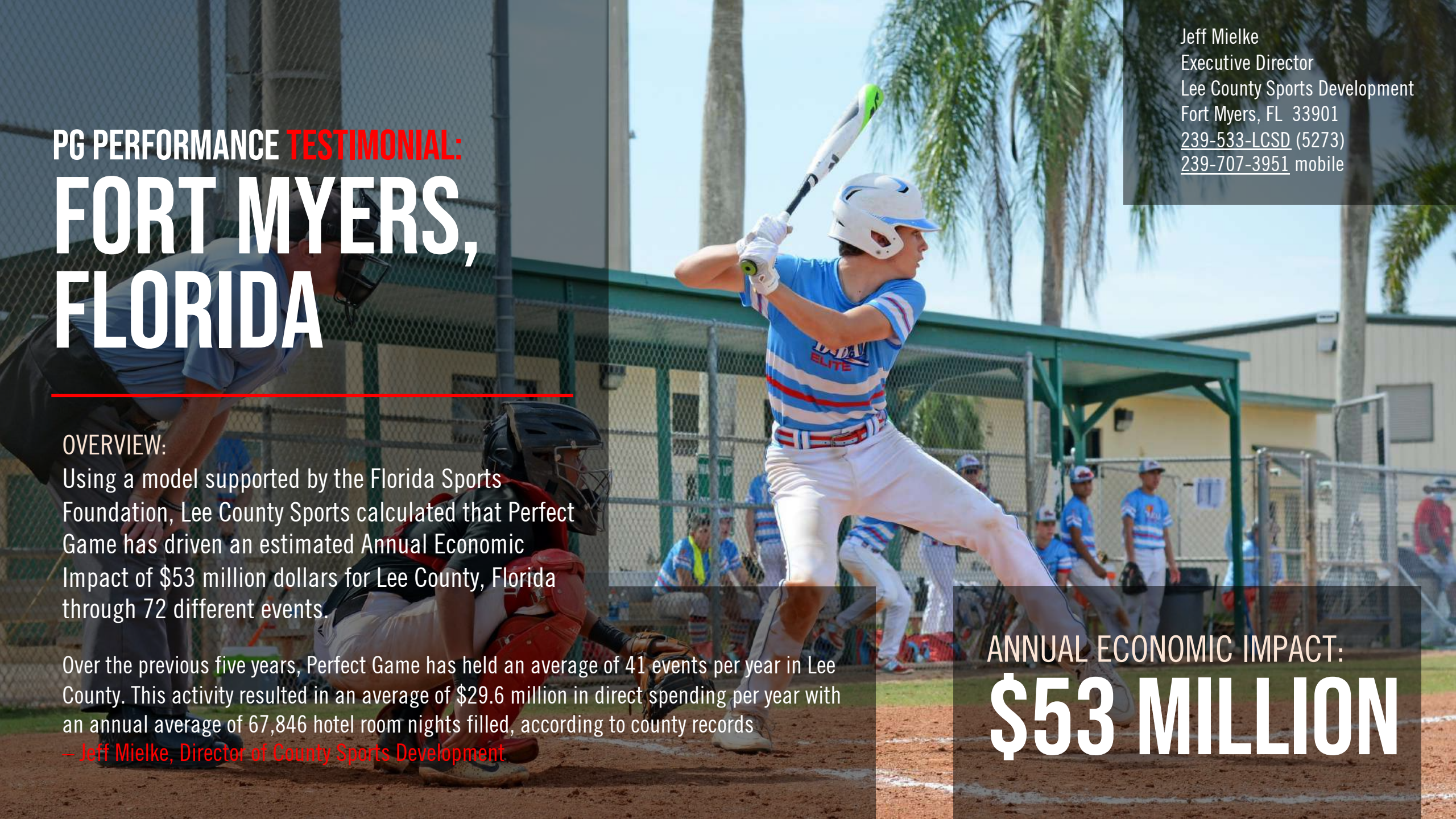
VISITOR TRADE AREA FOR THE EAST COBB BASEBALL COMPLEX IN GEORGIA.

PERFECT GAME

THE NEXT LEVEL STARTS HERE.



- ONLY 32% OF VISITORS ORIGINATED FROM WITHIN 20 MILES OF THE PG EAST COBB BASEBALL COMPLEX
- TOP OUT-OF-TOWN MARKETS INCLUDE: NASHVILLE, BIRMINGHAM, CHATTANOOGA, COLUMBUS (GA), RALEIGH-DURHAM, TAMPA, MOBILE, NEW YORK, AND MIAMI
- TOP 6 CUSTOMER HOUSEHOLD SEGMENTS BY % OF VISITORS ARE IN WEALTHIEST LIFESTYLE SEGMENTS.



PG PERFORMANCE **TESTIMONIAL:**

FORT MYERS, FLORIDA

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

— Jeff Mielke, Director of County Sports Development

Jeff Mielke
Executive Director
Lee County Sports Development
Fort Myers, FL 33901
[239-533-LCSD \(5273\)](tel:239-533-5273)
[239-707-3951](tel:239-707-3951) mobile

ANNUAL ECONOMIC IMPACT:

\$53 MILLION

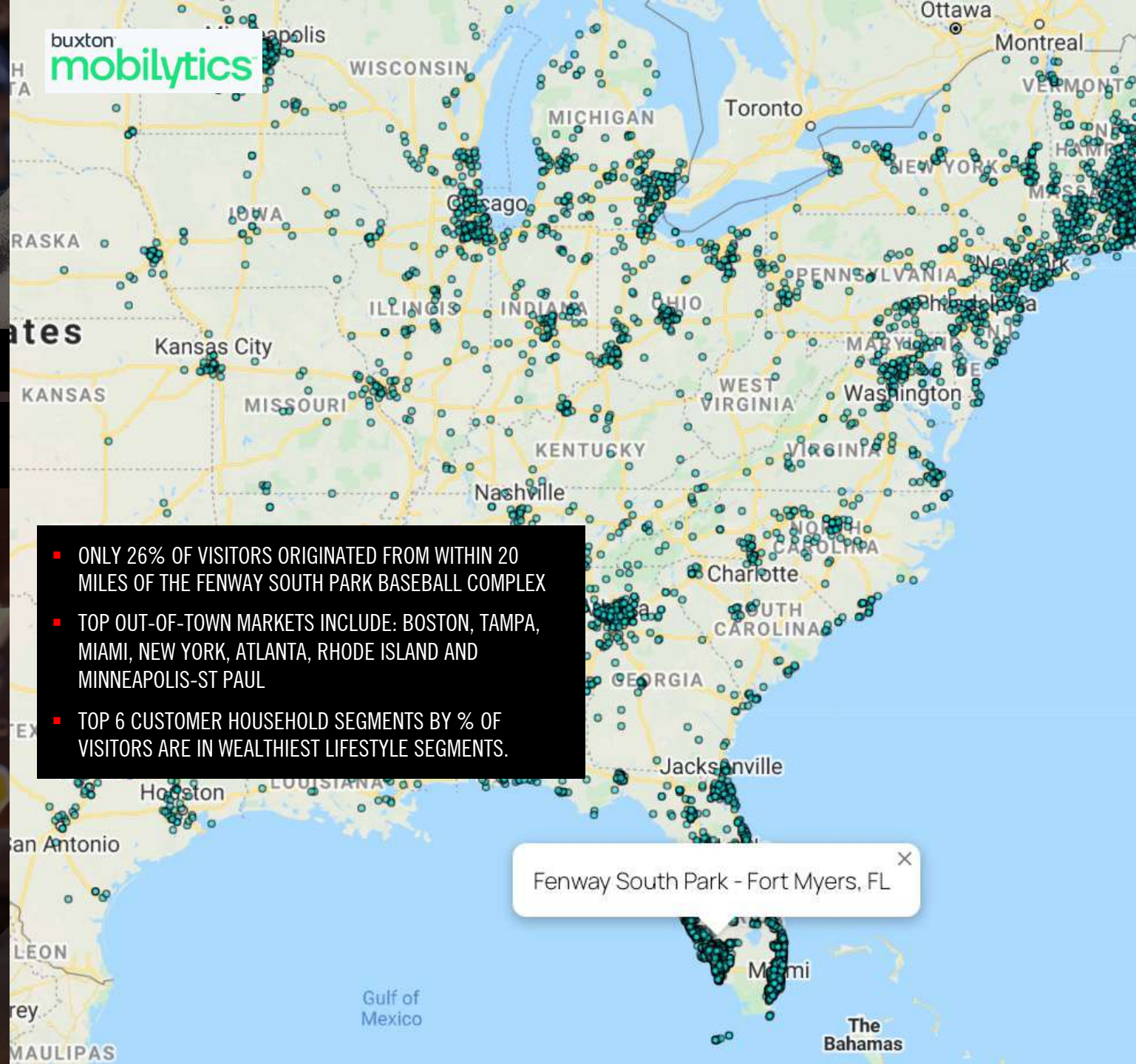
MOBILYTICS INSIGHTS: THE SPORTS FACILITIES ADVISORY

- PROVIDES INSIGHTS INTO THE HOME LOCATIONS BY DENSITY FOR THE FENWAY SOUTH PARK BASEBALL COMPLEX

VISITOR TRADE AREA FOR THE FORT MYERS BASEBALL COMPLEX IN FLORIDA.

PERFECT GAME

THE NEXT LEVEL STARTS HERE.





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 | Executive Director Palm Beach County Sports Commission

George Linley,
Executive Director
Palm Beach County/Sports Commission
2195 Southern Blvd., Suite 550
West Palm Beach, FL 33406
Direct Line: [561.233.3123](tel:561.233.3123)

MORE THAN 1,000 GOLF CARTS ARE MADE AVAILABLE
AVAILABLE FOR MLB SCOUTS AND COLLEGE COACHES
WHO TRAVEL IN FOR THE WWBA EVENT.

TOTAL ECONOMIC IMPACT:
\$35 MILLION

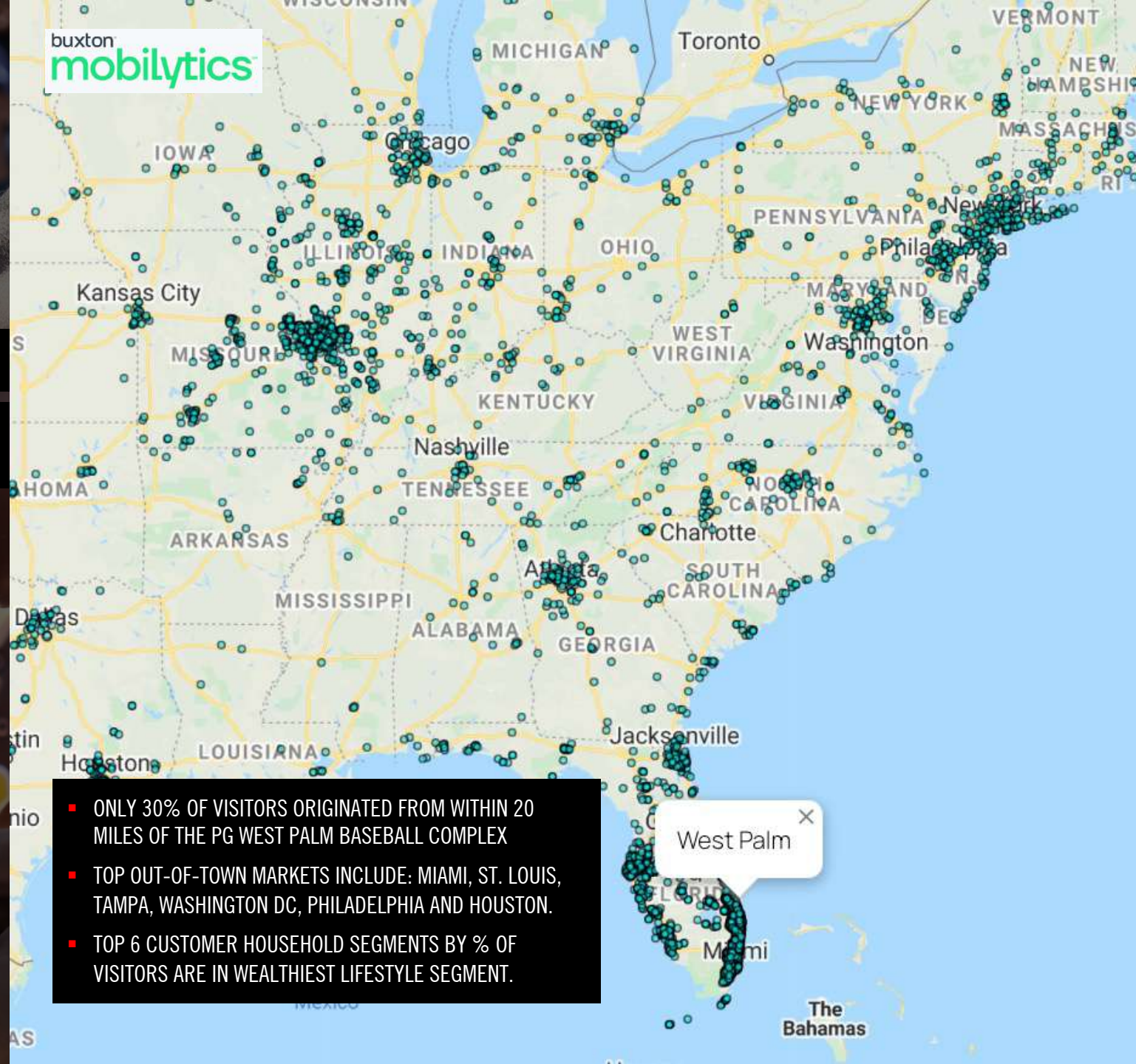
MOBILYTICS INSIGHTS: THE SPORTS FACILITIES **ADVISORY**

- PROVIDES INSIGHTS INTO THE HOME LOCATIONS BY DENSITY FOR THE WEST PALM BASEBALL COMPLEX

VISITOR TRADE AREA FOR THE WEST PALM BASEBALL COMPLEX IN FLORIDA.

PERFECT GAME

THE NEXT LEVEL **STARTS HERE.**



An architectural rendering of a modern sports facility at night. The building features a prominent red, curved facade and a large glass entrance. The text "SPORTS FACILITIES COMPANIES" is overlaid in the center. The background shows a dark sky and a few people walking on the sidewalk.

THE SPORTS FACILITIES
COMPANIES

CASE STUDIES + SUPPORT DATA



CASE STUDY 1

Case Study: **Cedar Park, Texas**



PERFECT GAME

CITY OF CEDAR PARK, TEXAS

VISITATION & ECONOMIC IMPACT FORECASTS

(MARKET RESEARCH BY SPORTS FACILITIES ADVISORY)

- 8,810 TEAMS WILL VISIT THE MARKET ANNUALLY
- 313,887 HOTEL ROOM NIGHTS ANNUALLY
- 982,962 NON-LOCAL VISITORS TO MARKET ANNUALLY
- \$132.6 MILLION IN DIRECT SPENDING ANNUALLY



Case Study: **Cedar Park, Texas**

SPORTS FACILITIES
COMPANIES

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

Case Study: **Cedar Park, Texas**

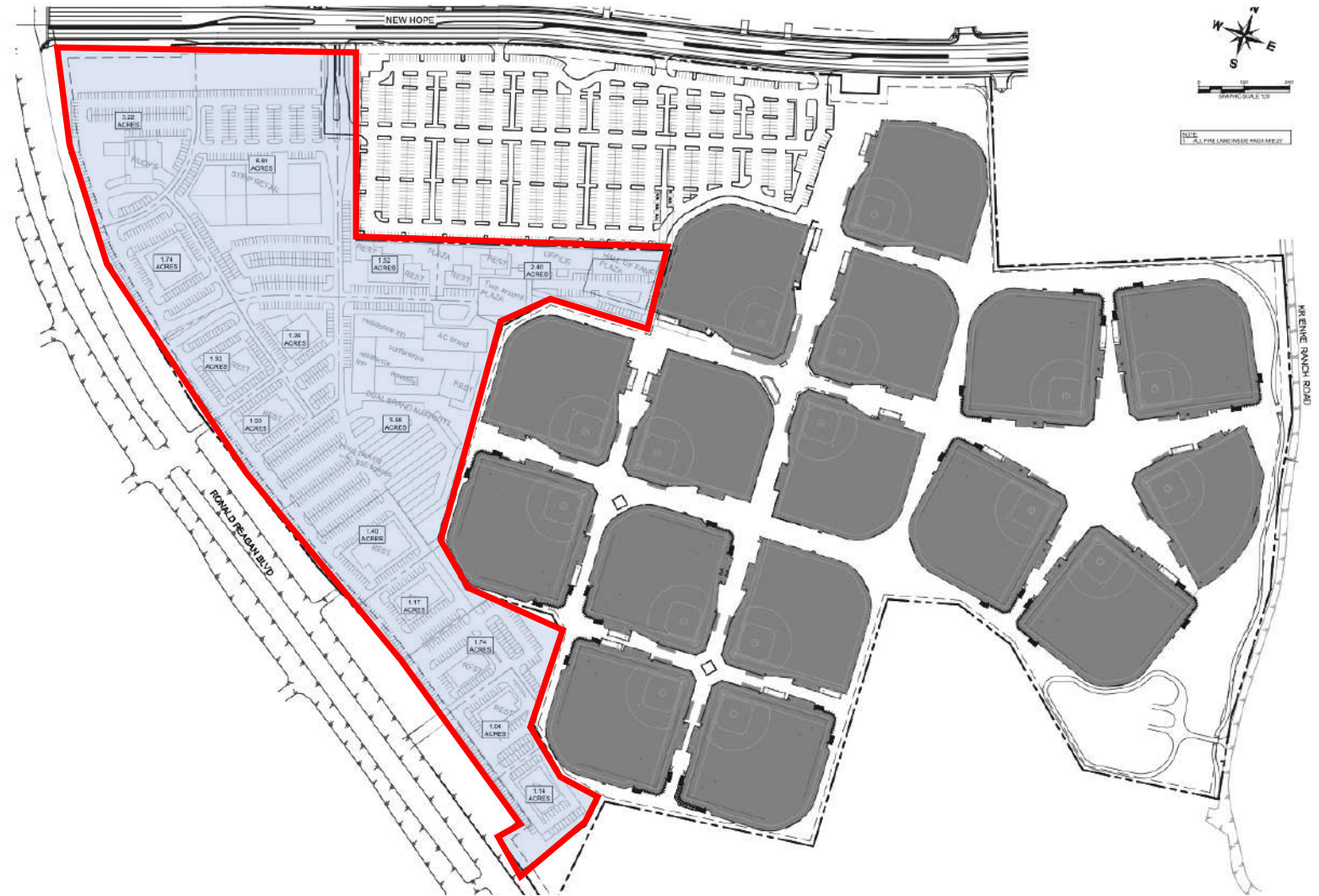
**SPORTS FACILITIES
COMPANIES**

**CURRENTLY THE
FACILITY HAS BEEN
MASTER PLANNED
TO INCLUDE
RETAIL, HOTEL AND
RESTAURANTS
IMMEDIATELY
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, BLVD





PERFECT GAME ROOM NIGHTS

NATIONAL TOURNAMENT AND EVENTS COMPLEX | 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 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

SPORTS FACILITIES
ADVISORY

Event Type	Total Number of Teams					Rooms per Team/Night	Scout Rooms/Night	Nights per Event	Percent Non-Local	Room Nights					
	Year 1	Year 2	Year 3	Year 4	Year 5					Year 1	Year 2	Year 3	Year 4	Year 5	
Spring Tournaments and Events															
Texas Spring Select (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634	
Texas Spring Elite (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634	
St Pattsy 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	378	397	417	438	15.0	200.0	6.0	80%	27,120	28,416	29,777	31,206	32,706	
PG World Series (5 ages)	200	210	221	232	243	16.0	200.0	4.0	80%	11,040	11,552	12,090	12,654	13,247	
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	
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															
Labor Day Classic (10 ages)	240	252	265	278	292	12.0	50.0	3.0	80%	7,062	7,408	7,770	8,152	8,552	
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 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 Sophomore 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	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634	
Cupid Classic (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634	
Presidents Day Challenge (6 ages)	112	118	123	130	136	10.0	-	3.0	60%	2,016	2,117	2,223	2,334	2,450	
South Winter Elite (6 ages)	112	118	123	130	136	10.0	-	2.0	60%	1,344	1,411	1,482	1,556	1,634	
Total Number of Room Nights										261,386	273,567	286,357	299,786	313,887	

Case Study: Cedar Park, Texas

SPORTS FACILITIES
COMPANIES



PERFECT GAME NON-LOCAL VISITATION

NATIONAL TOURNAMENT AND EVENTS COMPLEX | 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 anlysis 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

Event Type	Number of Unique Visitors					Event Length	Days per Non-Local	Percent Non-Local	Non-Local Visitor Days				
	Year 1	Year 2	Year 3	Year 4	Year 5				Year 1	Year 2	Year 3	Year 4	Year 5
Spring Tournaments and Events													
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 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
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
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													
Texas Select Championships (10 ages)	4,434	4,655	4,887	5,131	5,387	4.0	3.0	60%	7,981	8,379	8,797	9,236	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 Number of Non-Local Visitor Days									811,198	851,049	892,893	936,829	982,962



PERFECT GAME ECONOMIC IMPACT

NATIONAL TOURNAMENT AND EVENTS COMPLEX | 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.



THANK YOU.