

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

**Subject:** Proposal | 2025 Joint Venture

**Proposal:** To ensure the continued success of the following tournament weekends for Hunter Ives (7U-18U) under the Perfect Game brand, we are proposing a competitive compensation package.

**Rationale:** Competing with well-established sanctioning bodies like Perfect Game presents significant challenges. Perfect Game has a long-standing reputation and a massive customer base. Their ability to attract players of all skill levels, including those highly coveted by college scouts, creates a competitive advantage that smaller organizations find difficult to overcome.


We propose relinquishing your four dates in North Augusta (March 15-16, May 10-11, September 14-15, November 1-2) in exchange for acquiring four weekend dates in Conway. The specific Conway dates will be determined at a later time.

- **NET Revenue Split (80/20):** Under this partnership agreement, 80% of the total net revenue generated from the tournament dates below will be allocated to Hunter Ives, with the remaining 20% going to Perfect Game.
  - **Orangeburg** (April 12-13, May 17-18, Oct 18-19)
  - **Rocky Mount** (March 22-23 & Sept 6-7)
  - **Georgetown** (Aug 23-24, Oct 11-12, Oct 25-26)
  - **Hartsville** (Sept 20-21, Oct 4-5)

**Justification of the 20% Net Revenue Split:** Perfect Game provides significant value for extensive marketing & promotion which leverages its strong brand and marketing resources, a robust Infrastructure that is well-established, including experienced staff, strong venue relationships, and a robust online platform, which significantly offers a distinct value proposition that differentiates it from competitors. With a focus on customer & director support services, Perfect Game also prioritizes building a strong reputation, attracting repeat business, and effectively supporting the needs of field directors.

- **Umpire in Charge:** Oversee the management & coordination of umpires in South Carolina at the High School level.
- **Perfect Game Tournament Shirts:** Hunter Ives will retain 100% of the profits from all tournament shirts sublimated by Hunter Ives for the following dates indicated above.

**Director Protection Clause:** All fields currently titled in Hunter Ives name will remain titled for the duration of this specific agreement.



**Dominick J. Ferraro**  
Perfect Game SEC, Managing Partner

