

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

Subject: Leslie Howell (TopGun Sports Director – Valdosta, GA) - Leslie Howell (43 years of age) is a director for Top Gun Sports, specifically involved with baseball tournaments. This would open the market to gain access to softball and exclusively to various parks in the area such as Live Oak (FL), Valdosta, Thomasville, Brooks County and Eastman, GA.

Analysis of 2024 Event Financial Performance:

- **Number of Events:** 24 (Averages 15 teams a weekend)
- **Number of teams in 2024:** 359
- **Number of unique teams:** 97
- **Overhead:** \$143,087.28 - (Umpires: \$79,870.32), (Gate Workers: \$730), (Field Cost: \$15,000), (Awards: \$19,782.84), (Baseballs: \$1,665), (Miscellaneous – Items Below: \$26,039.12)
- **Gross Income:** \$232,837.28
- **Profit:** \$89,750
- **Profit Margin & Growth Rate:** 3-year growth rate is approximately **62.47%** with a profit margin of **38.5%**.

Subject: This comparison chart is based on data provided by the company and is believed to have a high probability of accuracy.

Category	TopGun	Perfect Game	Savings	Notes
1. Tournament & Team Fees	-	-	-	-
a. Team Fees Promotion	272 x \$ (\$10,887.00)	\$0	\$10,887.00	Promotion
b. Team Fees Regular	\$27.04 x 322 (\$8,707.00)	\$0	\$8,707.00	Regular
c. Team Sanction Fee	37 x \$75.00 (\$2,775.00)	\$0	\$2,775.00	Sanction
2. Weekly Award Package	-	-	-	-
a. Team Awards (56 Sets)	\$219 x 56 (\$12,796)	\$90.10 x 800 (\$5,045.6)	\$7,750.40	Medals
b. Team Awards (29 Sets)	\$219 x 29 (\$6,351.00)	\$90.10 x 800 (\$2,612.9)	\$3,738.10	Trophy Regular
c. Homerun Trophies (49)	49 x \$3.00 (\$147.00)	49 x \$2.00 (\$98.00)	\$49.00	HR Trophies
d. Homerun Medals	48 x \$2.00 (\$96.00)	48 x \$0.63 (\$30.24)	\$65.76	Homerun Medals
e. Necklace-Triple Br	122 x \$3.22 (\$392.84)	122 x \$2.00 (\$244.00)	\$148.84	122 Necklaces
3. Certifications	-	-	-	-
a. Umpires (14 Certs)	14 x \$114.29 (\$1,600.06)	\$0	\$1,600.06	Umpire Charges
4. Softballs	-	-	-	-
a. Softballs Ordered	\$65 / 1 dozen (\$65.00)	\$28 / Dozen (\$28.00)	\$37.00	1 dozen in 2024
b. Baseball Ordered	\$53.33 / 30 dozen (\$1,600)	\$28 / 30 dozen (\$840.00)	\$760.00	30 dozen in 2024
5. Other				
a. Service Charges (CC)	23 Charges X \$25.12 (\$577.76)	\$0	\$577.76	Credit Card Fees
b. Buckets	\$15.00 x 1	\$4.00 x 1	\$12.00	Ball Bucket
c. Shipping Fees	34 Charges x \$43.45 (\$1,477.30)	\$0	\$1,477.30	Charges
Total Costs	\$47,486.96 (Paid to TopGun)	\$8,902.74 (Paid to PG)	81%	
			\$34,743.22	Net Profit