

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

**April 4, 2025**

**Subject:** Christian Martinez (USSSA Director under Steve Hassett in South Florida).

**Note:** Christian is eager to expand his involvement into fastpitch softball and has a long-term commitment to USSSA for at least the next 20 years. Driven by a desire for increased responsibility and growth, aligning with previous promises from USSSA, he is now being asked by Steve Hassett to form a partnership in this endeavor.

His South Florida presence encompasses a wide region, including the West Coast of Florida (Port Charlotte, Fort Myers, Naples) and the East Coast of Florida (Tamarac, South Florida, Sunrise). These locations host significant events every weekend, across the entire southern region of Florida.

**Profile on Christian Martinez, USSSA Director (South, Florida):**

1. Age: 40
2. He wants to stay full time.
3. 1519 teams in 2024 - Estimated net income for Christian Martinez in 2024 was **\$401,993**
4. 14 years in business

**Analysis of 2024 Event Financial Performance:** The bullets below explain the financial data and company profile for Christian Martinez:

- **Number of Events:** 30 (Averages around 51 teams per weekend)
- **Number of teams in 2024:** 1519
- **Number of unique teams:** 310
- **Overhead:** \$269,964 (Awards, Baseballs, USSSA / Tournament Fees, and Field Cost. Umpires pay at the plate)
- **Profit:** \$401,993
- **Gross Income:** \$671,957
- **Profit Margin:** 59.8%

**Ask:** To spark his interest in joining, we should craft a compelling offer. Let's collaborate to define what that offer entails. Steve Hassett has promised to acquire him and another USSSA director. While we know Steve lacks the funds for this, they are uncertain if his claims are genuine or false.

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**Subject:** Fees and Prizes Package Comparison Breakdown

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

| Category                       | USSSA                          | Perfect Game                | Savings         | Notes                   |
|--------------------------------|--------------------------------|-----------------------------|-----------------|-------------------------|
| <b>1. Fees</b>                 | -                              | -                           | -               | -                       |
| a. USSSA (Steve Hassett)       | \$37,975                       | \$0                         | \$37,975        | 1519 teams x \$25       |
| b. Tournament Fees             | \$7,000                        | \$0                         | \$7,000         | 30 x \$233 per event    |
| <b>2. Weekly Award Package</b> | -                              | -                           | -               | -                       |
| a. Banners                     | \$9,452                        | \$2,161                     | \$7,291         | \$24 per current spend  |
| b. Rings                       | \$16,136                       | \$5,324                     | \$10,812        | From \$5+ to \$1.65 per |
| c. Trophies                    | \$7,233                        | \$2,893                     | \$4,340         | Savings of 60% per      |
| <b>3. Field Costs</b>          | -                              | -                           | -               | -                       |
| a. Fields                      | \$160,468                      | ?                           |                 |                         |
| <b>4. Baseballs</b>            | -                              | -                           | -               | -                       |
| a. Baseballs Ordered           | \$21,700                       | ?                           |                 |                         |
|                                |                                |                             |                 |                         |
| <b>Total Costs</b>             | <b>\$67,418 (Paid / USSSA)</b> | <b>\$10,378 (Paid / PG)</b> |                 |                         |
|                                |                                |                             | <b>\$57,040</b> |                         |