

From: [Dominick Ferraro](#)
To: [James Choi](#)
Subject: FW: NDA
Date: Tuesday, January 7, 2025 5:56:00 PM
Attachments: [image001.png](#)

From Rod to Rob 3 years ago.

Best,
Dominick

Dominick J. Ferraro
Perfect Game SEC, Managing Partner
Email: dferraro@perfectgame.org
Office: (864) 334-8388



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

From: Rob Ponger <rponger@perfectgame.org>
Sent: Monday, December 23, 2024 4:38 PM
To: Dominick Ferraro <dferraro@perfectgame.org>
Subject: FW: NDA

From: RODERICK SKINNER <raskinner@embarqmail.com>
Date: Thursday, January 13, 2022 at 12:17 PM
To: Rob Ponger <rponger@perfectgame.org>
Cc: RODERICK SKINNER <raskinner@embarqmail.com>
Subject: Re: NDA

Rob,

I sincerely apologize for not getting everything together for you sooner. As I told you in my last email I came down with Covid in late October and I had a rough time with it. I actually had it for almost 6 weeks and thought I was going to never get better. Little did I know that was just the beginning of my bad luck. My father passed away and that was a tough time for the family and especially my mother. He was 84 and my parents had been married for 60 years. Losing him was tough for my mother and I tried to be by her side as much as possible the weeks following his death. Once she got through that my mother had knee replacement and was unable to function on her

own for several weeks.

With all that being said hopefully with the new year things will be much better. Below I have answered your questions as best as possible. If something is lacking please let me know and I will get it to you asap.

1. I am the state director for USSSA for the entire state. I hold all of my tournaments in Eastern, NC mainly from Cary, NC to the coast.

2. I have basically played at the same locations each year since I began running events in 2000 with USFA before joining USSSA in 2012. I do not have sole control over any complex, mainly because they are all city or county owned facilities. All the organizations put in yearly for dates for the following year and since I have pretty much dominated this area for many years. I always get to request my dates first before everyone else.

3. I have been playing at the below facilities since I began in 2000:

Cary, NC - Middle Creek Park and Thomas Brooks Park

Raleigh, NC - Walnut Creek Athletic Complex

Clayton, NC - Clayton Community Park and Greater Cleveland Athletic Complex

Smithfield, NC - Smithfield Community Park (Solely the only organization playing here)

Goldsboro, NC - Eastern Carolina Athletic Complex (Perfect Game has taken this complex over solely), (Myself and Top Gun baseball were solely playing here)

Kinston, NC - Barnet Park and Bill Fay Park

Swansboro, NC - Sanders Park

Greenville, NC - Sara Law Complex (Solely the only organization playing here)

Rocky Mount, NC - Rocky Mount Sports Complex (Myself and Top Gun baseball were solely playing here)

Williamston, NC - Godwin-Coppage Park

Wendell, NC - Wendell Park (Solely the only organization playing here)

Roseboro, NC - Western District Park (Solely the only organization playing here)

4. Every year since 2000, we have started (weather permitting) the 3rd week of February and played through the 2nd weekend of December (only taking off Thanksgiving weekend). This is a total of 42 weekends yearly. The same schedule will be followed in 2022 and coming years as well.

5. Number of teams per year:

2019 - 2,291 total teams

2020 - 1,505 (Covid) total teams

2021 - 2,042 total teams

I run one day tournaments at \$285.00 per team and two day tournaments at \$325.00 per team. These totals include both one day and two day events.

6. The coaches can register for any of my events by: going to the USSSA National website and signing up for a particular tournament but 98% of the coaches either email, call or text me to be entered into a tournament. I post my schedule in early January and then the coaches can begin entering tournaments. It normally starts out slow but as the weather begins to warm up, then the registration process begins to pick up.

7. I have one full-time person that helps me. I also have another individual that runs tournaments under me that pays me a set fee per team for each team playing that weekend.

8. The only overhead expense is I have to pay a deposit for the dates I get in Raleigh and Kinston. I also have to purchase my insurance for the following year in late December to be able to show proof of insurance when securing dates at each facility. All of my trophy award packages and softballs are usually used up by the last tournament of the season. The expenses for 2022 as of now are:

Kinston dates deposit - \$2,600.00

Raleigh dates deposit - \$650.00

2022 Liability Insurance - \$2,700.00

9. Financial history:

2019 - \$253,610

2020 - \$231,880

2021 - \$238,000

2022 - If everything holds consistent with years past. The 2022 season should be in line with the above numbers.

10. The gate fees at each tournament are:

Only 3 coaches per team FREE

0-8 @ FREE

9-12 @ \$6.00

13 and up @ \$8.00

We normally average \$150.00 per team per day.

Therefore, since Covid a lot of the complexes I play at. we have gone to a prepaid gate of \$150.00 per team per day.

11. I have discussed with you already about tax returns. If you would like to address that point please let me know.

If you need anything else or would like for me to expand on something please let me know. I look forward to hearing back from you soon. Again I do apologize about not getting back to you before now. With having Covid, losing my father and helping my mother through her knee replacement. I have definitely been stressed out and have had very little free time. Please let me know that you have received this email. Have a great day.

Rod Skinner

From: "Rob Ponger" <rponger@perfectgame.org>
To: "Roderick Skinner" <raskinner@embarqmail.com>
Sent: Tuesday, October 19, 2021 7:40:42 PM
Subject: Re: NDA

Rod,

Apologies for getting this back to you so late. Here is the fully executed NDA and below please find a list of diligence requests that we would need to start our review.

Below is a list of information that would help us better understand the tournament and event side of your business in order to put a potential offer together:

- Territories / region where games are played
- Fields plays / how long do you have control of fields
- Facilities controlled (Names, locations, dates)
- Number of Events Per Year (2019, 2020, 2021 YTD and Projected for 22)
- Number of Teams Per Year (preferably broken down by schedule w Entry fee and # of teams) (2019, 2020, 2021 YTD and Projected for 21/22)
- Registration process (how do coaches register, when does registration typically happen)
- Current Full-Time Employee Info
- Any overhead expenses/assets that would be coming over.
- Three-year financial history + 2021 projections (Revenue and expenses 2019-2020 - knowing 2020 is a crazy Covid year)
- Budget / forecast for 2022

- Last three year's tax returns
- Gate revenue information

Let me know if you have any questions on this and thanks in advance for your help on getting this together, looking forward to advancing this forward.

Rob

From: RODERICK SKINNER <raskinner@embarqmail.com>

Sent: Saturday, September 25, 2021 4:15 PM

To: Rob Ponger <rponger@perfectgame.org>

Cc: Roderick Skinner <raskinner@embarqmail.com>

Subject: Re: NDA

Rob,

I have attached the signed NDA document. After you or your representative sign it. Will you please email a final copy of the document. Looking forward to speaking to you again soon. Just email me what kind of information you need from me. Hope you have a great weekend.

Rod Skinner

From: "Rob Ponger" <rponger@perfectgame.org>

To: "Roderick Skinner" <raskinner@embarqmail.com>

Sent: Friday, September 24, 2021 2:22:49 PM

Subject: NDA

Rod,

Great speaking with you the other day. I wanted to follow up by sending the NDA to you. I will separately send you a list of due diligence items that we would like to see. Thanks and have a great weekend.

Rob Ponger

RPonger@perfectgame.org

646-220-8674

From: RODERICK SKINNER <raskinner@embarqmail.com>

Sent: Tuesday, September 21, 2021 8:15 PM

To: Rob Ponger <rponger@perfectgame.org>

Cc: Roderick Skinner <raskinner@embarqmail.com>

Subject: Good evening sir!!

Rob,

Good evening sir. Hope you are doing well. Just wanted to let you know that I am available most anytime that you are able to call me. I know you are busy and most likely were not able to call today. Whatever works out for your upcoming schedule is great with me. Looking forward to speaking with you soon. Hope you have a great week.

Rod Skinner
252-290-1190

NOTICE: This message is intended only for the use of employees and/or authorized representatives of Perfect Game Incorporated and its subsidiary entities as named above. The information in this message and transmission may contain confidential, privileged and/or proprietary information of Perfect Game including information which may be protected by federal and/or state privacy laws. In the event, this message contains confidential/proprietary information of Perfect Game Incorporated, then, and in that event, the sender distributing or disseminating this message is responsible to make certain the receiver shall keep the contents of this message confidential and shall not distribute this message without the express written authorization of Perfect Game Incorporated representatives. If you are not the intended recipient nor an authorized person of Perfect Game to receive this message, please notify the sender and destroy your message copy and attachments. If the sender is not available, then, notify Perfect Game Incorporated at 319-298-2923.

NOTICE: This message is intended only for the use of employees and/or authorized representatives of Perfect Game Incorporated and its subsidiary entities as named above. The information in this message and transmission may contain confidential, privileged and/or proprietary information of Perfect Game including information which may be protected by federal and/or state privacy laws. In the event, this message contains confidential/proprietary information of Perfect Game Incorporated, then, and in that event, the sender distributing or disseminating this message is responsible to make certain the receiver shall keep the contents of this message confidential and shall not distribute this message without the express written authorization of Perfect Game Incorporated representatives. If you are not the intended recipient nor an authorized person of Perfect Game to receive this message, please notify the sender and destroy your message copy and attachments. If the sender is not available, then, notify Perfect Game Incorporated at 319-298-2923.

NOTICE: This message is intended only for the use of employees and/or authorized representatives of Perfect Game Incorporated and its subsidiary entities as named above. The information in this message and transmission may contain confidential, privileged and/or proprietary information of Perfect Game including information which may be protected by federal and/or state privacy laws. In the event, this message contains confidential/proprietary information of Perfect Game Incorporated, then, and in that event, the sender distributing or disseminating this message is responsible to make certain the receiver shall keep the contents of this message confidential and shall not distribute this message without the express written authorization of Perfect Game Incorporated representatives. If you are not the intended recipient nor an authorized person of Perfect Game to receive this message, please notify the sender and destroy your message copy and attachments. If the sender is not available, then, notify Perfect Game Incorporated at 319-298-2923.