

A COMPARISON OF THE ECONOMIC RETURN AND THE FINANCIAL RETURN

Baseball Heaven - Phase I (48 Weeks 5 Hours Per Day)

Context:

Baseball Heaven, "Youth Sports Campus' 'comprising multiple phases with 14 youth artificial turf fields, a fully operational fast food restaurant capable of a 365-7-24 business operation with drive-thru capabilities, PHASE I, 24,000sf Indoor Training Center or Indoor Event Center. A estimated \$35M PHASE II, with data analysis, Phase I provides an Indoor Event Center while operating 10 indoor batting cages, 3 pitching tunnels and a designated team warm-up area within the 24,000sf Indoor Air Supported Structure. **THE DUGOUT** offers 13 cage rentals, 5 hours per day, 7 days per week operating 48 weeks annually for team or individual rentals @ \$40 per hour. It is projected that for the days of operation Saturday and Sunday the total hours of operations would significantly increase 2-3 times compared to the weekday Monday-Thursday data analisis.

All participants participating in local baseball and softball league(s) play or weekend tournament play within our tri-county area have no current or alternative to schedule practices or pre-game warm-ups batting practice swings. Most local facilities are limited with warm-up area spacing or basic amenities families seek before and after organized games or practices.

2022-2023 Student Enrollment Data Analysis

Shawnee	Public Schools Enrollment: 4,039	Shawnee	e Little League Charter Enrollment: 49,307
PK	184	PK	2,551
KG	262	KG	3,322
1st	389	1st	3,690
2nd	360	2nd	3,338
3rd	378	3rd	3,889
4th	371	4th	3,702
5th	347	5th	3,708
6th	251	6th	3,499
7th	240	7th	3,801
8th	268	8th	3,801
9th	278	9th	4,006
10th	215	10th	3,610
11th	247	11th	3,283
12th	249	12th	3,107

BASEBALL HEAVEN DUGOUT BATTING CAGE RETURN OF THE ECONOMICS

Total Students: 49,307	
White	25,238
Black	3,994
Hispanic	5,263
Asian	296
2 or More Races	8,371
Native Hawaiian Pacific Islander	80
American Indian / Alaskan Native	5,847

2016-2023 Local Weekend USSSA Tournament Play Data Analysis

Complex	<u>Teams</u>	<u>Location</u>
Bouse Sports Complex	3,680	Choctaw, OK
Firelake Ballfields	2,611	Shawnee, OK
The Battlefields	482	OKC, OK
EOC All Sports Complex	473	Harrah, OK
Reed Baseball Complex	433	Midwest City, OK
MWC Fred Myers	276	Midwest City, OK
BCMSC	276	Seminole, OK
MWC MAC	242	Midwest City, OK
Seminole Softball Quad	172	Seminole, OK
North Rock Creek High School	89	Shawnee, OK
Seminole State College	60	Seminole, OK
TNT Ballpark	60	Harrah, OK
Bethel High School	36	Bethel, OK
Dale High School	30	Dale, OK
Shawnee High School	30	Shawnee, OK
Tecumseh High School	23	Tecumseh, OK
Choctaw Junior High	18	Choctaw, OK
Reeves Park	14	Midwest City, OK

OK Kids Baseball Lincoln County League PlayData Analysis

Prague Youth Baseball Association	592	Prague, OK
Chandler Youth Baseball Association	426	Chandler, OK
Meeker Youth Baseball Association	310	Meeker, OK
Wellston Youth Baseball Association	280	Wellston, OK
Cushing Youth Baseball Association	228	Cushing, OK
Davenport, Youth Baseball	216	Davenport, OK
Carney Youth Baseball	102	Carney, OK
Luther Youth Baseball	76	Luther, OK
Perkins Youth Baseball Association	10	Perkins, OK

Financial Return

Annually	2024-2030
• Income: \$873,600.00	• Income: \$6,115,200.00
• Salary: \$150,000.00	• Salary: \$1,050,000.00
Air Supported Facility	• \$630,291.00
24K(sf) Artificial Turf	• \$250,000.00
13 Batting Cage / Tunnel Buildout	• \$250,000.00
Concrete	HVAC, Generator, Door Areas
Energy / Utilities	• \$

Pay-Back Period

- 2 Year
- Projected Base Investment \$1,130,291.00
- Projected Year 1 Income: \$873,600.00
- Projected Year 1 & 2 Income: \$1,747,200.00
- Projected Year 2024-2030 Income: \$6,115,200.00

DUGOUT BATTING CAGES

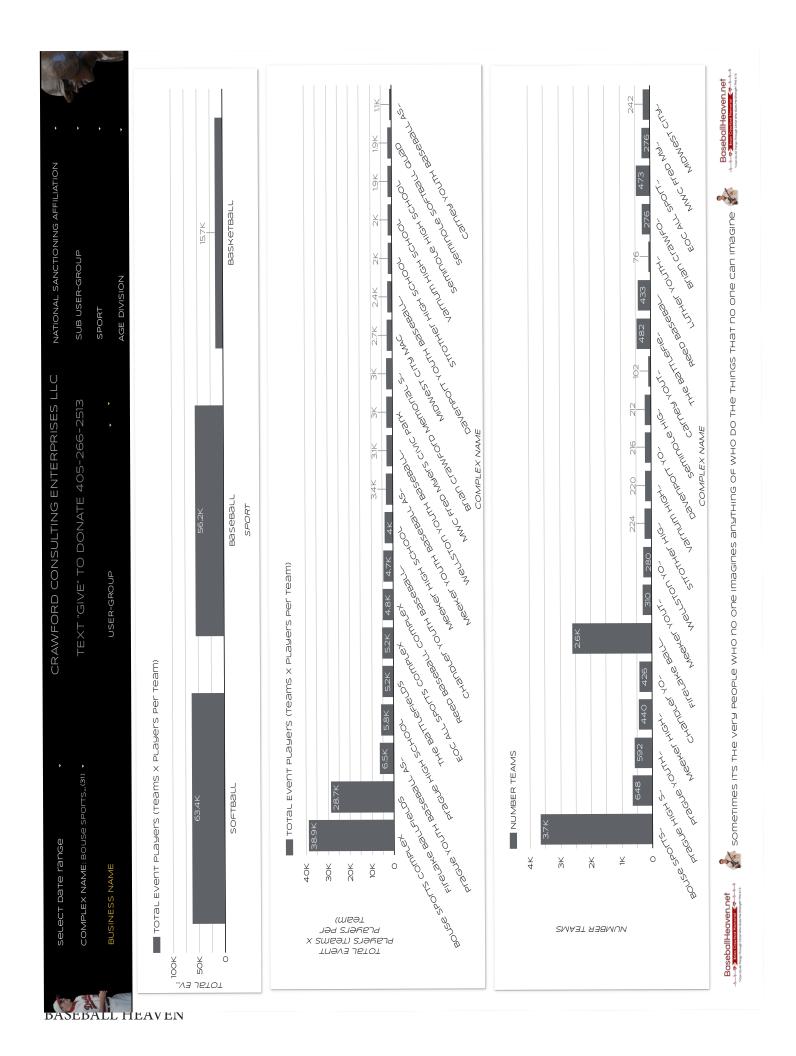
Cages	13	10 Batting / 3 Pitching
Days Per Week	7	Mon-Tue-Wed-Thu-Fri-Sat-Sun
Hours Per Day	5	5p-10p
Cage Rental per Day	65	13 cages x 5hr
Cage Rental per Week	455	65 slots x 7 days
Cage Rental per (48) Weeks per Year	21,840	65 slots x 7 days x 48 weeks
Rental Fee per Cage	\$40.00	Consider \$50-\$75 per hour for non-members
Total Cage Fees	873,600.00	

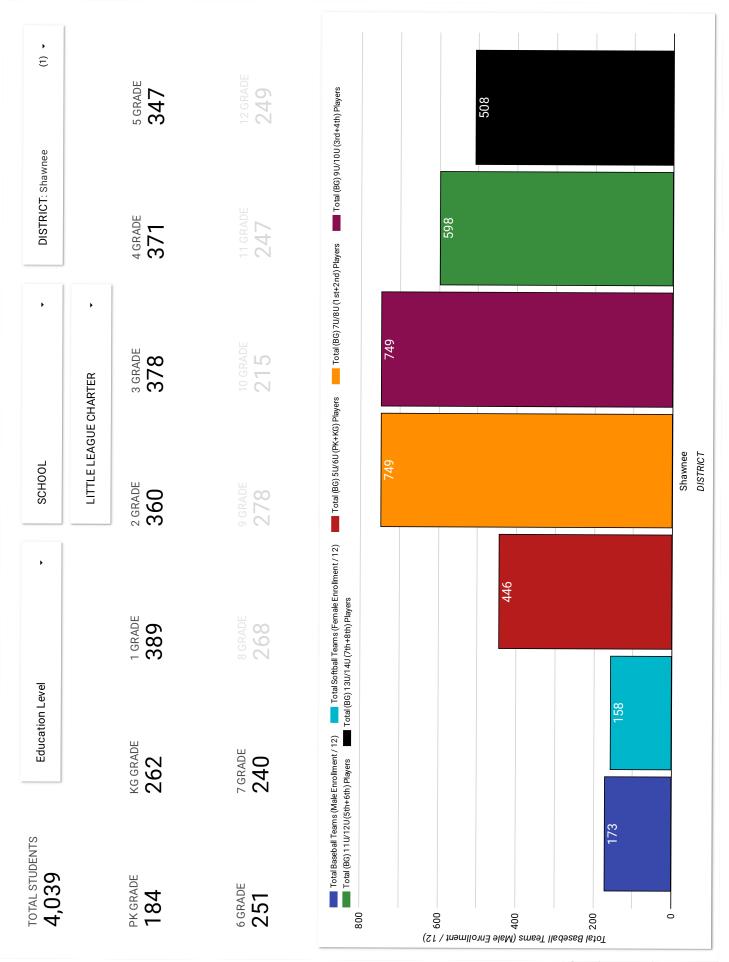
WEEKLY SCHEDULE

	Monday	65 TEAMS	650 PLAYERS	\$2,600.00	League Play
	Tuesday	65 TEAMS	650 PLAYERS	\$2,600.00	League Play
	Wednesday	65 TEAMS	650 PLAYERS	\$2,600.00	League Play
	Thursday	65 TEAMS	650 PLAYERS	\$2,600.00	League Play
	Friday	65 TEAMS	650 PLAYERS	\$2,600.00	Tournament Play
	SAT	65 TEAMS	650 PLAYERS	\$2,600.00	Tournament Play
	SUN	65 TEAMS	650 PLAYERS	\$2,600.00	Tournament Play
48 WEEKS		21,840 TEAMS	218,400 PLAYERS	\$873,600.00	Annually

Economic Return

- Full-Time Salary Staff (Consider Adding Benefits Factor)
 - 1 Facility Director (\$39.06 hr / \$75,000 Annual Salary)
 - 1 Facility Manager (\$39.06 hr / \$75,000 Annual Salary)
- Part-Time Contract Labor Staff
 - 1 5 Employees (\$10.00 hr / \$10,400 Annual Per Employee)
 - Potential Coach / Trainers
- Outdoor Practice Fields BONUS OPERATION
 - 50K (sf) Required Per Practice Field
 - Rental Per Hour (\$75.00)
 - No Utilities / Lights Required
 - No Officials Needed
 - No Gate Necessary
 - Portable Restrooms
 - Gravel Parking Lot
 - Concession: Food Trailer





PROPOSED SCOPE OF WORK

FOR

Kenneth Crawford Re: BCM Sports Seminole, OK (405) 642-9592 kenneth@bcmsports.net

USA

(BUYER)

and

THE FARLEY GROUP INC.
6 Kerr Crescent
Puslinch, Ontario N0B 2J0
Canada

(SUPPLIER)

SCOPE OF WORK

Supplier agrees to <u>supply</u> and <u>deliver</u> one custom-engineered air supported structure and all related components required. Our proposal is based on the scope of work provided by Buyer. The air supported structure will be approximately 200' long x 120' wide x 40' high. The Farley Group will deliver a full submittal package which will be reviewed and signed by Buyer. Buyer agrees to pay for such structure including the following:

1) FABRIC MEMBRANE:

- a. **Outer Fabric:** vinyl coated **Opaque** polyester fabric with acrylic exterior top-coating. The exterior surface color of the fabric will be white. Note: DuPont TEDLAR can be added as an optional upgrade if requested. Tedlar is a superior top layer film providing a self-cleaning, non-stick, mark-resistant surface and allows for better snow shedding when needed.
- b. **Liner Fabric:** 15 oz per square yard high gloss finish vinyl coated polyester fabric. The structure will be manufactured with blue liner 3m high along the sides of structure, and the remainder being white.

<u>Bid Note</u>: We can provide a Custom inner liner color (team color, branding color) if time permits. We have provided these services for Harvard University, Princeton University, Boston College, etc. Additional costs might apply depending on the MOQ and color but sometimes at no additional cost. This will make the facility feel more like a home, pride, and a place of their own.

c. **Sections:** The dome will be manufactured in 2 sections fastened using aluminum joining plates with velcro fastened fabric covers to the outside.

Buver's Initial

- d. Divider Net: (6) Included.
- e. Skylight: Not Included
- f. Flame Resistance: The exterior and liner fabric have been tested for flame resistance and meet California fire marshal requirements, UL 214, NFPA 701, UBC (#42-1 & #55-5), and ULC S109 Standard for Flame Tests of Flame-Resistant Fabrics and Films.
- g. **Seams and Edges:** All seams are dielectrically welded to form the dome's profile. The membrane shall be manufactured with rope edge to suit extruded profile anchoring system.
- h. **Openings:** The fabric membrane will be provided with openings to accommodate:
 - 1 Three-leaf revolving door and one (1) pedestrian airlock combo
 - 3 Emergency exit doors
 - 1 Double Wide Emergency exit door
 - Mechanical unit openings as required.

2) DOORS AND OTHER ACCESS COMPONENTS:

- a. **Emergency Exit(s):** Supply (3) steel-framed aluminum balanced exit doors with cast-in bracing which will have a clear opening of 40" and (1) steel-framed aluminum balanced double wide exit door with cast-in bracing with a clear opening of 103". Doors will be provided with a combination emergency/exit light pack. (These units will be supplied to suit a 120-volt AC service by others).
- b. Revolving Door / Pedestrian Airlock: One 3 leaf revolving door and one pedestrian airlock. Revolving door is 93" wide x 84" deep x 83" high. Doors have been specifically designed to allow routine maintenance. Pedestrian airlock is 86" wide x 84" deep x 83" high, with Lexan windows and is designed to meet ADA requirements. Pedestrian airlocks have custom attached ramps as part of the door system. The airlock and revolving door are made specifically for The Farley Group. Buyer responsible for providing and installing Fire Doors / Shutters if required OR automated operators, budget \$17,500 if required.
- c. Fire Alarm System: There has been no provision for Fire Alarm systems by the supplier. The Buyer is advised to consult a Fire Protection company if required.

3) LIGHTING:

- a. **Hanging Light Fixtures:** Twenty (20) 500-watt LED hanging lights c/w wire and cord ends running from fixture location to closest perimeter base (extra three feet of wire provided at attachment point of grade beam and electrician is to provide and install the plug ends to match his receptacle)
- b. Egress Lighting: It is the responsibility of the Buyer to have an egress lighting expert advise them on the local requirements. The Supplier is willing to assist with a possible solution once advised.

All electrical work, including installation of plugs, receptacles at service attachment point, and connections to be the responsibility and to the account of the Buyer.

4) MECHANICAL EQUIPMENT:

a. **Heat and Inflation Unit:** One (1) Over/Under discharge configuration, indirect fired natural gas HEAT AND INFLATION UNIT with 1.00 million BTU output. Voltages to suit 480V 3

phase.

- b. **Standby Inflation Unit –** Fizer 30-1 single fan stand by unit
- c. Air Conditioning: One (1) 50-ton custom Air Conditioning Unit

Note: 4a and 4b (above) voltage to suit 3 phase 480 volt. The Buyer will be responsible for all conduits, electrical wiring and all natural gas connections to all heating and standby.

5) AIR STRUCTURE RETENTION:

- a. **Retention Channel:** Supply anodized aluminum channel. To be installed by contractor. Buyer to supply 452lf of utility or pressure treated 2" x 4" lumber for grade beam installation.
- b. Restraining Cables: Not required .
- c. Lengthwise Restraining Cables: Not required.
- d. Anchor Plates: Not required.

6) OTHER HARDWARE AND SERVICES:

- a. **Turnbuckles and Hardware Openings:** Turnbuckles and hardware for all openings for the provided components above is included.
- b. Mechanical Start Up: Mechanical Start-up is included. Buyer to advise when the gas and power is connected. If additional visits are required because mechanical equipment has not been properly hooked up to proper power and fuel additional charges will apply. Buyer is responsible for having a local HVAC representative on site for training. HVAC is <u>currently</u> 28-34 weeks for delivery from the date of confirmed site voltage (not from signed contract). Delays in providing this information will result in delivery delays. <u>Note</u>: When ready to proceed we can look at current schedules as we are always exploring other options to speed up timing.

7) SHIPPING AND HANDLING:

- a. Shipping of the Fabric Membrane and Components included (FOB site).
- b. Shipping of the Inflation and HVAC Equipment included (FOB site).
- c. Delivery of all components to project site. Buyer responsible for offloading Note: Buyer responsible for offloading profile, anchors (cast-in during the construction phase). Supplier will offload dome package at time of install. All items requested to be delivered to site prior to scheduled start date will have freight costs plus 15%.
- 8) **INSTALLATION:** The Supplier has provided for a complete <u>turnkey installation</u> of the Dome Membrane, Insulation and Components listed above including all non-union, non-prevailing wage, temporary labor, and equipment.

9) **INSTALLATION CONDITIONS**:

a. Site work must be completed prior to Farley technicians scheduling arrival at the site. If Farley supervisors arrive on site and are unable to start the work for any of the reasons on the above schedule, the Buyer will be responsible for paying the daily charge out rate for each of Farley Manufacturing Inc's employees plus extra room and board. Daily charge out rate is \$1,250.00 per man plus \$350.00 per man for room and board and ground transportation. In the event that delays occur due to inclement weather, the Buyer will be responsible to pay one half the above rate. Once it is agreed on the arrival date of the

Farley Manufacturing Inc. employees, the Buyer will be responsible for additional travel costs caused by changes in the install date,

- b. Electric and natural gas services must be commissioned 30 days before installation schedule can be confirmed. The installation shall not proceed until the jobsite has been approved by the manufacturer. If temporary power and/or gas are being used the Supplier reserves the right to refuse the installation until an adequate plan is presented and approved.
- All electrical and natural gas connections to mechanical equipment and commissioning of generator must be completed before installation of air structure membrane can commence.
- d. If natural gas or electric is not ready, Buyer will be responsible for the rental of the equipment.
- e. If the site is not ready for the scheduled delivery date the installation could be delayed by weeks or months depending on the time of year which will be determined by the supplier.
- f. Buyer to confirm that concrete grade beam is at full strength.
- g. If weather or other conditions on site delay the installation process, the Buyer will be responsible for extra costs associated with the inactivity of the Supplier's installation supervisors.
- h. The Supplier will make every effort to avoid the air structure membrane and components from getting dirty during the installation process. The Supplier will not be responsible for any protective field poly, ground coverage or cleaning of the air structure or components that may be required as a result of unfavorable site conditions.

Once it is agreed on the arrival date of the Farley Manufacturing Inc. employees, the Buyer will be responsible for additional travel costs caused by changes in the install date.

10) PLANS AND SPECIFICATIONS:

a. Plans and Specifications: Drawings, specifications and calculations pertaining to the foundation (grade beam) for the air structure will be provided by the supplier. Buyer is responsible for the Mechanical and Electrical Stamped drawings with respect to the dome portion of the project. All additional drawings related to the dome portion of the project, with the appropriate professional stamps (if necessary) that may be required by local building officials, such as architectural site plan drawings for the air structure and/or other project elements (club house, parking, etc...) are the responsibility of the Buyer. Review of local building codes and by-laws for permit application is the responsibility of the Buyer. Any additional components that may be necessary to meet the building code requirements before, after or at the time of a review by local building code officials, are considered as extras to this Contract and are not included in this price.

11) BUYER'S DESIGNATE:

a. All tasks and other responsibilities of Buyer herein may be delegated or outsourced by Buyer to, or otherwise performed on behalf of Buyer by, Buyer's designate. However, any such delegation or outsourcing to, or other performance by, such a designate will not relieve Buyer of any obligation hereunder, and Buyer will at times be responsible for the activities of such designate.

Above Package Pr	rice	\$630,29	91 + State	Tax

Payment Terms:

- 1/3 of contract value less 10% holdback due upon execution of contract. Note: The original requested delivery date is predicated on receiving the full deposit and confirmed site voltages not from date of signed contract.
 - o Payment must be received withing 30 days of execution.
- 1/3 of contract value less 10% holdback due upon notice of fabrication of fabric membrane.
 - If the project is delayed, payment must be received no later than 30 days after the originally requested delivery date to avoid increases or delays.
- 1/3 of contract value less 10% holdback due upon notice of shipment.
 - o If the project is delayed, payment must be received no later than 60 days after the originally requested delivery date to avoid increases or delays.
- 10% holdback due within 30 days of signing 'Acknowledgement of Substantial Completion'

Delivery of Components to Site: On or before	, 2024, weather permitting (eg. no
rain, extreme cold or high winds). This delivery date is subject t	to date of execution of contract and
receipt of deposit, which are expected to be returned by no late	er than, 2024.
NOTE: These global supply chain delays have been factored ir	nto the timing of our delivery date,
however if there is any significant change in the current extend	ed lead times, we are seeing it could
lead to unforeseen delays in the delivery date.	

<u>General: the air structure package supplied as per items 1 - 6 will perform satisfactorily at this location for the intended use.</u>

Note: Concrete grade beam must be completed 30 days prior to installation of the fabric membrane to ensure concrete is at full strength. Buyer to notify Supplier of scheduled concrete grade beam installation.

<u>Note:</u> The parties agree that labor rates will be increased if delays beyond the Supplier's control force installation into winter weather conditions.

Responsibility of the Buyer

- a) Obtaining and paying for all permits, including permit requirements for all other plans and specifications, including but not limited to Architectural, Structural, mechanical and electrical stamped drawings relating to the air structure membrane.
- b) All additional drawings, with the appropriate professional stamps (if necessary) that may be required by local building officials, such as but not limited to, architectural site plan drawings for the air structure and/or other project elements (club house, parking, etc...).
- c) Review of local building codes and by-laws for permit application. Any additional components that may be necessary to meet the building code requirements before, after or at the time of a review by local building code officials, are considered as extras to this Contract and are not included in this price.
- d) Commissioning site and soil surveys.
- e) Excavation, site grading and landscaping.
- f) Any field protection, poly or required cover for spreading the dome.
- g) Any building connections or connections to walkways, front of building, tunnels or otherwise.

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- h) Supply and install of Fire shutter at the 3-leaf revolving door or automated operators where required.
- i) Supply and install Egress Lighting that may be required by code or local building officials beyond the standard emergency exit lights provided at each exit door including but not limited to any Fire Alarm systems that may be required.
- j) Furnishing and placement of concrete grade beam, equipment pads, and all concrete work required to meet plans and specifications. The Supplier will have provided construction drawings as part of this contract. These drawings are for the use of the Buyer in constructing the grade beam and other concrete components related to the air-supported structure. If inspections by a structural engineer are required of the work being performed by the Buyer to ensure conformity with these plans, the resulting cost will be borne by the Buyer.
- k) Providing electrical plans, panels, distribution, receptacles, and all electrical hookups as required.
- I) Additional Warranty and/or Service Coverage on HVAC if the project is delayed.
- m) Providing electrical and natural gas connection to the furnace and standby.
- n) Signing 'Substantially Complete" form prior to **any** usage of the facility, including confirmation of Buyer's insurance coverage.

Responsibility of the Supplier

- a) Supervisory personnel to direct installation.
- b) Supply of non-union, non-fare wage, non-prevailing wage temporary labor and equipment to effect installation of air structure and equipment.
- c) Structural Stamped Construction Drawings for the dome portion of the project. **Buyer to supply Mechanical and Electrical Stamping**
- d) Delivery of all components to project site. Buyer responsible for offloading.
- e) Startup and operational check of furnace, inflator, and emergency backup systems.
- f) Inflation and stabilization of air structure.
- g) Operational instruction and review of Operating & Maintenance Instruction Manual requirements with Buyer.
- o) Provide Farley Manufacturing Inc. fabrication 3-year warranty.

OTHER CONSIDERATIONS

- a. Title does not pass to the Buyer until payment is received in full.
- b. This Contract cannot be altered, modified and/or abridged in any way without prior written agreement from both parties.
- c. This Contract contains all the covenants and agreements of the parties with respect to the product(s). All amendments to or modifications of this Contract will be made in writing to be approved (signed) by all parties hereto.
- d. Buyer is responsible for all site preparations and site access.
- e. Any dispute resolution regarding this Contract will be under the laws of Oklahoma.
- f. Slight variations in fabric coating thicknesses are standard. This may be apparent in bright sunlight as shading or color variation between fabric panels in translucent membranes. This is normal and has no bearing on the true color of panels.
- g. Buyer is responsible for all costs to install the grade beam and equipment pads, including mechanical equipment pad, door pads and airlock slabs, winch concrete bases, perimeter drainage, field surfacing, handicap access, etc. as may be required. Any costs relating to site visits required by the Buyer relating to the provided stamped construction drawings will be the responsibility and the cost of the Buyer.

- h. The Buyer agrees that the above detailed Scope of Work will take precedent and supersede all other Contracts that relate to the dome portion of the project. It clearly identifies what the Supplier has agreed to supply, deliver, and install.
- i. The Buyer agrees to sign Supplier's 'Substantial Completion' in the form attached prior to use of the air structure for any purpose whatsoever.
- j. The Buyer agrees that any requirements for Union Labor and/or legislated premium rates will be a direct, additional cost to the Buyer.
- k. This agreement shall be governed by and constructed in accordance with laws of the State or Province, without regard to principles of conflicts of law.
- I. Warranty: The dome and component parts are only warranted as set forth in the Supplier's printed warranty, a copy of which has been delivered to Buyer (or Buyer's Designate) or the manufacturer's warranty. To become effective, the Supplier's warranty requires that payment in full of the Contract price be made in accordance with the terms of this Contract. The period of warranty coverage commences from date of signing 'Substantial Completion' or date of inflation of air structure, whichever occurs first.
- m. Force Majeure: Supplier will not be in breach of this Contract if it does not perform any obligation hereunder due to, or otherwise suffer any liability to the Buyer as a result of any event or condition not under its reasonable control.
- n. Any changes to this Contract will be made by completing a change order form.

Thank you,

FARLEY MANUFACTURING INC.



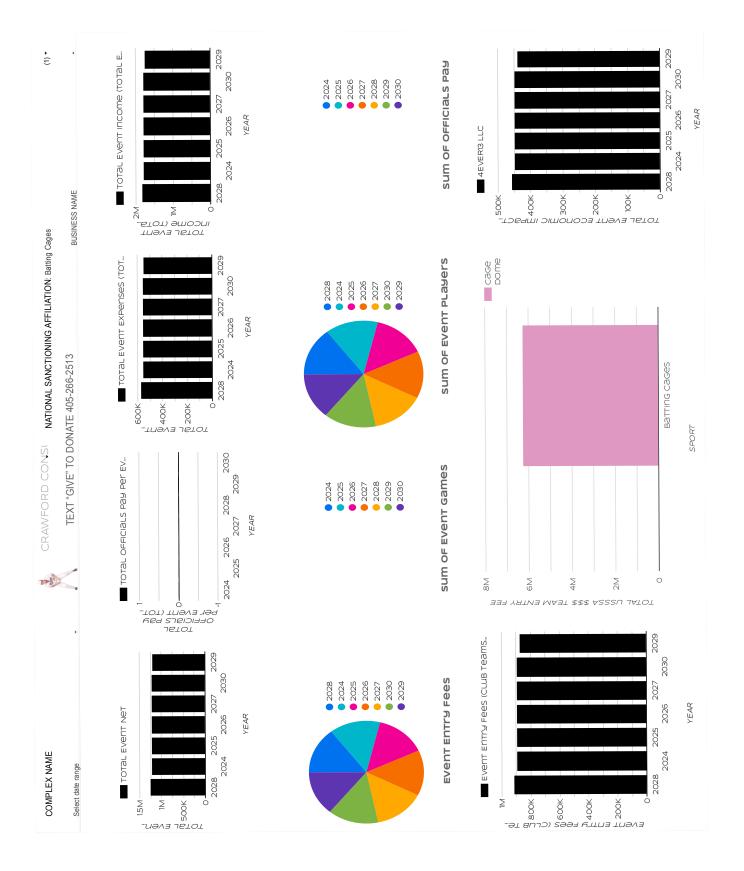
Scott Biason | Director of Sales - US

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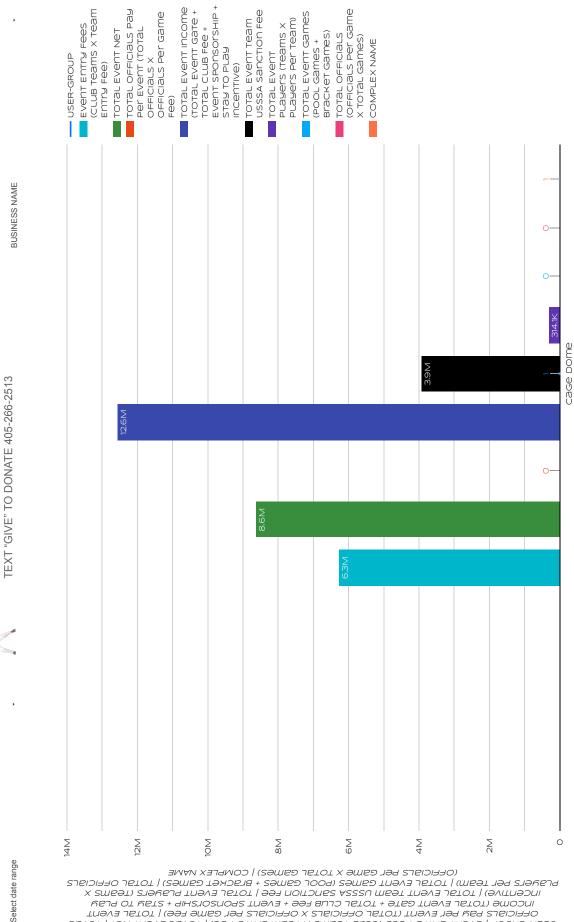
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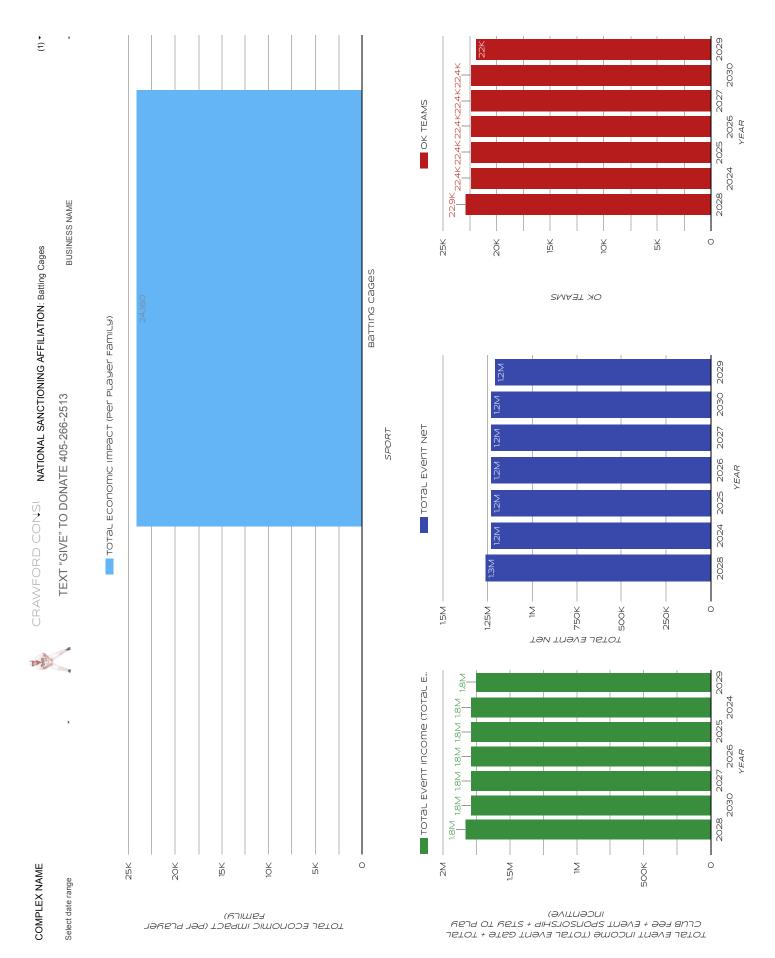


PEY EVENT (TOTAL OFFICIALS X OFFICIALS PEY GAME FEE) | TOTAL EVENT INCOME (TOTAL EVENT GATE + TOTAL CLUB FEE + EVENT SPONSOYSHIP + STAY TO PLAY INCENTIVE) | TOTAL EVENT PLAYEYS (TEAMS X PLAYEYS PEY TOTAL GAMES) | TOTAL EVENT GAMES (POOL GAMES + BYACKET GAMES) | TOTAL OFFICIALS (OFFICIALS PEY GAME X TOTAL GAMPLEX NAME USER-GROUP | EVENT ENTIY FEES (CLUB TEAMS X TEAM ENTIY FEE) | TOTAL EVENT NET | TOTAL OFFICIALS PAY

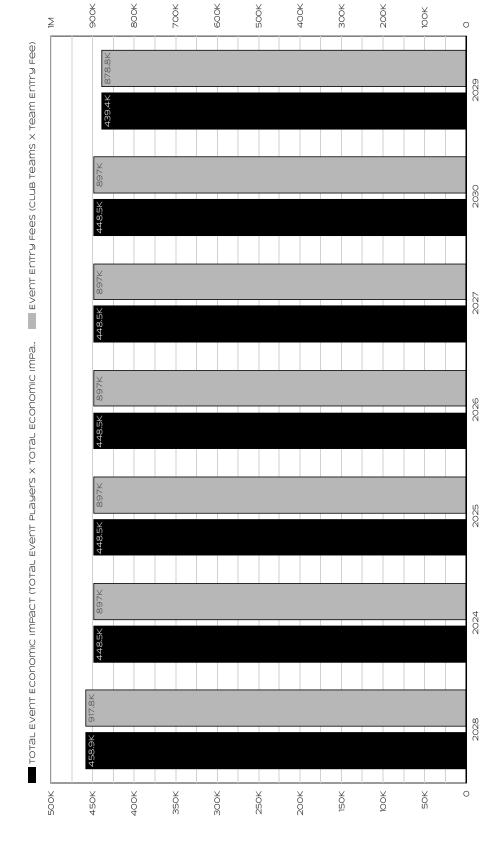


(OFFICIALS PET GAME X TOTAL GAMES) | COMPLEX NAME INCENTIVE) | TOTAL EVENT GAMES (POOL GAMES + BYSCKET GAMES) | TOTAL OFFICIALS OFFICIALS PAY PET EVENT (TOTAL CHEICIALS \times OFFICIALS PET GRONSOUSHIP + STAY TO PLAY INCOME (TOTAL EVENT \times TOTAL CLUB FEE + EVENT SPONSOUSHIP + STAY TO PLAY USER-GROUP | EVENT ENTIYY FEES (CLUB TEAMS X TEAM ENTIYY FEE) | TOTAL EVENT NET | TOTAL

COMPLEX NAME



total event economic impact (total event players \times total economic impact per player) 3.1M



EVENT ENTRY FEES (CLUB TEAMS X TEAM ENTRY FEE)

TOTAL EVENT ECONOMIC IMPACT (TOTAL EVENT PLAYEYS X TOTAL ECONOMIC

