

SPORT STRUCTURE

This is an attempt to bring to light the structure of youth, high school, and college events. All 3 categories may seem separate, but they should together in my opinion as the difference is within the fee structure expected/demanded and what the market will support. I will also try and shed some light on what some of my thoughts, reasoning or direction are. I feel if I can explain it on paper then it will clear a lot of details, I take for granted.

BCM Sports Complex

User-Group Request:

BCM SC

Big Fire

Shootout Baseball

BCM Sports



User-Groups will either host “Sanctioned Events” with a sanctioning body such as USSSA (United States Sports Specialty Association), PG (Perfect Game), Pony, Babe Ruth, Little League, etc., or classify their tournaments as non-sanctioned events and run them without a national affiliation. There are pros and cons to hosting sanctioned events, but I believe the driving force is profit driven, software needs, and at the facility owners’ risk and expense. The above-mentioned user-groups will help explain the process at each level within our operation.

First and foremost, we have turf and can demand whatever price we want. Honestly, we can demand the moon from user-groups because if all else fails we have me to run events.

Currently BCMSC is in no need to have to be affiliated with any sanctioning body. It does have benefits regarding the national office or state directors for sanctioning bodies like AAU, USSSA, PG, Little League, Pony, etc., placing a national or state tournament at your complex. This is good economic impact, but the sanctioning bodies usually make most of the money at the regional or national level. Remember that most facilities thrive on this concept at a city level for the hands-off turn-key process. Their motivation is economic impact from a national long stay event vision.

Under the current proposal Big Fire has requested 9 dates for showcases, Shootout Baseball 12 dates, BCM Sports 4 dates, and the remainder dates designated for BCMSC SSCEF.

BCM SC – No “Current” National Affiliation But have been asked if I was interested in the AAU *State Baseball Director Position*, (Youth & Showcases – Baseball / Softball)

Big Fire – (Showcase) Self Sanctioning Organization that is a split of ownership from 5-Tool Showcase Baseball.

Shootout Baseball – (Youth & Showcase) Nationally affiliated with baseball tournaments only – USSSA

BCM Sports – No “Current” National Affiliation, (Youth & Showcases – Baseball / Softball)

Common Denominator – Self-Sustainability. The ability to keep all registration processes internally becoming proprietary data, and where does that exist within the structure of the user-group or the user-groups network of resources... BCMSC, BCM, Big Fire all can accept registrations, push out notifications, display brackets, refunds, merchandise, etc.... This is where our Playbook 365 comes in at and gives us leverage the “Industry” doesn’t want us to have as a resource or access to as this process cuts them out of financial gain.

Shootout Baseball is versatile and can accept registrations on their own but utilizes USSSA as the bulk of their software registration management usage/needs. USSSA also aids in their ability to attract teams from out of state as 58% of their 2021 top 7 events were from outside Oklahoma (I have shared supporting documentation recently providing data). Shootout Baseball does not operate out of any sport facility and operates as a business under Shootout Baseball. I am well knowledgeable within the details of Shootout Baseball as I have help Rick build his business for the past 15 years and in return, he has helped me build Brian’s Memorial. My skillset has taken his business to the top of Oklahoma attracting teams as far as Nebraska for youth events.

BCM Sports – Developed to operate Bouse Sports Complex as a 501c3 for Brian Crawford Memorial. My only goal was to have Brian’s Annual Tournament at a turf complex as the Chickasha Sports Complex was demanding a guaranteed \$10K non-refundable payment. It’s well documented that BCM Sports contract was voided 2.5 years and we are 4 years into opening the sports complex. I say this to compare what BCM Sports could have been if operating the lost 6.5 years and comparing the first 2.5 earnings. Playbook 365 affords BCM Sports this opportunity. Separate from the BCMSCF Playbook 365 management side.

BCMSCEF – Developed 2021 – Fully capable of self-sufficiency, operating independently, 100% profit. Playbook 365 affords SSCEF this opportunity.

The “Common Denominator” – The current cost to operate an event for “**Big Fire**” is unknown to me but I’m speculating they are using “Tourney Machine” as their management software system. In recent years, they split off from 5-Tool Baseball and formed Big Fire and Tourney Machine is cost effective but limited. Per our zoom call with Billy at Playbook 365 I pointed out amped up similarities as well as added features.

The “Common Denominator” – **Shootout Baseball** management system, USSSA, requires teams to register as a sanctioned team. This requires teams to pay USSSA to register a team within their system. Now USSSA manages their team info, rosters, eligibility issues, rules, lawyers, etc.... (approximately 10K teams nationwide @ \$50 per/team – now demand their team

insurance... you get their point / profit). For Shootout Baseball to have a “Sanctioned Event” an approval from the State Director is required (this is for ALL Oklahoma USSSA Sanctioned Tournaments) and pay event sanction fees (\$100-\$200 per event & \$25 per team). This software system organizes the entire country under one baseball system.

The “Common Denominator” – **BCM Sports** – BCM Sports has been setup in the USSSA management system before operating at Bouse Sports Complex and would be required to compensate USSSA fees but would use Playbook 365 to manage events just by posting results, (I think).

The “Common Denominator” – **BCM SC** – ALL THE ABOVE... But at what cost to manage the business process, time requirement needed, and available resources. Weekend events, weekday leagues, camps... The sky is the limit!

National Sanctioning Bodies

More Associations Exist...



Event Providers

User-Group Request



League Management:

Resources – Fields

Demand – Public

Leagues that operate within the scope of a sanctioning body often follow same fee structure with opportunities to participate in some sort of state structured tournament. Some are more exclusive, and youth driven while others are still based on business needs. The state of league play in Oklahoma is not in good shape at all. OK Kids gives us the best opportunity for our community, the use of our facility at hosting profitable regionals or state events. Participation in this league should be our top priority in my opinion. This solidifies our facility as a local resource to hundreds of teams in Oklahoma and with our no rain-out policy this will be a solid revenue stream. Another league opportunity is to offer an open league opportunity for us to form a competitive league if we have a demand for it. Just another opportunity as we don't know absolutely what our guaranteed service needs will be requested or in need from the public. Thirdly, for all the youth that don't have a coach or team to play on we need to be able provide a recreational structured draft league opportunity for. This will be the most rewarding league from a community perspective and self-rewarding opportunity to help & serve, give back!

BCMSC & BCM Sports are completely capable of running all 3 leagues. We have already been accepted into the OK Kids Baseball & Softball Association. I do have plans to help their association move into the 21st century with running their league. Nothing has really proceeded with the times last 15-20 years.

Within our Playbook365 Management Software we will be able to funnel teams to the appropriate league. As of this moment, I am unsure of the capability to have individual player registrations, but this is a fairly simple process with a few forms and a database which is the same process used at Bouse Sports Complex. The goal would be Playbook365 or a supported 3rd party platform that can be integrated into our software system. Remember that this is a platform that evolves per user request with less than 25 users currently permitted to subscribe as it's still in the development stage.

Offer League play March 2022-July 2022 as a general anticipated date, charge \$300 per team, individual player signups will depend on association structure, any uniforms provided as an added player cost, and projected umpire fees based on number of games.

Another revenue stream will be as youth national events start up the high caliber youth teams will travel for a few games on turf. This would be considered a build-up for teams and anticipated playing at a very nice place.

Fee Structure:

With the explanation of fee structures that sanctioning bodies charge and user-groups / business are required to pay you can visualize “Wiggle-Room” that may or may not be available for some of the user-groups. Then, depending on the goal for the complex owner (profit vs economic impact) maybe things become somewhat clearer, and we can assess what “Our” needs are vs what we might think we want on the surface and a trend we want to start.

On the youth-side for the maximum sustainable finances, events with great accommodations (turf), events that are managed & ran efficiently-exceptionally well from Jan-Dec... \$350-\$450 per team for a team fee as well as a team gate fee of \$295. Teams from surrounding states will look at those figures and say it's a steal of a deal. Oklahoma is the wild west in youth sports with hardly any organization. As referred to above... The reason that Shootout Baseball's business model for the top 7 youth baseball events in the state of Oklahoma in 2021 saw 58% of participating teams outside of Oklahoma & they have no "Home" Complex.

On the showcase side team fees are anywhere from \$800 -1,800 per team with individual tournament passes at \$25-\$50 each per event. With the availability of our resources 2 turf fields, Oiler Park as well as all our Little River Conference schools and other local high schools with baseball & softball fields you can easily see the business side of hosting a showcase with 80 teams.



On our operation with Playbook365 – With 2 separate user-groups this will be known as the Oklahoma Platform (good-thing as company moves forward) but team registrations for any Oklahoma Team basically is in our system or possible accessible by our management team. I’m learning more. Please keep in mind the fee structure Billy discussed (CC processing fees that are passed to the consumer) and the \$500 initial setup fee – I hope others understand the importance of the software and the capabilities we possess.

Banking Clarifications

Playbook 365 will be linked to the designated bank of the SSCEF's choosing. This will facilitate the transfer of registration funds received and aid in outgoing expenses for complex operations. In the event a need should arise for a PayPal, Stripe or additional means is needed outside of the services Playbook365 provides or it's determined a more cost-efficient means will need to be linked as well. For clarification, the BCM Sports user-group would be utilizing a separate user-group banking account. The team information is accessible between user-groups as both groups are on the Playbook 365 "Oklahoma Platform", but banking information is proprietary per user-group. As always, BCM Sports financial information is available upon request as done for the City of Choctaw & Bouse Sports Complex.

I also believe that with all the anticipated "No-Rain-Out-Policy" other means of payment may be required such as a PO system for high schools or other colleges seeking a dry playing facility. I'm no expert on setting up a PO system or how public schools would be required to pay a usage fee, but it needs to be simple but effective process. We need to (request was made) find out the details for our soccer usage agreement with ECU as I have been in contact with the head baseball coach who is seeking some regular season games as well as anticipating rainouts for his facility. The Little River Conference Athletics Department have invited me to their November 17th to discuss their high school conference baseball / softball tournaments. I am proposing Little River Conference Festivals and rain-out dates for their entire conference to schedule a day of events / rainouts.

Field Rentals – Practice, special events, graduations, etc...

Camps – *Playbook 365 will help us organize camps for our college athletic programs. Remember that our software is being built-out for soccer as we speak with plans for other sports like basketball. Note – The Region 2 Men's & Women's Basketball Conference Tournament was managed with Tourney Machine platform that I setup and facilitated for the Mike, Region 2 Men's Director last 3-4 years.*

Expansion – *We have the capabilities of bringing on other complexes as a resource for us or complex directors to run their complex through our program. This is a big benefit for BCM Sports as other complexes within Oklahoma need an organization for league play. Just recently on Indeed job announcements and in local news cities like Choctaw, Edmond, Midwest City and Moore are in need of user-groups or Park and Recreation Directors to run their youth sports programs. Youth Sports as stated earlier is not in good shape in Oklahoma.*

Showcase Baseball

2020-21 TROJAN BASEBALL SCHEDULE			
HOME DATES	15		
AWAY DATES	18		
DATES NOT USED	71		
Total Home Dates Possible (Home + Not Used)	86		
Used 17% of the available Trojan Athletic Schedule			
Total Available (MINUS) Trojan Scheduled Games	156		
Game Rental Fee	\$ 250.00	Could be more	
Total Possible Non Trojan Home Games During Season	\$ 39,000.00		
The above is 1 HS GM per Available Date			
Schedule DH & Now Total Possible	\$ 78,000.00		
	TOTAL GAMES	GAME FEE	
Showcase	280	\$ 200.00	\$ 56,000.00
College League	44	\$ 200.00	\$ 8,800.00
			\$ 64,800.00
	Trojan Field	1 FIELD	\$ 64,800.00
	HS Field	1 FIELD	\$ 64,800.00
	Oiler Park	1 FIELD	\$ 64,800.00
Field Rental Fees Mid May-July			\$194,400.00
1 Showcase	Games	Fields Rental	
	35	\$ 200.00	\$ 7,000.00
So, the question now becomes if we have 3 field why do we not run all of our own showcases?			
Showcase	Teams	Entry Fee	
1	40	\$ 1,500.00	\$ 60,000.00
Gate	Fans		
\$25 Pass	400	\$ 25.00	\$ 10,000.00
Concession			\$ 10,000.00
T-Shirts			\$ 1,000.00
Misc			\$ -
Misc			\$ -
			\$ 81,000.00
EXPENSE: OFFICIALS & GAME MANAGEMENT			
		Hitting Lessons	\$ -
		Pitching Lessons	\$ -
		Fielding Lessons	\$ -
			\$ -
FALL BASEBALL LEAGUE HAS NOT BEEN ADDRESSED ON THIS SHEET BUT WITH NO DEDICATED TROJAN REGION 2 SCHEDULE - ALL DATES ARE AVAILABLE.			

2021 Shootout Baseball

7 of 33 Total Events for 2021

Report					Event Details					REVENUE					EXPENSES																			
EVENT NAME	Start Date	End Date	Total Income	Total Expense	Net	Complete	Age	Team		Only Fee	Total Entry Fee	Cost Fee	Total Gate Fee	Total Income	Food/Gro	Shrink/Gro	Total GMS	Shop P/D/Gro	Total Shop Fee	COSSA Fee	COSSA Team Fee	Total CBSAA Fee	Assess	Usage Fee	Total Equipment	UNSAFE FEE DESCRIPTION								
20th Annual QH-TX Shootout 15/1	15-Apr-21	16-Apr-21	36,120.00	\$ 0.00	\$ 36,120.00	OK	11	522	1	985,360.00	\$ 68,560.00	\$ 40,820.00	\$ 576,280.00	\$ 2,750.00			44	64	140.00	\$ 8,000.00	\$ 13,000.00	\$ 25.00	\$ 1,475.00	\$ 9,000.00	\$ 4,300.00	17,285.00	10764.00	PLD/Gro	450.00	18,750.00	10764.00	PLD/Gro	450.00	
20th Annual QH-TX Shootout 15/2	22-Apr-21	23-Apr-21	36,120.00	\$ 177,050.00	\$ (140,930.00)	OK	11	522	1	985,360.00	\$ 68,560.00	\$ 40,820.00	\$ 576,280.00	\$ 2,750.00			44	64	140.00	\$ 8,000.00	\$ 13,000.00	\$ 25.00	\$ 1,475.00	\$ 9,000.00	\$ 4,300.00	17,285.00	10764.00	PLD/Gro	450.00	18,750.00	10764.00	PLD/Gro	450.00	
20th Annual QH-TX Shootout 15/3	29-Apr-21	30-Apr-21	36,120.00	\$ 0.00	\$ 36,120.00	OK	11	522	1	985,360.00	\$ 68,560.00	\$ 40,820.00	\$ 576,280.00	\$ 2,750.00			44	64	140.00	\$ 8,000.00	\$ 13,000.00	\$ 25.00	\$ 1,475.00	\$ 9,000.00	\$ 4,300.00	17,285.00	10764.00	PLD/Gro	450.00	18,750.00	10764.00	PLD/Gro	450.00	
20th Annual QH-TX Shootout 16/1	30-Apr-21	2 May-21	36,120.00	\$ 11,440.00	\$ 4,680.00	OK	11	522	1	985,360.00	\$ 68,560.00	\$ 40,820.00	\$ 576,280.00	\$ 2,750.00			45	50	75	\$ 8,000.00	\$ 6,000.00	\$ 75.00	\$ 25.00	\$ 50.00	\$ 9,000.00	\$ 4,300.00	11,440.00	10764.00	PLD/Gro	450.00	11,440.00	10764.00	PLD/Gro	450.00
20th Annual QH-TX Shootout 16/2	30-Apr-21	2 May-21	36,120.00	\$ 11,440.00	\$ 4,680.00	OK	11	522	1	985,360.00	\$ 68,560.00	\$ 40,820.00	\$ 576,280.00	\$ 2,750.00			44	50	75	\$ 8,000.00	\$ 6,000.00	\$ 75.00	\$ 25.00	\$ 50.00	\$ 9,000.00	\$ 4,300.00	11,440.00	10764.00	PLD/Gro	450.00	11,440.00	10764.00	PLD/Gro	450.00
20th Annual QH-TX Shootout 16/3	7-May-21	9 May-21	36,120.00	\$ 0.00	\$ 36,120.00	OK	11	704	2	205,450.00	\$ 35,450.00	\$ 21,840.00	\$ 245,000.00	\$ 7,240.00			704	2	2,040.00	\$ 100.00	\$ 1,000.00	\$ 100.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	17,750.00	10764.00	PLD/Gro	450.00	17,750.00	10764.00	PLD/Gro	450.00	
20th Annual QH-TX Shootout 16/4	14-May-21	16 May-21	36,120.00	\$ 177,050.00	\$ (140,930.00)	OK	11	522	1	985,360.00	\$ 68,560.00	\$ 40,820.00	\$ 576,280.00	\$ 2,750.00			50	64	180	\$ 8,000.00	\$ 6,000.00	\$ 75.00	\$ 25.00	\$ 1,075.00	\$ 9,000.00	\$ 3,000.00	17,750.00	10764.00	PLD/Gro	450.00	17,750.00	10764.00	PLD/Gro	450.00
20th Memorial	28-May-21	31 May-21	277	11	266	OK	11	504	1	880,160.00	\$ 60,160.00	\$ 31,120.00	\$ 1,766,240.00	\$ 6,100.00			104	12	2,175.00	\$ 100.00	\$ 1,000.00	\$ 100.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	18,400.00	10764.00	PLD/Gro	450.00	18,400.00	10764.00	PLD/Gro	450.00	
			407,880.00	\$ (162,340.00)	\$ 245,540.00			588		2744,120.00	\$ 373,120.00	\$ 214,120.00	\$ 4,407,880.00	\$ 27,100.00			408	476	1045	\$ 8,000.00	\$ 12,000.00	\$ 750.00	\$ 2,500.00		\$ 10,000.00	\$ 4,000.00	\$ 22,800.00		\$ 400.00					

Hotel Commission - \$ 81,135.00					Tavern					Entry Fee					Total Entry Fee					Dum Fee					Total Dum Fee									
					140/					43					\$ 450.00					\$ 19,500.00					\$ 360.00					\$ 19,860.00				
					130/					54					\$ 400.00					\$ 21,600.00					\$ 19,000.00					\$ 19,000.00				
					16/					43					\$ 250.00					\$ 10,750.00					\$ 19,750.00					\$ 19,750.00				
					110/					62					\$ 200.00					\$ 12,400.00					\$ 19,200.00					\$ 19,200.00				
					130/					32					\$ 200.00					\$ 11,200.00					\$ 19,200.00					\$ 11,200.00				
					80/					23					\$ 200.00					\$ 4,600.00					\$ 19,200.00					\$ 4,600.00				
					Overnight Rate - \$ 285.00					80/					5					\$ 142.50					\$ 1,770.00					\$ 3,000.00				
					One Rate - \$ 65.00					70/					5					\$ 35.00					\$ 1,770.00					\$ 3,000.00				
					Commission - \$ 5.00					2					3					\$ 10.00					\$ 37,880.00					\$ 39,400.00				
															267										\$ 37,880.00					\$ 39,400.00				

Very Moist Rate					Monthly					Weekend SSG				
Overnight Rate - \$ 285.00					Nightly					Nightly				
One Rate - \$ 65.00					2					3				
Commission - \$ 5.00					2					3				

Perknight Booking				
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ECONOMIC IMPACT											
EVENT NAME	Start Date	End Date	Total Teams	OK	TX	KS	ARL	CO	MS	NE	TOTAL
20th Annual QH-TX Shootout 15/1	15-Apr-21	16-Apr-21	52	23	24	3	1	1	0	0	52
20th Annual QH-TX Shootout 15/2	22-Apr-21	23-Apr-21	52	20	30	2	1	1	1	0	56
20th Annual QH-TX Shootout 15/3	29-Apr-21	30-Apr-21	50	23	24	3	1	1	0	0	52
20th Annual QH-TX Shootout 16/1	30-Apr-21	2 May-21	56	23	30	2	1	1	1	0	56
20th Annual QH-TX Shootout 16/2	30-Apr-21	2 May-21	56	23	30	2	1	1	1	0	56
20th Annual QH-TX Shootout 16/3	7-May-21	9 May-21	64	23	34	6	2	2	6	3	64
20th Annual QH-TX Shootout 16/4	14-May-21	16 May-21	54	24	24	6	2	2	2	3	54
20th Memorial	28-May-21	31 May-21	277	127	150	10	1	3	1	1	277
			588	268	324	32	6	6	7	7	588
			588	47%	39%	5%	5%	1%	2%	1%	

On Teams Model	
On Teams Model	47%

2021

Shootout Baseball

Research Data

2021
Shootout Baseball
Researched Data

Market Analysis (Oklahoma) – The following information was recently researched by myself and providing information to share of my market analysis that includes some of the surrounding complexes. The information is pertaining to usage fees for field rentals, concession stand operation arrangements, etc.... Data was collected from fifteen different facilities located within 2-3 hours from the Seminole State College area: Ardmore, Cashion, Choctaw, Del City, Edmond, Moore, Mustang, MWC, Owasso, Seminole, Stillwater, Tulsa, University of Central Oklahoma, and University of Oklahoma.

Ardmore, OK: The relationship with the City of Ardmore, Ardmore Tourism, Chamber of Commerce, and Shootout Baseball is one with mutual understanding and support. This is an annual event and is in its 21st year. Huge economic impact as the Chamber & Tourism covered \$12K in usage fees for three events / weekends in April 2021. Friday night field usage is \$100 per field with Saturday & Sunday at \$200 per field/day. Shootout Baseball is also allowed to run for profit their own concession stand for profit. FYI... This started years ago and out of necessity as the local user group would not participate in concession sales and the City of Ardmore had no interest in operations at the time for a one weekend event. Now, it provides for meals for officials and staff and makes a nice profit.

8 Fields – Friday \$100 per field / Sat \$200 per field / Sun \$200 per field

Cashion, OK – Cashion High School has 1 field with lights and leases \$100 per game. The concession stand operation is ran by the High School Baseball Booster Club. The “TD” (Tournament Director) is responsible for managing the admissions gate (or here of late charging a team gate fee) and responsible for the hiring and paying officials, game management support and possibly field supervisor or field workers. There is usually very little profit if any on gate admissions vs paying official. The concession stand operations is the profit and fundraising incentive for the local baseball booster club who is also able to staff personnel with parental volunteer help.

1 Field – Friday \$100 per field / Sat \$100 per field / Sun \$100 per field

Choctaw, OK – Bouse Sports Complex (Owner City of Choctaw) is a fairly new 8 field (all-infields) artificial turf – 225’ field dimensions. Lack of maintenance and care has seen the facility degrade of the last few years. Water does not drain off 2 of 8 infields on and field lighting is inoperative on one of the fields.

8 Fields – Friday \$100 per field / Sat \$180 per field / Sun \$180 per field

Del City, OK – Del City Ballpark is a very old complex with 9 playing surfaces. Facility is independently owner / operator partly leased from the local VFW. Tournaments are mostly free at this facility with mostly local area teams participating. Concession and gate is operated for a profit and the owner / operator allow outside tournament directors to use the facility at no charge.

9 Fields – Friday \$0.00 per field / Sat \$0.00 per field / Sun \$0.00 per field

Edmond, OK – Edmond All-Sports Association had been contracted to manage the youth sports program and facilities within the City of Edmond up until here of late. EASI does not lease out facilities and host their own events. Concession operations via EASI – Edmond All-Sport Association or new management support user group.

Moore, OK – Buck Thomas Complex is an older complex with 6 playing surfaces. The facility is operated by the local youth organization that operates with a lease agreement with the City of Moore. The concession stand is operated by the local youth organization while the gate arrangement depending on if a league sponsored event or leasing the fields to outside party for the weekend.

6 Fields – Friday \$125.00 per field / Sat \$125.00 per field / Sun \$125.00 per field

Mustang, OK – Mustang Sports Complex has 11 playing surfaces. The facility is operated by the local youth organization with a lease agreement with the City of Mustang. The concession stand is operated by the local youth organization while the gate arrangement depending on if a league sponsored event or leasing the fields to outside party for the weekend.

4 Games or Less - 11 Fields – Friday \$100.00 per field / Sat \$100.00 per field / Sun \$100.00 per field

5 Games or More - 11 Fields – Friday \$200.00 per field / Sat \$200.00 per field / Sun \$200.00 per field

MWC, OK – Reed Park is a very old complex with 4 playing surfaces and for 2022 is expected to have all infield turf installed. Facility is leased from the MWC YMCA who leases the facility from the City of Midwest City. Tournaments rarely make and are mostly free at this facility with mostly local area teams. Concession and gate operated for profit and owner / operator allow tournament directors to use the facility at low rate.

4 Fields – Friday \$25.00 per field / Sat \$25.00 per field / Sun \$25.00 per field

Owasso, OK – Owasso Sports Complex is a fairly new 13 field complex. The facility is operated by the local user-group with a lease agreement with the City of Owasso. The concession stand is operated by the local youth organization while the gate arrangement depending on if a league sponsored event or leasing the fields to outside party for the weekend.

13 Fields – Friday \$125 per field / Sat \$125 per field / Sun \$125 per field

Seminole, OK – Seminole Sports Quad & Blake Auld Complex has 9 playing surfaces that need attention and upgrades. The facility is operated by the local user-group with a lease agreement with the City of Seminole. The concession stand is operated by the local youth organization while the gate arrangement depending on if a league sponsored event or leasing the fields to outside party for the weekend.

9 Fields – Friday \$15.00 per field / Sat \$15.00 per field / Sun \$15.00 per field

Stillwater, OK – Seminole Sports Complex has 14 playing surfaces. The facility is operated by the local user-group with a lease agreement with the City of Stillwater. The concession stand is operated by the local youth organization while the gate arrangement depending on if a league sponsored event or leasing the fields to outside party for the weekend.

14 Fields – Friday \$15.00 per GM / Sat \$15.00 per GM / Sun \$15.00 per GM

Tulsa, OK – O'Brien Sports Complex is split with some fairly new playing surfaces and a few of the 8 playing surfaces currently being converted to turf. The facility is operated by the local user-group with a lease agreement with the City of Tulsa. The concession stand is operated by the local youth organization while the gate arrangement depending on if a league sponsored event or leasing the fields to outside party for the weekend.

8 Fields – Friday \$125 per field / Sat \$125 per field / Sun \$125 per field


University of Central Oklahoma – The University of Central Oklahoma has 1 field with lights and leases \$250 per game. The concession stand is rarely available or operational during leased events. The “TD” Tournament Director is responsible for manning the gate (or here of late charging a team gate fee) and responsible for the hiring and paying officials, game management and possibly field supervisor / worker. There is usually very little profit if any on gate admissions vs paying official.

1 Field – Friday \$250 per GM / Sat \$250 per GM / Sun \$250 per GM

University of Oklahoma – The University of Oklahoma has 1 field with lights and leases \$400 per game. The concession stand is rarely available or operational during leased events. The “TD” Tournament Director is responsible for manning the gate (or here of late charging a team gate fee) and responsible for the hiring and paying officials, game management and possibly field supervisor / worker. There is usually very little profit if any on gate admissions vs paying official.

1 Field – Friday \$400 per GM / Sat \$400 per GM / Sun \$400 per GM

LITTLE RIVER 2021 RESEARCH & PROJECTED ANTICIPATED COST

LITTLE RIVER CONFERENCE WORKSHEET						
DATE(s) FIELD REQUEST		<u>Mar-31-Apr-1-2</u>	<u>GMS</u>	<u>BB1</u>	<u>BB2</u>	
		31-Mar	6	3p-5p-7p	1p-3p-5p	
		1-Apr	6	3p-5p-7p	1p-3p-5p	
		2-Apr	3	Trojan Home Game	1p-3p-5p	Championship Day
			15			
AWARDS						
	5	Plaques	\$ 75.00		\$ 375.00	
	30	Individual Awards	\$ 7.00		\$ 210.00	
				AWARDS	\$ 585.00	
GAMES & UMPIRES						
	10	Champion Games		Total Games	15	
	5	Consolation Games		per Game	\$ 150.00	
	15	Total Games		UMPIRES	\$ 2,250.00	
						Operational Cost
					Total	\$ 2,835.00
				Hospitality	Optional	
				Days	2	
				per Day	\$ 300.00	
					\$ 600.00	
						\$ 3,435.00
		Usage Fee \$ 3,750.00				
		Operational Cost \$ 2,835.00				
		\$ 6,585.00		Cost to LRC???		

Prague Youth Football Financial Report 2004-2010 (Mid June)				
Print Version				
Cover Sheet	Year	Income	Expense	Paid To Varsity Football
Donations	2004	\$18,483.66	\$15,917.70	\$47,451.98
2004	2005	\$29,130.37	\$28,743.01	
2005	2006	\$28,110.00	\$32,816.63	Paid To Varsity Band
2006	2007	\$62,608.73	\$62,348.60	\$1,108.39
2007	2008	\$53,844.29	\$47,585.09	
2008	2009	\$62,482.96	\$70,429.95	Paid To Varsity Pom
2009	2010 (Mid June)	\$8,500.00	\$7,637.27	\$1,200.00
2010				
		\$263,160.01	\$265,478.25	Paid To Youth Cheer
				\$1,200.00
				Paid To PYS
	Figures From 2004 - Mid June 2010			\$100.00
	2010 Balance (Mid June)	\$1,254.09		
				Paid To Elementary School
				\$100.00
ExxonMobile Volunteer Program				
May-05	\$2,000.00			Paid To Youth Baseball
Jan-06	\$3,000.00			\$500.00
Jan-07	\$4,000.00			
Feb-08	\$4,000.00			Total Donations
May-08	\$1,000.00			\$51,660.37
Feb-09	\$4,500.00			
May-09	\$500.00			
Jan-10	\$5,500.00			
May-10	\$3,000.00			
Total	\$27,500.00			

**BCM SPORTS
TAX SUMMARY
2017**

Income:

Advertising Income	1,000.00	
Tournament Fee Income	73,943.41	
Donations	2,293.72	
League Fee Income	29,327.03	
Gate Income	214,950.40	
Practice Fee Income	1,042.50	
Merchandise Sales	2,068.00	
Total Income		324,625.06

Expenses:

Umpire Expense	123,707.00	
Profit Split - Choctaw	0.00	
Usage Fees	36,185.00	
Practice Fees	375.00	
Trophies	0.00	
Rings	8,607.00	
Contract Labor	10,354.00	
Tournament Fee (USSSA) Expense	4,305.00	
Office Supplies	2,257.97	
Miscellaneous Expense	1,809.50	
Bank Fees	10.00	
Donation Expense	125,050.00	
Insurance	745.00	
Merchandise to sell	1,935.00	
Legal Expenses	0.00	
Chamber of Commerce Fees	130.00	
Baseball Equipment	2,165.02	
Rings to be expensed out to tournaments	5,495.28	
Gasoline purchase made in error	30.00	
Change withdrawn for "Bank"	0.00	
Total Expenses		323,160.77
Total Income/(Loss)		<u>\$ 1,464.29</u>

**BCM SPORTS
TAX SUMMARY
2018**

Income:

Advertising Income	0.00	
Tournament Fee Income	43,010.25	
Donations	6,071.54	
League Fee Income	22,333.30	
Gate Income	210,923.90	
Practice Fee Income	954.00	
League Team Insurance	2,946.04	
Merchandise Sales	1,665.66	
Miscellaneous Sales	4,100.00	
Basketball Income	600.00	
Total Income		292,604.69

Expenses:

Umpire Expense	99,365.00	
Profit split	9,270.00	
Usage Fees	18,435.00	
Rings	3,217.50	
Contract Labor	5,550.00	
Tournament Fee (USSSA) Expense	620.00	
Office Supplies	345.69	
Miscellaneous Expense	2,035.74	
Donation Expense	150,380.00	
Insurance	2,425.00	
Rings to be expensed out to tournaments	737.10	
Gasoline purchase made in error	(30.00)	
Basketball Expense	95.00	
Total Expenses		292,446.03
Total Income/(Loss)		\$ 158.66

BRIAN CRAWFORD MEMORIAL ECONOMIC IMPACT SURVEY

Survey data was voluntarily obtained from coaches / teams that registered for a tournament (2012 - 2014) hosted by Shootout Baseball in Oklahoma.

Teams	Rooms	Nights	Meals	Incidentals	Non-Ball	Family	Overnight	Day
473	4587	918	2511	\$37,530.00	\$34,480.00	1930	428	45

Incidentals x Families = \$172,150,110.00
Non-Ball x Families = \$158,159,760.00

GAMEPLAN OKLAHOMA FORMULA (Nights x \$221.00) =	\$930,601,386.00
GAMEPLAN OKLAHOMA FORMULA (Day x \$85) =	\$137,700.00
TOTAL OVERNIGHT STAY + DAY VISITORS =	\$930,739,086.00

473 Teams have reportedly had a \$930,739,086.00

Per GamePlan Oklahoma (Nation Association of Sports Commission)
\$221.00 per family with an overnight stay includes lodging, meals, fuel, etc...

Database Developed in 2010 With Over 5400 Entries - Teams Registering For A Shootout Baseball Tournament

Age Groups - 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, HS

8.75% Data Received

Tournament Hosting Communities: Ardmore, Chickasha, Durant, OKC, Owasso, Tulsa

Tournament Team State of Residence: AR, CO, GA, IA, KS, LA, MO, NE, OH, OK, TN, TX

Competitive Level: A / AA / AAA / Majors



Brian Crawford Memorial - www.BrianCrawfordMemorial.com

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Wednesday, February 03, 2016

5:51:39 PM

BCM SPORTS

Bouse Sports Complex 2016



www.BrianCrawfordMemorial.com

Number of tournaments in 2016? **19**

Number of tournaments projected for 2017? **38**

22 Baseball (Spring / Summer)

16 Softball (Spring / Summer)

Fall 2017 not scheduled yet

Number of league teams 2016? **110**

Number of league teams Spring 2017? **65-70**

How many states were represented in tournaments for 2016? **13**

TX, OK, MO, KS, AR, IN, KY, NE, IA, SD, CO, LA, IL

How many total people enter the park...players and spectators?

Tournament teams 2016? **475**

2016 Tournaments only...

472	Teams
x	12 Players
<hr/>	
5664	Families

x	3 Days
<hr/>	
16992	Total Families

Per Game Plan of Oklahoma	
x	\$ 85.00 Day Trippers
<hr/>	
\$	1,444,320.00 \$\$\$ Spent

Per Game Plan of Oklahoma	
x	\$ 221.00 Night Trippers
<hr/>	
\$	3,755,232.00 \$\$\$ Spent

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