



**CLARKSVILLE CITY COUNCIL
SPECIAL SESSION
APRIL 26, 2018, 4:30 P.M.**

**COUNCIL CHAMBERS
106 PUBLIC SQUARE
CLARKSVILLE, TENNESSEE**

AGENDA

1) CALL TO ORDER

2) PRAYER: *Councilman David Allen*

PLEDGE OF ALLEGIANCE: *Councilman Geno Grubbs*

3) ATTENDANCE

4) ATHLETIC COMPLEX

1. Discussion regarding proposed athletic complex (*Mayor McMillan*)
2. **Ordinance 59-2017-18** (First Reading) Authorizing purchase of property for an athletic complex (*Mayor McMillan*)

5) ADJOURNMENT



Hans Hobson
Executive Director
Tennessee State Soccer Association
2630 Elm Hill Pike, Nashville, TN 37214

The Hon. Mayor Kim McMillan
One Public Square
Clarksville, TN 37040

April 17, 2018

Dear Mayor McMillan,

This letter is to express significant interest by the Tennessee State Soccer Association (TSSA) in a public-private partnership with the City of Clarksville to build and manage a marque, statewide soccer park and training facility.

The TSSA is the governing body for all youth soccer in the state and the Tennessee affiliate with U.S. Soccer. The association is a 501c3 not-for-profit organization and serves over 50,000 youth in Tennessee annually through soccer programming, coach and referee training, administering Tennessee's Olympic Development Program, and the organization of the youth soccer State Cup events.

The association proposes a project with the city where Clarksville will build at its expense a minimum 16-field soccer park to the association's specifications and give the TSSA exclusive management rights to the facility for an initial 20-year period. In exchange, the TSSA will centralize all of its on-field soccer programming to the facility as well as work with local soccer organizations to provide field space to expand the city's soccer field capacity for Clarksville youth players.

The city will retire all debt on the facility through capturing additional lodging and sales tax receipts derived from the TSSA centralizing its activities in Clarksville. The association projects its annual operations will generate approximately 20,000 hotel rooms nights per year in Clarksville.

The TSSA will assume the responsibility and costs for annual management and upkeep of the facility, with the right to purchase park and recreational supplies through city contracts if it is financially advantageous.

The TSSA will also reserve the right to subcontract with a for-profit company for the purposes of day-to-day operations at the facility as well as the creation of additional soccer events beyond the scope of the TSSA activities.

Finally, the TSSA will retain all branding and sponsorship rights to the park, including the ability to name the park and secure corporate sponsorships at its discretion and



approval. In return, the city will be able to use the presence of the TSSA in all of its own branding and marketing for tourism, economic development, and corporate relations. To review prospective deal points, the City of Clarksville would be responsible for the following:

- 16-field soccer park built to the TSSA's specifications with a total delivery price not to exceed \$30 million, excluding costs for public infrastructure and land value.
- Delivery of a completed facility to the TSSA with an executed lease no later than January 1, 2020.
- City owned land of no less than 65 acres to hold the park.
- All additional infrastructure required for the park would be paid for by the city over and above the cost to build the park, including water, sewer, roads, electric, and fiber optic.
- Dedicated parking for the soccer portion of the larger 400-acre city sports complex.
- Specifications would include six synthetic surface fields and 10 grass surface fields with one grass field being a championship field with grand stands with a minimum seating capacity of 2,000.
- One indoor training facility with synthetic playing surface and HVAC.
- Dedicated office, classroom and concession space.
- A minimum 20-year lease for a nominal cost to the TSSA.

The TSSA would be responsible for the following:

- Centralizing all live soccer programming the association controls to the park in Clarksville.
- These activities include all State Cup, Olympic Development, and State League regional play weekends.
- Competing with bids annually for all available regional and national tournaments.



- Employing a professional, qualified third-party vendor to create additional tournament activities beyond the association's schedule.
- Providing approximately 20,000 additional hotel rooms night stays in Clarksville per calendar year, provided lodging is available in the city limits to handle the additional capacity.
- Providing public use days Monday-Thursday of the week for Clarksville-based TSSA member soccer clubs to use the synthetic surface facilities.
- Providing up to four weekends per year for local TSSA member soccer clubs to use the entire facility for their own tournament activities.

If the City of Clarksville finds these terms an acceptable initial framework for a long-term agreement, our association would explore entering a Letter of Intent with the city to move negotiations forward. Any markers the city can place in its upcoming 2017-18 budget for the project will increase the likelihood of moving to a Letter of Intent. With full disclosure, this is a competitive process with other Middle Tennessee communities also working to secure the park.

Thank you once again for the city's interest in this project, and for your professionalism. Clarksville has made the association and its representatives very welcomed during this process.

Respectfully,

A handwritten signature in black ink, appearing to read "Hans Hobson".

Hans Hobson
Executive Director
Tennessee State Soccer Association

A handwritten signature in black ink, appearing to read "John Snyder".

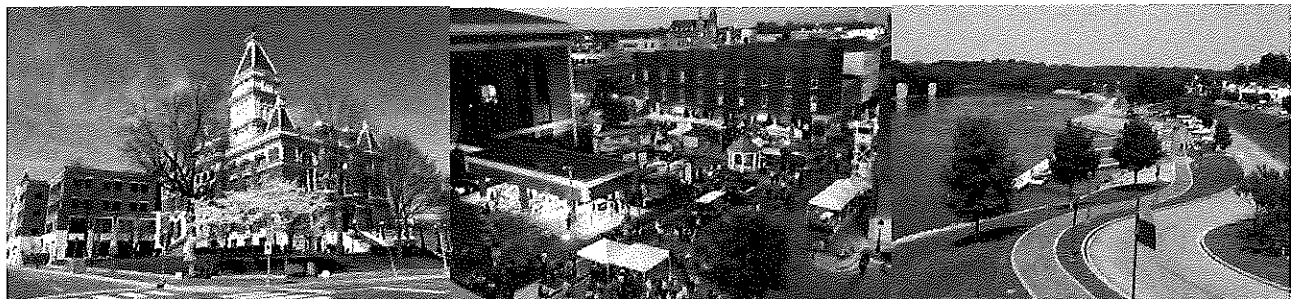
John Snyder
President
Tennessee State Soccer Association

**RESPONSE TO STADIUM RFP
A PARTNERSHIP FOR SUMMER COLLEGIATE BASEBALL**

PRESENTED BY

**NATIONAL
SPORTSSERVICES**

THE CITY OF
CLARKSVILLE™
TENNESSEE'S TOP SPOT



BACKGROUND

The following information is in response to the Request for Proposal (RFP) sent by the City of Clarksville, Tennessee. The City is seeking an experienced firm to own and operate a summer collegiate baseball team which will lease a new stadium to be constructed by the City at a new Athletic Complex to be located at Interstate Exit 8 in Clarksville.

National Sports Services (NSS), a national sports marketing and development firm, is spear-heading this response to the RFP. The principals of NSS, Bill Davidson and Matt Perry, who are the sole owners of the company, each have more than three decades of experience in sports team ownership and operations, and stadium development and operations.

NSS is keenly positioned to meet the needs of the City as outlined in the RFP, and the firm is excited to respond to the opportunity and to build a lasting partnership with the City of Clarksville.

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RELATED EXPERIENCE

National Sports Services (NSS) provides extensive services to the sports industry, for municipalities, teams and the private sector. Beyond team ownership and operations, the firm's experience includes brokering buy-side and sell-side franchise transactions, feasibility analysis, venue programming, procuring investment capital, negotiating major vendor and lease agreements, securing facility tenants and users, scheduling and managing major events, and all phases of facility operations.

Over the past 30+ years, NSS has provided consulting services for more than 50 different sports franchises, negotiated more than a dozen facility lease agreements, brokered the sale or acquisition of numerous sports franchises and opened eight new arenas and stadiums. The principals of National Sports Services have been directly involved with attracting and entertaining over 20 million fans at sporting and other spectator events.

On numerous occasions, NSS has assembled investor groups to own and operate franchises. Over the years, the firm has raised tens of millions of dollars in capital and has been involved as an owner of several franchises. Current clients include the CEO of W.R. Grace & Company, a \$3 billion international chemical company, and the President of the Chicago Bulls, as well as major stakeholders in the oil and gas industry, in both Canada and the United States.

Over the years, the firm has worked closely with successful developers, investment bankers, founders of successful companies, and Major League Baseball organizations in developing stadiums and operating sports franchises. The firm is also assisting with new market development for Bo Jackson Elite Sports academies.

As part of its services provided to teams and stadiums, National Sports Services has secured tens of millions of dollars in sponsorship revenues, including primary naming rights, secondary naming rights, presenting sponsorships, major vendor agreements and other long-term agreements which provide project funding. In addition, the firm has managed all phases of multi-purpose venues, including day-to-day operations, maintenance, labor management, event management, ticketing, concessions, merchandising and marketing.

Market and feasibility analysis is a core attribute and competency of NSS as nearly all projects in which the firm participates involve such dynamic research. National Sports Services has executed detailed research and forecasts for minor league teams in both major metropolitan areas (Atlanta, Chicago, Cleveland, Denver) as well as secondary markets such as Ft. Smith, AR, Harrisburg, PA, Lexington, KY, Macon / Warner Robbins, GA, South Bend, IN, Stockton, CA, Wilmington, NC and numerous other communities.

The firm's extensive experience helps ensure the long-term success of a franchise, and the maximization of job opportunities, economic benefit, and community involvement to best benefit the team, the landlord and the region.



NSS has **operated, owned and/or consulted** with more than 50 sports franchises, including some of the most prominent minor league sports franchises in America (with their respective affiliates), including the Windy City Bulls (Hoffman Estates, IL): Chicago Bulls, the Mobile (AL) BayBears: Arizona Diamondbacks; the Chattanooga (TN) Lookouts: Minnesota Twins; the Lexington (KY) Legends: Kansas City Royals, and the Stockton (CA) Heat: Calgary Flames.



NSS has direct experience with the **ownership and operation of a summer collegiate baseball franchise**. In May of 2017, the firm purchased the Wilmington (NC) Sharks franchise in the 12-team Coastal Plain League, and proceeded to win their Division and vie for a League Championship. The team saw ticket sales increase by more than 20% over the prior year, due to new sales and marketing efforts implemented by NSS.



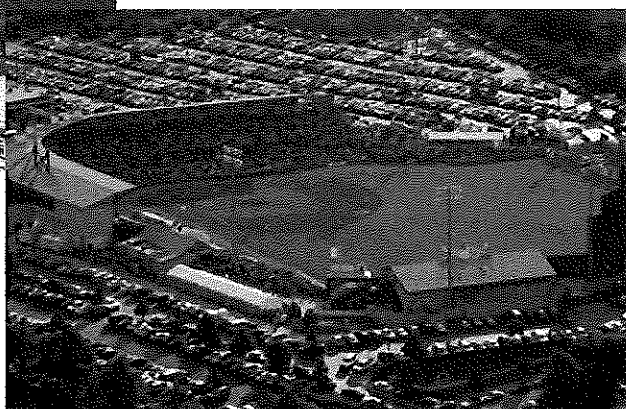
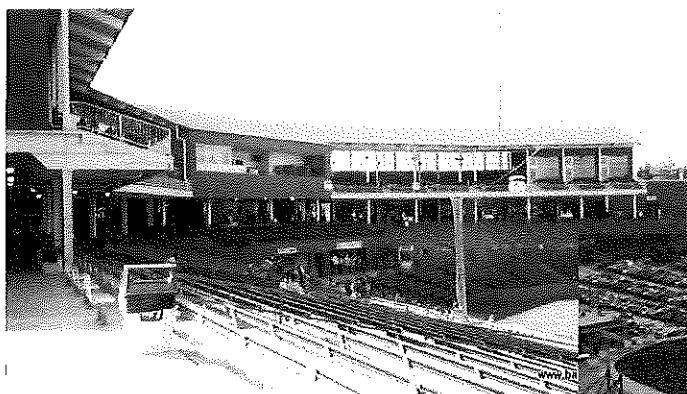
NSS has **represented buy-side or sell-side transactions** for more than a dozen sports franchises, ranging in value from \$500,000 to \$15 million. The list of transactions, along with their current affiliate, includes the Greenville (SC) Road Warriors (now Swamp Rabbits): NY Rangers; Quad City (IL) Mallards: Independent, Gwinnett (now Atlanta) Gladiators: Boston Bruins; South Bend (IN) Silver Hawks (now Cubs): Chicago Cubs and the Omaha Royals (now Stormchasers): Kansas City Royals.



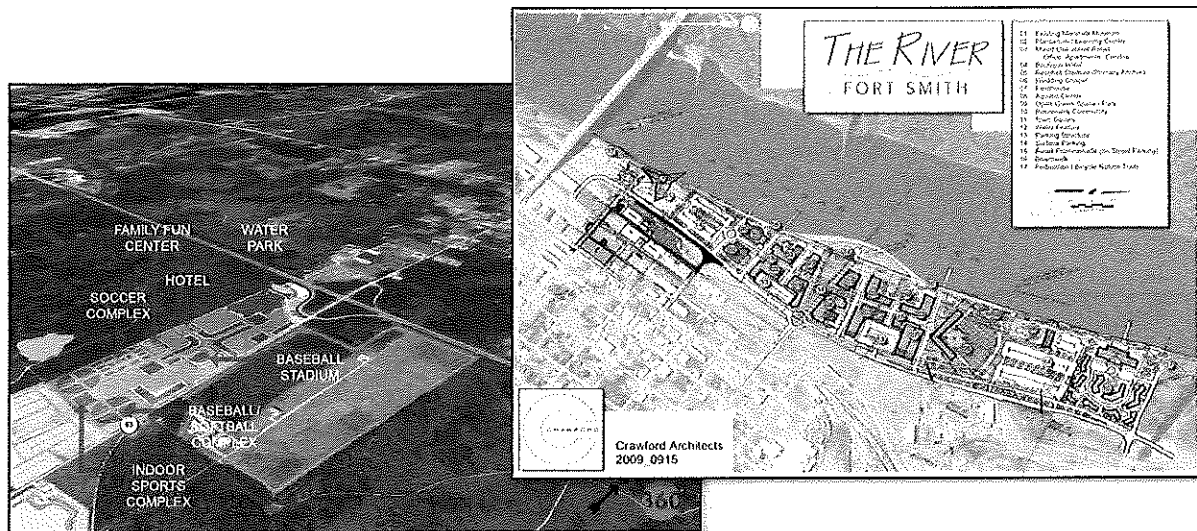
NSS has been involved with **programming, budgeting and construction** for several new stadiums or major renovations, including All Pro Freight Stadium (Avon, Ohio), Metro Bank Park (Harrisburg, Pennsylvania), and Stanley Coveleski Stadium (South Bend, Indiana).



NSS has **opened numerous new stadiums and arenas**, including Perdue Stadium (Salisbury, MD); The Arena of Gwinnett County (Duluth, GA); Stockton (CA) Arena; Rabobank Arena (Bakersfield, CA) Applebee's Park (Lexington, KY), All Pro Freight Stadium (Avon, OH) and .

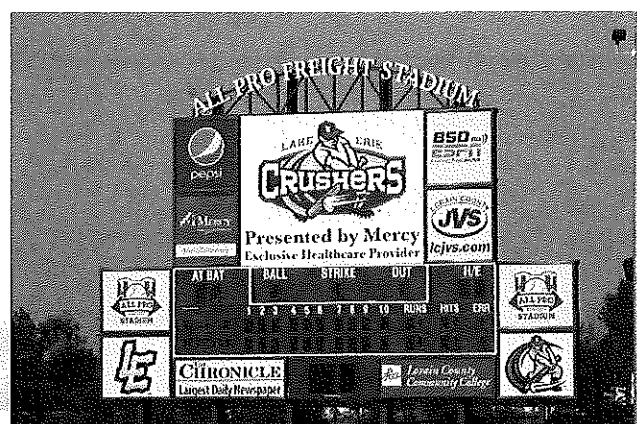


NSS has been involved in **market and feasibility analysis** for numerous sports and multi-purpose projects, including prospective development projects in Wilmington, North Carolina, Fort Smith, Arkansas, and Livingston Parish, Louisiana.



NSS has secured **naming rights, premium sponsorships, vendor agreements and/or lease agreements** for dozens of franchises, municipalities or facilities, including, but not limited to:

- Topeka, Kansas and the Topeka Scarecrows
- Greenville, South Carolina Arena District and the Greenville Road Warriors
- Avon, Ohio and the Lake Erie Crushers
- Stockton, California and the Stockton Thunder
- Fayetteville, North Carolina and the Fayetteville Generals
- Bakersfield, California and the Bakersfield Condors
- Wichita Falls, Texas and the Wichita Falls Thunder
- Gwinnett County, Georgia and the Gwinnett Gladiators
- Midland, Texas and the Midland Angels
- South Bend, Indiana and the South Bend Cubs Silver Hawks
- Hoffman Estates, Illinois and the Windy City Bulls
- Wilmington, North Carolina and the Wilmington Sharks
- Harrisburg, Pennsylvania and the Harrisburg Senators



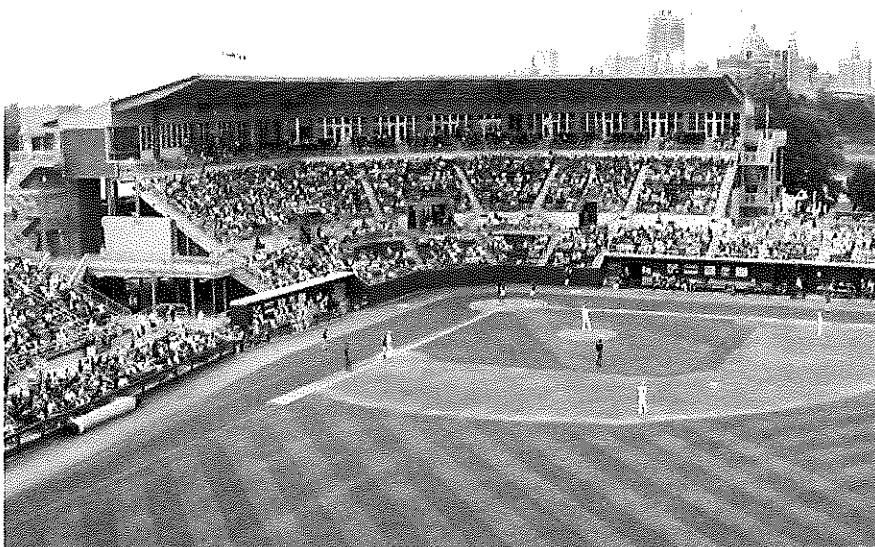
RELATED PROJECTS



Avon, Ohio

All Pro Freight Stadium is a 5,000 seat multi-purpose baseball stadium which opened in June of 2009. The \$14 million stadium includes 11 suites, a 400-person picnic area, hospitality areas, kids play area, a state-of-the-art scoreboard, artificial turf playing surface and parking for 1,500 cars. Located in Avon, Ohio, the stadium is the home of the Lake Erie Crushers, a member of the Frontier League.

National Sports Services was directly involved in developing the stadium project with the City of Avon, to include design, programming, securing vendors, negotiating lease terms and the opening of the firm. In its consulting capacity with the team, NSS secured stadium naming rights, and established and supervised the team operations for the highly successful 2009 and 2010 seasons. NSS re-engaged with the project in 2014 in brokering the purchase of the team for a client, and then proceeded to assist the new owner in transitioning the team operations.



Harrisburg, Pennsylvania

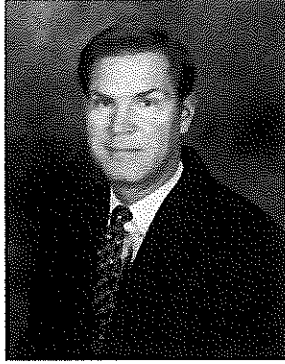
National Sports Services, participated in all aspects of the \$45 million **Metro Bank Park** renovation in Harrisburg, PA. The park is home to the Harrisburg Senators' Double A Minor League Baseball franchise.

NSS provided input and direction related to stadium programming, expenditure of the construction budget, sponsorship elements, premium seating design and amenities. Phase I of the renovation of Metro Bank Park – outfield boardwalk from foul pole to pole, a 20' x 55' video board and two 6' x 120' LED displays and three private picnic facilities – was completed prior to the 2009 season. Phase II of the stadium project, which includes a new seating bowl, premium seating, new administration building, concession facilities and a 2,000 SF retail store, was completed prior to the 2010 season. NSS also assisted the team with selling the premium seating and sponsorship opportunities for the renovated stadium.



South Bend, Indiana

Stanley Coveleski Stadium, now called Four Winds Field at Coveleski Stadium, located in South Bend, Indiana, is home of the Class A baseball team the South Bend Cubs. From August 2011 through July 2012 National Sports Services provided consulting services to Andrew Berlin in his acquisition and operation of the team. Included in the services rendered were a comprehensive market and venue analysis and recommendations for stadium renovations and operational enhancements with the focus on maximizing return on capital with respect to both direct revenues and enhancing the fan experience. In 2012, \$4 million was used to upgrade The Cove including a new commissary, new outdoor suites, new audio-visual elements, new playgrounds, bleacher replacements, façade replacement, suite makeover and a team store. The team went on establish record attendance numbers and secured a direct affiliation with the Chicago Cubs.



Matt Perry, President
matt@NSSsports.com
pucknballs@aol.com

NATIONAL SPORTSSERVICES

Matt Perry serves as President of National Sports Services. As President, Perry is actively involved in all phases of company operations, including servicing current clients and developing new stadiums and sports franchises across the nation.

Perry is currently consulting with the Lake Erie Crushers, a member of the Frontier League, an independent professional baseball franchise located in Avon, OH. Perry's history with the project includes development of a new \$14 million stadium, securing team ownership, establishing team operations and negotiating stadium naming rights. In 2015-16, Perry represented the current owner in acquiring the team, transitioning team operations and securing a new, larger stadium naming rights agreement. Perry is also consulting for a group pursuing an affiliated baseball franchise and new stadium development in suburbs of Boston.

Perry is also leading the firm's efforts in developing a portfolio of sports franchises, in which the firm will take an active role in ownership and operations. Perry is representing NSS in discussions with several municipalities in the Midwest regarding the development of new, multi-purpose stadiums, and is representing a client in the sale of their ECHL hockey franchise, and another group in the acquisition of a Northwest League franchise.

Perry has provided feasibility and marketing analysis to several markets who were considering sports and entertainment facility developments, including Ft. Smith, Arkansas; Pahrump, Nevada; Livingston Parish, Louisiana; Wilmington, North Carolina; and Muncie, Indiana. Perry is currently completing a market feasibility study for clients in Michigan regarding a potential baseball market southwest of Detroit.

Previous team consulting projects include the Tacoma Rainiers, Wichita Wingnuts, Peoria Chiefs, Greenville Road Warriors (now Swamp Rabbits); Cedar Rapids Roughriders, Colorado Eagles and Lexington Legends. In Lexington, Perry was actively involved with developing the new stadium, securing a franchise and establishing team operations. Perry represented the current owner of the Swamp Rabbits in securing the ECHL franchise, negotiating the facility lease agreement and establishing team operations.

Prior to forming National Sports Services in 1998, Perry served as a top executive in all areas of day-to-day operations for the Midland Angels (Los Angeles Angels Double A affiliate), Columbia Mets (New York Mets Single A affiliate) and the Fayetteville Generals (Detroit Tigers Single A affiliate).

Perry's path to the sports world began after he graduated Summa Cum Laude with a Bachelor of Science degree in Advertising and a Minor in Business from Southern Illinois University-Carbondale. He then earned his Master's degree in Sport Management from Ohio State University. Perry resides in Topeka, Kansas with his wife Kelly.



Bill Davidson, CEO

bill@NSSsports.com

wrdavidson@attglobal.net

NATIONAL SPORTSSERVICES

Bill Davidson is the Chief Executive Officer of National Sports Services (NSS). He has been involved in professional sports since 1982. Davidson has owned and operated several minor league hockey and baseball franchises. Many of the teams Davidson directly supervised have established franchise attendance records and reached record levels of profitability.

In his role as Chief Executive Officer for NSS, Davidson serves as CEO of the Atlanta Gladiators, an ECHL hockey team affiliated with the Boston Bruins. NSS has been a minority partner of Gwinnett County Hockey, LLC since the franchise began in 2003.

Davidson is currently working with the Chicago Bulls on the launch of their NBADL franchise (Windy City Bulls) in suburban Chicago. Beginning in 2014, he performed due diligence for the prospective team, negotiated lease terms and prepared the initial operating proforma for the asset. Davidson oversees the marketing operation for the team as well as provides strategic analysis and recommendations. The Windy City Bulls begin their first season of play in November 2016.

Davidson recently concluded 12 years of service as the CEO of professional hockey teams in Stockton, California. He was the principal executive in the launch of the ECHL hockey team in 2004, the Stockton Thunder, and assisted with the purchase of the team by the NHL Calgary Flames in 2015 and the subsequent transition of the asset to the American Hockey League and rebranding as the Stockton Heat.

From 2008 – 2015, Senators Baseball, LLC retained Davidson as CEO of the Class AA Eastern League Harrisburg Senators (Washington Nationals affiliate). In addition to management services, Davidson was instrumental in the programming, marketing and operations for the \$45 million renovation of Metro Bank Park. The franchise was sold in 2015 to a local, minority investor at a substantial gain for NSS's client.

In 2011 – 2012 Davidson represented the purchaser in the acquisition of the South Bend Silver Hawks (now Cubs), a Single A team playing in the Midwest League. Following the purchase, Davidson was instrumental in the programming of the public-private renovation plans for the stadium and supervised the implementation of new plans for sales and marketing and overall team operations. These new efforts, coupled with key staff hires and stadium upgrades, have driven all-time attendance figures for the team.

In addition to the above, Davidson has personally provided brokering, management and consulting services to dozens of minor league sports properties. He has held ownership interests with the Wichita Falls Rustlers, Bakersfield Condors and Topeka Scare Crows hockey teams and the Midland Angels and Chattanooga Lookouts baseball teams.

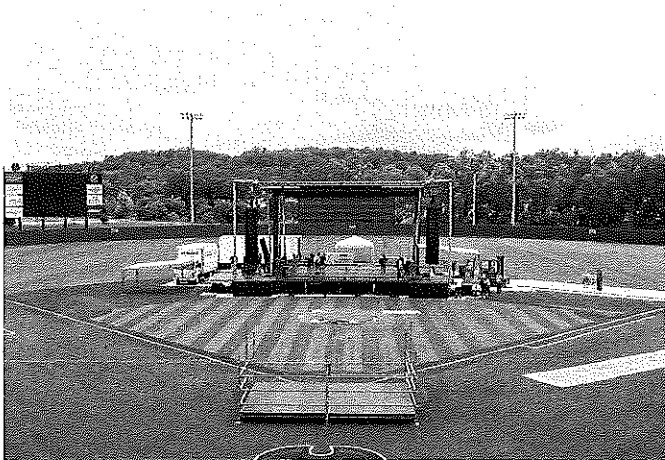
Davidson received a Bachelor of Arts degree in Journalism and Public Relations from Purdue University and a Master of Education degree in Sports Administration from Wichita State University. He resides in Cleveland, Tennessee with his wife Susan and their two boys.

ANCILLARY EVENT EXPERIENCE

The principals of NSS have supervised and assisted with the scheduling and management of a wide array of events in spectator facilities, including, but not limited to the following:

- ◆ High school baseball games and tournaments
- ◆ College baseball games and tournaments
- ◆ Baseball showcases and clinics
- ◆ All-Star baseball games and shoulder events
- ◆ Kick-ball leagues and tournaments
- ◆ Flag-football leagues and tournaments
- ◆ Car shows
- ◆ Truck rodeos
- ◆ Touch-A-Truck events
- ◆ Concerts and Battle of the Bands
- ◆ Carnival
- ◆ Circus
- ◆ Job fairs
- ◆ Blood drives
- ◆ Boy Scout/Girl Scout Sleepovers
- ◆ Fan Fest
- ◆ Easter Egg Hunts
- ◆ Charity walks and runs
- ◆ Meetings for companies and social organizations
- ◆ Corporate stadium rentals
- ◆ Beer Fest
- ◆ Food Fest

To schedule other events, NSS will pursue relationships with local high school and colleges, sports organizations, city and county officials, non-profit organizations, health services companies, schools, scouting organizations, regional event promoters, social organizations, the convention and visitors bureau, and other relationships that will be developed during the first couple years of operations.



COMMUNITY ENGAGEMENT

National Sports Services prides itself in developing and implementing community programs as part of its mission within its communities.

The firm has been actively involved in raising millions of dollars over the years in goods, services and benefits for schools, non-profits, Little Leagues, churches, the fight against medical maladies, and other charities and events that benefit the community. Similar programs would be implemented in Clarksville to become a fabric of team's status in the region.

Community programs have included, but are not limited to:

- ◆ School reading and attendance programs
- ◆ Teacher appreciation nights
- ◆ Super splash days for day care centers
- ◆ Senior nights for senior citizens
- ◆ Military appreciation nights
- ◆ Beat Cancer nights
- ◆ Anti-drug promotions
- ◆ Scout nights
- ◆ Little League nights
- ◆ Blood drives
- ◆ Medical fitness programs
- ◆ High school fundraisers
- ◆ City and county employee event nights
- ◆ Food collection drives
- ◆ Fan nights (circulating fans for families in need)
- ◆ Toy collection events for underprivileged kids
- ◆ Ticket promotions for kids in need
- ◆ Big Brother/Big Sisters nights
- ◆ Chamber of Commerce nights
- ◆ Team appearances at community events
- ◆ Mascot appearances at community events



BUILDING THE FAN BASE

National Sports Services has been involved in attracting and entertaining millions of fans over the years.

Several key elements are typical of the company's operations, to include proper hiring and training, use of technological advances, utilizing detailed financial accounting procedures, providing creative game and on-field entertainment, developing marketable team names and merchandise, properly staffing the team for revenue generation, providing a clean environment, serving quality food at reasonable prices, scaling the facility ticket offers for the market, and having a true focus on customer interaction and relations.

NSS maintains a focus on providing ticket plans to appeal to any budget and any business or individual, from premium suite experiences, to general admission tickets for as low as \$6-\$7. Group sales are the bread and butter of spectator sports entertainment and company spends significant time and energy driving such sales, which are more frequently including an all-u-can-eat package.

The goal of the seasonal promotions is to have something different for everyone, from kids to senior citizens, male and female. A critical goal is that fans leave the stadium having had a fun time, and a sense they got a great experience for the investment.



SECURITY PLANS

With most of its direct ownership and/or management supervisory rolls in baseball, the team, as primary tenant, has been responsible for hiring and supervising security services.

The firm has worked with different security agents, including uniformed police and sheriffs, off duty officers and private security firms. Scheduling of officers has generally been driven by projected attendance, the expected demographic for the event (i.e., more security on discount beverage night), security requirements in the lease agreement, and general common sense. Generally, minimum hours are guaranteed, and hourly rates are negotiated prior to the season. The security personnel usually have an appointee to work directly with an appointed front office staff person to schedule security and release agents for the evening.

Pre-season meetings and pre-game reviews are scheduled to discuss any anticipate issues, whether it be parking or traffic related, specific areas of the park to monitor, or similar issues. In a setting of family entertainment, there are few security-related issues during a sports season, and the tone is to handle expeditiously, but not aggressively unless someone is in danger. Usually the presence of security, and movement around a facility, help to mitigate issues. In turn, the game day staff is instructed to stay alert and to notify the front office staff and security personnel to handle security issues.

Security monitoring is also employed at entrance gates to control ingress and egress around the facility and check purses, coats, pockets, etc., similar to that provided at airports. Hand-held radios are utilized to provide for ready communications with security and the team's front office staff. Security issues that involve removal of an unruly fan, or similar security breach, require a formal report of the event.

While NSS can't site an issue that required the use of a firearm to manage security, the firm requires one agent to be armed at each spectator event, adjusted upward depending on the size of the crowd and type of event.

FOOD AND BEVERAGE OPERATIONS

National Sports Services has extensive experience in operating all phases of food and beverage operations, to include establishing required permits, creating food menus, contracting with vendors, establishing pricing, purchasing and implementing point of sale systems, hiring and training personnel to include food and beverage managers, chefs, cooks and other support personnel, designing a kitchen, picnic areas and concession stands, pricing and acquiring related equipment, post-event clean up and inventory and establishing financial reporting to track sales, per cap spending, food costs, personnel costs and proper tax payments.

Through the years, food and beverage has become a more vital piece of the event experience, requiring operators to ensure quality, value, efficiency and variety. Food packages, including family discounts and all-u-can eat offers, have become increasingly more popular.

NSS has also worked with third party food and beverage providers, either through fully contracted food and beverage services, or for portions of the operations, including food trucks, privately operated concession stands and profit-sharing opportunities.

MERCHANDISE SALES

In nearly all of its team relationships, National Sports Services has been actively involved in establishing and guiding merchandise sales at all facility events.

The extent of experience includes name the team programs, logo designs, determining vendors and product lines, establishing pricing, store layout and displays, point of sale systems, security, hiring and training of personnel, establishing online retailing, establishing sales outlets in the region, and promoting special sales and promotions of team gear.

As with food and beverage operations, its critical to provide quality, value, efficiency, variety and great customer service. Change styles, product lines and displays, and adding different colors will continue to keep the product fresh and highly visible in the market.

For larger crowds, portable merchandise stands carrying the team's most popular items can help support sales in a brick and mortar merchandise store.

PLAYER DEVELOPMENT

There are dozens of summer collegiate leagues around the United States, and several, due to their geography and operating philosophy, offer attractive opportunities. These summer leagues are comprised of college players who are seeking a highly competitive environment to hone their skills, and allow them to retain their amateur status. Players must have NCAA eligibility remaining in order to participate in these summer leagues.

The more prominent leagues have dozens of alumni drafted annually by Major League teams. Major League scouts are plentiful in attendance as these leagues display many of the best collegiate players in the nation.

Most of the teams are located in small to mid-size markets that do not have a professional baseball team within 30 miles. These summer collegiate teams are often the primary sports franchise in their market. The more successful collegiate franchises are operated similar to a minor league professional baseball franchise, with a focus on sales, customer service and value-added entertainment at the games. Successful teams which have adopted this philosophy average in excess of 2,000 fans per game (the Madison Mallards average over 6,000 fans per game).

Rosters are comprised of 18-24 players, with limits on the number of players from the same college or university. Players cannot play on the same summer league team for which their college coach is associated. The better summer leagues offer collegiate players an opportunity to experience an atmosphere like the minor leagues, with wood bats, minor league specification baseballs, overnight road trips and fans in the stands.

For recruiting players, Clarksville will offer a tremendous opportunity with an attractive market, new stadium, successful league and experienced ownership and management. The team will quickly develop a reputation as a great location for players to continue to develop their skills, while experiencing a more professional baseball experience (wood bats, travel around the League, etc.). Coaches will be very comfortable sending their players to Clarksville.

While certain players may come from outside the main recruiting area, the plethora of quality baseball in the region will provide a tremendous base for quality players. The team will develop relationships with high school and college coaches in the area to include Austin Peay, Tennessee, Tennessee Tech, Vanderbilt, Middle Tennessee State, Memphis Louisville, Evansville, Belmont, Lipscomb and elite players from junior colleges, community colleges, NCAA DII and NCAA DIII.

When the opportunity is present, the player roster will often include players from the home market who have the skillset to play in the League but may be playing college baseball inside or outside the recruiting area. In helping to support and promote the growth of baseball in the home market, having local kids on the summer collegiate team would be a great marketing tool, and would help youth players learn more about the competitiveness of the next level of development.

The team's coaching staff is the main recruiting arm while utilizing their relationships in the industry. However, the team's front office staff will support those efforts to secure team equipment, uniforms, charter buses, living arrangements for the coaches and players, processing player commitments, and helping players get acclimated for the summer.

In 2018, all Prospect League games will be streamed on Prospect League TV, allowing for even more exposure for the players.

Over 30-plus years in the baseball industry, National Sports Services has developed relationships with Major League scouts, player development personnel, and coaches which may aid with certain kids getting appropriate attention for an upcoming Major League draft.

BASEBALL FRANCHISE

National Sports Services has entered into an agreement to acquire a Prospect League franchise, which will be relocated to Clarksville should NSS be granted the opportunity to move forward with this project.

The directors of the Prospect League have unanimously approved National Sports Services to relocate the franchise to Clarksville, as early as the 2019 Prospect League season. To effectuate the ability to play during the 2019 Prospect League season, National Sports Services has agreed on terms with Austin Peay University to play that season at Raymond C. Hand Park on the University's campus.



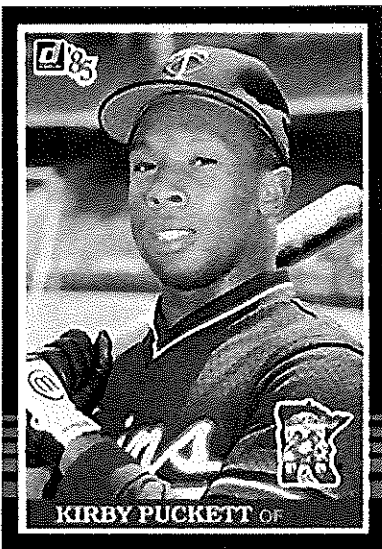
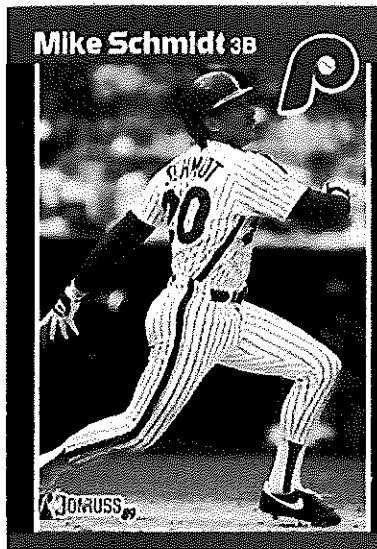
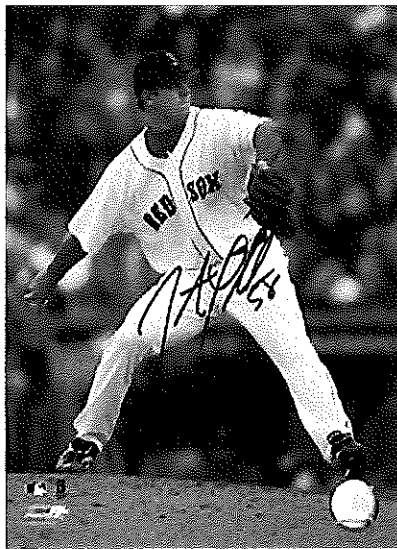
Western Division

Danville (IL) Dans
Lafayette (IN) Aviators
Hannibal (MO) Hoots
Quincy (IL) Gems
Springfield (IL) Sliders
Terre Haute (IN) Rex

Eastern Division

Butler (PA) BlueSox
Champion City (OH) Kings
Chillicothe (OH) Paints
Kokomo (IN) Jackrabbits
West Virginia (Beckley) Miners

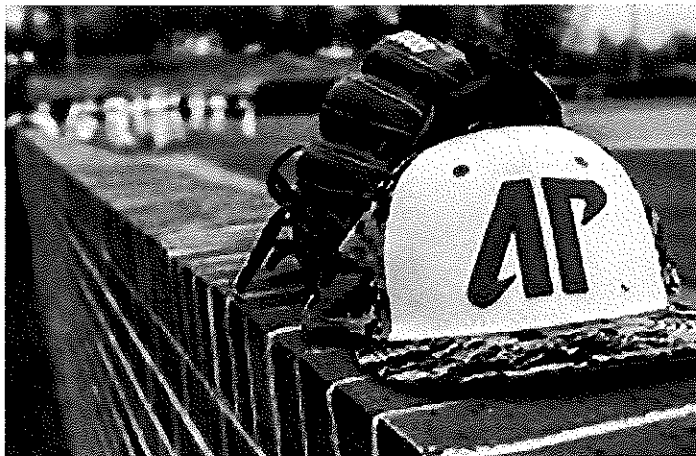
The Prospect League, formerly the Central Illinois Collegiate League (CICL), was founded in 2008, and includes a rich 45-year history and great tradition with players and coaches who went on to Major League Baseball. To date, over 175 players and coaches have climbed the ladder. The impressive list includes Kirby Puckett, Mike Schmidt, Jonathan Papelbon, Joe Girardi, Gary Gaetti, Greg Olson and many other Major League MVP's, All-Stars, and Hall of Famers.



The 11-team Prospect League is considering several markets for expansion, and has already awarded a franchise to Cape Girardeau, Missouri for the 2019 season.

The Prospect League plays a 60-game schedule (30 home, 30 road) which begins the end of May and ends the first week of August, ending with the Playoff Championships. The League also hosts an annual All-Star game in different cities in the League, which includes a banquet and homerun contest.

Teams develop relationships with college and high school coaches in the region to promote the summer collegiate league team as



Raymond C. Hand Park, Austin Peay University

SOCCER FRANCHISE

National Sports Services has interest in owning a development level soccer franchise in the new stadium, along with the baseball franchise. Tremendous synergies are provided in owning both entities, including sales and marketing and team operations. In turn, as the franchises may have different fan-bases, it allows the organization to appeal to a broader sector of the population in the region.

In turn, there may be opportunities to align with the player development and marketing efforts of the professional soccer franchise in Nashville. Two Leagues provide solid, geographic and develop options for consideration. NSS is familiar with both leagues and is comfortable with both entities.

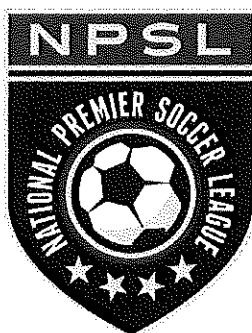
Premier Development League (PDL)

- Founded: 1995
- Schedule: 14 games. Mid May to late July, not including exhibitions and U.S. Open Cup
- Teams: 67: 61 teams in the U.S., 6 teams in Canada. 10 Divisions in 4 Conferences
- Franchise Fee: \$50,000 and \$15,000 letter of credit
- Average Attendance: Des Moines Menace led the League with 3,474/gm. in 2016



National Premier Soccer League (NPSL)

- Founded: 2003
- Schedule: 12 games. Late March to early August, not including exhibition and U.S. Open Cup
- Teams: 81: 13 Conferences in 4 Regions
- Franchise Fee: \$12,000
- Average Attendance: Not recorded for all teams.. Chattanooga led the League with 4,460/game in 2016



STADIUM SPECIFICATIONS

NSS currently owns and operates the Wilmington (NC) Sharks, a summer collegiate league team in the Coastal Plain league, which was acquired in May of 2017. The Wilmington market has an MSA population of approximately 250,000 and is rapidly growing.

In the first year of operations, for the 28 home games, attendance increased more than twenty percent with the addition of more focused efforts on group sales and the scheduling of new promotional nights. With a full season off-season to drive sales, both revenues and attendance are on track to take another sizeable jump.

The team plays at Legion Stadium, an older facility owned by the City of Wilmington. The seating capacity is approximately 1,400, with standing room available for hundreds of additional patrons down the foul lines. Prior to the 2017, NSS invested in new, covered picnic areas, a new seating system, and generally sprucing up the facility. The team averaged approximately 1,100 fans per game and sold out fixed seating for several games. The team's current lease runs through the 2019 season. The Sharks pay annual rent of approximately \$16,000 and the City is responsible for facility maintenance.

Unfortunately, the field has extremely limited facilities for fan amenities and food and beverage operations, and is located in an area of town that is not particularly convenient for fans. For that reason, the Sharks have been pursuing options in the market for a new stadium, which will allow for a more enhanced game experience and additional seating to continue to grow attendance.

With its other baseball projects, the more successful operations include the following elements: a wide, open concourse, a 360 degree walkway around the facility, parking for 1,000-1,500 cars, artificial turf playing field, industry-specific lighting, state-of-the-art sound and video board system, some covered seating for shade, fixed seating for 2,500 - 3,000 patrons, picnic areas to accommodate 300-500 people, a beer garden, an indoor club lounge, overflow seating for another 1,000 fans (via grass berm or similar), a small number of enclosed suites, several open air suites, press box for 8-10 media and club personnel, premium seating behind home plate with four top tables and chairs, picnic area(s) for 400-500 patrons, a walk-in merchandise store of approximately 800 SF, ticket booth with 4-5 windows, primary kitchen, freezer and refrigeration spaces, approximately 30 points of sale for food and beverage services, ample restroom facilities, a first aid room, customer service window, office space for 8-10 people, locker rooms for 28-man home and road teams, coaches offices, training room, showers, player restrooms and lavatories, player lounge, equipment storage, covered batting tunnel, sizeable dugouts, a staging area for ancillary events, ample dry storage, maintenance facility, and easy access for delivery and trash trucks. Turn-key stadium projects may also include all furniture, fixtures and equipment required for operations of the team and stadium, to include field maintenance equipment.

FINANCIAL CONSIDERATIONS

National Sports Services is prepared to commit to a 10-year lease agreement with three, five-year extensions, for a total commitment of up to 25 years.

A lease agreement, which involves negotiation of the parties, must take into account several items, which impact the financial arrangement of the parties. These items include: (1) the proposed stadium program as it relates to the team forecasting financial projections, (2) how primary stadium naming rights are assigned, (3) which party is responsible for routine maintenance, utilities and clean up, (4) are funds allocated in a capital maintenance fund for future facility improvements and repairs, (5) which party is responsible for master scheduling and how are gains from ancillary events allocated.

While typical summer collegiate league teams pay annual lease figures of \$5,000 - \$20,000 to lease their facilities, with some level of shared responsibility in overhead costs for the team's games, NSS is willing to advance the following proposal for further discussion.

- A. Team will have responsibility to procure and will retain revenues generated from the sale of stadium naming rights.
- B. Team will have responsibility for all expenses related to its event usage, including utilities, clean up, field preparation and repair, and related expenses.
- C. Team will employ a person on its front office staff who will supervise stadium maintenance functions, and serve as the primary liaison with the City on stadium-related matters.
- D. Team will have responsibility for performing annual routine maintenance. The team's financial exposure for routine maintenance will be capped at \$7,500 annually.
- E. Team will pay \$50,000 annually in facility rent, payable in \$10,000 increments on May 1, June 1, July 1, August 1 and September 1 of each year.
- F. On September 30th of each year, the team will invest \$25,000 annually into a long-term facility maintenance fund. Such funds can be applied toward facility repairs, routine maintenance in excess of the \$7,500 threshold, stadium upgrades to improve the fan experience or related needs. The allocation of the funds will be discussed with the City to determine the highest priorities.
- G. City to receive twenty percent (20%) of the net profit from ancillary events scheduled in the stadium, This is intended to include concerts, food and beer fests, tournaments, and other spectator oriented events. This would not include baseball or soccer events that are within a normal operating season (i.e., exhibitions, regular season games, playoffs, All-Star games).
- H. Team will purchase its office equipment (computers, phones, desks, chairs, copier, file cabinets, etc.). Team will also purchase the point of sale system for the facility, the ticketing system and corresponding customer service software required for proper operations of the team and facility.

Note: Special care will be taken with the maintenance of the artificial turf surface in order to maximize its life while abiding by the terms established under the product warranty. Regular maintenance will include brushing and cleaning the turf, replacing worn sections, monitoring all footwear used on the surface and controlling access to the turf via trucks and/or equipment that may create ruts in the base surface and supervising equipment set up for ancillary events to avoid damage to the turf.

Financial Capability: National Sports Services will form an LLC in the State of Tennessee which will own and operate the baseball team and subsequent soccer franchise and will be the signatory on the facility lease agreement. Typically, NSS will have 2-3 local investment partners who are also high net worth individuals. Coupled with National Sports Services, the entity will show substantial financial ability to properly own and operate the team(s) and undertake facility operations.

NSS recently completed the same process to acquire another franchise in the Prospect League, and the organization received unanimous approval from the League in a thorough review of the partners background (to include formal background checks) and financial wherewithal. That structure included the principals of National Sports Services, two local partners and one partner from outside the market.

Additional information available upon request.

ORDINANCE 59-2017-18

AN ORDINANCE AUTHORIZING THE MAYOR, THROUGH THE CITY ATTORNEY OR HIS DESIGNEE, TO CONDUCT NEGOTIATIONS AND ENTER INTO AN AGREEMENTS FOR PURCHASE OF CERTAIN PROPERTIES ON ROSSVIEW ROAD.

WHEREAS, the City of Clarksville finds that establishment of an athletic complex would be a great benefit to the residents' quality of life; and

WHEREAS, Exit 8 Properties, GP is the owner of certain real property located on Rossvie Road and being a portion of Tax Map and Parcel Number 58 1.00, all as set forth in the metes and bounds description attached hereto as Exhibit A; and

WHEREAS, Exit 8 Properties, GP has offered to sell real property located on Rossvie Road and being a portion of Tax Map and Parcel Number 58 1.00, as set forth in the metes and bounds description attached as Exhibit A, for the purpose of the establishment of an athletic complex; and

WHEREAS, Lucien Connell, III, Mary Ann Connell, Margaret E. Connell, and Steven Phillips are the owners of certain real property located on Rossvie Road, having Tax Map and Parcel Numbers of 057 021.00, 058 004.04, and 058 004.05, all as set forth in the metes and bounds description attached hereto as Exhibit B; and

WHEREAS, Lucien Connell, III, Mary Ann Connell, Margaret E. Connell, and Steven Phillips have offered to sell real property located on Rossvie Road, having Tax Map and Parcel Numbers of 057 021.00, 058 004.04, and 058 004.05, as set forth in the metes and bounds description attached hereto as Exhibit B, for the purpose of the establishment of an athletic complex; and

WHEREAS, the Clarksville City Council finds it in the public interest to purchase said properties for the public benefit.

NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF CLARKSVILLE, TENNESSEE:

1. That the Mayor, acting through the City Attorney or his designee, may negotiate and enter into an agreement for the purchase of property located on Rossvie Road and being a portion of Tax Map and Parcel 58 1.00, as set forth in the metes and bounds description attached hereto as Exhibit A, not to exceed One Million, Nine Hundred and Fifteen Thousand, Three Hundred and Twenty-eight and 00/100 (\$1,915,328.00), plus reasonable acquisition costs and fees.

2. That the Mayor, acting through the City Attorney or his designee, may negotiate and enter into an agreement for the purchase of property located on Rossvie Road having Tax Map and Parcel Numbers of 057 021.00, 058 004.04, and 058 004.05, as set forth in the metes and bounds description attached hereto as Exhibit B, not to exceed Four Million, Eighty-Three Thousand and 00/100 Dollars (\$4,083,000.00), plus reasonable acquisition costs and fees.

FIRST READING:

SECOND READING:

EFFECTIVE DATE:

EXHIBIT A

Tax Map 58 Parcel 1.00

Being a tract of land situated in the 1st Civil District of Montgomery County Tennessee, North of the Red River, South of SR 237, aka Rossview Road, East of Interstate 24, said tract being recorded in Volume 1658 Page 2718 in the Montgomery County Registrar's Office and being more particularly described as follows:

Beginning at an iron pin set this survey marked ACR TN PLS #1767 in the east line of the Sean Richards property as recorded in Volume 1611 Page 1195, South 25 degrees 50 minutes 38 seconds West, 1272.74 feet from the intersection of International Boulevard and Rossview Road, in a division line of the Exit 8 Properties as recorded in Volume 1658 Page 2718, being the northwest corner of the tract hereon described;

Thence from the point of beginning, along a division line of the Exit 8 Properties, North 82 degrees 42 minutes 54 seconds East, 676.46 feet to a point in the west right of way of International Boulevard;

Thence along the west right of way of International Boulevard, North 7 degrees 44 minutes 01 seconds West, 925.36 feet to a point;

Thence along a curve to the left having a radius of 75.00 feet, a chord bearing of North 52 degrees 32 minutes 01 seconds West, a chord length of 105.70 feet to a point in the south right of way of Rossview Road;

Thence along the south right of way of Rossview Road, North 82 degrees 39 minutes 59 seconds West, 215.00 feet to a point;

Thence along a curve to the left having a radius of 75.00 feet, a chord bearing of South 37 degrees 27 minutes 59 seconds West, a chord length of 106.44 feet to a point;

Thence along the east right of way of International Boulevard South 7 degrees 44 minutes 01 seconds East, 924.37 feet to a point in the north line of Tract A;

Thence North 82 degrees 42 minutes 54 seconds East, 1320.19 feet to an iron pin set this survey marked ACR TN PLS #1767 in the east line of this original tract, in the west line of the Lucien Connell III Tract as recorded in Volume 146 Page 687;

Thence along the west line of Connell, South 8 degrees 44 minutes 44 seconds West, 2,107.29 feet to a point;

Thence North 83 degrees 36 minutes 47 seconds West, 1,271.13 feet to a point in the east line of Alice Connell as recorded in Volume 146 Page 921;

Thence along the east line of Connell, North 6 degrees 55 minutes 30 seconds East, 780.38 feet to an existing #4 rebar:

Thence North 81 degrees 49 minutes 30 seconds West, 557.88 feet to an existing iron pin marked DBS #2585, a corner to Ida Collier, no deed recorded;

Thence along the east line of Collier, North 2 degrees 20 minutes 44 seconds West, 487.60 feet to an existing metal T Post, a corner to Timothy Childress;

Thence South 89 degrees 15 minutes 04 seconds East, 25.85 feet to an existing iron pin marked PLS "Young";

Thence North 1 degree 33 minutes 37 seconds West, 339.23 feet to the point of beginning.

The above described tract contains 72.471 acres of which 1.547 acres are contained in the right of way of International Boulevard and 70.924 acres in the remaining tract.

EXHIBIT B

Tax Map 57 Parcel 21.00

Being a tract of land situated in the 1st Civil District of Montgomery County Tennessee, North of the Red River, South of SR 237, aka Rossview Road, East of Interstate 24, said tract being recorded in Volume 146 Page 921 in the Montgomery County Registrar's Office and being more particularly described as follows:

Beginning at an existing iron pin marked DBS #2585 the southeast corner of the Ida Collier property unrecorded, and a west corner of Tract A, South 15 degrees 37 minutes 14 seconds West, 2047.08 feet from the intersection of International Boulevard and Rossview Road, and being on the north line of the property hereon described;

Thence from the point of beginning, South 81 degrees 49 minutes 30 seconds East, 557.88 feet to an existing ½" rebar;

Thence South 6 degrees 55 minutes 30 seconds West, 1579.84 feet to a point in the east right of way of Interstate 24;

Thence along the east right of way of Interstate 24 North 46 degrees 09 minutes 40 seconds West, 698.68 feet to an existing concrete right of way monument;

Thence along the east right of way of Interstate 24 North 29 degrees 35 minutes 56 seconds West, 429.04 feet to an existing concrete right of way monument;

Thence along the east right of way of Interstate 24 North 11 degrees 24 minutes 29 seconds West, 244.31 feet to an existing concrete right of way monument;

Thence along the east right of way of Interstate 24 North 26 degrees 37 minutes 46 seconds West, 175.01 feet to an existing iron pin marked PLS #1562, a corner to Batson Dev. Co. Inc. as recorded in ORV 141 Page 401;

Thence along the east line of Batson, North 6 degrees 37 minutes 28 seconds East, 375.18 feet to an iron pin set this survey marked ACR TN PLS #1767 in the south line of Collier;

Thence along the south line of Collier, South 81 degrees 53 minutes 05 seconds East, 536.89 to the point of beginning.

The above described tract contains 27.791 acres.

Tax Map 58 Parcel 4.04

Being a tract of land situated in the 1st Civil District of Montgomery County Tennessee, North of the Red River, South of SR 237, aka Rossview Road, East of Interstate 24, said tract being recorded in Volume 1422 Page 982 in the Montgomery County Registrar's Office and being more particularly described as follows:

Beginning at a point in the east right of way of Interstate 24 and a southwest corner of Tract B, South 6 degrees 56 minutes 37 seconds West, 4393.88 feet from the intersection of International Boulevard and Rossview Road, and being the northwest corner of the tract hereon described;

Thence from the point of beginning, North 85 degrees 35 minutes 57 seconds West, 2098.97 feet to a point in the west line of the Moore Const. Co. property as recorded in Volume 1561 Page 339;

Thence along the Moore line South 9 degrees 46 minutes 20 seconds West, 1098.46 feet to an iron pin set this survey marked ACR TN PLS #1767 on the north bank of the Red River near a 30" Sycamore tree;

Thence along the north bank of the Red River, South 85 degrees 06 minutes 26 seconds West, 368.89 to an iron pin set this survey marked ACR TN PLS #1767 on the north bank of the Red River;

Thence along the north bank of the Red River, South 88 degrees 26 minutes 34 seconds West, 349.60 to an iron pin set this survey marked ACR TN PLS #1767 on the north bank of the Red River;

Thence along the north bank of the Red River, South 73 degrees 34 minutes 09 seconds West, 347.59 to an iron pin set this survey marked ACR TN PLS #1767 on the north bank of the Red River and the east right of way of Interstate 24;

Thence along the east right of way, North 23 degrees 56 minutes 10 seconds West 579.62 feet to a concrete right of way monument;

Thence along the east right of way, North 41 degrees 47 minutes 02 seconds West 225.56 feet to a concrete right of way monument;

Thence along the east right of way, North 32 degrees 04 minutes 17 seconds West 675.64 feet to a concrete right of way monument;

Thence North 44 degrees 49 minutes 56 seconds West 158.46 feet to the point of beginning.

The above described tract contains 42.354 acres.

Tax Map 58 Parcel 4.05

Being a tract of land situated in the 1st Civil District of Montgomery County Tennessee, North of the Red River, South of SR 237, aka Rossview Road, East of Interstate 24, said tract being recorded in Volume 146 Page 687 and Volume 98 Page 92 in the Montgomery County Registrar's Office and being more particularly described as follows:

Beginning at an iron pin set this survey marked ACR TN PLS #1767 in the south right of way of Rossview Road, the northeast corner of the Exit 8 Properties as recorded in Volume 1658 Page 2718, the west corner of the Lucien Connell III property as recorded in Volume 141 Page 473, North 76 degrees 09 minutes 45 seconds East, 887.91 feet from the intersection of International Boulevard and Rossview Road, being the northwest corner here on described;

Thence from the point of beginning, along the south line of Connell, North 78 degrees 09 minutes 49 seconds East, 501.59 feet to an iron pin set this survey marked ACR TN PLS #1767;

Thence along the east line of Connell, North 11 degrees 50 minutes 34 seconds West, 138.60 feet to an existing iron pin marked DBS #2585, a corner to Ann Rees as recorded in Volume 398 Page 1803;

Thence along the south line of Rees, North 89 degrees 05 minutes 41 seconds East, 369.15 feet to an iron pin set this survey marked ACR TN PLS #1767;

Thence along the south line of Rees, South 84 degrees 29 minutes 47 seconds East, 539.09 feet to an iron pin set this survey marked ACR TN PLS #1767;

Thence along the east line of Rees, North 5 degrees 41 minutes 21 seconds East, 909.35 feet to an iron pin set this survey marked ACR TN PLS #1767 in the south right of Rossview Road, 25 feet from the centerline;

Thence along the right of way, North 61 degrees 43 minutes 52 seconds East, 120.56 feet to an iron pin set this survey marked ACR TN PLS #1767 in the south right of Rossview Road, 25 feet from the centerline, a corner to Lucien Connell III and Mary Connell as recorded in Volume 1422 Page 982;

Thence along the east line of Connell, South 5 degrees 41 minutes 21 seconds West, 976.69 feet to an iron pin set this survey marked ACR TN PLS #1767;

Thence along the south line of Connell, South 84 degrees 18 minutes 39 seconds East, 1038.97 feet to an iron pin set this survey marked ACR TN PLS #1767, near a square fence post, in the west line of the Stones Manor Section 2 Subdivision as recorded in Plat Section F Pages 767-770;

Thence along Stones Manor Subdivision, South 9 degrees 31 minutes 33 seconds West, 394.58 feet to an existing iron pin marked Suiter #1837;

Thence along Stones Manor Subdivision, South 9 degrees 38 minutes 54 seconds West, 659.16 feet to an iron pin set this survey marked ACR TN PLS #1767;

Thence along the Moore Const. Co. Inc. property as recorded in Volume 1561 Page 339, South 9 degrees 32 minutes 05 seconds West, 809.75 feet to an iron pin set this survey marked ACR TN PLS #1767;

Thence along the Moore Const. Co. Inc. property, South 8 degrees 05 minutes 02 seconds West, 2774.67 feet to an iron pin set this survey marked ACR TN PLS #1767;

Thence along the Moore Const. Co. Inc. property, South 9 degrees 46 minutes 20 seconds West, 233.54 feet to a point in the southeast corner of the tract hereon described;

Thence South 85 degrees 35 minutes 57 seconds East, 2098.97 feet to a point in the east right of way of Interstate 24;

Thence along the east right of way of Interstate 24 North 44 degrees 49 minutes 56 seconds West, 337.73 feet to an existing concrete right of way monument;

Thence along the east right of way of Interstate 24 North 43 degrees 49 minutes 15 seconds West, 697.30 feet to a point;

Thence leaving the east right of way of Interstate 24 North 6 degrees 55 minutes 30 seconds East, 799.46 feet to a point;

Thence South 83 degrees 36 minutes 47 seconds East, 1271.13 feet to a point;

Thence North 8 degrees 44 minutes 34 seconds East, 2657.00 feet to a point;

Thence North 85 degrees 33 minutes 26 seconds West, 626.93 feet to an existing iron pin marked DBS #2585;

Thence North 9 degrees 44 minutes 11 seconds West, 511.83 feet to the point of beginning.

The above described tract contains 235.395 acres.