



The National Association of Sports Commissions estimates sports travel spending for 2011 at \$7.6 billion, an increase of 6.5% over the previous year.

Foley Sports Tourism Report 2012
April 15, 2013

Executive Summary

Throughout our tournament season of 2012, Foley hosted 328 teams from over 200 cities representing more than 4,200 athletes and their families. Our estimate is that over 19,000 sports tourists visited the Foley Sports Complex. Our economic impact for families playing in Foley was \$1,031,754 accounting for 1,165 Foley Room Nights. This number does not include any projections regarding the other 13,000 players who played in Gulf Shores and Orange Beach and not in Foley. With over 50% of Gulf Coast visitors shopping at the Tanger Outlets, we estimate another million dollars in economic impact for the season.

This past year we made approximately \$25,000 in profit from the tournaments. This does not include the regular hours of our three payroll employees; however, it does include all concession expenses, concession payroll, all overtime, and hours for seasonal employees dedicated to the tournaments. The appendix includes all economic impact calculations, balance sheet for the City, and lodging information.

Key findings from our economic research remain consistent with the previous years and include:

- Groups who had accommodations outside of Foley spent an average of \$250 in Foley.
- Groups who stayed in Foley spent an average of \$1,150.
- 40% of visitors dined at Lambert's, followed closely by Chick-fil-A.
- Grocery spending is not too far behind the restaurant spending and may offer new opportunities.
- Majority of parents are Generation Y and under 35 years of age – 71% of our Facebook users are under 35 years old, 82% of users are below the age of 45.
- Approximately 60% of our Facebook users are females, which reinforces our focus on team moms.

In summary, our target market is young families who actively seek out information on the internet and make plans prior to ever arriving at a location. These lodging decisions are typically made 26 - 43 days in advance with about a two week window deciding on the actual reservations.

The marketing professional continues to provide the highest level of support to visitors as well as collecting valuable economic impact research data. We listen to our participants and meet their expectations. Team moms remain our target and typically know where everyone is staying, where they dine, and where they conduct other leisure activities. They are also the most willing to answer questions and provide their opinions especially while waiting between games.

Additionally, the marketing position is our liaison to the local hotels and business community and has created partnerships with over 50 Foley businesses. We continue to work with the organizers and establish a long-term relationship. It is easy to sell Foley as a family friendly destination with great restaurants, shopping, and attractions. For the upcoming season, we have also approached several new organizations for new tournaments for 2013.

2012 Sports Tourism Goals & Highlights

- Recruit new events
 - Mobile Bay Spring Classic – May
 - FloraBama Soccer Showcase – September
 - Creek Crawl Obstacle Race – October
 - Alabama Soccer Festival – November
- Increase financial and human resources
 - Net profit of \$24,910
 - Grant for \$5,000 for sports tourism
 - Sponsorship sales \$1,950
 - Additional field crew and marketing support
- Focus on community relations
 - Over 50 businesses partnering with the FSC
 - Business partner appreciation breakfast including 7 local businesses
 - Continuous communications, including in-person calls and visits
- Increase communication channels
 - Social media – 999 users checked in, 392 likes, utilized for weather updates
 - Video for onsite marketing providing sponsorship recognition. Have received positive feedback from guests
 - Print materials – newly created facilities map has been the number one utilized document.
 - Outdoor advertising – “did you know” signage, mist tent, and video monitor
 - Email marketing – Constant Contact – high rate of opening by users (60%).
 - Website – pictures, businesses, and hopefully multiple ratings soon.
- Continue to learn about the market
 - Onsite surveys
 - Online marketing and analytics
 - Tourism Hotline – 60% of calls involved geography and directions, 30% lodging recommendations, and 10% tournament questions. Average was 5 calls per week.
 - National Association of Sports Commissions (NASC) Resource
 - Coaches surveys via organizers

2013 Sports Tourism Goals

- Establishing marketing analytics
 - Social Media Marketing – Likes, Check-ins, Conversion Rate to website
 - Email Marketing – Click Through Rates, Bounce Rate, Delivery Rate, Email Sharing/Forwarding
 - Website – Google Analytics, SEO, Website Referrals, Keyword Performance and Rankings
 - ROI – determine value created via programs and sponsorships
- Continue community partnerships and sponsorships
 - Target new business for coupon program
 - Grow corporate sponsors by 50%
 - Improve communications with South Baldwin Chamber of Commerce
- Increase the number of tournaments
 - Approach new organizations about available dates and establish long-term relationships
 - Work with existing partners to expand number of tournament dates
 - Establish a database of contacts for organizations wanting to host Foley events
 - Update Media Guide following 2013 tournament season
- Provide a higher level of service for organizations, teams, and families
 - Create “Welcome Email” with discounts and lodging options
 - Distribute Welcome Packets and provide onsite assistance
 - Train all employees in customer service and our expectations
 - Develop specials and promotions during events
- Track impact to the economy
 - Improve partnership with local hotels
 - Improve relations and tracking with local businesses
 - Conduct event surveys and follow-up emails
 - Partner with Gulf Coast Sports Commission

The Year in Review

The following is a summary of the work we conducted over the past year.

Month	Accomplishments
March 2012	• Provided USSSA marketing information for their site • Developed Media Guide • Website Vendor Selection
April 2012	• Sponsorship program development • Business Luncheon • Website development begins • Established hotel rates
May 2012	• Developed coupon program • Began Creek Crawl planning • Populated D3000 with contacts • Assembled Welcome Packets
June 2012	• Welcome letter for email marketing • Website development • Tournament promotions and feedback
July 2012	• Finalized website • Tournament promotions and feedback • Implemented email marketing • Tanger Opening Ceremonies • Creek Crawl development
August 2012	• Lauren Klumpp resigned/worked on hiring new Sales & Marketing person • Creek Crawl development
September 2012	• Hired interim consultant, Tim Arant, for Sales & Event Marketing to focus on Creek Crawl • Soccer tournament and feedback • Purchased new promotional items for Welcome Packet
October 2012	• Conducted Creek Crawl • Hired Laney Dominick for Sales & Event Marketing
November 2012	• Feedback from coupon sponsors • Alabama Soccer Festival • Creek Crawl wrap-up and thanks
December 2012	• Creek Crawl video and pictures • Laney Dominick moves leaving Sales & Event Marketing vacant

January 2013	• Rehired Tim Arant for Sales and Event Marketing • Target new events for 2013 tournament season
February 2013	• Solicited Coupon Sponsors – 31 businesses with 8 new participants • Partnership with Tanger for opening ceremonies and new events • Develop Sponsor Program

Planning and Operations

Due to unexpected turnover, we have spent a good portion of time training and planning for transition. The Recreation Department spent three days in a planning workshop to evaluate our events and to plan for future improvement. Many ideas were presented during the brainstorming sessions that were implemented for the 2012 tournament season or soon after, such as:

- Two new FSC hedges to welcome participants to our park
- Flat screen television for sponsor and concession promotion
- More covered area for rain events
- Mist tent to offer a cool-down area for kids
- Electric hand dryers in restroom due to paper product issues
- New gator for help with handicap patrons
- New sod to reduce straw within the park and wear on the plants
- Maintenance building for storage of equipment and field supplies
- Bathroom signage to help orient visitors
- New approach to welcome packet distribution
- Develop a list of frequently asked questions with appropriate answers

We have worked with the Marketing department to align our efforts and have been very successful. Through the partnership, we implemented a new coupon program, developed a facilities map unique to Foley, and aligned our two websites to share data as it is updated by each department.

Developing Sponsorship Opportunities

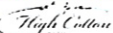
For 2012, we created an annual sponsorship program and targeted four main sponsors. With an initial cost of \$500, our annual sponsorship provided website recognition, streaming at the FSC, a fence banner, Facebook mentions, recognition in the FSC media kit, and logo displayed on all printed collateral. Our sponsorship revenue for this first year was \$1,950.

Coupon Program



Welcome to Foley, Alabama



 Light Cafe 4155 E. Main Road 251-943-3629 3600 Highway 90, Foley, AL 36505 \$10 off spa facial or 1 hour massage 10% off Obagi products To make reservation, please call Cheryl at 251-943-3629 offer expires on 11-30-12	Beaside Bros 8191 S. Main Road 251-943-1400 Facebook.com/beasidebros \$5 off purchase of \$50 or more *any beverage, no cash advance	 Gulf Breeze 1 2035 E. Main Road 251-943-1545 gulfbreeze1.com \$5.00 off purchase of \$50 or more *excludes catering 24 hr. delivery	 Gulf Beach Fun Card 2035 E. Main Road 251-943-1545 gulfbeachfun.com \$5.00 Arcade Fun Card *any game *any arcade game	 Lambert Scale 2035 E. Main Road 251-943-1545 lambertscales.com One FREE throwed roll	 Spartan 21411 County Rd. 12 251-943-4534 lambertscales.com \$1 off per player for any regular priced indoor practice session
Island Style Creations 10210 County Rd. 251-943-5544 islandstylecreations.com \$3 off each hair wrap purchase offer expires 11-30-12	Anna Banana's Catering & Coffee 2242 S. Laurel Rd. 251-971-3642 \$1 off any coffee, concrete, sundae or any item from the espresso bar offer expires on 11-30-12	 Cyromary's 1762 S. Main Road 251-943-1216 Facebook.com/cyromarys \$1 off any combo meal offer expires 11-30-12	 PeachWave 2445 S. Main Road, Suite 114 Foley, AL 36505 251-943-1006 facebook.com/peachwavefoley 10% off total purchase	 Papa Murphy's 2445 S. Main Road 251-943-1006 facebook.com/peachwavefoley FREE cookie, dessert bar, or regular cupcake with purchase of a combo meal offer expires on 12-1-12	 Papa Murphy's 2445 S. Main Road 251-943-1006 facebook.com/peachwavefoley \$3 off any family size regular priced menu pizza
www.FoleySports.com					
Trees n Trends 1100 S. Main Road 251-943-1652 treesn-trends.com Additional 20% off any 1 handbag To make reservation, call offer expires on 12-1-12	 Tools 1615 S. Main Road 251-943-1703 gmtoolsinc.com FREE Oil Change with a \$10 purchase	Los Tacos 7400 Laurel Rd. 251-943-3347 Buy a one (1) item Combo and get one of equal or lesser value FREE. offer expires 11-30-12	Jan's Art Studio 155 E. Laurel Road 251-972-5693 jansartstudio.com Enter to win a beginner art set with purchase of a local pottery or artwork offer expires 11-30-12	 Paradise Island Mobile Airbrush Tan 251-284-6773 FREE double dip Call today to schedule your session. No cash advance	 Coleman 20121 Main Rd. 251-943-5133 westbaybbs.com \$5 off of purchase of \$50 or more
 Smoothie King 36 S. Main Road 251-943-1772 Buy one 12 oz. with enhancer and get a 20 oz. FREE	 Magnolia Court 155 S. Main Road 251-943-1652 magnoliacourt.com 10% off one meal at Magnolia Court or drinks at The Alley offer expires on 11-30-12 *not valid on cash advance	 PASO 3191 S. Main Road 251-943-1150 A \$10.00 purchase of any food item FREE regular house tacos salad with purchase of one entire of equal or greater value offer expires 11-30-12	 High Cotton 2615 S. Main Road, Suite 114 Foley, AL 36505 251-972-5693 highcottonfoley.com 10% off of \$10 purchase offer expires 11-30-12	 Stak's 3410 S. Main Road 251-943-1250 staksfoley.com Buy one and get one of equal or lesser value 50% off	 Coleman 1705 S. Main Road 251-943-1652 gmtoolsinc.com \$20 off any purchase of \$60 or more offer expires 11-30-12 *not valid on cash advance
Stacey's Drug & Old Tyme Soda Fountain 1212 Laurel Road 251-943-1762 \$2 ice Cream Cone	 Manning Jewelry 20121 Main Road 251-943-5133 Have your jewelry professionally cleaned and inspected and receive a FREE polishing cloth offer expires on 11-30-12	Chick & Sea Restaurant 1321 S. Main Road 251-943-0845 \$5 off any food and beverage purchase of \$14 or more offer expires 11-30-12	 Mosby Oak 1625 S. Main Road 251-972-2246 15% off total purchase of \$20 or more of regular priced items offer expires 11-30-12	 Teri Lynn 11602 Laurel Road 251-943-4862 terilynnfoley.com 15% off any Teri Lynn nuts and candies offer expires 11-30-12	 Foley 20121 Main Road 251-943-5133 gmtoolsinc.com One FREE Foley souvenir with purchase from 3 participating businesses offer expires 11-30-12 *not valid on cash advance

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Welcome Packet

Based on observations from our previous marketing efforts, we decided to reduce the Welcome Packet to a few key items and provide the other information through our web presence. We also changed our distribution approach until after teams have reached their fields and parents/fans are settled. Previously, we distributed packets at the gate and most parents were more focused on getting into the park and finding their fields. Tourists were more receptive after they had settled and were waiting for their games to begin. A Visitor Information tent is setup on site to answer any questions.

Email Marketing

Unfortunately, our website was not complete in time to utilize for most of the tournaments. This year we will be using the Welcome Email to help direct participants to the website. This past year, we were able to email about half of our participants and found that our most clicked on portion of the email was our facilities map which included our main sponsors. Sixty percent of the recipients opened our Welcome Email. One minor issue is that users who do not allow graphic images are not considered an “official open” with the Constant Contact product. We also found that numerous participants viewed our “Must Do Foley” video and recognized Lauren, our star, during the tournaments.

Establishing relationship with local hotels

One of our major concerns involved Foley lodging for out-of-town teams. While the majority of teams may continue to want to stay at the beach, there will continue to be overflow and possibly price points that will enable Foley hotels to increase room nights. Additionally, hotels are better to house participants for tournaments that only last a weekend. Several of the hotels recognize the value of the tournaments and have been extremely helpful partners for this past season. We are partnering with them to offer attractive pricing and room blocks throughout the entire 2013 tournament season. Also, we will be utilizing the Econolodge as our host hotel for the 7 v 7 Football Tournament organized by the high school this summer. The majority of economic impact calculations involve room nights and Foley only has a limited number of rooms in the inventory. Almost all of our hotels were at capacity starting in late June and continuing through the month of July. Our total room night occupancy was 1,165 for Foley hotels.

Establishing Sports Tourism Brand

Foley is now established as a leader in customer service for players, parents, coaches, umpires and coordinators. Parents, players, umpires and coordinators return and spread the word to other places about their positive experiences with Foley tournaments. 2012 was another wet summer and we responded by consistently having our fields prepared quicker than both Gulf Shores and Orange Beach. Several games were moved from Orange Beach and Gulf Shores because of the inclement weather and we were always able to accommodate the additions. Our surveys continue to receive numerous comments complementing our facilities, staff, and concession prices. For the second consecutive year, USSSA did not receive a single complaint or issue with Foley.



Orange Beach - Gulf Shores - Foley, Alabama

Aligning Efforts with USSSA

We have now become an equal player with Gulf Shores and Orange Beach and expect to have many more opportunities with the USSSA organization with both baseball and softball. Although we have begun to partner and look for other opportunities, USSSA still remains our main customer who has first opportunity for summer dates. This year, we will focus more on partnering with USSSA to answer questions and communicate more effectively with the coaches, players, and parents. The USSSA Director continually requests that we build more fields due to the level of service we provide and the need for additional fields. He assures us that he can utilize the fields from April until August.

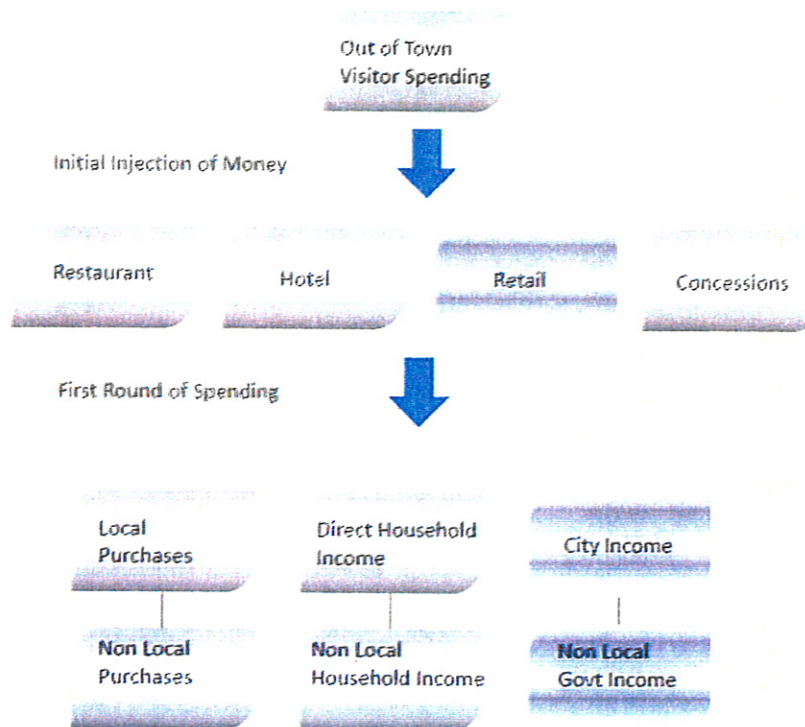
Establishing a Web Presence

Our website was completed at the end of the tournament season and was not available for summer tournaments. The website shares data with the marketing department and both departments have worked together to improve both websites. Our website includes a rating/ranking section where visitors can provide feedback on their lodging, dining, and leisure experiences while visiting us. We will be utilizing the internet for lodging promotions and discounts this year. Recently, we added Google analytics to enable us to capture more metrics and demographic information.

Measuring Economic Impact

The most challenging aspect of our sports tourism effort has been defining the true economic impact. We have taken several approaches and have refined our efforts each time. The Alabama Gulf Coast Sports Commission as well as all other cities measure economic impact based on room nights and the average cost of their rooms. Economic impact is heavily dependent on the availability of quality hotels. Without the use of any multipliers, athletes and their families who played in Foley produced over a million dollars in economic impact. Please see the appendix for economic impact calculations.

Economic Impact





2013 EVENTS SCHEDULE

Feb. 22 nd – 23 rd	Foley HS Softball Tournament
March 16 th – 17 th	Orange Beach Shootout Tournament (Perdido Soccer)
April 27 th – 28 th	NSA Softball Tournament
May 4 th - 5 th	Mobile Soccer Club Spring Classic
May 24 th -26 th	USSSA Global State Baseball Tournament
May 31 st – Jun 2 nd	NSA Softball – NIT Tournament
June 8 th – 9 th	Alabama State All Stars
June 14 th – 16 th	Alabama Gulf Coast Balloon Festival
June 18 th – 23 rd	7 vs 7 Football Tournament
June 24 th - 28 th	USSSA Coach Pitch World Series
June 25 th - 30 th	USSSA Global World Series 2
July 2 nd - 7 th	USSSA Global World Series 3
July 9 th - 14 th	USSSA Global World Series 4
July 16 th - 21 st	USSSA Global World Series 5
July 22 nd - 26 th	USSSA Softball C World Series
Aug 2 nd – Aug 3 rd	Potential Softball Tournament
Aug 31 st – Sept 1 st	NSA Softball Tournament
Sept 22 nd – 23 rd	Florabama Soccer Showcase
Sept 28 th – 29 th	NSA Softball Tournament
October 5 th	Creek Crawl at Graham Creek Nature Preserve
November 3 rd -4 th	Alabama Soccer Festival

TOTAL ESTIMATED PARTICIPANTS:

24,988

Appendix

Tournament Summary 2012

Tournament	Dates	# of Foley Teams	Total Teams	Foley # of Players	Foley # of Visitors	Total Players	Total Visitors	Total Rooms	Foley Total Spending Overnight	Foley Players Avg \$50/Day	Foley Economic Impact	GS/OB Visitor Avg \$25/Day	Total Est Impact
Perdido Soccer Club	3/17 - 3/18	6	126	72	324	1512	6804	175	\$39,627	\$5,700	\$39,627	\$72,000	\$111,627
Sandlot Lead-off Super NIT	3/31 - 4/1	11	51	143	644	663	2984	57	\$12,907	\$5,700	\$18,607	\$26,000	\$44,607
GSS Spring Fling (OB)	4/14-4/15	0		0	0	0	0	219	\$49,591	\$0	\$49,591		\$49,591
JV Girls Softball	4/21	8		104	468	0	0	0	\$0	\$0	\$0		\$0
GSS Summer Warmup	4/28-4/29	29	50	377	1697	650	2925	8	\$1,812	\$18,650	\$20,462	\$13,650	\$34,112
Mobile Soccer Club	5/12-5/13	10		120	540	0	0	0	\$0	\$6,000	\$6,000		\$6,000
USSSA Battle of the Best NIT	5/26-5/28	24	93	312	1404	1209	5441	151	\$34,193	\$11,850	\$46,043	\$44,850	\$90,893
USSSA Sandlot NIT	6/8-6/10							56	\$12,681		\$12,681		\$12,681
USSSA Coach Pitch World	6/25-6/29	40	90	520	2340	1170	5265	0	\$0	\$130,000	\$130,000	\$65,000	\$195,000
USSSA Global Series 1	6/27-7/1	27	152	351	1580	1976	8892	56	\$12,681	\$84,250	\$96,931	\$162,500	\$259,431
USSSA Global Series 2	7/4-7/8	23	154	299	1346	2002	9009	109	\$24,682	\$68,000	\$92,682	\$170,300	\$262,982
Rec World Series	7/11-7/14	57	200	741	3335	2600	11700	89	\$20,153	\$179,750	\$199,903	\$185,900	\$385,803
USSSA Global Series 3	7/11-7/14							0	\$0		\$0		\$0
USSSA Global Series 4	7/18-7/22	50	152	650	2925	1976	8892	108	\$24,456	\$155,750	\$180,206	\$132,600	\$312,806
USSSA C World Series	7/24-7/28	28	94	364	1638	1222	5499	0	\$0	\$91,000	\$91,000	\$85,800	\$176,800
FloraBama Soccer Showcase	9/22-9/23	15	197	180	810	2364	10638	20	\$4,529	\$17,000	\$21,529	\$109,200	\$130,729
Umpires								117	\$26,494		\$26,494		\$26,494
		328		4,233	19,049	17,344	78,048	1,165	\$263,804	\$767,950	\$1,031,754	\$1,067,800	\$2,099,554

The Rec World Series and USSSA Global World Series 3 numbers overlapped

City of Foley Balance Sheet

Tournament	Field Rental	Concession Sales	Concession Expense	Concession Payroll	Payroll	Misc	Net Gain/Loss
Perdido Soccer Club	\$300	\$214	\$86	\$302	\$461		-\$335
Sandlot Lead-off Super NIT	\$1,500	\$1,744	\$698	\$538	\$1,085	\$500	\$423
GSS Spring Fling (OB)	\$0						\$0
JV Girls Softball	\$0	\$1,198	\$479	\$289	\$433		-\$3
GSS Summer Warmup	\$1,000	\$5,031	\$2,012	\$1,081	\$1,580		\$1,358
Mobile Soccer Club		\$1,132	\$453	\$684			-\$5
USSSA Battle of the Best NIT	\$1,000	\$1,714	\$686	\$968	\$691		\$369
USSSA Sandlot NIT							\$0
USSSA Coach Pitch World	\$2,700	\$9,696	\$3,878	\$4,809	\$3,291		\$418
USSSA Global Series 1	\$2,800	\$5,707	\$2,283				\$6,224
USSSA Global Series 2	\$3,500	\$7,151	\$2,860	\$2,029	\$1,029		\$4,733
Rec World Series	\$3,500	\$12,034	\$4,814	\$3,169	\$2,685		\$4,866
USSSA Global Series 3	\$1,400						\$1,400
USSSA Global Series 4	\$3,500	\$12,735	\$5,094	\$3,586	\$3,152		\$4,403
USSSA C World Series	\$2,800	\$8,239	\$3,296	\$3,665	\$2,655		\$1,423
FloraBama Soccer Showcase	\$0	\$375	\$150	\$590			-\$365
Umpires							\$0
	\$24,000	\$66,970	\$26,788	\$21,710	\$17,062	\$500	\$24,910

Lodging and Economic Impact for Overnight Guests

Tournament	Hotel Room Nights	Lodging Total	City Lodging Tax	Total Spending	Other Spending	City Sales Tax
Perdido Soccer Club	175	\$17,325	\$346.50	\$39,627	\$22,302	\$446
Sandlot Lead-off Super NIT	57	\$5,643	\$112.86	\$12,907	\$7,264	\$145
GSS Spring Fling (OB)	219	\$21,681	\$433.62	\$49,591	\$27,910	\$558
JV Girls Softball	0	\$0	\$0.00	\$0	\$0	\$0
GSS Summer Warmup	8	\$792	\$15.84	\$1,812	\$1,020	\$20
Mobile Soccer Club	0	\$0	\$0.00	\$0	\$0	\$0
USSSA Battle of the Best NIT	151	\$14,949	\$298.98	\$34,193	\$19,244	\$385
USSSA Sandlot NIT	56	\$5,544	\$110.88	\$12,681	\$7,137	\$143
USSSA Coach Pitch World	0	\$0	\$0.00	\$0	\$0	\$0
USSSA Global Series 1	56	\$5,544	\$110.88	\$12,681	\$7,137	\$143
USSSA Global Series 2	109	\$10,791	\$215.82	\$24,682	\$13,891	\$278
Rec World Series	89	\$8,811	\$176.22	\$20,153	\$11,342	\$227
USSSA Global Series 3	0	\$0	\$0.00	\$0	\$0	\$0
USSSA Global Series 4	108	\$10,692	\$213.84	\$24,456	\$13,764	\$275
USSSA C World Series	0	\$0	\$0.00	\$0	\$0	\$0
FloraBama Soccer Showcase	20	\$1,980	\$39.60	\$4,529	\$2,549	\$51
Umpires	117	\$11,583	\$231.66	\$26,494	\$14,911	\$298
	1165	\$115,335	\$2,307	\$263,804	\$148,469	\$2,969

Lodging Summary

Tournament	America's Best Inn & Suites	Best Western	Econolodge	Holiday Inn Express	Key West Inn	Quality Inn	Comfort Inn	Cornerstone	Total
Perdido Soccer Club	65	30		60				20	175
Sandlot Lead-off Super NIT				45	5			7	57
GSS Spring Fling (OB)	39	14	13	39		44	70		219
JV Girls Softball									0
GSS Summer Warmup	8								8
Mobile Soccer Club									0
USSSA Battle of the Best NIT		64		54			33		151
USSSA Sandlot NIT			16				40		56
USSSA Coach Pitch World									0
USSSA Global Series 1	5	3		12			36		56
USSSA Global Series 2	84						25		109
Rec World Series				89					89
USSSA Global Series 3									0
USSSA Global Series 4			44	5		5	24	30	108
USSSA C World Series									0
FloraBama Soccer Showcase	5		10			5			20
Umpires	117								117
	323	111	83	304	5	54	228	57	1165