

USA Institute of Sports

State-of-the-Art Sports Complex
Figueroa St. & Lomita Blvd.
Wilmington, CA 90744



SNAPSHOT: USA Institute of Sports

Business

- State-of-the-art sports complex in the underserved area of Wilmington
- Nonprofit donates 100% of profits to the Wilmington Jaycees Foundation
- Indoor & outdoor facilities can accommodate all age groups and all major sports and fitness activities for increased convenience
- Unique focus on youth development stresses academics & character, as well as athletic performance and development

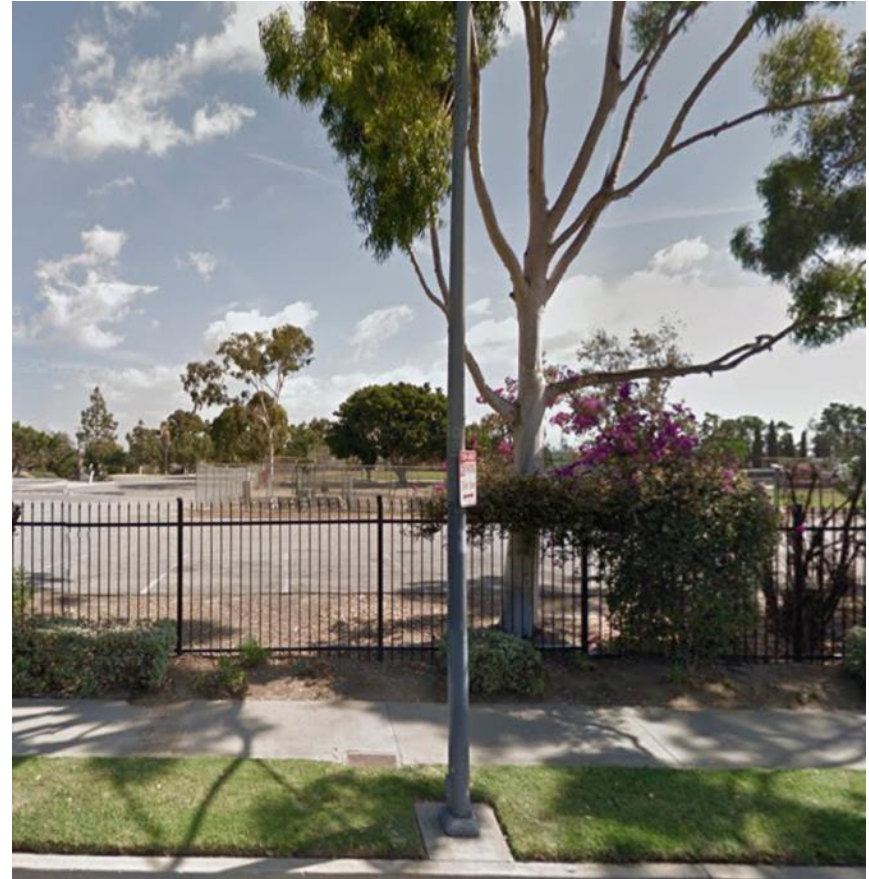
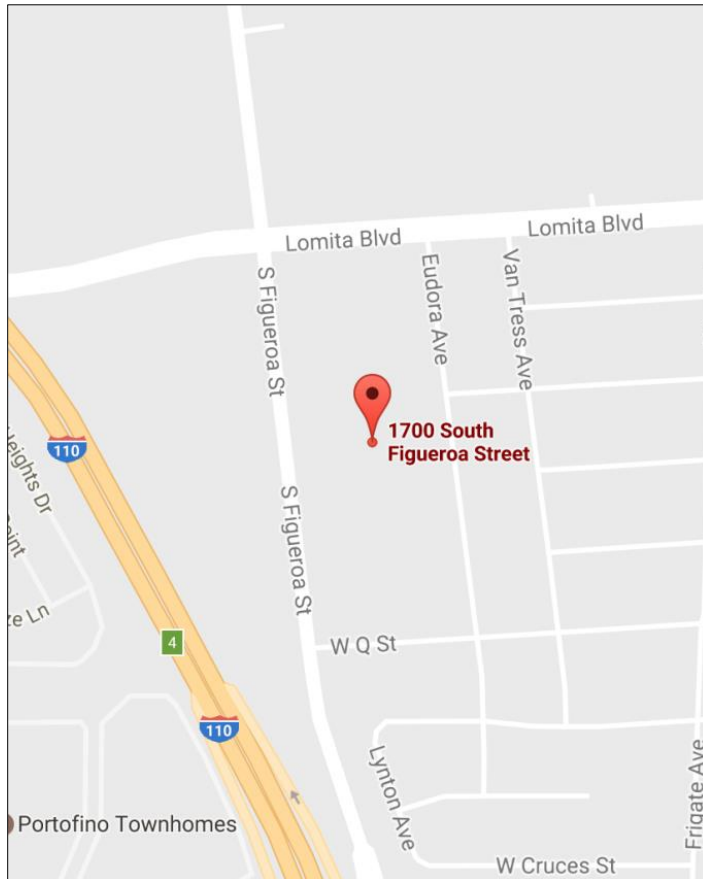
Projections

- Revenues projected to be **\$2.3 million** in year 1, growing to **\$5 million** in year 5
- EBITDA positive in year 1, growing to **\$2.5 million** or **50%** of revenue in year 5

Sources and Uses

- The Company will require **\$24 million** in grants, donations, and debt financing
- Capital will be used to fund facility construction, equipment purchases, infrastructure and IT implementation, and working capital requirements.

Facility Location: 1700 N Figueroa Street, Wilmington, CA 90744



Current Site








Proposed Facility

USA Institute of Sports' Value Proposition



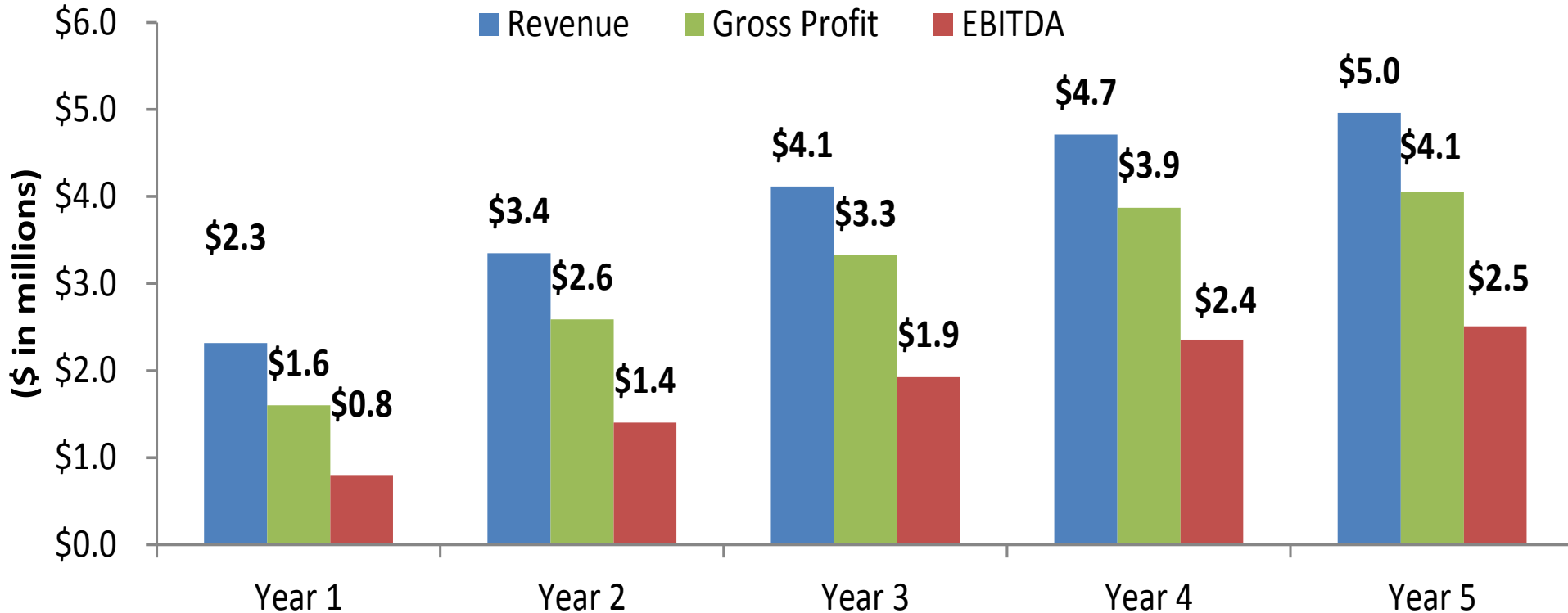
Competitive Landscape

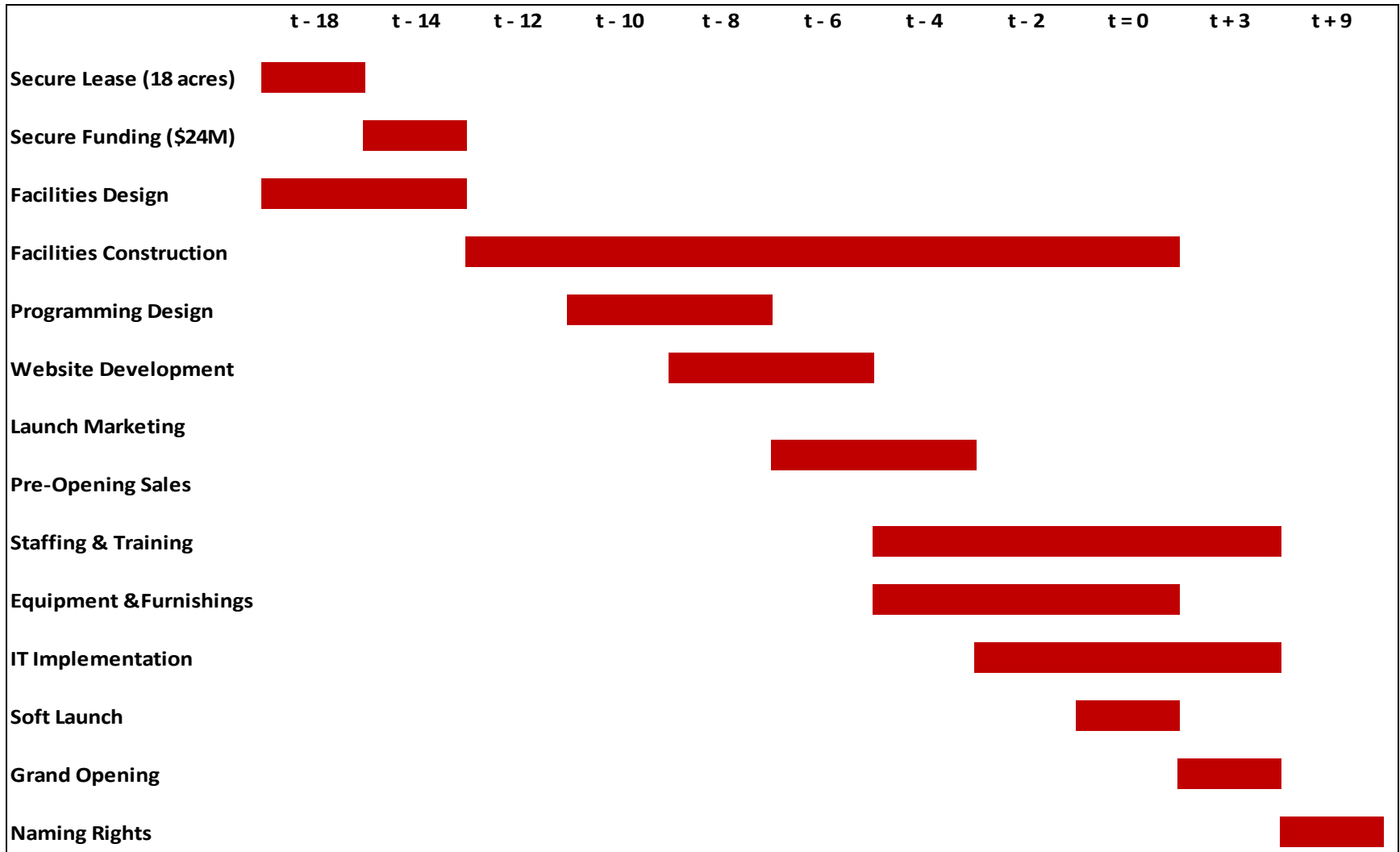
					
Location	Wilmington, CA	Irvine, CA	Los Angeles, CA	Garden Grove, CA	Anaheim, CA
Nonprofit	✓	✗	✗	✗	✗
Indoor Facilities	✓	✓	✓	✓	✓
Outdoor Facilities	✓	✗	✗	✗	✗
Academic Tutoring	✓	✓	✗	✗	✗
Select / Academy Teams	✓	✓	✗	✗	✗
Community Outreach	✓	✗	✗	✗	✗

Overview of USAIOS Revenue Streams

Memberships	Monthly dues for access to the facilities and training / fitness equipment
Fields & Courts	Camps, clinics, classes, games, leagues, tournaments, and rentals (various sports)
USAIOS Academy	A club of select teams across all sports and age classes will compete nationally with similar programs.
Sponsorships	Major and Intermediate sponsorships provide revenues in exchange for banners and digital advertisements
Naming Rights	One-time payment for exclusive and permanent naming rights to the facility
Pro-Shop	Athletic gear and apparel, training equipment, and vitamins and supplements
Concessions	Food and beverage for athletes and spectators
Special Events	Birthdays, corporate events, parties, and other special events

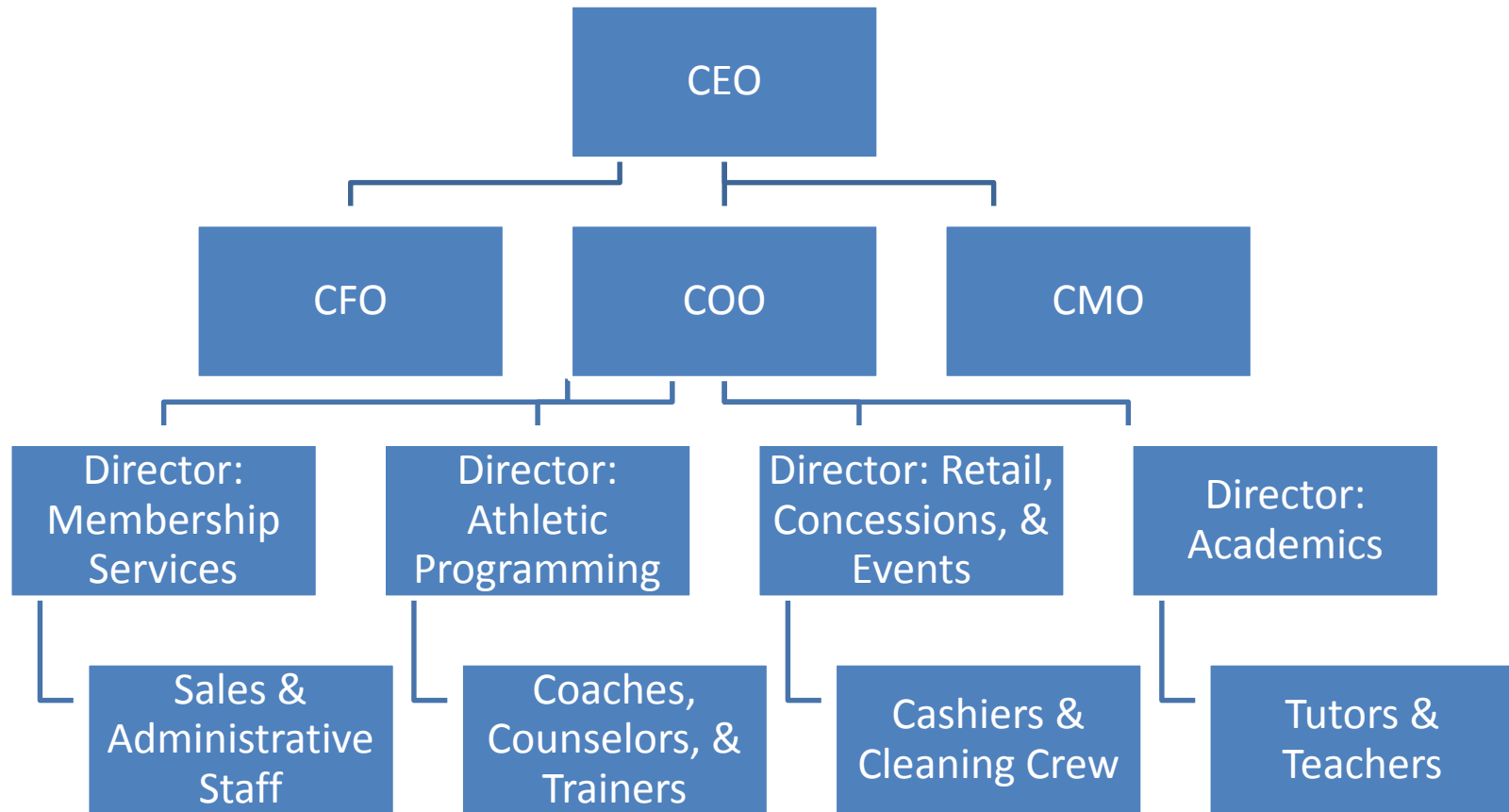
USA Institute of Sports Financial Summary Forecast





Execution Schedule: Six Years Until Soft Launch

Minimum Creation of 50 FTE Jobs



Current Status and Opportunity

The USA Institute of Sports seeks to hire an experienced Finance Manager, who will spearhead our \$24M capital drive. The Finance Manager must be versed in similar non-profit endeavors (including New Markets Tax Credits), and must be willing to be remunerated through a success fee.

Inquiries to:

Gary Kern, Executive Director

Wilmington Jaycees Foundation

dba USA Institute of Sports (a non-profit 501(c)3 organization)

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