

**SEMINOLE COUNTY GOVERNMENT
AGENDA MEMORANDUM**

SUBJECT: Soldiers Creek Park – Proposal to Develop and Operate

DEPARTMENT: Library & Leisure Services **DIVISION:** Parks & Recreation

AUTHORIZED BY: J. Suzy Goldman **CONTACT:** Joe Gasparini **EXT.** 2001
J. Suzy Goldman, Director

Agenda Date <u>6/27/06</u> Regular <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Work Session <input type="checkbox"/> Briefing X Public Hearing – 1:30 <input type="checkbox"/> Public Hearing – 7:00 <input type="checkbox"/>
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MOTION/RECOMMENDATION:

Requesting Board of County Commissioners direction on partnership offer for the operation of Soldiers Creek Park.

BACKGROUND:

On February 14, 2006 the BCC approved a site plan for the development of Soldiers Creek Park as a baseball complex. Direction was given to pursue a partnership with an outside entity to develop and to operate the park. The current project budget is \$4.9 million.

A Request for Proposal was issued and one proposal was received from the National Association Management Company (NAMCO) to operate the park. On June 13, 2006 the proposal was presented to the Board. At that time the Board continued the item to the June 27, 2006 meeting and directed staff to work with the consultant to determine the timeline for completion of the project in relation to the proposal to operate the park. The possible use of the fields by Seminole Community College was also referenced by the Board.

The NAMCO proposal outlines a plan to affiliate with the American Amateur Baseball Congress (AABC) and to act as a training and host site for AABC leagues and tournaments. AABC leagues, unlike Babe Ruth and Little League, are not boundary restricted allowing for more flexible player participation. AABC affiliated programs also compete nationally with other sanctioned baseball programs such as the Amateur Athletic Union (AAU) and the United States Specialty Sports Association (USSSA).

Reviewed by:
Co Atty: _____
DFS: _____
Other: _____
DCM: <u>SS</u>
CM: <u>Joe</u>
File No. <u>BLLP02</u>

NAMCO has presented different options for operating the park that would be reflected in their development and operating contribution. The minimum acceptable contract term stated by NAMCO is three (3) years.

Development Contribution

Option A

\$10,000 per year not to exceed \$100,000, or

Option B

Act as Project Construction Manager with the value of these services in place of a cash contribution. Any construction cost savings exceeding \$100,000 to be shared by NAMCO and the County.

Operating Contribution

Option A

If NAMCO is responsible for the landscaping and grounds maintenance, NAMCO will provide the County with 5.9% of revenue generated with 3.7% of this portion held in a reserve fund for future park facilities not to exceed \$1,500 per month in total (\$18,000 per year)., or

Option B

If the County is responsible for the landscaping and grounds maintenance, NAMCO will provide the County with 11.7% of revenue generated with 3.7% of this portion held in a reserve fund for future park facilities not to exceed \$3,500 per month in total (\$42,000 per year).

The respondent has verbally indicated a preference for an alternate site plan to include an 8,000 square foot training facility in lieu of one field.

Staff Recommendation

Development

Staff does not recommend eliminating a field to build a training facility. The plan approved by the Board maximizes the number of fields and is the best use of the site to meet the County's long term needs for athletic fields. In that the respondent does not have direct experience with the development of public sports complexes and is not offering a substantial contribution towards the overall cost of the project, staff recommends that the County develop and construct this site.

Operations

The project timeline provided by PBSJ does not anticipate the redevelopment of Soldier's Creek Park to be completed until June 2009. The possible use of the fields by Seminole Community College also requires further discussion to determine the operational model that would best meet the needs of potential users. Staff requests that this issue be readdressed at a later date after discussions with Seminole Community College are concluded.

A PROPOSAL SUBMITTED BY



TO THE BOARD OF COUNTY COMMISSIONERS

PURCHASING & CONTRACTS DIVISION

SEMINOLE COUNTY, FLORIDA

IN RESPONSE TO RFP-0794-06/DRR

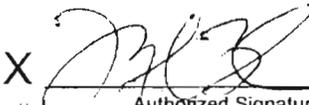


BASEBALL IS LIFE.....HAVE A BALL AND ENJOY IT!

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COPY

SUBMIT QUALIFICATIONS TO: Seminole County 1101 E. 1st Street, Room 3208 Sanford, Florida 32771 Attn.: PURCHASING & CONTRACTS DIVISION	REQUEST FOR PROPOSALS and Respondent Acknowledgment
Contact: Diane Reed Sr. Contracts Analyst 407-665-7120 dreed@seminolecountyfl.gov	RFP No.: RFP-0794-06/DRR
Proposal Due Date: April 12, 2006 Proposal Due Time: 2:00 P.M. Location of Public Opening: County Services Building, Room #3208 1101 E. 1st Street, Sanford, Florida 32771	Develop, Operate and Maintain Facilities at Soldier's Creek Park, Seminole County, Florida
Pre-Proposal Meeting: March 27, 2006 Pre-Proposal Meeting Time: 1:00 P.M. Location of Pre-Proposal Meeting: Seminole County North Branch Library Meeting Room, 150 N. Palmetto Ave, Sanford, FL 32771	
Respondent Name: National Association Management Co.	Federal Employer ID Number or SS Number: 59-3554683
Mailing Address: 133 Laurel Oak Drive	If returning as a "No Submittal", state reason (if so, return only this page):
City, State, Zip: Longwood, FL. 32779	
Type of Entity: (Circle one) Corporation Partnership Proprietorship Joint Venture	X  Authorized Signature (Manual)
Incorporated in the State of: Florida	
Telephone Number: 321-299-4521	Typed Name: Marc A. Blum
Toll Free Telephone Number: (800)	Title: President
Fax Number: 407-869-5655	Date: April 12, 2006

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL

Purpose: Seminole County Department of Library & Leisure Services, Park & Recreation Division is seeking an organization to operate, maintain and develop facilities at Soldier's Creek Park located at 2400 S.R. 419 in Longwood, FL. Facility plans are for:

- 2 Major League size baseball fields
- 2 Pony League size baseball fields
- 2 Little League size baseball fields
- 2 Concession Stand/Restroom buildings
- 2 Playgrounds

**REQUIRED
SUBMITTALS**

2

QUALIFICATIONS

3

**APPROACH TO
THE WORK**

4

**FINANCIAL CAPACITY
AND PROPOSAL**

5

1. REQUIRED SUBMITTALS:

A. Letter of Transmittal:

April 12, 2006

Ms. Diane Reed, Sr. Contract Analyst
Seminole County Government
Purchasing & Contracts Division
County Services Building
1101 E. 1st Street
Sanford, Florida 32771

Dear Ms. Reed:

National Association Management Company has prepared a unique plan of action to assist with development and management of Soldier Creek Park baseball facility designed to create field usage, operational and developmental revenues requested in the RFP0794-06/DRR.

Our management firm is prepared to create a joint venture with Seminole County government to implement the **first** local baseball only facility that will integrate a proven baseball training program with a **nationwide** youth baseball league established in 1935. Youth players ages 5 to 19 will be provided the opportunity to develop and showcase their baseball talents preparing them for all levels of baseball competition including recreational, high school, college and ultimately professional levels of play.

The programs that will be made available to the players are designed to create tourist development and local business revenue making an above average economic impact by hosting unrestricted open leagues and **sanctioned** tournaments. A ten-year plan of action has been developed by ADM for Soldier's Creek Park but only a partial outline has been submitted to prevent "lengthy and overly verbose submission" as requested in the RFP.

Mr. Marc A. Blum shall be the authorized representative for this proposal. Written correspondence can be mailed to Mr. Blum at 133 Laurel Oak Drive, Longwood, FL. 32779 or Mr. Blum may be reached by telephone at 321-299-4521 or e-mail marcblum@earthlink.net.

On behalf of National Association Management Company, I want to thank Seminole County for their foresight in proposing such a beautiful park for the eager players, coaches and fans. Our management team is certainly excited by the opportunity at hand and we pledge our ability to develop, operate and maintain the proposed site by the submission of this proposal.

Sincerely,

Marc A. Blum, President

B. Type of Business:

National Association Management Company has been an active Florida corporation in good standing since 1999. Ace of Diamonds Management (henceforth ADM) is a fictitious name to be registered within the state of Florida on behalf of National Association Management Company, the parent corporation supporting the proposed improvement plan.

C. FEIN: 59-3554683.

D. SSN: N/A.

E. PRINCIPALS: Marc A. Blum, President.

F. CORPORATE INFORMATION: Status in good standing.

G. SUMMARY OF LITIGATION: Proposer filed suit against a client in 2002 that attempted to early terminate a management services agreement without cause. The case was settled out of court where the client agreed to continue service in accordance with the original agreement plus agreed to a contract extension.

H. LICENSE SANCTIONS: "No prior licensing sanctions".

I. ACKNOWLEDGEMENT OF ADDENDA: N/A.

J. CONFLICT OF INTEREST STATEMENT: See attached.

K. COMPLIANCE WITH PUBLIC RECORDS LAW: See attached.

L. TAXPAYER IDENTIFICATION NUMBER AND CERTIFICATION: See attached W-9 form.

M. DRUG FREE WORK PLACE: See attached.

Compliance with the Public Records Law

Upon award recommendation or ten (10) days after opening, submittals become "public records" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes. Proposers must invoke the exemptions to disclosure provided by law in the response to the solicitation, and must identify the data or other materials to be protected, and must state the reasons why such exclusion from public disclosure is necessary. The submission of a proposal authorizes release of your firm's credit data to Seminole County.

If the company submits information exempt from public disclosure, the company must identify with specificity which pages/paragraphs of their bid/proposal package are exempt from the Public Records Act, identifying the specific exemption section that applies to each. The protected information must be submitted to the County in a separate envelope marked accordingly.

By submitting a response to this solicitation, the company agrees to defend the County in the event we are forced to litigate the public records status of the company's documents.

Company Name: National Association Management Co.

Authorized representative (printed): Marc A. Blum, President

Authorized representative (signature):



Date: April 12, 2006

Project Number: RFP-0794-06/DRR DEVELOP, OPERATE AND MAINTAIN FACILITIES AT SOLDIER'S CREEK PARK, SEMINOLE COUNTY, FLORIDA

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL

**Request for Taxpayer
Identification Number and Certification**

Give form to the
requester. Do not
send to the IRS.

Print or type
See Specific Instructions on page 2.

Name National Association Management Company	
Business name, if different from above	
Check appropriate box: <input type="checkbox"/> Individual/Sole proprietor <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Other	
<input type="checkbox"/> Exempt from backup withholding	
Address (number, street, and apt. or suite no.) 133 Laurel Oak Drive	Requester's name and address (optional)
City, state, and ZIP code Longwood, Florida 32779	
List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see **How to get a TIN** on page 3.

Social security number	
5 9	3 5 5 4 6 8 3

or

Employer identification number	
+	

Note: If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Part II Certification

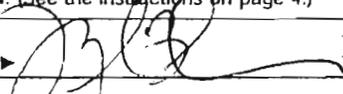
Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. person (including a U.S. resident alien).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. (See the instructions on page 4.)

Sign Here

Signature of U.S. person



Marc A. Blum, Pres.

Date **April 12, 2006**

Purpose of Form

A person who is required to file an information return with the IRS, must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

U.S. person. Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee.

Note: If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Foreign person. If you are a foreign person, use the appropriate Form W-8 (see Pub. 515, Withholding of Tax on Nonresident Aliens and Foreign Entities).

Nonresident alien who becomes a resident alien.

Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a "saving clause." Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the recipient has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income, you must attach a statement that specifies the following five items:

1. The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.
2. The treaty article addressing the income.
3. The article number (or location) in the tax treaty that contains the saving clause and its exceptions.
4. The type and amount of income that qualifies for the exemption from tax.
5. Sufficient facts to justify the exemption from tax under the terms of the treaty article.

Example. Article 20 of the U.S.-China income tax treaty allows an exemption from tax for scholarship income received by a Chinese student temporarily present in the United States. Under U.S. law, this student will become a resident alien for tax purposes if his or her stay in the United States exceeds 5 calendar years. However, paragraph 2 of the first Protocol to the U.S.-China treaty (dated April 30, 1984) allows the provisions of Article 20 to continue to apply even after the Chinese student becomes a resident alien of the United States. A Chinese student who qualifies for this exception (under paragraph 2 of the first protocol) and is relying on this exception to claim an exemption from tax on his or her scholarship or fellowship income would attach to Form W-9 a statement that includes the information described above to support that exemption.

If you are a **nonresident alien or a foreign entity** not subject to backup withholding, give the requester the appropriate completed Form W-8.

What is backup withholding? Persons making certain payments to you must under certain conditions withhold and pay to the IRS 30% of such payments (29% after December 31, 2003; 28% after December 31, 2005). This is called "backup withholding." Payments that may be subject to backup withholding include interest, dividends, broker and barter exchange transactions, rents, royalties, nonemployee pay, and certain payments from fishing boat operators. Real estate transactions are not subject to backup withholding.

You will **not** be subject to backup withholding on payments you receive if you give the requester your correct TIN, make the proper certifications, and report all your taxable interest and dividends on your tax return.

Payments you receive will be subject to backup withholding if:

1. You do not furnish your TIN to the requester, or
2. You do not certify your TIN when required (see the Part II instructions on page 4 for details), or
3. The IRS tells the requester that you furnished an incorrect TIN, or
4. The IRS tells you that you are subject to backup withholding because you did not report all your interest and dividends on your tax return (for reportable interest and dividends only), or
5. You do not certify to the requester that you are not subject to backup withholding under 4 above (for reportable interest and dividend accounts opened after 1983 only).

Certain payees and payments are exempt from backup withholding. See the instructions below and the separate **Instructions for the Requester of Form W-9**.

Penalties

Failure to furnish TIN. If you fail to furnish your correct TIN to a requester, you are subject to a penalty of \$50 for each such failure unless your failure is due to reasonable cause and not to willful neglect.

Civil penalty for false information with respect to withholding. If you make a false statement with no reasonable basis that results in no backup withholding, you are subject to a \$500 penalty.

Criminal penalty for falsifying information. Willfully falsifying certifications or affirmations may subject you to criminal penalties including fines and/or imprisonment.

Misuse of TINs. If the requester discloses or uses TINs in violation of Federal law, the requester may be subject to civil and criminal penalties.

Specific Instructions

Name

If you are an individual, you must generally enter the name shown on your social security card. However, if you have changed your last name, for instance, due to marriage without informing the Social Security Administration of the name change, enter your first name, the last name shown on your social security card, and your new last name.

If the account is in joint names, list first, and then circle, the name of the person or entity whose number you entered in Part I of the form.

Sole proprietor. Enter your **individual** name as shown on your social security card on the "Name" line. You may enter your business, trade, or "doing business as (DBA)" name on the "Business name" line.

Limited liability company (LLC). If you are a single-member LLC (including a foreign LLC with a domestic owner) that is disregarded as an entity separate from its owner under Treasury regulations section 301.7701-3, **enter the owner's name on the "Name" line.** Enter the LLC's name on the "Business name" line.

Other entities. Enter your business name as shown on required Federal tax documents on the "Name" line. This name should match the name shown on the charter or other legal document creating the entity. You may enter any business, trade, or DBA name on the "Business name" line.

Note: *You are requested to check the appropriate box for your status (individual/sole proprietor, corporation, etc.).*

Exempt From Backup Withholding

If you are exempt, enter your name as described above and check the appropriate box for your status, then check the "Exempt from backup withholding" box in the line following the business name, sign and date the form.

Generally, individuals (including sole proprietors) are not exempt from backup withholding. Corporations are exempt from backup withholding for certain payments, such as interest and dividends.

Note: *If you are exempt from backup withholding, you should still complete this form to avoid possible erroneous backup withholding.*

Exempt payees. Backup withholding is **not required** on any payments made to the following payees:

1. An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b)(7) if the account satisfies the requirements of section 401(f)(2);
2. The United States or any of its agencies or instrumentalities;
3. A state, the District of Columbia, a possession of the United States, or any of their political subdivisions or instrumentalities;
4. A foreign government or any of its political subdivisions, agencies, or instrumentalities; or
5. An international organization or any of its agencies or instrumentalities.

Other payees that **may be exempt** from backup withholding include:

6. A corporation;
7. A foreign central bank of issue;
8. A dealer in securities or commodities required to register in the United States, the District of Columbia, or a possession of the United States;

- 9. A futures commission merchant registered with the Commodity Futures Trading Commission;
- 10. A real estate investment trust;
- 11. An entity registered at all times during the tax year under the Investment Company Act of 1940;
- 12. A common trust fund operated by a bank under section 584(a);
- 13. A financial institution;
- 14. A middleman known in the investment community as a nominee or custodian; or
- 15. A trust exempt from tax under section 664 or described in section 4947.

The chart below shows types of payments that may be exempt from backup withholding. The chart applies to the exempt recipients listed above, 1 through 15.

If the payment is for . . .	THEN the payment is exempt for . . .
Interest and dividend payments	All exempt recipients except for 9
Broker transactions	Exempt recipients 1 through 13. Also, a person registered under the Investment Advisers Act of 1940 who regularly acts as a broker
Barter exchange transactions and patronage dividends	Exempt recipients 1 through 5
Payments over \$600 required to be reported and direct sales over \$5,000 ¹	Generally, exempt recipients 1 through 7 ²

¹ See Form 1099-MISC, Miscellaneous Income, and its instructions.

² However, the following payments made to a corporation (including gross proceeds paid to an attorney under section 6045(f), even if the attorney is a corporation) and reportable on Form 1099-MISC are **not exempt** from backup withholding: medical and health care payments, attorneys' fees; and payments for services paid by a Federal executive agency.

Part I. Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. If you are a resident alien and you do not have and are not eligible to get an SSN, your TIN is your IRS individual taxpayer identification number (ITIN). Enter it in the social security number box. If you do not have an ITIN, see **How to get a TIN** below.

If you are a sole proprietor and you have an EIN, you may enter either your SSN or EIN. However, the IRS prefers that you use your SSN.

If you are a single-owner LLC that is disregarded as an entity separate from its owner (see **Limited liability company (LLC)** on page 2), enter your SSN (or EIN, if you have one). If the LLC is a corporation, partnership, etc., enter the entity's EIN.

Note: See the chart on page 4 for further clarification of name and TIN combinations.

How to get a TIN. If you do not have a TIN, apply for one immediately. To apply for an SSN, get Form SS-5, Application for a Social Security Card, from your local Social Security Administration office or get this form on-line at www.ssa.gov/online/ss5.html. You may also get this form by calling 1-800-772-1213. Use Form W-7, Application for IRS Individual Taxpayer Identification Number, to apply for an ITIN, or Form SS-4, Application for Employer Identification Number, to apply for an EIN. You can get Forms W-7 and SS-4 from the IRS by calling 1-800-TAX-FORM (1-800-829-3676) or from the IRS Web Site at www.irs.gov.

If you are asked to complete Form W-9 but do not have a TIN, write "Applied For" in the space for the TIN, sign and date the form, and give it to the requester. For interest and dividend payments, and certain payments made with respect to readily tradable instruments, generally you will have 60 days to get a TIN and give it to the requester before you are subject to backup withholding on payments. The 60-day rule does not apply to other types of payments. You will be subject to backup withholding on all such payments until you provide your TIN to the requester.

Note: Writing "Applied For" means that you have already applied for a TIN or that you intend to apply for one soon.

Caution: A disregarded domestic entity that has a foreign owner must use the appropriate Form W-8.

Part II. Certification

To establish to the withholding agent that you are a U.S. person, or resident alien, sign Form W-9. You may be requested to sign by the withholding agent even if items 1, 3, and 5 below indicate otherwise.

For a joint account, only the person whose TIN is shown in Part I should sign (when required). Exempt recipients, see **Exempt from backup withholding** on page 2.

Signature requirements. Complete the certification as indicated in 1 through 5 below.

1. Interest, dividend, and barter exchange accounts opened before 1984 and broker accounts considered active during 1983. You must give your correct TIN, but you do not have to sign the certification.

2. Interest, dividend, broker, and barter exchange accounts opened after 1983 and broker accounts considered inactive during 1983. You must sign the certification or backup withholding will apply. If you are subject to backup withholding and you are merely providing your correct TIN to the requester, you must cross out item 2 in the certification before signing the form.

3. Real estate transactions. You must sign the certification. You may cross out item 2 of the certification.

4. Other payments. You must give your correct TIN, but you do not have to sign the certification unless you have been notified that you have previously given an incorrect TIN. "Other payments" include payments made in the course of the requester's trade or business for rents, royalties, goods (other than bills for merchandise), medical and health care services (including payments to corporations), payments to a nonemployee for services, payments to certain fishing boat crew members and fishermen, and gross proceeds paid to attorneys (including payments to corporations).

5. Mortgage interest paid by you, acquisition or abandonment of secured property, cancellation of debt, qualified tuition program payments (under section 529), IRA or Archer MSA contributions or distributions, and pension distributions. You must give your correct TIN, but you do not have to sign the certification.

What Name and Number To Give the Requester

For this type of account:	Give name and SSN of:
1. Individual	The individual
2. Two or more individuals (joint account)	The actual owner of the account or, if combined funds, the first individual on the account ¹
3. Custodian account of a minor (Uniform Gift to Minors Act)	The minor ²
4. a. The usual revocable savings trust (grantor is also trustee)	The grantor-trustee ¹
b. So-called trust account that is not a legal or valid trust under state law	The actual owner ¹
5. Sole proprietorship or single-owner LLC	The owner ³
For this type of account:	Give name and EIN of:
6. Sole proprietorship or single-owner LLC	The owner ³
7. A valid trust, estate, or pension trust	Legal entity ⁴
8. Corporate or LLC electing corporate status on Form 8832	The corporation
9. Association, club, religious, charitable, educational, or other tax-exempt organization	The organization
10. Partnership or multi-member LLC	The partnership
11. A broker or registered nominee	The broker or nominee
12. Account with the Department of Agriculture in the name of a public entity (such as a state or local government, school district, or prison) that receives agricultural program payments	The public entity

¹ List first and circle the name of the person whose number you furnish. If only one person on a joint account has an SSN, that person's number must be furnished.

² Circle the minor's name and furnish the minor's SSN.

³ You must show your individual name, but you may also enter your business or "DBA" name. You may use either your SSN or EIN (if you have one).

⁴ List first and circle the name of the legal trust, estate, or pension trust. (Do not furnish the TIN of the personal representative or trustee unless the legal entity itself is not designated in the account title.)

Note: If no name is circled when more than one name is listed, the number will be considered to be that of the first name listed.

Privacy Act Notice

Section 6109 of the Internal Revenue Code requires you to provide your correct TIN to persons who must file information returns with the IRS to report interest, dividends, and certain other income paid to you, mortgage interest you paid, the acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA or Archer MSA. The IRS uses the numbers for identification purposes and to help verify the accuracy of your tax return. The IRS may also provide this information to the Department of Justice for civil and criminal litigation, and to cities, states, and the District of Columbia to carry out their tax laws. We may also disclose this information to other countries under a tax treaty, or to Federal and state agencies to enforce Federal nontax criminal laws and to combat terrorism.

You must provide your TIN whether or not you are required to file a tax return. Payers must generally withhold 30% of taxable interest, dividend, and certain other payments to a payee who does not give a TIN to a payer. Certain penalties may also apply.



DRUG-FREE WORK PLACE FORM

The undersigned vendor in accordance with Florida statute 287.087 hereby certifies that

National Association Management Company does:
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under proposal, the employee will propose by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



Proposer's Signature

National Association Management Co.
Firm

April 12, 2006

Date

Expires Date: 30, 2006
Account #: 150520

SEANNOY COUNTY OF FLORIDA
SHERIFF'S TAX COLLECTOR

PERMITS TO ENGAGE IN BUSINESS

NATIONAL ASSOCIATION MANAGEMENT CO
133 LAUREL OAK DR
LONGWOOD, FL 32779

MARC A BLUM (OFFICER)

NOT REGULATED

NATIONAL ASSOCIATION MANAGEMENT CO
133 LAUREL OAK DR
LONGWOOD, FL 32779

STREET NAME: 25.02 332520/15032779

2. QUALIFICATIONS:

- A. National Association Management Company maintained a staff of 6 licensed community association managers, 1 accounting supervisor, and 3 office assistants until April 15, 2005 when the contracts and business assets were sold. The company managed community properties that operated as Florida not-for-profit corporations. Functions of management included billing and collecting annual budgeted assessments exceeding \$3 million per year from a portfolio of 51 properties and more than 7,000 Seminole and Orange County property owners. Association assets were purchased, installed and managed, routinely repaired or replaced, including swimming pools, clubhouses, playgrounds, ball fields, lakefront amenities, fencing, perimeter walls, signage, and other community property exceeding \$50 million in aggregate.

Staff responsibilities included monthly financial reporting for general ledger, general journal, balance sheet, income/expense, accounts receivable and bank reconciliation for each property. The financial department budgeted two master planned development units from inception for M/I Homes and CFG Development Group. From those PUD's 18 communities were transitioned from stage-one developer control to final stage homeowner transition. Ten other communities were under developer control when the business was sold.

Company experience includes board training, covenant violation notification and legal updates for Board members, assisting legal counsel providing information for drafting transition agreements, providing transition separation calculations, initiating closing permits for common property for transfer of title with Seminole and Orange counties. Over 5 years, company contracts were updated to increase management fees and expense reimbursements more than 60%. All operations were tracked using proprietary database management software developed in house for practical business applications.

The business has been scaled back since April 15, 2005 and now provides management consulting services for small to medium size businesses. The mission of the company is to develop a sports management business within the state of Florida.

- B. National Association Management Company has worked directly with city and county officials within Central Florida on issues including permitting, zoning, water management, arbor control, neighborhood watch, fire & rescue procedures, bus stop regulations, traffic control, animal control as well as other issues requiring municipal intervention involving community affairs and regulation. The company has requested the assistance of St. John's Water Management District with several disputes regarding improper water runoff, road failure, failed retention pond structures, sinkholes (some were hydrostatic pressure requiring capped wells) and vegetation overgrowth in wetlands and retention areas.

- C. Equipment needed on site at Soldier Creek Park would include motorized field grading tractors and light utility carts for game time field preparation, a commercial mower for light mowing of common areas, small hand tools for on site maintenance and minor landscape maintenance, a small network computer server system with baseball software (Game Data™ and Team Manager™), and accounting software. Temporary fencing for Major League fields would be needed to accommodate field size adjustments required for younger age groups.

Seminole County should provide the heavy equipment, small field maintenance tools and accessories, and kitchen equipment and accessories for the snack bars. Snack bar accessories shall include cash registers, security devices, food service machinery, kitchen accessories and refrigeration. Computers, software necessary to administer and track the business of the park as well as snack bar inventory shall be provided by ADM. To fully integrate the computer system, ADM requests input on the purchasing end of any cash registers and security devices for the snack bar and scoreboards for the ball fields in order to allow optimal tracking of operations and baseball statistics for the players.

- D. Marc A. Blum would be the designated Project Manager. His resume has been attached. The proposed ballpark operations will require one (1) owner Operations Manager (Marc Blum), one (1) Food & Beverage manager, up to three (3) administrative support staff (full or part time), and one (1) part-time maintenance person. Management will also have to subcontract handyman repair services for specialized light maintenance or repairs from time to time. Staff will be provided and trained as needed by ADM during construction and upon completion of the facility. ADM will hire all other "key personnel" upon execution of an agreement to manage the park.

ADM will appoint a volunteer Board from SCPA that will be overseeing the activities of league play. One ADM officer or employee will chair the SCPA Board. The Board of Directors will have no power of authority to vote or direct management personnel or issues concerning the facility. SCPA will be required to provide volunteer personnel for snack bar duty during games and tournament events and for casual field preparation maintenance prior to game time. The labor trade will be used for fund raising for the baseball teams.

ADM is interested in managing the construction of the park and will procure a qualified development partner to do so if desired by Seminole County. A detailed construction budget with a specific scope of work and engineered drawings will be needed for ADM to provide further "key personnel and entities" required for the construction phase.

MARC A. BLUM



Marc Blum's coaching experience started in 1985 when he volunteered to coach an inter-city youth football team for the city of Orlando tackle football league at the age of 22. Mr. Blum has been involved with coaching ever since. He began coaching youth baseball in 1999 when he volunteered for the Shetland and Pinto divisions (ages 5 through 8 years old) at West Seminole Pony Baseball. Mr. Blum is currently assistant coach of Central Florida Red Raiders Baseball Club 8U and 11U competitive travel teams, 12U Altamonte Baseball Club Open League team, and Altamonte Babe Ruth Cardinals Major division team. He also coaches with the City of Altamonte Springs flag football league.

Mr. Blum is a lifelong entrepreneur. His inaugural business experience was managing a paper route at the age of 13. Since that time, he has held an interest in a painting company, a mortgage firm, a marketing firm, two collection agencies and a community management firm. Over the past three years, Mr. Blum has positioned himself to liquidate his business interests in order to pursue a lifetime career goal developing a sports management company.

Mr. Blum has cultivated excellent business skills since graduation from the University of Central Florida in 1987 with a Bachelor's of Science degree in Accounting. His primary strengths and experience include personnel management and training, project construction, contract law, accounting, human resource management, payroll, scheduling, property management, financial management, budgeting, meeting planning, and general problem solving.

As a teenager and during college, Mr. Blum was a counselor at summer camps where he enjoyed counseling campers on the finer points of living life away from home. The experience as a camp counselor has become extraordinarily valuable to his success as a youth sports coach today. Both in business and on the playing field, Mr. Blum has gravitated his desire to coach toward youngsters who play team sports.

Mr. Blum is the primary principal of National Association Management Company. He will oversee all operational functions of the SCPA and ADM including, but not limited to, management of hired and contracted personnel, financial accounting, bookkeeping and reporting to proper authorities.

Business references are attached. Additional references are available upon request.

REFERENCES

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CFG Development Group
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Office: (407) 834-9543
Fax: 407-834-5951
goldgator@aol.com

3. APPROACH TO THE WORK:

The leadership of ADM shall organize the Soldier Creek Park Association (SCPA), which will provide the governing body for baseball operations only. ADM will sanction SCPA as a league affiliate with American Amateur Baseball Congress (AABC), a national youth and young adult baseball association. AABC has been established since 1935, senior to Little League, Babe Ruth and Pony Baseball leagues, providing more national events using a flexible structure of league and post season play.

AABC league play and tournament formats also compete nationally with other sanctioned baseball formats such as AAU, USSSA, Triple Crown, CABA and NABF. AABC has provided a letter of commitment extending an offer to sanctioned league play for a Central Florida region including access for AABC World Series events at the newly proposed Seminole County facility. Other sanctioned organizations and scouting programs to be introduced to SCPA will include Pendleton Baseball, CABA, and Collegiate Baseball Association showcase events for prospective college players, coaches and scouts.

A ten-year plan of operations has been developed to format league and tournament play for all the above sanctioned organizations using realistic transitional goals including:

A. OVERALL PLAN OF OPERATIONS- League Play, Training and Camps

- Begin inaugural AABC league play Spring 2007 (if possible) with a target date of March 3, 2007 for Opening Day.
- Field dedications and first Open House will be planned for Opening Day.
- Coaches meetings, tryouts and drafts to precede Opening Day events by approximately 30 days.
- Market up to 24 teams for the inaugural season averaging up to 288 players, fifty (50) teams under the 5-year plan averaging up to 600 players, and 100 teams under the 10-year plan averaging up to 1,200 players. Additional ball fields may be required for league play under the 10-year plan of operations.
- ADM will promote weekly training programs where players can learn to pitch, hit, catch, throw and train for proper footwork and hand-eye coordination. Qualified trainers (sub-contractors) will work to achieve goals for any level of skill. General practice sessions and camps will be offered throughout the year to enhance the developmental skills process.
- Program 5 weeks of structured baseball camp in the summer months with up to 100 campers for each week; approx. 25% of campers to be marketed from outside of Central Florida.

B. ONE-YEAR PLAN OF OPERATIONS- Tournament Play

ADM projects five (5) tournament opportunities for the first year of operations including one (1) state event and one (1) World Series event in a single age division. ADM will also host three (3) more sanctioned tournaments for competitive travel baseball. The proposed tournament schedule can produce venues for 1,104 players and provide more than 1,600 hotel room nights and expenditures to the local economy exceeding \$700,000. More than 2,020 people can stimulate the local economy during an average of 2.7 nights stay within Seminole County hotels making the total Economic Impact for the county businesses exceed \$1.1 million. (See TABLE A attached for details)

C. FIVE-YEAR PLAN OF OPERATIONS- Tournament Play

ADM projects thirty-four (34) tournament opportunities for the four years following the inaugural year of operations totaling thirty-nine (39) tournament opportunities over a 5-year plan. The subsequent 2007 to 2010 tournament schedule may include ten (10) state events, eight (8) regional events, and ten (10) World Series events in various age divisions. ADM will host twelve (12) more sanctioned tournaments for competitive travel baseball. The proposed tournament schedule over 5 years can produce venues for 8,304 players and provide more than 15,000 hotel room nights and expenditures to the local economy exceeding \$6.8 million. More than 18,400 people can stimulate the local economy during an average of 2.7 nights stay within Seminole County hotels making the total Economic Impact for the county businesses exceed \$10.9 million. (See **TABLE A and TABLE B attached for details**)

The tournament schedule over the five-year plan may require expansion of baseball facilities accommodating 8 or more fields of various sizes, which may require cooperative agreements with neighboring parks or schools.

D. TEN-YEAR PLAN OF OPERATIONS- Tournament Play

ADM projects fifty-nine (59) tournament opportunities from 2011 to 2015 totaling ninety-eight (98) tournament opportunities over the 10-year plan. The 2011 to 2015 tournament schedule may include eight (8) state events, sixteen (16) regional events, and twenty (20) World Series events in various age divisions. ADM can host fifteen (15) more sanctioned tournaments for competitive travel baseball. The proposed tournament schedule over 10 years will produce venues for 20,544 players that can provide more than 38,900 hotel room nights and expenditures to the local economy exceeding \$20.3 million. More than 47,600 people can stimulate the local economy during an average of 2.7 nights stay within Seminole County hotels making the total Economic Impact for the county businesses exceed \$32.5 million. (See **TABLE A, TABLE B and TABLE C attached for details**)

The tournament schedule over the ten-year plan can only be met with expansion of baseball facilities accommodating 16 or more fields of various sizes, which may require a cooperative agreement with neighboring parks or schools or expansion to a new facility. ADM's long-term goals include design and implementation of a new 16-field Diamond-plex baseball facility to begin within the ten-year plan of operations.



**SOLDIER CREEK PARK ASSOCIATION
PROJECTED TOURISM REVENUE
1st YEAR TOURNAMENT SCHEDULE- TABLE A**

ECONOMIC ANALYSIS OF TOURNAMENT VISITOR REVENUE						
# ROOM NIGHTS/ VISITORS	ECONOMIC IMPACT	TAX IMPACT	TAX IMPACT RATE	EXPENDITURES	% Total Expenditures	
Lodging	1,653	\$258,476	\$4,846	3.000%	\$161,548	26.279%
Restaurant	2,020	427,416	3,393	1.270%	267,135	35.554%
Shopping	2,020	345,621	3,024	1.400%	216,013	28.750%
Other	2,020	113,207	3,325	4.700%	70,755	9.417%
TOTALS		\$1,144,721	\$14,589	10.370%	\$715,451	100.000%

			Total # Events	Est. # Teams	Est. # Players	TL # Players	Avg. % Local Players
Total Players Projected	612	World Series Events	1	12	12	144	8.300%
AVG. Party Size	3.30	Regional Events	0	20	12	0	10.000%
AVG. Spending Per Trip	\$372	State Events	1	20	12	240	50.000%
Economic Impact Multiplier	1.60	Other Events	3	20	12	720	50.000%
AVG. Nights	2.7						
Inflation Multiplier 3%/YR	1.000	Actual # Players				1,104	
		Adj. # Players				612	
Total Years Projected	1						
Avg. Annual Room Nights	1,653						

1. Avg. Annual Room Nights has been calculated for all events proposed. # Room Nights and Visitors are the total numbers for the period presented in the table.
2. Avg. % Local Players estimated by ADM as a percentage of local players participating and removed from the calculations.
3. Inflation multiplier estimated by ADM and applied to increase Expenditure costs for multiple year estimates only. A 1.000 represents the base rate with no inflation.
4. Total # Events, Est. # Teams and Est. # Players estimated by ADM.
5. Tax Impact Rate, % Total Expenditures and Economic Impact Multiplier derived by ADM from Choice Communications Systems, Inc. research using reports known as *Seminole County Visitor Profile & Economic Impact Year 2001* and *Review of Tourism in Seminole County Year 2002*. Information for 2003 and 2004 were not available on the county website.
6. AVG. Party Size, AVG. Spending Per Trip, and AVG. nights directly received from Choice Communications Systems, Inc. research.

**SOLDIER CREEK PARK ASSOCIATION
PROJECTED TOURISM REVENUE
2nd to 5th YEAR TOURNAMENT SCHEDULE- TABLE B**

ECONOMIC ANALYSIS OF TOURNAMENT VISITOR REVENUE

# ROOM NIGHTS/ VISITORS	ECONOMIC IMPACT	TAX IMPACT	TAX IMPACT RATE	EXPENDITURES	% Total Expenditures	
Lodging	13,415	\$2,228,351	\$41,782	3.000%	\$1,392,719	26.279%
Restaurant	16,396	3,684,796	29,248	1.270%	2,302,997	35.554%
Shopping	16,396	2,979,633	26,072	1.400%	1,862,271	28.750%
Other	16,396	975,972	28,669	4.700%	609,983	9.417%
TOTALS		\$9,868,752	\$125,771	10.370%	\$6,167,970	100.000%

			Total # Events	Est. # Teams	Est. # Players	TL # Players	Avg. % Local Players
Total Players Projected	4,968	World Series Events	10	12	12	1,440	8.300%
AVG. Party Size	3.30	Regional Events	8	20	12	1,920	10.000%
AVG. Spending Per Trip	\$372	State Events	4	20	12	960	50.000%
Economic Impact Multiplier	1.60	Other Events	12	20	12	2,880	50.000%
AVG. Nights	2.7						
Inflation Multiplier 3%/YR	1.062	Actual # Players				7,200	
		Adj. # Players				4,968	
Total Years Projected	4						
Avg. Annual Room Nights	3,354						

1. Avg. Annual Room Nights has been calculated for all events proposed. # Room Nights and Visitors are the total numbers for the period presented in the table.

2. Avg. % Local Players estimated by ADM as a percentage of local players participating and removed from the calculations.

3. Inflation multiplier estimated by ADM and applied to increase Expenditure costs for multiple year estimates only. A 1.000 represents the base rate with no inflation.

4. Total # Events, Est. # Teams and Est. # Players estimated by ADM.

5. Tax Impact Rate, % Total Expenditures and Economic Impact Multiplier derived by ADM from Choice Communications Systems, Inc. research using reports known as *Seminole County Visitor Profile & Economic Impact Year 2001* and *Review of Tourism in Seminole County Year 2002*. Information for 2003 and 2004 were not available on the county website.

6. AVG. Party Size, AVG. Spending Per Trip, and AVG. nights directly received from Choice Communications Systems, Inc. research.

**SOLDIER CREEK PARK ASSOCIATION
PROJECTED TOURISM REVENUE
6th to 10th YEAR TOURNAMENT SCHEDULE- TABLE C**

ECONOMIC ANALYSIS OF TOURNAMENT VISITOR REVENUE

# ROOM NIGHTS/ VISITORS	ECONOMIC IMPACT	TAX IMPACT	TAX IMPACT RATE	EXPENDITURES	% Total Expenditures	
Lodging	23,914	\$4,881,246	\$91,523	3.000%	\$3,050,779	26.279%
Restaurant	29,228	8,071,617	64,068	1.270%	5,044,760	35.554%
Shopping	29,228	6,526,944	57,111	1.400%	4,079,340	28.750%
Other	29,228	2,137,886	62,800	4.700%	1,336,179	9.417%
TOTALS		\$21,617,694	\$275,503	10.370%	\$13,511,058	100.000%

			Total # Events	Est. # Teams	Est. # Players	TL # Players	Avg. % Local Players
Total Players Projected	8,857	World Series Events	20	12	12	2,880	8.300%
AVG. Party Size	3.30	Regional Events	16	20	12	3,840	10.000%
AVG. Spending Per Trip	\$372	State Events	8	20	12	1,920	50.000%
Economic Impact Multiplier	1.60	Other Events	15	20	12	3,600	50.000%
AVG. Nights	2.7						
Inflation Multiplier 3%/YR	1.305	Actual # Players				12,240	
		Adj. # Players				8,857	
Total Years Projected	5						
Avg. Annual Room Nights	4,783						

1. Avg. Annual Room Nights has been calculated for all events proposed. # Room Nights and Visitors are the total numbers for the period presented in the table.

2. Avg. % Local Players estimated by ADM as a percentage of local players participating and removed from the calculations.

3. Inflation multiplier estimated by ADM and applied to increase Expenditure costs for multiple year estimates only. A 1.000 represents the base rate with no inflation.

4. Total # Events, Est. # Teams and Est. # Players estimated by ADM.

5. Tax Impact Rate, % Total Expenditures and Economic Impact Multiplier derived by ADM from Choice Communications Systems, Inc. research using reports known as *Seminole County Visitor Profile & Economic Impact Year 2001* and *Review of Tourism in Seminole County Year 2002*. Information for 2003 and 2004 were not available on the county website.

6. AVG. Party Size, AVG. Spending Per Trip, and AVG. nights directly received from Choice Communications Systems, Inc. research.

4. FINANCIAL CAPACITY AND PROPOSAL:

A. Development Contribution.

ADM will consider an agreement to provide Development Contribution up to an amount not exceeding \$100,000.00 in construction management services credit, cash or both. With that pledge, ADM CANNOT commit to any amount of Development Contribution until the terms of the management and ground use agreement is negotiated, and the structural assets and fixtures list is identified with responsibilities for repairs and replacement fully disclosed. ADM will cap any Development Contribution agreed upon at \$10,000.00 per year of use awarded unless Seminole County also hires ADM to oversee and manage the construction process with an opportunity to earn additional fees and credits.

The minimum acceptable use agreement term to ADM would be three (3) years with automatic consecutive three (3) year options to renew with agreeable criteria for renewal. The management and ground use agreement should provide a list of equipment to be provided by the county to outfit the snack bars, the type of scoreboard equipment to be purchased, inventory of field accessories and tools included, baseball training devices, and any maintenance equipment to be assigned to the site for management use. ADM expects Seminole County will outfit the fields and facilities for optimal use by players, coaches, fans and management personnel. Seminole County would also provide all construction impact fees and costs associated with utility fees and deposits.

Financial expectations of both parties could be maximized if Seminole County considered ADM's participation managing the construction of the park. Management time during construction could be valuable and "credited" to Development Contribution. ADM would pledge to earn Development Contribution credit and potential cash "savings" in construction costs to the facility by managing the costs below the expected \$5 million budget. Any construction cost savings exceeding \$100,000.00 could be shared by ADM and Seminole County as an incentive to manage the development stage very closely. ADM would allow Seminole County to credit any construction savings earned by ADM to future Operating Contribution net of a construction management fee of \$10,000.00 per month plus expenses to be charged by ADM.

B. Operating Contribution.

ADM would provide Operating Contribution to Seminole County projected for maintenance and repairs of the facility (11.7% of revenue) plus reserves for park facilities (3.7% of revenue) NOT to exceed \$3,500.00 per month combined. Maintenance and repairs would include all grounds and facility maintenance including landscaping services. If landscaping maintenance were not included the contribution to repairs and maintenance of the park would be limited (2.2% of revenue) providing total Operating Contribution to Seminole County in the amount of 5.9% of revenue NOT to exceed \$1,500.00 per month combined. ADM would not provide any Operating Contribution in the first year of use as unexpected financial adjustments and operating costs can certainly override any expected profit in the inaugural year. ADM will reserve the right to renegotiate the budgeted figures above if the park proves to operate below the budgeted categories listed. ADM will provide an annual reserve schedule for tracking repair and replacement of facility infrastructure that Seminole County will agree to implement for future repairs and replacement of facility assets in accordance with the Operating Contribution pledged.

C. Field Use Revenues.

Typical field use revenues would include hourly charges for field time and group rates for teams not participating in the SCPA leagues that request recurring nights or days to practice or play games. A fair hourly charge would be \$25 per hour or \$15 per half hour of field time. These customers would provide their own field crews to maintain the fields for game time grooming. They would be given access to small hand tools and rakes only. ADM would attempt to sign up a customer for regular recurring time as not to bother with charging and tracking infrequent or one-time users. Recurring users would pay an hourly (or half time) rate or they could pay \$15 per team player for each weekday reserved for practice during a season. Each team representative would sign a usage agreement and roster of players and follow a master schedule that would be kept on line and on site.

D. Financial Information.

Balance Sheet and Income Statements for National Association Management Company for the years ending 2003, 2004 & 2005 are attached. Year to date 2006 financials and tax returns for the same period are available upon request.

FINANCIAL PROPOSAL FORM

Hourly Field rental fee: \$25/hr. or \$15/ half hr.; pursue seasonal contracts.
See #4 C. Field Use Revenues for details.

Development Contribution: Up to \$100,000.00; Conditional upon terms of agreements.
See #4 A. Development Contribution for details.

Operating Contribution: 1.) The lesser of 5.9% of park revenue or \$1,500.00 per mo.
(ADM provides landscaping maint.) or 2.) The lesser of 15.4% of park revenue or
\$3,500.00 per mo. (Seminole County provides landscaping maint.) See #4 B. Operating
Contribution for details.

IN WITNESS WHEREOF, PROPOSER has hereunto executed this FORM this 12th day
of April, 2006.

National Association Management Co.

(Name of PROPOSER)



(Signature of person signing FORM)

Marc A. Blum

(Printed name of person signing FORM)

President

(Title of person signing FORM)

BOARD OF COUNTY COMMISSIONERS, SEMINOLE COUNTY, FLORIDA

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL

National Association Management Co.
Balance Sheet
December 31, 2005

ASSETS

Current Assets		
Regions Bank, NA	\$	365.13
MOR Account		523.91
Morgan Keegan CD- 6 month		40,000.00
Morgan Keegan CD- 9 month		40,000.00
Cash In Bank- ARRCO		0.00
Petty Cash		0.00
		80,889.04
Total Current Assets		
Fixed Assets		
Computer Equipment		30,000.00
Office Furniture & Equipment		9,734.00
Accum. Depreciation- Equip		<39,734.00>
		0.00
Total Fixed Assets		
Other Assets		
Utility Deposits		0.00
Goodwill		18,986.00
Accum Deprec.- Goodwill		<18,986.00>
Notes Receivable- G & B		146,669.38
		146,669.38
Total Other Assets		
Total Assets	\$	227,558.42

LIABILITIES AND MEMBER'S EQUITY

Long-Term Liabilities		
Officer Loans- Marc A. Blum	\$	126,513.23
Note Payable- Delowe		27,508.00
		154,021.23
Total Long-Term Liabilities		
Total Liabilities		
Member's Equity		
Capital Stock		7,000.00
Dividends Paid		0.00
Common Stock		0.00
Retained Earnings		<476.89>
General Reserves		0.00
Net Income		67,014.08
		73,537.19
Total Member's Equity		
Total Liabilities & Member's Equity	\$	227,558.42

National Association Management Co.
Income Statement
For the Twelve Months Ending December 31, 2005

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Income				
Management Fees	84,443.26	0.00	84,443.26	0.00
Periodic Routine Expenses	19,023.42	0.00	19,023.42	0.00
Estoppel Fees	4,020.00	0.00	4,020.00	0.00
Gate Fees	3,100.00	0.00	3,100.00	0.00
ARRCO Leaseback	0.00	0.00	0.00	0.00
National Leaseback	0.00	0.00	0.00	0.00
Misc. Income	146,460.87	0.00	146,460.87	0.00
Interest Income	603.91	0.00	603.91	0.00
Total Income	257,651.46	0.00	257,651.46	0.00
Expenses				
General Administrative Expenses				
Advertising- General	0.00	0.00	0.00	0.00
Advertising- Yellow Pages	491.83	0.00	491.83	0.00
Investigative Expense	29.08	0.00	29.08	0.00
Returned Checks	0.00	0.00	0.00	0.00
Bank Service Charges	270.00	0.00	270.00	0.00
Contributions	2,300.40	0.00	2,300.40	0.00
Dues & Subscriptions	244.38	0.00	244.38	0.00
Interest Expense	418.00	0.00	418.00	0.00
Meeting Costs	625.00	0.00	625.00	0.00
Telephone	3,665.99	0.00	3,665.99	0.00
Internet Services	953.04	0.00	953.04	0.00
Office Expenses	2,416.11	0.00	2,416.11	0.00
Personal Property Taxes	305.10	0.00	305.10	0.00
Total General Administrative E	11,718.93	0.00	11,718.93	0.00
Periodic Routine Expenses				
Office Supplies	4,198.91	0.00	4,198.91	0.00
Printing & Reproduction	2,454.31	0.00	2,454.31	0.00
Postage & Delivery	9,764.60	0.00	9,764.60	0.00
Miscellaneous Expense	89.35	0.00	89.35	0.00
Cost of Sale of Assets	31,498.64	0.00	31,498.64	0.00
Total Periodic Routine Expens	48,005.81	0.00	48,005.81	0.00
Cost of Payroll				
Commissions on Sales	0.00	0.00	0.00	0.00
Officer's Salaries	0.00	0.00	0.00	0.00
Office Salaries	0.00	0.00	0.00	0.00
Temporary Labor	70.00	0.00	70.00	0.00
Cost of Payroll- Gevity HR	65,910.54	0.00	65,910.54	0.00
Automobile Expense	4,484.05	0.00	4,484.05	0.00
Mileage Reimbursement	6,060.29	0.00	6,060.29	0.00
Meals & Entertainment	0.00	0.00	0.00	0.00
Professional Development	3,625.64	0.00	3,625.64	0.00
Travel Expenses	5,442.06	0.00	5,442.06	0.00
Total Cost of Payroll	85,592.58	0.00	85,592.58	0.00
Rent & Maintenance				
Rent	17,598.45	0.00	17,598.45	0.00
Equipment Rental	6,796.16	0.00	6,796.16	0.00
Repairs & Maintenance	5,035.09	0.00	5,035.09	0.00
Copier Maintenance	606.72	0.00	606.72	0.00
Computer Repairs	5,260.92	0.00	5,260.92	0.00
Janitorial	1,519.30	0.00	1,519.30	0.00

For Management Purposes Only

National Association Management Co.
Income Statement
For the Twelve Months Ending December 31, 2005

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Utilities	2,066.05	0.00	2,066.05	0.00
Total Rent & Maintenance	38,882.69	0.00	38,882.69	0.00
Professional Fees				
Professional Fees- Legal	3,350.00	0.00	3,350.00	0.00
Professional Fees- Accounting	1,700.00	0.00	1,700.00	0.00
Insurance	1,387.37	0.00	1,387.37	0.00
Licenses & Permits	0.00	0.00	0.00	0.00
Total Professional Fees	6,437.37	0.00	6,437.37	0.00
Total Expenses	190,637.38	0.00	190,637.38	0.00
Net Income	67,014.08	0.00	67,014.08	0.00
Total Income	257,651.46	0.00	257,651.46	0.00
Total Expenses	190,637.38	0.00	190,637.38	0.00
Placed in Reserves	0.00	0.00	0.00	0.00
Net Income After Reserves	\$ 67,014.08	\$ 0.00	\$ 67,014.08	\$ 0.00

National Association Management Co.
Balance Sheet
December 31, 2004

ASSETS

Current Assets		
Regions Bank, NA	\$	<1,078.10>
Morgan Keegan CD- 6 month		0.00
Morgan Keegan CD- 9 month		0.00
Cash In Bank- ARRCO		476.89
Petty Cash		0.00
		<hr/>
Total Current Assets		<601.21>
Fixed Assets		
Computer Equipment		40,000.00
Office Furniture & Equipment		20,000.00
Accum. Depreciation- Equip		<39,734.00>
		<hr/>
Total Fixed Assets		20,266.00
Other Assets		
Utility Deposits		500.00
Goodwill		109,300.00
Accum Deprec.- Goodwill		<18,986.00>
Notes Receivable- G & B		0.00
		<hr/>
Total Other Assets		90,814.00
		<hr/>
Total Assets	\$	<u>110,478.79</u>

LIABILITIES AND MEMBER'S EQUITY

Long-Term Liabilities		
Officer Loans- Marc A. Blum	\$	118,429.92
Note Payable- Delowe		27,508.00
		<hr/>
Total Long-Term Liabilities		145,937.92
		<hr/>
Total Liabilities		145,937.92
Member's Equity		
Capital Stock		7,000.00
Dividends Paid		<2,500.00>
Common Stock		0.00
Retained Earnings		<51,362.10>
General Reserves		0.00
Net Income		11,402.97
		<hr/>
Total Member's Equity		<35,459.13>
		<hr/>
Total Liabilities & Member's Equity	\$	<u>110,478.79</u>

National Association Management Co.
Income Statement
For the Twelve Months Ending December 31, 2004

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Income				
Management Fees	365,089.97	0.00	365,089.97	0.00
Periodic Routine Expenses	77,139.63	0.00	77,139.63	0.00
Estoppel Fees	30,430.00	0.00	30,430.00	0.00
Gate Fees	2,807.00	0.00	2,807.00	0.00
ARRCO Leaseback	0.00	0.00	0.00	0.00
National Leaseback	35,233.25	0.00	35,233.25	0.00
Misc. Income	20.00	0.00	20.00	0.00
Interest Income	0.00	0.00	0.00	0.00
Total Income	510,719.85	0.00	510,719.85	0.00
Expenses				
General Administrative Expenses				
Advertising- General	230.68	0.00	230.68	0.00
Advertising- Yellow Pages	1,238.34	0.00	1,238.34	0.00
Investigative Expense	92.49	0.00	92.49	0.00
Returned Checks	0.00	0.00	0.00	0.00
Bank Service Charges	465.32	0.00	465.32	0.00
Contributions	2,067.58	0.00	2,067.58	0.00
Dues & Subscriptions	199.04	0.00	199.04	0.00
Interest Expense	2,508.00	0.00	2,508.00	0.00
Meeting Costs	0.00	0.00	0.00	0.00
Telephone	7,884.06	0.00	7,884.06	0.00
Internet Services	1,404.50	0.00	1,404.50	0.00
Office Expenses	2,442.33	0.00	2,442.33	0.00
Personal Property Taxes	1,295.24	0.00	1,295.24	0.00
Total General Administrative E	19,827.58	0.00	19,827.58	0.00
Periodic Routine Expenses				
Office Supplies	9,956.09	0.00	9,956.09	0.00
Printing & Reproduction	5,420.46	0.00	5,420.46	0.00
Postage & Delivery	23,767.47	0.00	23,767.47	0.00
Miscellaneous Expense	1,144.39	0.00	1,144.39	0.00
Total Periodic Routine Expens	40,288.41	0.00	40,288.41	0.00
Cost of Payroll				
Commissions on Sales	0.00	0.00	0.00	0.00
Officer's Salaries	0.00	0.00	0.00	0.00
Office Salaries	0.00	0.00	0.00	0.00
Temporary Labor	1,406.75	0.00	1,406.75	0.00
Cost of Payroll- Gevity HR	381,814.84	0.00	381,814.84	0.00
Automobile Expense	4,752.53	0.00	4,752.53	0.00
Mileage Reimbursement	1,822.07	0.00	1,822.07	0.00
Meals & Entertainment	500.00	0.00	500.00	0.00
Professional Development	1,756.43	0.00	1,756.43	0.00
Travel Expenses	5,580.13	0.00	5,580.13	0.00
Total Cost of Payroll	397,632.75	0.00	397,632.75	0.00
Rent & Maintenance				
Rent	21,256.76	0.00	21,256.76	0.00
Equipment Rental	844.23	0.00	844.23	0.00
Repairs & Maintenance	2,758.51	0.00	2,758.51	0.00
Copier Maintenance	2,349.60	0.00	2,349.60	0.00
Computer Repairs	6,367.21	0.00	6,367.21	0.00
Janitorial	1,165.00	0.00	1,165.00	0.00
Utilities	3,894.28	0.00	3,894.28	0.00

National Association Management Co.
Income Statement
For the Twelve Months Ending December 31, 2004

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Total Rent & Maintenance	38,635.59	0.00	38,635.59	0.00
Professional Fees				
Professional Fees- Legal	0.00	0.00	0.00	0.00
Professional Fees- Accounting	250.00	0.00	250.00	0.00
Insurance	1,747.15	0.00	1,747.15	0.00
Licenses & Permits	425.00	0.00	425.00	0.00
Total Professional Fees	2,422.15	0.00	2,422.15	0.00
Total Expenses	498,806.48	0.00	498,806.48	0.00
Net Income	11,913.37	0.00	11,913.37	0.00
Total Income	510,719.85	0.00	510,719.85	0.00
Total Expenses	499,316.88	0.00	499,316.88	0.00
Placed in Reserves	0.00	0.00	0.00	0.00
Net Income After Reserves	\$ 11,402.97	\$ 0.00	\$ 11,402.97	\$ 0.00

National Association Management Co.
Balance Sheet
December 31, 2003

Assets	
Current Assets	
Cash in Bank-Regions-EPM	\$ (689.07)
Cash in Bank-ARRCO	<u>476.89</u>
Total Current Assets	\$ (212.18)
Fixed Assets	
Furniture and Equipment-EPM	20,000.00
Computer Equip-EPM	40,000.00
Accumulated Deprec.-EPM	<u>(39,734.00)</u>
Total Fixed Assets	20,266.00
Other Assets	
Goodwill-EPM	109,300.00
Accum Amort-EPM	(18,986.00)
Security Deposit	<u>500.00</u>
Total Other Assets	<u>90,814.00</u>
Total Assets	\$ <u><u>110,867.82</u></u>

SEE ACCOUNTANTS COMPILATION REPORT

National Association Management Co.
Balance Sheet
December 31, 2003

Liabilities and Equity

Current Liabilities

Long Term Liabilities

Note Payable-Delowe	27,508.00
Officer Loans-MAB-EPM	102,600.69
Officer Loan-MAB-ARRCO	<u>25,121.23</u>

Total Long Term Liabilities

155,229.92

Equity

Capital Stock	7,000.00
Retained Earnings-AAA Account	(47,853.50)
Current Income (Loss)	<u>(3,508.60)</u>

Total Equity

(44,362.10)

Total Liabilities & Equity

\$ 110,867.82

National Association Management Co.
Income Statement
For the Period Ended December 31, 2003

	12 Months Ended Dec. 31, 2003	Pct
Revenue		
Fee Income	\$ <u>588,189.66</u>	<u>100.00</u>
Total Revenue	588,189.66	100.00
Operating Expenses		
Net Proceeds Paid Out	22,289.37	3.79
Records	969.83	0.16
Temporary Labor	276.00	0.05
Payroll Taxes	166.92	0.03
EMPLOYEE LEASING	394,322.61	67.04
Advertising	1,017.33	0.17
Accounting and Legal Fees	1,375.00	0.23
Vehicle Expense	5,125.57	0.87
Bad Checks	1,766.35	0.30
Bank Service Charges	635.00	0.11
Contributions	1,838.93	0.31
Depreciation	12,256.00	2.08
Amortization	8,379.00	1.42
Interest Expense	266.42	0.05
Dues and Subscriptions	48.95	0.01
Meals & Entertainment	1,838.00	0.31
Professional Development	1,391.68	0.24
Travel	5,270.46	0.90
Temporary Labor	602.25	0.10
Equipment Rental	2,996.85	0.51
Rent	24,518.86	4.17
Telephone	9,045.05	1.54
Insurance-General	2,341.25	0.40
Interest Expense	4,174.00	0.71
Licenses and Permits	827.75	0.14
Repairs and Maintenance-Equip.	13,941.50	2.37
Office Supplies and Expenses	18,557.76	3.16
Outside Services	80.20	0.01
Printing	4,250.50	0.72
Utilities	4,195.58	0.71
Taxes/Personal Property	667.48	0.11
Postage	34,346.56	5.84
Miscellaneous Expenses	<u>100.00</u>	<u>0.02</u>
Total Expenses	<u>579,879.01</u>	<u>98.59</u>
Operating Income	8,310.65	1.41
Loss on Sale of Assets	<u>(11,819.25)</u>	<u>(2.01)</u>
Total Other Income	<u>(11,819.25)</u>	<u>(2.01)</u>

	12 Months Ended Dec. 31, 2003	Pct
Net Income (Loss)	\$ <u>(3,508.60)</u>	<u>(0.60)</u>

SEE ACCOUNTANTS COMPILATION REPORT

BUILD A FIELD OF DREAMS AND THEY WILL COME!

