



WE DELIVER RESULTS. PERIOD.

Dear City of Saraland Council President Joe McDonald,

I would like to take a moment to introduce you to KemperSports Venues.

For more than four decades, we've supported our public clients by leading their sports, recreation, and entertainment properties. Our focus has been in creating world-class destinations that drive economic impact through sustainable operations.

Our client first culture and unparalleled record of property and event management success throughout the U.S. anchors the winning approach we bring to each venue we manage. Our team is comprised of over 6,500 dedicated and passionate individuals who are currently operating 140+ properties across nearly 30 states. We have management expertise in the operations and programming of venues of all shapes and sizes including sports tourism facilities, recreation centers, pools, waterparks, golf courses, marinas, performing arts centers, and much more.

KemperSports differentiates itself from our competition in many ways including:

- We create exceptional experiences by leveraging our sports, entertainment, and hospitality management experience.
- We drive community engagement by supporting and promoting the communities in which we operate.
- We become a true partner and are willing to contribute capital dollars dedicated to venue upgrades and capital replacement.
- We optimize operations driving towards a no subsidy operation while continuing to create economic impact.
- Our scale allows us to have the most competitive management fees and flexibility in a management structure, allowing us to ensure our goals align.
- We leverage the portfolio of over 2,500 owned tournaments and clubs of our sister company, 3STEP Sports, to expeditiously ramp up utilization in your facility.

It would be a pleasure to provide further details about our capabilities, and we welcome the opportunity to learn more about your current and future sports, recreation, and entertainment needs. I can be reached at 727.710.3369 or sgoris@kempersports.com.

A handwritten signature in black ink that reads "Steven J. Goris".

Steve Goris
Senior Vice President, KemperSports Venues
KemperSports