

August 26, 2004



To PSC Parents, Players and Coaches:

As you may know, in September 2003 the Portage Soccer Club signed an agreement with SoccerZone. This two-year partnership agreement provided for a number of attractive opportunities to benefit Portage Soccer Club.

Some PSC Board members recently met with SoccerZone owner Mike Garrett to review the first year of the agreement. The objective of this meeting was to identify any adjustments for year two that would prove to be mutually beneficial to both organizations.

Partnership Benefits

During the first year of the partnership, PSC was able to realize the following benefits:

- Uniform discounts for the club – resulting in several thousand dollars in reduced expense to families for club uniform purchases
- Time commitment to PSC teams for indoor facility training times as well as discount pricing for that training – providing greater access to training time and less cost per training session to the teams
- A series of free coaching clinics designed for PSC coaching development at SoccerZone provided by SoccerZone staff
- A free preseason mini-camp at SoccerZone offered by the SoccerZone camp staff – recently held in August and attended by 60 – 70 PSC players per day
- Discounts were available for PSC players in the SoccerZone retail outlet (Back of the Net Sports – 15%), \$100 discount on the Premier Player Academy and 10% on camps.
- Use of Soccer Zone facilities for our PSC Tournament at no cost

The value realized by PSC through this program has been significant. In our recent meeting to review year #1 of the partnership, a number of ideas were developed to make year #2 even more successful. First, we want to do a better job communicating the specifics of the partnership to all members of PSC (this letter is a part of that effort) – so that PSC families are fully aware of the opportunities provided. Second, we want to further utilize SoccerZone staff and facilities to further player development opportunities for PSC members.

Indoor Soccer Play at SoccerZone

As a component in this partnership agreement, Portage Soccer Club committed to having the club teams participate in their indoor play at SoccerZone. To ensure that our teams have the best indoor soccer opportunity available to them with this agreement, in our discussions with SoccerZone we have jointly developed a package that we feel completely addresses our club needs and at an incredible value for our members.

Additional training and even coaching assistance is also available at no additional cost. Our club agreement is to participate in indoor soccer at SoccerZone and with this package our club teams are realizing an awesome deal to do so. In the package we have developed with SoccerZone, **each team in PSC will realize a savings of over \$800 compared to previous year costs or even the current advertised price of other indoor soccer opportunities in the area!**

On the back side of this page, you will find complete details on the indoor soccer package as well as the other components available to individual PSC players as a part of this partnership with SoccerZone. If you have questions, please do not hesitate to contact a PSC Board member.

Sincerely,
PSC Board

SoccerZone and PSC Indoor Soccer Package

As a result of the partnership agreement between Portage Soccer Club and SoccerZone, all Portage Soccer Club teams can register for play at SoccerZone with the following package:

| <u>Two Season Package (#1 & #2)</u> | <u>Regular Price</u> | <u>PSC Price</u> |
|---|-----------------------------|-----------------------------------|
| Annual Memberships | \$12 ea./ \$180 team (ave.) | -0- / included |
| Indoor league play Season #1 | \$775 in 2003 / 04 | \$495.00 |
| Indoor league play Season #2 | \$775 in 2003 /04 | \$650.00 |
| 3 Training Sessions in March / April | \$240 | -0- / included |
| Trainer (SZ Coach for Sessions) | \$120 | -0- / included |
| Tournament discount / value | \$100 | -0- / included |
| Regular Price Total | \$2,190.00 | PSC Price Total \$1,145.00 |

PSC teams are saving well over \$1,000.00 off of regular pricing – this is hundreds off of any advertised price at any other indoor soccer facility in Michigan!

Think of it, a team of 15 players can register for an entire winter of soccer (16 games, 3 training sessions (with coaching by SZ professional staff)) for about **\$75.00 per player – for the whole winter!** **In addition, returning members from last year can also participate in the referral program and could save even more, or even Get Paid to Play!**

SoccerZone has existing relationships with other West Michigan youth select clubs (like TKO) and will have the only full, competitive indoor select leagues in the area. If your select team wants to play indoor soccer against select teams, you will have to be indoor at SoccerZone! **SoccerZone has also expanded rink C for training purposes and is putting in new turf – this is specifically designed to provide great opportunities for local select teams! The training in the PSC package will be focused on rink C. Rink C is even set up for soccer matches without boards!**

Teams should register for this package by detaching the form below and returning to SoccerZone with a deposit of \$350.00. Payment of balance of league fee will be due by normal facility deadline dates. If there are any questions on this or any other SoccerZone programs, please contact the facility office at 329-0171 or email Manager Laura Beegle (lbeegle@soccer-zone.com) or Soccer Professional Neil Ridgway (nridgway@soccer-zone.com) or Owner Mike Garrett (mgarrett@soccer-zone.com).

Portage Soccer Club Partnership Package

Age Group _____ Boys _____ Girls _____ Team Name _____

Coach/Mgr. Name _____ Address _____

Phone-H _____ Phone-W _____ Email _____

I understand that in registering for SoccerZone and taking advantage of the special pricing provided and **the over \$1,000 in associated savings**, I am committing my team to participate in season #1 and #2 at SoccerZone. Further, all fees are to be paid by the appropriate deadline. The fee schedule is a \$350 deposit with this form to participate in the package and a second payment of \$345 by October 31 (\$145 balance on season #1 fees and \$200 deposit for season #2). Season #2 balance due with final payment deadline in December.

Signed _____