

Youth Sports...Reimagined!

# The Challenge



Over the past 25 years, youth sports has experienced unprecedented growth.

During this same time, the cost and complexity of youth sports, as well as budget cuts to school athletics, have made this valuable experience unviable for many families.

Equally concerning, the once core attributes of fun, fitness, teamwork and life skills have been replaced by pressure, individualism and unrealistic goals.

These trends have left families chasing fragmented solutions, and created a significant need for expert *information, guidance* and support.



# National Youth Sports Strategy

NATIONAL GUIDANCE



REGIONAL LEADERSHIP















#### **GOV'T & INSTITUTIONS**

**Congressional Charter** Strategic Planning Data & Analytics **Funding Resource** Support

#### **MAJOR UNIVERSITIES**

Market Influence Subject Matter Expertise Educators, Coaches & Athletes Volunteers, Interns & Careers **Special Events** 

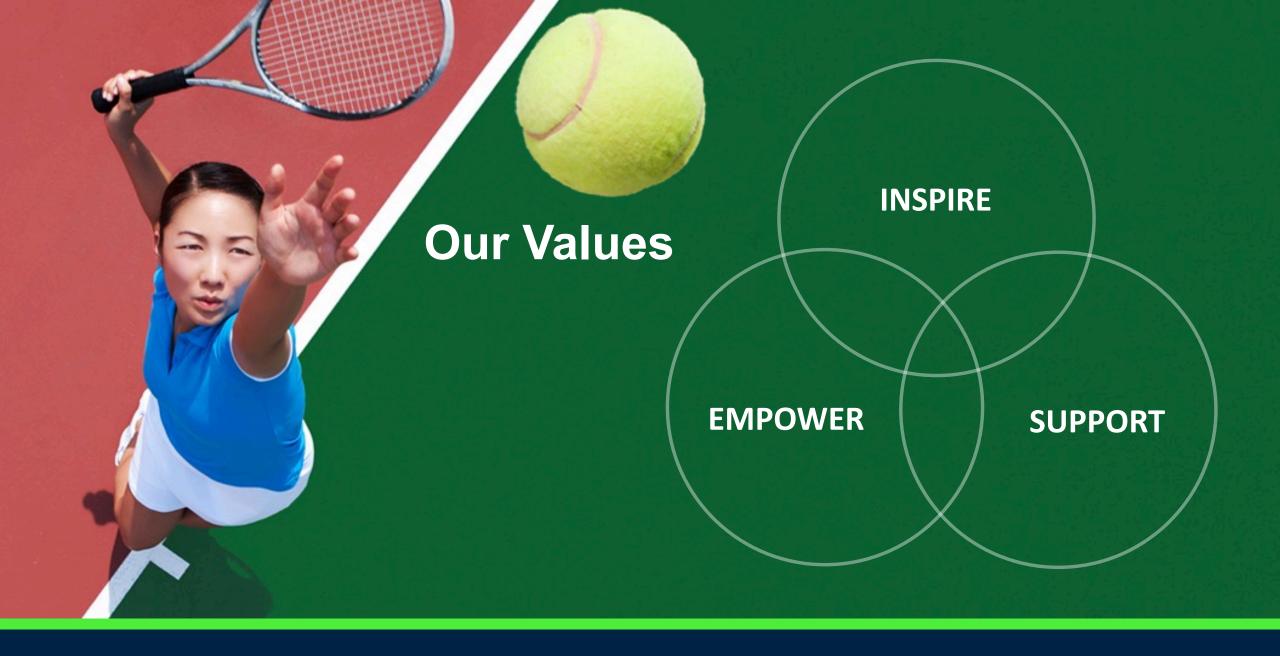
#### **LOCAL CHAPTERS**

Game-Changing Resource Athletic & Life Skills Programming **Inspiring Experiences** Community Engagement Internships & Scholarships

# **Our Role**

In partnership with leading universities, the PLAYERSNEXT team will deliver innovative local programming, a game-changing technology resource, and sustainable financial support, designed to inspire and empower all kids to reach for their dreams.





# Inspire **PLAYERSNEXT**

# **Play**



- Local, accessible, affordable and fun!
- Developmental and competitive events, as well as PLAYERSNEXT "Pick-Up" days.
- Facilitate in-person and virtual athletic experiences with university partners.
- Engage college student-athletes as volunteers, interns, mentors and guest speakers.
- Foster opportunity, ambition and community spirit from elementary through high school.



#### Grow



- Develop the Total Student Athlete!
- Important life skills, leadership and career development programming.
- Mentoring programs connecting current and former athletes with today's student-athletes.
- Educational and career experiences that leverage community leaders.
- Merit and need based scholarships.



# **Empower**

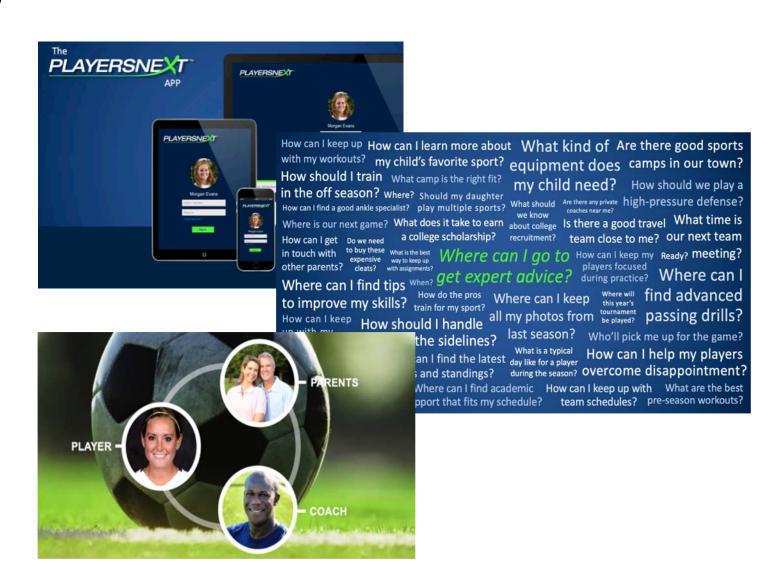
# The PLAYERSNEXT App

#### Unlock the Power!

We're proud to deliver this game-changing technology and media resource that provides players, parents and coaches with expert information, guidance, support and value to help navigate the youth sports journey.

All subscribers enjoy a generous welcome package, discounts and rewards, as well as generating free subscriptions and financial support to underserved families and communities.

Built by athletes, for families!





# Our Value Proposition





#### **LEARN**

Connects subscribers to our virtual library of podcasts, webinars, videos, articles - filled with expert information, instruction, inspiration and empowerment.



#### **FIND**

Connects subscribers to our private network of mentors, coaches, programs, resources and services to support and enhance their youth sports journey.



#### **SHOP**

Connects subscribers to the world's first, private, youth sports e-commerce resource filled with unique retailers, information, value and rewards.



#### **PLAY**

Connects subscribers to explore and sign-up for athletic events, life skills experiences and an assortment of fun activities to enjoy with friends.



#### CONNECT

Connects subscribers with other members - players to players, parents to parents, coaches to coaches, and our network of expert advisors.

#### Subscriptions from \$7.95 / Month

For every paid subscription, we donate one FREE subscription to underserved families, schools and programs.



# Support

- Generate sustainable community resources!
- Develop inspirational events that enhance the youth sports experience.
- Improve access and opportunity for girls and underserved demographics.
- Leverage technology to share information, expert advice and best practices.
- Promote activities that integrate youth sports, the community and career development.





# Level the Playing Field!



- Promote diversity and inclusion initiatives!
- Provide school, community and team grants.
- Merit and need based scholarships.
- Mentoring, internships and career development programming.
- Provide important advocacy to our stakeholders and the industry.



# **Business Strategy**

#### Market Potential

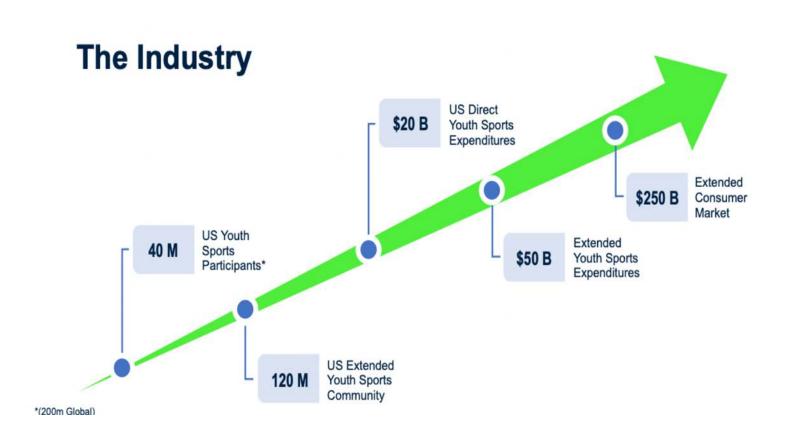
In the U.S., there are more than 40M youth sports participants, ranging from 7-17 years of age, with an average 5-6 years of engagement.

Due to the growing cost and complexity of youth sports, there's significant demand for an efficient and affordable resource to provide information, guidance and support.

Our model assumes 20M viable subscribers for our App and Programming, with an eventual 10-20% market penetration and an average subscription life-cycle of 3-5 years.

Our model also assumes our digital media platforms and on-line merchandising will engage more than 20M extended stakeholders.

We anticipate the global potential to be 2-3 times greater.





#### Execution Plan

*PLAYERSNEXT* is an "*impact venture*" dedicated to bringing sustainable change to youth sports by delivering innovative solutions to families, organizations and communities.

*PLAYERSNEXT* will initially focus on the development of the *PLAYERSNEXT App*, delivering inspiring athletic and life skills programming, digital media platforms, and creating the world's leading community for families engaged in youth sports.

*PLAYERSNEXT* also intends to take an industry leadership role in the development of media and technology resources to provide much needed information, guidance and support to players, parents and coaches, regardless of financial means.

We believe the focus described above will lead to additional opportunities related to youth sports, including but not limited to; a mass media network, venture capital investment in youth sports, and potential M&A aggregation of other businesses engaged this sector.

For every paid subscription, *PLAYERSNEXT* will provide one *FREE* subscription to underserved families, programs and schools, as well as share a portion of all operating proceeds to *The PLAYERSNEXT Foundation*, a 501(c)3 non-profit that provides grants, resources and scholarships to underserved families, programs and schools.









# Our Leadership

## Passion, Experience, Diversity

Rob Jeske	Founder	Founder of <i>PLAYERSNEXT</i> . MBA University of North Carolina – Kenan Flagler Business School. Formerly led John Deere's Golf & Sports business unit. Former multi-sport athlete and coach. Youth sports parent / mentor.
Scott Stankavage	Board Member	Former UNC and NFL Quarterback, who later built a successful career in the real estate development and investment industry. Author, motivational speaker and strong advocate of youth sports.
Jay Parker	Board Member	Former Wake Forest Pitcher, who went on to become President of LENOVO, and later President of DELL. Currently CEO of <i>MENTORFORCE</i> , as well as an active youth sports parent, coach and advocate.
Peter Fox, Jr.	Board Member	UNC graduate and CEO of HYPERSPACE Ventures, a growing technology development firm. Also, plays an active leadership role in family's diversified investment portfolio, including several sports based ventures.
Dan Estay	Board Member	CEO of Sonovascular. MBA from Univ. of Miami. Also, a Mentor-In-Residence at Duke University. Held leadership roles with Abbott and Johnson & Johnson. Former multi-sport athlete and youth sports coach.
Cricket Lane, Ph.D.	The PLAYERSNEXT Foundation	Senior Associate Athletic Director for Student-Athlete Development at Univ. of North Carolina. Ph.D. from Wayne State and an MA from Univ. of Detroit. Held several prominent leadership roles with NCAA committees.
Eric Freedman	The PLAYERSNEXT Foundation	Chief Investment Officer, US Bank Wealth Management. MBA The Wharton School, University of Pennsylvania Former V.P. with Goldman Sachs. All-Conference lacrosse player at Colgate. Active youth sports parent/coach.
Bharathi Zvara, Ph.D.	The PLAYERSNEXT Foundation	Assistant Professor in Maternal, Child and Family Health at UNC - Gillings School of Global Public Health. BA & MA from The Ohio State University, and her Ph.D. in Developmental Psychology from UNC.
Nat'l Advisory Council	USA	Our elite panel of accomplished athletes, coaches and subject matter experts - by sport and profession.
Interns & Fellows	UNC, Duke, NCSU, Clemson, Elon	Our team is proud to include outstanding student-athlete interns and fellows from our university partners.

#### **Our Founder**

#### Rob Jeske – Sports & Business Leadership



#### Coach & Consultant

After competing professionally, built a national player development program, eventually helping more than 100 players compete at the D1 level and beyond. During this same period, leveraged business and golf experience into a consulting practice advising large corporations with their golf and sports strategic investments.



Fortune 100 Golf Industry Executive MBA / UNC Kenan-Flagler Business School Following a consulting engagement, accepted an executive role to lead John Deere's \$300M golf and sports business unit. Over fifteen years, helped position Deere as a golf industry leader, while delivering record growth and profits. During this time, worked closely with top clubs, organizations and industry experts around the world.



#### Golf & Sports Entrepreneur

Founded and leads *PLAYERSNEXT*, a sports marketing and management business providing innovative services and solutions to golf, college and youth sports sectors, and, *The PLAYERSNEXT Foundation*, a 501(c)3 non-profit partnering with leading universities to help inspire, empower and support kids through youth sports.



## Thank You!

for additional information, please contact:

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