

PAINTBALL INTERNATIONAL INC.

Solano County Fairgrounds Paintball and Laser Tag Project

OPERATIONS PLAN FOR A YEAR ROUND
PAINTBALL AND LASER TAG FACILITY

Submitted by: Serene Hope and Michael DeCorra
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2014

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Paintball International Inc.

Proven Integrity and Hard Work

Serene Hope and Michael DeCorra co-founded Paintball International Inc. a California Corporation in January of 2000. Paintball International's purpose has been to develop safe, legal paintball facilities in major markets and promote the sport across the United States and Canada. Decades of paintball marketing experience along with successful field operations has qualified them as leaders who set the standards by which other facilities model. Paintball International works closely with county and city organization and has built multiple operations benefitting the community, youth and local businesses.

Paintball International has focused on the extreme sport of paintball and is uniquely qualified to develop and run high end facilities attracting families and the surrounding communities. Paintball International brings the whole package with them on every project with 42 years combined experience in paintball field operations, marketing fields, running and hosting paintball tournaments, and paintball distribution. Paintball International has been effective in helping get teens off the streets and into a positive team environment while bring families and companies closer together through team building events and fundraisers.

Paintball the 3rd ranked extreme sport with over 15 million regular participants has out grown skateboarding in popularity. It has also been effective in teaching important life skills, encouraging team work, and a positive life experience that is free of drugs and gang activity. Corporations have recognized the benefits of paintball in team building and many teen organizations have recognized the interest in the sport as well as its positive impact on the youth.

Paintball International has promoted over 90% of the paintball fields on the west coast for over 15 years and currently markets for over 200 parks around the county. Additionally our team has worked as consultants setting up and managing new paintball parks. Paintball International is known for bring people together and helping to grow the sport. Paintball International has relationships with all facets of the paintball industry such as paintball equipment manufacturers, gel cap manufactures, tournament league promoters and field owners across the US and in Canada. We are excited and ready to bring our expertise and professionalism to this project and Solano County.



Team Paintball International Inc.

Serene Hope – CEO

- 14 years-CEO Paintball International Inc.
- 14 years-CEO PaintballTickets.com marketing
- 11 years-CEO Santa Clara Paintball Park
- 2 years-CEO Midway Paintball Facility- Vacaville
- 3 years-CEO Santa Clara Motocross
- 4 year-CEO Paintball Sports Park Puyallup Washington
- 22 years-Marketing/Promoting Paintball and Extreme Sports
- 5 years-Casting Director Feature Films CSA
- 2 years-Board of Directors Chair for the Non Profit Group “Friends of Fairgrounds” Santa Clara County

Michael DeCorra- President

- 14 years-President Paintball International Inc.
- 14 years-Founder and current president Paintballtickets.com nationwide paintball field marketing company.
- 11 years-President and Operations Manager Santa Clara Paintball
- 3 years-Operations Manager and Owner Midway Paintball
- 3 years-Operations Manager and Owner Santa Clara Motocross
- 7 years-Owner/CEO Promotions International Inc.(managed 7 sales offices across US in major markets)
- 25 years-Marketing Extreme Sports including Paintball across the U.S.
- 2 years-Head of Paint Sales North America division for XO industries in Canada -Tournament Division
- 2 years-Responsible for running the behind the scenes operations of the fields at National and Regional Paintball tournaments „such as the former NPPL and XPSL





&



Current Operations at Santa Clara Paintball

The facility we currently own and operate in Santa Clara County has become the most attended paintball and laser tag facility in the Northern California. It is located in San Jose at the Santa Clara County Fairgrounds. We opened Santa Clara Paintball in January of 2003 and have had the privilege of serving tens of thousands of families and companies over the last 11 years.

With that being said, much like the process that Solano County has gone through to create and develop a master plan, Santa Clara County is facing this same challenge. Due to this development process they have not been able to provide the type of land use and lease requirements needed for us to develop the facility to its full potential.

Even with that limitation, Paintball International has been successful in creating and maintaining one of the premier facilities in the Western United States.

Our perspective is simple; we provide an extremely clean, safe, exciting and unique experience that keeps kids, families and companies coming back for more. When we couple a high level of service and operations with extensive and aggressive marketing we are able to create an invaluable resource for the community. This is what we are good at and what we would like to do at the Solano County Fairgrounds.

In order to provide an overview of the kind of operation we run in San Jose we have provided current facility images. These are provided for informational purposes only, rather than exact suggestions for our proposed facility for the Solano County Fairgrounds.

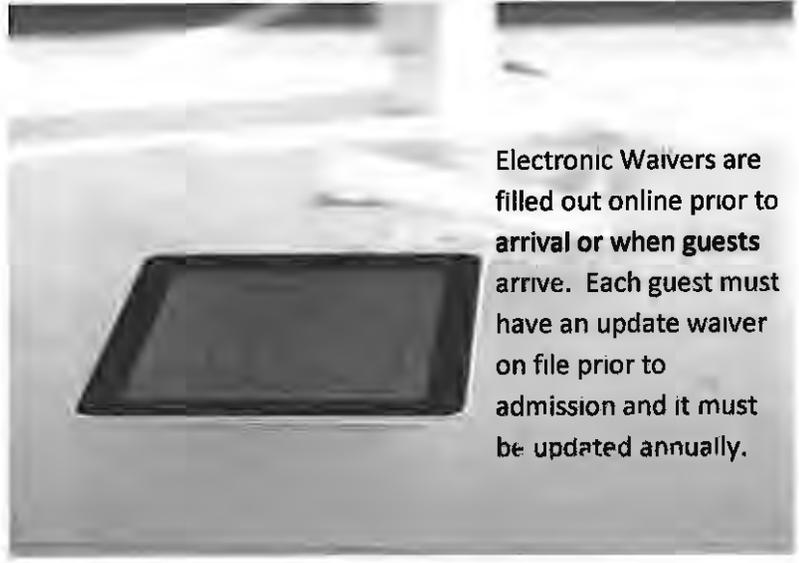
Santa Clara Paintball Entrance and Welcome



Various Facility Images of Santa Clara Paintball



Santa Clara Paintball Electronic Waiver System



Electronic Waivers are filled out online prior to arrival or when guests arrive. Each guest must have an update waiver on file prior to admission and it must be updated annually.

Rental Equipment Wash Stations



Various Playing Fields at Santa Clara Paintball



Various Playing Fields at Santa Clara Paintball



Proposed Site Location for Paintball Facility

Fairgrounds South End Horse Barns and RV Area

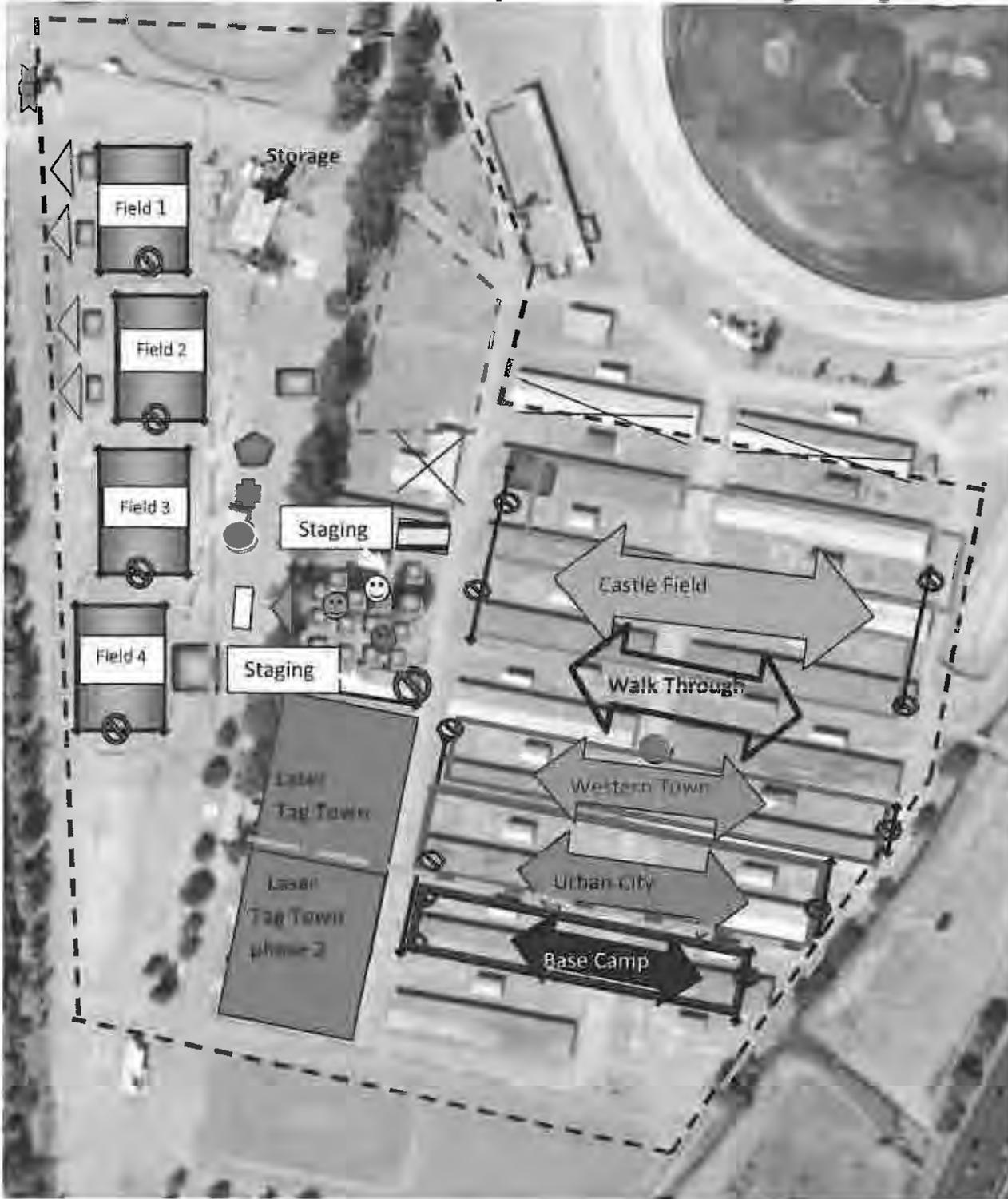


SOLANO
County ★ Paintball

General Field Placement Staging Overview



Solano's New Proposed Facility Layout



- ### Legend
- Recreational Fields
 - Castle
 - Western
 - Urban
 - Base camp
 - Walk
 - Entrance
 - Office
 - Aid
 - Bathrooms
 - Picnic Area
 - Air Station
 - Target Range
 - Entrances
 - Tournament Fields
 - Laser Tag
 - Bleachers
 - Safety Orientation
 - Nets
 - Staging
 - Storage
 - Boundary
 - Parking Lot
 - Phase 2 Construction

SOLANO
 County ★ Paintball

Recreational Field Descriptions

Recreational fields will consist of 4 high concept areas.
Each field will be large enough to host 100-200 players.

- **Castle:**

Large Castle Pieces will be built and placed on barns as well as in between them. This will bring the players back to the medieval times when Kings ruled and Knights where revered. The Castle will stand 16ft high at its tallest point and will have smaller castle bunkers built throughout the playing area.

- **Wild West:**

This one road town with buildings on either side, each having its own theme will bring customers back to the wild west in real life for the ultimate in shoot outs. Designed for safe but exciting games this will be one they remember for sure.
Example Structures: Bank, Hotel, Jail, Church, and Salon.

- **Urban City:**

This is a fun and colorful city that is designed to just let loose in the neighborhood. What we all wanted to do as kids but couldn't. Props such as old cars,, tires, small buildings to create a urban surrounding, skate ramps, corner store such props will be used to transform the customers to the urban city for this friendly battle.

- **Base Camp:**

This "MASH" like base will consist of buildings arranged in a town configuration with different themes First Aid, Weapons Depot, Headquarters, Mess Hall, etc.
Decommissioned military vehicles, trucks, tents, camouflage placed in an organized fashion to compliment the buildings and create the military base like setting.

Descriptions of Recreational Fields & Staging

There will be 4 themed fields built around the old horse stables. Professionally constructed facades will provide the setting for these themes.

- Castle: rows H,G,& part F
- Western Town: rows E&D
- Urban City: rows D&C
- Base Camp: rows C&B
- Laser Tag Park: row 2-5

**Please Review Building
Diagram for Field Placement**

Large Picnic area with trees adjacent barn F

- Comfortably can hold 400 people
- Shade from trees and grass make nice setting
- Create private party areas that can be reserved

Staging and Check in Area: (see included specs)

We will provide a custom trailer for main office and registration

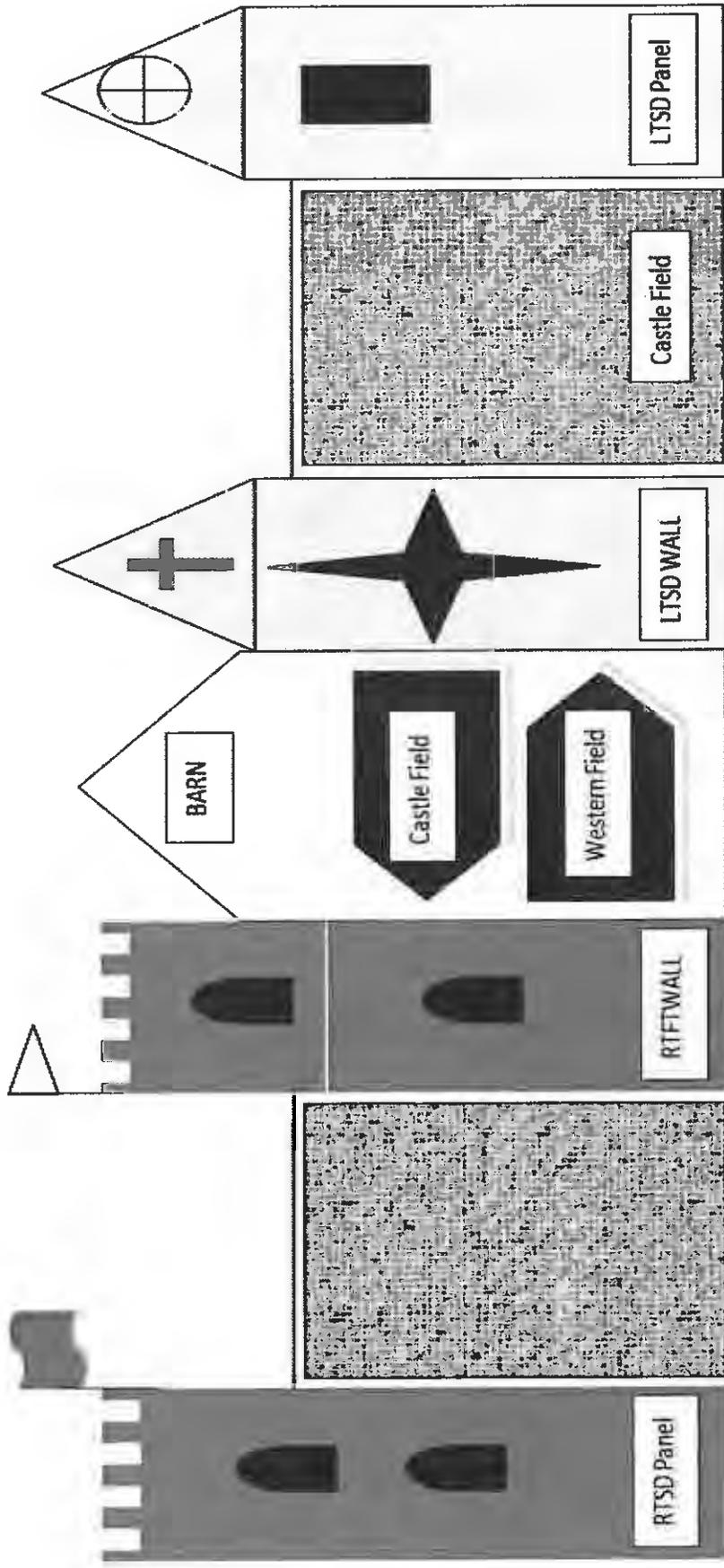
- Rental office & paintball storage
- Check In all players (Rentals, Self Equipped, & Laser Tag)
- Small offices, First Aid Station
- Restroom facilities
- Game Rooms (phase 2)
- Party Rooms (phase 2)

Bleachers for Orientation

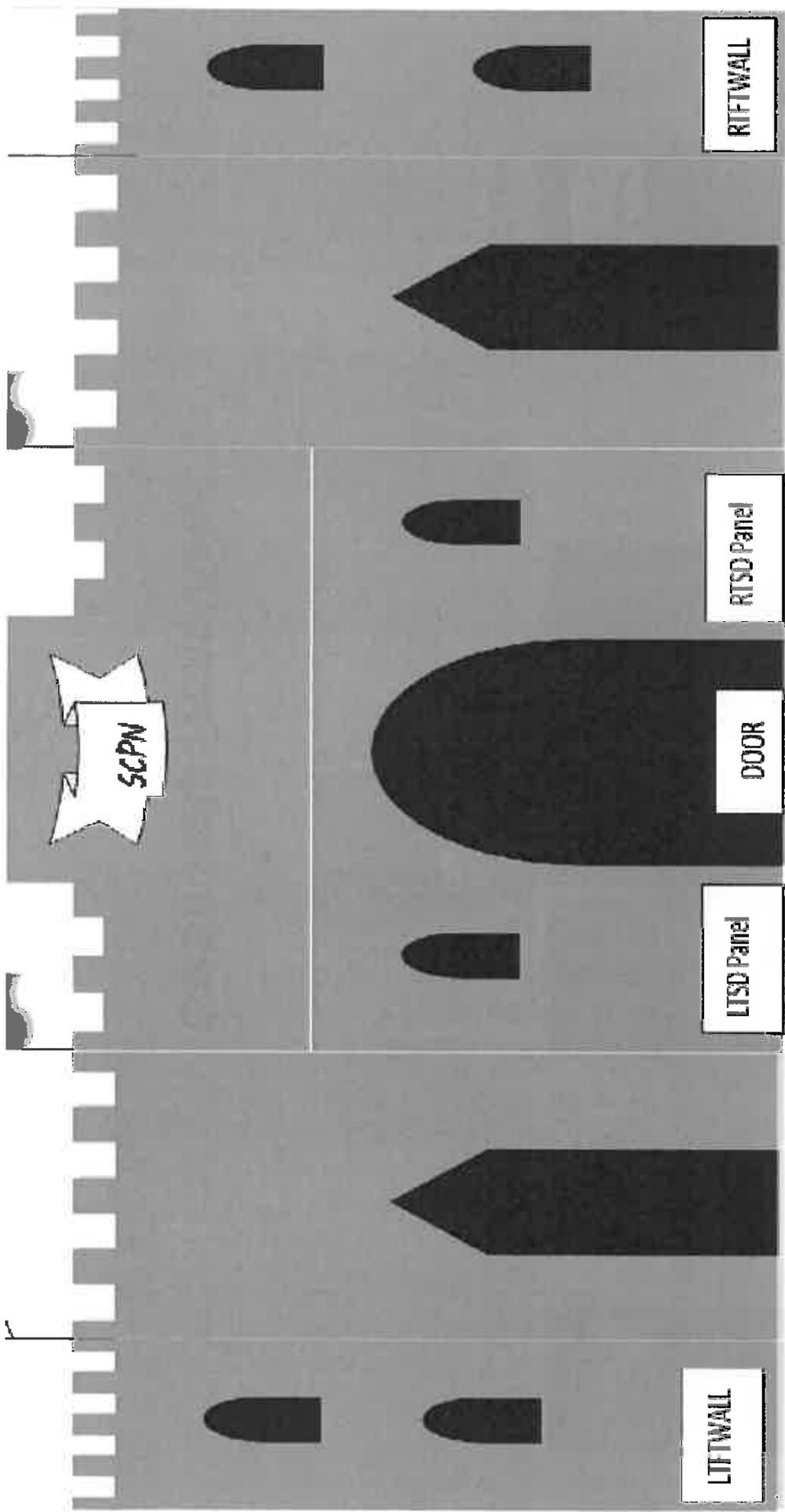
- 200 seats for safety briefings and general orientation
- Used also for viewing area and special events

Air Station

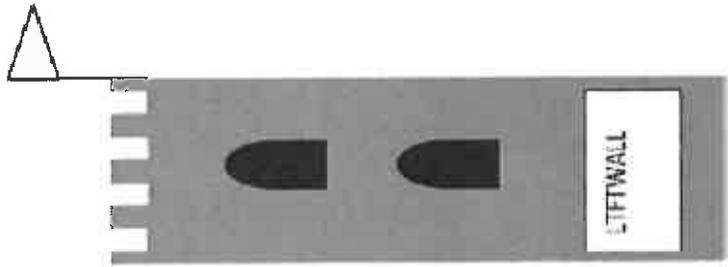
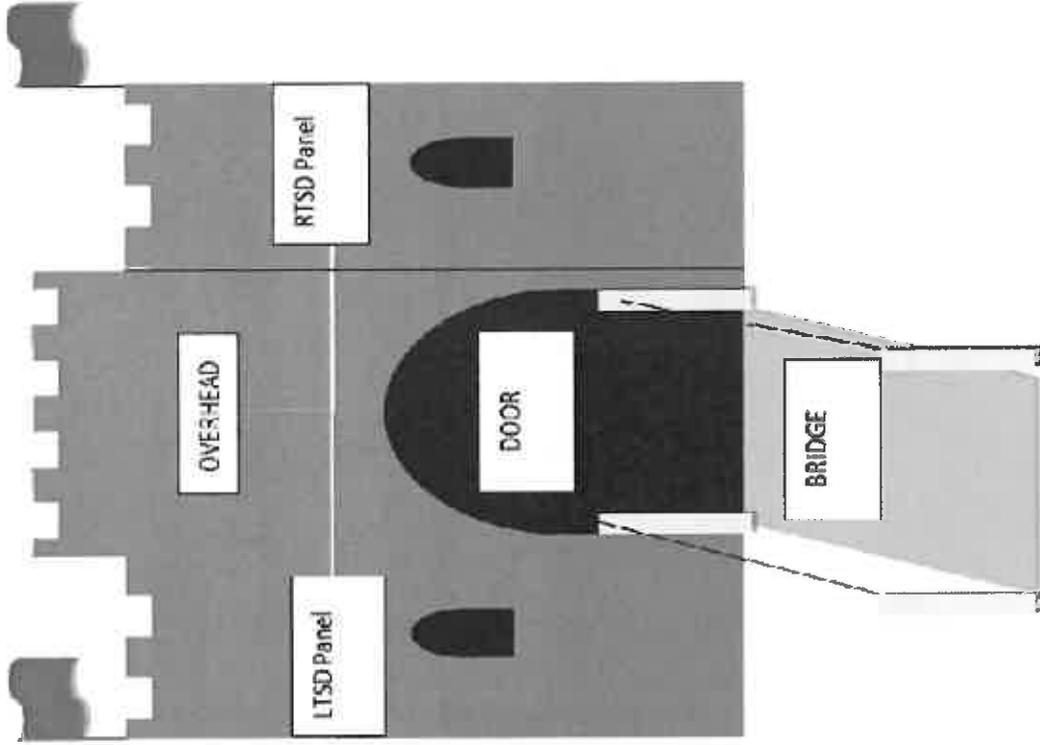
- Air station will be located next to the main office. Hoses are run underground from this central compressor to all air stations throughout the facility.



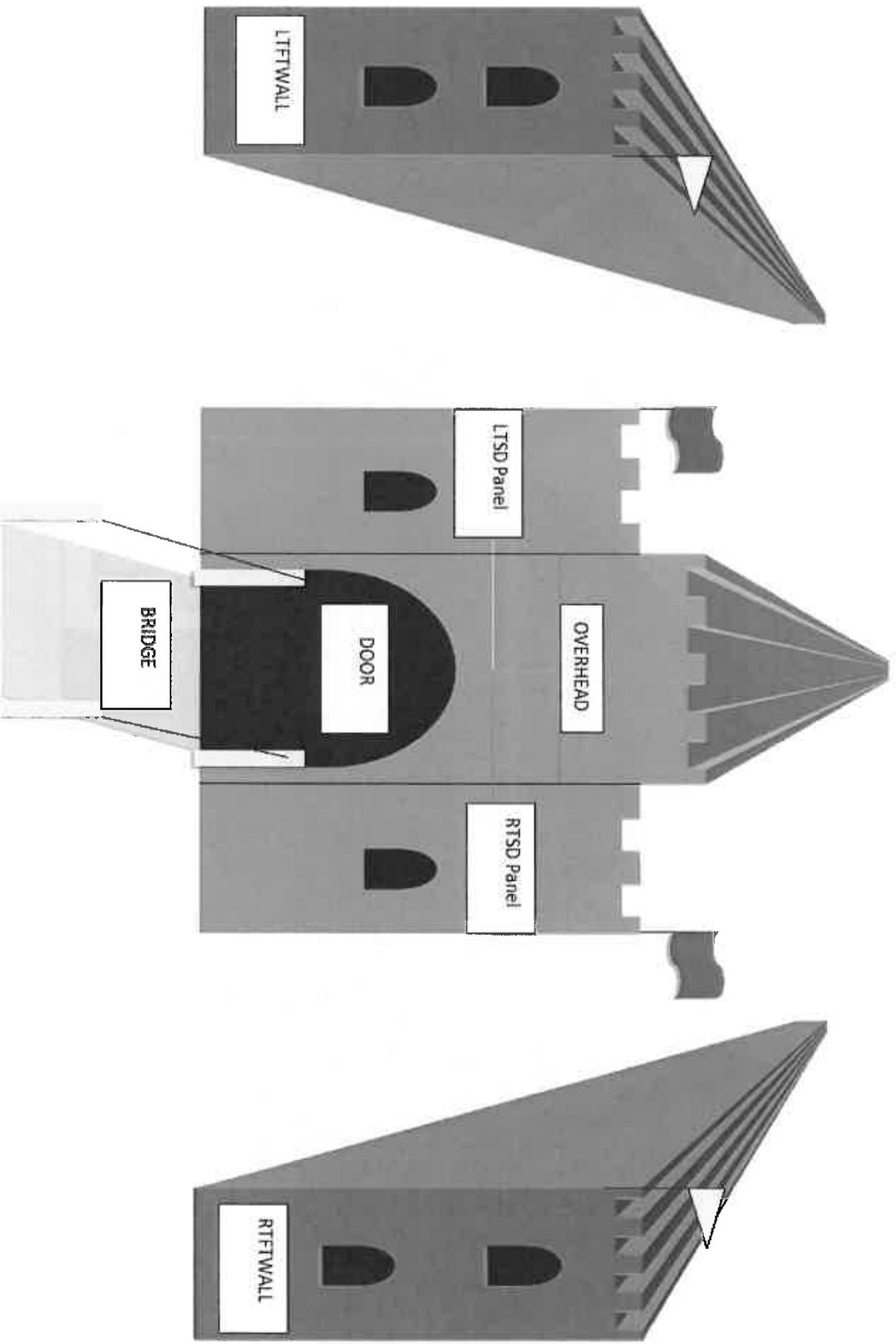
Castel and Western Town Front View



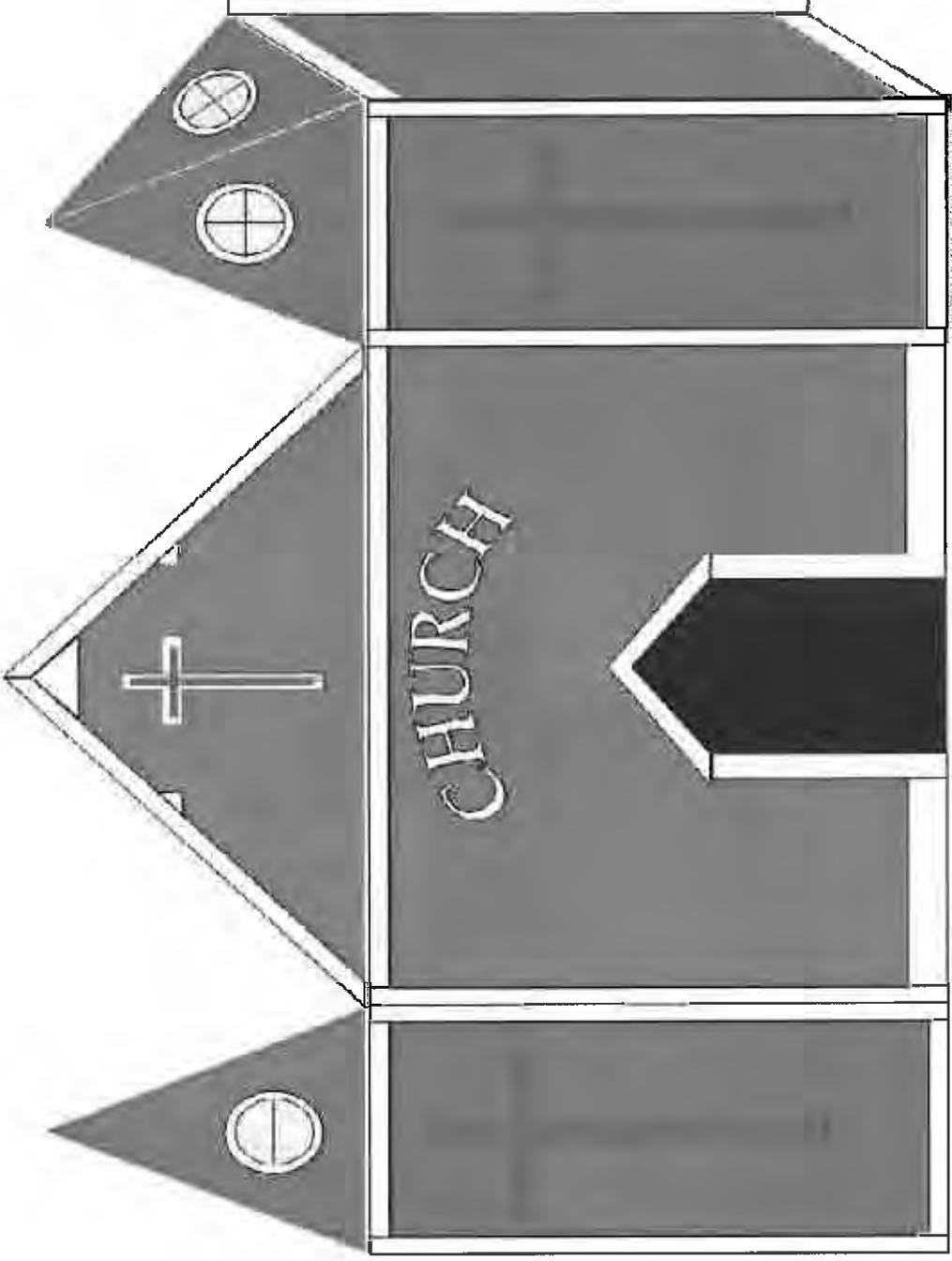
Castle View Side



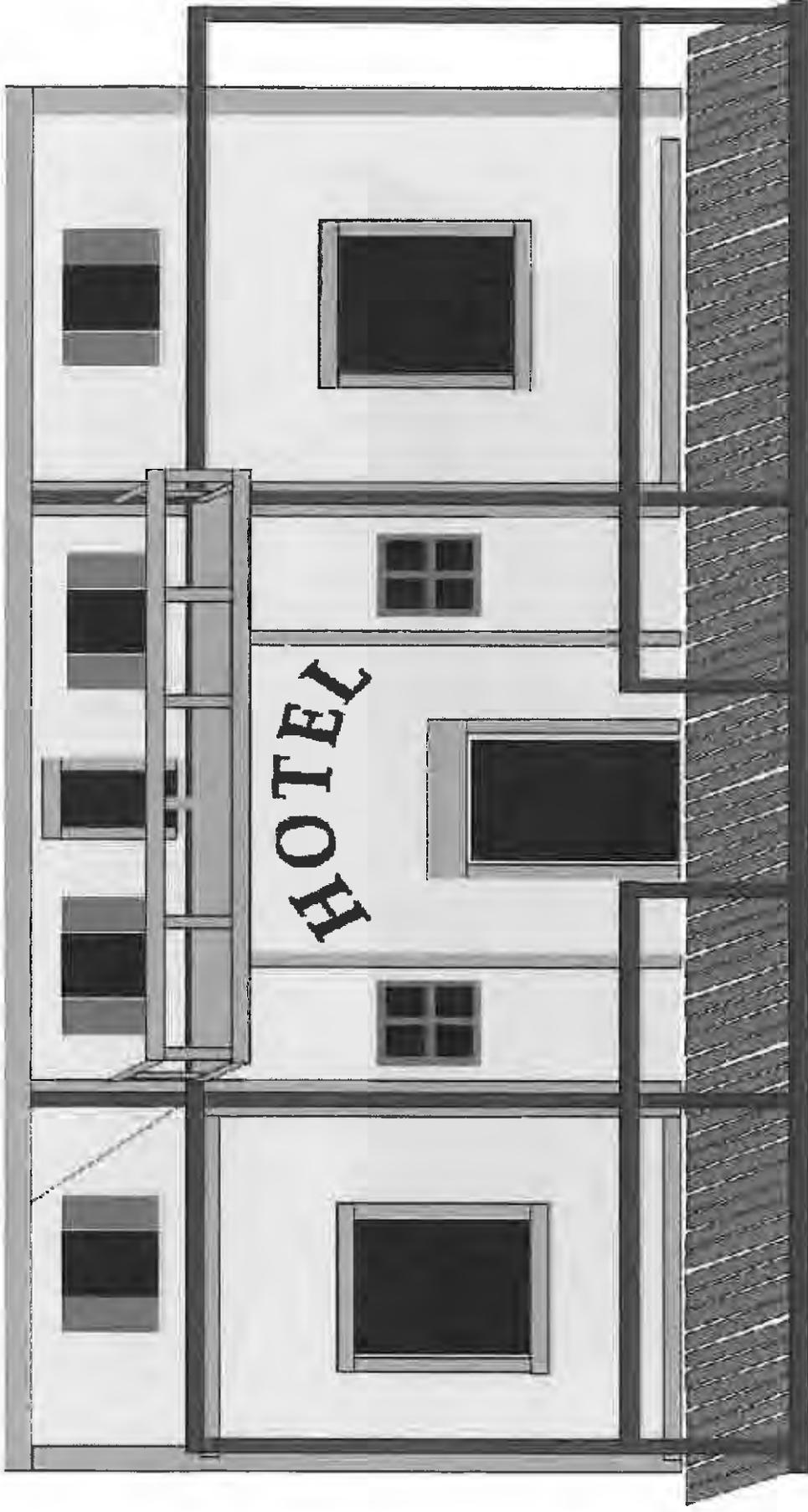
Castle Field Front View



Castle Field 3D View



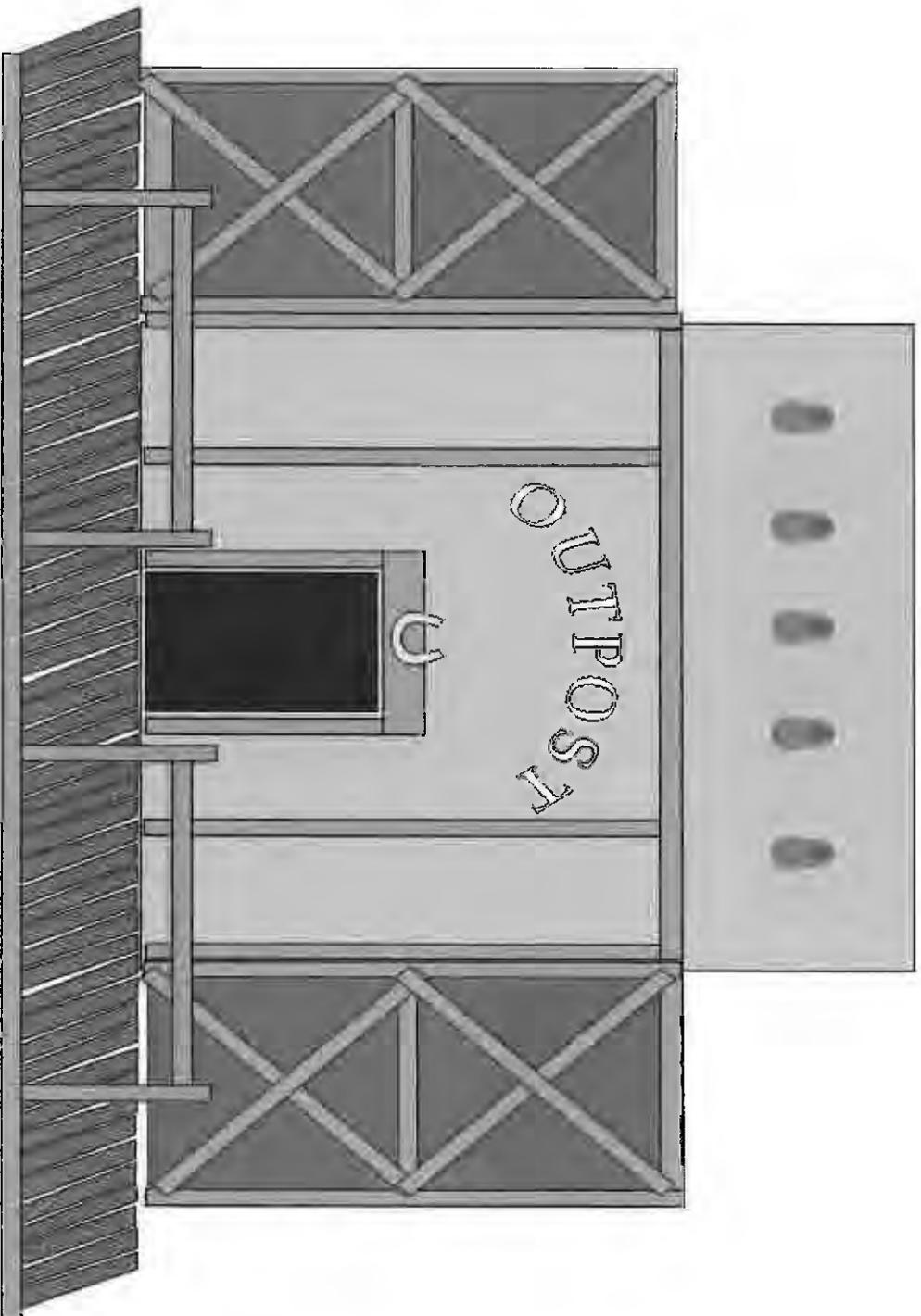
Western Field Front



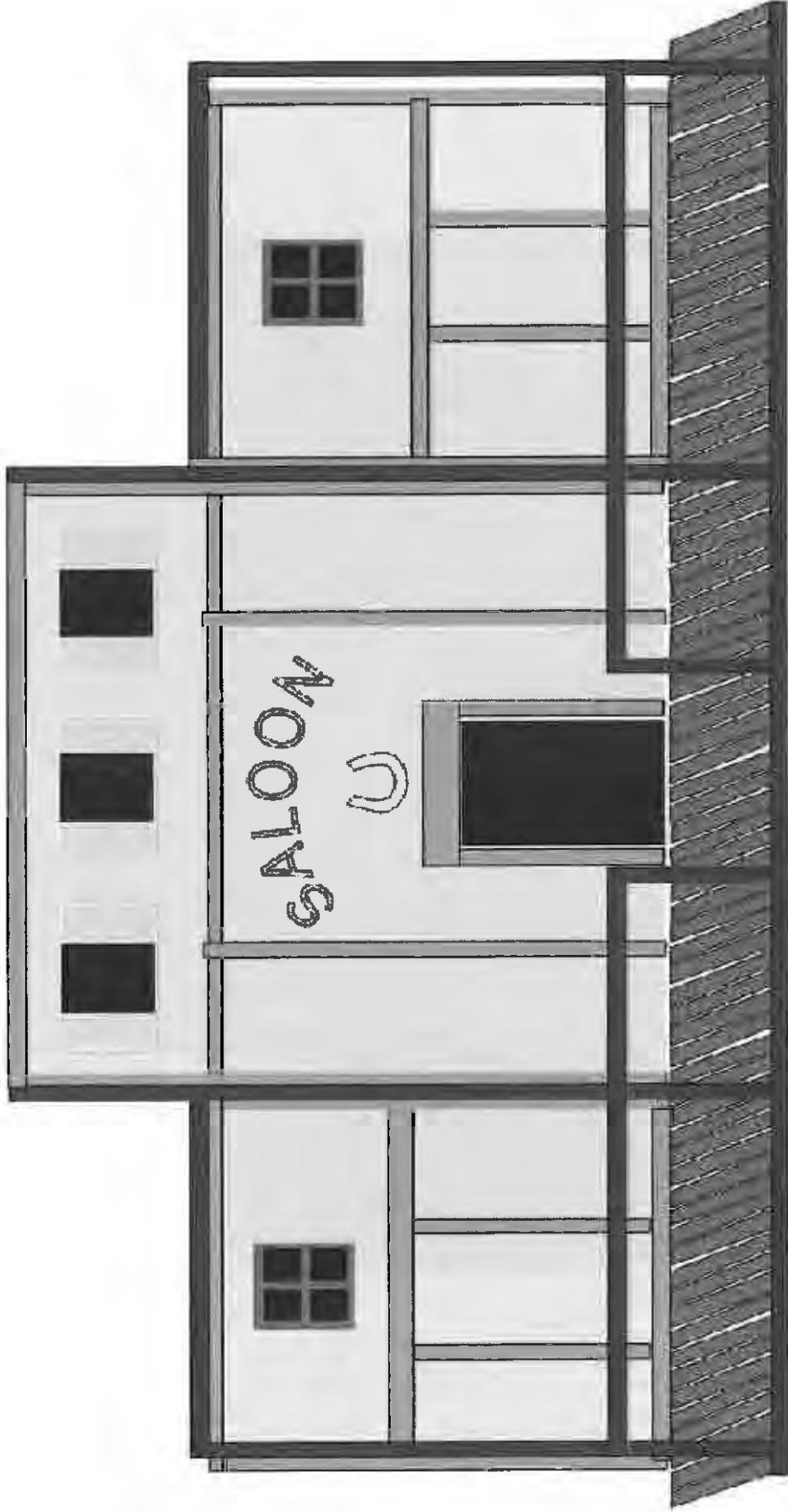
Western Field Side Middle (Hotel)



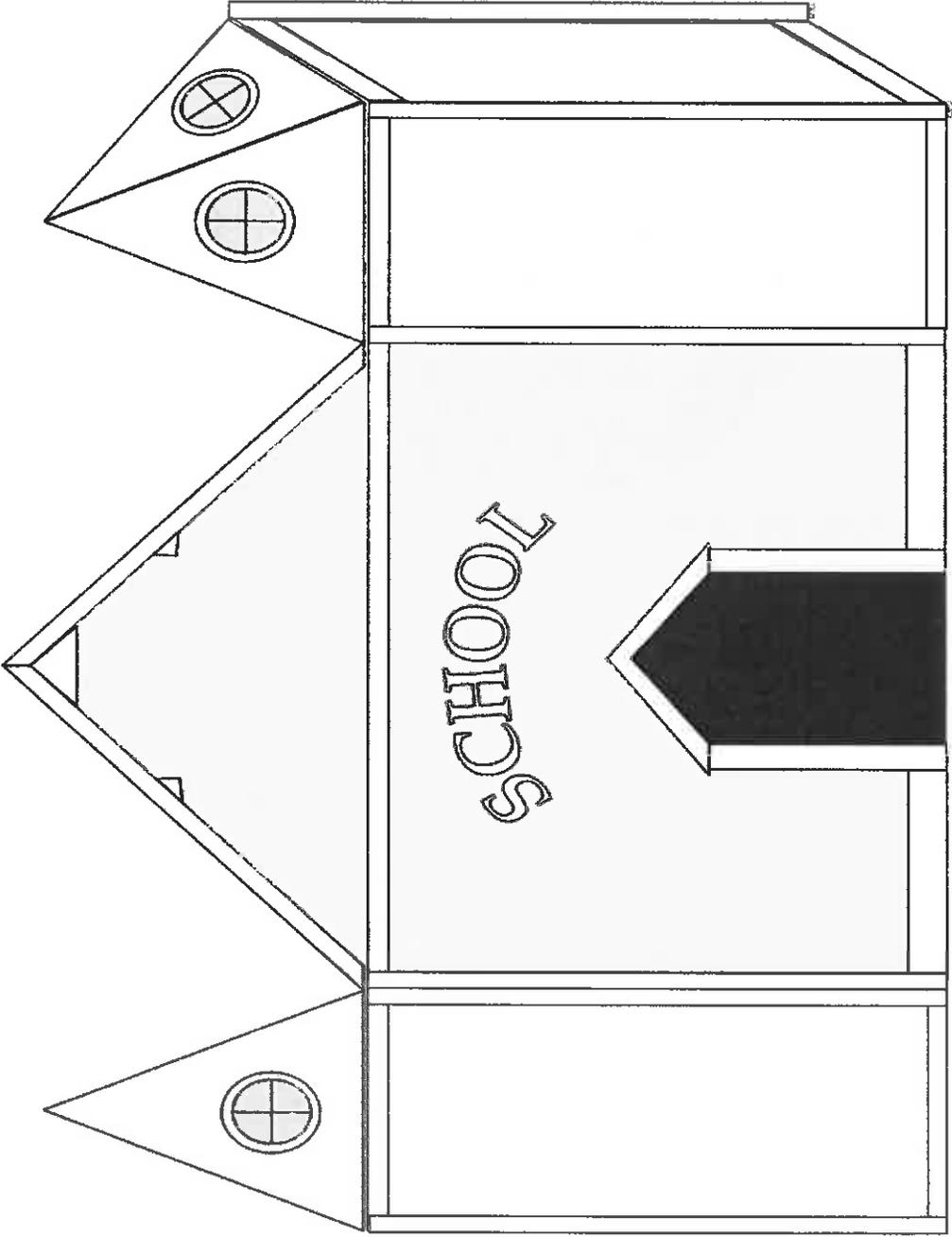
Western Field Back



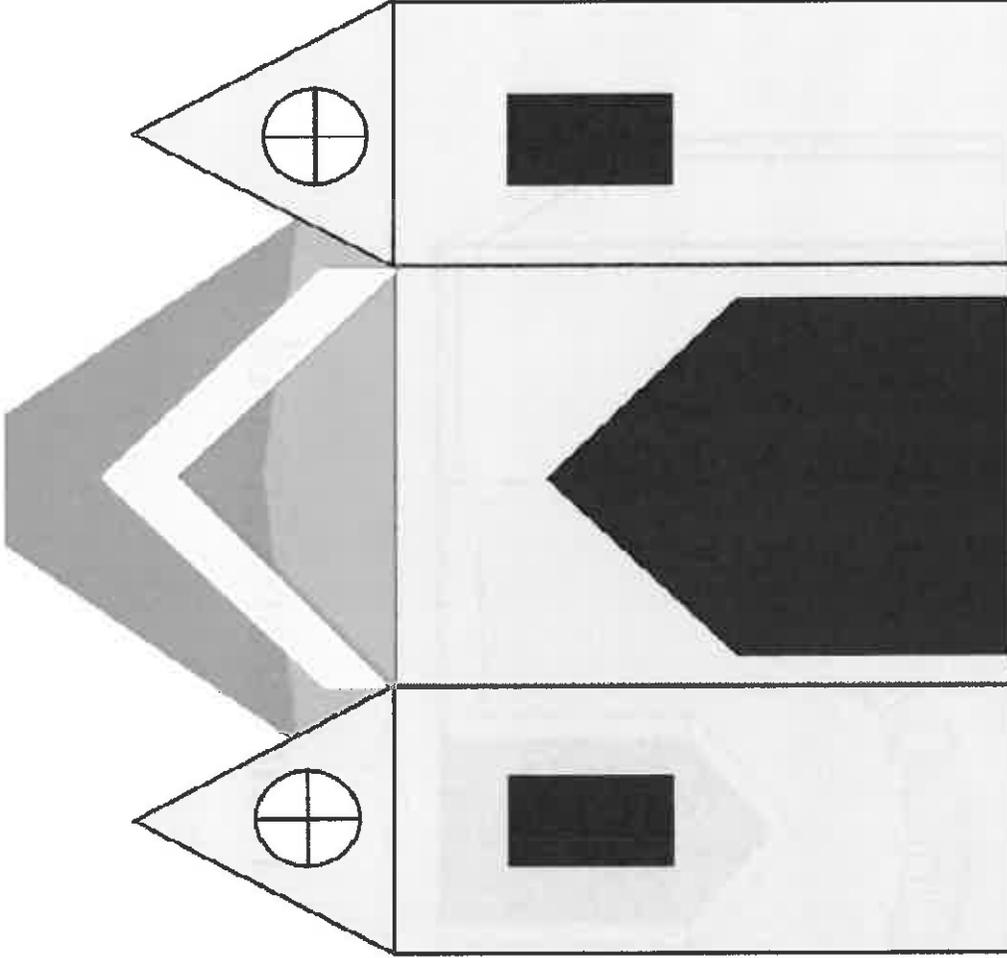
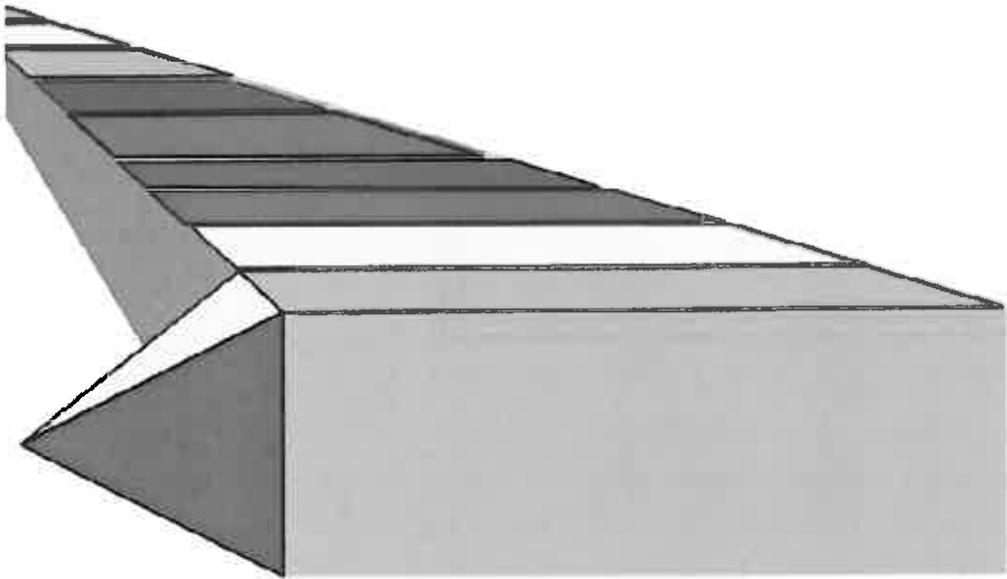
Western Field Back



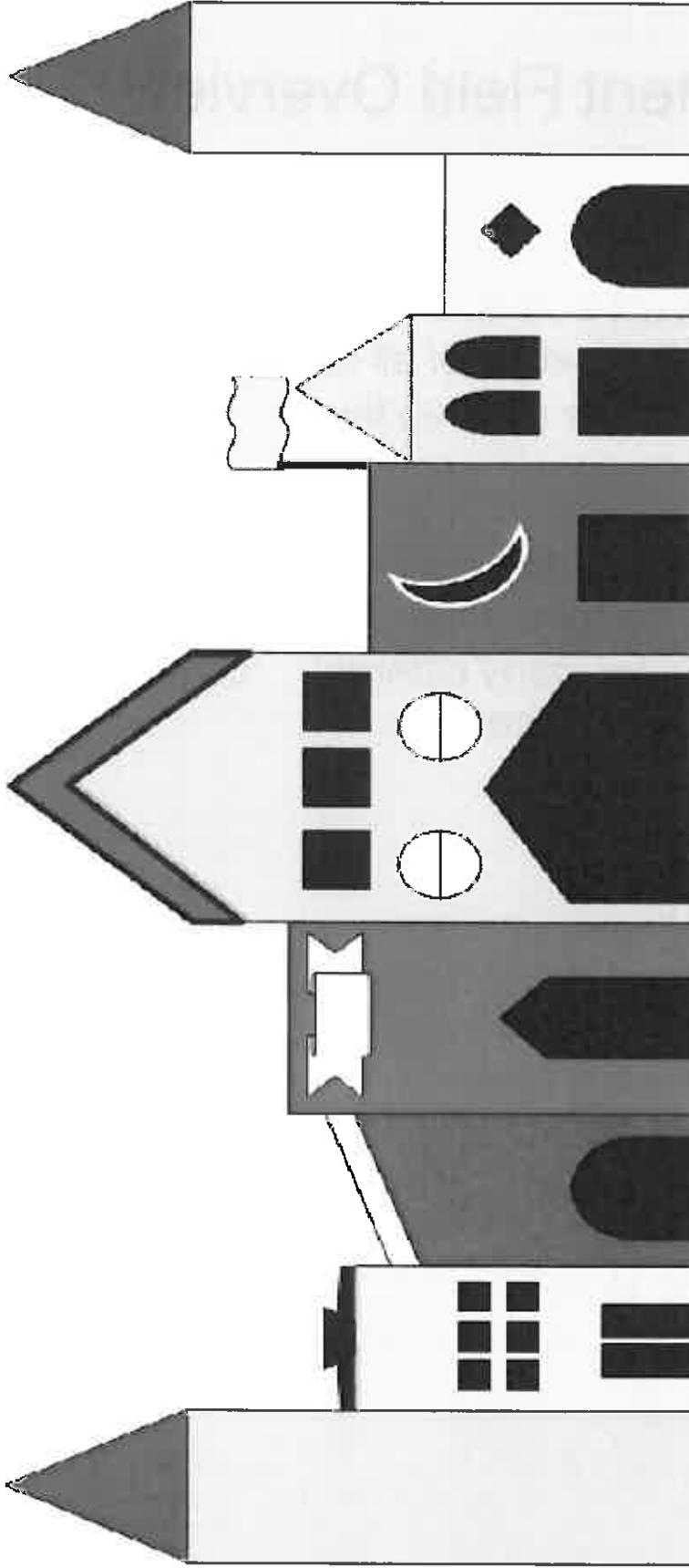
Western Field Middle



Western Field Front School



Urban Field Front view of Left Side



Urban Town Side View

Tournament Field Overview

4 fields each 200'x140'

- Located on the North West side of the stable area
- Size allows for a regulation set-up of all current paintball formats
- High End Artificial Turf will be used as the footing

2 Picnic areas

- Comfortably can hold 130 people each
- Can convert to teams area for events
- Have movable sidewalls for many different configurations for smaller events or weekly practices

VIP Area

- For viewing of Center Court
- Up to 25 people at one time

Grandstands

- 200 seats with a main events area
- Will be able to add seats when a larger event is being held

Air Stations

- High Pressure Air fills up to 4500 psi
- Separate air station for tournament fields. Hoses are run underground from the one central compressor.

Tournament Players Fields View



Two Different Kinds of Customers

Recreational Player VS Tournament Player

Paintball is a sport for everyone. It is one of the few sports where a dad who has never played before can go spend the whole day playing with his son who may be at a different skill level. It is a sport that people as young as 8 year old all the way to 80 years can play. With the new low impact paintball markers the beginners are having more fun than ever.

Since Paintball International is a family recreational company most of what we do caters to the "Recreational Player" however we are a hotspot for teams as well because of the high quality fields and turf we provide.

Recreational Players

These customers come out for birthday parties and team building events. We call them "Rec Ballers" these are players who play for "fun" not for competition. These customers are looking for a good time with friends & family and represent about 75% of our player base. The recreational player is who we target our marketing efforts toward as they are our main demographic.

Tournament Players

Paintball is not just a popular sport for families and groups it is an international competitive sport. Paintball competitions take place all over the globe with mega events taking place here in the US and Canada as well as all throughout Europe and Asia. These competitions draw thousands of players and spectators. Tournament players can make an average income of \$50,000-\$100,000 annually through sponsorships, winnings and teaching clinics. Many professional players travel most of the year playing at different events. Paintball has a ranking system, webcast, and big sponsors such as Rock Star and Coke.



VS



Recreational Players



Tournament Players



Specialized water bladders hold bunkers in place without compromising the turf or players



Explanation of Materials



Poles:

- Most Poles will be 20ft high steel square tubing. Corner poles will be 6in sq x ½ in thick. Side poles will be 4in sq x ¼ in thick. (see diagram)
- All Poles will be sunk into ground 6ft and properly cemented.

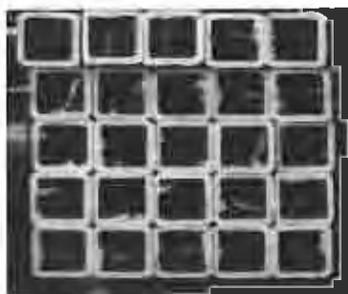
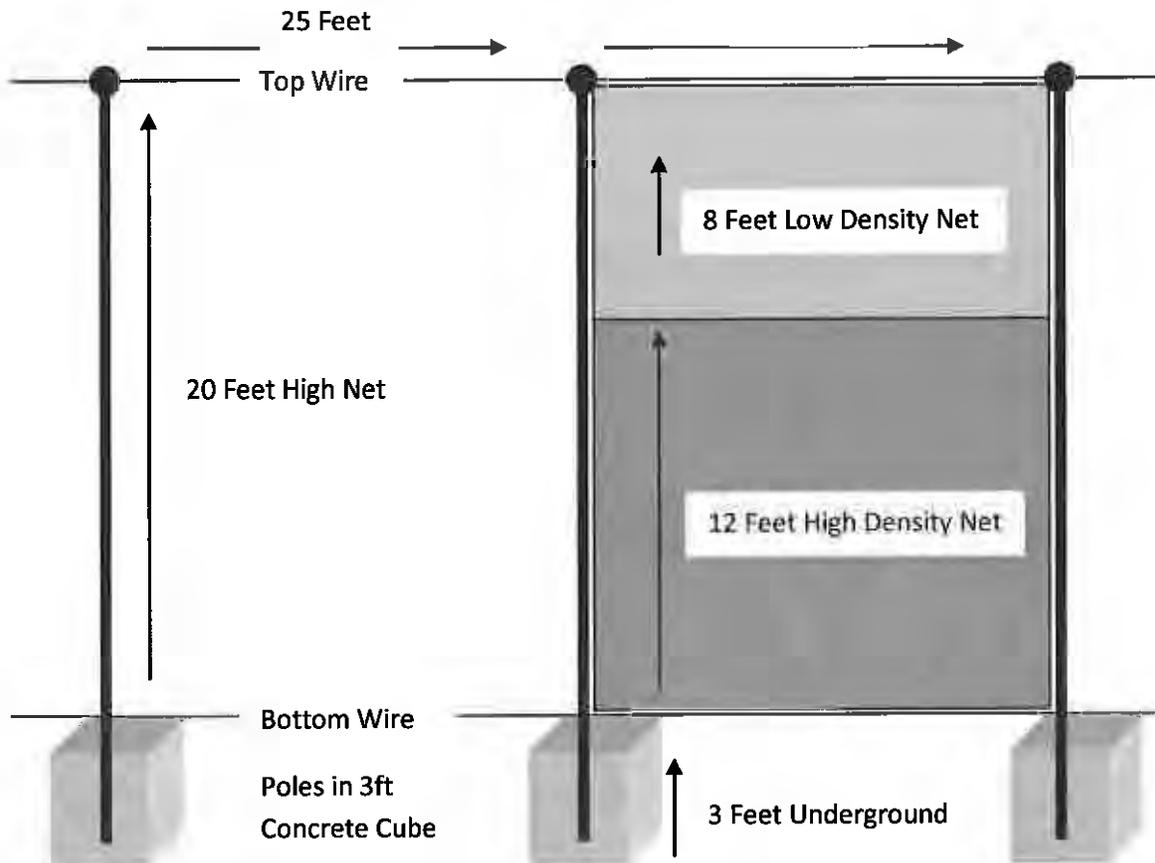
Nets:

- All Nets will be ASTM approved Paintball netting. The netting will be 20ft Hybrid net with the bottom 12 ft high density and top 8ft low density.

Turf:

- Turf will be New Rubber Infill Technology.
- Extra soft Thiolene® Polyethylene Nylon Hybrid Fiber System.
- 1" Length, Heavy Duty Primary Backing, Super Duty PolyUrethane Secondary Backing. 100% UV resilient, 30"/hour drainage capacity.
- 10-year insurable warranty.

Pole Diagram



All Poles will be 20ft high steel square tubing. Corner poles will be 6in sq x ½ in thick. Side poles will be 4in sq x ¼ in thick. (See diagram)

The Turf



- Real grass like turf not Astroturf or outdoor carpet.
- Rubber Infill Technology.
- Extra soft Thiolene®
- Polyethylene Nylon Hybrid Fiber System.
- 1" Length, Heavy Duty Primary Backing, Super Duty PolyUrethane Secondary Backing. 100% UV resilient, 30"/hour drainage capacity.
- 10-year insurable warranty

Paintball Equipment

Paintball, Laser Tag & Low Impact

Markers:

We will be using Tippmann 98 Markers for paintball games and Barracuda by Predator games unique outdoor laser tag system. Splat Master uses JT lightweight all plastic and spring for a *lower impact* version for younger kids.

Protective Masks and Power supply:

V-Force goggles will be used for face protection and 48cu compressed air tanks will be to provide to power the equipment.

The equipment is highly regarded as the best rental equipment available. Compressed air is better overall than CO2 and allows customers a more complete experience by creating less wear and tear on the gear in general while providing a more consistent shot.

Laser Tag uses rechargeable batteries and requires no air while Kids" Splat is spring loaded and requires no air.

POS and Waiver System

We will be using a custom touch screen point of sale solution specifically designed for our paintball operations. The system makes registration quick and easy and allows detailed reporting. Our waiver system will be electronic and will be included in our reservation process for easy check in and party planning.



Air Compressor

We will be using a state of the art compressor system that allows us to fill multiple tanks simultaneously. It also allows us to have several fill stations located throughout the facility which allows us to provide air to customers in more locations around the park.



Laser Tag Facility



Laser Tag- General Info



Laser tag is a sport loosely related to the original game of tag. While seen by some as having more relation to the sport of paintball, laser tag differs mainly in the technology used, rather than the environment it is played in. Similar to paintball, there are different styles of play. Variation means that there's a style of laser tag that can appeal to almost anyone, from military, to team building activities to kids just having fun.

The Games: Team and Solo Games The two most common laser tag games are **Team Games** and **Solo Missions**. Both usually feature an unlimited amount of ammunition, and an unlimited number of lives. In a team game, teams are distinguished by different colored LEDs. In solo missions, everyone is fair game for everyone else, though informal teams and packs are sometimes formed

Elimination Games Elimination allow each player a limited number of lives, which are lost by being tagged, and may be played in team or solo variations. When a player has no more lives their game is over and they must leave the arena. The main objective is elimination, to be the last team with players still surviving. The game ends when only one team or person remains.



SOLANO COUNTY LASER TAG PRICES

Prices for games at Solano County Laser Tag

Prices are per person:

1 Game \$8.00

3 Games \$20.00 (Aprox. 60 min)

All prices include:

Admission to Laser Tag Town, Rental of Laser Tag Tippman 98 gun, HP tank, Air fill, Battle Mask, and Orientation.

Open For Reservations

Wednesday and Friday 4-10pm

Saturday & Sundays 9-5pm



WE ALSO OFFER MOBILE LASER TAG! PROPOSED PRICES AND INFORMATION

Mobile Laser Tag....

Bring the fun of laser tag to you with our mobile laser tag events. You choose the location and time and we provide the excitement, the fun, and a safe memorable outdoor laser tag experience. We have flexibility in where we can set up your mobile party. **Back yards, front yards, or your local park we come to you and do the hard part!!!**

Mobil Events and Party Prices

All mobile laser tag parties require a 10 player minimum

The cost is \$25.00 per player for three games (approx. 1 hour)

Additional time:

\$8 per player (2nd hour)

\$10 per player each hour (3rd hour and up)

Party prices include staffing, equipment, orientation, set up and take down of playing area.

Equipment includes: Rental Tippman 98 Laser Tag Gun, HP tank w/ air fill & Battle Mask

**** Additional \$50.00/hr charge if you would like your party after 8:00pm**

We will need a signed wavier for each player, which we will provide on the day of the event or you can download them from our website under the waivers link.

To book your event we require a 50% non refundable deposit payable at the time of your reservation. The balance will be paid on the day based on the player count and length of the event.

**** We require 72 hours notice to schedule a mobile event. We require 48 hours notice for a cancellation or a re-schedule. If proper notice is not given, the card on file will be charged the 50% non refundable deposit made at the time of the reservation**

Development Plan



We propose two distinct phases for the facility development. Phase one the Recreational Park and phase two the Tournament Park. These two parks will serve different clientele. We will build three recreational fields, one tournament field and one laser tag town in the first phase. This will establish our customer base, awareness of the park and create a local following. This will produce the most immediate impact on the public, local youth, businesses and corporations.

Once all the fields in *phase one* is complete, we will discuss a timeline to begin *phase two* construction which primarily will focus on the tournament park.

The Tournament Park will have industry sponsors creating excitement about the newest state of the art facility opening in Northern California. The tournament park will be designed for the highest level of player participating in team practices and scrimmages. It will host large events from regional and national paintball tournaments, beginner youth events, clinics, and corporate sponsored events. The tournament park will be a practice facility for the tournament players. It will be an additional resource for the city to increase business to local hotels and restaurants.

Phase 1: 4-6 months

Build the Recreational Park consisting of three themed fields (Castle, Western Urban) one Tournament Field and one Laser Tag Town. Complete the staging areas, target ranges and picnic facilities. Promote it to the local community and businesses in order to start establishing our customer base.

Phase 2: 3-4 months

We will build the Tournament Park, three additional world class fields with turf throughout playing areas, bleachers, team paddocks, viewing areas and the base camp field.

We will begin to market the new tournament fields, develop a home team, and secure sponsorships and events for 2016 & 2017

Develop a team representing the Solano Park (establish a home team.) Introduce the public to the finished facility by hosting a large tournament event for its grand opening.

Construction Timeline



Phase 1: 4 Paintball fields 1 Laser Tag Town

3 Recreational & 1 Tournament Field, One Laser Tag Town

Estimate Time Frame for Construction:

Resubmit updated plans for approval	11/12/2014-12/12/2014
Removal debris and clean up of area.....	2 week
Building of 3 themed sets for placement at park (store on site)	
Castle, Western, Urban City and Laser Tag Town	12 weeks
Leveling if needed(fill no cutting).....	3 days
Drilling and Installing Poles	2 week
Entry and Main Road to Park.....	2 week
Parking Lot	1 day
Registration (setting up office, computers and phones)	
Installing lights and sound system.....	2 days
Frame and Install 3 Themed Fields.....	8 weeks
Place poles and build 1 Tournament field.....	3 days
Lay turf tournament field.....	5 day
Installing nets throughout.....	1 week
Underground Air Supply.....	2 day
Staging Area.....	3 days
Picnic Facilities.....	1 day
Viewing Area.....	1 day
Target Ranges.....	1 week
Proposed completion time.....	4-6 months once started

Phase 2: Tournament Park and Base Camp

3 Tournaments Fields 1 Recreational Field

Grading.....	2 weeks
Laying of base/ DG on playing area.....	1 week
Staging Area.....	1 day
Viewing Area.....	2 days
Installing Field Poles.....	1 week
Installing Light and Poles.....	1 week
Installing Turf.....	1 week
Installing Nets.....	1 week
Air Supply.....	1 day
Bleachers/Vip Area.....	1 day
Target Range.....	1 week
Framing and install Base Camp.....	1 week
Proposed completion time.....	3-4 -months



Materials and Cost Breakdown

Phase 1

<u>Item Description</u>	<u>Unit Price</u>	<u>Total</u>
Infrastructure- Basic Water and Electrical. Restroom Facilities with Sink.		Provided by Facility
Pre Construction: Building Department and Permitting General clean and freshen up of main areas 10,000		TBD
Recreational and Tournament Fields		
3 Themed Recreational Fields Castle, Wild West & Urban	50,000.00	150,000.00 Avg
1 Tournament Field Deluxe 10 man tactical field with 60 tactical smart-bunkers	7,000.00	7,000.00
1 Laser Tag Town-Set Construction	10,000.00	10,000.00
60 24 ft long 4" Square Steel Poles	216.00	12,960.00
24 Lights- Stadium quality, wire included mounted on telephone poles	500.00	12,000.00
Cable 6800ft (Enough for both Rec and Tournament) Labor (Crew of 5 for 6months)	.10 ft	680.00 110,000.00
2 POS systems with digital waivers and wristband printers	3,600.00	7, 200.00
Additional equipment rental for construction	12,500.00 estimate	12,500.00
Nets ASTM approved Paintball netting. All net will be 20ft Hybrid net with the bottom 12 ft high density and top 8ft low density	15,000.00	15,000.00
Main Office: setting up of temporary modular building with earthquake retrofitting		25,000.00
		Subtotal 362,340.00
<u>Rental Equipment and Office</u>		
200 Tippmann 98 Rental Gun with hopper, barrel cover,	129.98	25,996.00
200 Rental Mask – V-force	30.00	6,000.00
200 HP air tank 47CI/3000 PSI	60.00	12,000.00
200 basic hopper - clear view	5.00	1,000.00
15 mask - referee, yellow	40.00	600.00
200 chest protector	24.95	4,990.00
5 chrono radar - table	300.00	1,500.00
10 chrono radar - handheld	80.00	800.00
Air system – High End Compressor with panels	complete system	25,000.00
100 custom lens replacement for V-force	19.98	1,998.00
300 Custom barrel covers	5.00	1,500.00
		Subtotal 81,384.00

Total Materials and Start Up Cost for Phase 1 Construction.....	\$443,724.00
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Materials and Cost Breakdown

Phase 2

<u>Item Description</u>	<u>Unit Price</u>	<u>Total</u>
Recreational and Tournament Fields		
1 Themed Recreational Fields		
Base Camp	30,000.00	30,000.00
3 Deluxe 10 man tactical field with 60 tactical smart-bunkers	25,000.00	75,000.00
150 24 ft long 4" Square Steel Poles	250.00	37,500.00
15 Lights- Stadium quality, wire included mounted on telephone poles	500.00	7,500.00
Nets ASTM approved Paintball netting. All net will be 20ft Hybrid net with the bottom 12 ft high density and top 8ft low density	9,000.00	9,000.00
Staging Area and Team Paddocks	10,000.00	10,000.00
3 fields Artificial Turf - bulk - 25,000 sqft each	1.48sqft	111,000.00
1 Computer and Point of Sale program	3,600.00	3,600.00
5 chrono radar - table	300.00	1,500.00
10 chrono radar - handheld	80.00	800.00
5 Fill station - dual valves	59.98	299.90
Signage	various	2,000.00

Total Materials and Start Up Cost for Phase 2 Tournament Facilities.....	\$288,199.90
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General Operations Information



Marketing:

All marketing will mention our distinct name and be specifically aggressive in San Francisco, Marin and the surrounding areas.

Signage: We own our own sign making machine and workshop. We will have all the proper directional and safety signage throughout the facility. At the entrance of the facility we will have signage that welcomes customers to the new facility and reminds them of the tournament park soon to come. We will have many signs posted throughout the facility. They will all be clean and branded. (To be approved by fair management and county at their request)

Staff: We will hire and employ knowledgeable and experienced staff to help run the day to day operations such as referees, cashiers, and assistant management. All potential employees will be submitted for Megan's Law approval 30 days prior to opening. They will go through our standard hiring process which includes a criminal background check.

Safety: Paintball International adheres to the strictest of safety standards and certifies all management and specialty staff regularly. We enforce and teach the safest techniques and requirements in the industry at all times.

Insurance: Paintball International will provide comprehensive insurance for the required amount of coverage for both bodily injury and property. Paintball International Inc has never had a claim against any of our facilities.

We will provide workers compensation for all employees through our State Fund worker compensation policy.

We will provide proper coverage for all vehicles and property on site

Marketing Plan

Marketing Goals for Solano County Paintball Facility

- To create brand/park awareness
- To create and increase participant levels
- To create park revenue
- To expand strong relationship with the Solano County Fairgrounds and its community

I. Basic Recognition:

- Websites
- Daily Deal Marketing- include in our large network of Bay Area fields
- Marketing flyers
- Information Lines
- Social Networks (Myspace, Facebook, Extreme Sport Forums)
- Ticket Marketing

II. Local and Community Marketing: Continuing to build a strong relationship with Solano County and the Services through various outlets

- Newspapers
- Entertainment Locations (i.e. Movie Theatre, Bowling Alleys)
- Offer Family and Corporate Discount Packages
- Cross Promotion with other youth organizations and facility recreational facilities
- Non-profit Groups and fundraiser opportunities

III. Paintball Community: Direct Marketing to Endemic Resources

- Stores
- Other fields the buzz spreads fast
- SEO optimization
- Professional Teams
- Booth Space at events (local fairs and shows)

Additional Marketing

IV. Surrounding Communities

Participate in Non-Endemic Events/Locations

- Malls
- Tickets
- Local Business
- Skate parks
- Community Center
- Youth Centers
- Church Organizations

V. Event Companies

Develop partnerships with Event Marketing Companies

- Offer Discount Packages to large groups
- Corporate Outings

VI. Schools

Establish relationships with Schools

- Jr. Highs
- High Schools
- Colleges
- Trade Schools

VII. Public Relations

Consistently send out press releases to Endemic and Non- Endemic Media

- Press Releases will contain park information
- Specials
- Upcoming Events

VIII. Unconventional Advertising/Creative Other

- Gorilla Marketing
- Billboard Advertising
- Membership Program
- Rewards program

Promotions to be conducted

Tournament Park Promotions:

- Regional Paintball Leagues (The 5 currently operating and looking for venues)
- Local tournaments
- Beginner Tournaments

Other Events we would go after to host events at our park

- PSP (National Level League) – usually fills 2,000 room nights
- USPL (National Level League)
- RPL Series (Regional League)
- Plus more

League Play: Recreational and Tournament

- Solano County Paintball League-A monthly low cost league
- League Nights-Seasonal weekly low cost leagues
- Clinics-Partnerships with Professional teams and players to host monthly clinics
- Paintball School-Summer Camp for Middle/High School ages
- Teen Specials Paintball League-Friday and Saturday Night Low Cost Teen Nights

Fundraising Event:

- High Schools
- Non –Profit
- Sports Leagues
- Church"s
- Charities

Maintenance of Paintball Fields

General Policy:

Keeping the fields clean and the area nice is mostly about diligence and consistency. The more regularly we maintain and clean the fields the longer they last and the better they look. Our staff has cleaned paintball field events with 10 million paintballs on the ground and thousands of people in attendance in 48 hours. We know how to clean paintball fields and how to properly present the fields to the public.

Tournament Fields:

All tournament fields will be cleaned daily with a weekly deep cleaning extra Paintballs will be pushed to one side of the field using blowers and rakes. They will then be picked up by shovels and wheel barrels and brought to dumpsters. Bunkers will be washed with squeegees and power washed weekly.

Recreational Fields:

All Recreational fields will be cleaned weekly with a quarterly deep cleaning Props will be cleaned weekly and regularly checked for safety. Props will be repaired and maintained weekly.



Waste Disposal Procedures

Paintballs

Used paintballs from fields will be collected using shovels, rakes and wheel barrels and thrown away in dumpsters.

Cardboard

All Cardboard will be compacted and placed into recycle containers

Common Garbage

All garbage will be collected as needed and placed into dumpsters (at least two times daily while operational) by onsite staff.

Dumpsters

Dumpsters will be placed in convenient locations away from public and emptied when full.

Trash Cans

Trash cans and recycling cans will be placed throughout the facility. We have staff that will regularly pick up trash and recycling during and after our operating hours.



SOLANO

County  Paintball

Proposed Price Structure and Operating Times for Paintball

All Inclusive Rental Packages SATURDAY and SUNDAY

Sat-Sun Hours: 9am-5pm

Rental Package #1: \$60.00 per person includes

- Full Day Admission
- Semi-automatic paintball marker
- Full face shield and battle mask
- 500 rounds of ammo
- Unlimited air to power your equipment Rental air available up to 3000 psi*

Rental Package #2: \$70.00 per person is rental package #1 with 1000 rounds of ammo

SELF - EQUIPPED PLAYERS

ADMISSION

- Full day: \$25

AIR PRICES:

- Compressed Air or CO2
- One fill \$5.00 (any size tank)
- Unlimited fills \$10.00 (must be playing at facility)

No Scubas are allowed on premises or in parking lot

PAINT PRICES:

*Paintballs:

- \$20.00 per 500 paintballs
- Rec Sport - 49.99 per case of 2000 rounds
- Formula 13 - 54.99 per case of 2000 rounds
- Premium - 59.99 per case of 2000 rounds

*Prices may vary depending on the market.

*** All outside paint is subject to a \$10 service fee per person per day

WEDNESDAY: Open 4pm - 10pm

Rental Package: \$45.00 per person includes:

- Admission
- Semi-automatic paintball marker
- Full face shield and battle mask
- 500 rounds of ammo
- Unlimited air to power your equipment

*Field paint only with use of rental equipment.

Self- Equipped: \$15.00

- Admission
- Unlimited air to power your equipment

OR...BUY a case at regular price (\$50) and get your admission and unlimited air for FREE.

FRIDAY: Open 4pm - 10pm

Rental Package: \$50.00 per person includes:

Admission

- Semi-automatic paintball marker
- Full face shield and battle mask
- 500 rounds of ammo
- Unlimited air to power your equipment

Self- Equipped: \$20.00

- Admission
- Unlimited air to power your equipment

OR...BUY a case at regular price (\$50) and get your admission and air for \$5.00.

*** All outside paint is subject to a \$10 service fee per person per day.

A Partnership with the Solano County Fairgrounds



Proposed Partnership Structure:

Our interest in partnering with the Solano County Fairgrounds is to build a relationship where as Paintball International runs a year round world class paintball facility and laser tag park in the horse barn area of the fairgrounds property. We will provide all the management, labor and materials for construction, expansive marketing and general operations for the facility while the county helps to provide the use of land, water, electrical and available construction equipment to create the infrastructure and build the park.

In exchange the fairgrounds would receive a reasonable monthly rental fee for the use of land while Paintball International would be given a multi year lease agreement to operate a year round facility. Paintball International is committing to invest in improving the current state of the fairgrounds. We will bring consistent revenue while bringing a healthy family activity to the local community and surrounding areas.

We propose that the fairgrounds help to provide the initial infrastructure such as bathroom facilities and if needed help with the construction of these amenities while Paintball International invests in construction materials for the playing fields, labor, start up operations and marketing. This partnership will get the project moving quickly.

Through this partnership the county benefits from steady year round revenue to the fairgrounds and increased tax dollars to the county as well as the positive impact the facility will have on the community, youth and local businesses.

By helping to expedite the construction of the facility we can take advantage of the upcoming marketing season and start promoting this new and exciting facility to the local youth and community.

Requested Terms for Multi Year Lease:

Paintball International is asking for a minimum 5-10 year lease with the first right of refusal to sign a new lease at the date of renewal if all terms have been fulfilled. We would like to have water and electrical provided to the site. It is our understanding that the fairgrounds will install meters and bill us accordingly. We would also like access to unused bleachers when available.

Possible Alternate Site Location

South End Infield



If this alternate site becomes a viable option the clear visibility from the highway would require a more detailed design resulting in a larger investment.

Paintball International is positioned to construct and maintain a more comprehensive theme based facility and welcomes the opportunity to develop a "showstopper".

With the proper terms in place to recoup our investment, a facility in this location could soon become one of the nicest and most recognized in North America.

As mentioned previously, our location at the Santa Clara County Fairgrounds while well position, does not provide the type of lease options to make it viable for us to invest into this type of development.

We are currently working with the Santa Clara County Board of Supervisors as they discuss including us in their master plan vision for their fairgrounds property.





Additional Possibilities for Solano County Paintball

To give the Board a better visual of a potentially more comprehensive themed design we have included some images of both staging areas and themed playing fields. These images are for the purpose of showing the possibilities and are conceptual not a specific proposal.

Paintball International is uniquely positioned in the industry to not only build and maintain this type of facility but also to bring in the players.

Our own marketing company, Paintball Tickets provides the most success paintball field marketing in the industry.

It has had a significant impact on introducing new players to the sport bringing in 500,000 new players in North America to try the sport in 2013 alone. We understand how to target the right demographic.

Our marketing covers all of North America and has been well established here on the west coast since we developed it over 25 years ago.

Conceptual Entrance to Facility



Conceptual Walk Way Through Facility



Conceptual Picnic Grounds and Check In



More Picnic grounds and Staging Area



Conceptual Restrooms and Lockers



Conceptual Game Room



Conceptual Themed Playing Fields

Urban City



Close View Urban City



Lagoon and Walk Ways



Conceptual Grand Castle Field



Building a Partnership with the County and its Community



Whatever the level to which we build and invest into this partnership we know that it will be one of mutual benefit. It will maximize the use of land and opportunity by providing a healthy outdoor family recreational facility for the whole community.

It will enhance Solano County and its Fairgrounds as a gathering place for families by helping it connect with the local community on a weekly and monthly basis. This kind of frequent connection brings families closer to the community while providing the county with a steady and dependable revenue stream.

It will allow Paintball International to expand our operations into the greater bay area and our ability to help provide communities with a positive, challenging and fun environment to develop life skills and create lifelong memories.

Paintball International Inc has proven we are well qualified and the right team to build and maintain a project of this kind. If given the opportunity to develop this facility on the fairgrounds property, we believe that it would not only be a success for all parties involved, but soon become a “hot spot” in the community and a “must do” recreation for birthdays, family outings and team building events throughout the community.

We appreciate the opportunity to work together and look forward to the process moving ahead. Please don’t hesitate to ask any question or request further information. We are happy to provide you with whatever it is that may help us all move forward with creating this facility.

For more information or questions please contact either of us at:

Serene Hope at 925-812-3338 or Michael DeCorra at 510-504-3583

Email: serene@pbinternationalinc.com

Email: mike@pbinternationalinc.com

Thank you for your consideration!

