

THE
TEAM



QUALIFICATIONS DECK

EXECUTIVE SUMMARY

The TEAM combines world-class service with unmatched expertise.

The TEAM focuses its efforts in four areas: (1) brokering of sports and entertainment opportunities and entities, (2) providing comprehensive consulting and management services, (3) producing live sports and entertainment events, and (4) creating, producing, and placing media and branding elements.

The TEAM prides itself on providing world-class service and unmatched expertise to our clients and business partners. Since beginning operations in January 2002, The TEAM has successfully managed transactions for an array of entities throughout the sports and entertainment industries, including teams at all levels, venues, buyers, sellers, licensed products, television and media projects, and other related businesses. The TEAM has provided services associated with transactions and/or operations with teams in the NBA, NHL, NFL, MLS, and minor league baseball. We continue to work with numerous buyers and sellers of major and minor league sports organizations, owners and managers of venues throughout North America, entertainment executives, and colleges and universities across the nation.

Along with its brokering services, The TEAM has developed a comprehensive consulting practice that has allowed it to successfully partner with some of the most recognized and respected organizations and institutions in North America's sports and entertainment industries. In recent years, The TEAM has also developed mature media and live event production capabilities which have allowed it to create and produce its own unique properties.



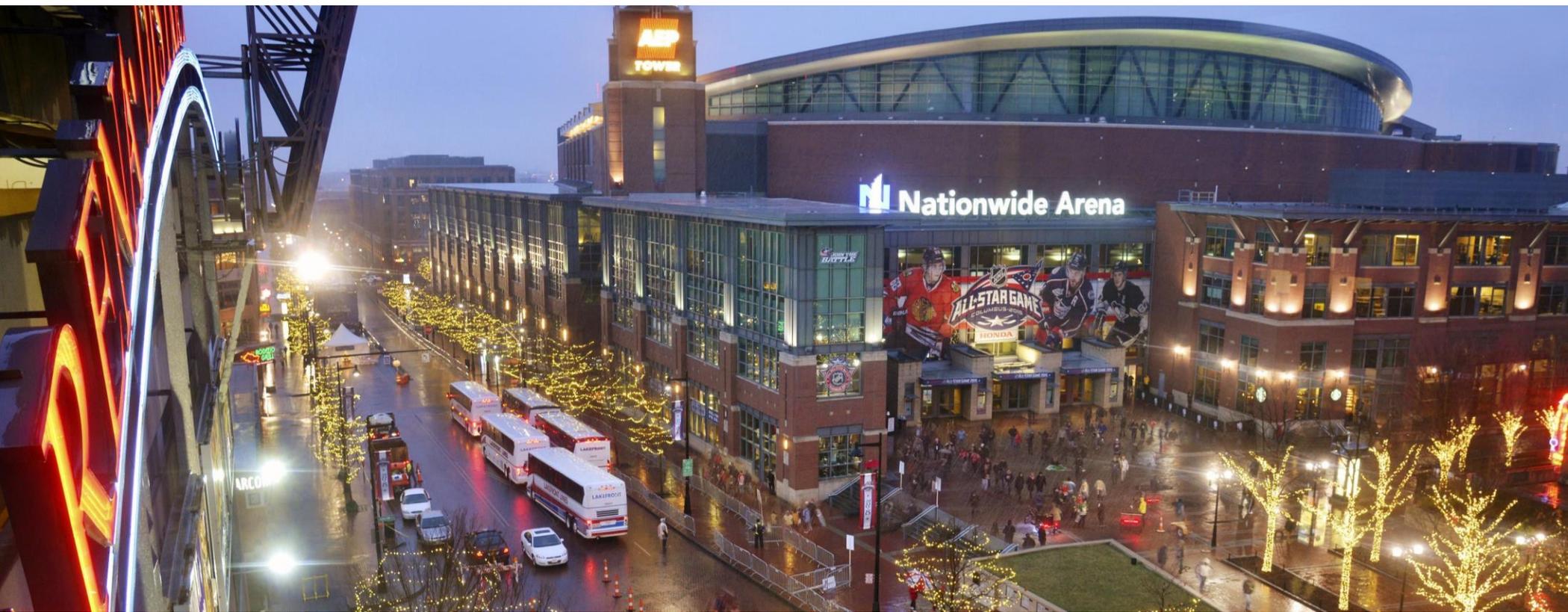
A DJ wearing a hat is seen from behind, performing at a night festival. The DJ is positioned in the center of a stage, surrounded by various pieces of audio equipment including speakers, a laptop, and a mixer. In the foreground, there is a drum set on the left and a microphone stand on the right. The background is filled with a large, dense crowd of people, many of whom have their arms raised in the air, suggesting a lively and energetic atmosphere. The scene is illuminated by stage lights, and the overall color palette is dark with blue and white highlights. The text "ABOUT THE TEAM" is overlaid in large, bold, white capital letters across the middle of the image.

ABOUT THE TEAM

OUR MISSION

The **TEAM**'s mission is to provide the world of sports and entertainment with the highest quality and most credible consultation and business brokerage services available while also bringing its own brand of creative content and products to the market.

Our pledge is to perform as *The Experts in Acquisition and Management* for the sports and entertainment industries by providing professional advice, meaningful leadership, and outstanding service while upholding the highest of ethical standards.



WHAT WE DO

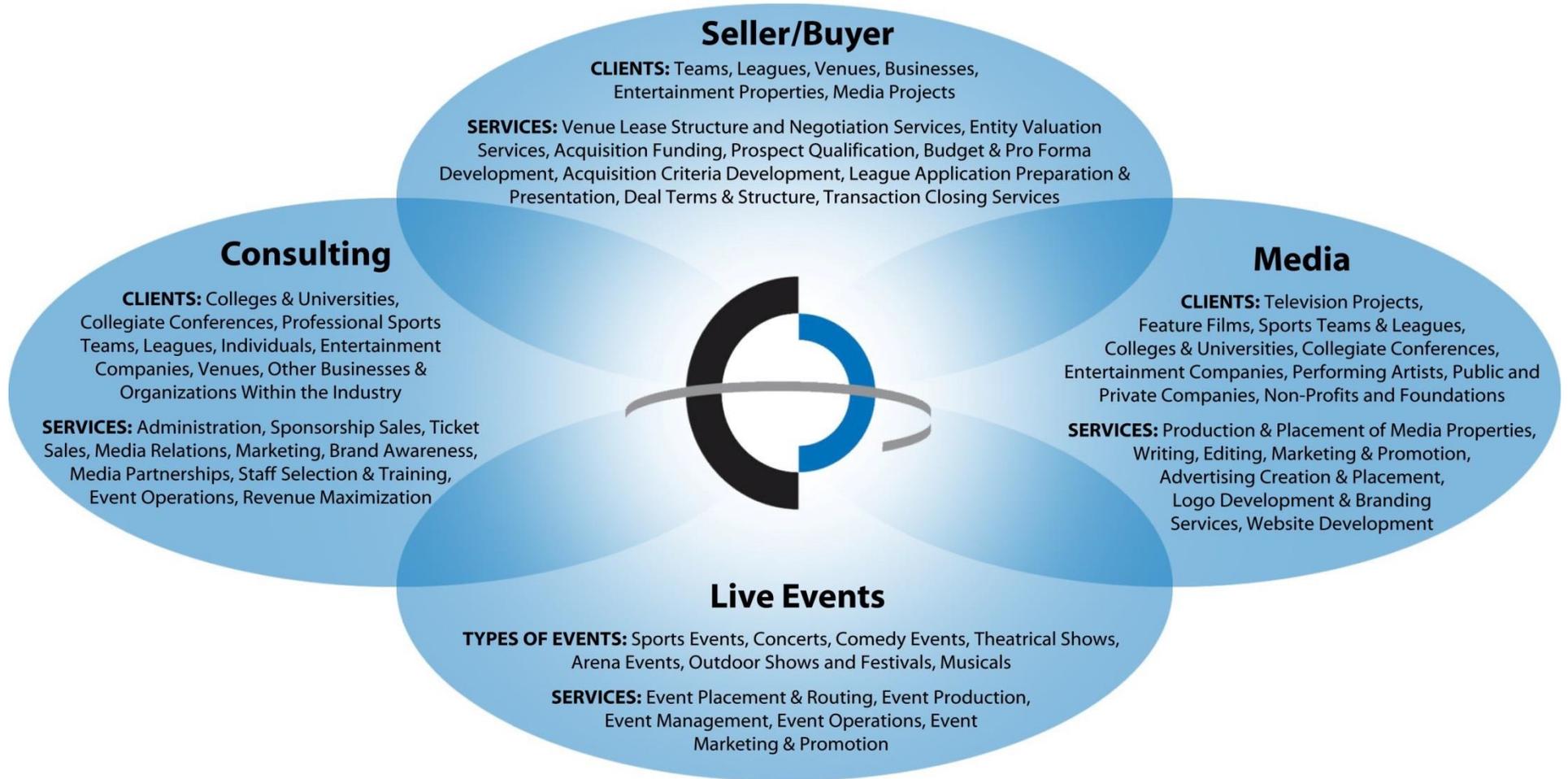
As The Experts in Acquisition and Management, The TEAM:

- Confidentially handles all facets of team, league, entertainment, and venue sales and acquisition.
- Creates meaningful assets and sports/entertainment properties designed to operate within business and financial models that work.
- Produces original media content as it relates to feature films, television and radio programming, advertising, and other media.
- Books, promotes, and produces live entertainment events for venues of all sizes and genres.
- Provides comprehensive consulting and management services to the professional sports industry, entertainment industry, and collegiate athletics.



INTEGRATED SERVICE STRUCTURE

The array of services provided by **The TEAM** allows us to serve our clients in varying capacities.





OUR EXPERIENCE

PRECEDENT CONSULTING & MANAGEMENT ASSIGNMENTS

The **TEAM** has developed an extensive consulting practice as it relates to both professional sports entertainment entities and collegiate athletics. Some of our consulting clients from both the sports and entertainment sectors include:

<p>Legends Memorabilia</p>  <p>Signs talent and manages new NIL brands on behalf of MLB</p>	<p>Indoor Football League Biz</p>  <p>Managed and operated business verticals of IFL</p>	<p>Frisco Fighters</p>  <p>Managed and operated all aspects of team and business operations on behalf of client</p>	<p>Eddie G. Robinson Museum</p>  <p>Produced events for Legacy Keepers series celebrating Coach Robinson's 100th birthday</p>	<p>Columbus Destroyers</p>  <p>Managed and operated team during its first season</p>	<p>Pro Football Hall of Fame</p>  <p>Produced live entertainment events</p>	<p>The Ohio State Univ.</p>  <p>Partnered with for the development of FreeForAll</p>	<p>Value City Arena</p>  <p>Provide entertainment & marketing support for events</p>	<p>Nationwide Arena</p>  <p>Provide entertainment & marketing support for events</p>
<p>Garrett Morris' Downtown Blues & Comedy Club</p>  <p>Assist with ticket sales plan, marketing</p>	<p>Eddie G. Robinson Museum</p>  <p>Established national outreach and awareness plan</p>	<p>San Francisco 49ers</p>  <p>Produced live entertainment event</p>	<p>Buster Douglas 25th Anniversary</p>  <p>Assisted with event production, sponsorship sales, and marketing of event</p>	<p>The Ohio State University</p>  <p>Provided sales team training</p>	<p>The Remedy</p>  <p>Provided consulting and business development services</p>	<p>UTSA</p>  <p>Assisted with corporate development and sponsorship program</p>	<p>World of Beer</p>  <p>1,500+ live entertainment bookings for all WoB locations in Ohio</p>	<p>Prospect League</p>  <p>Managed league, created marketing program</p>
<p>World of Beer Music Tour 2012</p>  <p>Booked musical acts to perform during live national music tour</p>	<p>Dallas Vigilantes</p>  <p>Managed team's launch, created branding elements</p>	<p>Columbus Athenaeum</p>  <p>Produced and promoted events, provided marketing support</p>	<p>Western Michigan University</p>  <p>Assisted with strategic planning of athletic dept.</p>	<p>FreeForAll Concert Series</p>  <p>Provided production, promotion, and sponsorship services</p>	<p>Tampa Bay Storm</p>  <p>Provided media relations services to team</p>	<p>PlayByPlay Classic</p>  <p>Managed sponsorship sales and fulfillment for basketball event that included some of the nation's top players</p>	<p>Shadowbox Live</p>  <p>Established media and marketing plan, identified funding sources</p>	<p>Columbus Downtown Development</p>  <p>Partnered with to develop entertainment events</p>
<p>Pitabilities</p>  <p>Developed and executed media and advertising campaign</p>	<p>The Ballroom Breakout</p>  <p>Created and operated new concert series at historic venue in Columbus, OH</p>	<p>Arena Football League</p>  <p>Provided sponsorship sales and media placement services</p>	<p>Columbus Craft Beer Week</p>  <p>Produced all live entertainment</p>	<p>United Bowl</p>  <p>Produced IFL championship game and ancillary events during championship weekend</p>	<p>Indoor Football League</p>  <p>Provide ongoing sales training to member teams</p>			

PRECEDENT TRANSACTION MANAGEMENT ASSIGNMENTS

The **TEAM** has vast experience in providing buy-side and sell-side services to our clients. Some of our clients in this realm include:

JAZ Indoor Football



Managed acquisition of two Indoor Football League teams, along with exclusive rights to all business verticals of the league

Indoor Football League



Assist IFL in attracting and vetting expansion candidates and other potential new team ownership groups

Charlotte Bobcats



Named by United States government as liquidator of an ownership equity position in the NBA's Charlotte Bobcats

Columbus Destroyers



Formed acquisition team, negotiated transaction terms with the AFL, established key partnerships prior to the acquisition

Palace Sports & Entertainment



Provided sell-side brokering services associated with the company's Arena Football team

Eddie G. Robinson Museum



Appointed to provide advisory services for museum funding

Buffalo Sports Enterprises



Provided advisory services associated with buy-side transactions in NHL, CFL, and Arena Football

FreeForAll Concert Series



Managed transactions to build ownership group of new entertainment company

Garrett Morris Downtown Blues & Comedy Club



Charged with identifying and closing investment partners for Los Angeles' only downtown comedy club

Prospect League



Headed league's expansion efforts, negotiated all acquisition terms on behalf of league for new teams entering the league

Albany Conquest



Served as sell-side advisor for client who owned the Arena Football team

Syracuse Salty Dogs



Assisted client with the acquisition of the United Soccer League team

Crew Sports Holdings LLC



Assigned to lead the effort to attract local investors to the group acquiring an interest in the Columbus Crew of Major League Soccer

Equivents Horse Shows



Managed sales transaction for horse show series

PRECEDENT MEDIA PROJECTS & ASSIGNMENTS

The **TEAM** has many years of experience in producing films and television. Additionally, **The Team** places media for our clients and for retail distribution.

BGSU Documentary



Created, wrote, and produced an officially licensed documentary film on Bowling Green football for the 100th anniversary of the program

Hang On Sloopy: The Movie



Wrote, produced, and directed award-winning feature documentary film

Earle Bruce Documentary



Created, wrote, produced, and managed the distribution of an officially licensed documentary film on the life of legendary coach Earle Bruce

IFL on Stadium



Negotiated the first-ever rights fee-based deal for national TV broadcasts of an indoor football league

Frisco Fighters



Develop, place, and distribute all media for the team and manage local broadcast productions for radio and TV/streaming

Indoor Football League



Acquired and manage all broadcast rights for national broadcasts and post-season broadcasts of league games, including producing media in support of the IFL

The REMEDY RADIO



Creates and produces statewide radio programming

Bootsy Collins



Produced music videos for Bootsy Collins

Columbus Destroyers



Negotiated broadcast partnership, assisted with the Production of numerous Publications for the team, provided initial concepts for new team logo

Going Pro



Original television series created and produced by The Team, series sold to i.d.e.a.s. at Disney-MGM Studios

Cullen's Quest



Produced as a pilot for Going Pro, aired regionally in the Midwest

FreeForAll Concert Series



Designed website, logos and other branding elements and provided all advertising, marketing, and collateral elements

The Ballroom Breakout



Creates, books, and produces all live entertainment

Arena Football League



Provided all media for marketing needs and in-event videos and motion graphics

World of Beer Music Tour 2012



Created promotional collateral and provided PR, advertising, promotional, and other media services for national concert tour

Dallas Vigilantes



Produced collateral materials, advertising elements, commercial, radio spots, in-game video features, etc.

Value City Arena



Produced collateral materials and advertising elements for pre-show events prior to major concerts

Eddie G. Robinson Museum



Produced a PSA and placed it to air nationally, produced a brochure used to solicit donations for the museum, designed website for museum

CASE STUDY HANG ON SLOOPY: THE MOVIE

Challenge

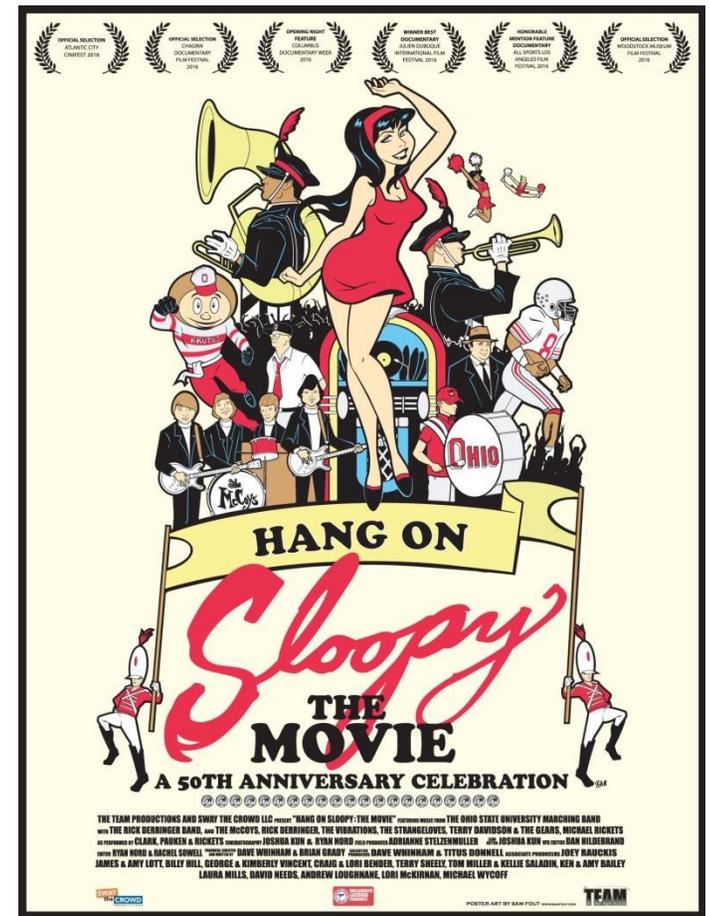
The TEAM sought to produce a high-quality, feature-length "rockumentary" about the song that has become to the State of Ohio what *Sweet Home Alabama* is to the State of Alabama. The vision was to tell the many untold stories in a way that would create a "must have" Officially Licensed Product of The Ohio State University that would enjoy long-term retail "shelf life" and broad commercial appeal that would go far beyond just the Buckeye fans.

Strategy

The TEAM has worked with The Ohio State University producing live music events for many years. The plan revolved around building a collaboration between multiple departments at OSU and a wide variety of rock performers and producers that were part of the history of the 1960's #1 hit *Hang On Sloopy*.

Results

The TEAM wrote, directed, and produced *Hang On Sloopy: The Movie* and released it on DVD as an Officially Licensed Product of The Ohio State University in late December 2015. In the weeks following its release, the film received A+ reviews and outstanding sales. The film was also selected as the feature documentary at the opening night of the 2016 Columbus Documentary Week Festival in addition to viewings at many more festivals around the country. In addition to the McCoy's, The Vibrations, The Strangeloves, and many other famous performers and producers, the film features a wide variety of Ohio State Alumni and personalities including Urban Meyer, Earle Bruce, Eddie George, Gene Smith, Troy Smith, former Band Director Dr. Paul Droste, current Band Director Dr. Christopher Hoch, Director of OSU Music Department Richard Blatti, many Alumni Band members who were involved in the first performance by TBDBITL, Buckeye football historian Jack Park, and a wide variety of OSU Alums interviewed in a "fan on the street" fashion. The film also features an incredible on-field production of the OSU Marching Band performing the song with The Rick Derringer Band moments before kickoff of the first home game of the 2015 football season at Ohio Stadium in front of 105,000 fans.



CASE STUDY IFL BUSINESS DIVISION

Challenge

During its 13-year history, the Indoor Football League was never in a position to realize national revenue or attract national advertising, nor did it have the platforms or assets required to be able to solicit national revenue.

Strategy

The TEAM understood that in order to attract national brands and advertisers to the IFL product, relevant media and advertising inventory needed to be created. Thus, The TEAM developed the IFL Business Division, through which it would build the foundation that would allow the league to begin to monetize assets on a national scale. The TEAM's initial focus was to establish a national television broadcast agreement that would fit the needs of the fledgling league, while also creating a streamlined digital platform that would better brand the league and its teams while providing new advertising opportunities that could flow through to each IFL team market.

Results

The TEAM established a ground-breaking multimedia rights partnership with Stadium that distributed *The IFL Game of the Week on Stadium* nationally, as well as worldwide via Stadium's digital platforms. The broadcasts were also designed to be interactive, allowing viewers to be able to engage like never before within a gamified experience through prediction-based games, poll questions, sharing of insights, and more -- all in real-time. Additionally, The TEAM built a world-class digital platform for the IFL which allowed for a national approach to selling digital advertising, standardizing placement through all team websites and allowing for national advertising programs whereby national sponsors could be guaranteed specific inventory, standardized placements, negotiated impressions, etc. in each market. The digital platform also helped to raise league standards for each team's online presence, providing for a more professional appearance and a more aligned league brand.



CASE STUDY COLUMBUS DESTROYERS

Challenge

The TEAM was approached by the Arena Football League and the owner of the Buffalo Destroyers to manage the process of relocating the team to Columbus, OH, and find local partners to participate in an ownership group. Additionally, The TEAM was charged with negotiating and closing all of the ancillary transactions associated with the organization's relocation into a new market.

Strategy

The TEAM presented the opportunity to the business leadership within the market and rallied support for bringing the organization to Columbus. The TEAM then identified and closed local partner prospects, negotiated a venue lease with Nationwide Arena, negotiated and closed the acquisition by the local ownership group, managed the relocation process with the league, and established the organization's key partnerships.

Results

In all, The TEAM managed and closed well over \$17 million in acquisition and sponsorship sales transactions. As a result of its success associated with the relocation of the Destroyers, the ownership group presented The TEAM with the post-closing assignment of managing and operating the Destroyers during their inaugural season in Columbus. The TEAM accepted the role and continued to build upon the relationships it created during the initial relocation phase. Under The TEAM's President and CEO Dave Whinham's leadership, the Destroyers established league records for ticket sales, sponsorship sales, and merchandise sales.



CASE STUDY EDDIE G. ROBINSON MUSEUM

Challenge

The TEAM was selected by the Louisiana governor-appointed Eddie G. Robinson Museum commission to lead a national fundraising effort for the establishment of a museum to honor football coach Eddie G. Robinson, the all-time winningest head coach in NCAA Division I college football.

Strategy

The TEAM utilized its relationships within the sports entertainment industry and the football community to develop a national outreach and education initiative to inform people of the effort. This initiative included both a public effort and a private effort that focused on attracting high profile individuals to both donate and help spread the word about the initiative. The TEAM wrote and produced a PSA that featured, among others, legendary football coach Joe Paterno, NBA star Charles Barkley, and former Grambling and NFL quarterback Doug Williams. It also included a kickoff event hosted by New Orleans native and original *Saturday Night Live* cast member Garrett Morris adjacent to the Bayou Classic in New Orleans and a traveling exhibit that visited numerous football games across the country.

Results

The TEAM agreed to take on this important assignment on a “no fee basis.” The efforts of The TEAM produced a great deal of momentum for the initiative. The PSAs ran on numerous national networks, including ESPN, ESPN2, NBC, Fox Sports, BET, NFL Network, Versus, Comcast, Cox Sports Television, Comcast Sports South, and Sunshine Network. Additionally, the kickoff event attracted the Louisiana governor, state political officials, local celebrities, and others who helped to bring much-needed awareness to the cause. Finally, The TEAM was honored to have been asked to assist with the arrangements and speak for the Robinson Family publicly upon the death of Coach Robinson. As a result of the more than \$4 million raised for the effort, the Eddie G. Robinson Museum officially opened on February 13, 2010. The TEAM continues to work with the Eddie G. Robinson Museum, including arranging for championship coach Urban Meyer to participate in the *Legacy Keepers: Preserving the Eddie Robinson Playbook* program during the yearlong celebration of the 100th birthday of Coach Robinson.



A dark, blue-tinted photograph of a man speaking into a microphone with an ABC logo. The text "WHO WE ARE" is overlaid in white.

WHO WE ARE

THE TEAM STAFF BIOS



Dave Whinham
President and CEO, Founding Partner

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Dave Whinham's career in sports began in 1980 when he was named an assistant coach at his alma mater, Grand Valley State University. Dave would coach football at the college level for seven years, serving two stints at GVSU and also coaching at Wayne State University and the University of Cincinnati.

In 1988, Dave joined the coaching staff of the Detroit Drive of the Arena Football League. As a coach in Arena Football, Dave was part of four championship seasons, two with Detroit (1988 and 1990) and two with the Tampa Bay Storm (1995 and 1996).

It was in Arena Football that Dave built his career, advancing from assistant coach to head coach (Columbus Thunderbolts 1991, Cleveland Thunderbolts 1992-93, Buffalo Destroyers 1999-2000) to general manager (Columbus 1990) to Vice President of Operations (Buffalo 1998-2000) to president (Columbus Destroyers 2003-04) of an Arena Football team.

As VP of Operations for the Buffalo Destroyers (and while concurrently serving as head coach of the team), Dave placed, trained, and directed a staff that produced record-setting sales numbers in all ticket sales categories, sponsorship sales, and merchandise sales.

In 2002, Dave formed The Team Sales Company. Now known as The TEAM, the company has provided outstanding service to clients throughout the sports entertainment industry. Those services include brokering of pro sports teams, comprehensive consulting and management services, live event production, and production of original television and radio programming and award-winning feature films.

One such client, the Columbus Destroyers, purchased its AFL club via The TEAM in 2003 and then, in a post-closing arrangement with The TEAM, named Dave as its first president.

The Whinham-led Destroyers were again leaders in both ticket and sponsorship sales, boasting sell-out crowds throughout their inaugural season at Nationwide Arena in Columbus. With their service to the Destroyers completed, The Team has gone on to provide strong results for a wide variety of sports, entertainment, and collegiate clients across the United States.

More recently, The TEAM managed the transaction for and took on the management of two IFL teams and the business division of the Indoor Football League. The TEAM has also recently produced a number of new live entertainment products (FreeForAll Concert Series, The Ballroom Breakout, and FabFEST) and feature media projects including three television pilots and three feature-length documentary films that are officially licensed NCAA products. The TEAM also launched a new broadcasting company called The REMEDY RADIO which has syndicated variety, music, and sports programming throughout Ohio.

Dave resides in Columbus, OH, with wife Jennifer and sons Will and Stevie Ray.



THE TEAM STAFF BIOS



Stephen Evans
Vice President of Marketing & Communications, Founding Partner

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Stephen Evans is a founding partner of The TEAM and serves as Vice President of Marketing and Communications for the company and manages The TEAM's marketing and communications efforts, as well as the media, marketing, and branding needs of The TEAM's clients. Stephen also co-founded, alongside Dave Whinham, and serves as President of The Remedy, a national brand strategy agency based in Frisco, TX.

Stephen has more than 20 years of experience in sports/entertainment and marketing, with more than 15 years of experience as a senior executive within both sectors. He has been tapped to consult locally and nationally where he has provided authoritative thought leadership in the areas of team and league development, team and league operations, growth strategies, and general market analysis and forecasts within the sports industry.

Stephen's contributions to The TEAM's operations are diverse. He currently serves as President and General Manager of the Frisco Fighters, an Indoor Football League team managed by The TEAM, and oversees all of the marketing and communications of the league itself, along with The TEAM's communications and marketing staff. In a similar role, Stephen oversaw the development and launch of the Arena Football League's Dallas Vigilantes. Stephen served as Chief Operating Officer and General Manager of the Vigilantes, which included developing and executing the expansion franchise's operations, ticket sales, sponsorship sales, PR, and marketing strategic plans. While leading the Vigilantes, Stephen also oversaw the football operations of the team following its inaugural season, turning a 3-13 team into a squad that won 11 games and advanced to the playoffs as a No. 3 seed. Earlier in his career Stephen served as Vice President of Communications and Public Relations for the AFL's Tampa Bay Storm from 2002-2005 where he was part of the Storm's 2003 World Championship team.

A seasoned communications veteran, Stephen's background started in traditional media and then transitioned to media services and communications. That experience includes serving in senior communications positions within numerous professional sports teams and also covering sports teams as a member of the media. Stephen also led the development of The TEAM's media production arm as he created, wrote, and was an executive producer of The TEAM's original television programming projects, including *Going Pro* and Emmy-nominated programs *Cullen's Quest* and *Underground Vallie*.

Stephen's professional experience also includes overseeing the public relations and communications efforts of an oil and gas exploration and production company in Texas and serving as a senior member of a non-profit organization in his native Louisiana, where he was a registered lobbyist who sought hurricane recovery funding at both the federal and state levels following hurricanes Katrina, Rita, Gustav, and Ike. In his role, Stephen wrote prospective legislation, academic papers, editorial briefs, and planned and executed statewide and national strategic communications plans aimed at influencing key publics, including federal legislators and their aides, state elected officials, industry leaders, non-profit leaders, and the media.

Early in his career Stephen was on the forefront of what has become a booming online sports media business. Stephen served as Editor and Publisher of Geaux.com, a pioneer of online college sports websites in America. Geaux.com was the official website of the LSU Sports Network and was the first website in the United States to produce a live broadcast on the Internet of a college football bowl game, a live women's collegiate athletic event, and a live college football coach's press conference. At Geaux.com, Stephen provided daily coverage of LSU athletics, including covering two College World Series, college football bowl games, NCAA men's and women's basketball tournaments, and numerous other NCAA and SEC tournaments and post-season championship events.

Originally from Baton Rouge, La., and currently residing in Frisco, TX, Stephen graduated from LSU with a degree in Mass Communications and Political Communications.



THE TEAM STAFF BIOS



Titus G. Donnell, Esq.
Principal Partner and General Counsel

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Titus Donnell is a principal partner and General Counsel for The TEAM. Titus has earned a strong reputation as a negotiator and litigator of complex business issues. In addition to overseeing all contractual and partnership review for The TEAM and the entities it manages, Titus also oversees the financial and administrative services for the company.

In January 2015, Titus opened his own firm, The Donnell Law Group. Titus entered private practice as an associate of The Watson Law Group of Columbus, OH, in 2009 and became a partner in 2012. Titus enrolled in The Capital University Law School, receiving his Juris Doctorate Degree in 2009, after working in his family's real estate and development company for two years after college.

Titus is a Hilliard, Ohio native, and attended Ohio Wesleyan University where he was captain of the Battling Bishops Lacrosse team and graduated. He graduated in 2004 with a BA in Sociology and Anthropology. Titus and his wife Erin reside in Columbus, OH.



Ken Bailey
Vice President of Business Operations

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Phone: 614.312.5219

Ken Bailey wears numerous hats as Vice President of Operations for The TEAM, including managing logistics issues, travel, and other business-related endeavors.

Ken is a 1994 graduate of Franklin University with a BS in both Finance and Business Management. While attending evening and weekend classes at Franklin, Ken also worked on the trading floor of a large regional bank in Columbus, OH. He obtained his series 7 brokerage license in 1992 prior to earning his college degrees. Ken's 25 years of professional experience includes time in the fields of banking and finance, logistics, and business management.

Ken has spent much of his adult life coaching a variety of youth sports. The last 10 years have been spent coaching basketball at the AAU level. During his tenure in AAU his teams have won numerous tournament championships and have amassed over 350 wins while competing at the highest levels of high school basketball all over the Midwest.

Ken and his wife of nearly 26 years, Amy, reside in Orient, OH, with their two children Matt and Natalie.

THE TEAM STAFF BIOS



Kimberly Kershaw
Vice President of Corporate and Community Outreach

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Kimberly Kershaw is an expert in event operations and production and fan experience. During her more than 25 years in the sports and entertainment industry she has produced events and consulted on event production for some of the world's leading sports organizations. Some of those organizations and events include the NFL Super Bowl Host Committee, ATP Tennis, NCAA Basketball, Women's Olympic Hockey, Men's World Cup Hockey, NHL All Star Game, NHL Draft, NHL International events, AFL Arena Bowl, and the U.S. Soccer Men's and Women's National Teams.

As Vice President of Corporate and Community Outreach for The TEAM, Kimberly oversees activation and servicing of corporate accounts, community development initiatives and partnerships, and game and event production in the markets in which The TEAM operates. She is also currently in the third year of a four-year term as Co-Chairman of the U.S. Soccer Fan Council where she consults on fan experience for the Men's and Women's National Teams.

Prior to joining The TEAM, Kimberly served as Director of Game Operations and Video Production for the NHL's Columbus Blue Jackets for 11 years. She was also Director of Event Presentation for the San Jose Sharks and Game Producer/Director for the Tampa Bay Lightning. She is no stranger to indoor football, having also served as Game Producer/Director for the Arena Football League's Miami Hooters, Tampa Bay Storm, Anaheim Piranhas, and Columbus Destroyers.

Kimberly graduated from the University of South Florida in Tampa and earned her Master's Degree in Sports Management from St. Thomas University in Miami. She currently resides in Lewis Center, OH, with husband JD Kershaw who is the Vice President of Business Development and Operations for the Columbus Blue Jackets. They have three children, son Trebor and daughters Jadia and Clara Mac, named after the late Blue Jackets founder and beloved Columbus businessman John H. McConnell, affectionately known as Mr. Mac.

THE TEAM STAFF BIOS



Slater Fuchs
Vice President of Corporate Partnerships

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Slater Fuchs serves as The TEAM's Vice President of Corporate Partnerships and directly oversees the Corporate Partnerships department of the Frisco Fighters. He manages all partnership deals in the Frisco market and contributes to selling national league-wide partnerships for the Indoor Football League.

Slater has been in the sports industry for a decade and has been involved with multiple teams during his tenure. He is accomplished in sports sales and understands how to improve the bottom line of a sports team. He has a proven ability to generate revenue and understands how to orchestrate compelling sponsorship deals.

Slater's start in the sports industry came when he was a baseball operations intern with the Scranton/Wilkes-Barre RailRiders (AAA affiliate of the New York Yankees). During his time in Scranton, he helped with sales, stadium operations, and marketing, gaining a general overview of how a professional sports team is managed. Slater also spent time as a special advisor to Ray Negron of the New York Yankees. In this role, Slater helped with community outreach and charitable events for the Yankees. Slater then moved into the world of professional hockey and became Business Development Manager with the Allen Americans (ECHL affiliate of the Minnesota Wild). With the Allen Americans, Slater generated revenue and thrived as a leading salesperson. He was then promoted to the Manager of Corporate Partnerships, promoting and selling sponsorships to both local and nationwide companies.

Slater attended Southern Methodist University in Dallas, Texas, graduating with a degree in Psychology. He is originally from Manhattan, New York, and currently resides in Dallas, Texas.



Fred Shaffer
Vice President of Communications

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One of the newest members of The TEAM, Fred brings more than 30 years of radio experience to his new career. Fred leads the communications teams for the Frisco Fighters and the Columbus Wild Dogs, both of which are managed by The TEAM, while also oversee all local radio and TV broadcasts for the teams. Fred is also in charge of the online streaming broadcasts for the entire Indoor Football league.

Fred has spent the last 35 years in the broadcast industry, mainly in radio, and has done it all. Prior to his current position at The TEAM, Fred worked as the Operations Director for a broadcast group in Central Ohio. He brings his experience to The TEAM in all facets of media relations, from copy writing to ad production to social media. He and Dave Whinham also produce a weekly radio program called *The Remedy Radio*, which is syndicated on stations throughout Ohio.

Fred grew up in Clintonville, OH, and now resides in Lewis Center, OH, with his wife of 30 years Roxanne, 3 daughters, and a male Australian Shepherd. They all enjoy boating, camping, hiking, and family game nights.

THE TEAM STAFF

SALES & PRODUCTION STAFF

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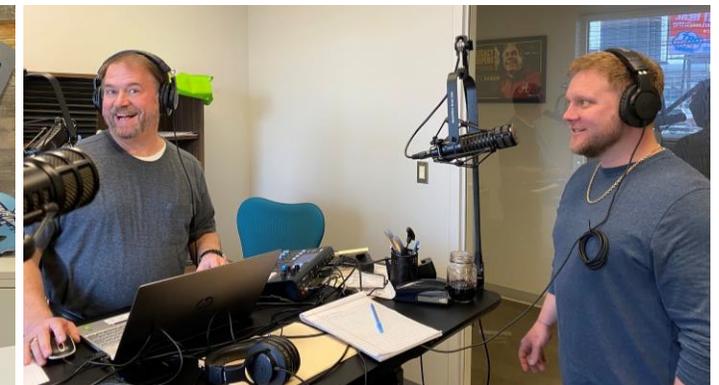
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CONTACT US

**FOR MORE INFORMATION ABOUT HOW THE TEAM
CAN BE OF SERVICE TO YOU OR YOUR ORGANIZATION,
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