

Roy Hobbs Baseball

Benefits of Membership

Insurance Program

The Roy Hobbs Insurance program provides an annual policy (January-January) with these limits: \$2 million liability, \$1 million per occurrence and \$2 million aggregate; no deductible. A secondary medical policy is included in this program. This insurance will cover up to 25 players on a team, and it is good wherever the team plays and it whatever event the team plays. Additional insured certificates are available for entities that want to be named on the certificate; there is an additional charge for those certificates. An explainer on this insurance program is attached to this same email.



Medical Insurance

The secondary medical insurance has a \$5000 benefit with a \$500 deductible where uninsured participants use it as a primary. It is part of the Insurance package, is not optional and cannot be purchased separately.

Insurance Process: Roy Hobbs operates as the conduit between the leagues and the insurance broker for both issuing the certificates and initiating claim services. All players are required to sign an insurance waiver prior to their first game, stating essentially, that they understand baseball is a sport where injuries occur and they agree to follow the rules and guidelines in place. The form, a copy of which goes to us, gives us a record of the players 'covered' by the insurance program.

Insurance Cost: The complete insurance program is part of the annual Roy Hobbs membership package, which is \$360 per team annually, or \$330 per team with a 3-year commitment to Roy Hobbs membership. Additional insured certificates are \$60 each, capped at \$360, i.e., doesn't matter if a league gets 6 additional certificates for 15 additional; it's still \$360.

Other Insurance: Roy Hobbs has a working agreement with a supplemental insurance company that provides secondary insurance and financial planning services. Once a year, the company mails a solicitation card to all registered members ... there is no further contact by the company unless the recipient specifically responds to the card in the mail.

Tournament Participation

Roy Hobbs focuses on its annual World Series event in Fort Myers each Fall. Member teams receive a \$1000+ discount off the posted price of \$4800 as

well as qualify for other discounts, which can lower the fee to the low \$3000s.

In February, Roy Hobbs has its Sunshine Classic events centered around President's Day. It is comprised of 2 – 3 weekend tournaments for different age groups, women and Family Ties a.k.a. Father-Son.

With regard to regional events, Roy Hobbs is happy to assist leagues presenting regional tournaments, providing merchandise at cost and offering logistical support.

Other Benefits

Several things here ...

1. **Baseball Gear:** Roy Hobbs has its own line of merchandise (Gloves, Bats, Shoes, Batting Gloves), and it can be found at store.royhobbs.com and we offer discounts on that gear to members as well.
2. **Baseballs:** Roy Hobbs has a working agreement with a baseball factory in China and Champro Sports to supply a baseball made to Roy Hobbs Baseball specs (MLB size, weight and core) that include raised seams and top quality leather. Two levels of baseballs are available for sale, with discounts that increase with quantity orders. A flyer on Hobbs Baseballs is available and includes pricing and discounts.
3. **Uniforms:** Roy Hobbs also offers a uniform service through a sister company – Kiama Custom Apparel – which does custom embroidery, screen printing, awards and the like: www.kiama.biz . And Hobbs members get discounts there as well. The staff at Kiama has been doing custom baseball uniforms for almost 20 years now and is able to work with any number of price points.
4. **Travel discounts:** Roy Hobbs has a car rental agreement with Dollar/Thrifty and Advantage specifically for travel in Florida (year-round) and we can supply you with the codes and assist with reservations if needs be.
5. **E-Newsletter:** Roy Hobbs does not do a magazine, but rather an E-newsletter several times a year, and it goes to all registered Roy Hobbs members with valid email addresses. We use the E-newsletter to provide information to the players about our rules, guidelines, decisions, plans, calendars, an umpires section and we share articles from other news sources that are written about players and leagues around the country. We welcome contributions and are working on a way to link to various leagues' standings and results.
6. **Marketing:** Roy Hobbs is building a marketing video, primarily geared to the Roy Hobbs World Series in Fort Myers, although it can be used as a recruiting tool. The Video is on royhobbs.com.
7. **Marketing II:** Roy Hobbs will assist with league development on a consultant basis, and although we leave material development to the local leagues, we do assist with the development of the same.
8. **Marketing III:** Roy Hobbs does have a short development piece for leagues just starting out, a checklist, if you will, on what needs to be done to

make a league work, and suggestions on how to overcome challenges.

9. **Registration:** All of Roy Hobbs registration is on-line through a registration system that enables league officials to run their league and managers keeping statistics on all their registered players. Roy Hobbs continues to refine that system, but it is available to all member leagues.

10. **Scorebook:** Roy Hobbs does have its own scorebook and 4-part lineup cards, which are available at a discount to all member leagues. The scorebook is set up so that it meshes with the on-line stats system, so if the scorebook is totaled, then it reads across the line the same as the stats page on-line.

11. **Rules/guidelines:** Under no circumstances is any league obligated to use Roy Hobbs playing rules and guidelines. That data, developed over 20+ years, is available on royhobbs.com and it is put there as a reference tool for members for their use and/or adaptation in their local league. The posted rules are the ones we use at the Roy Hobbs World Series. Along with the Hobbs Rules, we request a copy of every league's rules to keep on file as a database on how leagues operate and address challenges and opportunities. The only demand that Roy Hobbs places on leagues with regard to rules is that the league have a very specific sportsmanship policy and that the league be committed to enforcing it.

12. There is the **Roy Hobbs Foundation**, which raises money 1) to support research into cures and treatments for the various forms of Leukemia, and 2) to support and develop baseball programs for mentally and physically handicapped youth and adults. The Foundation is a registered 501c3 organization. Roy Hobbs Baseball is willing to work with leagues on fund-raisers, using the 501c3 designation, although strings are attached so that a) we meet IRS guidelines and requirements and b) the Roy Hobbs Foundation does benefit from whatever fund-raiser it is supporting.

13. What Roy Hobbs does not have: auto and home insurance, airport parking, credit card applications.