



STADIUM DROP

STAY IN THE MOMENT

StadiumDrop is a **peer-to-peer** food delivery service where fans can order food right from their seat

OUR MISSION

Ensuring that fans enjoy every moment while partnering with entertainment venues to produce the ultimate fan experience.

Kristen McAbee
CEO - StadiumDrop

STADIUMDROP

THE PROBLEM

LINES

At any given stadium, long lines equal long wait times. This causes fan frustrations, and employee stress.

DISTRACTIONS

The constant up and down of your seat neighbors leads to additional fan frustrations, and distractions for the entire row, in front and behind those getting up.

MISSING THE MOMENT

Everyone hates missing THE moment, or THAT play. Fans go to games, and events to create memories, not miss them. 68% of Fans want to use mobile tech to create memories with friends and family.



THE SOLUTION

A peer-to-peer
food delivery service where fans can order food right from their seat.

Highlights on how the app
provides the solution.



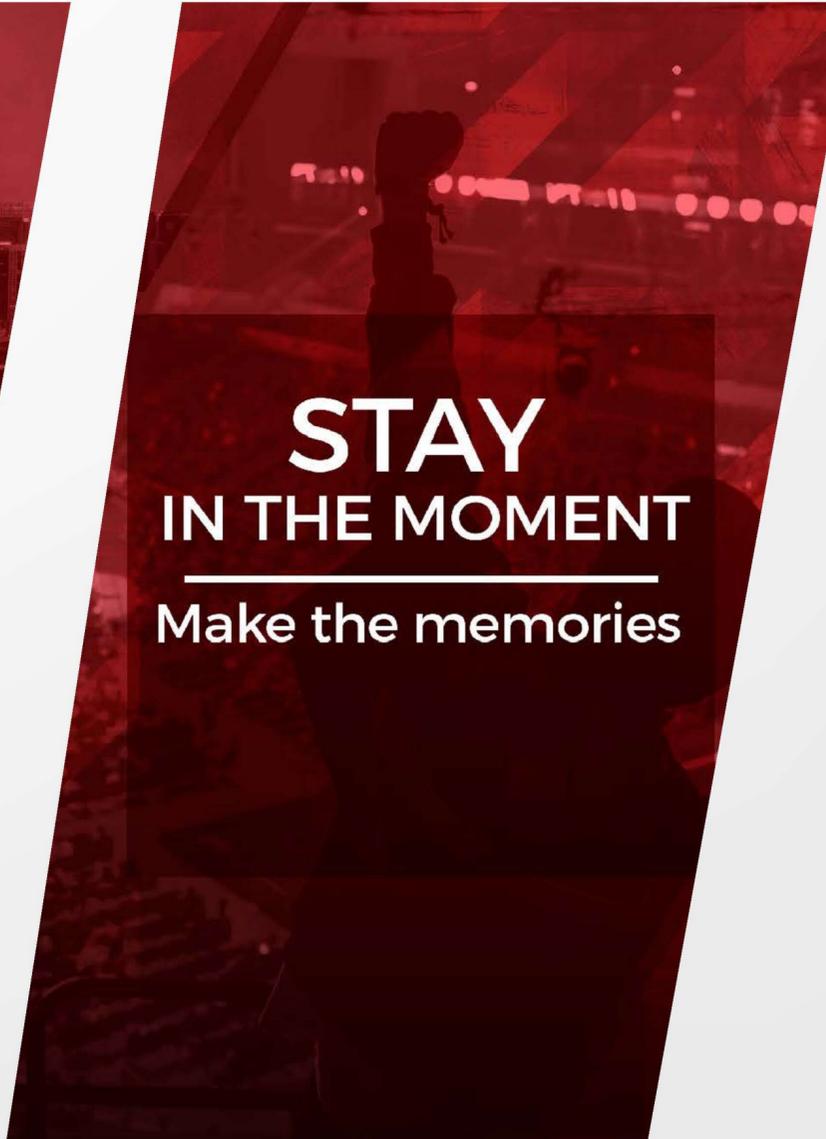
SKIP
THE LINES

Avoid Frustrations



STOP
DISTRACTIONS

Avoid the "Looks"



STAY
IN THE MOMENT

Make the memories



Offering In-Seat Delivery of your favorite stadium foods and drinks and where available team merchandise.



Avoid the awkward "Excuse me" while going to stand in line at the concession stand.



Create the moments and the memories with your family and friends.

STADIUM**DROP**

MARKET VALIDATIONS

Fans want it.

In the US 9% of Fans are using some form of In-Seat delivery. 68% of Fans want it but are not aware of it.

In the UK 2% of Fans use a form of In-Seat delivery while 52% of Fans are not currently using the technology.



Average NFL game attendance in 2018



Total attendance for the 2018 NFL season



Average MLB attendance in 2019



Total attendance for the 2019 MLB season

***Statistics from Oracle Food & Beverage "Stadium of the Future"**

STADIUM DROP

MARKET VALIDATIONS

17.8 MILLION

Total attendance for the 2018 NBA season

8,552,503

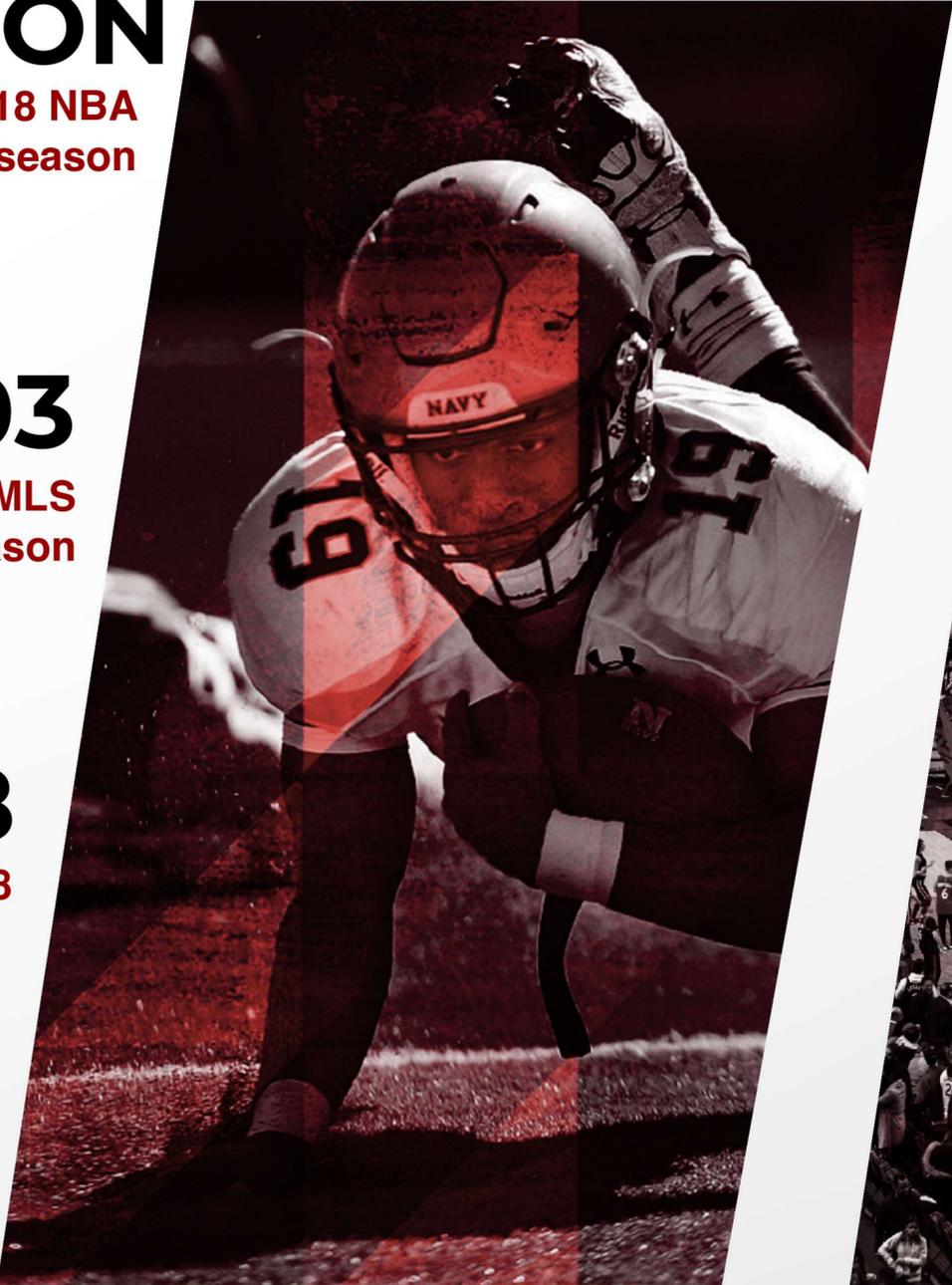
Total attendance for the 2018 MLS season

17,978

Average NBA attendance in 2018

21,873

Average MLS attendance in 2018



*Statistics from espn.com NBA attendance records, and soccerstadiumdigest.com

STADIUMDROP PRODUCT

StadiumDrop offers countless benefits. The most notable are no additional costs to the venues and no expensive or additional POS systems required. StadiumDrop provides all tablets needed for order fulfillment. Other benefits include, increased sales of concessions, greater fan experience due to shorter lines, less people getting up and down during the games, and a memorable volunteer experience allowing volunteer groups to raise even more money.



Venue



Concession Orders



In - Seat Delivery



BUSINESS MODEL

11% Service Fee Per Order
\$1.98 Delivery Fee Per Order

Average MLB Game Attendance

28,187

30% of Patrons willing to pay for in-seat delivery

8,456

Average Revenue Per Game Per Venue

\$42,280

Total Revenue Across All Major League Stadiums

\$109 Million

This slide references possible earnings, not past performance.



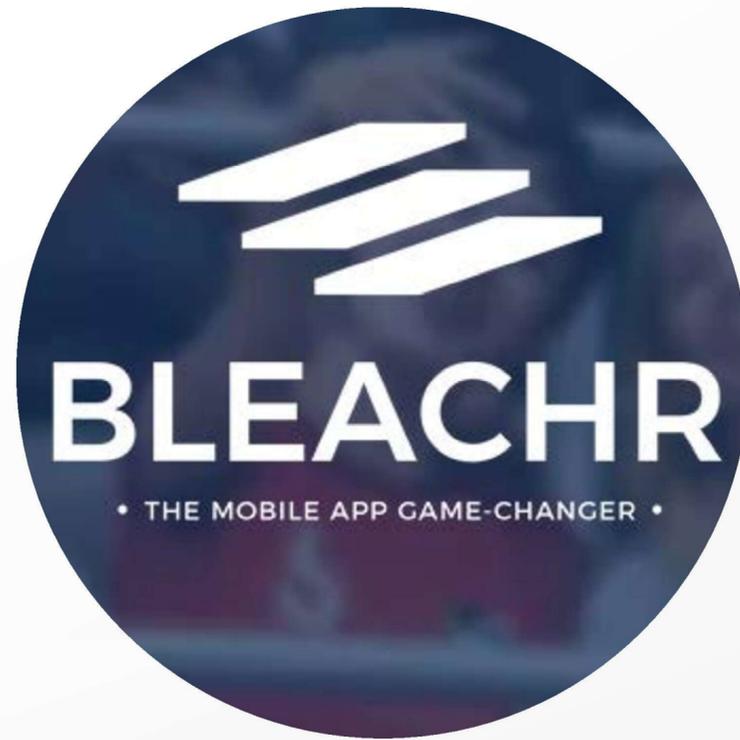
IN THE PIPELINE



COMPETITION



Closest competitor. Started in 2017, Seatz has a 3 year start offering StadiumDrop valuable and proven market validation.



Bleachr is a white label company that focuses on fan engagement. While in-seat delivery is an option it is not their primary focus.



POS in a box. Runners for stadium sections, sponsorship advertising.



Franchise Driven Model, Extra hardware/equipment for venues

While other companies focus on Fan engagement, StadiumDrop focuses on Fan experience.

STADIUM
DROP

COMPETITIVE ADVANTAGES

Why Stadium Drop

A Rockstar Executive Team that is dedicated:

- To Serve
- To be Honest
- To Operate with Character & Integrity
- To Deliver on Commitments
- To Have Fun



Kristen McAbee



Adam McAbee



Chadwick Hailey



Gary "Pearson" Pearson



Rick Thompson



Ricky Herbert



John Mosesman



Joshua & Melissa Curtis



Trey Poteat



Steven McAbee



Chad Gunderson

IN-SEAT DELIVERY

Stay in the moment with an app that makes ordering from your seat simple and affordable. Offering mobile contactless pickup, StadiumDrop Express Lanes, and Team Merchandise.



PEER-TO-PEER

A true peer-to-peer delivery service that will fuel the sports economy post pandemic. We provide a lucrative revenue stream for volunteer organizations.



SIMPLE APPLICATION

There is no additional hardware or equipment needed.



THANK YOU!

