



Thank you for your interest in licensing with the Licensing Resource Group LLC (LRG) and the clients we represent. Please read this packet thoroughly before completing the application, and retain a copy of the packet for future reference. If you have questions or need additional information, please contact us at the following:

LICENSING RESOURCE GROUP LLC

442 Century Lane, Suite 100 . Holland, Michigan 49423

Telephone: 616.395.0676 Facsimile: 616.395.2517 E-Mail: licensing@lrgusa.com Website: www.lrgusa.com

LICENSING WITH LRG

There are three different types of license for which you may apply. Please choose one of the following:

APPLY FOR A STANDARD LICENSE

A Standard License allows you to produce products for resale, including, but not limited to, wholesale and retail.

Please use the following checklist to help you complete and return all of the elements required to apply for a Standard License:

- _____ **Complete the Application.** This will provide LRG with a comprehensive look at your company and its involvement and experience within the licensing industry (application may be found in the back of this packet).
- _____ **Provide a Marketing Plan.** Please complete pages 4-6 of the application to provide LRG with information on what makes your company unique. We encourage you to send support materials and formal marketing plans in addition to responding to the questions within the application.
- _____ **Provide a Quality Sample.** Submit a sample of each product that you plan to produce bearing the marks of any of LRG's clients. The samples must illustrate your planned method of enhancement. Samples bearing marks other than those of the school for which you are applying may be submitted; however, the institution and LRG reserve the right to request a production-run sample of the licensed product prior to executing the Standard License agreement. Samples will not be returned.
- _____ **Remit the \$300 Application Fee.** The application fee is non-refundable. Additional administrative fees will be invoiced during the licensing process.

All information should be returned together and clearly marked "Application for Standard License." LRG will review each application based on the information provided and if your application is approved, you will receive a standard license agreement packet. If your application is not approved, you will be notified in writing.

****Applications submitted without all of the above-mentioned items will not be processed****

APPLY FOR AN INTERNAL USAGE LICENSE

An Internal Usage License allows you to produce products intended to be sold directly to the University that are not for resale. This does not include sales to the University Bookstore. Please note: an internal usage license may not be available for each school. Please reference the "List of LRG Accounts" for more information.

Please use the following checklist to help you complete and return all of the elements required to apply for an Internal Usage License:

- _____ **Complete the Application.** This will provide LRG with a comprehensive look at your company and its involvement and experience within the licensing industry (application may be found in the back of this packet).
- _____ **Provide a Quality Sample.** Submit a sample of each product that you plan to produce bearing the marks of any of LRG's clients. The samples must illustrate your planned method of enhancement. Samples bearing marks other than those of the school for which you are applying may be submitted; however, the institution and LRG reserve the right to request a production-run sample of the licensed product prior to executing the Internal Usage License agreement. Samples will not be returned.
- _____ **Remit the \$150 Application Fee.** The application fee is non-refundable.

All information should be returned together and clearly marked "Application for Internal License." LRG will review each application based on the information provided and if your application is approved, you will receive a standard license agreement packet. If your application is not approved, you will be notified in writing.

****Applications submitted without all of the above-mentioned items will not be processed****

APPLY FOR AN IN-STATE LICENSE

An In-State License allows you to produce products for resale, including, but not limited to, wholesale and retail. Your company is applying for a license for one school only, and is located in the same state as that school.

Please use the following checklist to help you complete and return all of the elements required to apply for an In-State License:

- _____ **Complete the Application.** This will provide LRG with a comprehensive look at your company and its involvement and experience within the licensing industry (application may be found in the back of this packet).
- _____ **Provide a Marketing Plan.** Please complete pages 4-6 of the application to provide LRG with information on what makes your company unique. We encourage you to send support materials and formal marketing plans in addition to responding to the questions within the application.
- _____ **Provide a Quality Sample.** Submit a sample of each product that you plan to produce bearing the marks of any of LRG's clients. The samples must illustrate your planned method of enhancement. Samples bearing marks other than those of the school for which you are applying may be submitted; however, the institution and LRG reserve the right to request a production-run sample of the licensed product prior to executing the Internal Usage License agreement. Samples will not be returned.
- _____ **Remit the \$150 Application Fee.** The application fee is non-refundable.

All information should be returned together and clearly marked "Application for In-State License." LRG will review each application based on the information provided and if your application is approved, you will receive an internal usage license packet. If your application is not approved, you will be notified in writing.

****Applications submitted without all of the above-mentioned items will not be processed****

FEES FOR LICENSING

Please note: Applicable annual administrative fees and annual advances/minimum guaranteed royalties will be invoiced after the review of your application. Annual advances are pre-determined according to the "List of LRG Accounts" found in the back of the application packet. Administrative fees will be pro-rated based on a one-year contract at a cost of \$80 (with the exception of the Pac-10 Conference, whose fees vary from the standard \$80 rate). LRG will determine the length of the contract based on the date your completed application is received.

THE LICENSING PROCESS

Once your application has been approved for license, you will receive a licensing packet. You must complete the following steps in their entirety and receive a fully executed agreement before you may begin production:

1. Sign and return the License Agreement.
2. Remit payment for all applicable administrative fees and advances as stated on the invoice received with the licensing packet.
3. Submit a certificate of product liability insurance that names LRG as the certificate holder with a complete additional insureds statement. Minimum limits of liability and other helpful information may be found in the LRG Application Overview as well as in the Standard License Agreement.
4. Submit the company's identification tag or label that will appear on all products. LRG requires all licensees to properly identify themselves on each product with either a neck label, hang tag or byline.

****Authorization to produce products bearing the marks of any LRG client will not be granted until the company has completed the licensing process in its entirety and received an executed standard license agreement.**

MAINTAINING YOUR LICENSE

Once the licensing process is complete, LRG will forward an executed copy of the License Agreement to your company along with a unique user name and password that will help you gain access to production-ready artwork located on the Trademarx Artwork Solution website. For more information about this service, visit college.trademarxonline.com. To keep your license in good standing, you must remember to:

1. Maintain product liability insurance coverage for each license that you hold, and make sure that a copy of your current certificate of insurance is on file with LRG.
2. Always secure approval of artwork from the respective client prior to production. LRG strongly encourages licensees to submit artwork free of charge through the Trademarx Artwork Approval Solution. For more information about this service, contact us for a user id and password, then visit college.trademarxonline.com.
3. Report royalties for each license you hold directly to LRG. We encourage you to report royalties online through Trademarx. For more information about this service, contact us for a user id and password, then visit licensee.trademarxonline.com.
4. Contracts are renewed on an annual basis. Information regarding the renewal process will be forwarded to you when it is time to renew your contract(s).

If you have questions, please feel free to call, fax or e-mail LRG for further assistance.

CLP LABEL INFORMATION

REQUIRED FOR THE STANDARD AND IN-STATE LICENSE ONLY!

The **Collegiate Licensed Properties Association (CLPA)** is a non-profit organization made up of colleges and universities who manage their own licensing program, or partner with LRG for trademark management services. These institutions have come together to create the **CLPA Authentication Program**, which is designed to protect legitimate licensees from unlicensed and counterfeit products.



The CLP labels and hangtags combine several optical imaging techniques into a single image to create the high level of security found in the CLP labels. Because of these security features, **licensees may not print or produce their own CLP labels**. Labels may not be ordered until you have completed the entire licensing process.

For more information about the CLPA Authentication program, including FAQ's and ordering information, please visit www.clpa.us.

INSURANCE REQUIREMENTS

Each licensee is required to carry product liability insurance and provide a certificate indicating current coverage for each institution for which it is licensed. Please share the following information and sample insurance certificate on page four with your agent to expedite the licensing process and ensure that you have the proper coverage:

- The following “additional insured” language must be added to your insurance policy and appear on your insurance certificate or it will not be accepted:

“The Licensing Resource Group (“LRG”), all institutions represented by LRG for which insured is licensed, and their respective agents, officers and employees are named as additional insureds.”

- The certificate must be marked for Commercial General Liability, Products and Completed Operations in the amount of \$1,000,000 or higher.
- The certificate must be marked for “each occurrence” in the following amounts:
 - \$1,000,000 for bodily injury
 - \$300,000 for property damage
- Consumable and high risk products require a \$3,000,000 aggregate and \$3,000,000 for each occurrence.

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER 	CONTACT NAME: PHONE (A/C, No, Ext): _____ FAX (A/C, No): _____ E-MAIL ADDRESS: _____ PRODUCER CUSTOMER ID #: _____														
INSURED 	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 80%;">INSURER(S) AFFORDING COVERAGE</th> <th style="width: 20%;">NAIC #</th> </tr> <tr><td>INSURER A :</td><td></td></tr> <tr><td>INSURER B :</td><td></td></tr> <tr><td>INSURER C :</td><td></td></tr> <tr><td>INSURER D :</td><td></td></tr> <tr><td>INSURER E :</td><td></td></tr> <tr><td>INSURER F :</td><td></td></tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A :		INSURER B :		INSURER C :		INSURER D :		INSURER E :		INSURER F :	
INSURER(S) AFFORDING COVERAGE	NAIC #														
INSURER A :															
INSURER B :															
INSURER C :															
INSURER D :															
INSURER E :															
INSURER F :															

COVERAGES

CERTIFICATE NUMBER: SAMPLE

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY	X		SAMPLE			EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence) \$
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						MED EXP (Any one person) \$
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY \$ 1,000,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC						GENERAL AGGREGATE \$ 1,000,000
B	AUTOMOBILE LIABILITY						PRODUCTS - COMP/OP AGG \$ 1,000,000
	<input type="checkbox"/> ANY AUTO						
	<input type="checkbox"/> ALL OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> SCHEDULED AUTOS						BODILY INJURY (Per person) \$
	<input type="checkbox"/> HIRED AUTOS						BODILY INJURY (Per accident) \$
	<input type="checkbox"/> NON-OWNED AUTOS						PROPERTY DAMAGE (Per accident) \$
							\$
							\$
							\$
							\$
	UMBRELLA LIAB						EACH OCCURRENCE \$
	EXCESS LIAB						AGGREGATE \$
	DEDUCTIBLE						\$
	RETENTION \$						\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						WC STATUTORY LIMITS
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				OTH-ER
							E.L. EACH ACCIDENT \$
							E.L. DISEASE - EA EMPLOYEE \$
							E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Additional Insured: Licensing Resource Group, LLC All in accord with endorsement *CG 2026 0704, as modified and attached hereto. *may use and reference an equivalent form

CERTIFICATE HOLDER**CANCELLATION**

Licensing Resource Group, LLC 442 Century Lane, Suite 100 Holland, MI 49423	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED – DESIGNATED PERSON OR ORGANIZATION

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

Name Of Additional Insured Person(s) Or Organization(s)	
Insured _____	Policy Number _____
Licensing Resource Group ("LRG"), all institutions represented by LRG for which the insured is licensed and their respective officers, agent and employees are additional insureds.	
Agent Signature _____	Date _____
Information required to complete this Schedule, if not shown above, will be shown in the Declarations.	

Section II – Who Is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by your acts or omissions or the acts or omissions of those acting on your behalf:

- A.** In the performance of your ongoing operations; or
- B.** In connection with your premises owned by or rented to you.



Issues surrounding fair labor practices have affected virtually everyone associated with collegiate licensing. Many schools have affiliated with the Fair Labor Association as a way to work with their licensee companies and others to help address and improve issues affecting workers around the world. Members of that organization require their licensees to affiliate with and participate in the FLA in the appropriate licensee category.

What is the FLA?

Incorporated in 1999, the Fair Labor Association (FLA) is a collaborative effort of socially responsible companies, colleges and universities, and civil society organizations to improve working conditions in factories around the world. The FLA has developed a Workplace Code of Conduct, based on ILO standards, and created a practical monitoring, remediation and verification process to achieve those standards.

The FLA is a brand accountability system that places the onus on companies to voluntarily achieve the FLA's labor standards in the factories manufacturing their products. Universities affiliated with the FLA ensure that the licensees supplying their licensed products manufacture or source those products from factories in which workers' rights are protected. For more information on the FLA, the monitoring and remediation processes or the participants, please visit <http://www.fairlabor.org>.

How do I apply to be affiliated with the FLA?

Please visit the FLA website first. To register, go to <http://www.fairlabor.org/licensee-registration-form>. Included here are links to the FLA Licensee Categories and a Company Registration E-demo. *Please review the information carefully before completing your application.* Licensee affiliation questions should be emailed to FLAMembership@fairlabor.org.

What are the licensee categories at the FLA?

Licensees are currently organized in five categories, based primarily on company size. Category PC companies are typically companies with above \$50 million in total annual revenues, however, companies at any level of revenue may apply for this category. Category PC licensees commit to bring their entire supply chain into the FLA processes. Category B companies are those which have over \$50 million in total annual revenues. Category B licensees bring in only their factories that produce collegiate licensed/logo'd goods into the FLA processes. Category C companies have total revenues between \$2.5-\$50 million and Category D Companies have total annual revenues less than 2.5 million but in excess of \$25,000. Category E companies have total annual revenues less than \$25,000. Participation in the E Category may also include fine artisans or photographers whose annual revenue exceeds \$25,000. These categories are subject to change as the FLA program develops.

What about factory disclosure?

LRG requires all active licensees to disclose detailed information regarding manufacturing locations used to produce licensed merchandise. University members of the FLA also require this disclosure. You will find the required form on page eight of the application packet. **This important information must be provided to fulfill disclosure requirements of colleges and universities. Manufacturers applying for license are required to disclose this information during the application process. Please make sure that your disclosure information is complete and updated as required.**

PLEASE REFERENCE THE NEXT FIVE PAGES FOR MORE INFORMATION ON THE FLA LICENSEE CATEGORIES AND THE FLA PRINCIPLES OF FAIR LABOR FOR MORE INFORMATION.

FOR QUESTIONS ABOUT THE FLA, PLEASE CALL 202-898-1000 or visit their website at www.fairlabor.org.

Please Note: Several LRG clients are also members of the Worker's Rights Consortium (WRC) or have adopted their own code of conduct. For more information on code of conduct information, visit the "Licensing" section on LRG's website: www.lrgusa.com.



**FAIR LABOR
ASSOCIATION™**

Protecting Workers' Rights Worldwide

FLA Licensee Categories

December 2011

Current lists of licensees and other FLA affiliates are available on the FLA website at www.fairlabor.org.
Licensee affiliation questions should be emailed to FLAMembership@fairlabor.org.
Specific Program staff are listed on the FLA website for program-related questions.

AFFILIATE CATEGORY	CATEGORY DESCRIPTION	PARTICIPATION LEVEL	BOARD APPLICATION AND APPROVAL REQUIRED	ELIGIBLE FOR ACCREDITATION	PUBLIC FACTORY DISCLOSURE REQUIRED (CONDITION OF COLLEGIATE BUSINESS)	SPECIFIC PROGRAM REQUIREMENTS	ANNUAL DUES	ADMINISTERED ASSESSMENT FEES (IF APPLICABLE)	OTHER NOTES
Participating Company (PC) (licensing)	Companies at any level of revenue may apply for this category. PCs are typically companies with above \$50 million in total annual revenues.	Entire supply chain	Yes	Yes	Yes	Fulfill all participation requirements, including all ten FLA Principles of Fair Labor and Responsible Sourcing. Submit supply chain to FLA administered assessments.	Calculated as a percentage of gross annual revenues. For more information, please contact the FLA	Average cost of audit (\$4,000 for apparel factories and \$6,000 for footwear factories) is applied to 5% of factory list. Company is charged on actual costs and balance is reimbursed or carried forward. A management fee of \$2,110 is also assessed per monitoring visit.	Can be placed under Special Review for noncompliance with FLA requirements. Please see the FLA Charter for more information on Special Review.
Category B Licensee	Over \$50 million in total annual revenues.	Collegiate supply chain only	Yes	No	Yes	Fulfill all participation requirements, including all ten FLA Principles of Fair Labor and Responsible Sourcing and submit to FLA administered assessments with respect to facilities that manufacture goods bearing marks of FLA-affiliated colleges and universities. Complete the baseline and annual self-assessments in the FLA platform.	For total annual revenues from collegiate goods of \$100 million or less: \$5,000. For total annual revenues from collegiate goods over \$100 million: \$5,000 + .00001 times revenue in excess of \$100 million	Average cost of audit (\$4,000 for apparel factories and \$6,000 for footwear factories) is applied to 5% of collegiate factory list. Company is charged on actual costs and balance is reimbursed or carried forward. A management fee of \$2,110 is also assessed per monitoring visit.	Can be placed under Special Review for noncompliance with FLA requirements. Please see the FLA Charter for more information on Special Review. Licensees should avail themselves of training opportunities available through the FLA, including in person, online and self-directed training.

www.fairlabor.org

FLA Licensee Categories

December 2011

Current lists of licensees and other FLA affiliates are available on the FLA website at www.fairlabor.org.
Licensee affiliation questions should be emailed to FLAMembership@fairlabor.org.
Specific Program staff are listed on the FLA website for program-related questions.

AFFILIATE CATEGORY	CATEGORY DESCRIPTION	PARTICIPATION LEVEL	BOARD APPLICATION AND APPROVAL REQUIRED	ELIGIBLE FOR ACCREDITATION	PUBLIC FACTORY DISCLOSURE REQUIRED (CONDITION OF COLLEGIATE BUSINESS)	SPECIFIC PROGRAM REQUIREMENTS	ANNUAL DUES	ADMINISTERED ASSESSMENT FEES (IF APPLICABLE)	OTHER NOTES
Category C Licensee (*Revised December 2011)	Companies with total annual revenues between \$2.5 million and \$50 million.	Collegiate supply chain only	No	No	Yes	Participate in the Enhanced Licensee Program (ELP) which includes committing to the building block obligations (a subset of the FLA Principles of Fair Labor and Responsible Sourcing). Complete the baseline and annual self-assessments in the FLA platform. Participate in other forms of due diligence that may be required by the FLA.	.0001 x total annual revenues, with a minimum of \$500	Not applicable in 2012	Annual online renewals are required (FLA operates on the calendar year January–December). Licensees should avail themselves of training opportunities available through the FLA, including in person, online and self-directed training.
Category D Licensee (*Revised December 2011)	Companies with total annual revenues less than \$2.5 million but in excess of \$25,000.	Collegiate supply chain only	No	No	Yes	Certify commitment to the FLA Workplace Code of Conduct. Commit to a subset of the FLA Principles of Fair Labor and Responsible Sourcing. Complete the Introduction to the FLA online module. Complete the baseline and annual self-assessments in the FLA platform.	Annual fee of \$100	Not applicable in 2012	Annual online renewals are required (FLA operates on the calendar year January–December). Licensees should avail themselves of training opportunities available through the FLA, including in person, online and self-directed training.

FLA Licensee Categories

December 2011

Current lists of licensees and other FLA affiliates are available on the FLA website at www.fairlabor.org.
Licensee affiliation questions should be emailed to FLAMembership@fairlabor.org.
Specific Program staff are listed on the FLA website for program-related questions.

AFFILIATE CATEGORY	CATEGORY DESCRIPTION	PARTICIPATION LEVEL	BOARD APPLICATION AND APPROVAL REQUIRED	ELIGIBLE FOR ACCREDITATION	PUBLIC FACTORY DISCLOSURE REQUIRED (CONDITION OF COLLEGIATE BUSINESS)	SPECIFIC PROGRAM REQUIREMENTS	ANNUAL DUES	ADMINISTERED ASSESSMENT FEES (IF APPLICABLE)	OTHER NOTES
Category E Licensee (*New Category as of December 2011)	Companies with total annual revenues less than \$25,000. Participation in this category may also include fine artisans or photographers whose annual revenue exceeds \$25,000.	Collegiate supply chain only	No	No	Yes	Submit a signed letter on an annual basis certifying the licensee's commitment to FLA labor standards.	No annual fee	Not applicable in 2012	Annual online renewals are required (FLA operates on the calendar year January–December). Licensees can avail themselves of training opportunities available through the FLA, including in person, online and self-directed training.

Principles of Fair Labor & Responsible Sourcing

1. Company Affiliate establishes and commits to clear standards * (Workplace Standards)

- 1.1 Company Affiliate establishes and articulates clear, written workplace standards that meet or exceed those embodied in the FLA Workplace Code of Conduct.
- 1.2 Company Affiliate leadership formally commits to uphold workplace standards and to integrate them into company business practices.

2. Company Affiliate identifies and trains appropriate staff * (Staff Training)

- 2.1 Company Affiliate identifies all staff (and service providers, where relevant) responsible for implementing its workplace standards compliance program.
- 2.2 Company Affiliate ensures that all staff (including sourcing) and relevant service providers are trained on the company's commitment to standards and the integration of standards into business practices.
- 2.3 Company Affiliate ensures that staff or service providers responsible for implementing workplace standards compliance functions have appropriate competencies and suitable training in all areas under their responsibility.
- 2.4 Company Affiliate ensures that training is updated at regular intervals.

3. Company Affiliate shares commitment to workplace standards with suppliers and workers in the supply chain * (Committed Suppliers)

- 3.1 Company Affiliate formally conveys workplace standards to suppliers and receives written acknowledgment of standards and commitment to uphold them.
- 3.2 Company Affiliate obtains written agreement of suppliers to (a) submit to periodic inspections and audits, including unannounced audits conducted by independent external monitors accredited by the FLA for compliance with workplace standards, and (b) collaborate with the Company Affiliate to remediate instances of noncompliance.
- 3.3 Company Affiliate conditions future business with suppliers upon continuous improvement of compliance performance.
- 3.4 Company Affiliate ensures that workplace standards are made available to workers, managers and supervisors in written form and appropriate languages.
- 3.5 Company Affiliate ensures that workers, managers and supervisors are informed orally and educated about workplace standards at regular intervals to take account of labor turnover.

4. Company Affiliate ensures workers have access to grievance procedures and confidential reporting channels (Grievance Mechanisms and Confidential Channel)

- 4.1 Company Affiliate ensures there are functioning grievance procedures at supplier production sites.
- 4.2 Company Affiliate provides channels for workers to contact the Company directly and confidentially.
- 4.3 Company Affiliate ensures training and communication is provided to all workers about the grievance procedures and channels.
- 4.4 Company Affiliate ensures that grievance procedures and complaint channels are secure and prevents any punishment or prejudice against workers who use the systems.

5. Company Affiliate conducts workplace standards compliance monitoring * (Monitoring)

- 5.1 Company Affiliate conducts pre-sourcing assessment of suppliers to review compliance with workplace standards.
- 5.2 Company Affiliate monitors an appropriate sampling of suppliers regularly to assess compliance with workplace standards.
- 5.3 Company Affiliate ensures that monitoring includes as appropriate, but not limited to, worker interviews, management interviews, documentation review, visual inspection, and occupational safety and health review.
- 5.4 Company Affiliate ensures that, where relevant, monitoring is consistent with applicable collective bargaining agreements.

*** Building Block Obligations**

Principles of Fair Labor & Responsible Sourcing

6. Company Affiliate collects, manages and analyzes workplace standards compliance information * (Collection and Management of Compliance Information)

- 6.1 Company Affiliate maintains a complete and accurate list of all suppliers.
- 6.2 Company Affiliate collects and manages information on suppliers' compliance with workplace standards.
- 6.3 Company Affiliate analyzes noncompliance findings to identify trends, including persistent and/or egregious forms of noncompliance and reports to the FLA on such analysis.

7. Company Affiliate remediates in a timely and preventative manner * (Timely and Preventative Remediation)

- 7.1 Company Affiliate, upon completion of the monitoring visit, contacts the supplier concerned within 14 days and collaborates with the supplier to create a remediation plan within 60 days that addresses all noncompliances.
- 7.2 Company Affiliate takes steps to conduct root cause analysis, apply sustainable supply chain solutions and prevent the occurrence of noncompliances in other suppliers.
- 7.3 Company Affiliate updates the FLA periodically on progress of remediation and confirms completion.
- 7.4 Company Affiliate records and tracks the progress of remediation.

8. Company Affiliate aligns sourcing criteria and workplace standards (Responsible Sourcing)

- 8.1 Company Affiliate analyzes orders to ensure that sourcing criteria are consistent with workplace standards.
- 8.2 In the event of conflicts between sourcing criteria and workplace standards in an order, Company Affiliate provides a mechanism to resolve them in a timely manner to avoid negative impacts on workplace standards and reports to the FLA on those mechanisms annually.
- 8.3 Company Affiliate analyzes its supply chain on a quarterly basis to identify negative impacts of sourcing decisions on compliance and makes necessary adjustments.

9. Company Affiliate establishes & maintains relationships with labor non-governmental organizations, trade unions & other civil society institutions (Consultation with Civil Society)

- 9.1 Company Affiliate reviews sourcing base and develops a civil society outreach strategy that reflects the geographical distribution of sourcing.
- 9.2 Company Affiliate develops and maintains links to civil society organizations (CSOs) involved in labor rights in sourcing countries to gain understanding of local compliance issues as referenced in FLA guidance.
- 9.3 Company Affiliate engages with CSOs and knowledgeable local sources in the design and implementation of compliance program strategies, trainings, worker communication channels, or remediation plans specific to production sites.
- 9.4 Company Affiliate consults with legally constituted unions or worker representative structures at the production site during audits and remediation.

10. Company Affiliate meets FLA verification and programmatic requirements * (Verification Requirements)

- 10.1 Company Affiliate participates in FLA due diligence activities, including unannounced production site monitoring and company headquarter visits, as applicable.
- 10.2 Company Affiliate completes a standardized annual report on fulfillment of Principles of Fair Labor and Responsible Sourcing.
- 10.3 Company Affiliate maintains a complete and accurate list of applicable suppliers with the FLA.
- 10.4 Company Affiliate responds to FLA requests for documentation, contracts, information and clarification in a timely manner.
- 10.5 Company Affiliate pays annual dues and any other applicable fees.

*** Building Block Obligations**

Once you have successfully completed the licensing process, you will receive a user name and password that allow you to access production-ready artwork for any of LRG's clients for which you are licensed. **Artwork may only be obtained on-line at college.trademarxonline.com.**

The Trademarx Solution is a one-stop source for downloading production-ready graphics directly to your desktop. Licensees may download a full-color graphic standards guide and production-ready graphics free of charge, directly from the site, as well as find information about correct color values, usage guidelines and restrictions.



****Access to artwork will not be granted until you have successfully completed the licensing process.
All artwork must be obtained through college.trademarxonline.com.**

ARTWORK APPROVAL PROCEDURES

Licensees are required to receive formal approval for all artwork prior to production. Licensees are strongly encouraged to use the Trademarx Artwork Approval Solution, which is a web-based system designed to help streamline the artwork approval process for both manufacturers and trademark owners. The on-line tool allows licensees to easily submit their design and information concerning their design directly to the school. Once a design is submitted, the institution is notified via e-mail, and will access the system and review your design. You will be notified via e-mail once a decision has been reached on your design.



APPLICATION FOR LICENSE LICENSING RESOURCE GROUP, LLC

Please return your completed application, marketing plan and a representative sample of each product you wish to have considered for license.

ABOUT YOUR COMPANY

TYPE OF LICENSE FOR WHICH YOU ARE APPLYING: ☐ Standard (\$300 non-refundable application fee)

☐ Internal Usage (\$150 non-refundable application fee)

(Please note: An internal usage license may not be available for all schools. Please refer to the "LRG List of Accounts" for more information.)

☐ In-State License (\$150 non-refundable application fee)

COMPANY NAME AS IT APPEARS ON FOUNDATIONAL DOCUMENTS: _____

Note: This company name must be the same name found on any Federal Tax ID documents or insurance certificates.

OTHER NAMES UNDER WHICH YOU DO BUSINESS: _____

OTHER TRADE NAMES, BRAND NAMES OR LABELS USED BY YOUR BUSINESS: _____

YEAR BUSINESS BEGAN OPERATIONS: _____ FEDERAL TAX ID NUMBER: _____

TYPE OF ORGANIZATION ☐ Corporation ☐ Partnership ☐ Sole Proprietorship
☐ Other (please explain): _____

Type of Business: ☐ Manufacturer ☐ Distributor ☐ Enhancer
☐ Retailer ☐ Ad Specialty
☐ Other (please explain): _____

STATE OF INCORPORATION (IF APPLICABLE): _____

ANNUAL SALES OF EMBLEMATIC GOODS: Collegiate: \$ _____ Total: \$ _____

COMPANY LOCATION INFORMATION

PRIMARY ADDRESS:

Street or PO Box: _____

City: _____ State: _____ Zip Code: _____ - _____

Telephone: (____) _____ - _____ Facsimile: (____) _____ - _____

Website Address: _____

PHYSICAL/SHIPPING ADDRESS (used for UPS/FedEx- please complete if different from primary address):

Street Address: _____

City: _____ State: _____ Zip Code: _____ - _____

OTHER COMPANY-OWNED OFFICES, DISTRIBUTION/MANUFACTURING FACILITIES, RETAIL OUTLETS AND OFF-SHORE LOCATIONS:

Address: _____

Address: _____

City/State/Zip: _____

City/State/Zip: _____

Country: _____

Country: _____

Telephone: (____) _____ - _____

Telephone: (____) _____ - _____

COMPANY CONTACT INFORMATION

Please complete each section legibly and in its entirety.

PRIMARY LICENSING CONTACT:

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: (____) _____ - _____ Facsimile: (____) _____ - _____

E-Mail address: _____

OWNER:

Name: _____

Telephone: (____) _____ - _____ Facsimile: (____) _____ - _____

E-Mail address: _____

SALES DIRECTOR:

Name: _____

Telephone: (____) _____ - _____ Facsimile: (____) _____ - _____

E-Mail address: _____

MARKETING DIRECTOR:

Name: _____

Telephone: (____) _____ - _____ Facsimile: (____) _____ - _____

E-Mail address: _____

PRIMARY ART/GRAPHICS CONTACT:

Name: _____

Telephone: (____) _____ - _____ Facsimile: (____) _____ - _____

E-Mail address: _____

PRIMARY ROYALTY/FINANCIAL CONTACT:

Name: _____

Telephone: (____) _____ - _____ Facsimile: (____) _____ - _____

E-Mail address: _____

CORPORATE RESPONSIBILITY

DOES YOUR COMPANY HAVE A CORPORATE SOCIAL RESPONSIBILITY/LABOR COMPLIANCE PROGRAM? ☐ Yes ☐ No

If Yes, please explain: _____

DOES YOUR COMPANY HAVE A DIRECT OR INDIRECT RELATIONSHIP WITH ITS FACTORIES? _____

If indirect, how do you procure the product (e.g. Distributor, broker): _____

Do these entities have a direct relationship with the manufacturer and/or can they verify the compliance conditions of the manufacturing facilities? ☐ Yes ☐ No

HAVE YOU EVER VISITED YOUR FACTORIES? ☐ Yes ☐ No

If yes, how often do you visit? _____

HAVE YOU EVER PRODUCED PRODUCTS BEARING THE REQUESTED INSTITUTION(S) TRADEMARKS PRIOR TO APPLYING FOR THIS LICENSE?

☐ Yes ☐ No

If yes, please explain: _____

HAVE YOU EVER BEEN INVOLVED IN A PRODUCT LIABILITY CLAIM?

☐ Yes ☐ No

If yes, please explain: _____

HAVE YOU EVER BEEN DENIED A TRADEMARK LICENSE OR HAD A LICENSE CANCELLED?

☐ Yes ☐ No

If yes, please explain: _____

PLEASE COMPLETE THIS SECTION IN ITS ENTIRETY. YOU MAY INCLUDE SUPPORTING MATERIALS OR PROVIDE A SEPARATE DOCUMENT TO ANSWER EACH QUESTION AS PART OF YOUR MARKETING/MERCHANDISING PLAN. INCOMPLETE MARKETING/MERCHANDISING PLANS MAY AFFECT YOUR APPLICATION'S STATUS.

PROVIDE A SHORT HISTORY OF YOUR COMPANY, AS WELL AS YOUR COMPANY'S MISSION AND GOALS:

WHAT IS YOUR PLAN FOR LAUNCHING AND SELLING YOUR PRODUCT, AND WHAT ARE YOUR SHORT AND LONG-TERM GOALS:

PROVIDE DETAILS ABOUT YOUR PRODUCTS (feel free to include a separate document if you need more room to answer each question):

a. How did you arrive at the idea for your product(s)?

b. Tell us about the R&D you conducted for your product(s):

c. What are the minimums for your product(s)?

ARE YOU AN APPROVED VENDOR FOR: ☐ Barnes & Noble ☐ Follett ☐ Other: _____

DESCRIBE YOUR SALES FORCE: ☐ In-House Sales Force ☐ Independent Reps ☐ Agent

DESCRIBE YOUR DISTRIBUTION CAPABILITY:

- ☐ **National** Number of states covered: _____
- ☐ **Regional** (indicate regions covered):
- ☐ Northwest (AK, WA, OR, ID, MT, WY)
 - ☐ West (HI, CA, NV, UT, AZ, CO, NM, TX)
 - ☐ South (KY, TN, NC, SC, GA, FL, AL, MS, AR, LA)
 - ☐ North Central/Plains (ND, SD, NE, KS, MN, IA, MO, OK, TX)
 - ☐ Great Lakes (WI, IL, IN, MI, OH)
 - ☐ Mid-Atlantic (VA, WV, MD, DE, PA, DC)
 - ☐ Northeast (ME, NH, VT, RI, CT, NY, NJ)
- ☐ **Local Only** (within 100 miles of primary location)

TARGETED RETAIL ACCOUNTS/CHANNELS OF DISTRIBUTION:

Please indicate below where your product(s) will be sold (circle all that apply):

<u>Campus/Local</u>	<u>Mid-Tier/Better</u>	<u>Mass</u>	<u>Direct</u>
On-Campus Bookstore	Better Department Stores	Discount Stores	Internet
Off-Campus Bookstore	Sports Specialty	Wholesale Club	Catalog
Student Groups	Sporting Goods	Grocery Stores	Direct Response
Alumni Association	Specialty Stores	Drug Stores	Television Shopping
Athletic Team Shop	Gift/Novelty Shop	Convenience Stores	
Fan Shop	Mid-Tier Department Stores	Home Improvement Stores	
Campus Golf Course Shop	Financial Institution	Amusement Parks	
Concessions			

PLEASE ATTACH RETAILER AND BUYER INFORMATION FOR ALL ACCOUNTS CIRCLED ABOVE THAT INCLUDES THE FOLLOWING INFORMATION:

Retailer: Address, City, State and Zip Code

Buyer: Contact Name, Address, City, State, Zip Code, Telephone and E-Mail Address

DO YOU PLAN TO CONDUCT ANY ADVERTISING OR PROMOTION TO SUPPORT YOUR PRODUCTS?

- ☐ Yes ☐ No

- If yes, what type?
- ☐ Consumer Advertising ☐ Trade Advertising ☐ In-Store Materials
- ☐ Co-op Advertising ☐ Other: _____
- ☐ Web Advertising/Social Media

DESCRIBE YOUR TRADESHOW PARTICIPATION:

- Show: _____ ☐ Attend ☐ Exhibit
- Show: _____ ☐ Attend ☐ Exhibit
- ☐ Do not attend nor exhibit at tradeshows

WHAT DISTINGUISHES YOUR COMPANY FROM THE COMPETITION? _____

WHAT IS YOUR PROJECTED TIMELINE FOR INTRODUCING YOUR PRODUCT TO THE MARKETPLACE? _____

WHAT ARE THE TARGET GROUPS FOR YOUR PRODUCT(S)? _____

WHAT BARRIERS DO YOU ANTICIPATE YOUR COMPANY ENCOUNTERING AS IT ENTERS THE COLLEGIATE MARKET?

HOW WILL YOUR PRODUCT BE PACKAGED? DOES YOUR PACKAGING SET YOU APART FROM OTHER SIMILAR PRODUCTS?

THE FOLLOWING APPLIES TO INTERNAL USAGE APPLICANTS ONLY

TO WHAT DEPARTMENT(S) ON CAMPUS ARE YOU SELLING? _____

On-Campus Contact: _____

How often do you sell to these departments? _____

PLEASE INCLUDE ANY OTHER INFORMATION THAT YOU BELIEVE WOULD ASSIST LRG IN EVALUATING YOUR COMPANY'S APPLICATION FOR LICENSE AND THE IMPACT YOU MAY HAVE IN THE COLLEGIATE MARKETPLACE.

LIST OTHER LICENSES THAT YOU CURRENTLY HOLD:

University/Organization: _____

Contact Person: _____ Title: _____

Telephone: (____) ____ - _____ E-Mail Address: _____

Years Under License: _____

University/Organization: _____

Contact Person: _____ Title: _____

Telephone: (____) ____ - _____ E-Mail Address: _____

Years Under License: _____

University/Organization: _____

Contact Person: _____ Title: _____

Telephone: (____) ____ - _____ E-Mail Address: _____

Years Under License: _____

LIST CUSTOMER REFERENCES:

Customer: _____

Contact Person: _____ Title: _____

Telephone: (____) ____ - _____ E-Mail Address: _____

Customer: _____

Contact Person: _____ Title: _____

Telephone: (____) ____ - _____ E-Mail Address: _____

LIST BANK REFERENCE:

Bank: _____ Branch: _____

Contact Person: _____ Title: _____

Address: _____ City/State/Zip: _____

Telephone: (____) ____ - _____ Facsimile: (____) ____ - _____

INSURANCE INFORMATION

INSURANCE AGENT

Agency: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: (____) _____ - _____ Facsimile: (____) _____ - _____

PROSPECTIVE LICENSEE STATEMENT

I have read and understand this application and agree that the information provided is, to the best of my knowledge, accurate and complete. I grant the Licensing Resource Group, LLC permission to verify and exchange information on the company filing this application, including requesting reports from credit reporting agencies, and may use this information to help evaluate the application. Upon request, the Licensing Resource Group will provide the name and address of any agency that has provided a credit report on the company filing this application. I understand that the Licensing Resource Group reserves the right to retain product samples permanently and to dispose of any samples at the Licensing Resource Group's discretion.

Signed: _____ Date: _____

Print or Type Name: _____ Title: _____

PLEASE REMEMBER THAT YOUR COMPANY IS NOT AUTHORIZED TO PRODUCE ANY PRODUCT BEARING THE MARKS OF ANY LICENSING RESOURCE GROUP LLC CLIENT UNTIL A SIGNED AND FULLY EXECUTED VERSION OF THE STANDARD LICENSE AGREEMENT HAS BEEN FORWARDED TO YOUR COMPANY.

One product specification and disclosure form must be submitted with each product that you wish to license. Please remember that each sample must illustrate your planned method of enhancement. Products submitted for approval will be retained by the Licensing Resource Group and will not be returned to the manufacturer.

COMPANY NAME: _____

PRODUCT/ENHANCEMENT INFORMATION

Product Description: _____

Wholesale Price _____ Retail Price _____

Method of Enhancement: ☐ Screenprint ☐ Embroidery ☐ Sublimation
☐ Tackle Twill ☐ Woven ☐ Carved/Etched
☐ Engraved/Etched ☐ Hand Painted ☐ Embossed
☐ Offset Printing ☐ Digital/Laser Printing
☐ Other: _____

Do you apply the logo to this product at your company's primary location?
☐ Yes ☐ No: **REQUIRED: Provide information on the company that applies the logo to this product:**

Company Name: _____ Contact: _____

Address: _____

City: _____ State: _____ Zip: _____ Country: _____

Telephone: _____ Facsimile: _____ E-Mail: _____

Do you manufacture the blank goods?
☐ Yes ☐ No **REQUIRED: provide information on the company from whom you purchase blank goods**

Company Name: _____ Contact: _____

Address: _____

City: _____ State: _____ Zip: _____ Country: _____

Telephone: _____ Facsimile: _____ E-Mail: _____

TO BE COMPLETED BY THE UNIVERSITY UPON LRG'S REQUEST

☐ Product Approved ☐ Product Disapproved

Signed: _____ Date: _____

University: _____

Please check the box beside each institution for which you wish to obtain a license. Administrative fees and annual advances/minimum guaranteed royalties will be invoiced after the review of your application, and payments will be due upon receipt of the license agreement packet.

*Please note: Applicable administrative fees and annual advances/minimum guaranteed royalties will be invoiced after the review of your application. Annual advances are pre-determined according to the List of LRG Accounts. Administrative fees will be pro-rated based on a one-year contract at a cost of \$80 (with the exception of the Pac-12 Conference, whose fees vary from the standard \$80 rate). LRG will determine the length of the contract based on the date your completed application is received.

<i>Institution</i>	<i>Royalty Rate</i>	<i>Apparel</i>	<i>Non-Apparel</i>
<input type="checkbox"/> Adelphi University	8.0%	\$100	\$50
<input type="checkbox"/> University of Akron	10.0%	\$200	\$100
<input type="checkbox"/> University of Akron Fear the Roo Marks	12.0%	\$0	\$0
<i>Licensee <u>must</u> carry the 10% Akron license in order to use the "Fear the Roo" logos; applying for the FTR logos only is not permitted.</i>			
<i>There is no additional up-front fee to use the Fear the Roo logos.</i>			
<input type="checkbox"/> Alabama State University	8.0%	\$0	\$0
<input type="checkbox"/> University of Alabama at Birmingham	10.0%	\$100	\$50
<input type="checkbox"/> University of Alabama in Huntsville	8.0%	\$0	\$0
<input type="checkbox"/> American University	10.0%	\$200	\$200
<input type="checkbox"/> Appalachian State University	10.0%	\$250	\$100
<input type="checkbox"/> Augustana College	8.0%	\$50	\$25
<input type="checkbox"/> Austin Peay State University	8.0%	\$0	\$0
<input type="checkbox"/> Ball State University	10.0%	\$100	\$100
<input type="checkbox"/> Baylor University	10.0%	\$250	\$100
<input type="checkbox"/> Bemidji State University	10.0%	\$0	\$0
<input type="checkbox"/> Big East Conference	12.0%	\$625	\$250
<input type="checkbox"/> Big South Conference	10.0%	\$50	\$50
<input type="checkbox"/> Bob Jones University	10.0%	\$0	\$0
<input type="checkbox"/> Bradley University	8.0%	\$100	\$50
<input type="checkbox"/> College at Brockport	8.0%	\$0	\$0
<input type="checkbox"/> Brown University	10.0%	\$100	\$50
<input type="checkbox"/> Bryant University	8.0%	\$100	\$50
<input type="checkbox"/> Bucknell University	8.0%	\$100	\$50
<input type="checkbox"/> University at Buffalo*	10.0%	\$0	\$0
<input type="checkbox"/> Buffalo State College*	8.0%	\$0	\$0
<input type="checkbox"/> Univ. of California, Santa Barbara	7.0%	\$100	\$50

ADMINISTRATION FEES AND ADVANCES ARE INVOICED AFTER APPLICATIONS ARE APPROVED

*= Internal Usage Contract Not Available for this School

<i>Institution</i>	<i>Royalty Rate</i>	<i>Advanced Royalty</i>	
		<i>Apparel</i>	<i>Non-Apparel</i>
<input type="checkbox"/> Univ. of California, Riverside	10.0%	\$50	\$25
<input type="checkbox"/> California State University, Fullerton	7.5%	\$0	\$0
<input type="checkbox"/> California State University, Long Beach	8.0%	\$0	\$0
<input type="checkbox"/> California State University, San Marcos	7.5%	\$100	\$50
<input type="checkbox"/> California State University, Stanislaus	7.5%	\$0	\$0
<input type="checkbox"/> Campbell University	10.0%	\$50	\$50
<input type="checkbox"/> Canisius College	8.0%	\$100	\$50
<input type="checkbox"/> Case Western Reserve University	8.0%	\$100	\$50
<input type="checkbox"/> University of Central Arkansas	10.0%	\$100	\$50
<input type="checkbox"/> Central Collegiate Hockey Assoc.	12.0%	\$500	\$250
<input type="checkbox"/> Central Connecticut State University	8.0%	\$100	\$50
<input type="checkbox"/> Central Michigan University	10.0%	\$100	\$50
<input type="checkbox"/> Charleston Southern University	8.0%	\$50	\$50
<input type="checkbox"/> Christopher Newport University	8.0%	\$50	\$25
<input type="checkbox"/> Coastal Carolina University	10.0%	\$50	\$25
<input type="checkbox"/> Colgate University	7.5%	\$0	\$0
<input type="checkbox"/> College of Charleston	9.0%	\$250	\$150
<input type="checkbox"/> Colorado Mesa University	8.0%	\$50	\$25
<input type="checkbox"/> Colorado School of Mines	8.0%	\$100	\$50
<input type="checkbox"/> Colorado College	8.0%	\$0	\$0
<input type="checkbox"/> Columbia University	10.0%	\$100	\$50
<input type="checkbox"/> Creighton University	10.0%	\$100	\$50
<input type="checkbox"/> Dallas Baptist University	10.0%	\$0	\$0
<input type="checkbox"/> Davidson College	8.0%	\$100	\$50
<input type="checkbox"/> University of Dayton	8.0%	\$0	\$0
<input type="checkbox"/> Delaware State University	10.0%	\$50	\$25
<input type="checkbox"/> Delta State University	8.0%	\$50	\$25
<input type="checkbox"/> Denison University	7.0%	\$0	\$0
<input type="checkbox"/> DePaul University	10.0%	\$100	\$50
<input type="checkbox"/> University of Detroit Mercy	8.0%	\$100	\$50
<input type="checkbox"/> Drake University-Institutional Marks	10.0%	\$100	\$50
<input type="checkbox"/> Drake University-Athletic Marks	10.0%	\$100	\$50

Note: The advance royalty payment is good for both the Institutional Mark license and the Athletic Mark license and should not be paid twice.

ADMINISTRATION FEES AND ADVANCES ARE INVOICED AFTER APPLICATIONS ARE APPROVED

*= Internal Usage Contract Not Available for this School

<i>Institution</i>	<i>Royalty Rate</i>	<i>Advanced Royalty</i>	
		<i>Apparel</i>	<i>Non-Apparel</i>
<input type="checkbox"/> Eastern Kentucky University	10.0%	\$0	\$0
<input type="checkbox"/> Eastern Washington University	8.0%	\$0	\$0
<input type="checkbox"/> Elon University	8.0%	\$50	\$50
<input type="checkbox"/> Emory University*	8.0%	\$50	\$50
<input type="checkbox"/> Emporia State University	8.0%	\$0	\$0
<input type="checkbox"/> University of Evansville	8.5%	\$0	\$0
<input type="checkbox"/> Fairleigh Dickinson University	8.0%	\$50	\$50
<input type="checkbox"/> Ferris State University	8.0%	\$0	\$0
<input type="checkbox"/> Florida Gulf Coast University	8.0%	\$0	\$0
<input type="checkbox"/> Florida Institute of Technology	8.0%	\$0	\$0
<input type="checkbox"/> Fredonia State University	8.0%	\$0	\$0
<input type="checkbox"/> Gardner-Webb University	8.0%	\$50	\$25
<input type="checkbox"/> Geneseo, State University of New York	8.0%	\$0	\$0
<input type="checkbox"/> Grand Valley State University	8.0%	\$100	\$50
<input type="checkbox"/> Great Lakes Intercollegiate Athletic Conf.	12.0%	\$0	\$0
<input type="checkbox"/> Hampton University	10.0%	\$50	\$25
<input type="checkbox"/> University of Hawai'i	10.0%	\$250	\$100
<input type="checkbox"/> High Point University	8.0%	\$50	\$50
<input type="checkbox"/> University of Houston	10.0%	\$100	\$50
<input type="checkbox"/> Hockey East Association	12.0%	\$50	\$25
<input type="checkbox"/> College of the Holy Cross	8.0%	\$50	\$25
<input type="checkbox"/> Famous Idaho Potato Bowl (Humanitarian Bowl)	15.0%	\$500	\$500
<input type="checkbox"/> University of Illinois at Chicago	8.0%	\$0	\$0
<input type="checkbox"/> Illinois State University	10.0%	\$100	\$50
<input type="checkbox"/> Indiana State University	10.0%	\$100	\$50
<input type="checkbox"/> Iona College	8.0%	\$100	\$50
<input type="checkbox"/> Iowa State University	10.0%	\$500	\$100
<input type="checkbox"/> Kansas State University*	10.0%	\$500	\$250
<input type="checkbox"/> Kent State University	10.0%	\$100	\$50
<input type="checkbox"/> Kenyon College	7.5%	\$50	\$25
<input type="checkbox"/> Lafayette College	8.0%	\$100	\$50
<input type="checkbox"/> Lake Superior State University	8.0%	\$0	\$0
<input type="checkbox"/> Lenoir Rhyne University	8.0%	\$50	\$50
<input type="checkbox"/> Liberty University	10.0%	\$100	\$50

ADMINISTRATION FEES AND ADVANCES ARE INVOICED AFTER APPLICATIONS ARE APPROVED

*= Internal Usage Contract Not Available for this School

<i>Institution</i>	<i>Royalty Rate</i>	<i>Advanced Royalty</i>	
		<i>Apparel</i>	<i>Non-Apparel</i>
<input type="checkbox"/> Lincoln University	8.0%	\$50	\$25
<input type="checkbox"/> Lipscomb University	8.0%	\$50	\$25
<input type="checkbox"/> LIU Brooklyn	8.0%	\$100	\$50
<input type="checkbox"/> Longwood University	10.0%	\$50	\$25
<input type="checkbox"/> Loyola University, Chicago	10.0%	\$0	\$0
<input type="checkbox"/> University of Maine	8.0%	\$100	\$50
<input type="checkbox"/> Marist College	8.0%	\$100	\$50
<input type="checkbox"/> Mercer University	8.0%	\$50	\$25
<input type="checkbox"/> Meredith College	8.0%	\$0	\$0
<input type="checkbox"/> Miami University	10.0%	\$100	\$50
<input type="checkbox"/> Michigan Tech University	6.0%	\$0	\$0
<input type="checkbox"/> Mid-American Conference	14.0%	\$500	\$250
<input type="checkbox"/> Minnesota State University, Mankato	8.0%	\$0	\$0
<input type="checkbox"/> Mississippi College	8.0%	\$50	\$50
<input type="checkbox"/> Mississippi State University	10.0%	\$300	\$200
<input type="checkbox"/> Missouri Valley Conference	8.0%	\$0	\$0
<input type="checkbox"/> Monmouth College*	8.0%	\$0	\$0
<input type="checkbox"/> Morehead State University	8.0%	\$0	\$0
<input type="checkbox"/> Mount St. Mary's University	8.0%	\$100	\$50
<input type="checkbox"/> University of Mount Union	8.0%	\$0	\$0
<input type="checkbox"/> Murray State University	10.0%	\$100	\$50
<input type="checkbox"/> United States Naval Academy	10.0%	\$250	\$100
<input type="checkbox"/> University of Nevada Las Vegas	10.0%	\$250	\$100
<input type="checkbox"/> New Jersey Institute of Technology	8.0%	\$100	\$50
<input type="checkbox"/> Nicholls State University	10.0%	\$50	\$50
<input type="checkbox"/> Norfolk State University	9.0%	\$50	\$25
<input type="checkbox"/> UNC Asheville	8.0%	\$50	\$50
<input type="checkbox"/> UNC Wilmington*	10.0%	\$0	\$0
<input type="checkbox"/> North Carolina A&T State University	7.5%	\$100	\$50
<input type="checkbox"/> North Carolina Central University	8.0%	\$50	\$50
<input type="checkbox"/> North Carolina State University	10.0%	\$500	\$250
<input type="checkbox"/> University of North Florida	8.0%	\$0	\$0
<input type="checkbox"/> North Dakota State University	10.0%	\$250	\$100

ADMINISTRATION FEES AND ADVANCES ARE INVOICED AFTER APPLICATIONS ARE APPROVED

*= Internal Usage Contract Not Available for this School

<i>Institution</i>	<i>Royalty Rate</i>	<i>Advanced Royalty</i>	
		<i>Apparel</i>	<i>Non-Apparel</i>
<input type="checkbox"/> University of North Dakota	10.0%	\$250	\$100
<input type="checkbox"/> Northeast Conference	12.0%	\$50	\$25
<input type="checkbox"/> Northeastern University	10.0%	\$250	\$125
<input type="checkbox"/> Northern Illinois University	10.0%	\$100	\$50
<input type="checkbox"/> University of Northern Iowa	10.0%	\$50	\$50
<input type="checkbox"/> Northwestern State University	8.0%	\$150	\$50
<input type="checkbox"/> Northwood University	8.0%	\$0	\$0
<input type="checkbox"/> Nova Southeastern University	8.0%	\$50	\$25
<input type="checkbox"/> Oakland University	8.0%	\$0	\$0
<input type="checkbox"/> Ohio University	10.0%	\$100	\$50
<input type="checkbox"/> Oral Roberts University	8.0%	\$0	\$0
<input type="checkbox"/> Pace University	8.0%	\$100	\$50
<input type="checkbox"/> Pac-12 Conference	12.0%	\$0	\$0
<input type="checkbox"/> University of Pennsylvania-Institutional Marks*	10.0%	\$500	\$250
<input type="checkbox"/> University of Pennsylvania-Athletic Marks*	10.0%	\$500	\$250

Note: The advance royalty payment is good for both the Institutional Mark license and the Athletic Mark license and should not be paid twice.

<input type="checkbox"/> Pinstripe Bowl	15.0%	\$0	\$0
<input type="checkbox"/> University of Portland	8.0%	\$50	\$25
<input type="checkbox"/> Quinnipiac University	8.0%	\$90	\$50
<input type="checkbox"/> Radford University	10.0%	\$50	\$25
<input type="checkbox"/> University of Richmond	8.0%	\$100	\$50
<input type="checkbox"/> Robert Morris University	8.0%	\$100	\$50
<input type="checkbox"/> University of Rochester	8.0%	\$0	\$0
<input type="checkbox"/> Sacred Heart University	8.0%	\$100	\$50
<input type="checkbox"/> Saint Peter's University	8.0%	\$0	\$0
<input type="checkbox"/> Salve Regina University	10.0%	\$100	\$50
<input type="checkbox"/> Samford University	10.0%	\$50	\$50

ADMINISTRATION FEES AND ADVANCES ARE INVOICED AFTER APPLICATIONS ARE APPROVED

*= Internal Usage Contract Not Available for this School

<i>Institution</i>	<i>Royalty Rate</i>	<i>Advanced Royalty</i>	
		<i>Apparel</i>	<i>Non-Apparel</i>
<input type="checkbox"/> Seton Hall University	10.0%	\$100	\$50
<input type="checkbox"/> Sinclair Community College	7.5%	\$0	\$0
<input type="checkbox"/> University of Sioux Falls	10.0%	\$50	\$25
<input type="checkbox"/> South Carolina State University	10.0%	\$150	\$100
<input type="checkbox"/> University of South Dakota	10.0%	\$50	\$25
<input type="checkbox"/> Southeast Missouri State University	8.0%	\$50	\$50
<input type="checkbox"/> Southeastern Louisiana University	10.0%	\$50	\$25
<input type="checkbox"/> Southern Connecticut State Univ.	8.0%	\$100	\$50
<input type="checkbox"/> University of Southern Mississippi	10.0%	\$250	\$100
<input type="checkbox"/> Stony Brook University*	8.0%	\$0	\$0
<input type="checkbox"/> St. Bonaventure University	10.0%	\$100	\$50
<input type="checkbox"/> St. John's University	10.0%	\$200	\$100
<input type="checkbox"/> St. Norbert College	10.0%	\$25	\$25
<input type="checkbox"/> Tennessee Tech University	8.0%	\$0	\$0
<input type="checkbox"/> Towson University	10.0%	\$100	\$50
<input type="checkbox"/> Truman State University	7.0%	\$0	\$0
<input type="checkbox"/> Valparaiso University	8.0%	\$0	\$0
<input type="checkbox"/> University of Vermont	8.5%	\$75	\$25
<input type="checkbox"/> Virginia Military Institute	8.0%	\$100	\$50
<input type="checkbox"/> Washington University in St. Louis	8.0%	\$0	\$0
<input type="checkbox"/> Western Carolina University	8.0%	\$50	\$25
<input type="checkbox"/> Western Collegiate Hockey Assoc.	12.0%	\$50	\$25
<input type="checkbox"/> Western Illinois University	7.5%	\$0	\$0
<input type="checkbox"/> Western Michigan University	10.0%	\$250	\$100
<input type="checkbox"/> Western Oregon University	8.0%	\$0	\$0
<input type="checkbox"/> Wheaton College	10.0%	\$100	\$50
<input type="checkbox"/> Wichita State University	8.0%	\$100	\$50
<input type="checkbox"/> Winston-Salem State University	8.0%	\$50	\$50
<input type="checkbox"/> Winthrop University	8.0%	\$50	\$50
<input type="checkbox"/> University of Wisconsin-Eau Claire	10.0%	\$50	\$25

ADMINISTRATION FEES AND ADVANCES ARE INVOICED AFTER APPLICATIONS ARE APPROVED

*= Internal Usage Contract Not Available for this School

<i>Institution</i>	<i>Royalty Rate</i>	<i>Advanced Royalty</i>	
		<i>Apparel</i>	<i>Non-Apparel</i>
<input type="checkbox"/> University of Wisconsin-Green Bay	8.0%	\$100	\$50
<input type="checkbox"/> University of Wisconsin-La Crosse	8.0%	\$0	\$0
<input type="checkbox"/> University of Wisconsin-Milwaukee	8.0%	\$0	\$0
<input type="checkbox"/> U. of Wisconsin-Milwaukee Panther Head	10.0%	\$0	\$0
<i>Licensee <u>must</u> carry the 8% UWM license in order to use the Panther head logo; applying for the Panther logo only is not permitted.</i>			
<i>There is no additional up-front fee to use the Panther head logo.</i>			
<input type="checkbox"/> University of Wisconsin-Platteville	10.0%	\$0	\$0
<input type="checkbox"/> University of Wisconsin-Stevens Point	8.0%	\$0	\$0
<input type="checkbox"/> University of Wisconsin-Stout	8.0%	\$0	\$0
<input type="checkbox"/> University of Wisconsin-Whitewater	8.0%	\$0	\$0
<input type="checkbox"/> Wofford College	8.0%	\$50	\$25
<input type="checkbox"/> Worcester Polytechnic Institute	10.0%	\$100	\$50
<input type="checkbox"/> Wright State University	8.0%	\$0	\$0
<input type="checkbox"/> Xavier University	10.0%	\$250	\$100
<input type="checkbox"/> Youngstown State University	8.0%	\$100	\$50

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