

2011-2012 Corporate Sales

Jan. 2012 KHSAA Internal

## Cash Income

Client	<b>20</b> <sup>-</sup>	11-2012	Notes
Rawlings	\$		Includes Official Ball, SB Title, BA Radio and Coaches Clinic Sponsorship
Musco Lighting	\$	5,000	Official Lighting Sponsor; initial contracted amount settles in June with additional
Kentucky National Guard	\$		One Year
Forcht Group of Kentucky	\$		Through 2012 ; Already signed 3 year extension for \$30,000 year through 2015
Ted Cook Tire	\$	26,000	Renewed through 2014
Forcht Bank	\$		Renewed through 2013
Leachman	\$		contracted through 2020 event
H&W Sports	\$		renewed through 2012
Houchens	\$		through 2015
AT&T Mobility	\$		(Two year agreement approval for renewal) - 2010-11
Russell Athletic	\$	50,000	FB Title
Total	\$	352,887	
In-Kind/Trade			
Client	20	11-2012	Notes
Hyatt Place	\$	1,000	(10 Rooms - In Kind remainder of year plus corproate room rate through December 2012)
Dutch's Chevy	\$		(One Courtesy Car)
Dutch's Ford	\$		(One Courtesy Car)
Fairfield Inn & Suites	\$		(10-Rooms - In Kind)
Holiday Inn	\$	690	(10 Rooms - State VB Staff/Officials)
Hilton Garden Inn - BG	\$		(Total of 51 individual comp room nights for GF HQ Hotel)
Rawlings	\$		(In-Kind Balls)
Rawlings	\$		(In-Kind Product)
Windstream	\$		(In-Kind DSL / Phone Lines at State Events)
Booth Exhibitor Trade	\$	1,500	(First String Media)
Total	\$	36,890	
Advertising/Exhibitors			
Client	20	11-2012	Notes
Annual Meeting Exhibitors	\$	1,200	
Hall of Fame Golf Outing	\$	500	
KABC	\$	2,000	
KHSCA	\$	3,000	Includes HOF Golf/Banquet Sponsorship / Print Advertising
Exhibitors/Ads	\$	1,300	Misc. including WR
Total	\$	8,000	
Internal Totals All Projects	\$	397,777	Includes Trade-In Kind Value Figures
Internal Cash Total All Projects	\$	360,887	