



NIKE/BSN SPORTS REWARD PROGRAM

FOR

Beechwood Independent Schools

BSN SPORTS ("BSN") is pleased to offer **Beechwood Independent Schools** the **NIKE/BSN SPORTS REWARDS PROGRAM** for the purchase and supply of athletic apparel and equipment for use by the school and its interscholastic programs.

BSN SPORTS Product Pricing: The school shall be able to purchase products at the following discounts:

-Nike Team Apparel/Stock Uniforms	35% off Retail Price
-BSN Products	15% off Catalog Price
-BSN Catalog Branded Products	10% off Catalog Price

All Custom Uniforms and Footwear will be priced separately. Custom apparel, decorated apparel and footwear from any other manufacturers offered by BSN SPORTS will be at team discount pricing.

Decoration charges are not included in the above discounts. Products sold to the Cheerleading coach will not be included in spending level totals.

BSN SPORTS Products are identified in our catalog with a black star icon next to the product code. BSN SPORTS catalog branded products are products distributed by BSN from a manufacturer such as Wilson, Spalding, Rawlings, etc.

My Team Shop: BSN SPORTS' online player pay site can be used by all varsity programs. All other programs including club sports and organizations will be encouraged to participate. All MTS sales including club and organizations will count towards rebate goals.

Shipping: The Athletic Program will be quoted freight charges on all orders.

Product Rebate: Subject to the terms below, at the end of each school year of this agreement, the Athletic Program will receive a Product Rebate including selected products from BSN. The Product Rebate will be selected from a list of products provided by BSN and subject to availability at the time of order. Product Rebates are available after the requirements below are met and must be utilized during each school budget year. All Product Rebates will be redeemed in May and June. A Product Rebate balance does not carry over from year to year.

FOOTBALL
BASKETBALL
VOLLEYBALL
SOCCER
BASEBALL
LACROSSE
TENNIS
SOFTBALL
UNIFORMS
TRACK&FIELD
STRENGTH&
FITNESS
WRESTLING
SPORTS MED
SPEED
AGILITY
SCOREBOARDS
BENCHES&BLEACHERS
COACHING
AQUATICS



Nike will provide \$8,000 a year in promotion product.

This promo will be available July 1st of each year of the agreement and is at the current retail/catalog pricing.

Annual Spending Level	Annual Rebate Amount:
\$250,000+	10% of annual spend in Nike or BSN equipment at catalog price.
\$100,000 - \$249,999	Annual Rebate Amount: 8% of annual spend in Nike or BSN equipment at catalog price.
\$75,000 - \$99,999	Annual Rebate Amount: 6% of annual spend in Nike or BSN equipment at catalog price.
\$50,000 - \$74,999	Annual Rebate Amount: 4% of annual spend in Nike or BSN equipment at catalog price.

The maximum annual product rebate will be the amount above, inclusive of any manufacturer incentives.

Any decoration or customization to rebate product is paid for by the Athletic Program.

Terms and Conditions: All purchases will be made through BSN SPORTS. Only products purchased through BSN will be eligible for the Product Rebate.

The School and Athletic Program must be current on all payment obligations to BSN to be eligible for the Product Rebate.

Term: The duration of this agreement is one (1) year from **June 1, 2016 to May 31, 2017** ("Term"). This agreement is renewable for up to four (4) additional years. Renewing of the agreement can be done via email between Beechwood Administration and Jeff Brickler (BSN Sales Manager). Beechwood Independent Schools, Nike or BSN Sports has the right to cancel the agreement if one or all parties feel they are not benefiting from the agreement. Cancelling the agreement must be done in writing prior to June 30th of each year.

FOOTBALL
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BENCHES&BLEACHERS
COACHING
AQUATICS



Acknowledged and Agreed to:

Beechwood Independent Schools

BSN SPORTS

Signature
School Representative

Ken Caravati
VP of Sales

Date

Jeff Brickler
Regional Sales Manager

CONFIDENTIAL

FOOTBALL
BASKETBALL
VOLLEYBALL
SOCCER
BASEBALL
LACROSSE
TENNIS
SOFTBALL
UNIFORMS
TRACK&FIELD
STRENGTH&
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