

**Corporate Sales Report submitted by  
Elle Marketing & Events**

**Cash Income**

<b>Sponsor Name</b>	<b>2018-2019</b>	<b>2017-2018</b>	<b>2016-2017</b>	<b>2015-2016</b>	<b>Notes</b>
Baden					Volleyball ball contract
Spalding					Basketball, baseball ball contract
Select					Soccer ball contract
BSN Sports					renewal
Ted Cook Tire					renewal
Kentucky Utilities					renewal
KHSCA					renewal
Midway University					renewal
Musco Lighting					renewal
Prairie Farms					renewal
Subway					renewal pending
U.S. Army ROTC					New Title Sponsor for Soccer
U.S. Coast Guard					New Sponsor
UK Healthcare					renewal
UPS					New Corporate Partner
Whitaker Bank					renewal
Roberts Insurance					renewal
Pannell Swim Shop					renewal of Swimming Title
Leachman					Golf Title renewal
Huddle					ticket renewal
Rafferty's					renewal
KY. Dept. of Agriculture					renewal
EKU					CP renewal
WKU					renewal with increase
Morehead State University					renewal
University of KY PR					New FB sponsor
Creech Foundation					BW sponsor
Kosair					Radio sponsor
Super Bowl					New Bowling sponsor
H&W Sports					renewal
U.S. Army ROTC					new CP, WR Title
Herald-Leader					renewal
Whitaker Bank					Baseball renewal
Visit Lex					renewal- Invoiced to arena
FLW Foundation					BF renewal
KY Lake CVB					BF renewal
Calvert City					BF Host City renewal
Ebonite					renewal BW sponsor
<b>Total</b>	<b>\$648,500</b>	<b>\$844,450</b>	<b>\$891,400</b>	<b>\$803,269</b>	

In-Kind/Trade	2018-2019	2017-2018	2016-2017	2015-2016	
<b>Client</b>					<b>Notes</b>
UK Healthcare					athletic trainers
BSN					apparel and equipment trade
Subway					food trade
Instant Signs					signage
Prairie Farms					food trade
Dutch's					auto trade
Dutch's					auto trade
Tanner Dodge					auto trade
Rafferty's					food trade
Staxx BBQ					food trade
Ale 8 One					bottled water trade
H&W Sports					equipment
Ellis & Badenhausen					athletic trainers
Herald-Leader					advertising trade
Rudis					WR event staff shirts
<b>Total</b>	<b>\$147,882</b>	<b>\$155,746</b>	<b>\$148,384</b>	<b>\$90,984</b>	
<b>Exhibitors/Vendors Fees</b>	<b>2018-2019</b>	<b>2017-2018</b>	<b>2016-2017</b>	<b>2015-2016</b>	<b>Notes</b>
<b>Event</b>					
Annual Meeting Exhibitors					Martin Flooring, Vescio, Bumblebee, BSN, Toadvine, H&W Sports
Football Exhibitors					Bumblebee Sports
Cheer Exhibitors					Team Spirit Shop, Simply Cheer,
Dance Exhibitors					Team Spirit Shop
WR Exhibitors					Rudis
BBK/GBK Exhibitors					Bumblebee, Shively Sporting Goods, Cincinnati Flooring
<b>Total</b>	<b>\$11,200</b>	<b>\$13,600</b>	<b>\$11,150</b>	<b>\$7,925</b>	
<b>Totals All Projects</b>	<b>\$807,582</b>	<b>\$1,013,796</b>	<b>\$1,050,934</b>	<b>\$902,178</b>	<b>Includes in kind trade</b>
<b>Cash Total</b>	<b>\$659,700</b>	<b>\$858,050</b>	<b>\$902,550</b>	<b>\$811,194</b>	<b>Without in-kind trade</b>
<b>New business contracts 2018-2019</b>		<b>\$48,082</b>			
<b>Pipeline/Proposals/Renewals</b>	<b>2018-2019</b>				
<b>Client</b>	<b>Proposed Amount</b>				<b>Notes</b>
NKYCVB					renewal
Top Seed Tennis					Tennis Title
U.S. Navy ROTC					BBK booth
Kentucky Utilities					Radio title renewal thru 2022
Bass Pro					Bass Fishing Title FY19-20
Hunt Brother Pizza					new sponsor
Alliance Corp					new sponsor
KY Lake Lodging					BF renewal
Mingua Beef Jerkey					new sponsor
UPS					GBK Title 2020
<b>Total</b>	<b>\$220,000</b>				