

STRATEGIC MARKETING AFFILIATES

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SOUTHLAND CONFERENCE ROYALTY REPORTING FORM

LICENSEE: _____

DBA (Other Names Used): _____

* ROYALTY REPORTING PERIOD (Check all that apply):

- Q1= Jan.-Mar. _____ (due Apr. 20)
 Q2 = Apr.-Jun. _____ (due Jul. 20)
 Q3 = Jul.-Sep. _____ (due Oct. 20)
 Q4 = Oct.-Dec. _____ (due Jan. 20)

* Royalties are due the 20th of the month following the end of each calendar quarter in which sales are made. Reports are due even if sales are zero.

	Net Sales Apparel	Net Sales Headwear	Net Sales Non-Apparel	Royalty Rate	Total Due
Southland + Central Arkansas				10.0%	
Southland + Lamar				10.0%	
Southland + McNeese State				10.0%	
Southland + Nicholls State				10.0%	
Southland + Northwestern State				10.0%	
Southland + Sam Houston State				10.0%	
Southland + Southeastern La.				10.0%	
Southland + Stephen F. Austin				10.0%	
Southland + Texas A&M-CC				10.0%	
Southland + Texas at Arlington				10.0%	
Southland + Texas at San Antonio				10.0%	
Southland + Texas State				10.0%	
Southland + Multiple Universities				10.0%	
Southland Only				10.0%	
TOTAL				10.0%	

Subtotal: _____

Less Remaining Advance: _____

Total Royalty Due This Period: _____

Instructions:

Reports are due even if sales are zero. Failure to submit royalty reports and payment by the due date constitutes a breach of contract. If breached, you must submit updated royalty reports and payment to SMA within 15 days of the notification date. The report and payment must include interest penalties calculated at 1.5% per month. If a licensee is canceled twice for failure to report and pay royalties, the license agreement will not be reinstated. If canceled, the agreement will not be reinstated unless updated royalty reports, payment, and a \$250 reinstatement fee are received within 15 days of cancellation.

For Internal Use Only

Account# _____ Transaction# _____ Check# _____ Date _____ Amount \$ _____