

SMA Standard Licensing Process Checklist

Please use the following information to track your licensing process. Please understand that you have up to 90 days to complete this process. We will work to expedite the process for you, but the completion time will largely depend on the time it takes for you to respond to the following requirements. If you have any questions throughout the process, please don't hesitate to contact our office at 317-669-0808. Thank you in advance for your cooperation.

_____ **Complete Application.** Each question must be answered fully and an officer of your company must sign the Application. Select which institutions you would like to add using the Institution Checklist.

_____ **Request sent to school(s).** Any and all schools selected on the Institution Checklist will be sent a request with your company's information. It should be noted that requesting numerous schools can significantly increase the turnaround time in the licensing process.

_____ **Insurance.** Once the requested schools have pre-approved your license, SMA will contact the applicant regarding insurance requirements for licensing. You will be required to hold a product liability insurance policy with your license. SMA will explain the required insurance policies and documents. Please fax the insurance certificate and endorsement to the SMA office at 317-669-0810.

_____ **Signed Agreement.** Review the contract and send one signed copy back to SMA.

_____ **Complete AOD / LOD form.** Upon receipt of your signed agreement, an Approvals On Demand form will be emailed to your company. Please fax the completed form to 317-669-0810.

_____ **Activate License.** Upon receipt of a completed AOD form, the licenses for all approving schools will be activated and your company will be an approved vendor.

STRATEGIC MARKETING AFFILIATES

SMA Standard Application Checklist

Applicant Company/Individual Name: _____

Please use the following checklist to ensure all of the application requirements are returned to SMA. **In order to expedite the licensing process, please complete all sections of the application and return via mail. Applications should only be faxed with approval from SMA.** If you are unsure how to answer questions, please call our office at 317-669-0808.

_____ **Completed Application.** Each question must be answered fully and an officer of your company must sign the Application.

_____ **90 Day Application Window.** I understand that I must complete the application process within 90 days or I will be required to reapply.

_____ **Application Fee.** The application fee is non-refundable. **The fee is based on the number of schools for which you apply. The fee is \$100 for 1-5 schools; \$250 for 6-15 schools and \$500 for 16 or more schools.** Additional advance fees may be due upon execution of the License Agreement.

_____ **FLORIDA ATLANTIC, TORONTO AND VALDOSTA STATE APPLICANTS:** Please include an additional \$50 for Florida Atlantic and Valdosta State; please include an additional \$20 for University of Toronto. These are required non-refundable application fees.

_____ **Completed Member Institution List.** Select institutions to request license(s).

_____ **Quality Sample.** * *SMA must receive one (1) quality sample of each specific product for which you are applying for a license. Samples are at the expense of the applicant and SMA will keep all samples for reference. A "quality sample" will not feature logos of the school for which you are applying, but will feature a logo so we can see how it is applied. It is meant to be an exhibit of the same product that you wish to have licensed so that we can determine the quality and viability of the product.*

*** ASI Distributors: Do not leave this information blank. If you do not have a specific product for which you are applying, choose the top five (5) items (in terms of total sales, either for the institution(s) for which you are applying or for your overall business) and submit as samples and fill in Product Description.**

_____ **OLCP Label Sample.** Please submit a sample of "Officially Licensed Collegiate Product" label that is used by your company.



Non-Apparel Applicants must also complete the following two items (if applicable):

_____ **FDA Approval.** A copy of applicant's FDA Approval must be included for applications for consumables, health and beauty products, or sunglasses.

_____ **UL Approval for Electrical Products.** A copy of applicant's UL Approval must be included for applications for all electrical products.

All information should be returned together and clearly marked "License Application." SMA must receive all of the above in order to process your application. Thank you in advance for your cooperation. Please return application to: Strategic Marketing Affiliates, 8900 Keystone Crossing, Suite 605, Indianapolis, IN 46240.

STRATEGIC MARKETING AFFILIATES

Standard License Application

Companies that intend to produce items for resale for one or more SMA member institutions should use this application. The applicant understands that obtaining a Standard License is a complex process and that it will place increased requirements on the company. The applicant should answer all information below to the best of their ability so that a proper evaluation of the application can be made. Please note that when the application is reviewed it is taken into consideration how thoroughly the application was completed by the applicant, and SMA may contact applicant and/or references to clarify information. Any questions can be addressed to our office at 317-669-0808 or questions@smaworks.com.



COMPANY INFORMATION

Date _____

Company Name _____

Owner Name _____

Mailing Address _____

Physical Address (if different) _____

City _____ State _____ Zip _____

Phone (____) _____ - _____ Fax (____) _____ - _____ Toll Free 1(____) - _____ - _____

E-mail _____

Company may also be known as or doing business _____

Company Website _____

Have you ever applied with SMA for licensing under this or any other company name? Yes No

If yes, please provide company name and reason for incomplete licensing, expiration or cancellation:

COMPANY INFORMATION (Continued)

Please list your company contacts for the following area:

Main Contact

Name _____

Title _____

Address _____

City, State, Zip _____

Phone (____) _____ - _____ Fax (____) _____ - _____ Toll Free 1(____) - _____ - _____

E-mail _____

Artwork Contact

Name _____

Title _____

Address _____

City, State, Zip _____

Phone (____) _____ - _____ Fax (____) _____ - _____ Toll Free 1(____) - _____ - _____

E-mail _____

Royalty Contact

Name _____

Title _____

Address _____

City, State, Zip _____

Phone (____) _____ - _____ Fax (____) _____ - _____ Toll Free 1(____) - _____ - _____

E-mail _____

Sales Contact

Name _____

Title _____

Address _____

City, State, Zip _____

Phone (____) _____ - _____ Fax (____) _____ - _____ Toll Free 1(____) - _____ - _____

E-mail _____

COMPANY INFORMATION (Continued)

Type of organization (select one): *Include additional owner, partner, and/or officer information. Use an additional sheet if necessary.*

Corporation Inception Date _____ State _____

Owner/Partner _____

Title: _____

Owner/Partner _____

Title: _____

Limited Liability Corporation Inception Date _____ State _____

Owner/Partner _____

Title: _____

Owner/Partner _____

Title: _____

Partnership Inception Date _____ State _____

Owner/Partner _____

Title: _____

Owner/Partner _____

Title: _____

Proprietorship Inception Date _____

Type of Business (select one):

Ad Specialty ASI # _____ PPAI# _____

Distributor

Manufacturer

Retailer

Other (please explain) _____

ABOUT YOUR BUSINESS

Please provide the following information to the best of your ability. Please do not leave any information blank, and please use "N/A" only when no other answer can be reasonably given.

Type Of Sales Force:

- In-House Sales Force
- Independent Reps
- Agent

Do you plan to conduct any advertising or promotion to support your products?

- Yes
- No

If yes, what type?

- Consumer Advertising
- Co-Op Advertising
- In-Store Materials
- Trade Advertising
- Other: _____

Has your company filed for bankruptcy protection within the previous five years?

- Yes
- No

Have any claims been filed against company or related entities for trademark, copyright, patent infringements or for product liability?

- Yes
- No

If yes, attach a separate sheet explaining all details, including final resolution.

Is your company a certified minority or woman-owned business?

- Yes
- No

If yes, please provide certification number: _____

LABOR CODE CONSIDERATIONS

If you are obtaining a license with institutions that have labor code requirements, you will be required to register with the organization within 90 days of the finalization of your license agreement. The matter of Corporate Social Responsibility and supply chain compliance has become extremely important to many SMA institutions. A company's commitment to Corporate Social Responsibility and supply chain compliance, as well as their ability to meet the requirements of the Fair Labor Association (www.fairlabor.org) and/or the Worker's Rights Consortium (www.workersrights.org) will be considered by many institutions as part of the approval and renewal process.

Is your company a member of:

- Fair Labor Association (FLA) Account #: _____

Institutions requiring FLA membership: Belmont University, Fairfield University, Ithaca College, Lincoln University, Rider University, Seattle University, SUNY Potsdam, University of Texas Medical Branch at Galveston, Valdosta State University

- Worker Rights Consortium (WRC)

Institutions affiliated with the WRC: Bridgewater State University, California State University San Bernardino, Duquesne University, Fairfield University, Hunter College, Ithaca College, Kutztown University, Rollins College, Saint Mary's College, Seattle University, Stetson University, University of Chicago, University of Illinois at Springfield, University of Maryland Baltimore County, Wesleyan College

LICENSE INFORMATION

Please provide the following information to the best of your ability. Please do not leave any information blank, and please use "N/A" only when no other answer can be reasonably given.

Using the attached Institution Checklist on pages 14-17, please indicate the institution(s) for which you are interested in acquiring a license.

Are you or any principal in your company an Alumnus of any of these institutions?

- Yes Institution: _____
- No

Do you presently hold license agreements, in good standing, with any other collegiate entities?

- Yes
- No

If yes, please attach a separate sheet listing all agencies and institutions that you are currently licensed with.

Please list 3 references:

Financial Reference

Name	Address	Phone Number	E-mail
------	---------	--------------	--------

Retail Reference

Name	Address	Phone Number	E-mail
------	---------	--------------	--------

Licensors Reference

Name	Address	Phone Number	E-mail
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*Note: Licensors Reference is an entity for which you are licensed, or have previously held a license. If you haven't been licensed before, please mark N/A.

PRODUCT INFORMATION

In order for SMA to complete your licensing process, applicants must submit a quality sample for the specific product(s) that you want to license.

Samples will not be returned, but will become the property of SMA. A "quality sample" will not feature logos of the school for which you are applying, but it will feature a logo so we can see how it is applied. It is meant to be an exhibit of the same product that you wish to have licensed so that we can determine the quality and viability of the product. Please attach an additional sheet if needed.

Product Description _____ Approx. Wholesale Price \$ _____

Product Description _____ Approx. Wholesale Price \$ _____

Product Description _____ Approx. Wholesale Price \$ _____

Product Description _____ Approx. Wholesale Price \$ _____

Product Description _____ Approx. Wholesale Price \$ _____

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Product Description _____ Approx. Wholesale Price \$ _____

Product Description _____ Approx. Wholesale Price \$ _____

Product Description _____ Approx. Wholesale Price \$ _____

**** ASI Distributors: Do not leave this information blank. If you do not have a specific product for which you are applying, choose the top five (5) items (in terms of sales, either for the institution(s) for which you are applying or for your overall business) and submit as samples and fill in Product Description.***

MANUFACTURING INFORMATION

Please provide the following information to the best of your ability. Please do not leave any information blank, and please use "N/A" only when no other answer can be reasonably given.

Have you ever produced merchandise for the institution for which you are applying?

- Yes
- No

If yes, please provide the institution's name and an explanation below:

Who is manufacturing the finished product for which you are applying?

- Internal
- Outsource

If outsource, please provide the following information for the company manufacturing the product. Please attach an additional sheet if needed.

Company Name _____

Contact Name _____

Street Address _____

City, State, Zip _____

Phone (____) _____ - _____ Fax (____) _____ - _____ Toll Free 1(____) - _____ - _____

E-mail _____

Who will be applying the institution's logo to the finished product?

- Internal
- Outsource

If outsource, please provide the following information for the company manufacturing the product. Please attach an additional sheet if needed.

Company Name _____

Contact Name _____

Street Address _____

City, State, Zip _____

Phone (____) _____ - _____ Fax (____) _____ - _____ Toll Free 1(____) - _____ - _____

E-mail _____

MANUFACTURING INFORMATION (Continued)

Method for applying the marks to the products:

- Screen-printing
- Embroidery
- Other (please explain) _____

If approved, how long will it take you to begin production of products bearing school marks?

DISTRIBUTION INFORMATION

Where are you planning to sell your product? (Mark all outlets where you have a strong likelihood of obtaining orders.)

- | | |
|---|--|
| <input type="checkbox"/> Alumni Association | <input type="checkbox"/> Athletic Dept. |
| <input type="checkbox"/> Concessionaire | <input type="checkbox"/> Convenience Store |
| <input type="checkbox"/> Fundraiser | <input type="checkbox"/> Online Store |
| <input type="checkbox"/> Campus/Student Group | <input type="checkbox"/> Catalog |
| <input type="checkbox"/> Direct Response | <input type="checkbox"/> Discount Store |
| <input type="checkbox"/> University Dept. | <input type="checkbox"/> Department Store |
| <input type="checkbox"/> Bookstore | <input type="checkbox"/> Sports Specialty |
| <input type="checkbox"/> Mass Merchants | |

Please provide name(s) of location(s) for all of the distribution channels marked above:

Do you have any pending orders from the above outlets?

- Yes
- No

If yes, please indicate the name of the outlets and products ordered: _____

How many of these products have been ordered? _____

Is the product for resale by the recipient?

- Yes
- No

If the product will be resold, it must include an Officially Licensed Collegiate Products "OLCP" label.

DISTRIBUTION INFORMATION (Continued)

Do you have a copy of the institution's current artwork?

- Yes
- No

If SMA and institution(s) approve your application, the institution may require you to purchase digital artwork for use in product design/development.

Have you had contact with the institution's Licensing Director?

- Yes
- No

Licensing Director's Name _____

INSURANCE INFORMATION

All applicants are required to obtain product liability insurance to become a Licensee. Once your application has been accepted, we will forward information (details and sample certificate) to you for use by your insurance agent. This is required before we can issue you a License. If you wish to review insurance information prior to the approval of your application, please visit the Insurance section of our website under the Licensing tab at www.smaworks.com.

**** Please do not purchase insurance until your application has been approved. SMA and its member institutions are not responsible for any costs associated with insurance purchases made prior to your approval.***

LICENSE UTILIZATION INFORMATION

Applicant Company/Individual Name: _____

Briefly describe your plans to utilize a Standard License, including distribution, promotions, advertising, etc. You may attach any information you have prepared.

How would the institution(s) for which you are applying for licensing benefit from adding your business as a licensee?

PROSPECTIVE LICENSEE STATEMENT

1. I hereby affirm that my answers to the above questions are, to the best of my ability, true, accurate, and complete. Strategic Marketing Affiliates (SMA) will verify information through available resources where applicable. I understand that any license which may be granted to me by SMA will be subject to immediate termination, without the return of any amount paid or the abatement of any amount due, in the event SMA finds that I have supplied false, misleading, fraudulent, or incomplete information.
2. I hereby acknowledge the proprietary nature of all terminology and marks of SMA's clients and I further acknowledge that all rights, title and interest to such terminology and marks belong to each respective client. I agree that I will make no use of any of SMA's clients' marks or terminology without written consent of SMA. I understand the acceptance of this application by SMA does not constitute a license or that such acceptance requires SMA to enter any licensing agreement.
3. I hereby agree that my product or concept submitted upon request will be reviewed and accepted or rejected at the discretion of SMA and its clients.
4. I hereby acknowledge that the submission of any and all product samples is at my expense and that product samples will not be returned.

Strategic Marketing Affiliates has agreed that any product sample(s), mock-up(s), etc. that I submit upon request will be examined for approval only by SMA and the respective client(s). I acknowledge that SMA may license other products similar to mine without obligation to me.

Officer/Agent of Co.: _____

Print Name: _____

Title: _____

Signature: _____

Date: _____

A non-refundable application fee must be returned with this form in order for SMA to begin processing your application.

Return to:
Strategic Marketing Affiliates
Attn: License Application
8900 Keystone Crossing, Suite 605
Indianapolis, IN 46240
Phone: (317) 669-0808 / Fax: (317) 669-0808

INSTITUTION CHECKLIST

Please indicate the institution that you wish to apply for with a \checkmark :

✓	Institution	Location	Royalty Rate	Advance For: Apparel	Advance For: Non-Apparel	Advance For: Headwear
	Abilene Christian University	Abilene, Texas	8.0%	\$0	\$0	\$0
	Alabama A&M University	Normal, Alabama	8.0%	\$100	\$50	\$25
	Albany State University	Albany, Georgia	8.0%	\$0	\$0	\$0
	Angelo State University	San Angelo, Texas	8.0%	\$0	\$0	\$0
	Arkansas Tech University	Russellville, Arkansas	10.0%	\$0	\$0	\$0
	Armstrong Atlantic State University	Savannah, Georgia	8.0%	\$0	\$0	\$0
	Ave Maria University	Naples, Florida	8.0%	\$0	\$0	\$0
	Baruch College	New York City, New York	10.0%	\$0	\$0	\$0
	Belmont University	Nashville, Tennessee	8.0%	\$0	\$0	\$0
	Bethune-Cookman University	Daytona Beach, Florida	8.0%	\$0	\$0	\$0
	Binghamton University	Binghamton, New York	10.0%	\$100 Flat Rate Advance		
	Blinn College	Brenham, Texas	8.0%	\$0	\$0	\$0
	Bloomsburg University	Bloomsburg, Pennsylvania	8.0%	\$0	\$0	\$0
	Borough of Manhattan Community College	New York City, New York	10.0%	\$0	\$0	\$0
	Bridgewater State University	Bridgewater, Massachusetts	8.0%	\$0	\$0	\$0
	Bronx Community College	New York City, New York	10.0%	\$0	\$0	\$0
	Brooklyn College	New York City, New York	10.0%	\$0	\$0	\$0
	Butler University	Indianapolis, Indiana	10.0%	\$100	\$50	\$50
	Caldwell College	Caldwell, New Jersey	8.0%	\$0	\$0	\$0
	California State University, Bakersfield	Bakersfield, California	8.0%	\$0	\$0	\$0
	California State Univ. Channel Islands	Camarillo, California	8.0%	\$0	\$0	\$0
	California State Univ. Dominguez Hills	Dominguez Hills, California	8.0%	\$0	\$0	\$0
	California State Univ., East Bay	Hayward, California	8.0%	\$0	\$0	\$0
	California State University, Monterey Bay	Seaside, California	8.0%	\$0	\$0	\$0
	California State University, San Bernardino	San Bernardino, California	8.0%	\$0	\$0	\$0
	Carroll College	Helena, Montana	8.0%	\$0	\$0	\$0
	Castleton State College	Castleton, Vermont	8.0%	\$0	\$0	\$0
	Cheyney University of Pennsylvania	Cheyney, Pennsylvania	8.0%	\$0	\$0	\$0
	Cincinnati State Technical and Community College	Cincinnati, Ohio	8.0%	\$0	\$0	\$0
	City College of New York	New York City, New York	10.0%	\$0	\$0	\$0
	Clarion University of Pennsylvania	Clarion, Pennsylvania	7.5%	\$0	\$0	\$0
	Clarkson University	Potsdam, New York	8.0%	\$0	\$0	\$0
	Clermont College	Batavia, Ohio	8.0%	\$0	\$0	\$0
	Cleveland State University	Cleveland, Ohio	8.0%	\$0	\$0	\$0
	College of Staten Island	New York City, New York	10.0%	\$0	\$0	\$0
	Columbus State University	Columbus, Georgia	8.0%	\$0	\$0	\$0
	Coppin State University	Baltimore, Maryland	7.5%	\$100	\$50	\$0
	CUNY The Graduate Center	New York City, New York	10.0%	\$0	\$0	\$0
	CUNY Graduate School of Journalism	New York City, New York	10.0%	\$0	\$0	\$0

INSTITUTION CHECKLIST

Please indicate the institution that you wish to apply for with a ✓:

✓	Institution	Location	Royalty Rate	Advance For: Apparel	Advance For: Non-Apparel	Advance For: Headwear
	CUNY School of Professional Studies	New York City, New York	10.0%	\$0	\$0	\$0
	CUNY Law School	New York City, New York	10.0%	\$0	\$0	\$0
	Dixie State College	St. George, Utah	8.0%	\$0	\$0	\$0
	Drew University	Madison, New Jersey	8.0%	\$0	\$0	\$0
	Duquesne University	Pittsburgh, Pennsylvania	8.0%	\$0	\$0	\$0
	East Tennessee State University	Johnson City, Tennessee	8.0%	\$0	\$0	\$0
	Elizabeth City State University	Elizabeth City, North Carolina	8.0%	\$0	\$0	\$0
	Fairfield University	Fairfield, Connecticut	10.0%	\$0	\$0	\$0
	Fairmont State University	Fairmont, West Virginia	7.0%	\$0	\$0	\$0
	Fayetteville State University	Fayetteville, North Carolina	8.0%	\$0	\$0	\$0
	Fitchburg State University	Fitchburg, Massachusetts	8.0%	\$0	\$0	\$0
	Flagler College	St. Augustine, Florida	10.0%	\$0	\$0	\$0
	Florida Atlantic University	Boca Raton, Florida	10.0%	\$0	\$0	\$0
ATTENTION FAU LICENSE APPLICANTS: A non-refundable application fee of \$50 is required with the submitted application. The total fee for applying for a Florida Atlantic University license is \$150.						
	Florida International University	Miami, Florida	10.0%	\$0	\$0	\$0
	Fort Lewis College	Durango, Colorado	8.0%	\$0	\$0	\$0
	Fort Valley State University	Fort Valley, Georgia	8.0%	\$0	\$0	\$0
	Framingham State University	Framingham, Massachusetts	8.0%	\$0	\$0	\$0
	Francis Marion University	Florence, South Carolina	10.0%	\$0	\$0	\$0
	Georgian Court University	Lakewood Township, New Jersey	8.0%	\$0	\$0	\$0
	Georgia Southwestern State University	Americus, Georgia	8.0%	\$0	\$0	\$0
	Harford Community College	Bel Air, Maryland	8.0%	\$0	\$0	\$0
	Hostos Community College	New York City, New York	10.0%	\$0	\$0	\$0
	Hunter College	New York City, New York	10.0%	\$0	\$0	\$0
	Indiana Univ.-Purdue Univ. Ft. Wayne (IPFW)	Fort Wayne, Indiana	8.0%	\$0	\$0	\$0
	Ithaca College	Ithaca, New York	10.0%	\$0	\$0	\$0
	Ivy Tech Community College of Indiana	Indianapolis, Indiana	10.0%	\$0	\$0	\$0
	Jackson State University	Jackson, Mississippi	10.0%	\$100	\$100	\$100
	Jacksonville State University	Jacksonville, Alabama	8.0%	\$0	\$0	\$0
	Jacksonville University	Jacksonville, Florida	8.0%	\$0	\$0	\$0
	John Jay College of Criminal Justice	New York City, New York	10.0%	\$0	\$0	\$0
	Kennesaw State University	Kennesaw, Georgia	8.0%	\$0	\$0	\$0
	Kingsborough Community College	New York City, New York	10.0%	\$0	\$0	\$0
	Kutztown University	Kutztown, Pennsylvania	7.0%	\$0	\$0	\$0
	LaGuardia Community College	New York City, New York	10.0%	\$0	\$0	\$0
	La Salle University	Philadelphia, Pennsylvania	8.0%	\$0	\$0	\$0
	Lake Erie College	Painesville, Ohio	10.0%	\$0	\$0	\$0
	Lamar University	Beaumont, Texas	8.0%	\$0	\$0	\$0
	Lansing Community College	Lansing, Michigan	7.0%	\$0	\$0	\$0
	Lehigh University	Bethlehem, Pennsylvania	8.5%	\$0	\$0	\$0
	Lehman College	New York City, New York	10.0%	\$0	\$0	\$0

INSTITUTION CHECKLIST

Please indicate the institution that you wish to apply for with a ✓:

✓	Institution	Location	Royalty Rate	Advance For: Apparel	Advance For: Non-Apparel	Advance For: Headwear
	Le Moyne College	Syracuse, New York	8.0%	\$0	\$0	\$0
	Lincoln University	Lincoln University, Pennsylvania	8.0%	\$0	\$0	\$0
	Lindenwood University	St. Louis, Missouri	8.5%	\$0	\$0	\$0
	Louisiana State University at Alexandria	Alexandria, Louisiana	7.0%	\$0	\$0	\$0
	Loyola Maryland University	Baltimore, Maryland	10.0%	\$0	\$0	\$0
	Loyola Marymount University	Los Angeles, California	10.0%	\$0	\$0	\$0
	Macaulay Honors College	New York City, New York	10.0%	\$0	\$0	\$0
	Massachusetts College of Liberal Arts	North Adams, Massachusetts	8.0%	\$0	\$0	\$0
	Massachusetts Maritime Academy	Buzzards Bay, Massachusetts	8.0%	\$0	\$0	\$0
	Medgar Evers College	New York City, New York	10.0%	\$0	\$0	\$0
	Mercy College	Dobbs Ferry, New York	8.0%	\$0	\$0	\$0
	Merrimack College	North Andover, Massachusetts	8.0%	\$0	\$0	\$0
	Millikin University	Decatur, Illinois	8.0%	\$0	\$0	\$0
	Minnesota State University, Moorhead	Moorhead, Minnesota	10.0%	\$0	\$0	\$0
	Mississippi Valley State University	Itta Bena, Mississippi	8.0%	\$0	\$0	\$0
				\$100 One-Time Advance (New MSVU Licensees ONLY)		
	Missouri Southern State University	Joplin, Missouri	8.0%	\$0	\$0	\$0
	Missouri Western State University	St. Joseph, Missouri	8.0%	\$0	\$0	\$0
	Monmouth University	West Long Branch, New Jersey	8.0%	\$0	\$0	\$0
	Montana Tech of the University of Montana	Butte, Montana	8.0%	\$0	\$0	\$0
	Morehouse College	Atlanta, Georgia	10.0%	\$150 Flat Rate Advance		
	Newberry College	Newberry, South Carolina	9.0%	\$0	\$0	\$0
	New York City College of Technology	New York City, New York	10.0%	\$0	\$0	\$0
	Niagara University	Niagara University, New York	10.0%	\$0	\$0	\$0
	Northeastern State University	Tahlequah, Oklahoma	8.0%	\$0	\$0	\$0
	Northern Kentucky University	Highland Heights, Kentucky	7.0%	\$100	\$100	\$100
	Northwest Missouri State University	Maryville, Missouri	8.0%	\$100 Flat Rate Advance		
	Ottawa University	Ottawa, Kansas	8.0%	\$0	\$0	\$0
	Pacific University (OR)	Forest Grove, Oregon	8.0%	\$0	\$0	\$0
	Pierpont Community & Technical College	Fairmont, West Virginia	7.0%	\$0	\$0	\$0
	Pittsburg State University	Pittsburg, Kansas	8.5%	\$100 Flat Rate Advance		
	Polk State College	Winter Haven, Florida	8.0%	\$0	\$0	\$0
	Plymouth State University	Plymouth, New Hampshire	8.0%	\$0	\$0	\$0
	Prairie View A&M University	Prairie View, Texas	10.0%	\$200 Flat Rate Advance		
	Purdue University Calumet	Hammond, Indiana	8.0%	\$0	\$0	\$0
	Queens College	New York City, New York	10.0%	\$0	\$0	\$0
	Queensborough Community College	New York City, New York	10.0%	\$0	\$0	\$0
	Ramapo College of New Jersey	Mahwah, New Jersey	7.0%	\$0	\$0	\$0
	Rensselaer Polytechnic Institute	Troy, New York	8.0%	\$0	\$0	\$0
	Rhode Island College	Providence, Rhode Island	8.0%	\$0	\$0	\$0
	Rider University	Lawrenceville, New Jersey	9.0%	\$0	\$0	\$0

INSTITUTION CHECKLIST

Please indicate the institution that you wish to apply for with a \checkmark :

\checkmark	Institution	Location	Royalty Rate	Advance For: Apparel	Advance For: Non-Apparel	Advance For: Headwear
	Rochester Institute of Technology	Rochester, New York	10.0%	\$0	\$0	\$0
	Rollins College	Winter Park, Florida	8.0%	\$0	\$0	\$0
	Rowan University	Glassboro, New Jersey	8.0%	\$0	\$0	\$0
	Saint Mary's College of California	Moraga, California	10.0%	\$0	\$0	\$0
	Salem State University	Salem, Massachusetts	8.0%	\$0	\$0	\$0
	Samford University	Birmingham, Alabama	8.0%	\$0	\$0	\$0
	Savannah State University	Savannah, Georgia	8.0%	\$0	\$0	\$0
	Seattle University	Seattle, Washington	10.0%	\$0	\$0	\$0
	Shenandoah University	Winchester, Virginia	10.0%	\$0	\$0	\$0
	Siena College	Loudonville, New York	9.5%	\$0	\$0	\$0
	Slippery Rock University	Slippery Rock, Pennsylvania	10.0%	\$0	\$0	\$0
	Southern Arkansas University	Magnolia, Arkansas	8.0%	\$0	\$0	\$0
	Southern Illinois University Edwardsville	Edwardsville, Illinois	10.0%	\$0	\$0	\$0
	Southwest Baptist University	Bolivar, Missouri	8.0%	\$0	\$0	\$0
	State University of New York at Potsdam	Potsdam, New York	8.0%	\$0	\$0	\$0
	St. John Fisher College	Pittsford, New York	8.0%	\$0	\$0	\$0
	St. Lawrence University	Canton, New York	10.0%	\$0	\$0	\$0
	State College of Florida	Sarasota, Florida	8.0%	\$0	\$0	\$0
	Stetson University	DeLand, Florida	10.0%	\$0	\$0	\$0
	Tarleton State University	Stephenville, Texas	10.0%	\$100 Flat Rate Advance		
	Tennessee State University	Nashville, Tennessee	8.0%	\$0	\$0	\$0
	Texas A&M University System	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas A&M Health Science Center	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas A&M University – Central Texas	Killeen, Texas	10.0%	\$100 Flat Rate Advance		
	Texas A&M University – Commerce	Commerce, Texas	10.0%	\$100 Flat Rate Advance		
	Texas A&M University – Corpus Christi	Corpus Christi, Texas	10.0%	\$100 Flat Rate Advance		
	Texas A&M University – Kingsville	Kingsville, Texas	10.0%	\$100 Flat Rate Advance		
	Texas A&M University – San Antonio	San Antonio, Texas	10.0%	\$100 Flat Rate Advance		
	Texas A&M University – Texarkana	Texarkana, Texas	10.0%	\$100 Flat Rate Advance		
	Texas AgriLife Extension Service	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas AgriLife Research	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas Engineering Experiment Station	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas Engineering Extension Service	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas Forest Service	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas Transportation Institute	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas Veterinary Medical Diagnostic Laboratory	College Station, Texas	10.0%	\$0	\$0	\$0
	Texas State Technical Colleges	Waco, Texas	8.0%	\$0	\$0	\$0
	Troy University	Troy, Alabama	10.0%	\$0	\$0	\$0
	United States Coast Guard Academy	New London, Connecticut	10.0%	\$0	\$0	\$0

INSTITUTION CHECKLIST

Please indicate the institution that you wish to apply for with a \checkmark :

\checkmark	Institution	Location	Royalty Rate	Advance For: Apparel	Advance For: Non-Apparel	Advance For: Headwear
	U.S. Merchant Marine Academy	Kings Point, New York	10.0%	\$0	\$0	\$0
	University of Arkansas – Fort Smith	Fort Smith, Arkansas	8.0%	\$0	\$0	\$0
	University of Arkansas at Little Rock	Little Rock, Arkansas	10.0%	\$0	\$0	\$0
	University of Arkansas at Monticello	Monticello, Arkansas	7.5%	\$0	\$0	\$0
	University of Arkansas Pine Bluff	Pine Bluff, Arkansas	8.0%	\$0	\$0	\$0
	University of Central Missouri	Warrensburg, Missouri	8.0%	\$0	\$0	\$0
	University of Chicago	Chicago, Illinois	10.0%	\$300 Flat Rate Advance		
	University of Hartford	West Hartford, Connecticut	10.0%	\$100 Flat Rate Advance		
	University of Illinois Springfield	Springfield, Illinois	8.0%	\$0	\$0	\$0
	University of Indianapolis	Indianapolis, Indiana	8.0%	\$0	\$0	\$0
	University of La Verne	La Verne, California	10.0%	\$0	\$0	\$0
	University of Maryland, Baltimore County	Baltimore, Maryland	8.5%	\$0	\$0	\$0
	University of Maryland Eastern Shore	Princess Anne, Maryland	8.0%	\$0	\$0	\$0
	University of Missouri, Kansas City	Kansas City, Missouri	8.0%	\$0	\$0	\$0
	University of Montevallo	Montevallo, Alabama	8.0%	\$0	\$0	\$0
	University of Nebraska at Kearney	Kearney, Nebraska	8.0%	\$0	\$0	\$0
	University of Nebraska at Omaha	Omaha, Nebraska	8.5%	\$0	\$0	\$0
	University of New Haven	West Haven, Connecticut	8.0%	\$0	\$0	\$0
	University of North Alabama	Florence, Alabama	8.0%	\$0	\$0	\$0
	University of Saint Francis	Fort Wayne, Indiana	8.0%	\$0	\$0	\$0
	University of South Alabama	Mobile, Alabama	10.0%	\$0	\$0	\$0
	University of South Carolina Aiken	Aiken, South Carolina	8.0%	\$0	\$0	\$0
	University of South Carolina Beaufort	Beaufort, South Carolina	8.0%	\$0	\$0	\$0
	University of South Carolina Upstate	Spartanburg, South Carolina	8.0%	\$0	\$0	\$0
	University of Southern Maine	Portland, Maine	8.0%	\$0	\$0	\$0
	University of Tampa	Tampa, Florida	10.0%	\$0	\$0	\$0
	University of the Incarnate Word	San Antonio, Texas	8.0%	\$0	\$0	\$0
	University of Toronto	Toronto, Ontario, Canada	8.0%	\$0	\$0	\$0
	University of Virginia's College at Wise	Wise, Virginia	8.0%	\$0	\$0	\$0
	University of West Florida	Pensacola, Florida	8.0%	\$0	\$0	\$0
	The University of Texas at Arlington	Arlington, Texas	8.0%	\$100	\$100	\$100
	The University of Texas at Brownsville	Brownsville, Texas	8.0%	\$100	\$100	\$100
	The University of Texas at Dallas	Dallas, Texas	8.0%	\$100	\$100	\$100
	The University of Texas - Pan American	Edinburg, Texas	8.0%	\$100	\$100	\$100
	The University of Texas of the Permian Basin	Odessa, Texas	8.0%	\$100	\$100	\$100
	The University of Texas at San Antonio	San Antonio, Texas	8.0%	\$100	\$100	\$100
	The University of Texas at Tyler	Tyler, Texas	8.0%	\$100	\$100	\$100

INSTITUTION CHECKLIST

Please indicate the institution that you wish to apply for with a \checkmark :

\checkmark	Conference	Location	Royalty Rate	Advance For: Apparel	Advance For: Non-Apparel	Advance For: Headwear
	The University of Texas Health Science Ctr. Houston	Houston, Texas	8.0%	\$100	\$100	\$100
	The University of Texas Health Science Ctr. San Antonio	San Antonio, Texas	8.0%	\$100	\$100	\$100
	The University of Texas Medical Branch Galveston	Galveston, Texas	8.0%	\$100	\$100	\$100
	The University of Texas Southwestern Med. Ctr. Dallas	Dallas, Texas	8.0%	\$100	\$100	\$100
	Upper Iowa University	Fayette, Iowa	8.0%	\$0	\$0	\$0
	Utah Valley University	Orem, Utah	8.0%	\$0	\$0	\$0
	Valdosta State University	Valdosta, Georgia	7.0%	\$0	\$0	\$0
	ATTENTION VALDOSTA STATE LICENSE APPLICANTS: A non-refundable application fee of \$50 is required with the submitted application. The total fee for applying for a Valdosta State University license is \$150.					
	Virginia State University	Petersburg, Virginia	7.0%	\$0	\$0	\$0
	Wagner College	Staten Island, New York	8.0%	\$0	\$0	\$0
	Washburn University	Topeka, Kansas	8.0%	\$0	\$0	\$0
	Wesleyan University	Middletown, Connecticut	7.0%	\$0	\$0	\$0
	Westfield State University	Westfield, Massachusetts	8.0%	\$0	\$0	\$0
	Westminster College	Salt Lake City, Utah	8.0%	\$0	\$0	\$0
	West Texas A&M University	Canyon, Texas	10.0%	\$0	\$0	\$0
	West Virginia State University	Institute, West Virginia	8.0%	\$0	\$0	\$0
	Whittier College	Whittier, California	10.0%	\$0	\$0	\$0
	Worcester State University	Worcester, Massachusetts	8.0%	\$0	\$0	\$0
	York College	New York City, New York	10.0%	\$0	\$0	\$0

INSTITUTION CHECKLIST

Please indicate the institution that you wish to apply for with a \checkmark :

\checkmark	Conference	Location	Royalty Rate	Advance For: Apparel	Advance For: Non-Apparel	Advance For: Headwear
	Atlantic Sun Conference	Macon, Georgia	10.0%-Conference 14.0%-Conf. + School(s)	\$0	\$0	\$0
	Big Sky Conference	Ogden, Utah	10.0%	\$100	\$0	\$0
	Central Atlantic Collegiate Conference (CACC)	New Haven, Connecticut	10.0%	\$0	\$0	\$0
	City University of New York Athletic Conference	New York City, New York	10.0%-Conference 12.0%-Conf. + School(s)	\$0	\$0	\$0
	Eastern College Athletic Conference	Centerville, Massachusetts	10.0%	\$0	\$0	\$0
	ECAC Hockey League	Albany, New York	12.0%	\$0	\$0	\$0
	Great Lakes Valley Conference	Indianapolis, Indiana	10.0%	\$0	\$0	\$0
	Horizon League	Indianapolis, Indiana	10.0%	\$0	\$0	\$0
	Liberty League	Canton, New York	10.0%	\$0	\$0	\$0
	Little East Conference	North Dartmouth, Massachusetts	10.0%	\$0	\$0	\$0
	Lone Star Conference	Richardson, Texas	10.0%	\$0	\$0	\$0
	Massachusetts State College Athletic Conference	Westfield, Massachusetts	10.0%	\$0	\$0	\$0
	MIAA	Kansas City, Missouri	10.0%	\$0	\$0	\$0
	Pacific West Conference	Honolulu, Hawaii	10.0%	\$0	\$0	\$0
	Peach Belt Conference	Augusta, Georgia	10.0%	\$0	\$0	\$0
	Southern California Intercollegiate Athletic Conference	Los Angeles, California	10.0%	\$0	\$0	\$0
	Southern Intercollegiate Athletic Conference	Tucker, Georgia	10.0%	\$0	\$0	\$0
	Southland Conference	Plano, Texas	10.0%	\$250	\$100	\$250
	The Summit League	Elmhurst, Illinois	10.0%	\$0	\$0	\$0
	Sunshine State Conference	Winter Park, Florida	10.0%	\$0	\$0	\$0
	Southwestern Athletic Conference	Birmingham, Alabama	10.0%-Conference 10.0%-Conf. + 1 School 13.0%-Conf. + Multiple Schools	\$750	\$375	\$250

	Association	Location	Royalty Rate	Advance For: Apparel	Advance For: Non-Apparel	Advance For: Headwear
	Georgia High School Association	Thomaston, Georgia	8.0%	\$0	\$0	\$0
	Georgia High School Program	Thomaston, Georgia	10.0%	\$0	\$0	\$0

ATTENTION: The Georgia High School Program license is for vendors who wish to produce merchandise for participating high schools in the State of Georgia.