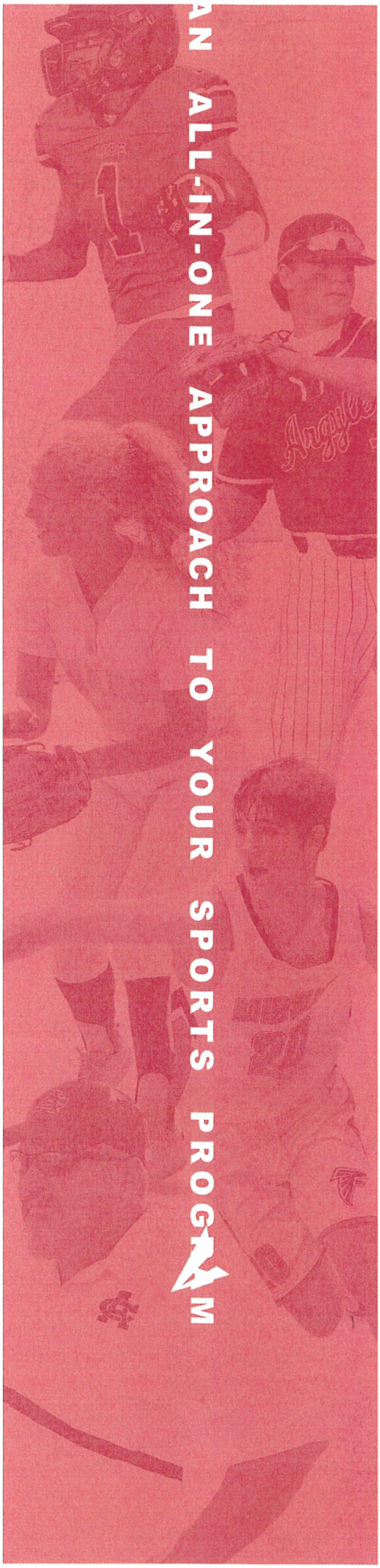
BSN SPORTS

360 REWARDS

# REWARDS THAT REALLY ADD UP.



360 REWARDS

At BSN SPORTS, we do more than just deliver quality uniforms, footwear, apparel and equipment for members, coaches and staff.

We listen. We get involved. We collaborate and strive to build lasting personal relationships. And we take this commitment very seriously.

We would consider it an honor to become a partner to Waunakee High School.

Thank you for allowing us to submit this proposal. We look forward to engaging with the entire Waunakee High School family and the possibility of this exciting and prosperous partnership.

**BSN SPORTS** is pleased to offer **Waunakee High School** the **BSN SPORTS REWARDS PROGRAM** for the purchase and supply of athletic apparel and equipment.

**BSN Sports Product Pricing:**

- BSN Sports Products 18% off catalog price
- BSN Sports Catalog Branded Products 10% off catalog price
- Team Footwear 30% off catalog price
- Team Custom Uniforms at Team Pricing 35% off catalog price
- Team Apparel/Stock Uniforms 35% off catalog price

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. BSN Sports products are identified in the catalog with a black star icon next to the product code.

**Other Incentives:**

- If rewards deal is signed by agreed date, an Early Signing Bonus of $36,000 from BSN to be used at once. Any signing bonus is contingent on Waunakee High School making net purchases of at least (1.5) times the signing bonus value within 24 months of the Agreement's effective date. If Waunakee High School does not reach this minimum, BSN SPORTS may invoice Waunakee High School for the value of the products received through the signing bonus, priced at Waunakee High School's team discount.
- BSN SPORTS will provide and service at no charge a Sideline Store, a 365/24 e-commerce platform.
- SURGE MEMBERSHIP: BSN SPORTS exclusive girls sports' program. The mission is to galvanize coaches and empower female athletes giving them access to every tool in our toolbox they need to build Strength, Unity, Resilience, Growth, and Equity in girls' sports. By being a rewards partner, members will have FREE access to: •Password protected online tools for coaches and female athletes including professional development •Uniquely designed leadership and curriculum Exclusive girls' sports products •SURGE branding opportunities and logo usage SURGE annual awards to be featured on social media •Access to free webinars.
- Professional & Character Education Courses for Waunakee High School. These courses can be used at any point during the duration of the deal. These courses will include videos, lessons plans and discussion guides to use with your students.

Product Rebates can be redeemed anytime (as defined in the BSN product rebate section). Unused Product Rebate amounts, as of 5 PM CST on the last day of each period, are forfeited by the Customer. As a result, Product Rebate amounts cannot be carried from one period to the next.

BSN Product Rebate: Subject to the terms below, Customer will receive a Product Rebate selected from a list of products, inclusive of applicable freight charges, provided by BSN SPORTS subject to availability at the time of

order. Product Rebates may not be used to reduce outstanding balances. Product Rebates are available after the requirements below are met.

**Waunakee High School** will receive the following rebate on all purchases made through BSN for the length of the agreement (at catalog price):

| Annual Spend Amount | Annual Rebate Amount |
|---|---|
| $60,000+ | 10% of annual spend in BSN Sports equipment or apparel at catalog price. |
| $40,000 - $59,999 | 8% of annual spend in BSN Sports equipment or apparel at catalog price. |
| $20,000 - $39,999 | 6% of annual spend in BSN Sports equipment or apparel at catalog price. |

Maximum annual product rebate will be the amount above, inclusive of any manufacturer incentives.
Orders with discounts greater than stated above will be excluded.
Any decoration or customization to rebate product is paid for by the Customer.
All purchases will be made through BSN SPORTS. Only products purchased through BSN SPORTS will be eligible for the Product Rebate. All of Customer's accounts payable owing to BSN SPORTS must be paid within the payment terms provided by BSN SPORTS to receive Product Rebate.

**My Team Shop:** BSN SPORTS' online player pay site is expected to be used by all varsity programs. Other programs including club sports, intramurals and other organizations will be encouraged to participate. My Team Shop products may be discounted less than team sales pricing. My Team Shop sales will be included in the Spending Level Totals and are a great way to maximize rebate amounts.

**Shipping:**

- The Athletic Program will pay standard shipping for standard shipments and be quoted freight charges on all truck or expedited orders.

**Discount terms based on pricing table:**

Custom apparel and decorated apparel from other manufacturers will be at the then-current team discount pricing.

**Terms and Conditions:**

- Disclosing any of this information outside of the above parties could make the agreement null and void.
- BSN SPORTS acknowledges the usage of local decorators for specific items that are agreed upon.
- BSN is not responsible for Manufacturers Comp Funds if not used by manufacture's required dates.

- BSN Sports has the right of first refusal.

**Additional Terms and Conditions**
Early Signing Bonus of $36,000 is at retail/catalog pricing.

At the expiration of the Initial Term, this BSN Rewards Program will automatically renew for successive one (1) year periods (each a "Renewal Term" and collectively with the Initial Term the "Term") unless a party provides the other party with written notice of its intent not to renew this BSN Rewards Program at least ninety (90) days prior to the expiration of the then current Term. Each 12-month period during the Initial Term or any Renewal Term shall be defined as an Agreement Year.

**Term:** The initial term of this BSN Rewards Program shall be for 3 years (the "Initial Term") commencing on the date this BSN Rewards Program is signed by an authorized officer of both parties and ending on the 3 years anniversary of such date.

**Length of Agreement:** 3 Year(s) - July 01, 2026 - June 30, 2029
**Signature**

| **Waunakee High School** | **BSN Sports** |
|---|---|
| Date: | Date: |
| Signature: | Signature: |
| Signer Name: Nina Rouse | BSN Signer: Steve Kittleson |
| Signer Title: Athletic Director | BSN Title: Area Sales Manager |