



## 2011 YMCA TEAM SPONSORSHIP PROGRAM

### I. Conditions:

The team agrees to the following:

- Ensure that Speedo (WSI) brand products will be the official team suit, cap, bag, warm-up, and apparel of the Team and all Team members will be encouraged to only use Speedo training products wherever and whenever possible.
- A min of 50% of the team must purchase warm-ups & bags and 90% purchase the team swimsuit (FSII, FS Pro, and LZR Racer Elite are not considered team swimsuits)
- Use Speedo swim caps purchased through your team dealer for your team swim cap.
- As a Speedo team, we encourage you to highlight Speedo products during team-sponsored events (meets, clinics etc.) by inviting only authorized Speedo dealers to sell product (80% of the merchandise must be Speedo). The team's designated Speedo Team dealer should have the first right of refusal to sell at these events.
- To provide sponsor recognition for Speedo in any learn to swim or outreach programs conducted by the team.
- Hang Speedo banners at each Team facility
- Provide Speedo with a heat sheet ad at each meet hosted by the team
- Advise Speedo of any promotional opportunities that may arise and will work together with Speedo to maximize Speedo's exposure and strengthen its links to the Team
- To place Speedo logo on official team web –site and in team newsletters.
- To sign a four year agreement (September 1 – August 31).

### II. Incentives:

- Coaching Staff Outfitting
  - ✓ 2 Speedo polo shirts **per coach per year**
  - ✓ Speedo will provide Team with a mutually agreed upon Speedo allowance (valued at Team Dealer pricing) to outfit coaches.
  - ✓ All Team coaching and pool management staff may participate in the Speedo instructor discount program (20% discount at select Speedo dealers) as applied to regular price Speedo products only.

#### National Meet Support

- USA Swimming National Championships
  - ✓ Swimmers competing in the summer USA Swimming Nationals will receive a Free or discounted championship racing suit.
  - ✓ Each first time participant is eligible for a free warm-up and Bag for USA Swimming Senior Nationals if team is purchasing Speedo warm-ups and bags as official team uniform/ than as needed every two years.
  - ✓ Swimmers competing in the spring and Summer Nationals will receive a free parka when they are a first time qualifier.
  - ✓ Swimmers competing at Spring or Summer Senior Nationals will receive one team Short and tee shirt per contract year
- USA Swimming Long Course Junior National Championships
  - ✓ Swimmers competing in the USA Swimming Long Course Junior Nationals will receive a Free or discounted championship racing suit.
  - ✓ Each first time participant is eligible for Free warm-up and bag if team is purchasing Speedo warm-ups and bags as official team uniform. Warm ups to be replaced every 2 years or as needed based on product availability. Bags to be replaced every two years.
- YMCA National Participants Outfitting
  - ✓ 25% off Dealer Price for FS Pro and LZR Racer Elite for Spring YMCA Nationals.
  - ✓ Teams purchasing Speedo warm-ups and bags will receive a Speedo logo T-shirt and short for each participant for **Spring** YMCA Nationals
- Sectional Meet Participants Discount (based on designated Speedo dealer's price structure).
  - ✓ 25% discount on Championship suits.
  - ✓ 25% discount on Speedo merchandise specifically for Sectional Meet outfitting.
  - ✓ 25% off additional uniforming designated as YMCA National Team outfitting.

#### Team Support

- ✓ 20% off of dealer price for designated team warm-ups and duffel bags
- ✓ 20% off of dealer price for designate Speedo training aids
- ✓ Speedo will provide one vinyl print team banner
- ✓ Team Speedo athlete autograph items to be provided for promotional use as mutually agreed upon by Team and Speedo.