# APPENDIX A Group Licensing Assignment



## NFL PLAYERS ASSOCIATION GROUP LICENSING ASSIGNMENT

The undersigned player, a member of the National Football League Players Association ("NFLPA"), hereby assigns to the NFLPA and its licensing affiliates, if any, the exclusive right to use and to grant to persons, firms or corporations (collectively "licensees") the right to use his name, signature facsimile, voice, picture, photograph, likeness and/or biographical information (collectively "image") in group licensing programs. Group licensing programs are defined as those licensing programs in which a licensee utilizes a total of six (6) or more NFL player images in conjunction with or on products that are sold at retail or used as promotional or premium items. The undersigned player retains the right to grant permission to a licensee to utilize his image if that licensee is not concurrently utilizing the images of five (5) or more other NFL players in conjunction with or on products that are sold at retail or are used as promotional or premium items. If the undersigned player's inclusion in a particular NFLPA program is precluded by an individual exclusive endorsement agreement, and the undersigned player provides the NFLPA with timely notice of that preclusion, the NFLPA agrees to exclude the undersigned player from that particular program.

In consideration for this assignment of right, the NFLPA agrees to use the revenues it receives from group licensing programs to support the objectives as set forth in the By-laws of the NFLPA. The NFLPA further agrees to use its best efforts to promote the use of NFL player image in group licensing programs, to provide group licensing opportunities to all NFL players and to ensure that no entity engages in a group licensing program without first obtaining a license from the NFLPA. The NFLPA makes no representations regarding group licensing other than those expressed herein. This agreement shall be construed under New York law.

This assignment shall expire on December 31, 2008 and may not be revoked or terminated by the undersigned player until such date.

Dated:	
	Player's Signature
Agreed to by the NFLPA:	
	Player's Name (PLEASE PRINT)
Name	
Title	
	Diametra Automorale
	Player's Autograph

# APPENDIX B NFL Player Contract Language



#### NFL PLAYER CONTRACT

4.(b) Player hereby assigns to the NFLPA and its licensing affiliates, if any, the exclusive right to use and to grant to persons, firms, or corporations (collectively "licensees") the right to use his name, signature facsimile, voice, picture, photograph, likeness, and/or biographical information (collectively "image") in group licensing programs. Group licensing programs are defined as those licensing programs in which a licensee utilizes a total of six (6) or more NFL player images on or in conjunction with products that are sold at retail or used as promotional or premium items. Player retains the right to grant permission to a licensee to utilize his image if that licensee is not currently utilizing the images of five (5) or more other NFL players on products that are sold at retail or are used as promotional or premium items. If Player's inclusion in a particular NFLPA program is precluded by an individual exclusive endorsement agreement, and Player provides the NFLPA with timely notice of that preclusion, the NFLPA will exclude Player from that particular program. In consideration for this assignment of rights, the NFLPA will use the revenues it receives from group licensing programs to support the objectives as set forth in the By-laws of the NFLPA. The NFLPA will use its best efforts to promote the use of NFL player images in group licensing programs, to provide group licensing opportunities to all NFL players, and to ensure that no entity utilizes the group licensing rights granted to the NFLPA without first obtaining a license from the NFLPA. This paragraph shall be construed under New York law without reference to conflicts of law principles. The assignment in this paragraph shall expire on December 31 of the later of (a) the third year following the execution of this contract, or (b) the year in which this contract expires. Neither Club nor the League is a party to the terms of this paragraph, which is included herein solely for the administrative convenience and benefit of Player and the NFLPA. The terms of this subparagraph apply unless, at the time of execution of this contract, Player indicates by striking out this subparagraph (b) and marking his initials adjacent to the stricken language his intention to not participate in the NFLPA Group Licensing Program. Nothing in this subparagraph shall be construed to supersede or any way broaden, expand, detract from, or otherwise alter in any way whatsoever, the rights of NFL Properties, Inc. as permitted under Article V (Union Security), Section 4 of the 1993 Collective Bargaining Agreement ("CBA").

## APPENDIX C 2004/2005 Licensees and Sponsors

## PLAYERS

#### 2004/2005 PLAYERS INC LICENSEES AND SPONSORS

#### **Apparel**

5th & Ocean
Dallas Cowboys
Exclusive Pro Sports
NFL Shop/Footlocker.com
Majestic Athletic
Outer Stuff
Reebok/On Field Apparel
Ripon Athletic
Stahls' Hotronix
Mitchell & Ness
VF Imagewear, Inc.

#### Collectibles and Memorabilia

Bradford Exchange Game Time Healy Awards **K2** Licensing & Promotions Merrick Mint MBI, Inc. **MVP Pics** National Direct Peter David Pro Specialties Group Motion Imaging Activa Consumer Promotions Team Beans Todd McFarlane Upper Deck Authentic Wincraft

#### **Community Awareness**

#### **Programs**

Pop Warner Little Scholars Stay Cool in School Special Olympics D.C. Native Vision

#### **Endorsements**

**Bally Total Fitness** 

#### **Events**

JB Awards
Reebok NFL Players Rookie
Premiere
NFL Player Mania at the NFL
Experience

#### Fantasy Football

ABC Enhanced Television
Head2Head Sports
Electronic Arts Fantasy
ESPN Internet Ventures
Fanball.com (AOL, Best Buy)
MJM Sports
National Football League
SportsLine, USA
The Sporting News (Fox Sports)
Stats, Inc.(DigiMedia, AFS,
SportsBuff, Sl.com, Krause)
Yahoo! Inc
World Championship of
Fantasy Football

#### PLAYERS INC/NFL

**Sponsors** Ameriquest Bayer (Levitra) Campbell Soup Company Canon USA Coors Brewing Company Dairy Management, Inc. DirecTV FedEx Frito-Lay General Motors (Cadillac) **IBM** Masterfoods/M&M Mars (Snickers) MBNA America Motorola News America Oscar Mayer Pepsi Ouaker Oats/Gatorade

#### Tropicana

Visa

#### **Publishing**

Athlon Sports OverTime Magazine

Southwest Airlines

Sirius Satellite Radio

#### Photos, Calendars, Posters &

#### **Novelties**

John F. Turner & Co., Inc. The Northwest Co. Photo File, Inc. Trends International Getty Images Brown Trout Publishers Fat Head

#### **Media Properties**

Helmets Off - Behind the Scenes with NFL Players (Four 30 minute shows on Fox SportsNet) PLAYERS INC RADIO (Fox Sports Radio Network) NFL Players Rookie Premiere (FOX SportsNet) JB Awards (FOX SportsNet) Wheel of Fortune NFL Players Week (Syndicated) Quarterback Challenge (CBS) Pro Bowl Skills Challenge (ESPN) PLAYERS INC website (nflplayers.com)

#### **Trading Cards**

Donruss/Playoff Fleer Trading Cards RC2 (Press Pass) The Topps Company, Inc. Upper Deck Company

#### Video Games

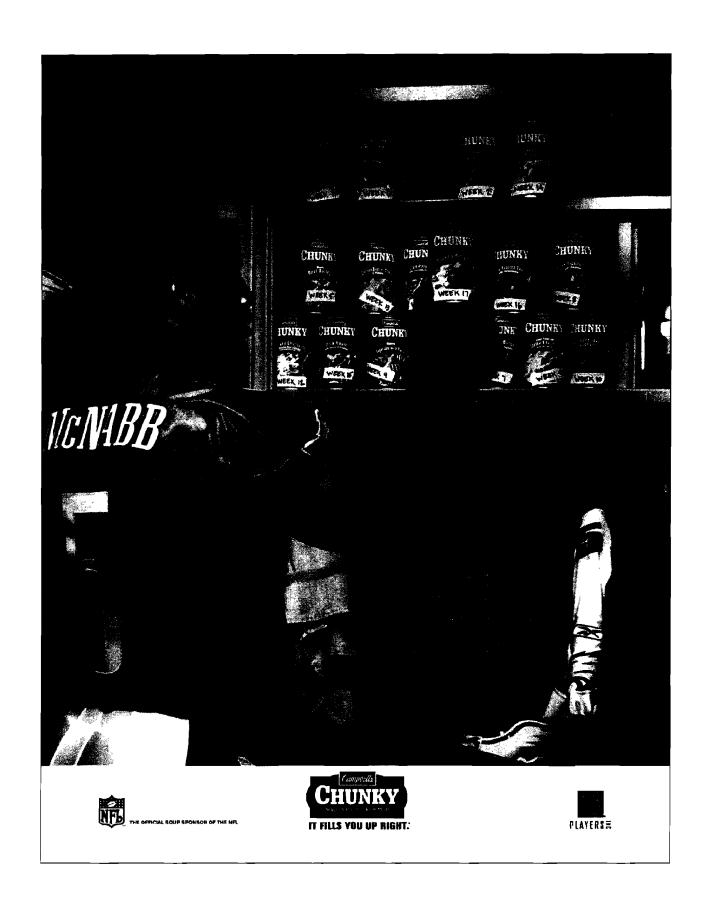
Atari

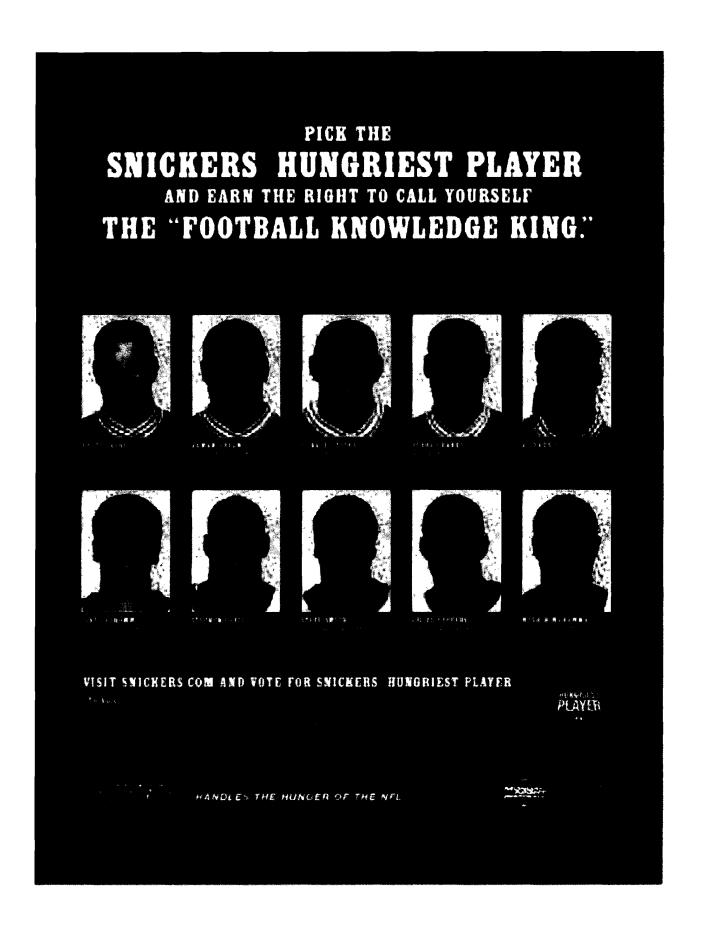
Electronic Arts

#### Wireless & Interactive

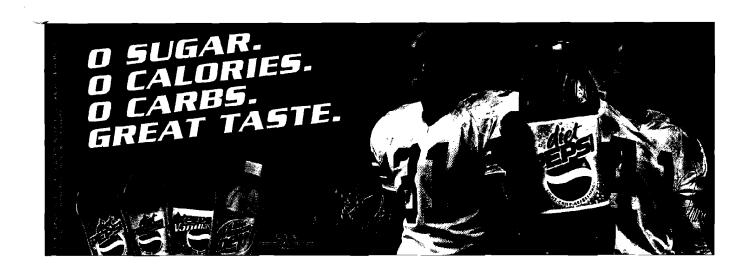
Fox Sports Interactive
JAMDAT Mobile
Strat-O-Matic Game Co.
(Board Game)
THQ Wireless
USAopoly (Board Game)

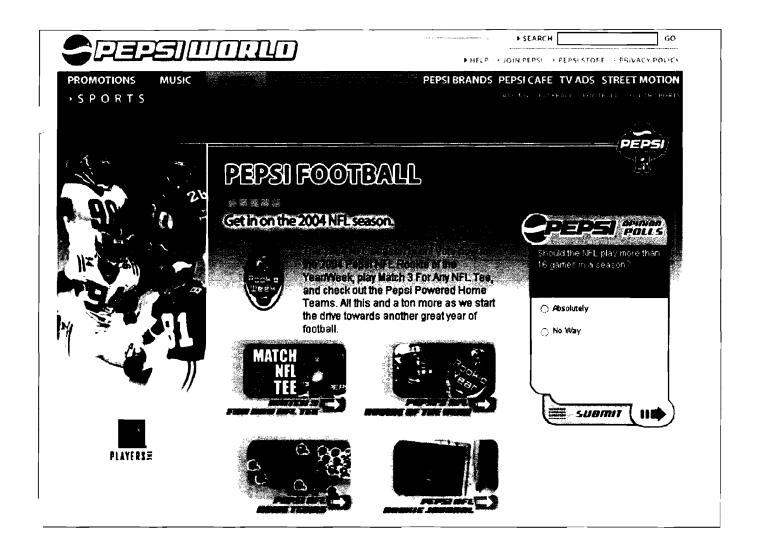
## APPENDIX D Print Advertising/Point-of-Sale Samples

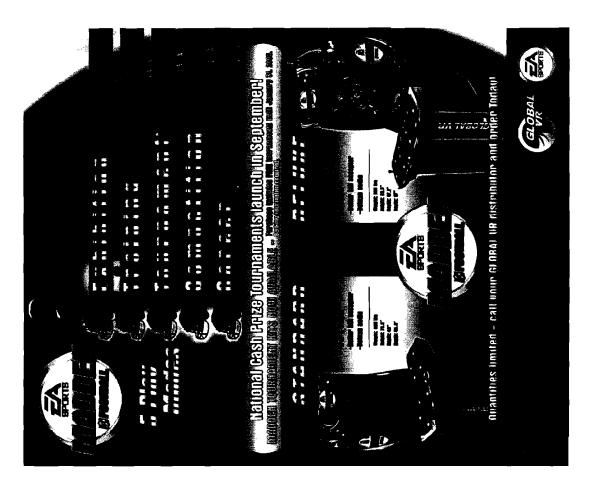


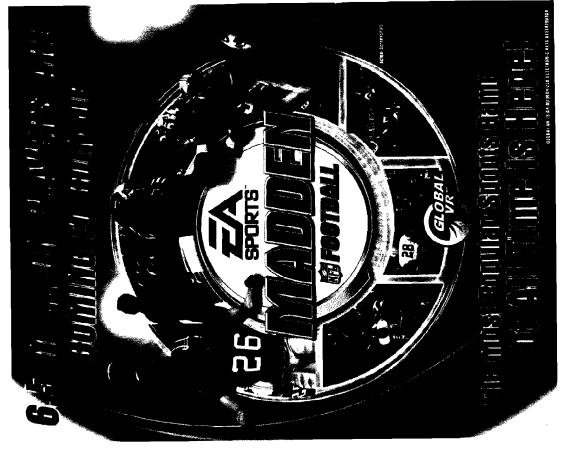








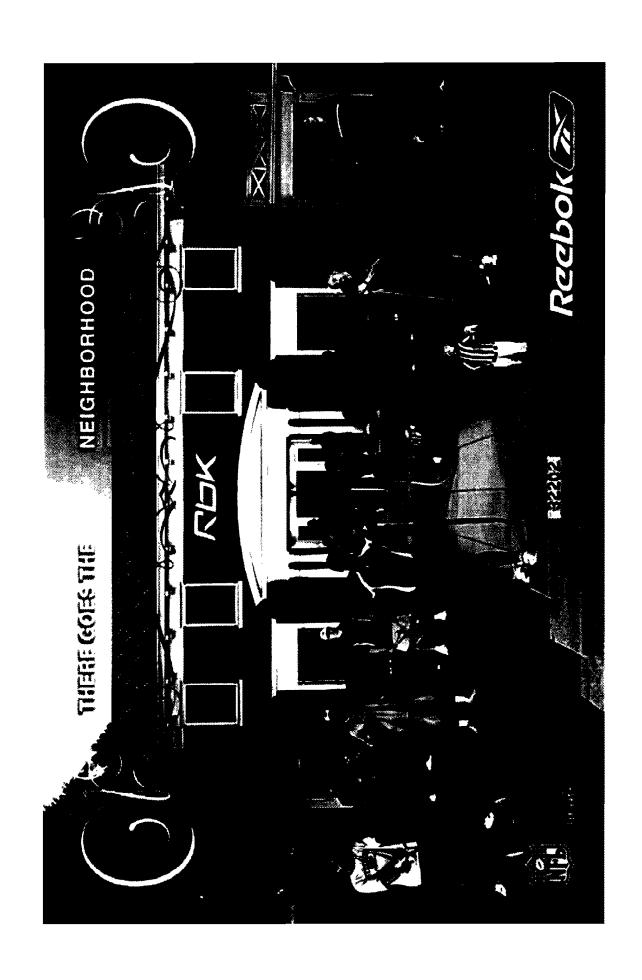












# APPENDIX E Wheel of Fortune NFL Players Week Ratings

## Wheel of Fortune's NFL WeekDelivered Viewers

- ◆ During the NFL Players Week (1/3-1/9/05), Wheel of Fortune delivered 14,680,000 total viewers and 5,266,000 Men 18+
- ♦ Wheel of Fortune delivered more total viewers than any other program in syndication

Program	Total Viewers
WHEEL OF FORTUNE	14,680,000
Jeopardy!	12,074,000
Everybody Loves Raymond	11,671,000
Oprah Winfrey	10,803,000
Seinfeld	10,073,000
Seinfeld-Weekend	9,601,000
Friends	9,174,000
CSI	8,437,000
Entertainment Tonight	7,921,000
Judge Judy	7,513,000
Dr. Phil	6,964,000
Everybody Loves Raymond - Weekend	6,617,000
Malcolm in the Middle	5,628,000
Entertainment Tonight-Weekend	5,434,000
Millionaire	5,359,000
That '70s Show	5,176,000
Inside Edition	5,175,000
Judge Joe Brown	4,990,000
King of the Hill	4,837,000

♦ Wheel of Fortune delivered more Men than any other program in syndication

Program	Men 18+
WHEEL OF FORTUNE	5,266,000
Seinfeld	4,522,000
Jeopardy!	4,412,000
Seinfeld-Weekend	4,255,000
Everybody Loves Raymond	4,251,000
CS1	3,140,000
Friends	3,013,000
Entertainment Tonight	2,637,000
Judge Judy	2,607,000
Oprah Winfrey	2,373,000
Everybody Loves Raymond-Weekend	2,366,000
Millionaire	1,859,000
That '70s Show	1,835,000
Malcolm in the Middle	1,816,000
King of the Hill	1,784,000
Cops	1,766,000
Entertainment Tonight-Weekend	1,685,000
Judge Joe Brown	1,675,000
Inside Edition	1,673,000
Home Improvement	1,513,000

Source: NSS, AA% (000s); 1/3-1/9/05. Excludes WWE

### Wheel of Fortune's NFL Week Delivered Viewers

♦ Wheel of Fortune delivered more viewers than 94% of all network programs, including Boston Legal

<b>Program</b>	<u>Total Viewers</u>
WHEEL OF FORTUNE	14,680,000
Boston Legal	14,355,000
Law & Order	14,285,000
Law & Order: CI	13,226,000
Las Vegas	13,127,000
Joey	12,507,000
CSI: NY	12,170,000
60 Minutes	12,133,000
NBC Nightly News	12,123,000
The West Wing	11,922,000
Still Standing	11,417,000
The Biggest Loser	11,341,000
Listen Up	11,177,000
Fear Factor	10,987,000
60 Minutes Wednesday	10,848,000
ABC World News Tonight	10,769,000
The Amazing Race: 6	10,685,000
JAG	10,577,000
The King of Queens	10,237,000
Committed	10,107,000
Will & Grace	10,098,000

- ♦ Wheel of Fortune delivered more viewers than top network reality programming, including The Biggest Loser (11.3 million), Fear Factor (10.9 million) and The Amazing Race: 6 (10.6 million)
- ♦ Wheel of Fortune delivered more viewers than top network prime time news magazines, including 60 Minutes (12.1 million), 60 Minutes Wednesday (10.8 million), and Dateline (9.5 million)
- Wheel of Fortune outperformed all network soaps, evening news programs and late night talk shows
- Wheel of Fortune delivered more viewers than Leno and Letterman combined (10.6 million)
- ♦ Wheel of Fortune delivered more viewers than any of the network prime time averages

<u>Program</u>	Total Viewers
WHEEL OF FORTUNE	14,680,000
ABC Prime	12,883,000
CBS Prime	12,787,000
NBC Prime	10,133,000
FOX Prime	6,515,000
UPN Prime	3,236,000
WB Prime	2,830,000

Source: NSS, AA% (000s); 1/3-1/9/05

# APPENDIX F Staff Directory



#### **PLAYERS INC**

2021 L Street NW Suite 500

Washington, DC 20036 Phone: (202) 496-2860 (800) 372-5535 Fax: (202) 296-3486

#### **Board of Directors**

Gene Upshaw, Chairman	202-463-2212
Doug Allen, President	202-463-2215
Pat Allen, Executive Vice President and Chief Operating Officer	202-496-2870
Steve Saxon, Member, Board of Directors	202-857-0620
Marvin Zimmerman, Member, Board of Directors	847-498-4624

#### **PLAYERS INC Staff**

#### **Executive/Operations**

Pat Allen, Executive Vice President and Chief Operating Officer Jolynn MacCarty, Administrative Assistant	202-496-2870 202-496-2887
Clay Walker, Senior Vice President Matt Holt, Administrative Assistant	202-496-2871 202-496-2898
Pamela Adolph, Vice President, Apparel and Operations	202-496-2861
Pat Linnen, Operations Manager	202-496-2875
Michael Green, Senior Office Assistant	202-496-2882
Adele Dodson, Office Assistant/Receptionist	202-496-2860

#### **Business Affairs**

Joe Nahra, Staff Counsel	202-463-2240
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#### **Communications**

Christy Moran, Assistant Vice President	202-496-2885
Veronica Jenkins, Graphic Design Manager	202-496-2892
Joanna Comfort, Administrative Assistant	202-463-2214

#### Retail Licensing

Pamela Adolph, Vice President, Apparel and Operations	202-496-2861
Nicole Krzesny, Licensing Assistant	202-496-2862
Josh Goodstadt, Assistant Vice President, Trading Cards and Collectibles	202-463-1276
Karen Bush, Licensing Manager, Trading Cards and Collectibles	202-496-2874
Kelly Skubick, Administrative Assistant	202-496-2883
LaShun Lawson, Assistant Vice President, Multimedia and Interactive	202-496-2865
Matt Holt, Administrative Assistant	202-496-2898



#### **Corporate Marketing and Business Development**

Dawn Ridley, Vice President	202-496-2873
Allison Tucker, Assistant Vice President	202-496-2864
Stephen Goodman, Senior Manager	202-496-2863
Todd Kline, Manager	202-496-2897
Amy Maestas, Coordinator	202-496-2893
Jolynn MacCarty, Administrative Assistant	202-496-2887

#### Player Marketing

Howard Skall, Vice President	202-496-2867
Angela Manolakas, Assistant Vice President	202-496-2868
David Suber, Senior Manager	202-496-2866
Seth Wyman, Manager	202-496-2891
Muneer Moore, Manager	202-496-2116
Doug Airel, Coordinator	202-496-2878
Michael Donnelly, Administrative Assistant	202-463-1285
Marisa Sandler, Administrative Assistant	202-496-2894

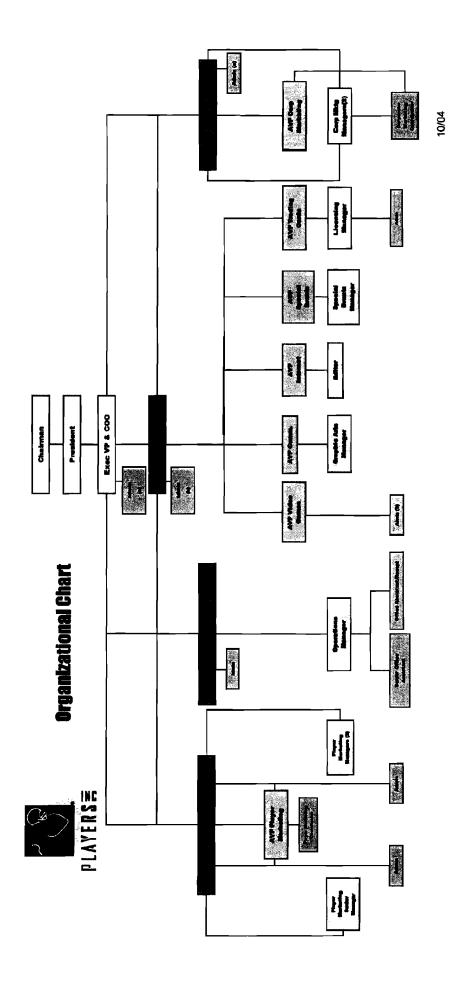
#### **Internet**

Doug Ramsay, Assistant Vice President, NFLPLAYERS.COM	202-496-2879
Luke Sacks Editor NELPLAYERS COM	202-496-2895

#### Special Events

Felice Jones, Assistant Vice President	202-496-2876
Danika Rainer, Manager	202-496-2877

## APPENDIX G Organizational Chart



## APPENDIX H Equal Share Royalty History

PLAYERS INC EQUAL SHARE ROYALTIES ACTIVE PLAYERS

Total \$ Paid Out	\$8,079,300	\$8,687,300	\$8,859,360	\$8,876,998	\$8,781,904	\$10,553,888	\$12,180,143	\$14,428,000	\$13,772,000	\$15,401,500
Total # Paid*	2087	1957	2158	2191	2155	2243	2339	2383	2230	2292
Amount of Check *	\$4,100	\$4,700	\$4,376	\$4,333	\$4,352	\$5,012	\$5,533	\$6,500	\$6,100	\$6,625
Season	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003
Year Paid	9/95	96/6	76/6	86/6	66/6	00/6	9/01	9/02	9/03	9/04

Total paid includes 150-200 Practice Squad each year at \$1000/player \*Amount of check for non-practice squad players only;

**TOTAL PAYMENTS TO NFL PLAYERS PLAYERS INC** 

