

MONTHLY NEWSLETTER

Dates to Remember in November:

- **Nov. 1:** NCFA Roster Deadline
- **Nov. 9:** NCFA Phone Day
- **Nov. 13:** Last day of NCBA fall season
- **Nov. 15:** Suite 301; NCBA and NCSA Spring Training Registration Deadline
- **Nov. 16:** NCBA Phone Day
- **Nov. 23:** NCSA Phone Day
- **Nov. 30:** Last Day of NCFA Season

DID YOU KNOW...

CollClubSports' newest employee, Chris Girardi, was a Political Science major at Radford University. Chris was contemplating a career in politics prior to accepting the job with CollClubSports.

BBI MARKETING HOOKS TEAMS UP WITH NEW FUNDRAISER!

BBI Marketing, the company that helped CollClubSports teams raise thousands of dollars last season through their "Delivering the Dough" fundraiser, has just unleashed its latest program designed to help CollClubSports teams raise money. Through "HookUpTheU," teams will have the opportunity to raise a few thousand dollars with minimal time and effort on their part, as BBI Marketing handles the brunt of the work involved.

Here is how it works:

Once a team registers for "HookUpTheU," BBI Marketing compiles a list of businesses within a five-mile radius of the University campus. These businesses will range from restaurants and bars to hair salons and movie theatres – basically anywhere around town where students might be shopping and spending money. That list is then sent to the team where they rank the businesses they feel are frequented the most by their fellow students. Once the team has ranked the top 50 or so businesses, they send the rankings back to BBI.

BBI then calls on the highest ranked businesses to gain their participation in the program. Participating businesses will agree to offer a certain discount to any customer that has a "HookUpTheU" bracelet. Once an extensive amount of businesses have agreed to join, a

"HookUpTheU" web page dedicated exclusively to each specific university is set up. This website will list all participating businesses and the corresponding discounts they offer.

After the website has been set up, BBI will begin printing "Lance Armstrong style" bracelets in the school's colors with their specific "HookUpTheU" web address printed on them. The team then sells these bracelets for \$10.00 apiece, making a profit of \$5.00 per bracelet sold. Anyone wearing one of the bands receives all of the deals at any of the participating businesses.

The process takes about three weeks to go through the list, set up businesses and produce the wristbands. As such, teams should be sure to send their request in advance, so that way their fundraiser can start when they are ready.

"This is not your typical car wash or bake sale fundraiser," said HookUpTheU Sales Manager, Sean Kerr. "We provide the list, the calls and the businesses. All the athletic team has to do is sell the bands and they have the opportunity to make over \$5,000. With the deals these wristbands produce, they will practically sell themselves!"

BBI President Bonnie Brown pointed out that, while the main goal of this program is to allow teams to raise money, HookUpTheU is designed to benefit more than

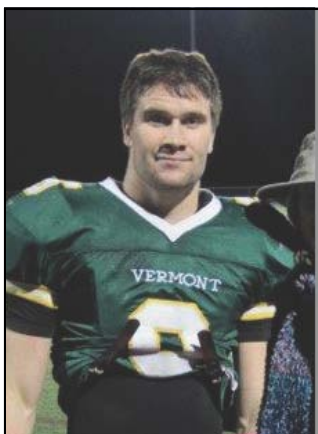


just the teams. "This program truly is a win-win-win for everyone involved!" she said. "The athletes make money for traveling, the University Community is able to get great deals from businesses around them, and the businesses are able to use the HookUpTheU.com website as a marketing tool to create loyalty with HookUpTheU supporters."

"It's rewarding to know that our efforts in creating the HookUpTheU fundraiser will help so many young athletes," Brown added. "This program has been one of the most exciting marketing projects I have ever worked on. The staff at BBI Marketing has truly enjoyed working with the teams and businesses so far, and we are excited about continuing this program for many years to come!"

For more information on the HookUpTheU fundraiser and how to sign up, visit http://www.bbihotelmarketing.com/fund_prog.shtml or contact Sean Kerr at sean@bbihotelmarketing.com or by phone at (813) 420-3552.

CollClubSports Player To Watch



Name: Chad Foley
School: University of Vermont
Position(s): Strong Safety
Scholastic Year: Senior
Major: Applied Math (Business and Economics Double Minor)
Nickname: Ricky Javelin
Favorites:
Movie: Top Gun
Food: Sushi
Band: Red Hot Chili Peppers
Collegiate Football Memory:
 Having six interceptions in two games last year.

A senior strong safety, Chad Foley is a two-year captain and co-president of the University of Vermont Club Football team. UVM Head Coach TJ Sawyer said of Foley: "I would arguably say he is one of the top club football players in the nation." Foley's 7 interceptions has led UVM to a 7-0 record this season.

Provide background of your career so far in college:

I've been at UVM all four years of undergrad and this is my third year playing football. This year, with our national ranking, we've had a lot more publicity not only around cam-

pus, but around the entire state of Vermont.

Vermont is 7-0 with all seven wins coming by a touchdown or more. State your case for why UVM should be ranked #1 in the NCFA:

We are #1 because we haven't lost this year and because we've shown year after year that we're an established club.

Your defense has only been scored on by one team all season. How has your defense been so dominant all year long?

From the start of the season, our defense has set a goal to shut out as many teams as possible. We take pride in our goose eggs.

You have seven interceptions this season, two of which you have returned for touch-

downs. Talk about your nose for the ball and then your knack for finding the end zone:

I credit my interceptions to our entire defense. We are a unit. I, like everyone else on D, put myself in the right place at the right time and make plays on the ball. Our defensive coordinator, Steve Sheeler, has molded our defense into a scoring defense. It is engraved in our minds that if we get the ball on D, we are scoring.

How have you seen the UVM Club Football program grow and improve during your years at school?

I have seen tremendous growth in the program over the last three years. The coaching staff, the players, and the player officers have all learned from prior years and our predecessors how to improve on and off the field.

JENSEN LEE REMAINS OFFICIAL BAG SUPPLIER OF COLLCUBSPORTS

Jensen Lee and CollClubSports have agreed to extend their partnership for two more years, making Jensen Lee the Official Team Bag Supplier of the NCBA, NCSA and NCFA through 2013. New to this agreement is a promotion that offers one free JL09 equipment bag in team colors to any team that makes an order of 10 or more player bags.

Jensen Lee has been the benchmark for Team Bags for over 20 years. Being a Pacific Northwest company, Jensen Lee is proud to place a "Made in the USA" tag on each bag they produce. All Jensen Lee Bags are made with quality materials, great fabrics, strong webbing and heavy-duty zippers and hardware. Jensen Lee is confident that their bag is the ONLY bag you will ever need because their bags are made to stand up to the

rough, everyday use of people on the go. Their canvas bags come with a four-year warranty and their other bags have a one-year warranty.

CollClubSports President Sandy Sanderson is the proud owner of a Jensen Lee bag himself, and is a huge proponent of their product. "You've probably heard me talk about how much I love Jensen Lee bags on Suite 301," he said. "Well it's no joke. Whether you buy a team equipment bag or a set of individual player bags, I give you my personal guarantee: You will absolutely love the quality of the product Jensen Lee sends you."

After ordering bags from Jensen Lee each of the past two years, University of Montana President Ryan Sharkey shares Sanderson's enthusiastic sentiments. "They are really durable bags," he explained. "I have had mine for over ten years

now and it has never ripped. The longevity of these bags is well worth the investment!"

All orders can be placed by contacting Jensen Lee directly. To place your order, please contact Jim Officer at 1-800-533-2690 or at jim@jensenlee.com. Please make sure to mention that you are a CollClubSports Member Team to receive the exclusive pricing. Further information about Jensen Lee and their CollClubSports promotions can be found on their website at www.jensenlee.com.

"Jensen Lee is proud to be the Official Team Bag of CollClubSports," said Jensen Lee Director of Sales Jim Officer. "As Jensen Lee and CollClubSports continue to grow, we look forward to working with the organization and its schools for many years to come."

NCSA October Top 15 Poll:

1. Florida State University (12)
2. University of Florida (1)
3. University of Antelope Valley (1)
4. Virginia Tech
5. University of Illinois
6. James Madison University
7. East Carolina University
8. Miami University (OH)
9. Kennesaw State University
10. Naval Academy
11. Penn State University
12. University of Colorado
13. University of Georgia
14. University of Central Florida
- T-15. Eastern Illinois University
- T-15. Grand Valley State University



POLLS RELEASED

The NCFA Week 8 Top 10 Coaches' Poll is almost identical to its predecessor, with the only differences being the distribution of first-place votes and the flip-flop of New Orleans and Radford between seventh and eight place. North Carolina is the only team in the top 10 to not receive at least one first-place vote.

There was also not a lot of movement in the NCSA Top 15 Poll, with the top 3 remaining the same as last month. Virginia Tech moved ahead of Illinois this month to jump to number 4, with the Illini falling to number 5.

Two new teams have surfaced in the NCSA Top 15 Poll in October. Eastern Illinois and Grand Valley State both make their debut in the polls, entering tied at #15. Eastern Illinois impressed the voters with a strong performance in their EIU Fall Frenzy Tournament last month.

NCFA Week 8 Top 10 Coaches Poll:

1. Chattahoochee Technical College (5)
2. Orangeburg Calhoun Technical College (3)
3. Miami University (OH) (2)
4. University of Vermont (3)
5. Wright State University (1)
6. Coppin State University (1)
7. Radford University (1)
8. University of New Orleans (1)
9. University of North Carolina
10. Southern Illinois Edwardsville (1)



COLLCUBSPORTS HIRES NEW EMPLOYEE



Name: Christopher Girardi
School: Radford University
Nickname: John Travolta
Favorites:
Food: Cheese Pizza
Band: The Association
Athlete: Johnny Unitas
Movie: Snatch
Team: Colts/Whoever is playing Virginia Tech
TV Show: Spartacus: Gods of the Arena

In 2008, Chris became one of the founding fathers of Radford University's Club Football team. After two seasons, Chris was elected president of the organization and saw the club to its first winning

season and its first South Atlantic Championship. He was also voted 2010 Team MVP by his peers and would eventually be recruited by the NCFA to help run the Mid-Atlantic Conference as a volunteer.

Last month, Chris was offered a full-time position with CollClubSports and currently acts as the Sponsor Account Manager as well as the Mid-Atlantic Conference Coordinator of the NCFA and the District III Coordinator of NCBA Division II. In addition to his football career, Chris has 8 years of baseball experience under his belt that will be sure go a long way in his baseball-related duties with CollClubSports.

"Towards the end of my college career, I realized that I did not want to be finished with football," Girardi said. "I still wanted to stay involved and help my team grow and develop. That's when the NCFA called me up and offered me a volunteer position as the Mid-Atlantic Regional Director. I was more than happy to take the job and continue working in something I was passionate about. When the NCFA offered me a full-time position several months later, it was a dream come true!"

After accepting the position, Chris has recently relocated to Pittsburgh from Virginia. He can be reached by phone at (412) 321-8440 x102 or via e-mail at Chris.Girardi@CollClubSports.com.