# ALUMNI ASSOCIATION OF GEORGE MASON UNIVERSITY A F I N I T Y A G R E E M E N T

This Agreement is entered into as of this 1st day of October, 2002, (the "Effective Date") by and between MBNA AMERICA BANK, N.A., a national banking association having its principal place of business in Wilmington, Delaware ("MBNA America"), and ALUMNI ASSOCIATION OF GEORGE MASON UNIVERSITY, a non-profit educational institution having its principal place of business at 4400 University Drive, Fairfax, Virginia ("AAGMU") for themselves, and their respective successors and assigns.

## 1. <u>DEFINITIONS</u>

When used in this Agreement,

- (a) "Agreement" means this agreement and Schedules A, B and C.
- (b) "Credit Card Account" means a credit card account opened by a Member in response to marketing efforts made pursuant to the Program. A "Student Credit Card Account" is a Credit Card Account opened through an application coded by MBNA America as a student application. An "Alumni Credit Card Account" is a Credit Card Account opened through an application coded by MBNA America as an alumni application.
- (c) "Customer" means any Member who is a participant in the Program.
- (d) "Financial Service Products" means credit card programs, charge card programs, debit card programs, installment loan programs, revolving loan programs, deposit programs, business card programs and travel and entertainment card programs. This definition shall exclude the student loan consolidation program between AAGMU and Student Trust, Incorporated as the same is currently structured and delineated as of the date of this Agreement.
- (e) "Group Incentive Program" or "GIP" means any marketing or other program whereby AAGMU conducts solicitation efforts for the Program, and the parties mutually agree that such marketing or other program shall constitute a GIP.
- (f) "GIP Account" means a Credit Card Account opened by a Member pursuant to a GIP in which AAGMU complies with the GIP provisions of this Agreement.
- (g) "Mailing List" means an updated and current list and/or magnetic tape (in a format designated by MBNA America) containing names, postal addresses and, when available, telephone numbers of Members who are at least eighteen (18) years of age, segmented by zip codes or reasonably selected membership characteristics.
- (h) "Member" means: (i) an undergraduate or graduate student of GEORGE MASON UNIVERSITY (each a "Student Member"); and (ii), alumni of GEORGE MASON UNIVERSITY, a member of the Alumni Association, friends, faculty and staff of the University,

6-18-02

fans, ticket holders, donors and contributors of any University athletic team or athletic department and/or other potential participants mutually agreed to by the Alumni Association and MBNA America (each an "Alumni Member").

- (i) "Program" means those programs and services of the Financial Service Products MBNA America agrees to offer pursuant to this Agreement to the Members from time to time.
- (j) "Royalties" means the compensation set forth in Schedule B.
- (k) "Trademarks" means any design, image, visual representation, logo, service mark, trade dress, trade name, or trademark used or acquired by AAGMU during the term of this Agreement.
- (l) "AAGMU Affiliate" means any entity controlling, controlled by or under common control with AAGMU.

# 2. RIGHTS AND RESPONSIBILITIES OF AAGMU

- (a) AAGMU agrees that during the term of this Agreement it will endorse the Program exclusively and that neither AAGMU nor any AAGMU Affiliate shall, by itself or in conjunction with others, directly or indirectly: (i) sponsor, advertise, aid, develop, market, solicit proposals for programs offering, or discuss with any organization (other than MBNA America) the providing of, any Financial Service Products of any organization other than MBNA America; (ii) license or allow others to license the Trademarks in relation to or for promoting any Financial Service Products of any entity other than MBNA America; and (iii) sell, rent or otherwise make available or allow others to sell, rent or otherwise make available any of its mailing lists or information about any current or potential Members in relation to or for promoting any Financial Service Products of any entity other than MBNA America. Notwithstanding anything else in this Agreement to the contrary, AAGMU may accept print advertising from any financial institution provided that the advertisement does not contain an express or implied endorsement by AAGMU of said financial institution or the advertised Financial Service Product.
- (b) AAGMU agrees to provide MBNA America with such information and assistance as may be reasonably requested by MBNA America in connection with the Program.
- (c) Pursuant to 2(d), AAGMU authorizes MBNA America to solicit its Members by mail, direct promotion, internet, advertisements and/or telephone for participation in the Program.
- (d) AAGMU shall have the right of prior approval of all Program advertising and solicitation materials to be used by MBNA America, which contain AAGMU's Trademark; such approval shall not be unreasonably withheld or delayed. In the event that MBNA America incurs a cost because of a change in the Trademarks (e.g., the cost of reissuing new credit cards), MBNA America may deduct such costs from Royalties due AAGMU. In the event such costs exceed Royalties then due AAGMU, AAGMU shall promptly reimburse MBNA America for all such costs.

- (e) Upon the request of MBNA America, AAGMU shall provide MBNA America with the Mailing List free of any charge; provided, however, that AAGMU shall not include in any Mailing List the name and/or related information regarding any person who has expressly requested that AAGMU not provide his/her personal information to third parties. In the event that MBNA America incurs a cost because of a charge assessed by AAGMU or its agents for an initial Mailing List or an update to that list, MBNA America may deduct such costs from Royalties due AAGMU. AAGMU shall provide the initial Mailing List, containing at least seventy-two thousand (72,000) non-duplicate alumni names (of persons at least eighteen years of age) and at least seven thousand (7,000) non-duplicate graduate student names (of persons at least eighteen years of age) and, when available and permissible, additional names of donors and parents of students, with corresponding valid postal addresses and telephone numbers of Alumni Members as soon as possible but no later than thirty (30) days after AAGMU's execution of this Agreement.
- (f) AAGMU shall only provide information to or otherwise communicate with Members or potential Members about the Program with MBNA America's prior written approval, except for current advertising and solicitation materials provided by MBNA America to AAGMU. Notwithstanding the above, AAGMU may respond to individual inquiries about the Program from its Members on an individual basis, provided that said responses are accurate and consistent with the then-current materials provided by MBNA America to AAGMU. Any correspondence received by AAGMU that is intended for MBNA America (e.g., applications, payments, billing inquiries, etc.) shall be forwarded to the MBNA America account executive via overnight courier within 24 hours of receipt. All charges incurred for this service will be paid by MBNA America.
- (g) AAGMU hereby grants MBNA America and its affiliates a limited, exclusive license to use the Trademarks solely in conjunction with the Program, including the promotion thereof. This license shall be transferred upon assignment of this Agreement. This license shall remain in effect for the duration of this Agreement and shall apply to the Trademarks, notwithstanding the transfer of such Trademarks by operation of law or otherwise to any permitted successor, corporation, organization or individual. AAGMU shall provide MBNA America all Trademark production materials (e.g., camera ready art) required by MBNA America for the Program, as soon as possible but no later than thirty (30) days after AAGMU's execution of this Agreement. Nothing stated in this Agreement prohibits AAGMU from granting to other persons a license to use the Trademarks in conjunction with the providing of any other service or product, except for any Financial Service Products.
- (h) AAGMU shall permit MBNA America to advertise the Program on the AAGMU home page and at other prominent locations within the internet site of AAGMU. MBNA America may establish a "hot-link" from such advertisements to another internet site to enable a person to apply for a Credit Card Account. Any Credit Card Account generated pursuant to such a "hot-link" shall entitle AAGMU to the GIP compensation set forth on Schedule B, subject to the other terms and conditions of this Agreement. AAGMU shall modify or remove such advertisements within twenty-four (24) hours of MBNA America's request.

# 3. RIGHTS AND RESPONSIBILITIES OF MBNA AMERICA

- (a) MBNA America shall design, develop and administer the Program for the Members.
- (b) MBNA America shall design all advertising, solicitation and promotional materials with regard to the Program. MBNA America reserves the right of prior written approval of all advertising and solicitation materials concerning or related to the Program, which may be developed by or on behalf of AAGMU.
- (c) MBNA America shall bear all costs of producing and mailing materials for the Program.
- (d) MBNA America shall make all credit decisions and shall bear all credit risks with respect to each Customer's account(s) independently of AAGMU.
- (e) MBNA America shall use the Mailing Lists provided pursuant to this Agreement consistent with this Agreement and shall not permit those entities handling these Mailing Lists to use them for any other purpose. MBNA America shall have the sole right to designate Members on these Mailing Lists to whom promotional material will not be sent. These Mailing Lists are and shall remain the property of AAGMU. However, MBNA America may maintain separately all information which it obtains as a result of an account relationship or an application for an account relationship. This information becomes a part of MBNA America's own files and shall not be subject to this Agreement; provided however that MBNA America will not use this separate information in a manner that would imply an endorsement by AAGMU.

# 4. REPRESENTATIONS AND WARRANTIES

- (a) AAGMU and MBNA America each represents and warrants to the other that as of the Effective Date and throughout the term of this Agreement:
  - (i) It is duly organized, validly existing and in good standing.
- (ii) It has all necessary power and authority to execute and deliver this Agreement and to perform its obligations under this Agreement.
- (iii) This Agreement constitutes a legal, valid and binding obligation of such party, enforceable against such party in accordance with its terms, except as such enforceability may be limited by bankruptcy, insolvency, receivership, reorganization or other similar laws affecting the enforcement of creditors' rights generally and by general principles of equity.
- (iv) No consent, approval or authorization from any third party is required in connection with the execution, delivery and performance of this Agreement, except such as have been obtained and are in full force and effect.

- (v) The execution, delivery and performance of this Agreement by such party will not constitute a violation of any law, rule, regulation, court order or ruling applicable to such party.
- (b) AAGMU represents and warrants to MBNA America as of the date hereof and throughout the term of this Agreement that it has the right and power to license the Trademarks to MBNA America for use as contemplated by this Agreement and to provide the Mailing List(s) to MBNA America for the promotion of the Program. AAGMU will hold MBNA America, its directors, officers, agents, employees, affiliates, successors and assigns harmless from and against all liability, causes of action, and claims, and will reimburse MBNA America's reasonable and actual costs in connection therewith (including attorneys' fees), arising from the Trademark license granted herein or from MBNA America's use of the Trademarks in reliance thereon, or from the use of any Mailing List(s) by MBNA America for the promotion of the program. Each party shall promptly notify the other party in the manner provided herein upon learning of any claims or complaints relating to such license or the use of any Trademarks.

#### 5. ROYALTIES

- (a) During the term of this Agreement, MBNA America shall pay Royalties to AAGMU. Royalties will not be paid without a completed Schedule C (W-9 Form and EFT Form). Except as otherwise provided in Schedule B, payment of Royalties then due shall be made approximately forty-five (45) days after the end of each calendar quarter.
- (b) On or before the forty fifth (45th) day after the end of each calendar quarter during the term of this Agreement, MBNA America will provide AAGMU with a statement showing the number of Credit Card Accounts opened, the number of Credit Card Accounts renewed and the retail purchase dollar volume (excluding those transactions that relate to refunds, returns and unauthorized transactions), made during the preceding calendar period.

#### 6. PROGRAM ADJUSTMENTS

A summary of the current features of the Program are set forth in Schedule A. MBNA America reserves the right to make periodic adjustments to the Program and its terms and features.

## 7. CONFIDENTIALITY OF AGREEMENT

The terms of this Agreement, any proposal, financial information and proprietary information provided by or on behalf of one party to the other party prior to, contemporaneously with, or subsequent to, the execution of this Agreement ("Information") are confidential as of the date of disclosure. Such Information will not be disclosed by such other party to any other person or entity, except as permitted under this Agreement or as mutually agreed in writing. MBNA America and AAGMU shall be permitted to disclose such Information (i) to their accountants, legal, financial and marketing advisors, and employees as necessary for the performance of their

6-18-02

respective duties, provided that said persons agree to treat the Information as confidential in the above described manner and (ii) as required by law or by any governmental regulatory authority.

#### 8. <u>TERM OF AGREEMENT</u>

The initial term of this Agreement will begin on October 1, 2002 and end on August 31, 2007. This Agreement will automatically extend at the end of the initial term or any renewal term for successive two-year periods, unless either party gives written notice of its intention not to renew at least ninety (90) days, but not more than one hundred eighty (180) days, prior to the last date of such term or renewal term, as applicable.

#### 9. STATE LAW GOVERNING AGREEMENT

This Agreement shall be governed by and subject to the laws of the State of Delaware (without regard to its conflict of laws principles) and shall be deemed for all purposes to be made and fully performed in Delaware.

#### 10. TERMINATION

- (a) In the event of any material breach of this Agreement by MBNA America or AAGMU, the other party may terminate this Agreement by giving notice, as provided herein, to the breaching party. This notice shall (i) describe the material breach; and (ii) state the party's intention to terminate this Agreement. If the breaching party does not cure or substantially cure such breach within sixty (60) days after receipt of notice, as provided herein (the "Cure Period"), then this Agreement shall terminate sixty (60) days after the Cure Period.
- (b) If either MBNA America or AAGMU becomes insolvent in that its liabilities exceed its assets, or is adjudicated insolvent, or AAGMU takes advantage of or is subject to any insolvency proceeding, or makes an assignment for the benefit of creditors or is subject to receivership, conservatorship or liquidation then the other party may immediately terminate this Agreement.
- (c) Upon termination of this Agreement, MBNA America shall, in a manner consistent with Section 10(d) of this Agreement, cease to use the Trademarks. MBNA America agrees that upon such termination it will not claim any right, title, or interest in or to the Trademarks or to the Mailing Lists provided pursuant to this Agreement. However, MBNA America may conclude all solicitation that is required by law.
- (d) MBNA America shall have the right to prior review and approval of any notice in connection with, relating or referring to the termination of this Agreement to be communicated by AAGMU or any AAGMU Affiliate to the Members. Such approval shall not be unreasonably withheld. Upon termination of this Agreement, AAGMU shall not attempt to cause the removal

of AAGMU's identification or Trademarks from any person's credit devices, checks or records of any Customer existing as of the effective date of termination of this Agreement.

- (e) In the event that a material change in any applicable law, statute, operating rule or regulation, or any material change in any operating rule or regulation of either VISA or MasterCard makes the continued performance of this Agreement under the then current terms and conditions unduly burdensome, then MBNA America shall have the right to terminate this Agreement upon ninety (90) days advance written notice. Such written notice shall include an explanation of the burden imposed as a result of such change.
- (f) For a one (1) year period following the termination of this Agreement for any reason, AAGMU agrees that neither AAGMU nor any AAGMU Affiliate shall, by itself or in conjunction with others, directly or indirectly, specifically target any offer of a credit or charge card, or a credit or charge card related product to persons who were Customers. Notwithstanding the foregoing, AAGMU may, after termination of this Agreement, offer persons who were Customers the opportunity to participate in another credit or charge card program endorsed by the AAGMU provided the opportunity is not only made available to such persons but rather as a part of a general solicitation to all Members and provided further no such persons are directly or indirectly identified as a customer of MBNA America, or offered any terms or incentives different from that offered to all Members.

#### 11. <u>MISCELLANEOUS</u>

- (a) This Agreement cannot be amended except by written agreement signed by the authorized agents of both parties hereto.
- (b) The obligations in Sections 4(b), 7, 10(c), 10(d) and 10(f) shall survive any termination of this Agreement.
- (c) The failure of any party to exercise any rights under this Agreement shall not be deemed a waiver of such right or any other rights.
- (d) The section captions are inserted only for convenience and are in no way to be construed as part of this Agreement.
- (e) If any part of this Agreement shall for any reason be found or held invalid or unenforceable by any court or governmental agency of competent jurisdiction, such invalidity or unenforceability shall not affect the remainder of this Agreement which shall survive and be construed as if such invalid or unenforceable part had not been contained herein.
- (f) All notices relating to this Agreement shall be in writing and shall be deemed given (i) upon receipt by hand delivery, facsimile or overnight courier, or (ii) three (3) business days after mailing by registered or certified mail, postage prepaid, return receipt requested. All notices shall be addressed as follows:

# (1) If to AAGMU:

ALUMNI ASSOCIATION OF GEORGE MASON UNIVERSITY 4400 University Drive, MS 3B3 Fairfax, Virginia 22030-444

ATTENTION:

Ms. Christine Clark-Talley

**Executive Director of Alumni Affairs** 

Fax #: 703-993-8799

(2) If to MBNA America:

MBNA AMERICA BANK, N. A. Rodney Square Wilmington, Delaware 19884

ATTENTION:

Mr. William P. Morrison

**Division President** 

Fax #: 302-432-0805

Any party may change the address to which communications are to be sent by giving notice, as provided herein, of such change of address.

- (g) This Agreement contains the entire agreement of the parties with respect to the matters covered herein and supersedes all prior promises and agreements, written or oral, with respect to the matters covered herein. MBNA America may utilize the services of any third party in fulfilling its obligations under this Agreement. Certain Financial Service Products or services under this Agreement may be offered through MBNA America's affiliates. For example, business credit cards are currently issued and administered by MBNA America (Delaware), N.A., and certain marketing services are currently provided by MBNA Marketing Systems, Inc.
- (h) MBNA America and AAGMU are not agents, representatives or employees of each other and neither party shall have the power to obligate or bind the other in any manner except as otherwise expressly provided by this Agreement.
- (i) Nothing expressed or implied in this Agreement is intended or shall be construed to confer upon or give any person other than AAGMU and MBNA America, their successors and assigns, any rights or remedies under or by reason of this Agreement.
- (j) Neither party shall be in breach hereunder by reason of its delay in the performance of or failure to perform any of its obligations herein if such delay or failure is caused by strikes, acts of God or the public enemy, riots, incendiaries, interference by civil or military authorities,

compliance with governmental laws, rules, regulations, delays in transit or delivery, or any event beyond its reasonable control or without its fault or negligence.

(k) This Agreement may be executed in two or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument.

#### 12. GROUP INCENTIVE PROGRAM

- (a) MBNA America shall design all advertising, solicitation and promotional material with regard to the Program, except with respect to those materials designed by AAGMU pursuant to any GIP. In that regard, AAGMU shall give MBNA America sixty (60) days prior notice of its desire to engage in marketing efforts regarding the Program itself, specifying that accounts generated from such efforts will entitle AAGMU to the Royalty specified in Schedule B, subject to the other terms and conditions of this Agreement.
- (b) All marketing materials generated as a result of such GIP programs shall be coded by AAGMU for tracking purposes. Marketing materials or telemarketing inquiries from Members which, in either case, do not contain or reference such coding shall not be considered eligible for any of the GIP Royalty as set forth in Schedule B.
- (c) In addition to all other rights it may have under this Agreement, MBNA America shall have the right of prior approval of all advertising and solicitation materials distributed by AAGMU pursuant to any GIP. MBNA America shall have approval and control of the scope, timing, content and continuation of any GIP.
- (d) All costs incurred by MBNA America in producing and mailing materials created pursuant to any GIP or of supporting the marketing efforts of AAGMU pursuant to any GIP shall be deducted from any or all Royalty payments due AAGMU under this Agreement.
- (e) AAGMU shall comply with MBNA America's instructions and all applicable laws, including, without limitation, the Truth in Lending Act and the Equal Credit Opportunity Act, with regard to any GIP.

IN WITNESS WHEREOF, each of the parties, by its representative, has executed this Agreement as of the Effective Date.

	ALUMNI ASSOCIATION OF GEORGE MASON UNIVERSITY		MBNA AMERICA BANK, N.A.
By:	Bim Cound	By:	for Me
Nam	Brian C. Drummond	Name:	William P. Morrison
Title:	President, AAGMU	Title:	Division President
Date:	7/15/02	Date:	8/8/2

# **SCHEDULE A**

#### **TERMS AND FEATURES**

Subject to (i) MBNA America's right to vary the Program and its terms and features, and (ii) the applicable agreement entered into between MBNA America and each Customer:

#### A. CREDIT CARD ACCOUNTS

- 1. There is NO annual fee.
- 2. For Alumni Credit Card Accounts, the current annual percentage rate will be a fixed rate of 11.99%.
- 3. For Student Credit Card Accounts, the current annual percentage rate will be a fixed rate of 15.99%.
- 4. Customers may be offered opportunities to purchase a variety of communication services and to select credit insurance as a benefit under the Program. These opportunities will only be offered upon prior written authorization of AAGMU.

#### B. GOLD RESERVE ACCOUNTS

"Gold Reserve Account" means a GoldReserve® (as such service mark may be changed by MBNA America, in its sole discretion, from time to time) revolving loan account opened by a Member in response to marketing efforts made pursuant to the Program.

- 1. There is NO annual fee for the first six months.
- 2. The annual fee for the second six (6) months, when applied, is \$10.00.
- 3. Thereafter the annual fee, when applied, is \$20.00.
- 4. The current annual percentage rate is 17.90%.
- 5. These products will only be offered upon prior written authorization of AAGMU.

# C. GOLD OPTION ACCOUNTS

"Gold Option Account" means a GoldOption<sup>SM</sup> (as such service mark may be changed by MBNA America, in its sole discretion, from time to time) revolving loan account opened by a Member in response to marketing efforts made pursuant to the Program.

1. There is NO annual fee.

6-18-02

- 2. The current annual percentage rate is as low as 12.99%.
- 3. These products will only be offered upon prior written authorization of AAGMU.

### D. BUSINESSCARD CREDIT CARD ACCOUNTS

"BusinessCard Credit Card Account" means a business Credit Card Account (currently referred to as a Platinum Plus for Business account) opened by a Member in response to marketing efforts made pursuant to the Program. MBNA America reserves the right to change the product name(s) (e.g., Platinum Plus for Business), in its sole discretion, from time to time.

- 1. There is no annual fee for each business card issued to an individual or business entity pursuant to the BusinessCard Credit Account program. MBNA America reserves the right to make special pricing offers for BusinessCard Credit Card Accounts to select AAGMU Customers and/or Members at its own discretion.
- 2. The current Annual Percentage Rate for BusinessCard Credit Card Accounts is a fixed rate of 14.99%.
- 3. These products will only be offered upon prior written authorization of AAGMU.

# SCHEDULE B

#### ROYALTY ARRANGEMENT

During the term of this Agreement, MBNA America will pay AAGMU a Royalty calculated as follows, for those accounts with active charging privileges. All Royalty payments due hereunder are subject to adjustment by MBNA America for any prior overpayment of Royalties by MBNA America:

#### A. CREDIT CARD ACCOUNTS

- 1. \$1.00 (one dollar) for each new Credit Card Account opened, which remains open for at least ninety (90) consecutive days.
- 2. \$1.00 (one dollar) for each Alumni Credit Card Account for which the annual fee is paid by the Customer. If no annual fee is assessed by MBNA America (other than as a result of a courtesy waiver by MBNA America), then such royalty will be paid for each Alumni Credit Card Account which: 1) has a balance greater than zero as of the last business day of every twelfth month after the opening of that Alumni Credit Card Account; and 2) has had active charging privileges for each of the preceding twelve months.
- 3. \$1.00 (one dollar) for each Student Credit Card Account for which the annual fee is paid by the Customer. If no annual fee is assessed by MBNA America (other than as a result of a courtesy waiver by MBNA America), then such royalty will be paid for each Student Credit Card Account which: 1) has a balance greater than zero as of the last business day of every twelfth month after the opening of that Student Credit Card Account; and 2) has had active charging privileges for each of the preceding twelve months.
- 4. 0.50% (one half of one percent) of all retail purchase transaction dollar volume generated by Customers using an Alumni Credit Card Account (excluding those transactions that (1) relate to refunds, returns and/or unauthorized transactions, and/or (2) are cash equivalent transactions (e.g., the purchase of wire transfers, money orders, bets, lottery tickets, or casino gaming chips)).
- 5. 0.40% (four tenths of one percent) of all retail purchase transaction dollar volume generated by Customers using a Student Credit Card Account (excluding those transactions that (1) relate to refunds, returns and/or unauthorized transactions, and/or (2) are cash equivalent transactions (e.g., the purchase of wire transfers, money orders, bets, lottery tickets, or casino gaming chips)).

#### B. GOLD RESERVE REVOLVING LOAN ACCOUNTS

- 1. \$0.50 (fifty cents) for each Gold Reserve Account opened, which remains open for at least ninety (90) consecutive days.
- 2. 0.25% (twenty-five one-hundredths of one percent) of the average of all monthend outstanding balances (excluding transactions that relate to credits and unauthorized transactions) in the calendar year for each Gold Reserve Account. This Royalty will be paid within sixty (60) days of the calendar year end.
- 3. \$2.00 (two dollars) for each applicable twelve (12) month period that a Customer pays the annual fee on a Gold Reserve Account.

#### C. GOLD OPTION REVOLVING LOAN ACCOUNTS

- 1. \$0.50 (fifty cents) for each Gold Option Account opened, which remains open for at least ninety (90) consecutive days.
- 2. 0.25% (twenty-five one-hundredths of one percent) of the average of all monthend outstanding balances (excluding transactions that relate to credits and unauthorized transactions) in the calendar year for each Gold Option Account. This Royalty will be paid within sixty (60) days of the calendar year end.
- 3. \$2.00 (two dollars) for each applicable twelve (12) month period that each Gold Option Account remains open.

#### D. DEPOSIT ACCOUNTS

"CD Deposits" means those deposits in the certificate of deposit accounts opened by Members in response to marketing efforts made pursuant to the Program.

"MMDA Deposits" means those deposits in the money market deposit accounts opened by Members in response to marketing efforts made pursuant to the Program.

- 1. 0.05% (five one-hundredths of one percent) on an annualized basis, computed monthly (periodic rate of 0.004167%) of the average MMDA Deposits.
- 2. 0.05% (five one-hundredths of one percent) on an annualized basis, computed monthly (periodic rate of 0.004167%) of the average CD Deposits.

#### E. BUSINESSCARD CREDIT CARD ACCOUNTS

BusinessCard Credit Card Account compensation provisions shall not affect any other compensation provision contained in the Agreement, and the compensation provisions referencing any other form of Credit Card Accounts shall not apply to BusinessCard Credit Card

6-18-02

Accounts; provided, however, that BusinessCard Credit Account Royalties accrued hereunder shall be treated as Royalties for purposes of Schedule B, hereof.

0.20% (two tenths of one percent) of the retail purchase transaction dollar volume generated by Customers using a BusinessCard Credit Card Account with active charging privileges, excluding those transactions that (i) relate to refunds, returns and/or unauthorized transaction, and/or (ii) are cash equivalent transactions (e.g.,) the purchase of wire transfers, money orders, bets, lottery tickets, or casino gaming chips.))

#### F. GIP ACCOUNTS

\$35.00 (thirty-five dollars) for each GIP Account opened, which remains open for at least ninety (90) consecutive days and which is utilized by the Customer within the first ninety (90) consecutive days of the GIP Account's opening for at least one purchase or cash advance which is not subsequently rescinded, the subject of a charge back request, or otherwise disputed. Such GIP Accounts will not qualify for any other opening-of-anaccount Royalty.

#### G. ADVANCE

Upon completion of the first Full Marketing Campaign (as defined herein) by MBNA America, MBNA America shall pay to AAGMU the sum of two hundred fifty thousand dollars (\$250,000) (the "Advance"), as an advance against future Royalties, subject to the provisions set forth below. On the first anniversary of the Effective Date, MBNA America shall pay AAGMU the sum of one hundred twelve thousand five hundred dollars (\$112,500), as an advance against future Royalties, subject to the provisions set forth below. On the second anniversary of the Effective Date, MBNA America shall pay AAGMU the sum of one hundred twelve thousand five hundred dollars (\$112,500), as an advance against future Royalties, subject to the provisions set forth below. On the third anniversary of the Effective Date, MBNA America shall pay AAGMU the sum of one hundred twelve thousand five hundred dollars (\$112,500), as an advance against future Royalties, subject to the provisions set forth below. On the fourth anniversary of the Effective Date, MBNA America shall pay AAGMU the sum of one hundred twelve thousand five hundred dollars (\$112,500), for a total advance of seven hundred thousand dollars (\$700,000), subject to the provisions set forth below. All Royalties accrued shall, in lieu of direct payment to AAGMU, be applied against the Advance until such time as the Advance is fully recouped. Any Royalties accrued thereafter shall be paid to AAGMU as set forth in this Agreement. Notwithstanding the foregoing, AAGMU hereby promises to pay MBNA America upon demand an amount equal to the difference between the amount of the Advance and the total amount of accrued Royalties credited by MBNA America against the Advance as of the date of such demand, in the event any of the conditions set forth in clauses (i) through (v) below should occur:

(i) The Agreement terminates prior to the end of the initial term as stated in this Agreement as of the Effective Date;

- (ii) AAGMU commits a material breach under this Agreement;
- (iii) MBNA America is prohibited or otherwise prevented from conducting at least five (5) direct mail campaigns to the full updated Mailing List during each consecutive twelve month period during the term of the Agreement;
- (iv) MBNA America is prohibited or otherwise prevented from conducting at least three (3) telemarketing campaigns to the full updated Mailing List during each consecutive twelve month period during the term of the Agreement; and
- (v) MBNA America is prohibited from conducting on-campus promotion campaigns (e.g., tabling and postering) at major Alumni events during each consecutive twelve month period during the term of the Agreement.

A "Full Marketing Campaign" consists of a direct mail campaign to the full updated Mailing List and a telemarketing campaign using the full updated Mailing List.

#### H. ROYALTY GUARANTEE

AAGMU shall be guaranteed to accrue Royalties (including without limitation the amount of the Advance) equal to or greater than seven hundred thousand (\$700,000) (the "Guarantee Amount") by the end of the full initial term of the Agreement. Notwithstanding the foregoing, this Royalty Guarantee and any obligation of MBNA America hereunder shall be expressly contingent upon the non-occurrence of any of the conditions set forth in Subsection G, above.

# TRAVEL REWARDS ADDENDUM TO THE ALUMNI ASSOCIATION OF GEORGE MASON UNIVERSITY AGREEMENT

THIS ADDENDUM (the "Addendum") is entered into this 13 th day of August, 2003, by and between Alumni Association of George Mason University ("AAGMU"), and MBNA America Bank, N.A. ("MBNA America"), for themselves and their respective successors and assigns.

WHEREAS, AAGMU and MBNA America are parties to an affinity agreement, as the same may have been amended (the "Agreement"), wherein MBNA America provides certain financial services to certain persons included in certain lists provided to MBNA America by or on behalf of AAGMU; and

WHEREAS, AAGMU and MBNA America mutually desire to amend the Agreement to include the loyalty reward enhancement (the "Reward Enhancement") as another aspect of AAGMU's Program, MemberCard Program or Financial Service Program, as the case may be (the "Program"), under the Agreement;

NOW, THEREFORE, in consideration of the mutual covenants and agreement contained herein, AAGMU and MBNA America agree as follows:

- 1. The above recitals are incorporated herein and deemed a part of this Addendum. Capitalized terms used but not otherwise herein defined are used as defined in the Agreement.
- 2. When used in this Addendum, the term "Reward Credit Card Account" means a credit card carrying the Reward Enhancement (as hereinafter defined) opened pursuant to the Program.
- 3. When used in this Addendum, the term "Reward GIP Account" means a Reward Credit Card Account opened by a person pursuant to a GIP in which AAGMU complies with the GIP provisions of the Agreement.
- 4. The parties agree that the Reward Enhancement (as such credit card account enhancement is more fully described on Attachment #1) is now part of the Program (as such credit card account enhancement and Program may be adjusted or amended from time to time by MBNA America, in its sole discretion). MBNA America may, at its option, offer the Reward Enhancement to some or all of the persons included on the lists provided by AAGMU under the Agreement. The Reward Enhancement may be marketed under another name (e.g., MBNA Plus Rewards). MBNA America reserves the right to change the Reward Enhancement name(s), in its sole discretion, from time to time.
- 5. AAGMU agrees to not endorse, sponsor, promote, aid, advertise, or develop a rewards program similar to the Reward Enhancement (other than MBNA America programs). Subject to the foregoing, all of AAGMU's promises arising from its exclusive arrangement with MBNA America in the Agreement shall also apply to the Reward Enhancement.
- 6. During the term of the Agreement, AAGMU will receive the royalties set forth on Attachment #1, Section II. for the Reward Credit Card Accounts and the Reward GIP

Accounts. Reward Credit Card Accounts and Reward GIP Accounts shall only generate the royalty compensation set forth on Attachment #1 notwithstanding any other provision of the Agreement.

- 7. Except as amended hereby, all the terms, conditions and covenants of the Agreement are valid, shall remain in full force and effect, and are hereby ratified and confirmed. Inconsistencies between this Addendum and the Agreement shall be governed by this Addendum. The Agreement, as amended by this Addendum, shall be governed by and subject to the laws of the State of Delaware (without regard to its conflict of laws principles) and shall be deemed for all purposes to be made and fully performed in Delaware.
- 8. This Addendum may be executed in any number of counterparts, each of which shall be considered an original, and all of which shall be deemed one and the same instrument. The Agreement, as amended by this Addendum, contains the entire agreement of the parties with respect to the matters covered and no other prior promises, negotiations or discussions, oral or written, made by any party or its employees, officers or agents shall be valid and binding.

IN WITNESS WHEREOF, each party hereto, by its representative, has duly executed this Addendum as of the date first above written, and such party and its representative warrant that such representative is duly authorized to execute and deliver this Addendum for and on behalf of such party.

	ALUMNI ASSOCIATION OF	MBNA AMERICA BANK, N.A
By:	GEORGE MASON UNIVERSITY	By: Rypus
Name:	Brian C. Drummend	Name: LYNN S KUTTRUFF
Title:	President, GMUAA	Title: P.C. V.P.
Date:	8/13/03	Date: 9.4.03

#### Attachment #1

#### I. Reward Enhancement Brief Product Description

This description is subject in all respects to the agreement to be entered into between MBNA America and each customer, as the same may be amended from time to time. Further, this description may be adjusted or amended pursuant to MBNA America's rights under the Agreement, as amended by this Addendum.

- A. There is no Annual Fee.
- B. The current annual percentage rate is 12.99%. There may be an additional margin applied on account of the customer's delinquency.
- C. Customers may be able to select credit insurance as a benefit under the Program.

#### II. Reward Credit Card Account Royalties

During the term of this Agreement, MBNA America will pay AAGMU a Royalty calculated as follows, for those Reward Credit Card Accounts with active charging privileges. All Royalty payments due hereunder are subject to adjustment by MBNA America for any prior overpayment of Royalties by MBNA America:

- A. \$1.00 (one dollar) for each new Alumni Reward Credit Card Account opened, which remains open for at least ninety (90) consecutive days. This Royalty will not be paid for any Credit Card Account which, after opening, converts to an Alumni Reward Credit Card Account.
- B. \$1.00 (one dollar) for each Alumni Reward Credit Card Account for which the annual fee is paid by the Customer. If no annual fee is assessed by MBNA America (other than as a result of a courtesy waiver by MBNA America), then such royalty will be paid for each Alumni Reward Credit Card Account which:

  1) has a balance greater than zero as of the last business day of the annual anniversary of the month in which the Alumni Reward Credit Card Account was opened; and 2) has had active charging privileges for each of the preceding twelve months. An Alumni Reward Credit Card Account may renew every twelve (12) months after the opening of the account.
- C. 0.20% (twenty one-hundredths of one percent) of all retail purchase transaction dollar volume generated by Customers using a Reward Credit Card Account (excluding those transactions that (1) relate to refunds, returns and/or unauthorized transactions, and/or (2) are cash equivalent transactions (e.g., the purchase of wire transfers, money orders, bets, lottery tickets, or casino gaming chips)).
- D. \$35.00 (thirty five dollars) for each Alumni Reward GIP Account opened, which remains open for at least ninety (90) consecutive days and which is utilized by the Customer within the first ninety (90) consecutive days of the Alumni Reward

GIP Account's opening for at least one purchase or cash advance which is not subsequently rescinded, the subject of a charge back request, or otherwise disputed. Such Alumni Reward GIP Accounts will not qualify for any other opening-of-an-account Royalty.

# TERM EXTENSION ADDENDUM TO THE ALUMNI ASSOCIATION OF GEORGE MASON UNIVERSITY AFFINITY AGREEMENT

THIS ADDENDUM (the "Addendum") is entered into as of the 1st day of September, 2007 (the "Effective Date"), by and between Alumni Association of George Mason University ("AAGMU") and FIA Card Services, N.A., f/k/a MBNA America Bank, N.A.("BANK"), for themselves and their respective successors and assigns.

WHEREAS, AAGMU and BANK, are parties to that certain Affinity Agreement dated as of October 1, 2002, as the same has been amended (the "Agreement"), wherein BANK provides certain Financial Service Products to certain persons included in certain lists provided to BANK by or on behalf of AAGMU; and,

WHEREAS, AAGMU and BANK mutually desire to amend the Agreement to extend the term of the Agreement and to otherwise modify the Agreement as provided for herein;

NOW, THEREFORE, in consideration of the mutual covenants and agreements contained herein, AAGMU and BANK agree as follows:

- 1. The above recitals are incorporated herein and deemed a part of this Addendum. Capitalized terms used but not otherwise herein defined are used as defined in the Agreement.
- 2. The current term of the Agreement is hereby extended to end on August 31, 2012. Thereafter, the Agreement shall automatically extend at the end of the current term or any renewal term for successive two-year periods, unless either party gives written notice of its intention not to renew at least ninety (90) days, but not more than one hundred eighty (180) days, prior to the last date of such term or renewal term, as applicable. This Section shall replace all provisions concerning the term of the Agreement, the renewal of the Agreement, and all notices required to not renew this Agreement.
- 3. The following definitions are hereby added to Section 1 of the Agreement as follows:
  - "Deposit Account" means a consumer deposit account opened in response to marketing efforts made pursuant to the Program.
  - "Deposits" means consumer deposit products such as money market deposit accounts, certificate of deposit accounts, checking and savings accounts, checking accounts with debit card access and money market deposit account and certificate of deposit account individual retirement accounts.
  - "Emerging Credit Card Account" means a Credit Card Account coded by Bank with one of Bank's risk management identifiers.

"Emerging Credit Card GIP Account" means an Emerging Credit Card Account opened pursuant to a GIP in which AAGMU complies with the GIP provisions of this Agreement.

"Emerging Credit Card Reward Account" means an Emerging Credit Card Account carrying the Emerging Credit Card Reward Enhancement and opened pursuant to the Program.

"Emerging Credit Card Reward Enhancement" means the loyalty reward Emerging Credit Card Account enhancement as provided through Bank and offered as part of the Program for Emerging Credit Card Reward Accounts. The Emerging Credit Card Reward Enhancement may be marketed under another name (e.g., World Points), as determined by Bank from time to time, in its sole discretion.

"Emerging Credit Card Reward GIP Account" means an Emerging Credit Card Reward Account opened pursuant to a GIP in which AAGMU complies with the GIP provisions of the Agreement.

- 4. Section 2 of the Agreement is hereby amended to include the following new subsection (i):
  - "(i) Notwithstanding anything contained in the Agreement to the contrary, AAGMU acknowledges and agrees that Bank may market any financial service products or services that Bank or any Bank affiliate offers (e.g., credit cards and deposit products, collectively "Bank Products") contemporaneously with the promotion of the Deposits Accounts and that such Bank Products are not subject to this Agreement. However, Bank agrees that it shall not, when using AAGMU's Mailing Lists for Deposits, market Bank Products (excluding "Deposits Offers", as defined below), in direct mail copy, in an e-mail or an outbound telemarketing solicitation, unless AAGMU consents to Bank's use of the Mailing Lists for such purposes. "Deposits Offers" means any and all Deposits benefits and features and any and all other products and services that relate to or have a connection with Deposits (e.g., Online Banking and \$0 Trade)."
- 5. Effective September 1, 2007, Sections B, C, D, G and H of Schedule B are hereby deleted in their entireties and replaced with the following:

#### "B. CONSUMER GOLD RESERVE REVOLVING LOAN ACCOUNTS

- 1. \$5.00 (five dollars) for each new consumer Gold Reserve Account opened, which is utilized by the Customer for at least one transaction which is not subsequently rescinded or disputed.
- 2. 0.25% (twenty-five basis points) of the average of all month-end outstanding balances (excluding transactions that relate to credits and unauthorized transactions) in the calendar year for certain consumer Gold

S:\Marketing\Collegiate\Group Administration\Group Management\Account Executive individual folders\Grundish\AA of George Mason University\Alumni Association of George Mason University Term Ext Addendum v3 lml-ask 9-17-07.DOC

Page 2 of 8

Reserve Accounts. This payment will be calculated as of the end of each calendar year, based upon outstanding balances measured as of the end of each of the preceding calendar months of that year occurring during the term. Each monthly measurement will include outstanding balances for only those consumer Gold Reserve Accounts which are open with active charging privileges as of the last day of such month. This Royalty will be paid within sixty days following the end of the calendar year in which it is earned.

#### C. CONSUMER GOLD OPTION REVOLVING LOAN ACCOUNTS

- 1. \$5.00 (five dollars) for each new consumer Gold Option Account opened, which is utilized by the Customer for at least one transaction which is not subsequently rescinded or disputed.
- 2. 0.25% (twenty-five basis points) of the average of all month-end outstanding balances (excluding transactions that relate to credits and unauthorized transactions) in the calendar year for certain consumer Gold Option Accounts. This payment will be calculated as of the end of each calendar year, based upon outstanding balances measured as of the end of each of the preceding calendar months of that year occurring during the term. Each monthly measurement will include outstanding balances for only those consumer Gold Option Accounts which are open with active charging privileges as of the last day of such month. This Royalty will be paid within sixty days following the end of the calendar year in which it is earned.

#### D. DEPOSIT ACCOUNTS

During the term of this Agreement, AAGMU will receive the deposits Royalties set forth below. Deposits Royalty compensation provisions will only apply to Deposit Accounts and not to any other Financial Service Product. Except as set forth in this Section D, Deposit Accounts are not eligible for any other Royalty compensation provisions contained in the Agreement. Further, Deposit Accounts Royalties will not be paid to AAGMU on any existing non-endorsed deposit account that is converted to the Program. However, Bank, in its sole discretion, may compensate Customers owning such converted accounts in accordance with sub-section (4) below, or otherwise.

- 1. 0.05% (five one-hundredths of one percent) on an annualized basis, computed monthly (periodic rate of 0.004167%) of the average deposits in the money market deposit accounts.
- 2. 0.05% (five one-hundredths of one percent) on an annualized basis, computed monthly (periodic rate of 0.004167%) of the average deposits in the certificate of deposit accounts.

S:\Marketing\Collegiate\Group Administration\Group Management\Account Executive individual folders\Grundish\AA of George Mason University\Alumni Association of George Mason University Term Ext Addendum v3 Iml-ask 9-17-07.DOC

- 3. \$10.00 (ten dollars) for each new checking account opened under the Program which has a positive balance of at least \$50.00 (fifty dollars) as of the ninetieth day from the account opening date. An additional \$5.00 (five dollars) for every checking account opened under the Program that has a positive balance of at least \$50.00 (fifty dollars) on each subsequent anniversary of the account opening date. Payments will be made within forty-five (45) days after the end of each calendar quarter.
- 4. 0.10 % (ten one-hundredths of one percent) of Net New Purchases (as defined below) paid within forty-five (45) days after the end of each calendar quarter. Customers will also be eligible to participate in Bank's Keep The Change™ savings program and, subject to the rules of such savings program, will receive the Bank's standard savings match under such program.

Net New Purchases equals the sum of debit card purchase transactions on checking accounts under the Deposits Program minus (i) the sum of returns, credit vouchers and other credit adjustments, (ii) cash-back or cash withdrawals, (iii) purchases resulting from quasi-cash transactions, which are transactions convertible to cash and include the purchase of money orders, travelers checks or cards, foreign currency, cashier's checks, gaming chips and other similar instruments and things of value, (iv) purchases which relate to account funding transactions, including transfers to open or fund deposit, escrow, or brokerage accounts and purchases of stored-value cards from a bank (e.g., gift cards), and (v) any account fees or charges.

#### G. ROYALTY ADVANCES

- 1. Upon full execution of this Addendum and upon each annual anniversary of the Effective Date during the term of this Agreement, Bank shall pay to AAGMU the sum of sixty-five thousand dollars (\$65,000) (each, an "Advance"), as an advance against future Royalties, subject to the provisions set forth below. All Royalties accrued shall, in lieu of direct payment to AAGMU, be applied against each of the Advances until such time as the Advances are fully recouped. Any Royalties accrued thereafter shall be paid to AAGMU as set forth in this Agreement. Notwithstanding the foregoing, (x) Bank shall no longer be obligated to pay any additional Advances to AAGMU hereunder, and (y) AAGMU hereby promises to pay Bank upon demand an amount equal to the difference between the total amount of the Advance(s) paid by Bank and the total amount of accrued Royalties credited by Bank against such Advance(s) as of the date of such demand, in the event any of the conditions set forth in Clauses (i) through (vi) below should occur:
  - (i) the Agreement is terminated prior to August 31, 2012 as stated in this Agreement as of the Effective Date;
  - (ii) AAGMU breaches any of its obligations under this Agreement;

- (iii) Bank is prohibited or otherwise prevented from conducting at least five (5) direct mail campaigns to the full updated Mailing List during each consecutive twelve month period during the term of the Agreement;
- (iv) Bank is prohibited or otherwise prevented from conducting at least three (3) telemarketing campaigns to the full updated Mailing List during each consecutive twelve month period during the term of the Agreement;
- (v) Bank is prohibited or otherwise prevented from conducting at least two (2) email campaigns (including any current or successor e-newsletters) to the full updated Mailing List during each consecutive twelve month period during the term of the Agreement; and AAGMU fails to promote the affinity card twice annually via alumni e-newsless.
- (vi) Bank is prohibited from conducting or campus promotion campaigns (e.g., tabling and postering) at major events during each consecutive twelve month period during the term of the Agreement."
- 6. Effective September 1, 2007, Schedule B of the Agreement is hereby amended by adding the following as new Sections I, J and K:

#### "I. EMERGING CREDIT CARD ACCOUNTS

Emerging Credit Card Account Royalty compensation provisions will only apply to Emerging Credit Card Accounts and not to any other Financial Service Product. Except as set forth in this Section I, Emerging Credit Card Accounts are not eligible for any other Royalty compensation provisions contained in the Agreement.

- 1. \$1.00 (one dollar) for each new Emerging Credit Card Account opened, which remains open for at least ninety consecutive days and which is utilized by the Customer within the first ninety consecutive days of the consumer Credit Card Account's opening for at least one purchase or cash advance which is not subsequently rescinded, the subject of a charge back request, or otherwise disputed.
- 2. \$1.00 (one dollar) for each Emerging Credit Card Account for which the annual fee is paid by the Customer. If no annual fee is assessed by Bank (other than as a result of a courtesy waiver by Bank), then such Royalty will be paid for each consumer Credit Card Account which: 1) has a balance greater than zero as of the last processing day of every twelfth month after the opening of that consumer Credit Card Account; and 2) has had active charging privileges for each of the preceding twelve months.
- 3. 0.20% (twenty basis points) of all retail purchase transaction dollar volume generated by Customers using an Emerging Credit Card Account (excluding those transactions that (1) relate to refunds, returns and/or

S:\Marketing\Collegiate\Group Administration\Group Management\Account Executive individual folders\Grundish\AA of George Mason University\Alumni Association of George Mason University Term Ext Addendum v3 lml-ask 9-17-07.DOC

unauthorized transactions, and/or (2) are cash equivalent transactions (e.g., the purchase of wire transfers, person to person money transfers, bets, lottery tickets, or casino gaming chips)).

4. \$10.00 (ten dollars) for each Emerging Credit Card GIP Account opened, which remains open for at least ninety (90) consecutive days and which is utilized by the Customer within the first ninety consecutive days of the Emerging Credit Card GIP Account's opening for at least one purchase or cash advance which is not subsequently rescinded, the subject of a charge back request, or otherwise disputed. Such Emerging Credit Card GIP Accounts will not qualify for any other opening-of-an-account Royalty.

#### J. EMERGING CREDIT CARD REWARD ACCOUNTS

Emerging Credit Card Reward Account Royalty compensation provisions will only apply to Emerging Credit Card Reward Accounts and not to any other Financial Service Product. Except as set forth in this Section J, Emerging Credit Card Reward Accounts are not eligible for any other Royalty compensation provisions contained in the Agreement.

- 1. \$1.00 (one dollar) for each new Emerging Credit Card Reward Account opened, which remains open for at least ninety (90) consecutive days and which is utilized by the Customer for at least one purchase or cash advance which is not subsequently rescinded, the subject of a charge back request, or otherwise disputed. This Royalty will not be paid for any Emerging Credit Card Account which, after opening, converts to an Emerging Credit Card Reward Account, or for any Emerging Credit Card Reward GIP Account.
- 2. \$1.00 (one dollar) for each Emerging Credit Card Reward Account for which the annual fee is paid by the Customer. If no annual fee is assessed by Bank (other than as a result of a courtesy waiver by Bank), then such Royalty will be paid for each Emerging Credit Card Reward Account which: 1) has a balance greater than zero as of the last business day of the annual anniversary of the month in which the Emerging Credit Card Reward Account was opened; and 2) has had active charging privileges for each of the preceding twelve months. An Emerging Credit Card Reward Account may renew every twelve months after the opening of the account.
- 3. 0.20% (twenty basis points) of all retail purchase transaction dollar volume generated by Customers using an Emerging Credit Card Reward Account (excluding those transactions that (1) relate to refunds, returns and/or unauthorized transactions, and/or (2) are cash equivalent transactions (e.g., the purchase of wire transfers, bets, lottery tickets, or casino gaming chips)).

S:\Marketing\Collegiate\Group Administration\Group Management\Account Executive individual folders\Grundish\AA of George Mason University\Alumni Association of George Mason University Term Ext Addendum v3 Iml-ask 9-17-07.DOC

4. \$10.00 (ten dollars) for each Emerging Credit Card Reward GIP Account opened, which remains open for at least ninety (90) consecutive days and which is utilized by the Customer within the first ninety (90) consecutive days of the Emerging Credit Card Reward GIP Account's opening for at least one purchase or cash advance which is not subsequently rescinded, the subject of a charge back request, or otherwise disputed. Such Emerging Credit Card Reward GIP Accounts will not qualify for any other opening-of-an-account Royalty.

#### K. ROYALTY GUARANTEE

AAGMU shall be guaranteed to accrue Royalties (including without limitation the amount of the Advances) equal to or greater than three hundred and twenty-five thousand dollars (\$325,000) (the "Guarantee Amount") by August 31, 2012. If on August 31, 2012, AAGMU has not accrued \$325,000 in Royalties, Bank will pay AAGMU an amount equal to the Guarantee Amount minus the sum of all compensation accrued by AAGMU during the term of this Agreement and all unrecouped Advances. Notwithstanding the foregoing, this Royalty Guarantee and any obligation of Bank hereunder shall be expressly contingent upon the non-occurrence of any of the conditions set forth in Subsection G.1., above."

- 7. Except as amended by this Addendum, all the terms, conditions and covenants of the Agreement are valid, shall remain in full force and effect, and are hereby ratified and confirmed. Any inconsistencies between this Addendum and the Agreement shall be governed by this Addendum. Notwithstanding anything to the contrary in the Agreement, the Agreement, as amended by this Addendum, shall be governed by and subject to the laws of the State of Delaware (without regard to its conflict of laws principles) and shall be deemed for all purposes to be made and fully performed in Delaware.
- 8. This Addendum may be executed in any number of counterparts, each of which shall be considered an original, and all of which shall be deemed one and the same instrument. The Agreement, as amended by this Addendum, contains the entire agreement of the parties with respect to the matters covered and no other or prior promises, negotiations or discussions, oral or written, made by any party or its employees, officers or agents shall be valid and binding. Certain Financial Service Products or services under the Agreement may be offered through Bank's affiliates.

S:\Marketing\Collegiate\Group Administration\Group Management\Account Executive individual folders\Grundish\AA of George Mason University\Alumni Association of George Mason University Term Ext Addendum v3 lml-ask 9-17-07.DOC

IN WITNESS WHEREOF, each party hereto, by its representative, has executed this Addendum as of the date first above written, and such party and its representative warrant that such representative is duly authorized to execute and deliver this Addendum for and on behalf of such party.

ALUMNI ASSOCIATION OF GEORGE	FIA CARD SERVICES, N.A.
MASON UNIVERSITY	LAZ IA
By: (Zaz J Famell	Ву:
Name: PETER J. FARRELL	Name: David Boorn
Title: PRUSIDENT	Title: \( \lambda \( \mu \) P
Date: Oct 10, 2007	Date:

#### **FIA CARD SERVICES'**

September 24, 2009

Andy Ackley Director of Alumni Relations Alumni Association of George Mason University 4400 University Drive, MS 3B3 Fairfax, Virginia 22030

Re: Marketing Test for Deposits

Dear Andy:

Alumni Association of George Mason University ("AAGMU") and FIA Card Services, N.A. ("Bank") are parties to an Affinity Agreement, as the same has been amended (the "Agreement"), wherein Bank provides certain Financial Service Products to certain persons included in certain Mailing Lists provided to Bank by or on behalf of AAGMU.

Bank wants to conduct a marketing test beginning in September 2009 and ending May 31, 2010 ("Marketing Test Period"). Pursuant to such test, Bank would like to request AAGMU's assistance in promoting the Deposits checking accounts and checking account debit cards primarily through placement of additional marketing materials on AAGMU's website(s), including for example, banner ads and links to Bank's application site(s). AAGMU desires to participate in Bank's marketing test pursuant to the terms and conditions noted herein.

By way of this letter addendum (the "Addendum"), AAGMU and Bank mutually desire to amend the Agreement to address the terms of this marketing test and in consideration of the mutual covenants and agreements contained herein, AAGMU and Bank agree as follows.

During the Marketing Test Period on a campaign per campaign basis, Bank and AAGMU shall mutually agree upon the online marketing channels that will be used by AAGMU to promote the Program checking accounts and checking account debit cards and the placement of such promotional materials. Bank will create, develop and code all promotional materials to be distributed by AAGMU during the Marketing Test Period. Expenses for the creation, development, and coding of such materials will be borne by Bank. AAGMU will distribute such promotional materials in the form provided by Bank and in accordance with the instructions provided by Bank. AAGMU will not alter or modify the promotional materials. Expenses associated with the placement and distribution of such materials through the mutually agreed upon online marketing channels will be borne by AAGMU.

Bank, may, in it sole discretion, restrict, suspend, or terminate the marketing test at any time during the Marketing Test Period, or any portion thereof, at any time upon notice to AAGMU. In addition to all other rights it has under the Agreement, Bank shall approve all promotional materials posted or distributed by AAGMU pursuant to this marketing test. Bank will have approval and control over the scope and timing of all campaigns intended for this marketing test, AAGMU will comply with Bank's instructions and all applicable laws. AAGMU will modify or remove any promotional materials on AAGMU's website(s) within twenty-four (24) hours of Bank's request. To enable Bank to view all promotional materials relating to this marketing test, AAGMU will provide Bank with the ability to access any and all pages within the AAGMU internet site(s), including without limitation any "members only" or other restricted access pages.

During the Marketing Test Period, AAGMU will permit Bank, at no cost to Bank, to advertise the Program checking accounts and checking account debit card on AAGMU's home page. Bank may establish a hyperlink from such advertisements to another internet site to enable a person to apply for a checking account. Any checking account

generated pursuant to such a hyperlink and meeting the other conditions described in the paragraph below will entitle AAGMU to the additional compensation described in this letter. AAGMU will modify or remove such advertisements within twenty-four (24) hours of Bank's request. To enable Bank to view all promotional materials relating to this marketing test, AAGMU will provide Bank with the ability to access any and all pages within the AAGMU internet site(s), including without limitation any "members only" or other restricted access pages.

In accordance with the terms of the Agreement and this Addendum, Bank will pay AAGMU, \$10.00 (ten dollars) for each new Deposits checking account which is opened: (i) pursuant to a marketing campaign conducted by AAGMU during the Marketing Test Period and via properly Bank coded marketing materials; (ii) through Bank's online checking account application channel; and (iii) which has a positive balance of at least \$50.00 (fifty dollars) as of the ninetieth (90th) day from the account open date. Any accounts opened that do not meet all of the above criteria will not be eligible for this \$10.00 payment. This payment will be in addition to any new checking account Deposits Royalty in the Agreement. Payments will be made within forty-five (45) days after the end of each calendar quarter.

Capitalized terms used but not otherwise herein defined are used as defined in the Agreement.

Except as amended by this Addendum, all of the terms, conditions and covenants of the Agreement are valid, will remain in full force and effect, and are hereby ratified and confirmed. Any inconsistencies between this Addendum and the Agreement will be governed by this Addendum. Notwithstanding anything to the contrary in the Agreement, the Agreement, as amended by this Addendum, will be governed by and subject to the laws of the State of Delaware and will be deemed for all purposes to be made and fully performed in Delaware.

Please acknowledge your agreement by signing a copy of this Addendum below and returning it to my attention.

Sincerely,

Andrew Kosek Assistant Vice President

Agreed:

ALUMNI ASSOCIATION OF	FIA CARD SERVICES, N.A.	
GEORGE MASON UNIVERSITY		
By: At Acy	By: While isoutule	
Name: TED ANN	Name: Chad Pilorchix	
Title: MESIDENT	Title: SUP	
Date: 10-2-09	Date: 10-19-09	