How to Find a Sports Internship for EXSCI 369

An Honors Project (HONORS 499)

by

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Ball State University

Muncie, Indiana

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Graduation Date: May 8, 1993
The sports administration program at Ball State University is fairly new and still is modifying its program. While I was involved in the program, I needed to complete EXSCI 369 which involves taking a sports internship for 12 hours of credit. There was very little information to start my search for an internship and I had little knowledge of what was expected of a student intern at an organization. I decided to do a project that will be located in the office of Dr. John Reno so future students will be able to understand what is needed to start looking for an internship, from a cover letter and resume to a self assessment of their needs and goals. This wasn't the only problem I felt needed to be addressed though. There is also little information on what organizations do offer internships and when the will be offered. I sent out 400 questionnaires asking different sports organizations about their internship programs. I received just under 200 back, and I compiled them into a reference manual. This reference manual is divided by each individual sport and also by geographical regions. Together, these two sections will make the internship search easier and hopefully a success.
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To complete the requirement for the Sports Administration major, every student must complete Exsci 369. This 12 hour course requires the student obtain an internship in a sports related field. The question that usually crosses every students mind is "How do I go about finding an internship?". This manual was created to help the internship process become a little easier for students of sports administration. The first part of the manual describes how to decide on which internships to pursue and how to get those internships. The second part of the manual is a reference section of internships. There are some organizations that do not offer internships that are included in this section so you will not waste any time apply at those particular organizations. Before you look in the reference section, you must decide which internships what best suit your goals and aspirations.

There are several things that must be considered when you are looking for an internship. Where?, when?, how much salary?, what will I be doing? are all typical questions of students getting ready to look for an internship.

Now that you have decided to start the search for an internship, several things must be decided. You must decide what semester would be best for you, which sports interest you, what locations would be appropriate, what salary you need, and what areas of concentration you would like to intern.

The next page is a worksheet that will help you organize your goals and objectives. By checking the appropriate answers after reading the accompanying text, it will help guide your search when you use the reference section on interviews.
INTERNSHIP WORKSHEET

1. **SEMESTERS AVAILABLE**
   Check all semesters you will consider taking an internship.
   - spring
   - summer
   - fall
   - full year

2. **SPORT OR ORGANIZATION**
   Check all sports or organizations that interest you or you could be interested and rank in order of preference.
   - baseball
   - basketball
   - football
   - hockey
   - soccer
   - amateur athletic associations
   - college athletics
   - high school athletics

   1. _______ 5. _______
   2. _______ 6. _______
   3. _______ 7. _______
   4. _______ 8. _______

3. **GEOGRAPHIC REGION**
   List all cities and states where you can find living accommodations. Then list their geographic region from page 4.

<table>
<thead>
<tr>
<th>City and State</th>
<th>Geographic Region</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

4. **SALARY NEEDS**
   How much money will you need from this internship. (Remember, the majority are little to no pay.)
   - unpaid
   - hourly wages - $300/month
   - $301 - $500/month
   - $501 - $750/month
   - $751 - $1000/month
   - $over $1000/month

5. **JOB INTERESTS**
   Check all areas of which you have training/experience or would like to specialize and rank in order of interest.
   - sales
   - merchandising
   - media relations
   - broadcasting
   - groundskeeping
   - marketing
   - public relations
   - promotions
   - tickets/ticket manager
   - facility operations
   - sports information

   1. _______ 7. _______
   2. _______ 8. _______
   3. _______ 9. _______
   4. _______ 10. _______
   5. _______ 11. _______
The states are divided into the following geographic regions:

<table>
<thead>
<tr>
<th>State</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>South</td>
</tr>
<tr>
<td>Alaska</td>
<td>North</td>
</tr>
<tr>
<td>Arizona</td>
<td>South</td>
</tr>
<tr>
<td>Arkansas</td>
<td>South</td>
</tr>
<tr>
<td>California</td>
<td>West</td>
</tr>
<tr>
<td>Colorado</td>
<td>West</td>
</tr>
<tr>
<td>Connecticut</td>
<td>East</td>
</tr>
<tr>
<td>Delaware</td>
<td>East</td>
</tr>
<tr>
<td>D.C.</td>
<td>East</td>
</tr>
<tr>
<td>Florida</td>
<td>South</td>
</tr>
<tr>
<td>Georgia</td>
<td>South</td>
</tr>
<tr>
<td>Hawaii</td>
<td>South</td>
</tr>
<tr>
<td>Idaho</td>
<td>North</td>
</tr>
<tr>
<td>Illinois</td>
<td>Midwest</td>
</tr>
<tr>
<td>Indiana</td>
<td>Midwest</td>
</tr>
<tr>
<td>Iowa</td>
<td>Midwest</td>
</tr>
<tr>
<td>Kansas</td>
<td>Midwest</td>
</tr>
<tr>
<td>Kentucky</td>
<td>Midwest</td>
</tr>
<tr>
<td>Louisiana</td>
<td>South</td>
</tr>
<tr>
<td>Maine</td>
<td>East</td>
</tr>
<tr>
<td>Maryland</td>
<td>East</td>
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<tr>
<td>Massachusetts</td>
<td>East</td>
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<tr>
<td>Michigan</td>
<td>Midwest</td>
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<tr>
<td>Minnesota</td>
<td>North</td>
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<tr>
<td>Mississippi</td>
<td>South</td>
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<tr>
<td>Missouri</td>
<td>Midwest</td>
</tr>
<tr>
<td>Montana</td>
<td>North</td>
</tr>
<tr>
<td>Nebraska</td>
<td>West</td>
</tr>
<tr>
<td>New Hampshire</td>
<td>East</td>
</tr>
<tr>
<td>New Jersey</td>
<td>East</td>
</tr>
<tr>
<td>New Mexico</td>
<td>South</td>
</tr>
<tr>
<td>New York</td>
<td>East</td>
</tr>
<tr>
<td>Nevada</td>
<td>West</td>
</tr>
<tr>
<td>North Carolina</td>
<td>South</td>
</tr>
<tr>
<td>North Dakota</td>
<td>North</td>
</tr>
<tr>
<td>Ohio</td>
<td>Midwest</td>
</tr>
<tr>
<td>Oklahoma</td>
<td>West</td>
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<tr>
<td>Oregon</td>
<td>North</td>
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<tr>
<td>Pennsylvania</td>
<td>East</td>
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<tr>
<td>Rhode Island</td>
<td>East</td>
</tr>
<tr>
<td>South Carolina</td>
<td>South</td>
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<tr>
<td>South Dakota</td>
<td>North</td>
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<tr>
<td>Tennessee</td>
<td>South</td>
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<tr>
<td>Texas</td>
<td>South</td>
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<tr>
<td>Utah</td>
<td>West</td>
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<tr>
<td>Vermont</td>
<td>East</td>
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<tr>
<td>Virginia</td>
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<tr>
<td>Washington</td>
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<tr>
<td>West Virginia</td>
<td>East</td>
</tr>
<tr>
<td>Wisconsin</td>
<td>North</td>
</tr>
<tr>
<td>Wyoming</td>
<td>West</td>
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</table>
When To Take An Internship

Internships rarely last shorter than a semester, but the majority run longer than a semester. As a potential intern, you must decide when the best time frame(s) would fit into your academic schedule. Plan your classes that you have left to take and make sure that the classes left will be offered when you return from your internship. If the internship is close to school, you may be able to work an agreement to take one or more classes and still work at the organization. One key thing to remember is the longer you work for an organization, the more you will learn in the internship and possibly get hired on staff. Turn to the worksheet on page 3 and complete section one. Check all time frames that you would be able to consider for an internship.

Which Sport(s) or Organization(s) to Pursue

Each internship is very demanding on your time and abilities. It is not uncommon if the sport is in season to work from 9am - 11pm. Other organizations are understaffed and employees work 50-80 hours a week. With these demands, a working knowledge and an interest in the sport or organization will help ease the long hours and tension. Go to section two of the worksheet on page 3 and check all sports or organizations that interest you and then rank them in order of interest to help narrow your search.

Where to Look for an Internship

As stated before, many internships do not pay very much. Even fewer organizations offer a housing stipend or housing arrangements. One of the best ways to cut costs is to use available housing. Look for internships close to where your parents, brothers/sisters, close relatives, or friends live. They may let you stay there for a reduced rent or even for free. That would save you a lot of money compared to renting an apartment by yourself. If there are no internships offered in those areas, look for areas around a university during the summer for cheap subleasing.
If none of the above work out, check with the different organizations you are considering about the cost of living in that area. You many also inquire whether they will assist you in finding suitable housing. Now go to section three and list all cities that you have contacts or you would like to work. Then go to page 4 and look up the state each city is in and write down the geographic region code that has been assigned to it. This will be used for the reference section of internships.

**How Much Salary Do I Need**

Internships are in high demand and the supply of them is limited. According to simple economics, many internships pay little to no money for the salary. It is necessary for the intern to decide how much money he/she needs. Internships that are unpaid usually have less applicants than ones with pay involved and are sometimes easier to obtain. Even though some internships are considered "unpaid", you may get paid for game day work (like seasonal employment). Go to section four of the worksheet on page 3 and check the least amount of salary you will need. When looking through the reference section, look for all internship that have a salary greater or equal to the amount you have checked.

**What Areas of Concentrations Should You Pursue**

Your best chance at an internship is in an area that your are studying. If you have another major or a minor in public relations, journalism, telecommunications, marketing or business you should actively pursue those areas. Make sure you emphasize any job experiences you have in these areas. An area that you are interested or have experience in will make the long hours and hard work easier to handle. Go to section five of the worksheet on page 3 and check all areas that interest you or you have experience, then rank them in order of preference to help narrow your search.
Making Initial Contacts Within the Organizations

Now that you have started narrowing your search for an internship, where do you go now? The next step is establishing contact within organizations. Most students wait till the end of their academic career to begin looking for an internship, when actually it should begin earlier in their academic careers. Jobs in sports are in high demand and organizations receive hundreds of resumes and cover letters each year for 1 or 2 jobs as interns. The best way to establish your name within an organization is to make frequent, but being careful not to overbear, contacts with different administrators within that organization. If you live near an organization, see if you can make an appointment to talk with that administrator. Ask the person about the responsibilities of their job, about different jobs within the organizations, about last year’s key promotions, last year’s problems and how they were solved, and about next year’s projections. Ask if you may offer some of your services, free of charge, during a home game to understand what needs to be done during a game. Soon after that interview, send a thank you letter to that person for their time and information. Hopefully through this, the organization will begin to know you. You may later want to inquire into the nature of their internship program(s) and ask if you many submit a resume and a letter of application. You may not get the job that year, but if you continue to show devotion of time to the team you may be considered highly for next year.

If you are unable to make a personal contact with an administrator, the next best way is to send a resume and cover letter. Since the organization will not know you on a personal level, they must get to know you through the letter and resume. As noted before, teams receive hundreds of these a year, therefore you must make sure your letter and resume are noticed. Resumes can be professionally done, or you can do them on a computer, print them off on a laser printer, and have them copied onto stationery at a local printer. Good colors for the paper are
There are two types of resumes, skill and chronological resumes. Skills resumes center on skills that were received through past jobs or experiences. This style might be very useful for those students who have not had many jobs, but do have the skills needed for the job they are applying (Halpren, 380). In contrast, a functional resume highlights a person's past work experiences while listing the skills received under each employment. The work experiences are arranged according to importance of the job and skills received (Halpren, 379). On both resumes you should include an employment objective and educational background. If you have a good GPA, show case it by including it under your educational background, but it is not necessary unless an employer asks for it. Include your degrees received or are pursuing. Also, you may want to include courses that might be pertinent to the job you are applying. To set yourself apart from the other candidate, always include activities and honors. Any groups, awards, or scholarships should be included. The last section is optional for all resumes, references. You may chose to include them on a separate page or cite that they will be furnished upon request. Remember though, employers are busy and if the references are included, it makes the contacting of references much easier. Make sure you contact all references personally and ask them permission to use them as a reference. This way they will know that you are applying for positions and to be ready for any contact (Halpren, 382-383). There are examples of a skills resume on page 9 and a functional resume on page 10. Remember when constructing a resume to use action and descriptive words. Examples of these words are on page 11.

Cover Letter

The next step is to construct your cover letter. This cover letter will introduce yourself and your interest in the company or organization. This letter will explain how your skills will fit in with the company or organization. There is an example of a cover letter of page 12 of this manual.
MICHELLE RENE KLEIBER

College Address: 1801 #1D Royale
Muncie, Indiana 47304
(317) 284-5089

Home Address: 1033 E. Dunne
Morton, Illinois 61550
(309) 263-7248

OBJECTIVE

Junior in the Honors Colleges of Business and Physical Education at Ball State University desires summer position as intern in sports management in the Peoria area.

EDUCATION

- Candidate for Bachelor of Science degree in Corporate and Financial Institution Finance and Sports Administration from Ball State University in May 1993. GPA 3.4/4.0.

SKILLS

Communication
- Patron correspondence at Museum of Art
- Editing and publishing exhibit information
- Head tennis instructor for three years intermediate, and adult tennis programs

Leadership
- President of Delta Sigma Pi
- Organized parents weekend for Delta Sigma Pi

Organization
- Computer operations at Museum of Art
- Balancing of receipts and revenues during registration

ACTIVITIES AND HONORS

- Recipient of Presidential Scholarship
- Member and President of Delta Sigma Pi Professional Business Fraternity
- Member of Alpha Lambda Delta Freshman Honorary Society
- Member of Phi Epsilon Kappa Honorary Physical Education Fraternity
- Member of the Honors College

WORK EXPERIENCE

- Ball State Museum of Art, October 1990-present
- Tennis Instructor, Summer employment 1989-1992

REFERENCES INCLUDED
MICHELLE RENE KLEIBER

College Address: 1801 #1D Royale
Muncie, Indiana 47304
(317) 284-5089

Home Address: 1033 E. Dunne
Morton, Illinois 61550
(309) 263-7248

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EDUCATION

■ Candidate for Bachelor of Science degree in Corporate and Financial Institution Finance and Sports Administration from Ball State University in May 1993. GPA 3.4/4.0.

EXPERIENCE

Ball State University Museum of Art, October 1990-present
■ Computer Operations
■ Patron Correspondence
■ Editing and publishing exhibit information

Morton Park District, Summer employment 1989-1992
■ Head tennis instructor for three years
■ Balancing of receipts and revenues during summer registration

ACTIVITIES AND HONORS

■ Recipient of Presidential Scholarship
■ Member and President of Delta Sigma Pi Professional Business Fraternity
■ Member of Alpha Lambda Delta Freshman Honorary Society
■ Member of Phi Epsilon Kappa Honorary Physical Education Fraternity

PERTINENT COURSES STUDIED

■ Sports Seminar
■ Athletic Governance
■ Sports Information
■ Principles of Finance
■ Principles of Management
■ Modern Athletic Programs
■ Computer Applications
■ Accounting I, II, III
■ Business Communications
■ Principles of Marketing

REFERENCES AVAILABLE UPON REQUEST
### Key Words for Resume Preparation

#### Action Words

|好转|加速|适应|管理|分析|批准|协调|构思|完成|控制|创建|委托|发展|展示|直接|作用|
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|主动地|消除|建立|评估|扩大|加快|启动|实施|完成|实施|控制|创建|委托|发展|展示|直接|
|积极的|协调|有利的|企业化的|实践的|影响的|增加的|实施的|实现的|实施的|实施的|实施的|实施的|实施的|实现的|

#### Self Descriptive Words

|主动的|有决断力的|独立的|现实的|适当地|有逻辑性的|有条理的|可靠性的|
|可适应的|有外交能力的|有逻辑性|数字化的|经济性的|有耐心的|有责任感|有条理的|
|有进取性的|有帮助的|热诚的|有条理的|有活力的|有条理的|有责任感|有条理的|
|聪明的|有帮助的|有条理的|有责任感|有条理的|有责任感|有条理的|有条理的|

取自 Dr. Jones' BEOA 241 手册
EXAMPLE COVER LETTER

February 15, 1993

1801 #1D Royale
Muncie, IN 47304

Mr. Mike Nelson
Meinen Field
1524 West Nebraska Avenue
Peoria, IL 61604

Dear Mr. Nelson:

I wish to be considered for an internship with the Peoria Chiefs during the summer of 1992. The overview I received on my visit with you and your staff this summer has made me aware the Peoria Chiefs can provide me with an education that cannot be learned in the classroom. I believe the experience I will gain as an intern with the Peoria Chiefs will afford me valuable insights into the various organizational and administrative aspects of a sports organization. I am particularly interested in working with the Peoria Chiefs because I live in the Peoria area and have enjoyed attending games for several years.

While going to school and working at the Museum of Art, I learned the valuable quality of time management. With deadlines to meet, I have learned to pace my given projects so that they may be done not only on time but also done correctly. These time management skills have crossed over into my school work and I have also applied them to my summer job as a tennis instructor. A great amount of time, patience, and coordination goes into planning and executing a tennis program. I learned to work with parents and children, to schedule convenient and efficient times for lessons, and to conduct lessons with little or no supervision.

With my information from business classes, I would offer the Peoria Chiefs an intern with strong business knowledge that could be applied in the areas of management, marketing, sales, accounting, and finance. I have been involved in many campus activities including being president of my business fraternity. While being president I learned to interact with various groups and people within the university and members of the community. These personal relation skills would be a vital asset to you and your staff because I am not hesitant to converse with patrons or clients.

My enclosed resume contains pertinent information concerning my education and work experience and my transcripts can be made available at your request. Also, I am available for a personal interview at your convenience. Thank you for your consideration, and I look forward to hearing from you.

Sincerely,

Michelle R. Kleiber

enc: resume
The final step in getting an internship is the interview. With a flawless resume and cover letter and interview becomes very crucial. Since working in sports requires dealing with the public and clients, interviewers will be looking for special criteria. Some interviewers will be looking for an intern who will be able to eventually work for them. Their philosophy is why should they train you and have you work for someone else. Patrick McKernan, President and General Manager of the Albuquerque Dukes, follows this philosophy and only hires interns when there is a possibility of a full time position opening. The majority of the organizations are looking for an outgoing student. As William Rumbold, Director of Operations for the Rochester Red Wings, said "A well dressed, outgoing 'C' student will usually bump a timid 'A' student because in minor league baseball, sales and client/jan service are the keys to a fruitful operation. Aggressive, but not overbearing, is what we look for." An intern should always prepare for the interview. Outline answers to questions the interviewer might ask you. Some example questions in an interview are located on page 15. Also prepare a list of questions you would like to ask the employer about the team, the organization, or the internship. Remember that the interview is conducted in a business setting and appropriate business attire should be worn. A suit for males and a business suit or a conservative dress for females should be worn.
SIXTEEN MOST ASKED QUESTIONS IN THE INTERVIEW

1. What would you do if ... ? (Imagined situations that test a person's knowledge of the job.)

2. In what type of position are you most interested?

3. Have you ever had your driver's license revoked?

4. What jobs have you held, how were they obtained, and why did you leave?

5. What are your ideas on salary?

6. Why do you think you would like to work for our organization.

7. How long do you expect to work here?

8. Can you supply us with recommendations?

9. Are you willing to go where the organization sends you?

10. Are you looking for a permanent or a temporary job?

11. Tell me something about yourself.

12. We have many qualified applicants. Why do YOU think we should hire you for this position?

13. Have you had any serious injury or illness?

14. What are your weaknesses, and what are your strengths?

15. Do you have any questions about this organization or the job?

16. How do you feel about working with a younger or older supervisor?

Taken from Dr. Jones' BEOA 241 manual
EXSCI 369

Once you have received an internship, clear it with Dr. Reno and make sure you sign up for EXSCI 369 for the semester in which you will be at your internship. You will need to obtain a permission slip from Dr. Reno or his secretary. Remember, this internship is worth 12 hours of credit. During your internship, you need to keep a daily log of all activities you perform. You should also keep a file of all forms you use and copies of things you do. If your internship will not be completed by the end of the semester, notify Dr. Reno and he will file an incomplete grade. When the internship is complete, have your immediate supervisor write a letter of recommendation with a suggestion for a letter grade. You can hand deliver the letter or the supervisor may send it to Dr. Reno. The intern also needs to write a paper about their intern experience. Included should be what they were responsible for doing, what they learned, details of any special events that took place, the problems encountered in the internship, and finally the successes of the internship. At the end of this paper, the interns should include the daily log and the file they kept. This should all be turned into Dr. Reno at the completion of the internship.

Reference for Sports Internships

The next 200 pages are a compilation of the responses received to a questionnaire that was sent out. Included in this reference section are several organizations that do not offer internships, but this is only to help narrow down the search and not waste time applying at these organizations. The reference section is by no means a complete compilation of all the internships available in the United States. Major colleges and universities were not contacted and still other organizations did not return the questionnaire. The reference section is organized according to geographic regions and the sports or organizations each is involved.
The worksheet completed earlier will guide you step by step through each page and whether that internship is one you should apply. At the end of the reference section is an index of all cities that are used in the reference section for your convenience. There is also included an "Other Materials Section" which includes various information of different internships and applications. Looking at these will help you gain an understanding of what employers are looking for and job requirements.

Good luck to you and your search for an internship. I hope this manual will be of great service to you search for a sports internship.
BIBLIOGRAPHY


McKernan, Patrick. President and General Manager of Albuquerque Dukes. Interview on 2/12/93.

1. Name of Organization: NATIONAL INVITATIONAL TOURNAMENT
   Contact person: CATHERINE SCOB LiCK
   Contact address: 19 WEST STREET, SUITE 2010
                   NEW YORK, NY 10004
   Contact phone: (212)425-6510

2. Number of total internships offered:
   _0_ paid          _3_ unpaid

3. A paid internship pays the following:
   $_____ salary/stipend   $___/hr ___ est. hours

4. Housing stipend:
   Provides housing arrangements:
   _X_ yes $10/DAY   __ no   __ yes   _X_ no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec)      1
   Spring Semester (Jan-Apr)     1
   Summer Semester (May-Aug)     1
   Full Year (____-____)          0
   Combination (____-____)        0

6. Intern will be responsible for:
   _X_ Facility Management/Operations
   _X_ Marketing/Promotions
   _X_ Other OFFICE RESPONSIBILITIES

7. Special requirements for this internship:
   THEY PREFER TO HAVE STUDENTS WHO ARE WELL EDUCATED OR DEVOTED FOLLOWERS OF BASKETBALL OR SPORTS ADMINISTRATION MAJORS.
1. Name of Organization: UNITED STATES TENNIS ASSOCIATION
   Contact person: BRUCE LEVY
   Contact address: 70 WEST RED OAK LANE
   WHITE PLAINS, NY 10604
   Contact phone: (914)696-7000

2. Number of total internships offered:
   _0_ paid   _1_ unpaid

3. A paid internship pays the following:
   $_____ salary/stipend   $__/hr   ___est. hours

4. Housing stipend:
   Provides housing arrangements:
   __ yes $_____ X no   __ yes X no

   Provides any transportation:
   __ yes X no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec)   0
   Spring Semester (Jan-Apr)  0
   Summer Semester (May-Aug)  1
   Full Year (___-___)         0
   Combination (___-___)       0

6. Intern will be responsible for:
   __ Sales                     __ Facility Management/Operations
   __ Marketing/Promotions      __ Ticket Sales/Manager
   __ Merchandising             X Other MEDIA RELATIONS AND
                                 POSITIONA AT US OPEN

7. Special requirements for this internship:
   NONE
1. Name of Organization: NAIA
   Contact person: ADDRESS TO INDIVIDUAL DEPARTMENTS
   Contact address: 1221 BALTIMORE AVENUE
                   KANSAS CITY, MO 64105
   Contact phone: (816)842-5050

2. Number of total internships offered:
   2-3 paid 0 unpaid

3. A paid internship pays the following:
   $400/MONTH salary/stipend $___/hr ___est. hours

4. Housing stipend: Provides housing arrangements:
   ___ yes $____  X no  ___ yes  X no

   Provides any transportation:
   ___ yes  X no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec) 1
   Spring Semester (Jan-Apr) 1
   Summer Semester (May-Aug) 0
   Full Year (Aug-June) 1
   Combination (___-___) 0

6. Intern will be responsible for:
   ___ Sales  ___ Facility Management/Operations
   X Marketing/Promotions ___ Ticket Sales/Manager
   ___ Merchandising  X Other SPORTS INFO/RELATIONS

7. Special requirements for this internship:
   COMPUTER SKILLS-MINIMUM JUNIOR YEAR OF COLLEGE
   COMPLETED, MOST ARE GRADUATES WORKING ON A SPORTS
   MANAGEMENT DEGREE.
1. Name of Organization: **NCAA**  
   Contact person: **STANLEY D. JOHNSON**  
   Contact address: **6201 COLLEGE BOULEVARD**  
   **OVERLAND PARK, KANSAS 66211**  
   Contact phone: **(913)339-1906**

2. Number of total internships offered:  
   8 paid  
   0 unpaid

3. A paid internship pays the following:  
   $15,600/YEAR salary/stipend  
   $___/hr ___est. hours

4. Housing stipend:  
   Provides housing arrangements:  
   __ yes $_____  
   __ no  
   Provides any transportation:  
   __ yes  
   __ X no

5. When internships are offered and how many:  
   How many:  
   Fall Semester (Sept-Dec)  
   0  
   Spring Semester (Jan-Apr)  
   0  
   Summer Semester (May-Aug)  
   0  
   Full Year (Sept - Aug)  
   8  
   Combination (_____---)  
   0

6. Intern will be responsible for:  
   __ Sales  
   __ Facility Management/Operations  
   __ Marketing/Promotions  
   __ Ticket Sales/Manager  
   __ Merchandising  
   X Other ADMINISTRATION

7. Special requirements for this internship:  
   SEE "OTHER MATERIALS" SECTION FOR MORE INFORMATION AND BOOKLETS ON THE NCAA INTERNSHIP PROGRAM.
1. Name of Organization: U.S. OLYMPIC COMMITTEE  
   Contact person: JAN SCHNITZER, INTERN COORDINATOR  
   Contact address: ONE OLYMPIC PLAZA  
   COLORADO SPRINGS, CO 80909-5760  
   Contact phone: (719)578-4575

2. Number of total internships offered:  
   30 paid  0 unpaid

3. A paid internship pays the following:  
   $1,13/hr  40 est. hours

4. Housing stipend:  
   Provides board & housing arrangements:  
   yes $______  X no  X yes  _ no

   Provides any transportation:  
   yes  _ no

5. When internships are offered and how many:  
   how many:  
   Fall Semester (Sept-Dec)  30  
   Spring Semester (Jan-May)  30  
   Summer Semester (June-Aug)  30  
   Full Year (____-____)  
   Combination (____-____)  

6. Intern will be responsible for:  
   Sales  __ Facility Management/Operations  
   X Marketing/Promotions  _ Ticket Sales/Manager  
   _ Merchandising  X Other VARIOUS TASKS

7. Special requirements for this internship:  
   MUST BE ENROLLED IN A DEGREE BEARING PROGRAM. MUST  
   ALSO HAVE COMPLETED AT LEAST 2 YEARS OF COLLEGE. SEE  
   "OTHER MATERIALS" SECTION FOR MORE INFORMATION.
EAST

BASEBALL
1. Name of Organization: ALBANY-COLONIE YANKEES  
   Contact person: GEORGE BREEZINSKI  
   Contact address: HERITAGE PARK, ALBANY-SHAKER ROAD  
   ALBANY, NY 12211  
   Contact phone: (518)869-9236

2. Number of total internships offered:  
   0 paid 4 unpaid with some hourly wages during season

3. A paid internship pays the following:  
   $_____ salary/stipend $___/hr ___est. hours

4. Housing stipend: Provides housing arrangements:  
   __ yes $_____  X no ___ yes  X no

   Provides any transportation:  
   __ yes  X no

5. When internships are offered and how many:  
   how many:
   Fall Semester (Sept-Dec) 0
   Spring Semester (Jan-Apr) 0
   Summer Semester (May-Aug) 4
   Full Year (------) 0
   Combination (------) 0

6. Intern will be responsible for:  
   X Sales  X Facility Management/Operations  
   X Marketing/Promotions  X Ticket Sales/Manager  
   X Merchandising  __ Other ________________

7. Special requirements for this internship:  
   SPORTS ADMINISTRATION DEGREE PREFERRED.
1. Name of Organization: AUBURN ASTROS
Contact person: DEREK DUIN
Contact address: PO BOX 651
                            AUBURN, NY 13021
Contact phone: (315)255-2489

2. Number of total internships offered:
   2 paid  0 unpaid

3. A paid internship pays the following:
   $_____ salary/stipend   $4.50/hr  20 est. hours

4. Housing stipend: Provides housing arrangements:
   _ yes $_____   X no  __ yes   __ no

   Provides any transportation:
   _ yes   X no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec) 0
   Spring Semester (Jan-Apr) 0
   Summer Semester (May-Aug) 0
   Full Year (____-____) 0
   Combination (June - Aug.) 2

6. Intern will be responsible for:
   _ Sales   X Facility Management/Operations
   _ Marketing/Promotions   X Ticket Sales/Manager
   _ Merchandising   __ Other ________________

7. Special requirements for this internship:
   NONE
1. Name of Organization: BOSTON RED SOX PUBLIC RELATIONS
   Contact person: JO ANN BONIN, PR ASSISTANT
   Contact address: 4 YAWKEY WAY
                  BOSTON, MA 02215
   Contact phone: (617)267-9440

2. Number of total internships offered:
   _2_ paid  _0_ unpaid

3. A paid internship pays the following:
   $200/MONTH salary/stipend  $____/hr ____est. hours

4. Housing stipend: Provides housing arrangements:
   __ yes $_____  X no  __ yes  X no

   Provides any transportation:
   __ yes  X no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec)  0
   Spring Semester (Jan-Apr)  0
   Summer Semester (May-Aug)  0
   Full Year (————)  0
   Combination (Jan - June)  1
   Combination (June - Dec)  1

6. Intern will be responsible for:
   __ Sales  __ Facility Management/Operations
   __ Marketing/Promotions  __ Ticket Sales/Manager
   __ Merchandising  X Other PUBLIC RELATIONS

7. Special requirements for this internship:
   THE INTERNSHIP IS VERY TIME CONSUMING AND REQUIRES A
   FULL TIME COMMITMENT.
1. Name of Organization: BOSTON RED SOX MARKETING DEPT.
   Contact person: ____________________________
   Contact address: 4 YAWKEY WAY
                    BOSTON, MA 02215
   Contact phone: (617)262-1915

2. Number of total internships offered:
   ___ paid    ___ unpaid

3. A paid internship pays the following:
   $_____ salary/stipend    $___/hr ___est. hours

4. Housing stipend: Provides housing arrangements:
   ___ yes $_____   X no   ___ yes   X no

   Provides any transportation:
   ___ yes   X no

5. When internships are offered and how many:

   Fall Semester (Sept-Dec)    how many:
   ___ 0

   Spring Semester (Jan-Apr)   ___ 0

   Summer Semester (May-Aug)   ___ VARIES

   Full Year (____-____)       ___ 0

   Combination (____-____)     ___ 0

6. Intern will be responsible for:
   ___ Sales
   X Marketing/Promotions
   ___ Merchandising
   ___ Facility Management/Operations
   ___ Ticket Sales/Manager
   ___ Other _____________

7. Special requirements for this internship:
   THE SPECIFICS ON THIS INTERNSHIP ARE NOT FINAL. PLEASE CALL THE MARKETING OFFICE FOR ADDITIONAL INFORMATION.
1. Name of Organization: BRISTOL BASEBALL INC.  
   Contact person: BOYEE E COX  
   Contact address: ____________________________  
   Contact phone: ( ) -  

2. Number of total internships offered:  
   0 paid  0 unpaid  

3. A paid internship pays the following:  
   $_____ salary/stipend  $___/hr  ___est. hours  

4. Housing stipend:  Provides housing arrangements:  
   ___ yes $_____  ___ no  ___ yes  ___ no  
   Provides any transportation:  
   ___ yes  ___ no  

5. When internships are offered and how many:  
   how many:  
   Fall Semester (Sept-Dec)  _____  
   Spring Semester (Jan-Apr)  _____  
   Summer Semester (May-Aug)  _____  
   Full Year (___-___)  _____  
   Combination (___-___)  _____  

6. Intern will be responsible for:  
   ___ Sales  ___ Facility Management/Operations  
   ___ Marketing/Promotions  ___ Ticket Sales/Manager  
   ___ Merchandising  ___ Other  ________  

7. Special requirements for this internship:  
   THIS IS A NON-PROFIT ORGANIZATION AND IS RUN BY VOLUNTEERS.
1. Name of Organization: BUFFALO BISONS
   Contact person: MARGARET RUSSO
   Contact address: PO BOX 450
   BUFFALO, NY 14205-0450
   Contact phone: (716)846-2254

2. Number of total internships offered:
   __ paid               NUMEROUS unpaid

3. A paid internship pays the following:
   $____ salary/stipend      $___/hr   __est. hours

4. Housing stipend: Provides housing arrangements:
   __ yes $____   X no          __ yes   X no

   Provides any transportation:
   __ yes   X no

5. When internships are offered and how many:

<table>
<thead>
<tr>
<th>When</th>
<th>How Many</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall Semester</td>
<td>0</td>
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<td>Spring Semester</td>
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</tr>
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<td>Summer Semester</td>
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</tr>
<tr>
<td>Full Year</td>
<td>VARIES</td>
</tr>
<tr>
<td>Combination</td>
<td>0</td>
</tr>
</tbody>
</table>

6. Intern will be responsible for:
   X Sales
   X Marketing/Promotions
   X Merchandising
   X Facility Management/Operations
   X Ticket Sales/Manager
   __ Other _______________

7. Special requirements for this internship:
   MUST COMPLETE APPLICATION, CONTACT BISONS FOR APPLICATION.
1. Name of Organization: CHARLESTON RAINBOWS
   Contact person: ROB DLUGOZIMA
   Contact address: PO BOX 20849
                   CHARLESTON, SC  29413
   Contact phone: (803)723-7241

2. Number of total internships offered:
   VARIES paid       VARIES unpaid

3. A paid internship pays the following:
   $ NEGOTIABLE salary/stipend   $____/hr ___est. hours

4. Housing stipend:
   Provides housing arrangements:
   ___ yes $____  X no  ___ yes  X no

   Provides any transportation:
   ___ yes  X no

5. When internships are offered and how many:

   Fall Semester (Sept-Dec)  VARIES
   Spring Semester (Jan-Apr)  VARIES
   Summer Semester (May-Aug)  VARIES
   Full Year (___-___)  VARIES
   Combination (____-____)  0

6. Intern will be responsible for:
   X  Sales
   X  Marketing/Promotions
   X  Merchandising
   X  Facility Management/Operations
   X  Ticket Sales/Manager
   _  Other __________________

7. Special requirements for this internship:
   MUST BE EAGER AND WILLING TO DO ALMOST ANYTHING.
1. Name of Organization: **ELMIRA PIONEERS BASEBALL CLUB**
   Contact person: **C.H. SMOLL**
   Contact address: **PO BOX 238**
   **ELMIRA, NY 14902**
   Contact phone: **(607)734-1811**

2. Number of total internships offered:
   _2_ paid  _1_ unpaid

3. A paid internship pays the following:
   $150/WEEK salary/stipend  $____/hr  ____est. hours
   PLUS SOME EXPENSES

4. Housing stipend: Provides housing arrangements:
   _ yes  $____  _ X no  _ yes  _ X no
   Provides any transportation:
   _ yes  _ X no

5. When internships are offered and how many:
   
   Fall Semester (Sept-Dec)  _1_
   Spring Semester (Jan-Apr)  _0_
   Summer Semester (May-Aug)  _1-2_
   Full Year (____-____)  _0_
   Combination (____-____)  _0_

6. Intern will be responsible for:
   ___ Sales  ___ Facility Management/Operations
   _ X_ Marketing/Promotions  __ Ticket Sales/Manager
   _ X_ Merchandising  _ X_ Other RADIO/CONCESSIONS

7. Special requirements for this internship:
   **STUDENT WITH AVERAGE INTELLIGENCE OR ABOVE, GOOD COMMUNICATIONS, UPBEAT, POSTITIVE AND HARD WORKING PERSON, NON-COMPLAINER, NON-CLOCKWATCHER, WILLINGNESS TO TAKE ON ANY PROJECT, TEAM PLAYER.**

35
1. Name of Organization: ERIE SAILORS PROFESSIONAL BASEBALL
   Contact person: KATHY LUMBARD-COBB, ASST. GM
   Contact address: PO BOX 488
                   ERIE, PA 16512
   Contact phone: (814)459-7245

2. Number of total internships offered:
   0 paid       4 unpaid

3. A paid internship pays the following:
   $_____ salary/stipend $4.25/hr 120est. hours
   (GAME WAGES)

4. Housing stipend:
   Provides housing arrangements:
   _ yes $_____   X no
   _ yes       X no

   Provides any transportation:
   _ yes       X no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec) 0
   Spring Semester (Jan-Apr) 1
   Summer Semester (May-Aug) 3
   Full Year (____-____) 0
   Combination (____-____) 0

6. Intern will be responsible for:
   X Sales           X Facility Management/Operations
   X Marketing/Promotions X Ticket Sales/Manager
   _ Merchandising    X Other GROUNDSKEEPING

7. Special requirements for this internship:
   NONE
1. Name of Organization: FREDERICK KEYS
   Contact person: LARRY R. MARTIN, GM
   Contact address: PO BOX 3169
   FREDERICK, MD  21705
   Contact phone: (301)662-0013

2. Number of total internships offered:
   _6_ paid  _0_ unpaid

3. A paid internship pays the following:
   $500-600/MONTH salary/stipend  $___/hr  ___est. hours

4. Housing stipend:
   Provides housing arrangements:
   ___ yes $_____  X no  ___ yes  X no

   Provides any transportation:
   ___ yes  X no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec)  0
   Spring Semester (Jan-Apr)  0
   Summer Semester (May-Aug)  6
   Full Year (___-___)  0
   Combination (___-___)  0

6. Intern will be responsible for:
   ___ Sales  X Facility Management/Operations
   X Marketing/Promotions  X Ticket Sales/Manager
   X Merchandising  ___ Other ____________________

7. Special requirements for this internship:
   GPA, SPORTS MANAGEMENT/ADMINISTRATION MAJOR.
1. Name of Organization: **GENEVA CUBS BASEBALL INC.**
   Contact person: **DOUG ESTES, GENERAL MANAGER**
   Contact address: **PO BOX 402**
   **GENEVA, NY 14456**
   Contact phone: **(315)789-2827**

2. Number of total internships offered:
   _0_ paid  _1-2_ unpaid

3. A paid internship pays the following:
   $_____ salary/stipend  $___/hr  ___est. hours

4. Housing stipend: _yes $_____  X_ no  _X_ yes  __ no
   Provides housing arrangements:
   _yes  _X_ no

   Provides any transportation:
   _yes  _X_ no

5. When internships are offered and how many:

<table>
<thead>
<tr>
<th>Semester</th>
<th>how many:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall Semester (Sept-Dec)</td>
<td>0</td>
</tr>
<tr>
<td>Spring Semester (Jan-Apr)</td>
<td>0</td>
</tr>
<tr>
<td>Summer Semester (May-Aug)</td>
<td>1-2</td>
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<tr>
<td>Full Year (<strong><strong>-</strong></strong>)</td>
<td>0</td>
</tr>
<tr>
<td>Combination (<strong><strong>-</strong></strong>)</td>
<td>0</td>
</tr>
</tbody>
</table>

6. Intern will be responsible for:
   _X_ Sales  _X_ Facility Management/Operations
   _X_ Marketing/Promotions  _X_ Ticket Sales/Manager
   ____ Merchandising  ____ Other ________________________

7. Special requirements for this internship:
   **NONE**
1. Name of Organization: HAGERSTOWN SUNS  
   Contact person: STEVE MCCORMICK  
   Contact address: PO BOX 230  
   HAGERSTOWN, MD 21740  
   Contact phone: (301)791-6266

2. Number of total internships offered:  
   _2_ paid   _0_ unpaid

3. A paid internship pays the following:  
   $_____ salary/stipend   $30/game   _71_ est. hours

4. Housing stipend:  
   Provides housing arrangements:  
   _yes   _X_ no   _X_ yes   _no

5. When internships are offered and how many:  
   
   Fall Semester (Sept-Dec)  _0_  
   Spring Semester (Jan-Apr)  _2_  
   Summer Semester (May-Aug)  _0_  
   Full Year (___-___)  _0_  
   Combination (___-___)  _0_

6. Intern will be responsible for:  
   _ Sales   _X_ Facility Management/Operations  
   _ Marketing/Promotions   _X_ Ticket Sales/Manager  
   _X_ Merchandising   _X_ Other GROUNDSKEEPING

7. Special requirements for this internship:  
   PREFER SOMEONE WITH A SPORTS ADMINISTRATION DEGREE/BACKGROUND.
1. Name of Organization: **HARRISBURG SENATORS BASEBALL CLUB**
   Contact person: **TODD VANDER WOUDE**
   Contact address: **PO BOX 15757 HARRISBURG, PA 17105**
   Contact phone: **(717)231-4444**

2. Number of total internships offered:
   _1_ paid   _0_ unpaid

3. A paid internship pays the following:
   $1000/MONTH salary/stipend     $___/hr  ___est. hours

4. Housing stipend:
   Provides housing arrangements:
   _ yes  $____  _ no  _ yes  _ no

   Provides any transportation:
   _ yes  _ no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec)  _0_
   Spring Semester (Jan-Apr) _0_
   Summer Semester (May-Aug) _0_
   Full Year (____-____)     _0_
   Combination (Jan - Sept)  _1_

6. Intern will be responsible for:
   _X_ Sales   _X_ Facility Management/Operations
   _X_ Marketing/Promotions   _X_ Ticket Sales/Manager
   _ _ Merchandising   _ _ Other ____________

7. Special requirements for this internship:
   **HAVE AN INTEREST IN BASEBALL (GENERAL) AND HAVE A WILLINGNESS TO WORK LONG HOURS.**
1. Name of Organization: JAMESTOWN EXPOS  
Contact person: TOM O’REILLY  
Contact address: PO BOX 338  
JAMESTOWN, NY 14702  
Contact phone: (716)665-4092

2. Number of total internships offered:  
   _2_ paid  _0_ unpaid

3. A paid internship pays the following:  
   $700/MONTH salary/stipend  $___/hr ___est. hours

4. Housing stipend: Provides housing arrangements:  
   ___ yes $_____  X no  X yes  ___ no  
   Provides any transportation:  
   ___ yes  X no

5. When internships are offered and how many:  
   how many:
   Fall Semester (Sept-Dec)  _0_
   Spring Semester (Jan-Apr)  _0_
   Summer Semester (May-Aug)  _2_
   Full Year (____-____)  _0_
   Combination (____-____)  _0_

6. Intern will be responsible for:  
   _X_ Sales  _X_ Facility Management/Operations  
   _X_ Marketing/Promotions  _X_ Ticket Sales/Manager  
   _X_ Merchandising  ___ Other ___________________

7. Special requirements for this internship:  
   WE PREFER BUSINESS AND SPORTS ADMINISTRATION BACKGROUND, ALONG WITH A VIBRANT PERSONALITY.
1. Name of Organization: LYNCHBURG RED SOX  
   Contact person: PAUL SUNWALL  
   Contact address: PO BOX 10213  
   LYNCHBURG, VA 24506  
   Contact phone: (804)528-1144

2. Number of total internships offered:  
   _1_ paid  _1_ unpaid

3. A paid internship pays the following:  
   $500/MONTH salary/stipend  $$$/hr  ____est. hours

4. Housing stipend:  
   Provides housing arrangements:  
   _ yes $____  X no  _ yes  X no
   Provides any transportation:  
   _ yes  X no

5. When internships are offered and how many:  
   how many:
   Fall Semester (Sept-Dec)  0
   Spring Semester (Jan-Apr)  0
   Summer Semester (May-Aug)  0
   Full Year (____-____)  0
   Combination (Mar - Sept)  2

6. Intern will be responsible for:  
   _ X Sales  X Facility Management/Operations
   _ X Marketing/Promotions  _ Ticket Sales/Manager
   _ Merchandising  X Other CONCESSIONS

7. Special requirements for this internship:  
   NONE
1. Name of Organization: **MAJOR LEAGUE PLAYERS ASSOCIATION**  
   Contact person: **MARTHA CHILD**  
   Contact address: **805 THIRD AVENUE**  
   **NEW YORK, NY 10022**  
   Contact phone: **(212)826-0808**

2. Number of total internships offered:  
   _0_ paid  _0_ unpaid

3. A paid internship pays the following:  
   $____ salary/stipend  $___/hr ___est. hours

4. Housing stipend:  
   Provides housing arrangements:  
   ___ yes  $____  ___ no  ___ yes  ___ no

   Provides any transportation:  
   ___ yes  ___ no

5. When internships are offered and how many:  
   how many:
   Fall Semester (Sept-Dec) ______  
   Spring Semester (Jan-Apr) ______  
   Summer Semester (May-Aug) ______  
   Full Year (____-____) ______  
   Combination (____-____) ______

6. Intern will be responsible for:  
   ___ Sales  ___ Facility Management/Operations  
   ___ Marketing/Promotions  ___ Ticket Sales/Manager  
   ___ Merchandising  ___ Other __________________

7. Special requirements for this internship:  
   **OUR ORGANIZATION IS VERY SMALL. THE ONLY INTERNS WE HIRE ARE SUMMER LAW CLERKS FROM LAW SCHOOLS IN NEW YORK.**
1. Name of Organization: NIAGARA FALLS RAPIDS  
   Contact person: SHAWN T. REILLY  
   Contact address: 1201 HYDE PARD BLVD.  
                   NIAGARA FALLS, NY 14305  
   Contact phone: (716)298-5400

2. Number of total internships offered:  
   _0_ paid  _8_ unpaid

3. A paid internship pays the following:  
   $_____ salary/stipend  $____/hr  ____est. hours

4. Housing stipend: Provides housing arrangements:  
   _ yes $____  X no  _ yes  X no

   Provides any transportation:  
   _ yes  X no

5. When internships are offered and how many:  
   how many:
   Fall Semester (Sept-Dec)   1
   Spring Semester (Jan-Apr)  2
   Summer Semester (May-Aug)  5-6
   Full Year (____-____)      0
   Combination (____-____)    0

6. Intern will be responsible for:  
   _X_ Sales  _X_ Facility Management/Operations  
   _X_ Marketing/Promotions  _X_ Ticket Sales/Manager  
   _ __ Merchandising  _ __ Other ________________

7. Special requirements for this internship:  
   WE LOOK FOR LOCAL STUDENTS WITH AN ABILITY TO DEAL  
   WITH PEOPLE AND A WILLINGNESS TO LEARN ALL FACETS OF  
   THE OPERATION. THOUGH WE CAN'T PAY BECAUSE OF OUR  
   SMALL SIZE, OUR INTERNS ARE A VITAL PART OF OUR SUCCESS  
   AND IN TURN RECEIVE A COMPLETE TRAINING.
1. Name of Organization: PHILADELPHIA PHILLIES
   Contact person: JOHN WEBER
   Contact phone: (215)463-5000 EXT 314

2. Number of total internships offered:
   5 paid 0 unpaid

3. A paid internship pays the following:
   $____ salary/stipend $5.50-7.50/hr ___est. hours

4. Housing stipend: Provides housing arrangements:
   ___ yes $____  X no  ___ yes  X no
   Provides any transportation:
   ___ yes  X no

5. When internships are offered and how many:
   Fall Semester (Sept-Dec) 0
   Spring Semester (Jan-Apr) 0
   Summer Semester (May-Aug) 2 (PHONE CENTER)
   Full Year (Oct-Sept) 2 (SALES OFFICE)
   Combination (Feb-Sept) 1 (TICKET OFFICE)

6. Intern will be responsible for:
   X Sales  Facility Management/Operations
   __ Marketing/Promotions  X Ticket Sales/Manager
   __ Merchandising  __ Other ____________

7. Special requirements for this internship:
   SEND COVER LETTER AND RESUME. THERE IS ALSO A MARKETING INTERNSHIP... CALL JOHN FOR MORE INFORMATION.
1. Name of Organization: PITTSFIELD METS
   Contact person: RICHARD LENFEST
   Contact address: PO BOX 328
   PITTSFIELD, MA 01202
   Contact phone: (413)499-1914

2. Number of total internships offered:
   0 paid  5 unpaid

3. A paid internship pays the following:
   $____ salary/stipend  $____/hr  ____est. hours

4. Housing stipend: Provides housing arrangements:
   __ yes  $____  X no  X yes  __ no

   Provides any transportation:
   __ yes  X no

5. When internships are offered and how many:

   how many:
   Fall Semester (Sept-Dec)  0
   Spring Semester (Jan-Apr)  2
   Summer Semester (May-Aug)  3
   Full Year (____-____)  0
   Combination (____-____)  0

6. Intern will be responsible for:
   X Sales  X Facility Management/Operations
   X Marketing/Promotions  X Ticket Sales/Manager
   X Merchandising  X Other PUBLIC RELATIONS

7. Special requirements for this internship:
   NO SPECIAL REQUIREMENTS. HOWEVER WE ENCOURAGE STUDENTS WHO WILL RECEIVE CREDITS.
1. Name of Organization: PRINCE WILLIAM CANNONS
   Contact person: PATRICK FILIPPONE, GM
   Contact address: PO BOX 2148
   WOODBRIDGE, VA 22193
   Contact phone: (703) 590-2311

2. Number of total internships offered:
   _0_ paid       _7_ unpaid

3. A paid internship pays the following:
   $_____ salary/stipend       $5.00/hr       _20_ est. hours

4. Housing stipend: Provides housing arrangements:
   _yes _$____   _X_ no       _yes _X_ no

   Provides any transportation:
   _yes _X_ no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec)          _0_
   Spring Semester (Jan-Apr)         _7_
   Summer Semester (May-Aug)         _7_
   Full Year (____-____)              _0_
   Combination (____-____)            _0_

6. Intern will be responsible for:
   _Sales_                     _X_ Facility Management/Operations
   _X_ Marketing/Promotions     _X_ Ticket Sales/Manager
   _X_ Merchandising            _X_ Other PUBLIC/COMMUNITY RELATIONS

7. Special requirements for this internship:
   GOOD WRITING AND VERBAL COMMUNICATION SKILLS, GOOD ORGANIZATIONAL SKILLS, SELF STARTER AND THE ABILITY TO WORK AS A TEAM PLAYER.
1. Name of Organization: **RICHMOND BRAVES**  
   Contact person: **KEN CLARY**  
   Contact address: **PO BOX 6667**  
   **RICHMOND, VA 23230**  
   Contact phone: **(804)359-4444**

2. Number of total internships offered:  
   _6_ paid  
   _0_ unpaid

3. A paid internship pays the following:  
   $600/MONTH salary/stipend  
   $____/hr ____est. hours

4. Housing stipend:  
   Provides housing arrangements:  
   _yes $_____  X no  
   _yes  X no

   Provides any transportation:  
   _yes  X no

5. When internships are offered and how many:  
   how many:
   Fall Semester (Sept-Dec)  
   _0_  
   Spring Semester (Jan-Apr)  
   _0_  
   Summer Semester (May-Aug)  
   _0_  
   Full Year (_____—_____)  
   _0_  
   Combination (Feb—Oct)  
   _6_

6. Intern will be responsible for:  
   _X_ Sales  
   _X_ Facility Management/Operations  
   _X_ Marketing/Promotions  
   _X_ Ticket Sales/Manager  
   _X_ Merchandising  
   _X_ Other ___________________

7. Special requirements for this internship:  
   **NONE**
1. Name of Organization: ROCHESTER RED WINGS BASEBALL CLUB
   Contact person: WILL RUMBOLD, DIRECTOR OF OPERATIONS
   Contact address: SILVER STADIUM, 500 NORTON STREET
   ROCHESTER, NY 14621
   Contact phone: (716)467-3000

2. Number of total internships offered:
   0 paid 6-8 unpaid

3. A paid internship pays the following:
   $_____ salary/stipend $_____/hr ____est. hours

4. Housing stipend: Provides housing arrangements:
   __ yes $____ X no __ yes X no

   Provides any transportation:
   __ yes X no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec) 1
   Spring Semester (Jan-Apr) 2-3
   Summer Semester (May-Aug) 3-5
   Full Year (____-____) 0
   Combination (____-____) 0

6. Intern will be responsible for:
   X Sales X Facility Management/Operations
   X Marketing/Promotions X Ticket Sales/Manager
   X Merchandising X Other PR/MEDIA RELATIONS

7. Special requirements for this internship:
   IDEALLY WE PREFER BUSINESS/SPORTS MANAGEMENT MAJORS
   WITH A 3.0+, BUT THE INTERVIEW IS MOST IMPORTANT. ONE
   LEARS MORE DURING AN INTERNSHIP THAN IN ANY
   TEXTBOOK; WE LOOK FOR OUTGOING, AMBITIOUS YOUNG
   PEOPLE WHO CAN GET RESULTS AND SHOW INITIATIVE. AN
   INTERVIEW ALLOWS US AN OPPORTUNITY TO LOOK FOR THESE
   QUALITIES IN A CANDIDATE.
1. Name of Organization: SALEM BUCCANEERS
   Contact person: DENNIS ROBARGE
   Contact address: PO BOX 842
   SALEM, VA 24153
   Contact phone: (703)389-3333

2. Number of total internships offered:
   _0_ paid       _VARIES_ unpaid

3. A paid internship pays the following:
   $____ salary/stipend   $____/hr   ___est. hours

4. Housing stipend:
   Provides housing arrangements:
   _ ___ yes $____   X no
   ___ yes   X no

   Provides any transportation:
   _ ___ yes   X no

5. When internships are offered and how many:
   how many:
   Fall Semester (Sept-Dec)  _0_
   Spring Semester (Jan-Apr) _VARIES_
   Summer Semester (May-Aug) _VARIES_
   Full Year (___ - ____ )  _0_
   Combination (___ - ____ )  _0_

6. Intern will be responsible for:
   _ ___ Sales
   _ ___ Marketing/Promotions
   _ ___ Merchandising
   _ ___ Facility Management/Operations
   _ ___ Ticket Sales/Manager
   X Other DUTIES VARY

7. Special requirements for this internship:
   THERE ARE NO SPECIAL REQUIREMENTS FOR THE INTERNSHIP,
   BUT THE INTERN IS PAID FOR HIS/HER WORK DURING THE
   GAMES.
1. Name of Organization: **SCRONTON WILKES BARRE RED BARONS**  
   Contact person: **BILL TERLECKY**  
   Contact address: **PO BOX 3449**  
   **SCRONTON, PA 18505**  
   Contact phone: **(717)963-6556**

2. Number of total internships offered:  
   _3_ paid   _1_ unpaid

3. A paid internship pays the following:  
   $500/MONTH salary/stipend   $___/hr   ___est. hours

4. Housing stipend:  
   Provides housing arrangements:  
   _yes  $____  _X  no  _yes  _X  no

   Provides any transportation:  
   _yes  _X  no

5. When internships are offered and how many:  
   how many:
   Fall Semester (Sept-Dec)   0
   Spring Semester (Jan-Apr)   2
   Summer Semester (May-Aug)   2
   Full Year (____-____)   0
   Combination (____-____)   0

6. Intern will be responsible for:  
   _X_ Sales  
   _X_ Marketing/Promotions  
   _X_ Ticket Sales/Manager
   _X_ Merchandising  
   __ Facility Management/Operations  
   __ Other ____________________

7. Special requirements for this internship:  
   **NONE**
1. Name of Organization: SYRACUSE CHIEFS BASEBALL CLUB
   Contact person: JOHN SIMUVIE
   Contact address: MACARTHUR STADIUM
   SYRACUSE, NY 13208
   Contact phone: (315)474-7833

2. Number of total internships offered:
   0 paid  5+ unpaid

3. A paid internship pays the following:
   $_____ salary/stipend $___/hr ___est. hours

4. Housing stipend: Provides housing arrangements:
   ___ yes $_____  X no ___ yes  X no

   Provides any transportation:
   ___ yes  X no

5. When internships are offered and how many:

<table>
<thead>
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<th>how many:</th>
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<tr>
<td>Fall Semester (Sept-Dec)</td>
<td>0</td>
</tr>
<tr>
<td>Spring Semester (Jan-Apr)</td>
<td>3</td>
</tr>
<tr>
<td>Summer Semester (May-Aug)</td>
<td>3+</td>
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<tr>
<td>Full Year (------)</td>
<td>0</td>
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<tr>
<td>Combination (------)</td>
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</tbody>
</table>

6. Intern will be responsible for:
   X Sales  X Facility Management/Operations
   X Marketing/Promotions  X Ticket Sales/Manager
   X Merchandising  ___ Other ____________

7. Special requirements for this internship:
   INTEREST IN SPORTS - PARTICULARLY IN BASEBALL.
MIDWEST

BASEBALL
1. Name of Organization: **AMERICAN ASSOCIATION**  
Contact person: **BRANDON RICKEY**  
Contact address: **401 E. MCMILLAN**  
**CINCINNATI, OH 45206**  
Contact phone: **(513)281-8100**

2. Number of total internships offered:  
   _0_ paid  _1_ unpaid

3. A paid internship pays the following:  
   $______ salary/stipend  $_____/hr  ___est. hours

4. Housing stipend:  
   Provides housing arrangements:  
   _ yes $______  X no  _ yes  X no
   Provides any transportation:  
   _ yes  X no

5. When internships are offered and how many:  
   how many:
   Fall Semester (Sept-Dec)  _0__
   Spring Semester (Jan-Apr)  _1__
   Summer Semester (May-Aug)  _1__
   Full Year (____-____)  _0__
   Combination (____-____)  _0__

6. Intern will be responsible for:  
   _ Sales  X Facility Management/Operations
   _ Marketing/Promotions  _ Ticket Sales/Manager
   _ Merchandising  _ Other ____________

7. Special requirements for this internship:  
   **NO FIXED REQUIREMENTS. BUSINESS OR PUBLIC RELATIONS BACKGROUND IN GENERAL WITH COMPUTER EXPERTISE.**
1. Name of Organization: **CANTON-AKRON INDIANS**  
   Contact person: **PETER THOMAS**  
   Contact address: **2501 ALLEN AVE SE**  
   **CANTON, OH 44707**  
   Contact phone: **(216)456-5100**

2. Number of total internships offered:  
   _0_ paid  
   _13_ unpaid

3. A paid internship pays the following:  
   $____ salary/stipend  
   $____/hr  
   ___est. hours

4. Housing stipend:  
   Provides housing arrangements:  
   _yes_ $____  
   _X_ no  
   ___yes  
   _X_ no

   Provides any transportation:  
   _yes_  
   _X_ no

5. When internships are offered and how many:  
   how many:  
   Fall Semester (Sept-Dec)  
   _0_  
   Spring Semester (Jan-Apr)  
   _2-3_  
   Summer Semester (May-Aug)  
   _8-10_  
   Full Year (____-____)  
   _0_  
   Combination (____-____)  
   _0_

6. Intern will be responsible for:  
   _X_ Sales  
   _X_ Facility Management/Operations  
   _X_ Marketing/Promotions  
   _X_ Ticket Sales/Manager  
   _X_ Merchandising  
   _X_ Other ______________

7. Special requirements for this internship:  
   **A DESIRE TO WORK IN BASEBALL, EXPERIENCE IN SALES, SPORTS, OR CONCESSIONS, ETC.**