nrg

GL/

The power to change life.





NRG GUARDIANS OF THE GRIDIRON SPONSORSHIP OVERVIEW



- Status: The Official Energy Partner of the New York Giants
- Issue: NRG wanted to increase awareness of its position with the New York Giants as well as generate brand awareness in communities across the Tri-State area.

- USA Football
- **Objective:** To create football programming at the youth level and reward youth football organizations committed to making the game of football better and safer for children in their local communities
- Solution: USA Football created the NRG Guardians of the Gridiron program. The sponsorship showcased both NRG and the New York Giants to the youth football marketplace and drove a highly positive and recognizable campaign for both parties.





NRG GUARDIANS OF THE GRIDIRON ABOUT HEADS UP FOOTBALL

Built to create a better, safer game, Heads Up Football is a national initiative created by USA Football and supported by the NFL, Pac-12, Big-12 and Big Ten conferences, along with numerous other leaders in medicine and the sport.

In 2013, more than 580,000 players and 83,000 coaches in almost 2,800 leagues – representing nearly a quarter of all youth football organizations in the United States – participated in the program.









NRG GUARDIANS OF THE GRIDIRON CONTEST OVERVIEW

The NRG Guardians of the Gridiron Award program was built to recognize and reward youth football clubs in the Tri-State area that have adopted Heads Up Football and are helping to make the sport of football better and safer for children in their local communities.

USA Football created an online contest that allowed Heads Up Football clubs to show how they are "changing the game" and gave them the opportunity to win equipment donations for their organizations.

Tri-State area youth football clubs participated in two segments of the contest:

- Online voting (Five nominees per month (September – December; two weeks of online voting leading to announcement of four monthly winners/finalists for grand prize)

- Finalist video submission (Four monthly winners were asked to submit videos showcasing how they instituted Heads Up Football into their leagues and how they are helping to change the game.





NRG GUARDIANS OF THE GRIDIRON KEY COMPONENTS

- NRG Guardians of the Gridiron contest
- Branded microsite
- Social media campaign
- Email marketing campaign
- Banner advertisements on USAFootball.com
- Leveraging of New York Giants relationship/assets
- \$8,000 in equipment donations
- Branded promotional items (t-shirts)
- Finalist video submissions
- \$5,000 on-field check presentation to grand prize winner at Giants home game
- Media/PR







NRG GUARDIANS OF THE GRIDIRON PARTICIPATION

- 94 Tri-State area youth football organizations within a 75-mile radius around MetLife Stadium enrolled
 - Impacted more than 18,800 youth football players, 28,200 parents and 1,500 coaches
 - 57 organizations New York
 - 37 organizations New Jersey
- 20 NRG Guardians of the Gridiron Award official nominees (5 per month 4 months)
- 4 finalists
- 3 runners-up
- 1 grand prize winner







NRG GUARDIANS OF THE GRIDIRON OFFICIAL NOMINEES

SEPTEMBER

Franklin Lakes War Eagles (Franklin Lakes, N.J.) Jackie Robinson Bears (Newark, N.J.) **Bethpage P.A.L. Eagles (Bethpage, N.Y.)** Bronx Ravens (Bronx, N.Y.)

Three Village Wildcats (Port Jefferson Station, N.Y.)

OCTOBER

Parsippany P.A.L. Redhawks (Parsippany, N.J.) Ridgewood Junior Football (Ridgewood, N.J.) Wayne P.A.L. Wolfpack (Wayne, N.J.) **Shrub Oak Hornets (Shrub Oak, N.Y.)** North Babylon Bulldogs (North Babylon, N.Y.)





*MONTHLY WINNER IN BOLD; LOGO INCLUDED





NRG GUARDIANS OF THE GRIDIRON OFFICIAL NOMINEES

NOVEMBER

Millburn Jr. Millers (Millburn, N.J.) Hightstown Rams (Hightstown, N.J.) Montclair Cobras (Montclair, N.J.) **West Hempstead Broncos (West Hempstead, N.Y.)** Valley Stream Green Hornets (Valley Stream, N.Y.)



DECEMBER

Sparta Bears (Sparta, N.J.) Pompton Lakes Riverdale Cardinals (Pompton Lakes, N.J.) Port Reading Saints (Port Reading, N.J.) **Plainedge Bobcats (Plainedge, N.Y.)** Long Island Sound Sharks (Shoreham, N.Y.)



*MONTHLY WINNER IN BOLD; LOGO INCLUDED



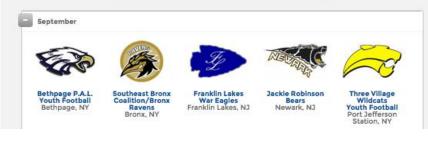


NRG GUARDIANS OF THE GRIDIRON BRANDED MICROSITE

- Microsite link:
 - <u>http://www.usafootball.com/nrg</u>
- Co-branded NRG/USA Football/New York Giants
- Hub for program, featuring key messaging, information on NRG and Heads Up Football, online voting, club profiles and nomination/enrollment form
- Link to allow visitors to "LIKE" NRG's Facebook page



GUARDIANS OF THE GRIDIRON AWARD NOMINEES OF THE MONTH

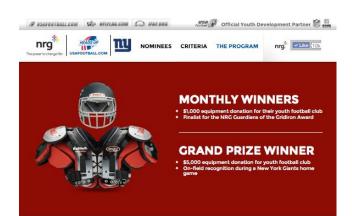






NRG GUARDIANS OF THE GRIDIRON MICROSITE RESULTS

- PAGEVIEWS: 66,049
- UNIQUE PAGEVIEWS: 58,211
- **ONLINE VOTES:** 74,143







Football Better football. Safer players.



NRC Energy, Inc., a Fortune 300 company, is the nation's largest competitive power generation company with 47,000 megawatts of fossil, nuclear, solar and wind capacity, capable of supplying more than 37 million chomes. We also sell electricity directly to more than 2 million customers through our retail businesses, including Energy Plus, Green Mountain Energy Company and Reliant.



USA Football, the sport's national governing body in the United States, hosts dozens of football training events annually offering education for coaches, skill development for players and resources for youth football league commissioners. The independent nonprofit is the official youth football development partner of the NFL (is 32 teams of the NFL Players Association. USA Football manages U.S. national teams within the sport for international competitions



THE PROGRAM

NRG, the official energy partner of the New York Giants, has teamed up with USA Football to reward Heads Up Football[™] organizations throughout the Tri-State for their ability to make a better, safer game.

Youth football organizations that have embraced Heads Up Football²⁴ to create a better, safer game will have the opportunity to be recognized and rewarded for their commitment to providing a quality football experience for young athletes in their local communities.

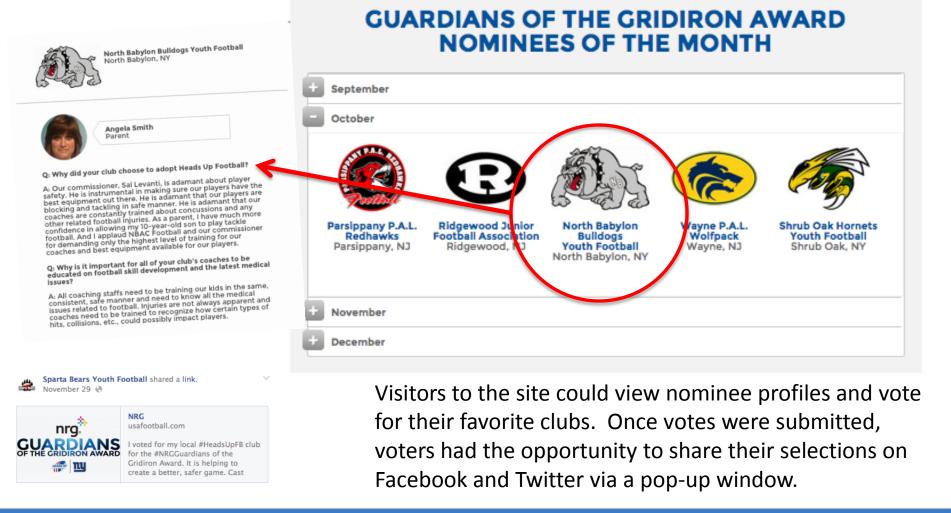
Tell us how your youth football organization has played its part in making football better and safer!

nrg





NRG GUARDIANS OF THE GRIDIRON ONLINE VOTING/CLUB PROFILES





NRG GUARDIANS OF THE GRIDIRON SOCIAL MEDIA TRACKER

(O USAFOOTBALL.COM	HFLFLAG.COM Foctball () Official Youth Development Partner
The power to change life-	
	WHAT'S EVERYONE SAYING?
	#NRGGuardians
	Tom Licata @stover246 14 Nov I voted for my local #HeadsUpFB club for the #NRGGuardians of the Gridiron Award. Cast your vote now at usafootball.com/nrg
	Portreadingsaints @portreadingsain 14 Nov #NRGGuardians Let's Go Saints!!! Vote For Port Reading Saints Expand
	joseph @Joed54Joed5 14 Nov #NRGGuardians vote for the bobcats
	Tweet #NRGGuardians
	Join the conversation

By creating a custom hashtag for the NRG Guardians of the Gridiron program (#NRGGuardians), USA Football was able to track and display all club promotion on Twitter via a built-in widget on the program microsite.





NRG GUARDIANS OF THE GRIDIRON FACEBOOK PROMOTION

All participants were given unique tools to help lobby for votes via social media.

Clubs received a <u>digital flyer</u> that parents and coaches could post to Facebook, tag friends in and encourage to vote.

Flyers also were printed then posted and distributed throughout nominated club communities throughout the Tri-State area.

USA Football also promoted the program on its Facebook page.







NRG GUARDIANS OF THE GRIDIRON FACEBOOK PROMOTION





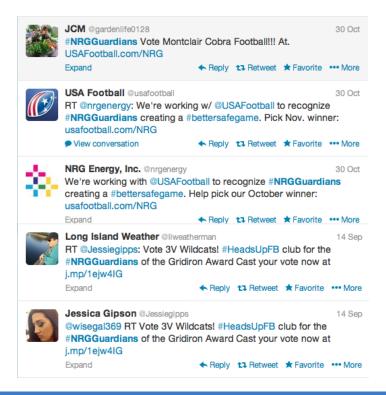




NRG GUARDIANS OF THE GRIDIRON TWITTER PROMOTION



Using the #NRGGuardians hashtag, club parents, coaches, administrators, supporters and players took to Twitter to promote their organization's involvement as nominees for the award.











NRG GUARDIANS OF THE GRIDIRON SOCIAL MEDIA RESULTS



FACEBOOK:

- POSTS BY USA FOOTBALL: 7 promotional posts
- REACHED: 6,503 persons
- USA FOOTBALL FAN PAGE LIKES: Posts visible to 108,269 fans



TWITTER:

- TWEETS BY USA FOOTBALL: 17 promotional tweets
- TWEETS USING #NRGGUARDIANS: 147 tweets
- **RETWEETS:** 16 retweets
- REACH (AVERAGE PER TWEET): 23,891 followers of USA Football





NRG GUARDIANS OF THE GRIDIRON EMAIL MARKETING

USA Football distributed two (2) co-branded email blasts promoting the NRG Guardians of the Gridiron program to Heads Up Football programs in the Tri-State area.

Email blasts reached coaches, parents, administrators and players.

Sends (to HUF Club Reps): 3,949

Cumulative Opens: 1,946

Open Rate: 28.08 percent

Cumulative Clicks: 211

Click Rate: 4.13 percent



NRG, USA Football and the New York Giants invite your Heads Up FootballSM organization to take part in the NRG Guardians of the Gridiron Award program.

Tell USA Football what your club has done to create a better, safer game for youth football players in your local community, and you could win a \$5,000 equipment donation and the chance to be honored onfield during a New York Giants home game.



LEARN MORE ABOUT nrg





NRG GUARDIANS OF THE GRIDIRON EMAIL MARKETING

USA Football provided clubs with a customized email blast that they could send to their club databases and promote their involvement in the program.

Emails were distributed by club representatives to parents, coaches, administrators, town officials and general supporters of their programs within the communities

Each email blast featured a link to allow viewers to learn more about NRG.



The Port Reading Saints have been nominated for the NRG Guardians of the Gridiron Award for the month of December. The award honors youth football clubs in the Tri-State area that have made the commitment to making the game better and safer for our children.

WE NEED YOUR HELP! Visit <u>www.USAFootball.com/NRG</u> and cast your vote for the Port Reading Saints to help give us the opportunity to win a \$5,000 equipment donation for our program thanks to NRG and USA Football.



LEARN MORE ABOUT nrg





NRG GUARDIANS OF THE GRIDIRON **NFL TEAM INTEGRATION**

USA Football worked with the New York Giants to provide NRG Guardians of the Gridiron content that was integrated into NRG's existing New York Giants in-game media assets.

USA Football produced a 30second promotional vignette that ran in-game during the season.

Following the vignette, monthly winners were announced to a full MetLife Stadium crowd.



Click above to view promotional vignette



NRG GUARDIANS OF THE GRIDIRON NFL TEAM INTEGRATION





BETHPAGE P.A.L. YOUTH FOOTBALL - BETHPAGE, NY BRONX RAVENS YOUTH FOOTBALL - BRONX, NY FRANKLIN LAKES WAR EAGLES YOUTH FOOTBALL - FRANKLIN LAKES, NJ JACKIE ROBINSON BEARS YOUTH FOOTBALL - NEWARK, NJ THREE VILLAGE WILDCATS YOUTH FOOTBALL - PORT JEFFERSON STATION, NY





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NRG GUARDIANS OF THE GRIDIRON NFL TEAM INTEGRATION

IN-STADIUM IMPRESSIONS:

The following impression numbers are based on game attendance at NRG/USA Football integrated New York Giants home games and reflect visibility of the promotional vignette and monthly club nominee announcements during each game.

Sept. 15 vs. Denver: 81,285

Oct. 6 vs. Philadelphia: 80,738

Oct. 21 vs. Minnesota: 79,314

Nov. 17 vs. Green Bay: 79,114

Dec. 15 vs. Seattle: 79,691

*Please note that the listed attendance numbers were retrieved from ESPN.com box scores and have not been verified by the New York Giants





NRG GUARDIANS OF THE GRIDIRON EQUIPMENT DONATIONS

Heads Up Football clubs that were named monthly winners of the NRG Guardians of the Gridiron Award received \$1,000 equipment donations from NRG and USA Football.

USA Football executed four (4) equipment donation events, including a grand prize award presentation at the New York Giants home game on Dec. 15 vs. Seattle.









NRG GUARDIANS OF THE GRIDIRON BRANDED PROMOTIONAL ITEMS

USA Football provided monthly winning clubs with NRG Guardians of the Gridiron branded t-shirts at all grassroots donation events.

T-shirts were distributed to approximately 180 children and 25 coaches per winning organization.





NRG GUARDIANS OF THE GRIDIRON FINALIST VIDEOS

Four (4) finalists for the NRG Guardians of the Gridiron grand prize were asked to submit videos showcasing how they have integrated Heads Up Football into their organization and are making the sport of football better and safer for children in their local community.

Organizations were asked to interview players, parents and coaches about how Heads Up Football has changed and helped their programs, highlight how they are training players and coaches, and display how they are involved in community service.







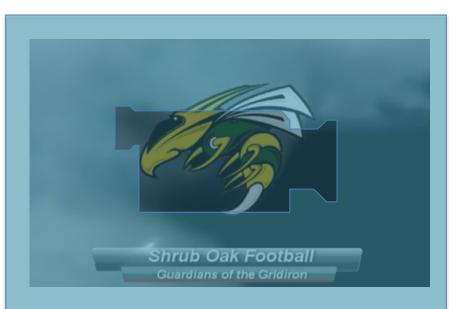


NRG GUARDIANS OF THE GRIDIRON FINALIST VIDEOS













NRG GUARDIANS OF THE GRIDIRON FINALIST VIDEOS











NRG GUARDIANS OF THE GRIDIRON GRAND PRIZE WINNER

NRG selected the Plainedge Bobcats Youth Football club (Plainedge, N.Y.) as the grand prize winner of the 2013 NRG Guardians of the Gridiron Award.

In addition to a successful video submission, Plainedge generated more than 28,000 online votes.







NRG GUARDIANS OF THE GRIDIRON GRAND PRIZE PRESENTATION



Jim Steffes (NRG) and Dan Gant (USA Football) presented the Plainedge Bobcats youth football club with a check for \$5,000 toward new football equipment at the New York Giants' Dec. 15 home game. The presentation was in front of a crowd of 79,691 (ESPN.com).





NRG GUARDIANS OF THE GRIDIRON

USAFootball.com (8/27/13)

http://usafootball.com/news/com missioners/nrg-guardians-gridironrecognizes-heads-football-clubs

Football (IIP PROGRAMS	SAFETY	TOOLS	TRAINING	SHOP	MORE	HEADSUP	Q,	Log-In SIGN-U		
News & Articles	Commissioner	s, General	Articles					f	P 8+1 🖂 <		
Featured Articles Press Box Coaches Players Parents Commissioners Game Officials Flag Football High School National Teams National Team Roster	Footba Tue, 08/27/20	AND A CONTROL OF A							all and the New up this fall to de Up Football a. e Gridiron potball ommitted to nd safer in their nging the way e 20 Heads Up w York, New Five nominees		
Fundraising SubtCon International From the Field StieldTurt	through online Monthly winr for the NRG	will be announced per month – September to December – and will compete against each other through online voting for the chance to be named a monthly winner. Monthly winners will receive \$1,000 equipment grants for their leagues and be named finalists for the NRG Guardians of the Gridiron Award. Finalists will submit a video and/or essay explaining why they should be chosen as the overall winner.									
General Articles Travel Tips by @ Marriott.	NRG and US That organiz	NRG and USA Football will select one club as the NRG Guardians of the Gridiron Award winner. That organization will receive a \$5,000 equipment donation and be recognized onfield at the New York Giants' Dec. 15 home game vs. Seattle.									
	the same va this award w more fun for "The health	"Safety is a core value at NRG, so we welcome the opportunity to help kids play safer and instill the same value for sports," said Christine Brown, sponsorship director for NRG. "We hope that this award will encourage all community sports teams to remember that playing safely means more fun for everyone." "The health and safety of every youth football player is our No. 1 priority," USA Football									
	Giants to rec	Executive Director Scott Halienbeck said. "We are proud to partner with NRG and the New York Giants to recognize Tri-State area youth football clubs making a difference in their communities with their commitment to a better, safer game through Heads Up Football."									
		Visit www.USAFootball.com/NRG to learn more and nominate your Tri-State area Heads Up Football club today.									
	deliver clean independen 500 compan of solar pow customers w addition to 4 our retail ele than two mill	About NRG: NRG is at the forefront of changing how people think about and use energy. We deliver cleaner and smarter energy choices for our customers, backed by the nation's largest independent power generation portfolio of fossil fuel, nuclear, solar and wind facilities. A Fortune 500 company, NRG is challenging the U.S. energy industry by becoming the largest developer of solar power, building the first comprehensive electric vehicle ecosystem, and providing customers with the most advanced smart energy solutions to better manage their energy use. In addition to 46,000 megawatts of generation capacity, enough to supply nearly 40 million homes, our retail electricity providers – Reliant, Green Mountain Energy and Energy Plus – serve more than two million customers. More information is available at www.nrgenergy.com. Connect with NRG Energy on Facebook and follow us on Twitter @nrgenergy.									

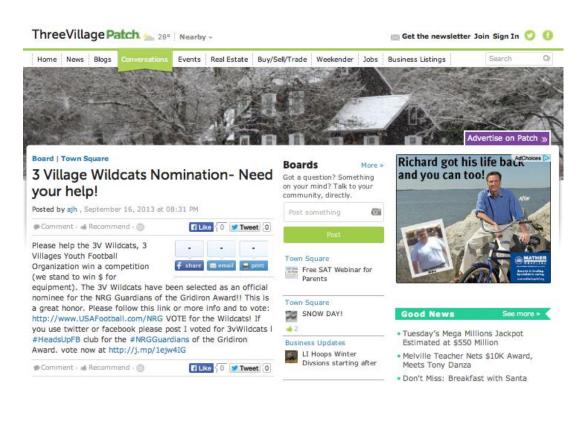




NRG GUARDIANS OF THE GRIDIRON

Three Village Patch (9/16/13)

http://threevillage.patch.com/grou ps/announcements/p/3-villagewildcats-nomination-need-yourhelp







NRG GUARDIANS OF THE GRIDIRON MEDIA/PR

Parsippany Focus (10/14/13)

http://www.parsippanyfocus.com/ pal-redhawks-needs-your-vote/





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About Parsippany



Posted: October 14, 2013



The Parsippany P.A.L. Redhawks have been nominated for the NRG Guardians of the Gridiron Award. The award honors youth football clubs in the Tri-State area that have made the commitment to making the game better and safer for our children.

WE NEED YOUR HELP! Visit USAFootball.com/NRG and cast your vote for the Parsippany P.A.L. Redhawks to help give us the opportunity to win a \$5,000 equipment donation

for our program thanks to NRG and USA Football.

Voting is now open.

Vote Now !!! Vote Often!!! Vote from every device you have!!! Vote Every Day! Tell your friends, tell your family, tell strangers to VOTE for Parsippany for this great opportunity.

You can vote once every 24 hours from every device. It's one mouse click to vote!

Please support the program by Voting.











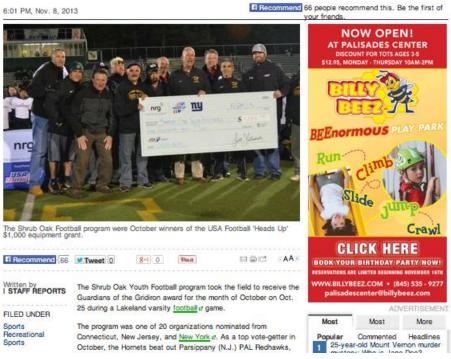
NRG GUARDIANS OF THE GRIDIRON MEDIA/PR

LoHud.com (11/8/13)

http://www.lohud.com/article/2013111 0/SPORTS05/311100023/



Shrub Oak football program honored





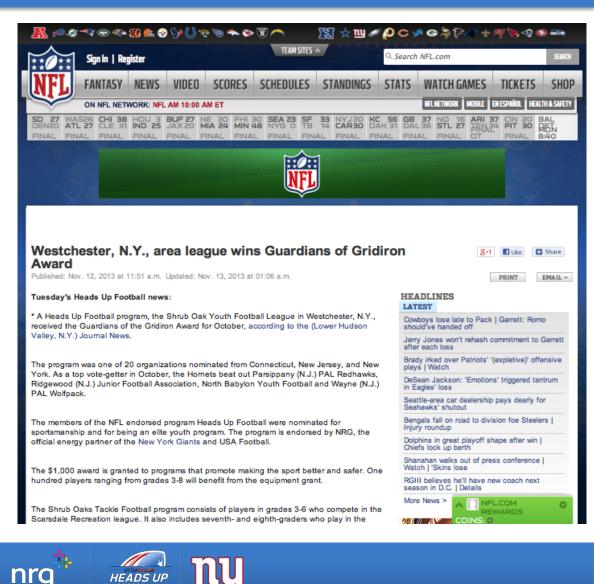




NRG GUARDIANS OF THE GRIDIRON

NFL.com (11/12/13)

http://www.nfl.com/news/story/0a p200000280724/article/westchest er-ny-area-league-wins-guardiansof-gridiron-award



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NRG GUARDIANS OF THE GRIDIRON

TheAlternativePress.com (11/15/13)

http://thealternativepress.com/articles/ four-quarterfinal-wins-for-sparta-bearsfootball





High School.



NRG GUARDIANS OF THE GRIDIRON THANK YOU, NRG!



Click above for a special message from the West Hempstead Broncos Youth Football Club (West Hempstead, N.Y.)

