



**CERTIFICATION OF REVENUE
REPORTING FORM**

Company Name

Method of Accounting: Accrual Cash

Report Calculated on Calendar Year Fiscal Year _____
(month/day/year ending)

Annual Gross Sales Print Revenue: \$ _____

Annual Gross Sales Mobile Revenue: \$ _____

Annual Gross Sales Online Revenue: \$ _____

Total Annual Gross Sales Revenue: \$ _____

Revenue must include both of these items:

- 1) Delinquent and uncollected debt if cash accounting method is utilized.
- 2) Gross sales revenue of directories acquired during calendar year 2016

Method of Revenue Certification:

- Audited report certified by outside CPA on CPA's letterhead
- Compilation report certified by outside CPA on CPA's letterhead
- Copy of 2016 Federal Income Tax Return - only the section which indicated gross receipts or sales

One of the above methods of revenue certification is required. However, if preparation of one of these acceptable methods is in process, a good faith estimate may be submitted. We may contact you to substantiate the good faith estimate.

Installment Payment Options

Please invoice me in:

- One Payment due Aug 1, 2017
- Two Payments due Aug 1 and Dec. 1, 2017
- Four Payments due Aug 1, Oct. 1, Dec. 1, 2017 and Feb. 1, 2018
- Eight Payments due Aug 1, Sept 1, Oct 1, Nov 1, Dec 1, 2017, Jan 1, Feb 1, and March 1, 2018

The following related information will assist in updating ADP records.

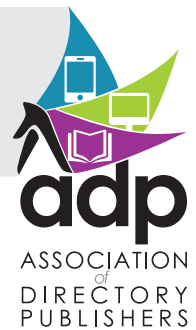
Did you start new directories in 2016? Yes No Number of New Directories: _____
Did you acquire existing directories in 2016 Yes No Number of Acquired Directories: _____
If yes, from what company(ies)? _____

Total number of directories published and certified in this report: _____ Distribution of Directories: _____
Number of Sales Representatives: _____

Certification submitted by:

Name: _____ Signature: _____
Title: _____ Phone number _____

Please return to ADP no later than July 14, 2017.



SCHEDULE OF MEMBERSHIP DUES FOR FISCAL YEAR 2018 JULY 1, 2017 - JUNE 30, 2018

■ PUBLISHER AND ASSOCIATE PUBLISHER MEMBERS:

Pursuant to Article 4.9 of the bylaws of the Association, the certified revenues on which dues in this class of membership shall be calculated must include the annual gross sales revenues of member's directory business in calendar 2016 plus the total aggregate sales revenues gained through acquisitions, asset purchases, mergers and other such transactions during calendar 2016.

| <u>Revenue</u> | <u>Annual Dues</u> |
|--------------------------------|---|
| Less than \$ 500,000 | \$ 500 |
| \$ 500,001 - \$ 1,000,000 | \$ 900 |
| \$ 1,000,001 - \$ 1,500,000 | \$ 1,500 |
| \$ 1,500,001 - \$ 2,000,000 | \$ 2,000 |
| \$ 2,000,001 - \$ 3,500,000 | \$ 3,000 |
| \$ 3,500,001 - \$ 7,500,000 | \$ 4,000 |
| \$ 7,500,001 - \$ 10,000,000 | \$ 5,000 |
| \$ 10,000,001 - \$ 12,500,000 | \$ 6,000 |
| \$ 12,500,001 - \$ 15,000,000 | \$ 7,000 |
| \$ 15,000,001 - \$ 50,000,000 | \$ 8,000 |
| | Plus the excess over \$15,000,000 multiplied by the factor of .0002 |
| \$ 50,000,001 - \$ 200,000,000 | \$ 15,000 |
| \$ 200,000,001 and over | \$ 25,000 |

The maximum increase in any Member's dues remaining in the same dues revenue category shall be limited to 10 percent in any single fiscal year. Any Member whose certified revenue steps that Member into another dues revenue category shall pay the dues stipulated for that category.

■ INTERNATIONAL PUBLISHER MEMBERS*

| | |
|------------|----------|
| Interested | \$ 1,000 |
| Invested | \$ 3,000 |

■ PARTNER MEMBERS*

| | |
|------------|----------|
| Interested | \$ 1,000 |
| Involved | \$ 1,750 |
| Immersed | \$ 3,000 |
| Invested | \$ 5,000 |

■ CMR/AGENCY MEMBERS

\$ 350

■ JOINTLY-OWNED MEMBER COMPANIES

Dues for two or more jointly-owned Publisher Members shall be calculated on total combined revenues. Dues for any combination of Publisher or Partner Member other than the above shall be calculated based on the Member company incurring the greatest applicable dues plus 50 percent of the applicable dues for each additional Member company.

■ INITIATION FEE FOR ALL CLASSES OF MEMBERSHIP

\$ 250

** New Membership Dues offering that allows members to opt-in at the level of exposure they want from the industry. Please see the Membership-at-a-Glance document for details.*