

## Proposed Dues Schedule

### SCHEDULE OF MEMBERSHIP DUES FOR FISCAL YEAR 2020 JULY 1, 2020 - JUNE 30, 2021

#### ■ 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 2019 plus the total aggregate sales revenues gained through acquisitions, asset purchases, mergers and other such transactions during calendar 2019.

<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.*