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essentialminerals.org

Producer Member Application

Please complete the attached sales report for your company's sales from Q4 2023 to Q3 2024. *The sales information will be kept 100 percent confidential.* If your company is privately held and you do not wish to release the sales data, please contact Chris Greissing directly via email (chrisgreissing@essentialminerals.org) or phone (571-259-9551) to discuss further. Please submit this information by November 15, 2024, as it is necessary for EMA to finalize the 2025 budget. Dues are based on sales. Page 2 details how you are to calculate the sales. The tiers for dues are located on page 3.

Date:

Company Name:

Primary Company Contact:

Title:

Email:

Phone:

Billing Contact:

Title:

Phone:

Email:

Address:

Signature:

2025 Dues Schedule

Gross Global Sales		
<u>AT LEAST</u>	<u>BUT LESS THAN</u>	<u>DUES</u>
\$500,000,000	AND OVER	\$68,650
\$400,000,000	\$500,000,000	\$65,000
\$250,000,000	\$400,000,000	\$52,250
\$150,000,000	\$250,000,000	\$42,150
\$100,000,000	\$150,000,000	\$34,000
\$60,000,000	\$100,000,000	\$27,500
\$40,000,000	\$60,000,000	\$23,500
\$20,000,000	\$40,000,000	\$18,500
\$10,000,000	\$20,000,000	\$14,500
LESS THAN	\$10,000,000	\$10,100

Affiliate Producers (i.e. producers without North American Operations) are equal to the lowest paying N.A. producer. For 2025, this would be \$10,100.

Companies in their first year of production will also be at \$10,100.

Future Producer Members are a flat fee of \$1000.

Note: if your company is in the category of Future Producer, First-year Producer, or Affiliate Producer, your company cannot hold a Chair or Vice-Chair position within one of the primary mineral sections, which precludes you from holding a seat on the Board of Directors.

Reportable Gross Sales from North American Operations

Please submit the total gross dollar value of the sale of minerals by your company during the period of October 1, 2023 to September 30, 2024.

- This figure should include **the global sales** of minerals produced or processed by your company's **North American operations only**.
- Sales from non-North American operations should not be included in the calculation (do not include the sales from minerals produced at European or Asian operations).

This information is necessary for the EMA Board of Directors to consider the 2025 budget for EMA in December.

The sales prices should be based on using a minerals f.o.b. price at the North American plant location. Processed minerals (e.g., ground) should be included at their market price; minerals to which a resin has been applied by a member company should be included at a fair market transfer price for minerals; and mineral mixes (e.g., golf course or recreational sand mixes) should be included at a fair market transfer price for the minerals.

For integrated companies that consume minerals and/or produce minerals-containing products, "gross dollar sales of minerals" shall be based upon the fair market transfer price for minerals transferred within such company or group of companies. In determining the fair market transfer price, the price used in determining "gross income from the property" in computing percentage depletion for US Federal income tax purposes (see 26 U.S.C. §613(c)) shall be used if greater than the price determined for financial accounting purposes (as applicable under Generally Accepted Accounting Principles or IFRS).

- New members are eligible for a 50 percent discount on their first full year of dues.
- Private companies who do not wish to disclose their sales figures, please contact EMA's president to discuss options for determining dues.

Total Gross Sale of Minerals from North American Operations:

Please provide a list of all minerals your companies is currently producing in North America: