We are applying for Active Membership in the Kitchen Cabinet Manufacturers Association. If accepted, we agree to conform to the Bylaws of the Association as they are now or as they may be amended; support the purposes of the Association; and pay dues established by the Association’s Board of Directors. Any person, firm or corporation engaged in the industry who manufactures cabinets or decorative laminate products in the United States, Canada and other countries approved by the Board of Directors is eligible to become an Active Member.

Contributions to KCMA are not deductible as charitable contributions, but dues payments may be deductible as a business expense.

Complete this form and mail it with your membership dues payment to:

KCMA, 1899 Preston White Drive, Reston, Virginia 20191-5435
Distribution Channels (check all that apply):
- Builders
- Remodelers
- Retail Showrooms
- Architects/Designers
- Wholesale Distributors
- Home Centers
- Direct to Consumers
- Lumber Yards
- Multi-family Projects

Area of Distribution: ________________________________

How did you learn about KCMA?
- Referred by KCMA Member – If so, who ________________________________
- Previously a KCMA Member
- Trade show
- Ad in trade press
- Web Site
- Other ________________________________

What are the main reasons you are joining KCMA? (check all that apply)
- Networking Opportunities
- Government Representation
- Management Conferences/Seminar/Plant Tours
- Marketing/Financial Services
- To Obtain Membership Directory
- Certification Program and Cabinet Testing
- Environmental Stewardship Program
- Other ________________________________

<table>
<thead>
<tr>
<th>Sales Volume in Millions</th>
<th>Dues Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 0 to $ 5</td>
<td>$535 (minimum dues)</td>
</tr>
<tr>
<td>$ 5 to $ 10</td>
<td>$125 per $ million in sales</td>
</tr>
<tr>
<td>$ 10 to $ 15</td>
<td>$100 per $ million in sales</td>
</tr>
<tr>
<td>$ 15 to $ 20</td>
<td>$85 per $ million in sales</td>
</tr>
<tr>
<td>$ 20 to $ 30</td>
<td>$75 per $ million in sales</td>
</tr>
<tr>
<td>$ 30 to $ 50</td>
<td>$65 per $ million in sales</td>
</tr>
<tr>
<td>$ 50 to $ 100</td>
<td>$57 per $ million in sales</td>
</tr>
<tr>
<td>$100 to $ 180</td>
<td>$52 per $ million in sales</td>
</tr>
<tr>
<td>$180 to $ 290</td>
<td>$48 per $ million in sales</td>
</tr>
<tr>
<td>$290 to $ 430</td>
<td>$40 per $ million in sales</td>
</tr>
<tr>
<td>$430 to $ 600</td>
<td>$32 per $ million in sales</td>
</tr>
<tr>
<td>$600 to $ 800</td>
<td>$25 per $ million in sales</td>
</tr>
<tr>
<td>$800 and up</td>
<td>$20,000 (plus $10 per $ million in sales over $800 million)</td>
</tr>
</tbody>
</table>

The following example calculates the dues for a company with annual sales of $8.3 million:

$8.3 x $125 per million = $1,037.50 dues owed
PLEASE CHECK TO BE SURE THE INFORMATION PROVIDED IN THE CODE IS CURRENT AND CORRECT.

(A) Number of Manufacturing Plants ________________

(B) Basic Materials Used: High Pressure Decorative Laminate ______ Metal_____
   Paper Overlays ______ Vinyl ______ Wood _______ Other _______

(C) Number of Production Employees (as of 6/1/17) ________________

(D) Present area of distribution: ______________________________________

(E) Basic Manufacturing Method:
   Assembler (over 50% assembly) ________
   Integrated ________

(F) What percentage of your components are imported ________?

Other plant locations (NOT WAREHOUSES)

(1) Address________________________________________
   City________________________ State__________ Zip______
   Plant Manager
   Telephone (__) ______________________ Fax (__) ______________________

(2) Address________________________________________
   City________________________ State__________ Zip______
   Plant Manager
   Telephone (__) ______________________ Fax (__) ______________________

(3) Address________________________________________
   City________________________ State__________ Zip______
   Plant Manager
   Telephone (__) ______________________ Fax (__) ______________________

   If you need additional space for other plant locations, please use the back of this sheet.

Should anyone else in your company be receiving communication from KCMA besides the official KCMA representative?

   Name________________________ Title________________________
   Address________________________________________________________________
   City________________________ State__________ Zip________
   E-Mail __________________________________________
DIRECT COST DECLARATION

In accordance with the KCMA By-laws amendments approved April 2010 to Article V-Sections 1 and 6, all KCMA members are required to provide the country of origin for their Direct Costs to demonstrate that 51% of the value added processes occur in North America:

The following illustrates how the criteria will be determined and applied:

<table>
<thead>
<tr>
<th>Costs ($K) per Country of Origin</th>
<th>United States</th>
<th>Canada</th>
<th>Mexico</th>
<th>Other</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Material</td>
<td>$200</td>
<td>$100</td>
<td>$0</td>
<td>$200</td>
<td>$500</td>
</tr>
<tr>
<td>Direct Labor</td>
<td>$100</td>
<td>$40</td>
<td>$0</td>
<td>$0</td>
<td>$140</td>
</tr>
<tr>
<td>Direct Overhead</td>
<td>$50</td>
<td>$25</td>
<td>$0</td>
<td>$0</td>
<td>$75</td>
</tr>
<tr>
<td>Total</td>
<td>$350</td>
<td>$165</td>
<td>$0</td>
<td>$200</td>
<td>$715</td>
</tr>
</tbody>
</table>

North American Value Add = \[
\frac{350+165}{715} \times 100\% = 72\%
\]

Direct Costs are those expenses that can be tied directly to the cost of creating a cabinet or decorative accessory. Mfg's purchase price is used in the calculation, no matter if it comes from a distributor or purchased directly. Country of origin determines if the material is domestic or foreign. Imports from overseas purchased from a domestic distributor are still foreign sourced materials.

Direct Overhead would include such items as production line supervisors, utilities related to manufacturing and assembling, and sundry materials such as sandpaper.

Please provide amounts of your Direct Costs for your last fiscal year in chart below:

<table>
<thead>
<tr>
<th>Costs ($K) per Country of Origin</th>
<th>US</th>
<th>Canada</th>
<th>Mexico</th>
<th>Other</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Material</td>
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<td></td>
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<td></td>
<td></td>
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</tr>
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<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

North America Value Add= _____
(Total amounts of direct costs occurring in North America divided by total Direct Costs)

I hereby certify that over 51% of my value added processes in the production of cabinets occur in North America:

Signed__________________________________Title_________________________________
Company___________________________________

Return to KCMA by fax (703) 620-6530 or mail to 1899 Preston White Dr., Reston, VA 20191