



Regular Member Investment Questionnaire for Membership Dues

Company: _____
Address: _____
City: _____
State: _____ ZIP: _____

Company Contact: _____
Phone: _____
Email: _____
Phone: _____

Please list all companies/affiliates whose sales are included in this questionnaire: _____

Reporting Instructions

Confidentiality

Sales information reports are maintained confidential by the outside accounting firm and are not shared with other members or third parties. Sales information reports are used solely for the purpose of calculating proper dues invoices for each member in accordance with OPEI board resolutions.

The outside accounting firm of Gelman, Rosenberg & Freedman computes the amount to be billed, and notifies OPEI for invoicing. To determine membership dues for the new fiscal year, each member's and affiliates' sales are requested for the previous 12-month period ended March 31. New investment schedules become effective on September 1, the beginning of OPEI's fiscal year. Members joining after September 1 invest on a pro-rata basis.

Sales are defined as F.O.B. factory net sales by product line of OPEI-represented products, including exports from the U.S. and imports sold in the U.S. by your company and all affiliates of your company. Include all powered equipment.

1. Regular member dues are assessed on the basis of the total of all outdoor power equipment manufactured or sold in the United States by such member and all affiliates of such member. An exception is made when the affiliate is a separate member of the association. For purposes of this provision, the term "affiliate" shall mean any parent or subsidiary of a member and any company related to a member through common ownership or control. Such common ownership or control should be decreed to exist whenever a member is related to another company through a chain of companies, each related to another by a 30 percent or greater ownership interest.
2. F.O.B. factory net sales is the price charged at the factory exclusive of freight. Please report the F.O.B. factory net sale price to the dealer, distributor or other channel through which your equipment is distributed. If the distribution of your products is made through your own branches, the value reported should be computed in the same manner as if the shipments were made to an independent jobber or wholesaler. For imported products, report the U.S. selling price at the primary distribution level.
3. Please complete following sheet and forward to:

Ricardo Trujillo, CPA, CITP
Gelman, Rosenberg & Freedman
4550 Montgomery Ave., Suite 650 North
Bethesda, MD 20814
(301) 951-9090
rtrujillo@grfcpa.com

Consumer and Commercial Products – Regular Membership

This representation is inclusive of all power sources, including, but not limited to, battery, diesel, diesel-electric hybrid, electric, gasoline, gasoline-electric hybrid, propane, and solar. Check the appropriate box for each product produced by your company. Please circle the box for each product produced by your company.

Attachments/Accessories:

- Lawn Sweepers
- Other Attachments/Accessories (used in conjunction with power equipment)
- Powered Sprayers
- Powered Collection Systems
- Water Pumps

Engines/Power Source:

- Diesel Engines <35 hp
- Electric Motors (used on OPE)
- Gasoline Engines <1000 cc
- Portable Generators up to 15 kW (no diesel)

Golf Equipment:

- Golf Cars
- Greens Aerators
- Fairway Aerators (Ground Drive)
- Fairway Aerators (Powered)
- Multi-Deck Rotary Mowers
- Riding Gang Reel Mowers
- Riding Greens Mowers
- Riding Fairway Mowers
- Robotic Mowers
- Sand Trap Rake
- Towed Gang Mowers
- Triplex Trim Mowers
- Walking Greens Mowers

Ground Supported Products (less Golf):

- Chippers/Shredders/Grinders
- Construction Equipment
- Dethatchers

- Garden Tractors
- Lawn Vacuums
- Log Splitters
- Power Rakes
- Pressure Washers
- Robotic Mowers
- Stand-On Mowers
- Towed Power Mowers
- Utility Vehicles (Side-by-Sides)
- Walk-Behind Blowers
- Walk-Behind Brushcutters
- Walk-Behind Cultivators/Tillers
- Walk Behind Fixed Blade Edgers/Trimmers
- Walk-Behind Mowers
- Walk-Behind Snow Throwers (single- and dual- and triple-stage)
- Wide-Area Mowers
- Zero-Turn Mowers

Handheld:

- Brushcutters
- Chainsaws
- Cut-Off Machines/Concrete Saws
- Edgers (Stick and Hand Supported)
- Engine Drills, Ice Augers, Post Hole Drills
- Flexible Line Grass Trimmers/Brushcutters
- Handheld and Backpack Blowers
- Hedge Trimmers (including pole type)
- Powered Pole Pruners
- Split Boom Products

Other:

Total F.O.B. factory net sales of OPEI represented products for the previous 12-month period ended March 31:

\$ _____