

# MEMBERSHIP FEE SCHEDULE

| <b>Regular Membership</b><br>(Exporters of Goods and Services)   | <b>Associate Membership</b><br>(Companies Servicing Exporters)                 | <b>Premium Membership</b><br>(Enhanced Services for Regular Members)   | <b>Pre Market Membership</b><br>(Customized Services for Pre Market Members)   |
|--|--|--|--|
| Annual Membership Investment *<br>(plus GST)<br><input type="checkbox"/> Under - \$5M = \$800<br><input type="checkbox"/> \$5M - \$20M = \$1,800<br><input type="checkbox"/> \$20M - and Above = \$2,800 | Annual Membership Investment *<br>(plus GST)<br><input type="checkbox"/> \$600 | Annual Membership Investment *<br>(plus GST)<br><i>(Additional to the Regular Membership investment tier based on annual sales levels)</i><br><input type="checkbox"/> \$2,000 | Annual Membership Investment *<br>(plus GST)<br><input type="checkbox"/> \$400 |

|   | <b>Premium Member</b> | <b>Regular Member</b> | <b>Pre Market Member</b> | <b>Associate Member</b> |
|---|-----------------------|-----------------------|--------------------------|-------------------------|
| Customized Market Research Reports - Secondary Research   | 100 hours/year        | 50 hours/year         | 25 hours/year            | n/a                     |
| Enhanced Qualification of Primary Prospect Leads - Market Research Reports *                                    | ✓                     |                       |                          |                         |
| Enhanced Strategy Assessment - Market Research Reports  | ✓                     |                       |                          |                         |
| Annual STEP Premium Member Service Summary  | ✓                     |                       |                          |                         |
| Dedicated Senior Account Manager - Expert Advice & Guidance   | ✓                     |                       |                          |                         |
| Access to Expanded Market Access Program (MAP) *  | ✓                     |                       |                          |                         |
| Access to Expanded Incoming Buyer Funding Program *   | ✓                     |                       |                          |                         |
| One (1) Registration - STEP's CEO Exporting Roundtable Event  | ✓                     |                       |                          |                         |
| Two (2) Registrations - Annual Global Economy Forecast  | ✓                     |                       |                          |                         |
| Proactive Market Representation - Business Development Missions   | ✓                     |                       |                          |                         |
| Access to Weekly ISA Global Updates/Country Reports - Market Intelligence Analysis - Political/Economic Updates | ✓                     |                       |                          |                         |
| Corporate Advertising - <i>Global Ventures</i> - STEP's Magazine *  | ✓                     | ✓                     |                          |                         |
| Participation in Business Development Missions & In-Market Support  | ✓                     | ✓                     |                          |                         |
| Access to Incoming Buyers   | ✓                     | ✓                     |                          |                         |
| International Business Trip Support Service   | ✓                     | ✓                     |                          |                         |
| Qualified Trade Leads   | ✓                     | ✓                     |                          |                         |
| Participation in STEP's <i>SaskTrade Showcase - Virtual Trade Show</i> Promoting Member Products & Services *   | ✓                     | ✓                     | ✓                        |                         |
| Access to Applicable Funding Programs *   | ✓                     | ✓                     | ✓                        |                         |
| Access to Financing & Export Market Development Programs  | ✓                     | ✓                     | ✓                        |                         |
| Geographic & Sector Market Overviews  | ✓                     | ✓                     | ✓                        |                         |
| Guidance on Transportation & Logistics Issues   | ✓                     | ✓                     | ✓                        |                         |
| Introduction of Products/Services of Potential In-Market Contacts   | ✓                     | ✓                     | ✓                        |                         |
| Identification & Development of Relevant Distribution Channels  | ✓                     | ✓                     | ✓                        |                         |
| Identification & Advice on Standards & Regulatory Requirements  | ✓                     | ✓                     | ✓                        |                         |
| Tailored Advice from STEP's Export Professionals  | ✓                     | ✓                     | ✓                        |                         |
| Access to STEP Seminars, Networking Events & Conferences - Member Rates   | ✓                     | ✓                     | ✓                        | ✓                       |
| Corporate Profiling via Various Corporate Marketing Tools - Printed/Electronic                                  | ✓                     | ✓                     | ✓                        | ✓                       |
| Corporate Voting Privileges   | ✓                     | ✓                     | ✓                        | ✓                       |
| Profile on STEP Membership Directory - Link to Members' Site  | ✓                     | ✓                     | ✓                        | ✓                       |
| Networking & Business Development Opportunities   | ✓                     | ✓                     | ✓                        | ✓                       |
| Subscription to STEP's <i>Global Ventures</i> Magazine *  | ✓                     | ✓                     | ✓                        | ✓                       |