

## **Details on Determining Gross Revenue for Calculating Membership Dues**

### **\*Gross Revenue:**

Gross Revenue for the 12 months most recently closed (and reported if your company is publicly traded) – 3rd & 4th quarters of preceding year and 1st & 2nd quarters of current year. Gross Revenue includes revenue generated from geophysical products and services. Cost incurred in generating gross revenue should not be deducted. For example, if you provided geophysical acquisition services, cost incurred and paid to a subcontractor should not be deducted.

Geophysical products and services would include but not necessarily limited to the following revenue that is derived from:

- multi-client sales of geophysical data (seismic and non-seismic)
- proprietary work on behalf of a client (seismic and non-seismic – including VSP)
- data processing (seismic and non-seismic – including VSP)
- geophysical derivative products (maps, interpretative studies, etc)
- data management services
- project management services
- sales of manufactured products
- any other activity related to the geophysical industry.