**SIOR GROSS FEE INCOME REQUIREMENTS**

To fulfill the Volume-of-Business requirement for the SIOR designation, applicants for membership must fulfill the Gross Fee Income (GFI) requirements as set by local chapters for individual markets by submitting an approved GFI Affidavit signed by the applicant’s CFO or Managing Broker. If an applicant has neither, the affidavit may be completed by a CPA. The Affidavit forms are available from [www.sior.com](http://www.sior.com).

**REQUIREMENTS**

SIOR evaluates Volume-of-Business based on Gross Fee Income (GFI). GFI is defined as the amount that the applicant’s firm receives (before splits) that is directly attributable to the applicant.

Applicants must submit the most recent 48 months of GFI with respect to their application date. SIOR will take into consideration the best three (3) 12-month periods. (Please Note: The 12-month periods are not necessarily calendar years. For example, an applicant submitting in July would have an August-July breakdown).

If a market is not listed, it defaults to a $300,000 requirement.

**Member Associates**

* Meet 50% of the lower (either office or industrial) GFI requirement for any 12 consecutive months out of the last 18 months

**Industrial and Advisory Specialists**

* Meet or exceed 100% of the industrial GFI requirement in three (3) out of the four (4) most recent 12-month periods
* At least 70% of the GFI requirement must be comprised of industrial and/or office transactions

**Office Specialists**

* Meet or exceed 100% of the office GFI requirement in three (3) out of the four (4) most recent 12-month periods
* At least 70% of the GFI requirement must be comprised of industrial and/or office transactions

**Dual (Industrial & Office) Specialists**

* Meet the combined total GFI requirement in each specialty type for three (3) out of the four (4) most recent 12-month periods
* At least 70% of the standard GFI requirement must be comprised of industrial transactions AND at least 70% of the standard GFI requirement must be comprised of office transactions

**Sales Management Specialists**

* GFI requirement is calculated by multiplying the average Office and Industrial GFI requirement by 7.5 to determine the minimum GFI that must be generated by applicants ten (10) agent/brokers
* When filling in the affidavit, an applicant should use his/her top 10 industrial and/or office brokers
* At least 70% of the GFI requirement must be comprised of industrial and/or office transactions
* Meet or exceed 100% of the GFI requirement in three (3) out of the four (4) most recent 12-month periods

**Questions?** Please contact your assigned Manager of Admissions.

| **STATE** | **CHAPTER** | **COUNTY** | **INDUSTRIAL**  **GFI** | **OFFICE**  **GFI** | **MA**  **GFI** |
| --- | --- | --- | --- | --- | --- |
| **ALASKA** | N/A | All Counties | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
| **ALABAMA** | Louisiana, Mississippi, Alabama,  NW Florida | Jefferson, Shelby Counties | $350,000 | $350,000 | $175,000 |
| Baldwin, Mobile Counties | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **ARIZONA** | Arizona | Maricopa County | $550,000 | $550,000 | $275,000 |
| Pima County | $350,000 | $350,000 | $175,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **ARKANSAS** | Arkansas | All counties, excluding Crittenden County | $200,000 | $200,000 | $100,000 |
| Memphis | Crittenden County | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **CALIFORNIA** | Greater  Los Angeles | Kern, Los Angeles, San Luis Obispo, Santa Barbara, Ventura Counties | $600,000 | $400,000 | $200,000 |
| Inland Empire /  Orange County | Orange, Riverside, San Bernardino Counties | $600,000 | $400,000 | $200,000 |
| Riverside County - Coachella Valley  (Cathedral City, Desert Hot Springs, Indio, Indian Wells, La Quinta, Palm Desert, Palm Springs, Rancho Mirage, Thousand Palms) | $250,000 | $200,000 | $100,000 |
| San Bernardino County - Mojave River Valley (Adelanto, Apple Valley, Victorville, Hesperia) | $250,000 | $200,000 | $100,000 |
| Northern California /  Northern Nevada | Alameda, Contra Costa, San Francisco, San Joaquin, San Mateo, Santa Clara Counties | $500,000 | $500,000 | $250,000 |
| El Dorado, Marin, Napa, Placer, Sacramento, Solano, Sonoma, Yolo Counties | $400,000 | $400,000 | $200,000 |
| Fresno, Merced, Stanislaus, Tulare Counties | $350,000 | $350,000 | $175,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
| San Diego | Imperial County | $200,000 | $200,000 | $100,000 |
| San Diego County | $500,000 | $500,000 | $250,000 |
|  |  |  |  |  |  |
| **COLORADO** | Colorado | All counties in chapter jurisdiction | $350,000 | $350,000 | $175,000 |
|  |  |  |  |  |  |
| **CONNECTICUT** | Connecticut | Lower Fairfield County | $400,000 | $400,000 | $200,000 |
| Hartford County | $300,000 | $300,000 | $150,000 |
| So. New Haven County | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **DELAWARE** | Philadelphia | All counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **DIST. OF COLUMBIA** | Maryland, DC,  Northern Virginia | All wards in chapter jurisdiction | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **FLORIDA** | Florida | Broward, Hillsborough, Miami – Dade, Palm Beach, Pasco, Pinellas Counties | $600,000 | $500,000 | $250,000 |
| Clay, Duval, Lake, Orange, Osceola, Seminole, St. Johns Counties | $400,000 | $400,000 | $200,000 |
| Polk | $350,000 | $350,000 | $175,000 |
| All other counties in chapter jurisdiction | $250,000 | $200,000 | $100,000 |
| Louisiana, Mississippi, Alabama,  NW Florida | Bay, Escambia, Santa Rosa, Walton Counties | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **GEORGIA** | Georgia | Barrow, Bartow, Burgun, Butts, Cherokee, Carroll, Chatham Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Effingham Fayette, Fulton, Forsyth, Gwinnett, Hall, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Newton, Morgan, Paulding, Pickens, Pike, Rockdale, Spalding, Walton Counties | $600,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **HAWAII** | N/A | All Counties | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
| **IDAHO** | Idaho | All counties in chapter jurisdiction | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
| **ILLINOIS** | Chicago | Cook, DuPage, Kane, Lake, McHenry, Will Counties | $500,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $300,000 | $250,000 | $125,000 |
| Iowa-Nebraska | Rock Island County | $200,000 | $200,000 | $100,000 |
| St. Louis | Bond, Calhoun, Clinton, Jersey, Macoupin, Madison, Monroe, St. Clair Counties | $350,000 | $350,000 | $175,000 |
|  |  |  |  |  |  |
| **INDIANA** | Indiana | Boone, Hamilton, Hancock, Hendricks, Johnson, Marion, Morgan, Shelby Counties | $400,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $250,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **IOWA** | Iowa-Nebraska | Dallas, Madison, Polk, Pottawattamie, Warren Counties | $350,000 | $350,000 | $175,000 |
| All other counties in chapter jurisdiction | $250,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **KANSAS** | Western Missouri – Kansas | Johnson, Wyandotte Counties | $400,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **KENTUCKY** | Kentucky | Boone, Bullitt, Campbell, Fayette, Jefferson, Kenton, Oldham, Shelby Counties | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $250,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **LOUISIANA** | Louisiana, Mississippi, Alabama,  NW Florida | East and West Baton Rouge, Orleans, Jefferson Counties | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **MAINE** | New England | All counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **MARYLAND** | Maryland, DC,  Northern Virginia | Anne Arundel, Baltimore, Harford, Howard, Montgomery, Prince George’s Counties  Cities: Baltimore | $400,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **MASSACHUSETTS** | Connecticut | Berkshire, Franklin, Hampden, Hampshire Counties | $200,000 | $200,000 | $100,000 |
| New England | All other counties in chapter jurisdiction | $350,000 | $350,000 | $175,000 |
|  |  |  |  |  |  |
| **MICHIGAN** | Michigan | All counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **MINNESOTA** | Minnesota / Dakotas | Anoka, Carver, Dakota, Hennepin, Ramsey, Washington Counties | $500,000 | $500,000 | $250,000 |
| All other counties in chapter jurisdiction | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
| **MISSISSIPPI** | Louisiana, Mississippi, Alabama,  NW Florida | All counties, excluding Desoto County | $300,000 | $300,000 | $150,000 |
| Memphis | Desoto County | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **MISSOURI** | St. Louis | Boone, Franklin, Jefferson, Lincoln, St. Charles, St. Louis, Warren, Washington Counties  Cities: St. Louis | $350,000 | $350,000 | $175,000 |
| Western Missouri – Kansas | Clay, Jackson, Platte Counties | $400,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $350,000 | $350,000 | $175,000 |
|  |  |  |  |  |  |
| **MONTANA** | Idaho | All counties West of the Continental Divide | $400,000 | $400,000 | $200,000 |
| Iowa - Nebraska | All counties East of the Continental Divide | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **NEBRASKA** | Iowa – Nebraska | Douglass, Sarpy Counties | $350,000 | $350,000 | $175,000 |
| All other counties in chapter jurisdiction | $250,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **NEVADA** | Northern California / Northern Nevada | Washoe County | $500,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
| Southern Nevada | Clark County | $750,000 | $500,000 | $250,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **NEW HAMPSHIRE** | New England | All counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **NEW JERSEY** | New Jersey | Bergen, Essex, Hudson, Hunterdon, Mercer, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union, Warren Counties | $500,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $500,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **NEW MEXICO** | New Mexico | All counties in chapter jurisdiction | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
| **NEW YORK** | NYC Downstate | New York County | $500,000 | $500,000 | $250,000 |
| Bronx, Kings, Nassau, Queens, Richmond, Suffolk, Westchester Counties | $300,000 | $300,000 | $150,000 |
| Dutchess, Putnam, Orange, Rockland, Sullivan, Ulster Counties | $200,000 | $200,000 | $100,000 |
| Upstate New York | Genesee, Livingston, Monroe, Ontario, Wayne Counties | $300,000 | $300,000 | $150,000 |
| Cattaraugus, Erie, Niagara Counties | $350,000 | $300,000 | $150,000 |
| Albany, Columbia, Essex, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie, Washington, Warren Counties | $250,000 | $250,000 | $125,000 |
| Cayuga, Madison, Onondaga, Oswego Counties | $250,000 | $200,000 | $100,000 |
| Chemung, Schuyler, Steuben Counties | $250,000 | $200,000 | $100,000 |
| All other counties in chapter jurisdiction | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **NORTH CAROLINA** | Carolinas | Mecklenburg County | $450,000 | $350,000 | $175,000 |
| Durham, Orange, Wake Counties | $450,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $350,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **NORTH DAKOTA** | Minnesota / Dakotas | All counties in chapter jurisdiction | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
| **OHIO** | Ohio | Butler, Clermont, Hamilton, Warren Counties | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **OKLAHOMA** | Oklahoma | All counties in chapter jurisdiction | $350,000 | $350,000 | $175,000 |
|  |  |  |  |  |  |
| **OREGON** | Oregon | Clackamas, Marion, Multnomah, Washington Counties | $350,000 | $350,000 | $175,000 |
| Polk County | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **PENNSYLVANIA** | Philadelphia | Bucks, Chester, Cumberland, Dauphin, Delaware, Lebanon, Lehigh, Monroe, Montgomery, Northampton, Philadelphia, Pike Counties | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $200,000 | $200,000 | $100,000 |
| Pittsburgh / Western Pennsylvania | Allegheny, Armstrong, Beaver, Butler, Greene, Washington, Westmoreland Counties | $400,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $250,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **RHODE ISLAND** | New England | All counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **SOUTH CAROLINA** | Carolinas | Charleston, Dorchester, Greenville, Spartanburg Counties | $450,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $350,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **SOUTH DAKOTA** | Minnesota / Dakotas | All counties in chapter jurisdiction | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
| **TENNESSEE** | Memphis | Shelby County | $200,000 | $200,000 | $100,000 |
| Middle and East Tennessee | Davidson, Dickson, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson, Wilson Counties | $500,000 | $400,000 | $200,000 |
| All other counties, excluding Shelby County | $350,000 | $350,000 | $175,000 |
| Anderson, Blount, Campbell, Cocke, Grainger, Hamblen, Jefferson, Knox, Loudon, Morgan, Roane, Sevier, Union Counties | $350,000 | $350,000 | $175,000 |
| Hamilton, Bradley Counties | $250,000 | $250,000 | $125,000 |
| Carter, Greene, Hancock, Sullivan, Unicoi, Washington Counties  Cities: Johnson City, Kingsport, Bristol | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **TEXAS** | Austin / Central Texas | Hays, Travis, Williamson Counties | $400,000 | $400,000 | $200,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
| DFW / North Texas | Collin, Dallas, Denton, Rockwall Tarrant Counties | $600,000 | $600,000 | $300,000 |
| Cooke, Ellis, Fannin, Grayson, Hood, Hunt, Johnson, Kaufman, Parker, Wise Counties | $300,000 | $300,000 | $150,000 |
| Archer, Coryell, Greg, Ector, Harrison, Henderson, Lubbock, McLennan, Midland, Potter, Randall, Smith, Taylor, Upshur, Wichita Counties | $200,000 | $200,000 | $100,000 |
| El Paso Southwest | El Paso | $500,000 | $500,000 | $250,000 |
| Brewster, Culberson, Jeff Davis, Hudspeth, Pecos, Presidio, Reeves, Terrel Counties | $300,000 | $300,000 | $150,000 |
| Houston / Gulf Coast | Austin, Brazoria, Chambers, Fort Bend, Galveston, Harris, Lavaca, Lee, Liberty, Live Oak, Matagorda, Milam, Montgomery, San Jacinto, Walker, Waller Counties | $500,000 | $500,000 | $250,000 |
| All other counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
| San Antonio / South Texas | Atascosa, Bexar, Brooks, Cameron, Comal, Dimmit, Duval, Edwards, Frio, Guadalupe, Hidalgo, Jim Hogg, Kendall, Kennedy, Kerr, Kinney, La Salle, Maverick, McMullen, Medina, Real, Starr Counties | $400,000 | $400,000 | $200,000 |
|  |  |  |  |  |  |
| **UTAH** | Utah | All counties in chapter jurisdiction | $300,000 | $300,000 | $150,000 |
|  |  |  |  |  |  |
| **VERMONT** | New England | All counties in chapter jurisdiction | $250,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **VIRGINIA** | Maryland, DC,  Northern Virginia | All counties in chapter jurisdiction | $400,000 | $400,000 | $200,000 |
| Virginia | Chesterfield, Henrico, Hanover, Powhatan Counties  Cities: Fredericksburg, Richmond | $300,000 | $300,000 | $150,000 |
| Albemarle, Botetourt, Chesapeake, Gloucester, Isle of Wight, Matthews, Middlesex, Norfolk, Prince George, Roanoke, Suffolk, Surry, York Counties  Cities: Charlottesville, Hampton, Newport News, Salem, Virginia Beach, Williamsburg | $300,000 | $250,000 | $125,000 |
| Amherst, Appomattox, Bedford, Campbell Counties    Cities: Lynchburg | $250,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **WASHINGTON** | Oregon | Clark County | $350,000 | $350,000 | $175,000 |
| Washington | King County | $400,000 | $400,000 | $200,000 |
| Pierce, Snohomish, Thurston Counties | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **WEST VIRGINIA** | Western Pennsylvania | All counties in chapter jurisdiction | $250,000 | $250,000 | $125,000 |
| Virginia | All counties in chapter jurisdiction | $200,000 | $200,000 | $100,000 |
|  |  |  |  |  |  |
| **WISCONSIN** | Wisconsin | Kenosha, Milwaukee, Ozaukee, Racine, Walworth, Washington, Waukesha Counties | $350,000 | $350,000 | $175,000 |
| Dane County | $300,000 | $300,000 | $150,000 |
| All other counties in chapter jurisdiction | $250,000 | $250,000 | $125,000 |
|  |  |  |  |  |  |
| **WYOMING** | Iowa – Nebraska | Albany, Big Horn, Campbell, Carbon, Converse, Crook, Fremont, Goshen, Hot Springs, Johnson, Laramie, Natrona, Niobrara, Park, Platte, Sheridan, Weston, Washakie Counties | $200,000 | $200,000 | $100,000 |
| Utah | Lincoln, Sublette, Sweetwater, Teton, Uinta Counties | $200,000 | $200,000 | $100,000 |

| **TERRITORY** | **CHAPTER** | **MARKET** | **INDUSTRIAL**  **GFI** | **OFFICE**  **GFI** | **MA**  **GFI** |
| --- | --- | --- | --- | --- | --- |
| **PUERTO RICO** | N/A | All Markets | $300,000 | $300,000 | $150,000 |

| **PROVINCE** | **CHAPTER** | **MARKET** | **INDUSTRIAL**  **GFI** | **OFFICE**  **GFI** | **MA**  **GFI** |
| --- | --- | --- | --- | --- | --- |
| **ALBERTA** | Canada West | City of Calgary | C$400,000 | C$400,000 | C$ 200,000 |
| City of Edmonton;  Rocky View & Foothills Counties | C$350,000 | C$350,000 | C$175,000 |
| All other markets in chapter jurisdiction | C$ 300,000 | C$ 300,000 | C$ 150,000 |
|  |  |  |  |  |  |
| **BRITISH COLUMBIA** | Canada West | Metro Vancouver | C$400,000 | C$400,000 | C$ 200,000 |
| All other markets in chapter jurisdiction | C$ 300,000 | C$ 300,000 | C$ 150,000 |
|  |  |  |  |  |  |
| **MANITOBA** | Canada West | Winnipeg Metro Region | C$ 350,000 | C$ 350,000 | C$ 175,000 |
| All other markets in chapter jurisdiction | C$ 300,000 | C$ 300,000 | C$ 150,000 |
|  |  |  |  |  |  |
| **NEW BRUNSWICK** | Canada East | All Markets | C$ 300,000 | C$ 300,000 | C$ 150,000 |
|  |  |  |  |  |  |
| **NEWFOUNDLAND** | Canada East | All Markets | C$ 300,000 | C$ 300,000 | C$ 150,000 |
|  |  |  |  |  |  |
| **NORTHWEST TERRITORIES** | Canada West | All Markets | C$ 300,000 | C$ 300,000 | C$ 150,000 |
|  |  |  |  |  |  |
| **NOVA SCOTIA** | Canada East | All Markets | C$ 300,000 | C$ 300,000 | C$ 150,000 |
|  |  |  |  |  |  |
| **ONTARIO** | Canada Central | City of Toronto;  Regions of York, Durham, Peel, Halton | C$500,000 | C$ 400,000 | C$ 250,000 |
| City of Hamilton; Region of Waterloo | C$375,000 | C$ 300,000 | C$ 175,000 |
| All other markets in chapter jurisdiction | CS250,000 | C$ 200,000 | C$ 125,000 |
| Canada East | Ottawa | C$ 350,000 | C$ 350,000 | C$ 175,000 |
|  |  |  |  |  |  |
| **PEI** | Canada East | All Markets | C$ 200,000 | C$ 200,000 | C$ 100,000 |
|  |  |  |  |  |  |
| **QUEBEC** | Canada East | Island of Montreal, Laval, Urban Agglomeration of Longueuil | C$ 400,000 | C$ 400,000 | C$ 200,000 |
| City of Gatineau | C$ 300,000 | C$ 300,000 | C$ 150,000 |
| All other markets in chapter jurisdiction | C$ 250,000 | C$ 250,000 | C$ 125,000 |
|  |  |  |  |  |  |
| **SASKATCHEWAN** | Canada West | City of Regina, City of Saskatoon | C$ 350,000 | C$ 350,000 | C$ 175,000 |
| All other markets in chapter jurisdiction | C$ 350,000 | C$ 300,000 | C$ 150,000 |
|  |  |  |  |  |  |
| **YUKON** | Canada West | All Markets | C$ 300,000 | C$ 300,000 | C$ 150,000 |

| **STATE** | **CHAPTER** | **MARKET** | **INDUSTRIAL**  **GFI** | **OFFICE**  **GFI** | **MA GFI**  **(Industrial)** | **MA GFI**  **(Office)** |
| --- | --- | --- | --- | --- | --- | --- |
| **CHIHUAHUA** | El Paso | Cities: Juarez | $500,000 MXN | $500,000 MXN | $250,000 MXN | $250,000 MXN |
|  |  |  |  |  |  |  |
| **ALL**  **(Except Juarez)** | Mexico | Mexico Territory, excluding Juarez | $400,000 MXN | $400,000 MXN | $200,000 MXN | $200,000 MXN |