EXHIBIT A

MARKS

Rocks™
Rocks Clusters™
Avalanche Installer™
Schedule A: Determination of Annual Fee

An Annual Fee is payable for each Licensee Mark that incorporates the Mark unless Licensee elects the Sponsor Tier (below), in which case Licensee agrees to pay a flat annual fee. Initial payment shall be made upon approval of Licensee’s application. Annual Fees shall be payable on each subsequent anniversary of the Effective Date of this Agreement.

The amount of the Annual Fee payable on each Licensee Mark is determined by date of execution of a license agreement relating to the Mark and the previous fiscal year's total gross revenue from sales of all Marked Products bearing each Licensee Mark and sublicensing the Mark (unless Tier 6 is selected), all in accordance with the tiered fee structure, below.

For example if the same Licensee Mark is placed on two different Marked Products, then the Annual Fee payable is calculated by aggregating the total projected annual gross revenues from sales of both Marked Products.

Licensee represents that the statement of the previous fiscal year's gross revenue used to determine the sublicense fee has been made in good faith using commercially reasonable efforts. Intentional misclassification amounts to a material breach of the Agreement and may result in termination of the sublicense.

Fee Calculation:

Licensee may elect between four different options to calculate the sublicense fee. Licensee may elect any in its sole discretion. The options differ based on disclosure of the amount of revenue associated with the Mark(s) and the use of the Mark.

- **Option I:** This tiered system allows Licensee to estimate annual revenue for use of the Mark without Derivation. In some cases the fees under Option I may be higher than they would be if Licensee used Option II.

- **Option II:** This formula may result in a lower fee but requires that Licensee disclose revenue with more specificity for use of the Mark without Derivation.

- **Option III:** This tiered system allows Licensee to estimate annual revenue for use of the Mark in a Derivation. In some cases the fees under Option III may be higher than they would be if Licensee used Option IV.

- **Option IV:** This formula may result in a lower fee but requires that Licensee disclose revenue with more specificity for use of the Mark in a Derivation.

**Fee Option I**
Tier 1 (No Fee)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was between zero and US $50,000.

Tier 2 (Annual Fee = US $200)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was between US $50,000 and US $100,000.

Tier 3 (Annual Fee = US $500)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was between US $100,000 and US $200,000.

Tier 4 (Annual Fee = US $1000)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was between US $200,000 and US $1 million.

Tier 5 (Annual Fee = US $5,000)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was over US $1 million.

Tier 6 (Sponsor Tier)
Annual Fee = US$10,000/year for an unlimited number of marks.

Fee Option II
For each Marked Product, Annual Fee = Revenue x 0.1%, where Revenue equals total gross revenue raised in the previous fiscal year in connection with Marked Products and payments received for sublicensing the mark.

Fee Option III
Tier 1 (Annual Fee = US $350)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was between zero and US $50,000.

Tier 2 (Annual Fee = US $750)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was between US $50,000 and US $100,000.

Tier 3 (Annual Fee = US $1,750)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was between US $100,000 and US $200,000.

Tier 4 (Annual Fee = US $7,500)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was between US $200,000 and US $1 million.
Tier 5 (Annual Fee = US $50,000)
Applicable when: Gross revenue from use, direct sales, or sublicense of the mark last year was over US $1 million.

Tier 6 (Sponsor Tier)
Annual Fee = US$100,000/year for an unlimited number of marks.

Fee Option IV

For each Marked Product marked with a Derivation, Annual Fee = Revenue x 1%, where Revenue equals total gross revenue raised in the previous fiscal year in connection with Marked Products and payments received for sublicense of the mark.