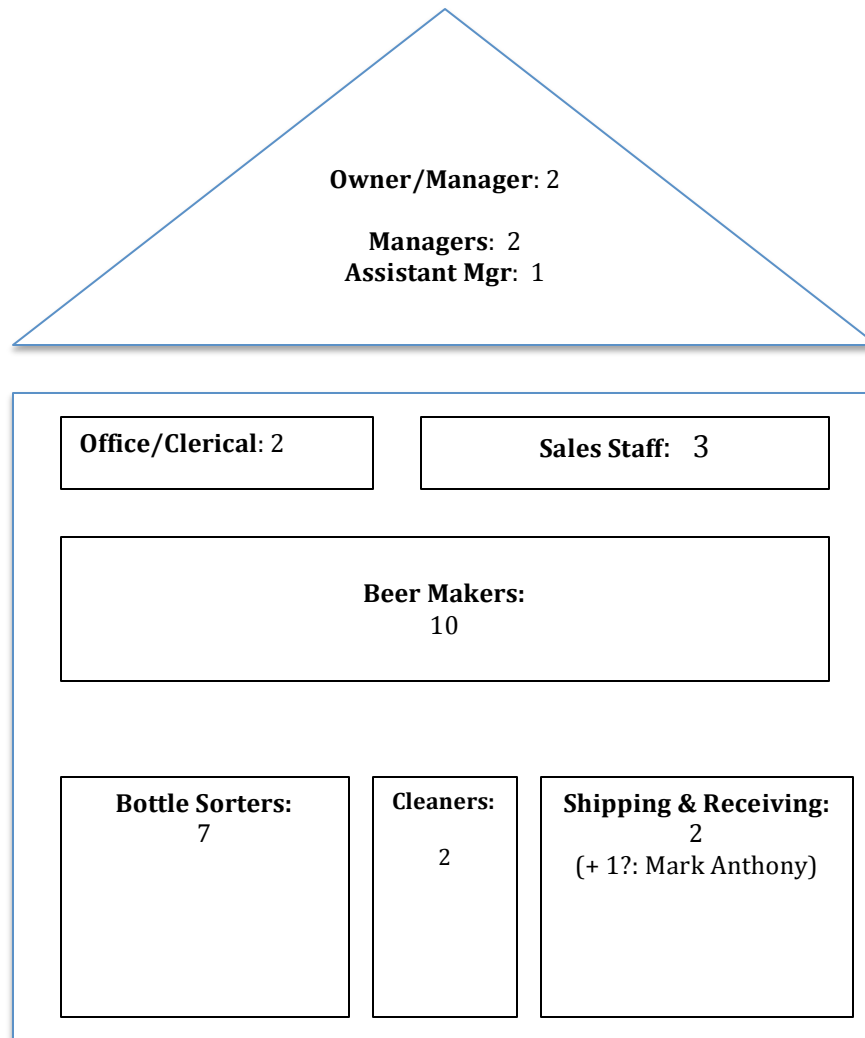


**Muskoka Bay Beer Company**  
**Exercise 9: Responding to an Application for Certification**



1. Number of workers in Union's Proposed Unit:  
 (1) Union Estimate \_\_ (2) Actual Number: \_\_
2. Number of Union Cards Union Needs to Have Submitted to Have at Least 40% of the Union's Proposed Bargaining Unit: \_\_
3. Percentage Table to Have 'At Least' 40% and greater than 50% Support:
 

40% of 18 = 7.2	50% of 18 = 9	50% of 23 = 11.5
40% of 19 = 7.6	50% of 19 = 9.5	
40% of 20 = 8	50% of 20 = 10	
40% of 21 = 8.4	50% of 21 = 10.5	
	50% of 22 = 11	