

# Producer-Handler Fee Schedule

P.O. Box 821, 122 W. Jefferson St.

Viroqua, WI 54665

608-637-2526

## FEE SCHEDULE A - Organic sales from previous year is less than \$500,000

Sales tier	SALES <sup>1</sup>		PAYMENT AMOUNT				PAYMENT OPTIONS		
	Previous year's (2017) total organic sales <sup>2</sup>		Certification fee	+	Inspection deposit <sup>3</sup>	=	Total payment	Pay in full with application	Pay quarterly <sup>4</sup>
NEW	Uncertified Applicant		\$850	+	\$400	=	\$1,250	\$1,225	*
A0	0 - 5000		\$688	+	\$400	=	\$1,088	\$1,088	\$278
A1	5,001 - 25,000		\$740	+	\$400	=	\$1,140	\$1,140	\$291
A1.5	25,001 - 40,000		\$784		\$400	=	\$1,184	\$1,184	\$302
A2	40,001 - 60,000		\$888	+	\$400	=	\$1,288	\$1,288	\$328
A3	60,001 - 80,000		\$1,032	+	\$400	=	\$1,432	\$1,432	\$364
A4	80,001 - 100,000		\$1,168	+	\$400	=	\$1,568	\$1,568	\$398
A5	100,001 - 125,000		\$1,336	+	\$400	=	\$1,736	\$1,736	\$440
A6	125,001 - 150,000		\$1,448	+	\$400	=	\$1,848	\$1,848	\$468
A7	150,001 - 175,000		\$1,648	+	\$400	=	\$2,048	\$2,048	\$518
A8	175,001 - 200,000		\$1,744	+	\$400	=	\$2,144	\$2,144	\$542
A9	200,001 - 250,000		\$1,900	+	\$400	=	\$2,300	\$2,300	\$581
A10	250,001 - 300,000		\$2,032	+	\$400	=	\$2,432	\$2,432	\$614
A11	300,001 - 350,000		\$2,120	+	\$400	=	\$2,520	\$2,520	\$636
A12	350,001 - 425,000		\$2,284	+	\$400	=	\$2,684	\$2,684	\$677
A13	425,001 - 500,000		\$2,356	+	\$400	=	\$2,756	\$2,756	\$695

## FEE SCHEDULE B - Organic sales from previous year is more than \$500,000 and majority of sales is from producer operation

Sales tier	SALES <sup>1</sup>		PAYMENT AMOUNT				PAYMENT OPTIONS		
	Previous year's (2017) total organic sales <sup>2</sup>		Certification fee	+	Inspection deposit <sup>3</sup>	=	Total payment	Pay in full with application	Pay quarterly <sup>4</sup>
B1	500,001 - 600,000		\$2,296	+	\$400	=	\$2,696	\$2,696	\$680
B2	600,001 - 700,000		\$2,356	+	\$400	=	\$2,756	\$2,756	\$695
B3	700,001 - 800,000		\$2,416	+	\$400	=	\$2,816	\$2,816	\$710
B4	800,001 - 900,000		\$2,476	+	\$400	=	\$2,876	\$2,876	\$725
B5	900,001 - 1,000,000		\$2,536	+	\$400	=	\$2,936	\$2,936	\$740
B6	1,000,001 - 1,500,000		\$2,836	+	\$400	=	\$3,236	\$3,236	\$815
B7	1,500,001 - 2,000,000		\$3,136	+	\$400	=	\$3,536	\$3,536	\$890
B8	2,000,001 - 2,500,000		\$3,436	+	\$400	=	\$3,836	\$3,836	\$965
B9	2,500,001 - 3,000,000		\$3,736	+	\$400	=	\$4,136	\$4,136	\$1,040
B10	3,000,001 - 3,500,000		\$4,036	+	\$400	=	\$4,436	\$4,436	\$1,115
B11	3,500,001 - 4,000,000		\$4,336	+	\$400	=	\$4,736	\$4,736	\$1,190
B12	4,000,001 - 4,500,000		\$4,636	+	\$400	=	\$5,036	\$5,036	\$1,265
B13	4,500,001 - 5,000,000		\$4,936	+	\$400	=	\$5,336	\$5,336	\$1,340
B14	5,000,001 - 10,000,000		\$7,336	+	\$400	=	\$7,736	\$7,736	\$1,940
B15	More than \$10,000,000		\$7,680	+	\$400	=	\$8,080	\$8,080	\$2,026

Over →

**FEE SCHEDULE C - Organic sales from previous year is more than \$500,000  
and majority of sales is from handler operation**

Sales tier	SALES <sup>1</sup>	PAYMENT AMOUNT				PAYMENT OPTIONS	
	Previous year's (2017) total organic sales <sup>2</sup>	Certification fee	+ Inspection deposit <sup>3</sup>	= Total payment	Pay in full with application	Pay quarterly <sup>4</sup>	
C1	500,001 - 600,000	\$2,900	+ \$400	= \$3,300	\$3,300	\$831	
C2	600,001 - 700,000	\$3,200	+ \$400	= \$3,600	\$3,600	\$906	
C3	700,001 - 800,000	\$3,500	+ \$400	= \$3,900	\$3,900	\$981	
C4	800,001 - 900,000	\$3,800	+ \$400	= \$4,200	\$4,200	\$1,056	
C5	900,001 - 1,000,000	\$4,100	+ \$400	= \$4,500	\$4,500	\$1,131	
C6	1,000,001 - 1,500,000	\$4,600	+ \$400	= \$5,000	\$5,000	\$1,256	
C7	1,500,001 - 2,000,000	\$5,100	+ \$400	= \$5,500	\$5,500	\$1,381	
C8	2,000,001 - 2,500,000	\$5,600	+ \$400	= \$6,000	\$6,000	\$1,506	
C9	2,500,001 - 3,000,000	\$6,200	+ \$400	= \$6,600	\$6,600	\$1,656	
C10	3,000,001 - 3,500,000	\$6,800	+ \$400	= \$7,200	\$7,200	\$1,806	
C11	3,500,001 - 4,000,000	\$7,400	+ \$400	= \$7,800	\$7,800	\$1,956	
C12	4,000,001 - 5,000,000	\$8,900	+ \$400	= \$9,300	\$9,300	\$2,331	
C13	5,000,001 - 10,000,000	\$10,400	+ \$400	= \$10,800	\$10,800	\$2,706	
C14	10,000,001 - 15,000,000	\$17,200	+ \$400	= \$17,600	\$17,600	\$4,406	
C15	15,000,001 - 150,000,001	\$20,200	+ \$400	= \$20,600	\$20,600	\$5,156	
C16	More than \$150,000,000	\$30,200	+ \$400	= \$30,600	\$30,600	\$7,656	

*See next page for additional details.*



## Producer-Handler Fee Schedule (continued)

<sup>1</sup> When a "sale" occurs with no money exchanged, such as a trade or barter, use the fair market value of the commodity to determine the dollar value to be included in your annual organic sales. Insurance proceeds must be incorporated into your organic sales total.

<sup>2</sup> Calculate income earned from organic services provided and/or organic processed products sold. Deduct the cost of any organic ingredients purchased and/or used in the final processed product to determine your adjusted gross income.

<sup>3</sup> Typically, the inspection deposit does not cover the total cost of inspection. You will be billed for the balance.

<sup>4</sup> A \$6 processing fee will be applied to all quarterly payments: due dates are 4/1, 7/1, 10/1 and 12/31.

\*For Uncertified Applicants \$756 is due with your application. The balance of \$500 plus a \$6 per quarter processing fee will be billed 30 days in advance for the remaining quarters of the year.

Actively-certified operations transferring from another certification agency or actively-certified MOSA operations that are moving and certifying at a new location, use the tier system to determine fees.

**The USDA Organic Cost Share Program offers a rebate for organic certification-related fees paid to your certifier.**

**Please contact MOSA for more information about this program.**



# MOSA Discounts & Other Fees

DISCOUNTS & EXTENSION FEES	
<p><b>Updating Clients only: Early Bird &amp; Pay Annual Fees in Full Discount</b> - Submit update forms and <i>full</i> annual fees by February 15 and receive a \$50 discount.</p>	\$50 discount
<p><b>Updating Clients only: Early Bird Discount for Quarterly &amp; Milk Clients</b> - Submit update forms and first quarter fees or have monthly milk check deduction set up by February 15 and receive a \$25 discount.</p>	\$25 discount
<p><b>New Applicants only: Pay-in-Full Discount</b> - Submit application and <i>full</i> annual fees anytime throughout your first year and receive a \$25 discount.</p>	\$25 discount
<p><b>Updating Clients only: One-Time Annual Update Extension Fee</b> - Update forms and fees are due by April 1. You may contact MOSA's finance department to request a one-time, 15-day extension. The extension must be requested and paid by April 1. Update forms and fees submitted must be postmarked or hand-delivered to MOSA on or before April 15 or late fees will apply.</p>	\$60
EXPEDITED SERVICE FEE	
<p><b>New Applicants only: Expedited Service Fee</b> - For information on how the certification process may be accelerated, refer to the Expedited Certification Program flier or contact MOSA.</p>	<p>\$300- Producer only            \$450- Producer w/ Livestock            \$700- Producer/Handlers            \$700- Handler</p>
LATE FEES & PROCESSING FEES	
<p><b>Annual Update Late Fees:</b> If update forms and fees are submitted <i>after</i> April 1, a late fee may apply of \$150/month, up to \$300 max.</p>	\$150/month, max \$300
<p><b>Missed Certification Deadline Fees:</b> Examples include: failure to respond to initial review or other certification letters, or invoices, by stated deadlines or due dates.</p>	\$60
<p><b>Finance Charge:</b> A 1.5% finance charge may be applied to balances over 30 days past due.</p>	1.5% of balance due
<p><b>Processing fees:</b> The quarterly payment option will include a \$6 processing fee. The milk check deduction payment option will include a \$2 processing fee.</p>	<p>\$6 per quarter            \$2 per month</p>
INSPECTION FEES	
<p><b>Inspection Cost:</b> An inspection <i>deposit</i> is included in your annual certification fees. If the cost of your inspection exceeds the inspection deposit, you will be billed for the balance after your inspection. The <i>total</i> cost of inspection includes administrative services, professional fees, and travel expenses.</p>	Varies
<p><b>Inspection Cancellation Fee:</b> Cancellation within one week of a scheduled inspection may result in a \$60 minimum fee. Any inspection-related fees that the inspector has incurred may also be non-refundable.</p>	\$60 minimum
<p><b>Unannounced and Additional Inspections:</b> refer to the MOSA Program Manual.</p>	Varies
OTHER FEES	
<p><b>Administrative Fee:</b> For additional services such as additional verifications, certificate changes outside of the annual review, international services, and other administrative services.</p>	\$90/hour
<p><b>Transitional Verification</b></p>	\$250 annually
<p><b>Reinstatement Review</b> after suspension. Nonrefundable.</p>	\$500 minimum
<p><b>Mediation Costs</b></p>	\$300 deposit + costs
<p><b>Contract Feed Mill:</b> See definition in the MOSA Program Manual</p>	\$300 annually
<p><b>Contract Meat Processor:</b> See definition in the MOSA Program Manual</p>	\$400 annually
<p><b>Private Label Authorization Review:</b> Per arrangement, per co-packing facility</p>	\$250 annual minimum

Continued ➡



## Surrender, Withdrawal, or Other Termination

Clients and Applicants are liable for fees and costs (including current year fees as described below) incurred through the effective date of surrender, withdrawal, or other termination. Payment is due within 30 days of the surrender, withdrawal or termination.

<p><b>For new applicants only:</b> Withdrawal or other termination <b>after you have submitted your annual Organic System Plan (OSP) and prior to the start of your annual initial review</b>, a minimum administrative fee of \$90 may be charged.</p>	<p><b>\$90 minimum</b></p>												
<p><b>For MOSA-certified clients only:</b> Surrender or other termination <b>prior to the start of your annual initial review</b>, a minimum administrative fee of \$90 may be charged. Fees due are based on the effective date of surrender or termination as follows:</p> <table border="1" data-bbox="186 730 987 846"> <thead> <tr> <th><u>Surrender Effective Date</u></th> <th><u>Paperwork Not Submitted</u></th> <th><u>Paperwork Submitted</u></th> </tr> </thead> <tbody> <tr> <td>January 1– April 1</td> <td>\$0</td> <td>\$90</td> </tr> <tr> <td>April 2 – April 30</td> <td>\$150</td> <td>\$240</td> </tr> <tr> <td>May 1 and after</td> <td>\$300</td> <td>\$390</td> </tr> </tbody> </table>	<u>Surrender Effective Date</u>	<u>Paperwork Not Submitted</u>	<u>Paperwork Submitted</u>	January 1– April 1	\$0	\$90	April 2 – April 30	\$150	\$240	May 1 and after	\$300	\$390	<p><b>\$90 minimum (See Surrender Effective Dates)</b></p>
<u>Surrender Effective Date</u>	<u>Paperwork Not Submitted</u>	<u>Paperwork Submitted</u>											
January 1– April 1	\$0	\$90											
April 2 – April 30	\$150	\$240											
May 1 and after	\$300	\$390											
<p><b>For all (MOSA-certified clients &amp; new applicants):</b> Surrender, withdrawal, other termination <b>after MOSA staff has started your annual initial review</b>. You will be charged half of the certification fee plus any inspection fees. The certification fee is separate from inspection fees.</p>	<p><b>½ of Certification Fees + any inspection fees</b></p>												
<p><b>For all (MOSA-certified clients &amp; new applicants):</b> Surrender, withdrawal, other termination <b>after MOSA has started your final review</b>. You will be charged the full certification fee plus inspection fees. The certification fee is separate from inspection fees.</p>	<p><b>Full Certification Fees + inspection fees</b></p>												

Payments that have been submitted, or credits on your account, if applicable, will be applied to fees owed. This may result in a refund or balance due.