



# Handler Fee Schedule

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Viroqua, WI 54665  
608-637-2526

Sales tier	SALES <sup>1</sup>	PAYMENT AMOUNT				PAYMENT OPTIONS	
	Previous year's (2017) adjusted gross organic sales <sup>2</sup> Retailers: see next page	Certification fee	+ Inspection deposit <sup>3</sup>	= Total payment	Pay in full	Pay quarterly <sup>4</sup>	
NEW	Uncertified Applicants:	\$950	+ \$400	= \$1,350	\$1,325	*	
NEW	Transfer from Closing ACA	\$0	+ \$400	= \$400	\$400	N/A	
1	0 - 40,000	\$904	+ \$400	= \$1,304	\$1,304	\$332	
2	40,001 - 60,000	\$976	+ \$400	= \$1,376	\$1,376	\$350	
3	60,001 - 80,000	\$1,052	+ \$400	= \$1,452	\$1,452	\$369	
4	80,001 - 100,000	\$1,152	+ \$400	= \$1,552	\$1,552	\$394	
5	100,001 - 125,000	\$1,304	+ \$400	= \$1,704	\$1,704	\$432	
6	125,001 - 150,000	\$1,472	+ \$400	= \$1,872	\$1,872	\$474	
7	150,001 - 175,000	\$1,624	+ \$400	= \$2,024	\$2,024	\$512	
8	175,001 - 200,000	\$1,772	+ \$400	= \$2,172	\$2,172	\$549	
9	200,001 - 250,000	\$1,924	+ \$400	= \$2,324	\$2,324	\$587	
10	250,001 - 300,000	\$2,080	+ \$400	= \$2,480	\$2,480	\$626	
11	300,001 - 350,000	\$2,232	+ \$400	= \$2,632	\$2,632	\$664	
12	350,001 - 425,000	\$2,432	+ \$400	= \$2,832	\$2,832	\$714	
13	425,001 - 500,000	\$2,632	+ \$400	= \$3,032	\$3,032	\$764	
14	500,001 - 600,000	\$2,880	+ \$400	= \$3,280	\$3,280	\$826	
15	600,001 - 700,000	\$3,200	+ \$400	= \$3,600	\$3,600	\$906	
16	700,001 - 800,000	\$3,516	+ \$400	= \$3,916	\$3,916	\$985	
17	800,001 - 900,000	\$3,832	+ \$400	= \$4,232	\$4,232	\$1,064	
18	900,001 - 1 million	\$4,144	+ \$400	= \$4,544	\$4,544	\$1,142	
19	1 million - 1.5 million	\$4,672	+ \$400	= \$5,072	\$5,072	\$1,274	
20	1.5 million - 2 million	\$5,196	+ \$400	= \$5,596	\$5,596	\$1,405	
21	2 million - 2.5 million	\$5,720	+ \$400	= \$6,120	\$6,120	\$1,536	
22	2.5 million - 3 million	\$6,352	+ \$400	= \$6,752	\$6,752	\$1,694	
23	3 million - 3.5 million	\$6,980	+ \$400	= \$7,380	\$7,380	\$1,851	
24	3.5 million - 4 million	\$7,612	+ \$400	= \$8,012	\$8,012	\$2,009	
25	4 million - 5 million	\$9,184	+ \$400	= \$9,584	\$9,584	\$2,402	
26	5 million - 10 million	\$10,760	+ \$400	= \$11,160	\$11,160	\$2,796	
27	10 million - 15 million	\$17,900	+ \$400	= \$18,300	\$18,300	\$4,581	
28	15 million - 150 million	\$21,052	+ \$400	= \$21,452	\$21,452	\$5,369	
29	More than \$150 million	\$31,552	+ \$400	= \$31,952	\$31,952	\$7,994	

See reverse for additional details.



## 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 gross 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 \$806 is due with your application. The balance of \$550 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.

### **Fees for uncertified and updating retailers, per location (tiers do not apply):**

- **Certified departments totaling less than 7,500 sq. ft.:** \$1150 certification fee + \$400 inspection deposit = \$1550.
- **Certified departments totaling 7,500 sq. ft. to 18,000 sq. ft.:** \$1900 cert. fee + \$400 inspection deposit = \$2300.
- **Certified departments totaling greater than 18,000 sq. ft.:** \$2900 cert. fee + \$400 inspection deposit = \$3300

**Fees for distributors** (applies to operations like warehouses, brokers, traders whose only organic product handling activities are excluded from a certification requirement – see NOS section 205.101):

- **Uncertified applicants** - The uncertified applicant rate of \$1350 for year one on the fee schedule applies to uncertified distributors.
- **Certified distributors** - first divide your adjusted gross sales or commissions by 5 (or multiply by .2), then use that number to determine the certification fee according to the tiers on page 1. Add the \$400 inspection deposit to determine the amount to pay in full at application.

**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

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## 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="186 695 984 814"> <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.