



Producer-Handler-Livestock 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 ¹ Previous year's (2017) total organic sales ²	PAYMENT AMOUNT				PAYMENT OPTIONS			
		Certification fee	+	Inspection deposit ³	=	Total payment	Pay in full	Pay quarterly ⁴	Monthly milk check deduction ⁵
NEW	Uncertified Applicant	\$900	+	\$400	=	\$1,300	\$1,275	*	**
NEW	Transfer from Closing ACA	\$0	+	\$400	=	\$400	\$400	N/A	N/A
A0	0 - 5000	\$752	+	\$400	=	\$1,152	\$1,152	\$294	\$98
A1	5001 - 25000	\$776	+	\$400	=	\$1,176	\$1,176	\$300	\$100
A1.5	25,001 - 40,000	\$800	+	\$400	=	\$1,200	\$1,200	\$306	\$102
A2	40,001 - 60,000	\$908	+	\$400	=	\$1,308	\$1,308	\$333	\$111
A3	60,001 - 80,000	\$1,052	+	\$400	=	\$1,452	\$1,452	\$369	\$123
A4	80,001 - 100,000	\$1,196	+	\$400	=	\$1,596	\$1,596	\$405	\$135
A5	100,001 - 125,000	\$1,364	+	\$400	=	\$1,764	\$1,764	\$447	\$149
A6	125,001 - 150,000	\$1,472	+	\$400	=	\$1,872	\$1,872	\$474	\$158
A7	150,001 - 175,000	\$1,676	+	\$400	=	\$2,076	\$2,076	\$525	\$175
A8	175,001 - 200,000	\$1,772	+	\$400	=	\$2,172	\$2,172	\$549	\$183
A9	200,001 - 250,000	\$1,928	+	\$400	=	\$2,328	\$2,328	\$588	\$196
A10	250,001 - 300,000	\$2,060	+	\$400	=	\$2,460	\$2,460	\$621	\$207
A11	300,001 - 350,000	\$2,144	+	\$400	=	\$2,544	\$2,544	\$642	\$214
A12	350,001 - 425,000	\$2,312	+	\$400	=	\$2,712	\$2,712	\$684	\$228
A13	425,001 - 500,000	\$2,384	+	\$400	=	\$2,784	\$2,784	\$702	\$234

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

Sales tier	SALES ¹ Previous year's (2017) total organic sales ²	PAYMENT AMOUNT				PAYMENT OPTIONS			
		Certification fee	+	Inspection deposit ³	=	Total payment	Pay in full	Pay quarterly ⁴	Monthly milk check deduction ⁵
B1	500001 - 600000	\$2,324	+	\$400	=	\$2,724	\$2,724	\$687	\$229
B2	600001 - 700000	\$2,384	+	\$400	=	\$2,784	\$2,784	\$702	\$234
B3	700,001 - 800,000	\$2,444	+	\$400	=	\$2,844	\$2,844	\$717	\$239
B4	800,001 - 900,000	\$2,504	+	\$400	=	\$2,904	\$2,904	\$732	\$244
B5	900,001 - 1,000,000	\$2,564	+	\$400	=	\$2,964	\$2,964	\$747	\$249
B6	1,000,001 - 1,500,000	\$2,864	+	\$400	=	\$3,264	\$3,264	\$822	\$274
B7	1,500,001 - 2,000,000	\$3,164	+	\$400	=	\$3,564	\$3,564	\$897	\$299
B8	2,000,001 - 2,500,000	\$3,464	+	\$400	=	\$3,864	\$3,864	\$972	\$324
B9	2,500,001 - 3,000,000	\$3,764	+	\$400	=	\$4,164	\$4,164	\$1,047	\$349
B10	3,000,001 - 3,500,000	\$4,064	+	\$400	=	\$4,464	\$4,464	\$1,122	\$374
B11	3,500,001 - 4,000,000	\$4,364	+	\$400	=	\$4,764	\$4,764	\$1,197	\$399
B12	4,000,001 - 4,500,000	\$4,664	+	\$400	=	\$5,064	\$5,064	\$1,272	\$424
B13	4,500,001 - 5,000,000	\$4,964	+	\$400	=	\$5,364	\$5,364	\$1,347	\$449
B14	5,000,001 - 10,000,000	\$7,364	+	\$400	=	\$7,764	\$7,764	\$1,947	\$649
B15	More than \$10,000,000	\$7,700	+	\$400	=	\$8,100	\$8,100	\$2,031	\$677

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 ¹ Previous year's (2017) total organic sales ²	PAYMENT AMOUNT				PAYMENT OPTIONS			
		Certification fee	+	Inspection deposit ³	=	Total payment	Pay in full with application	Pay quarterly ⁴	Monthly milk check deduction ⁵
C1	500001 - 600000	\$2,924	+	\$400	=	\$3,324	\$3,324	\$837	\$279
C2	600001 - 700000	\$3,224	+	\$400	=	\$3,624	\$3,624	\$912	\$304
C3	700,001 - 800,000	\$3,524	+	\$400	=	\$3,924	\$3,924	\$987	\$329
C4	800,001 - 900,000	\$3,824	+	\$400	=	\$4,224	\$4,224	\$1,062	\$354
C5	900,001 - 1,000,000	\$4,124	+	\$400	=	\$4,524	\$4,524	\$1,137	\$379
C6	1,000,001 - 1,500,000	\$4,628	+	\$400	=	\$5,028	\$5,028	\$1,263	\$421
C7	1,500,001 - 2,000,000	\$5,120	+	\$400	=	\$5,520	\$5,520	\$1,386	\$462
C8	2,000,001 - 2,500,000	\$5,624	+	\$400	=	\$6,024	\$6,024	\$1,512	\$504
C9	2,500,001 - 3,000,000	\$6,224	+	\$400	=	\$6,624	\$6,624	\$1,662	\$554
C10	3,000,001 - 3,500,000	\$6,824	+	\$400	=	\$7,224	\$7,224	\$1,812	\$604
C11	3,500,001 - 4,000,000	\$7,424	+	\$400	=	\$7,824	\$7,824	\$1,962	\$654
C12	4,000,001 - 5,000,000	\$8,924	+	\$400	=	\$9,324	\$9,324	\$2,337	\$779
C13	5,000,001 - 10,000,000	\$10,424	+	\$400	=	\$10,824	\$10,824	\$2,712	\$904
C14	10,000,001 - 15,000,000	\$17,228	+	\$400	=	\$17,628	\$17,628	\$4,413	\$1,471
C15	15,000,001 - 150,000,001	\$20,228	+	\$400	=	\$20,628	\$20,628	\$5,163	\$1,721
C16	More than \$150,000,000	\$30,224	+	\$400	=	\$30,624	\$30,624	\$7,662	\$2,554

See next page for additional details.



Producer-Handler-Livestock Fee Schedule (continued)

¹ 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.

² 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.

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

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

⁵ Monthly based on annual fees. All monthly payments include a \$2 processing fee per month.

*For Uncertified Applicants \$806 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.

** New milk producers: You may have your buyer deduct the remaining \$500 plus \$2 per month processing fee from your monthly milk checks and have them sent directly to MOSA.

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>Updating Clients only: Early Bird & Pay Annual Fees in Full Discount - Submit update forms and <i>full</i> annual fees by February 15 and receive a \$50 discount.</p>	\$50 discount
<p>Updating Clients only: Early Bird Discount for Quarterly & Milk Clients - 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>New Applicants only: Pay-in-Full Discount - Submit application and <i>full</i> annual fees anytime throughout your first year and receive a \$25 discount.</p>	\$25 discount
<p>Updating Clients only: One-Time Annual Update Extension Fee - 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>New Applicants only: Expedited Service Fee - 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>Annual Update Late Fees: 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>Missed Certification Deadline Fees: Examples include: failure to respond to initial review or other certification letters, or invoices, by stated deadlines or due dates.</p>	\$60
<p>Finance Charge: A 1.5% finance charge may be applied to balances over 30 days past due.</p>	1.5% of balance due
<p>Processing fees: 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>Inspection Cost: 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>Inspection Cancellation Fee: 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>Unannounced and Additional Inspections: refer to the MOSA Program Manual.</p>	Varies
OTHER FEES	
<p>Administrative Fee: For additional services such as additional verifications, certificate changes outside of the annual review, international services, and other administrative services.</p>	\$90/hour
<p>Transitional Verification</p>	\$250 annually
<p>Reinstatement Review after suspension. Nonrefundable.</p>	\$500 minimum
<p>Mediation Costs</p>	\$300 deposit + costs
<p>Contract Feed Mill: See definition in the MOSA Program Manual</p>	\$300 annually
<p>Contract Meat Processor: See definition in the MOSA Program Manual</p>	\$400 annually
<p>Private Label Authorization Review: 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>For new applicants only: Withdrawal or other termination after you have submitted your annual Organic System Plan (OSP) and prior to the start of your annual initial review, a minimum administrative fee of \$90 may be charged.</p>	<p>\$90 minimum</p>												
<p>For MOSA-certified clients only: Surrender or other termination prior to the start of your annual initial review, 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>\$90 minimum (See Surrender Effective Dates)</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>For all (MOSA-certified clients & new applicants): Surrender, withdrawal, other termination after MOSA staff has started your annual initial review. You will be charged half of the certification fee plus any inspection fees. The certification fee is separate from inspection fees.</p>	<p>½ of Certification Fees + any inspection fees</p>												
<p>For all (MOSA-certified clients & new applicants): Surrender, withdrawal, other termination after MOSA has started your final review. You will be charged the full certification fee plus inspection fees. The certification fee is separate from inspection fees.</p>	<p>Full Certification Fees + inspection fees</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.