



Handler Fee Schedule

P.O. Box 821, 122 W. Jefferson St.
Viroqua, WI 54665
608-637-2526

Sales tier	SALES ¹	PAYMENT AMOUNT			PAYMENT OPTIONS	
	Previous year's (2018) adjusted gross organic sales ² Retailers: see next page	Certification fee	+ Inspection base fee ³	= Total payment	Pay in full	Pay quarterly ⁴
NEW	Uncertified Applicants:	\$950	+ \$400	= \$1,350	\$1,325	*
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 - 1,000,000	\$4,144	+ \$400	= \$4,544	\$4,544	\$1,142
19	1,000,001 - 1,500,000	\$4,672	+ \$400	= \$5,072	\$5,072	\$1,274
20	1,500,001 - 2,000,000	\$5,196	+ \$400	= \$5,596	\$5,596	\$1,405
21	2,000,001 - 2,500,000	\$5,720	+ \$400	= \$6,120	\$6,120	\$1,536
22	2,500,001 - 3,000,000	\$6,352	+ \$400	= \$6,752	\$6,752	\$1,694
23	3,000,001 - 3,500,000	\$6,980	+ \$400	= \$7,380	\$7,380	\$1,851
24	3,500,001 - 4,000,000	\$7,612	+ \$400	= \$8,012	\$8,012	\$2,009
25	4,000,001 - 5,000,000	\$9,184	+ \$400	= \$9,584	\$9,584	\$2,402
26	5,000,001 - 10,000,000	\$10,760	+ \$400	= \$11,160	\$11,160	\$2,796
27	10,000,001 - 15,000,000	\$15,906	+ \$400	= \$16,306	\$16,306	\$4,083
28	15,000,001 - 50,000,000	\$21,052	+ \$400	= \$21,452	\$21,452	\$5,369
29	50,000,001 - 100,000,000	\$24,552	+ \$400	= \$24,952	\$24,952	\$6,244
30	100,000,001 - 300,000,000	\$28,552	+ \$400	= \$28,952	\$28,952	\$7,244
31	300,000,001 - 600,000,000	\$33,052	+ \$400	= \$33,452	\$33,452	\$8,369
32	600,000,001 - 750,000,000	\$38,052	+ \$400	= \$38,452	\$38,452	\$9,619
33	750,000,001 - 1,000,000,000	\$43,552	+ \$400	= \$43,952	\$43,952	\$10,994

See reverse for additional details.



Handler 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 A nonrefundable inspection *base fee* is included in your annual certification fees. If the cost of your inspection exceeds the inspection base fee, you will be billed for the balance after your inspection. The *total* cost of inspection includes administrative services, professional fees, and travel expenses.

⁴ Quarterly payments are due 4/1, 7/1, 10/1 and 12/31 and include a \$6 processing fee.

* 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 divided over 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 such as 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.



MOSA Discounts & Other Fees

DISCOUNTS & EXTENSION FEES	
<p>Updating Clients only: Early Bird & Pay-In-Full Discount - Submit annual 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 annual update forms and first quarter fees or set up monthly milk check deduction 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 - Annual update forms and fees are due by April 1. To request and pay for a one-time, 15-day extension, contact MOSA's finance department by April 1. With an extension, annual update forms and fees <i>must</i> 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 \$1200- Handler</p>
LATE FEES & PROCESSING FEES	
<p>Annual Update Late Fees: A monthly fee charged if annual update forms or fees are submitted after April 1.</p>	\$150/month, max \$300
<p>Missed Certification Deadline Fees: Examples include: failure to respond to initial review or other certification letters, or submit payments, by stated deadlines or due dates.</p>	\$60
<p>Finance Charge: A 1.5% monthly finance charge applied to balances over 30 days past due.</p>	1.5% of balance due
<p>Processing fees: The quarterly payment option includes a \$6 processing fee. The milk check deduction payment option includes a \$2 processing fee.</p>	<p>\$6 per quarter \$2 per month</p>
INSPECTION FEES	
<p>Inspection Cost: A nonrefundable inspection <i>base fee</i> is included in your annual certification fees. If the cost of your inspection exceeds the inspection base fee, 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 will result in a \$60 minimum fee. Any inspection-related fees that the inspector has incurred are also non-refundable.</p>	\$60 minimum
<p>Unannounced and Additional Inspections: refer to the MOSA Program Manual.</p>	Varies
OTHER FEES	
<p>Grass-Fed Certification for dairy and/or meat</p>	\$300 + inspection fees for each program
<p>Transitional Verification</p>	\$250 annually
<p>Contract Feed Mill: See definition in the MOSA Program Manual</p>	\$450 annually
<p>Contract Slaughter Facility/ Meat Processor: See definition in the MOSA Program Manual</p>	\$450 annually
<p>Private Label Authorization Review: Per arrangement, per co-packing facility</p>	\$250 annual minimum
<p>Reinstatement Review after suspension. Nonrefundable.</p>	\$500 minimum
<p>Mediation Costs</p>	\$300 deposit + costs
<p>Additional Certificates (one location – multiple entities) Fee</p>	\$250 each certificate
<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



Surrender, Withdrawal, Transfer, 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. See the MOSA Program Manual for more information.

<p>For new applicants only: Withdrawal or other termination after you have submitted your initial application and fees and prior to the start of your annual initial review, a minimum administrative fee of \$90 will 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 and whether your annual update forms have been submitted:</p> <table border="1" data-bbox="142 632 1146 751"> <thead> <tr> <th><u>Surrender/Termination Effective Date</u></th> <th><u>Annual Update Not Submitted</u></th> <th><u>Annual Update Submitted</u></th> </tr> </thead> <tbody> <tr> <td>January 1 – April 1</td> <td style="text-align: center;">\$0</td> <td style="text-align: center;">\$90</td> </tr> <tr> <td>April 2 – April 30</td> <td style="text-align: center;">\$150</td> <td style="text-align: center;">\$240</td> </tr> <tr> <td>May 1 and after</td> <td style="text-align: center;">\$300</td> <td style="text-align: center;">\$390</td> </tr> </tbody> </table> <p>For clients transferring to another certification agency, see Program Manual and NOP Program Handbook Instruction 2604.</p>	<u>Surrender/Termination Effective Date</u>	<u>Annual Update Not Submitted</u>	<u>Annual Update Submitted</u>	January 1 – April 1	\$0	\$90	April 2 – April 30	\$150	\$240	May 1 and after	\$300	\$390	<p>(See chart)</p>
<u>Surrender/Termination Effective Date</u>	<u>Annual Update Not Submitted</u>	<u>Annual Update 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 or \$300 (whichever is greater) plus any inspection related costs and fees. The certification fee is separate from inspection costs and fees.</p>	<p>½ of Certification Fees or \$300 (whichever is greater) + any inspection costs and 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 related costs and fees. The certification fee is separate from inspection costs and fees.</p>	<p>Full Certification Fees + inspection costs and fees</p>												

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