



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 ¹ Previous year's (2018) total organic sales ²	PAYMENT AMOUNT				PAYMENT OPTIONS		
		Certification fee	+	Inspection base fee ³	=	Total payment	Pay in full with application	Pay quarterly ⁴
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 ¹ Previous year's (2018) total organic sales ²	PAYMENT AMOUNT				PAYMENT OPTIONS		
		Certification fee	+	Inspection base fee ³	=	Total payment	Pay in full with application	Pay quarterly ⁴
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 ¹	PAYMENT AMOUNT				PAYMENT OPTIONS	
	Previous year's (2018) total organic sales ²	Certification fee	+ Inspection base fee ³	= Total payment	Pay in full with application	Pay quarterly ⁴	
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	\$15,906	+ \$400	= \$16,306	\$16,306	\$4,083	
C15	15,000,001 - 50,000,000	\$21,052	+ \$400	= \$21,452	\$21,452	\$5,369	
C16	50,000,001 - 100,000,000	\$24,552	+ \$400	= \$24,952	\$24,952	\$6,244	
C17	100,000,001 - 300,000,000	\$28,552	+ \$400	= \$28,952	\$28,952	\$7,244	
C18	300,000,001 - 600,000,000	\$33,052	+ \$400	= \$33,452	\$33,452	\$8,369	
C19	600,000,001 - 750,000,000	\$38,052	+ \$400	= \$38,452	\$38,452	\$9,619	
C20	750,000,001 - 1,000,000,000	\$43,552	+ \$400	= \$43,952	\$43,952	\$10,994	

See next page for additional details.



Producer-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 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 \$756 is due with your application. The balance of \$500 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.



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="142 636 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.