



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 (2018) total organic sales ²	PAYMENT AMOUNT				PAYMENT OPTIONS		
		Certification fee	+	Inspection base fee ³	= Total payment	Pay in full	Pay quarterly ⁴	Monthly milk check deduction ⁵
NEW	Uncertified Applicant	\$900	+	\$400	= \$1,300	\$1,275	*	**
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 (2018) total organic sales ²	PAYMENT AMOUNT				PAYMENT OPTIONS		
		Certification fee	+	Inspection base fee ³	= Total payment	Pay in full	Pay quarterly ⁴	Monthly milk check deduction ⁵
B1	500,001 - 600,000	\$2,324	+	\$400	= \$2,724	\$2,724	\$687	\$229
B2	600,001 - 700,000	\$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	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	Monthly milk check deduction ⁵		
C1	500,001 - 600,000	\$2,924	+	\$400	=	\$3,324	\$3,324	\$837	\$279
C2	600,001 - 700,000	\$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	\$15,906	+	\$400	=	\$16,306	\$16,306	\$4,083	\$1,361
C15	15,000,001 - 50,000,000	\$21,102	+	\$400	=	\$21,502	\$21,502	\$5,382	\$1,794
C16	50,000,001 - 100,000,000	\$24,602	+	\$400	=	\$25,002	\$25,002	\$6,257	\$2,086
C17	100,000,001 - 300,000,000	\$28,602	+	\$400	=	\$29,002	\$29,002	\$7,257	\$2,419
C18	300,000,001 - 600,000,000	\$33,102	+	\$400	=	\$33,502	\$33,502	\$8,382	\$2,794
C19	600,000,001 - 750,000,000	\$38,102	+	\$400	=	\$38,502	\$38,502	\$9,632	\$3,211
C20	750,000,001 - 1,000,000,000	\$43,602	+	\$400	=	\$44,002	\$44,002	\$11,007	\$3,669

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 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.

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 divided over 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.



MOSA Discounts & Other Fees

DISCOUNTS & EXTENSION FEES	
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.	\$50 discount
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.	\$25 discount
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.	\$25 discount
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.	\$60
EXPEDITED SERVICE FEE	
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.	\$300 - Producer only \$450 - Producer w/ Livestock \$700 - Producer/Handlers \$1200 - Handler
LATE FEES & PROCESSING FEES	
Annual Update Late Fees: A monthly fee charged if annual update forms or fees are submitted after April 1.	\$150/month, max \$300
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.	\$60
Finance Charge: A 1.5% monthly finance charge applied to balances over 30 days past due.	1.5% of balance due
Processing fees: The quarterly payment option includes a \$6 processing fee. The milk check deduction payment option includes a \$2 processing fee.	\$6 per quarter \$2 per month
INSPECTION FEES	
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.	Varies
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.	\$60 minimum
Unannounced and Additional Inspections: refer to the MOSA Program Manual.	Varies
OTHER FEES	
Grass-Fed Certification for dairy and/or meat	\$300 + inspection fees for each program
Transitional Verification	\$250 annually
Contract Feed Mill: See definition in the MOSA Program Manual	\$450 annually
Contract Slaughter Facility/ Meat Processor: See definition in the MOSA Program Manual	\$450 annually
Private Label Authorization Review: Per arrangement, per co-packing facility	\$250 annual minimum
Reinstatement Review after suspension. Nonrefundable.	\$500 minimum
Mediation Costs	\$300 deposit + costs
Additional Certificates (one location – multiple entities) Fee	\$250 each certificate
Administrative Fee: For additional services such as additional verifications, certificate changes outside of the annual review, international services, and other administrative services.	\$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.