



# Handler and Producer/Handler Fee Schedule

P.O. Box 821, 122 W. Jefferson St.  
 Viroqua, WI 54665  
 Toll Free 844-637-2526

Sales tier	<b>SALES</b> Previous year's (2023) organic sales  <b>*For calculation instructions: see page 2</b> <b>**Retailers &amp; Non-Processing Handlers:            see page 2</b>	<b>Handler, Non-Processing            Handlers or Producer/Handler            with Crops</b> <b>Payment Options</b> (\$450 Inspection Base Fee Included)		<b>Producer/Handler            with Crop &amp; Livestock</b> <b>Payment Options</b> (\$450 Inspection Base Fee Included)	
		Annual	Quarterly (Includes \$24 fee)	Annual	Quarterly (Includes \$24 fee)
		NEW	Uncertified Applicants:	\$1,600	N/A
1	0 - 40,000	\$1,544	\$392	\$1,597	\$405
2	40,001 - 60,000	\$1,624	\$412	\$1,676	\$425
3	60,001 - 80,000	\$1,716	\$435	\$1,769	\$448
4	80,001 - 100,000	\$1,822	\$462	\$1,874	\$475
5	100,001 - 125,000	\$1,993	\$504	\$2,046	\$518
6	125,001 - 150,000	\$2,178	\$551	\$2,231	\$564
7	150,001 - 175,000	\$2,336	\$590	\$2,389	\$603
8	175,001 - 200,000	\$2,508	\$633	\$2,561	\$646
9	200,001 - 250,000	\$2,666	\$673	\$2,719	\$686
10	250,001 - 300,000	\$2,902	\$732	\$2,952	\$744
11	300,001 - 350,000	\$3,062	\$772	\$3,115	\$785
12	350,001 - 425,000	\$3,287	\$828	\$3,340	\$841
13	425,001 - 500,000	\$3,511	\$884	\$3,564	\$897
14	500,001 - 600,000	\$3,775	\$950	\$3,828	\$963
15	600,001 - 700,000	\$4,184	\$1,052	\$4,237	\$1,065
16	700,001 - 800,000	\$4,530	\$1,139	\$4,580	\$1,151
17	800,001 - 900,000	\$4,884	\$1,227	\$4,937	\$1,240
18	900,001 - 1,000,000	\$5,214	\$1,310	\$5,267	\$1,323
19	1,000,001 - 1,500,000	\$5,808	\$1,458	\$5,861	\$1,471
20	1,500,001 - 2,000,000	\$6,442	\$1,617	\$6,494	\$1,630
21	2,000,001 - 2,500,000	\$7,128	\$1,788	\$7,181	\$1,801
22	2,500,001 - 3,000,000	\$7,933	\$1,989	\$7,986	\$2,003
23	3,000,001 - 3,500,000	\$8,725	\$2,187	\$8,778	\$2,201
24	3,500,001 - 4,000,000	\$9,860	\$2,471	\$9,913	\$2,484
25	4,000,001 - 5,000,000	\$11,378	\$2,851	\$11,431	\$2,864
26	5,000,001 - 10,000,000	\$13,213	\$3,309	\$13,266	\$3,323
27	10,000,001 - 15,000,000	\$18,982	\$4,752	\$19,034	\$4,765
28	15,000,001 - 50,000,000	\$24,750	\$6,194	\$24,803	\$6,207
29	50,000,001 - 100,000,000	\$27,720	\$6,936	\$27,773	\$6,949
30	100,000,001 - 300,000,000	\$33,449	\$8,368	\$33,502	\$8,382
31	300,000,001 - 600,000,000	\$38,729	\$9,688	\$38,782	\$9,702
32	600,000,001 - 750,000,000	\$44,444	\$11,117	\$44,497	\$11,130
33	750,000,001 - 1,000,000,000	\$51,150	\$12,794	\$51,203	\$12,807
34	Greater than 1,000,000,000	*call for quote			

See reverse for additional details.



## Fee Schedule - Handler, Non-Processing Handler, Retailers (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. Do not deduct the cost or value of items --such as, purchase of seeds and/or inputs, payment for labor, transportation, slaughter services, marketing, custom harvest, or other post-harvest expenses.

<sup>3</sup> 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.

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

Uncertified Applicants must pay in full with application.

Actively certified operations transferring from another certification agency or actively certified MOSA operations that are moving and certifying at a new location must pay in full and 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 + \$450 inspection deposit = \$1600.
- **Certified departments totaling 7,500 sq. ft. to 18,000 sq. ft.:** \$1900 cert. fee + \$450 inspection deposit = \$2350.
- **Certified departments totaling greater than 18,000 sq. ft.:** \$2900 cert. fee + \$450 inspection deposit = \$3350

**Fees for Non-Processing Handlers** (operations such as brokers, traders, wholesalers, brand holders, distributors, importers, or exporters of organic products that do not process, repack (combine or split), label, relabel or apply any substance to organic products) – see NOS section 205.101):

- **Uncertified applicants** - The uncertified applicant rate of \$1600 for year one on the fee schedule applies to uncertified Non-Processing Handlers.

**Certified Non-Processing Handlers** - first divide your adjusted gross organic sales or income earned or from organic services or value of services by 5 (or multiply by .2), then use that number to determine the certification fee according to the tiers on page 1. Add the \$450 inspection deposit to determine the amount to pay in full at application.



# MOSA Discounts & Other Fees

DISCOUNTS & EXTENSION FEES	
<p><b>Updating Clients only: Early Bird &amp; Pay-In-Full Discount</b> - Submit annual update forms and <i>full</i> annual fees by February 15 and receive a \$50 discount.</p>	<b>\$50 discount</b>
<p><b>Updating Clients only: Early Bird Discount for Quarterly &amp; Milk Clients</b> - Submit annual update forms and first quarter fees or set up monthly milk check deduction by February 15 and receive a \$25 discount.</p>	<b>\$25 discount</b>
<p><b>Updating Clients only: New Client Referral Discount</b> - A current client who refers a new client to MOSA that applies and pays will receive a \$50 credit to their account.</p>	<b>\$50 credit</b>
<p><b>New Applicants only: New Client Discount</b> - when referred by a current MOSA client, applicant will receive a \$50 discount.</p>	<b>\$50 discount</b>
<p><b>Updating Clients only: One-Time Annual Update Extension Fee</b> - 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 by or hand-delivered to MOSA on or before April 15 or late fees will apply.</p>	<b>\$75 Fee</b>
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>	<b>\$750:</b> Crop/Livestock <b>\$1500:</b> Crop/Handler/Livestock <b>\$1500:</b> Handler
LATE FEES & PROCESSING FEES	
<p><b>Annual Update Late Fees:</b> For annual update forms and fees submitted <i>after</i> April 1, without the 15-day extension, or if noncompliance is issued after the missed April 1 deadline, a monthly late fee is charged.</p>	<b>Forms &amp; Fees \$150/mo, \$300 max</b> <b>Forms only \$75/mo, \$150 max</b> <b>Fees only \$75/mo, \$150 max</b>
<p><b>Missed Certification Deadline Fees:</b> Examples include: failure to respond to initial review or other certification letters, or if noncompliance or adverse action is issued, or at least 3 noncompliances for unpaid fees issued within 18 months.</p>	<b>\$75 Fee</b>
<p><b>Finance Charge:</b> Finance fees will be assessed to accounts that are 30 days past due.</p>	<b>\$10 monthly</b>
<p><b>Processing fees:</b> The quarterly and milk check deduction payment options include nonrefundable processing fees.</p>	<b>\$6 per quarter</b> <b>\$2 per month Milk Check</b>
INSPECTION FEES	
<p><b>Inspection Cost:</b> The annual certification fee includes an inspection deposit listed on the fee schedule. After inspection the actual cost will be determined and the deposit will be applied. If the cost of your inspection exceeds the inspection deposit, you will be billed the difference. The <i>total</i> cost of inspection includes administrative services, professional fees, and travel expenses.</p>	<b>Varies</b>
<p><b>Inspection Cancellation Fee:</b> Cancellation within one week of a scheduled inspection will result in a \$100 minimum fee. Any inspection related costs are nonrefundable.</p>	<b>\$100 minimum</b>
<p><b>Unannounced and Additional Inspections:</b> Depending on the reason for conducting an additional inspection and the outcome of the inspection, the costs of an additional inspection are allocated either to MOSA or to the client. Reference the MOSA Program Manual.</p>	<b>Varies</b>

<b>Rush Additional Inspection Surcharge:</b> In cases where a rush additional inspection is needed outside of the annual process. This surcharge is added to the annual or additional inspection fee.	<b>\$150 Fee</b>
<b>OTHER FEES</b>	
<b>Grass-Fed Certification for Dairy, Meat and/or Handling</b>	<b>\$350 + inspection fee per program</b>
<b>Transitional Verification</b>	<b>\$300 annually</b>
<b>Contract Feed Mill:</b> See definition in the MOSA Program Manual	<b>\$450 annually</b>
<b>Contract Slaughter Facility/ Meat Processor:</b> See definition in the MOSA Program Manual	<b>\$450 annually</b>
<b>Private Label Authorization Review:</b> Per arrangement, per co-packing facility	<b>\$350 annual minimum</b>
<b>Reinstatement Review</b> after suspension. Nonrefundable.	<b>\$500 minimum</b>
<b>Mediation Costs</b>	<b>\$300 deposit + costs</b>
<b>Additional Certificates (one location – multiple entities) Fee</b>	<b>\$250 each certificate</b>
<b>Administrative Fee:</b> For additional services such as additional verifications, certificate changes outside of the annual review, international services, special requests, and other administrative services.	<b>\$100/hour</b>

Continued 

## Surrender, Withdrawal, Transfer, or Other Termination

1. Clients and Applicants are responsible 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. Processing fees are not refundable. See the MOSA Program Manual for more information.

<ol style="list-style-type: none"> <li>2. <b>For new applicants only:</b> Withdrawal or other termination <b>after you have submitted your initial application and fees and prior to the start of your annual initial review</b>, a minimum administrative fee of \$100 applies.</li> </ol>	<b>\$100 minimum</b>												
<ol style="list-style-type: none"> <li>3. <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 \$100 applies. Fees due are based on the effective date of surrender or termination and whether your annual update forms have been submitted as follows: <table style="margin-left: 40px; margin-top: 10px; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; padding: 2px;"><u>Surrender/Termination</u> <u>Effective Date</u></th> <th style="text-align: center; padding: 2px;"><u>Annual Update Not Submitted</u></th> <th style="text-align: center; padding: 2px;"><u>Annual Update Submitted</u></th> </tr> </thead> <tbody> <tr> <td style="padding: 2px;">January 1 – April 1</td> <td style="text-align: center; padding: 2px;">\$0</td> <td style="text-align: center; padding: 2px;">\$100</td> </tr> <tr> <td style="padding: 2px;">April 2 – April 30</td> <td style="text-align: center; padding: 2px;">\$150</td> <td style="text-align: center; padding: 2px;">\$250</td> </tr> <tr> <td style="padding: 2px;">May 1 and after</td> <td style="text-align: center; padding: 2px;">\$300</td> <td style="text-align: center; padding: 2px;">\$400</td> </tr> </tbody> </table> <p style="margin-left: 40px; margin-top: 10px;">For clients transferring to another certification agency, see Program Manual and NOP Program Handbook Instruction 2604.</p> </li> </ol>	<u>Surrender/Termination</u> <u>Effective Date</u>	<u>Annual Update Not Submitted</u>	<u>Annual Update Submitted</u>	January 1 – April 1	\$0	\$100	April 2 – April 30	\$150	\$250	May 1 and after	\$300	\$400	<b>(\$0-400. See chart, left.)</b>
<u>Surrender/Termination</u> <u>Effective Date</u>	<u>Annual Update Not Submitted</u>	<u>Annual Update Submitted</u>											
January 1 – April 1	\$0	\$100											
April 2 – April 30	\$150	\$250											
May 1 and after	\$300	\$400											
<ol style="list-style-type: none"> <li>4. <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 or \$400 (whichever is greater) plus any inspection related costs and fees. The certification fee is separate from inspection costs and fees. Termination here does not include scenarios described in #5 below.</li> </ol>	<b>½ of Certification Fees or \$400 (whichever is greater) + any inspection costs and fees</b>												
<ol style="list-style-type: none"> <li>5. <b>For all (MOSA-certified clients &amp; new applicants):</b> Surrender or withdrawal <b>after MOSA has started your final review or after MOSA has issued a proposed adverse action or denial resulting from initial review, inspection, or investigation</b>. You will be charged the full certification fee plus inspection-related costs and fees. The certification fee is separate from the inspection costs and fees. <b>No refund for surrender after November 30.</b></li> </ol>	<b>Full Certification Fees + inspection costs and fees</b>												

6. 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.