



Producer Fee Schedule - Crop / Livestock

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

Sales tier	SALES 1 Previous year's (2023) gross organic sales	Crop Only Payment Options (\$350 Inspection Base Fee Included)		Crop & Livestock Payment Options (\$350 Inspection Base Fee Included)		
		Annual	Quarterly (Includes \$24 fee)	Annual	Quarterly (Includes \$24 fee)	Monthly Milk (Includes \$24 fee)
NEW	Uncertified Applicant	\$1,375	N/A	\$1,525	N/A	N/A
1	0 - 15,000	\$1,250	\$319	\$1,400	\$356	\$119
2	15,001 - 30,000	\$1,300	\$331	\$1,450	\$369	\$123
3	30,001 - 50,000	\$1,417	\$360	\$1,560	\$396	\$132
4	50,001 - 70,000	\$1,527	\$388	\$1,665	\$422	\$141
5	70,001 - 90,000	\$1,720	\$436	\$1,850	\$469	\$156
6	90,001 - 110,000	\$1,884	\$477	\$2,005	\$507	\$169
7	110,001 - 130,000	\$2,086	\$528	\$2,198	\$556	\$185
8	130,001 - 150,000	\$2,214	\$560	\$2,364	\$597	\$199
9	150,001 - 170,000	\$2,434	\$615	\$2,584	\$652	\$217
10	170,001 - 210,000	\$2,500	\$631	\$2,650	\$669	\$223
11	210,001 - 250,000	\$2,680	\$676	\$2,830	\$714	\$238
12	250,001 - 300,000	\$2,790	\$704	\$2,940	\$741	\$247
13	300,001 - 400,000	\$2,900	\$731	\$3,050	\$769	\$256
14	400,001 - 500,000	\$3,067	\$773	\$3,217	\$810	\$270
15	500,001 - 600,000	\$3,177	\$800	\$3,327	\$838	\$279
16	600,001 - 700,000	\$3,287	\$828	\$3,437	\$865	\$288
17	700,001 - 800,000	\$3,322	\$837	\$3,472	\$874	\$291
18	800,001 - 900,000	\$3,388	\$853	\$3,538	\$891	\$297
19	900,001 - 1,000,000	\$3,454	\$870	\$3,604	\$907	\$302
20	1,000,001 - 1,500,000	\$3,784	\$952	\$3,934	\$990	\$330
21	1,500,001 - 2,000,000	\$4,114	\$1,035	\$4,264	\$1,072	\$357
22	2,000,001 - 2,500,000	\$4,572	\$1,149	\$4,722	\$1,187	\$396
23	2,500,001 - 3,000,000	\$4,915	\$1,235	\$5,065	\$1,272	\$424
24	3,000,001 - 3,500,000	\$5,263	\$1,322	\$5,413	\$1,359	\$453
25	3,500,001 - 4,000,000	\$5,610	\$1,409	\$5,760	\$1,446	\$482
26	4,000,001 - 4,500,000	\$5,958	\$1,496	\$6,108	\$1,533	\$511
27	4,500,001 - 5,000,000	\$6,521	\$1,636	\$6,671	\$1,674	\$558
28	5,000,001 - 10,000,000	\$9,513	\$2,384	\$9,663	\$2,422	\$807
29	10,000,001 - 15,000,000	\$10,114	\$2,275	\$10,264	\$2,572	\$857
30	15,000,001 - 20,000,000	\$10,114	\$2,275	\$12,132	\$3,039	\$1,013
31	More than \$20,000,000	\$10,114	\$2,275	\$13,980	\$3,501	\$1,167



Fee Schedule – Producer (Crop and/or Livestock) (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 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.

³ Quarterly payments are due 4/1, 7/1, 10/1 and 12/31 and include a \$6 per quarter processing fee.

⁴ Monthly based on annual fees. All monthly milk buyer payments include a \$2 processing fee per month.

Uncertified Applicants must pay in full with your 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.



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>Updating Clients only: New Client Referral Discount - A current client who refers a new client to MOSA that applies and pays will receive a \$50 credit to their account.</p>	\$50 credit
<p>New Applicants only: New Client Discount - when referred by a current MOSA client, applicant will receive a \$50 discount.</p>	\$50 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 by or hand-delivered to MOSA on or before April 15 or late fees will apply.</p>	\$75 Fee
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>\$750: Crop/Livestock \$1500: Crop/Handler/Livestock \$1500: Handler</p>
LATE FEES & PROCESSING FEES	
<p>Annual Update Late Fees: 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>	<p>Forms & Fees \$150/mo, \$300 max Forms only \$75/mo, \$150 max Fees only \$75/mo, \$150 max</p>
<p>Missed Certification Deadline Fees: 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>	\$75 Fee
<p>Finance Charge: Finance fees will be assessed to accounts that are 30 days past due.</p>	\$10 monthly
<p>Processing fees: The quarterly and milk check deduction payment options include nonrefundable processing fees.</p>	<p>\$6 per quarter \$2 per month Milk Check</p>
INSPECTION FEES	
<p>Inspection Cost: 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>	Varies
<p>Inspection Cancellation Fee: Cancellation within one week of a scheduled inspection will result in a \$100 minimum fee. Any inspection related costs are nonrefundable.</p>	\$100 minimum
<p>Unannounced and Additional Inspections: 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>	Varies

Rush Additional Inspection Surcharge: 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.	\$150 Fee
OTHER FEES	
Grass-Fed Certification for Dairy, Meat and/or Handling	\$350 + inspection fee per program
Transitional Verification	\$300 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	\$350 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, special requests, and other administrative services.	\$100/hour

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"> 2. 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 \$100 applies. 	\$100 minimum												
<ol style="list-style-type: none"> 3. For MOSA-certified clients only: Surrender or other termination prior to the start of your annual initial review, 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: 10px auto; 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-top: 10px; font-size: small;">For clients transferring to another certification agency, see Program Manual and NOP Program Handbook Instruction 2604.</p> 	<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	(\$0-400. See chart, left.)
<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"> 4. 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 \$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. 	½ of Certification Fees or \$400 (whichever is greater) + any inspection costs and fees												
<ol style="list-style-type: none"> 5. For all (MOSA-certified clients & new applicants): Surrender or withdrawal 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. 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. No refund for surrender after November 30. 	Full Certification Fees + inspection costs and fees												

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.