



2018 Nature's International Certification Services Fee Estimate Worksheet for Crop Producers

This estimate is based on the information provided by the prospective applicant and may change as a result of new information received. If you have any questions, please contact the NICS office at 608-637-7080

Name: _____ **Farm/Facility Name:** _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Phone Number: _____ **Date of Request:** _____

Certification Fees

NICS offers a choice of two competitive fee schedules, which allows you to choose the certification fee option that best benefits your operation. Option 1 (noted below) is commonly known as the 'user fee system', which is based on the gross amount of organic sales and is reported and paid on a quarterly basis (.5% of gross organic sales). Option 2 (noted on page 2) is the 'sliding scale/flat rate fee system', which is based on your previous year's organic sales (12 continuous months). Feel free to contact the office if you would like to discuss the benefits of each option.

Option 1 – Crops Certification (Base plus user fees)	Box 1
Certification Fee	\$350.00
Inspection Fee Deposit <i>(This is just a deposit; all inspections are billed at actual cost minus this deposit.)</i>	\$300.00
User Fees .5% of organic sales (reported quarterly)	
Total Fees Due with Paperwork	\$650.00

OR

Option 2 – Crops Certification (Base without user fees)	Box 2
Certification Fee <i>(based on previous year's organic sales (12 continuous months) using the table on page 2 - Enter Fee here)</i>	\$
Inspection Fee Deposit <i>(This is just a deposit; all inspections are billed at actual cost minus this deposit.)</i>	\$300.00
Total Fees Due with Paperwork <i>(add totals & enter here)</i>	\$

Early Bird Special	Any update complete application received by March 1, 2018 may deduct \$50.00 from the certification costs. Any update complete application received by April 1, 2018 may deduct \$25.00 from the certification costs. <i>(Early Bird Discounts may be reverted if financial balance is not paid in full by May 1, 2018.)</i>	Box 3
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Veteran's Discount	Operations that can exhibit primary ownership by military veterans will be offered a \$75.00 discount for their annual certification fees. The Veteran's Discount will not apply to inspections or other services to be provided to the operation. Evidence of veteran status will be necessary in order to grant this discount.	Box 4
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Add-on Fees for Applicable Additional Certification Options		Box 5
On-Farm Processor/Handler Certification plus User Fees <i>(Only up to \$100,000 annually)</i>	Gross organic sales up to \$100,000 annually <input type="checkbox"/>	\$200.00
	On-Farm Processor/Handler Inspection deposit <input type="checkbox"/>	\$100.00
Multi-Site Operations	Fee for each location <input type="checkbox"/>	\$100.00
	Inspection deposit for each location <input type="checkbox"/>	\$100.00
Expedited Services Fee	Crop Certification <input type="checkbox"/>	\$300.00
	Livestock Certification <input type="checkbox"/>	\$450.00
	Processing/Handling Certification <input type="checkbox"/>	\$650.00
Total Add-on Fees <i>(as applicable)</i>		\$

Total Estimated Cost of Certification	
Certification Fee – Option 1 Total <i>(Box 1)</i>	\$
Certification Fee – Option 2 Total <i>(Box 2)</i>	\$
Early Bird Discount and/or Veteran's Discount <i>(if applicable) (Boxes 3 & 4)</i>	\$
Total Add-on Fees <i>(if applicable) (Box 5)</i>	\$
Total Estimated Cost of Certification	\$

Check Enclosed
 Credit Card
 Please contact the office to discuss additional payment options.

(please call the office with this information)
 Additional fees may apply.

Option 2 - Certification Fees (Base without User Fees)

Option 2 is for: a) new producers transferring to NICS who have been certified during the previous 12 months (continuously) with another agency; or b) updating NICS producers who have been certified for a minimum of 12 months and would prefer to not report quarterly sales and to not pay quarterly user fees. This fee option is called a 'sliding scale/flat rate' fee. Take your gross sales from the last 12 months and go to the line below in columns 1 and 2, find your range, then go over to column 3 for the base crop fee. Take the base crop fee and enter that in the Option 2 - Certification Fee (Box 2 - line 1) on page 1. *The main reason to choose this fee option is to avoid quarterly user fee billings.*

Note: Once you choose option 2, you cannot go back to option 1. Call the office with questions.

Gross Income from Sales of Certified Products		
Sales of at least	Sales no more than	Base Crop Fee
\$0	\$4,999	\$375
\$5,000	\$9,999	\$400
\$10,000	\$14,999	\$425
\$15,000	\$24,999	\$475
\$25,000	\$34,999	\$525
\$35,000	\$49,999	\$600
\$50,000	\$64,999	\$675
\$65,000	\$79,999	\$750
\$80,000	\$99,999	\$850
\$100,000	\$124,999	\$975
\$125,000	\$149,999	\$1100
\$150,000	\$174,999	\$1225
\$175,000	\$199,999	\$1350
\$200,000	\$224,999	\$1475
\$225,000	\$249,999	\$1600
\$250,000	\$299,999	\$1850
\$300,000	\$399,999	\$2175
\$400,000	\$499,999	\$2350
Producers with gross income over \$500,000		Producer pays \$2,350 plus .15% (.0015) on sales over \$500,000 with a maximum annual certification fee of \$10,000.

User Fees - (reported quarterly based on actual sales as noted below)

Producer user fees for Option 1 Certification Fees: are .5% (.005). This equals \$5/\$1000 of gross organic sales. When a producer reaches \$350,000 of organic sales, the user fee rate drops to .15% (.0015) for organic sales over \$350,000. Gross organic sales are to be reported to the office on a quarterly basis with applicable user fees payable at that time, unless the Transaction Certificate System is used (in which case the user fee is to be paid with the TC billing).

On-farm processor/handler user fees: are .5% (.005) of gross organic sales for/from the farm, including all organic sales of any value-added (processed) organic goods. At \$350,000 of sales, the user fee drops to .15% (.0015).

Additional Service Fees

NICS reserves the right to charge additional fees, as applicable, for administrative and certification related services not specifically listed, and will be billed at a rate of \$90/hour.

Administrative fee: <i>in-office staff technical support, mediation appeals, reinstatements, adding new products, etc.</i>	\$90/hr
Noncompliance Fee Issued for Annual Updated Paperwork & Fees: <i>Fee assessed to operations who receive a noncompliance for failure to provide update paperwork and/or fees by May 1 annually. This fee is in addition to applicable late fees.</i>	\$100
Late Fee: <i>For completed annual paperwork and fees received after June 1.</i>	\$75/month
Extension Fee: <i>For operations extending NICS certification during transfer to another agency or for certified inventory</i>	\$150 plus User Fees
Reinstatement Fee: <i>For operations requiring reinstatement by the NOP prior to NICS certification - nonrefundable</i>	\$300
Additional Products & Services Fee: <i>As applicable for operations requesting additional products/services unknown at the time of update (based on Admin. Fee). Additional inspection(s) may be required.</i>	\$90 minimum
Cancellation Fees: <i>NICS clients may incur this fee if inspection is cancelled within 1 week of a scheduled inspection.</i>	\$100 per instance
Missed Deadline Fee: <i>Failure to respond to a request for information/documentation within noted timeframe.</i>	\$30 per instance
Interest: <i>Beginning January 1, 2018, interest will be charged to operations who have an outstanding financial balance.</i>	1.0% monthly

Refund Policy

The certification and inspection fees may be refundable depending upon the stage of processing. Calculation of refunds is based on a \$90 per hour administrative fee.