Annex 1: Fee scheme and payment schedule for the inclusion of private standards into the IFOAM Family of Standards

Applicable starting 1st of July 2012

I. Fee scheme:

Inclusion in the IFOAM Family of Standards is subject to an entrance fee and an annual fee, according to the following fee scheme, which has been established by IFOAM.

A. Family Package Options:

For Private Standards IFOAM offers two options:

1. The Basic package, which includes listing in the IFOAM Family of Standards.
2. The Promotion package, which includes listing in the IFOAM Family of Standards plus logo placement for increased visibility in the Family frame.

B. Fees:

- **Application fee (both packages)**: €2,500 upon signature of the contract with IFOAM. Includes IFOAM’s expert assessment of the applicant standard against the COROS.

- **Annual fee – Basic Package**: Annual fee = \( 200 \, \text{€} + \text{Indicator} \times 0.01 \) (or said otherwise Annual fee = \( 200 \, \text{€} + 1\% \) of the Indicator). However, the maximum payable amount for the annual fee is 5,000 €. The minimum is 200 €.

- **Annual fee – Promotion Package**: Annual fee = \( 1.5 \times \) the price of the basic package annual fee, for all cases (with discounts as noted in section C below).

*Indicator* = the total amount (in Euros), that is being invoiced annually to all operators who use the standard that is in the Family. This invoiced total is inclusive of all inspection, certification, licensing, membership fee, and related promotional activity for any and all standards and services provided to those clients, whether they are provided by the standard owner directly, or by sub-contracted or independent inspection providers.

C. Discounts:

IFOAM offers a multi-year discount on the annual fee for standards that join the Family earlier, along the following lines:

<table>
<thead>
<tr>
<th>Year of application</th>
<th>Corresponding discount to the annual fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before May 2011</td>
<td>Free</td>
</tr>
<tr>
<td>Before December 2011</td>
<td>80%</td>
</tr>
<tr>
<td>Before 1st June 2012</td>
<td>Free</td>
</tr>
<tr>
<td>Before end 2012</td>
<td>X</td>
</tr>
<tr>
<td>Before 1st June 2013</td>
<td>X</td>
</tr>
<tr>
<td>Before end 2013</td>
<td>X</td>
</tr>
</tbody>
</table>
The annual fee starts applying from the moment the standard is approved in the Family of Standards. As long as the standard has an applicant status, the annual fee does not apply. In the first year of approval, the annual fee charged is proportional to the number of full months remaining for that year after approval of the standard.¹

D. Special offers:
IFOAM recognizes certain special cases that are subject to a different fee structure:

1. IFOAM Accredited Certification Body: No application fee. No annual fee for the Basic Package. Approval of the standard in the IFOAM Family is however contingent upon the standard owner being an IFOAM Affiliate.
2. IFOAM Global Organic System Accreditation (IGOSA)- Accredited certification body – No annual fee for the Basic Package. Application fee is maintained.
3. Standards that recognize other standards in the Family as equivalent to their own (win-win package): Promotion Package received at no extra cost.

II. Schedule for the submission of indicator figures:
 Owners of private standards approved in the IFOAM Family of Standards must submit their annual indicator figures as specified in section I.B above. Indicator figures must be submitted to IFOAM by the end of March of every year for the corresponding previous calendar year. An estimation of the indicator figures must be submitted by the end of July of every year for the same calendar year.

Standard owners benefiting from the special offers above who are not subject to the payment of fees are exempted from the obligation of submitting their annual indicator figures.

III. Schedule for invoicing and payment

A. Application fee:
Standard Owners applying for the inclusion of their standard in the IFOAM Family of Standards must pay an application fee in accordance with Section I.B of this annex. The application fee must be paid within 4 weeks after receipt of the corresponding invoice from IFOAM. IFOAM shall invoice the application fee (if not waived) shortly after signature of the contract.

B. Annual fees:
Owners of private standards approved in the IFOAM Family of Standards must pay the annual fee in accordance with this annex. Payment should be made based on invoices received from IFOAM and according to the following schedule:
- 50% of the estimated annual fee by the end of August of every calendar year.

¹ E.g., for a standard approved on the 4th of September, the yearly fee for the first year will be charged on the months of October to December, hence 3/12 (25%) of the normal yearly fee.
- The remainder of the corresponding annual fee, not later than the end of May for the corresponding previous year.