

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

Last update: June 2018

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 – Organics International.

A. Family Package Options:

For Private Standards IFOAM – Organics International 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 fees:

- **Application fee (for all categories):** €2,500 upon signature of the contract with IFOAM – Organics International. Includes an assessment of the applicant standard against the COROS by an expert of IFOAM – Organics International.
- **Re-assessment fee (in case a complete re-assessment is needed, i.e. in the case of complete rewriting of the standard):** €1,000 for all categories.

Annual fees:

	Category 1: small standard owner	Category 2: medium standard owner	Category 3: large standard owner	Category 4: Promotion package
Normal fee	250 €	750 €	1500 €	4500 €
IFOAM-OI Affiliates (20% discount)	200 €	600 €	1200 €	3600 €

The categories are described as follows (when indicators conflict, the smallest category applies):



Category 1: small standard owner:

New schemes typically fall under this category when they still have few clients (e.g. less than 1,000 certified farmers). PGS and other standard owners with low resources (e.g. less than 200,000 Euros annual turn-over) also fall under this category.

Category 2: medium standard owner:

Those are medium-size organizations, or standard owners with a medium number of operators: typically with annual turn-over higher than 200,000 Euros and/or with more than 1,000 certified farmers (but less than 2,000) and/or more than 50 certified processing operators (but less than 200).

Category 3: large standard owner:

Large private standards corresponding to a label that has an important share of the organic market in a country with well-established organic demand typically fall in this category. Standards with more than 2,000 certified farmers and/or more than 200 processing operators also typically fall into this category.

Large organizations with annual turn-over (related to their organic activity connected to the standard) higher than 1 million Euros also fall into this category.

Category 4: Promotion package

Any standard owner wishing to promote their standard via extra visibility in the Family of Standards, regardless of their size.

Note: 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

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.

C. Special offers:

IFOAM – Organics International 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.
2. 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 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 *1.B* of this annex. The application fee must be paid within 4 weeks after receipt of the corresponding invoice from IFOAM – Organics International. IFOAM – Organics International 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 – Organics International. Invoices are payable by the end of August of every calendar year.