



Demeter Canada
 14 Simcoe Blvd
 Simcoe, ON
 N3Y 3L5

Certification Fee Schedule

This fee schedule is income rated. It is designed to assess fees relative to the market gains realized by having certified product. Surplus revenue will be used to help subsidize certification costs for lower income producers, since the estimated average cost of certification is about \$750 per farm.

Revenues in excess of Demeter Canada's operational costs will be used for market development, promotional material, biodynamic events and educational services. Although Demeter Canada is a non-profit Corporation, it is not a registered charity, and so cannot offer tax receipts.

The following table is provided for your convenience. Details of the breakdown are on the next page. Please determine your total amount payable for certification, based on an estimate of your gross certified sales for the application year. (Last year's revenue may be used as a guide).

Fee Categories

Gross certified sales x \$1000	Base fee	+	Additional Payable	=	Total Amount Payable
0 to 15	\$500				\$ 500
>15 to 20	500		50		550
>20 to 25	500		100		600
>25 to 30	500		150		650
>30 to 35	500		200		700
>35 to 40	500		250		750
>40 to 45	500		300		800
>45 to 50	500		350		850
>50 to 60	500		400		900
>60 to 70	500		450		950
>70 to 80	500		500		1000
>80 to 90	500		550		1050
>90 to 100	500		600		1200

Farms with gross certified revenue greater than \$100,000 should add an additional \$75 for every \$10,000 over \$100,000. For farms paying less than \$750, Demeter Canada may request additional payments if the certification costs exceed the total revenue. All efforts are made to minimize costs.



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Details pertaining to the Schedule

Included with the certification fees:

- One visit and report from an IOIA trained inspector
- Application and report analysis by the certification committee
- Rulings and administrative correspondence; farm file management
- Renewal Application Package, with all attachments as applicable
- Marketing aids for farms under contract in eligible Demeter categories

Payments:

Please make cheques for certification payable to **Demeter Canada**, and submit with your application to:
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Breakdown of the fee calculation:

Primary calculation

The base fee is \$500.00, to which the percentage calculations are added.
1.0% of Gross revenue from Certified product sales over \$15,000 up to and including \$40,000 is added to the base amount.

Secondary calculation

Revenue over \$40,000.00 is calculated separately from the former schedule at a rate of 0.5%, and then added to the former schedule calculation.

\$500.00 base amount

This has been arbitrarily set at about half the estimated costs of certification.

\$15,000 exemption from the percentage calculations:

The base amount reflects the market gains realized for low volume annual sales of less than \$15,000.

\$50,000 ceiling on the 1.0% certification fees:

Product sales less than this may be marketed locally, with a more flexible profit margin from which the costs of certification can be recovered.

Over \$50,000 decrease to 0.5% certification fees:

Production volume demands more extensive and potentially expensive marketing, as well as more bulk sales that command a slimmer profit margin. \$50,000 has been set as an approximation of the threshold volume that dictates direct market versus wholesale production.

Note: This schedule may change at any time without notice.

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