

# Fees and Inspection Costs International



The general fee is raised for all activities of Naturland. Apart from the non profit work of Naturland, the fees include all activities of Naturland Zeichen GmbH. Whereas the **membership fee for producers** is raised per producer or per hectare (area), the **license fee** is based on the annual turnover accomplished through the net-sales of all certified products. The license fee is part of the general fee. The structure of the fees is fair as the greater part is only asserted when income is realized.

The **inspection costs** are in total paid to the inspection body.

## 1. Membership Fee (for producers)

An annual minimum fee is charged. Still, the membership fee for producers is composed differently for small farmers' organizations and individual farmers.

### Small farmers organizations

⇒ **1 EUR** per farmer of the small farmers organization

Example:

Small farmers organization with 300 farmers:

$300 \times 1 \text{ EUR} = 300 \text{ EUR}$

→ Annual Naturland membership fee: **300 EURO**

### Individual farmer

⇒ **2 EUR** per hectare

Example:

Mr./Mrs. Smith with 200 ha coffee:

$200 \times 2 \text{ EUR} = 400 \text{ EUR}$

→ Annual Naturland membership fee: 400 EUR

### Annual minimum membership fee

⇒ a minimum of **EUR 250** is charged as annual membership fee for producers in any case

Example:

Small farmers organization with 125 farmers:

$125 \times 1 \text{ EUR} = 125 \text{ EUR}$  **But:** minimum annual membership fee is 250 EUR

→ Annual Naturland membership fee: 250 EUR

**Among others, the fees have to cover the expenditure of the following activities of Naturland e.V. for all its' members:**

- **assistance** during the certification process and concerning legal frameworks
- established **public relations** which offer all members free access to current information around the organic agriculture (e.g. Naturland News, Naturland homepage)
- an intensive **consumers' education**

**There are no additional certification costs!**

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## 2. License Fee

For the use of the Naturland logo and the Naturland name, the Naturland Zeichen GmbH charges an annual license fee<sup>\*)</sup> which depends on the turnover accomplished through the net-sales of all organic products:

- ⇒ **1%** on the net-sale-price of all organic products sold to Europe
- ⇒ **0.5%** on the net-sale-price of all organic products sold to non-European markets (e.g. USA, Japan)
- ⇒ **0.1%** on the net-sale-price of all organic domestic sales to end-consumers (excluding Europe)

<sup>\*)</sup> The license rate may be changed contractually according to activities of Naturland Zeichen GmbH on different markets.

### Annual minimum license fee

⇒ A minimum of **EUR 500** is charged as annual license fee by Naturland Zeichen GmbH in any case.

The raising of the license fee based on the turnover accomplished through net-sales is advantageous for the members because the fee adapts automatically to annually varying yields and market prices.

### **The license fee is used by Naturland Zeichen GmbH**

- to **finance** the non-profit activities of Naturland e.V.
- to **protect** the Naturland label
- to **develop markets** for Naturland products (support service for members on trade fairs, market contacts etc.)

## 3. Annual Inspection Costs

**The inspection costs are charged by the contracted inspection body and therefore are no takings for Naturland!**

A day's work income of an inspector varies between **150** and **350 EUR**, depending on the country. Travel costs are charged additionally. As a matter of principle, we offer every operator a cost estimation after having received a detailed farm description.

**For any further questions, please do not hesitate to contact us directly.**

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