

### Member Class Definitions

**Business** – Businesses that derive revenue from the seed industry value chain (seed developers, seed distributors, seed technology, seed growers, processors, seed retailers, seed testing labs, Authorized Seed Crop Inspection Services, seed service providers i.e., consultants, brokers, seed packaging and containers, etc.)

**Professional – Individuals** - This class is for an individual membership only and is tied to a specific individual that works in and/or provides services to the seed industry (seed analysts, licensed seed crop inspectors, licensed graders and/or operators, agronomists; individual consultants or individual seed growers that do not meet Business Class Membership criteria).

**Affiliate** – Public and not-for-profit institutions (national associations, provincial associations, international associations, universities)

### Business Class Fee Schedule

Revenue Bracket	Cumulative Bracket approach	
Developer/Distributor/Retailer (Category 1)	Marginal Fee Rate	Maximum Fee per Level
Minimum fee payable	\$1,200	
Level 1 up to 20,000,000	0.120%	\$24,000
Level 2 20,000,000 to 50,000,000	0.060%	\$42,000
Level 3 50,000,000 to 100,000,000	0.030%	\$57,000
Level 4 100,000,000 and over	0.0045%	\$57,000 +
Grower/Service Provider (Category 2)		
Minimum fee payable	\$1200	
Level 1 up to \$10,000,000	0.060%	\$6,000
Level 2 \$10,000,000 and over	0.030%	\$6,000 +

- Businesses self-declare annually which Category they fall into as well as their previous three-years' rolling average revenue (all declarations will be held under strictest confidence by Seeds Canada)

- In the case of businesses that may fall into more than one Category they are to categorize themselves according to their primary business activity/revenue stream
- A Fee Calculator is available [here](#) for Business Class members to determine their fee

**Revenue Definitions for Business Class Members**

“Revenue” as defined below for both Categories 1 and 2 shall include the total amount of “revenue” of all business entities under common ownership (whether such entities are incorporated or not and whether they are independently managed or not), unless a business entity under common ownership in its own right and pays fees based on the value of its own “revenue”, provided, however, that the balance of the entity must also maintain its own membership, if it has any additional “revenue” as defined above.

**Category 1: Developer/Distributor/Retailer**

Membership fees are based on the average of the previous three years’ rolling revenue derived from the sales of all seed for sowing, including the value of:

- a) Seed and seed technology delivered in or on all seed sold in Canada or exported from Canada.
- b) Seed and seed technology transferred from Canada to affiliate companies (whether wholly- or partially owned or under common ownership) located in other countries.
- c) Royalties or other revenue received resulting from licensing or sale to others of seed, seed technology and seed treatments delivered in or on the seed.
- d) Revenue received from contracting for, producing and/or conditioning seed.

**Category 2: Grower, Seed Testing Laboratory, Service Provider**

Membership fees are based on the average of the previous three years’ rolling revenue derived from the following:

**In the case of a Seed Grower:**

- a) All seed and seed technology delivered in or on the seed sold in Canada or exported from Canada.
- b) All seed and technology transferred from Canada to affiliate companies (whether wholly- or partially owned or under common ownership) located in other countries.
- c) Revenue received from contracting for, producing and/or conditioning seed for others.

**In the case of a Seed Testing Laboratory or other Service Provider:**

- a) Services provided on all seed for sowing.
- b) All seed related services provided to the seed industry.

**Definitions for Category 2 Groups:****Seed Testing Laboratory**

A CFIA accredited laboratory that conducts seed analysis testing or a non-accredited seed testing laboratory that conducts seed analysis testing on non-pedigreed crops.

**Service Provider**

A company that provides services to the seed industry. These services can include Authorized Seed Crop Inspection Services, consulting, , seed packaging and containers suppliers, equipment, brokerage services, and any other type of service not covered in any other group.

**Seed Grower**

A pedigree seed grower’s operating entity. One business entity equals one membership.

**Professional Member Fees**

\$435 for all Professional Class Members

This class is for an individual membership only and is tied to a specific individual that works in and/or provides services to the seed industry.

All Professional Class Members pay the same fee, there are no sub-categories or tiered fees for this category.

**Affiliate Member Fees**

\$1500 for all Affiliate Members

This class is for public and not-for-profit institutions.

All Affiliate Class Members pay the same fee, there are no sub-categories or tiered fees for this category.