

Membership Fees 2022 – FAQ

General

Q. 1 Will my fees be the same as what I paid to Seeds Canada this year?

A. Seeds Canada has a new Fee Schedule. While we tried to keep fees as close as to what members paid to all of the legacy organizations, we cannot guarantee that your new fee will be exactly the same.

Q. 2 Will my fees increase or decrease in 2022?

A. Efforts were made in the review to format a fee schedule that we expect will keep members close to their current fee. However, without revenue information, we were only able to estimate where members may fall into the new fee schedule.

We expect there to be slight variations across all business class members. Those that were paying to multiple organizations in the past, should be close to that fee. Businesses that were paying to only one organization may see a slight increase. Businesses that paid a flat fee may see an increase or a decrease depending on their revenue.

Q. 3 What do my membership fees cover? What services and benefits do I receive?

A. All membership fees contribute to the operational costs of delivering Seeds Canada member services. Membership fees are used strictly to cover the costs of delivering membership services. They do not support the costs of delivering client services or any fee-per-service offerings.

Membership Benefits and Services included in your Membership fee:

Member Benefit – Included with Membership	Business Class	Affiliate Class	Professional Class
Ability to serve on Board, Committees, attend meetings, vote at P&I Committees	X	X	X
Advocacy, member coordination, and input on development of key policy files and issues	X	X	X
Bi-weekly newsletter; Seeds Canada and industry bulletins	X	X	X

Access to Seeds Canada member portal	X	X	X
Access to international connections; participate on international committees as a member of Seeds Canada	X	X	X
Access to annual Certified Seed Sales survey results; Seed Stat tool with import & export stats	X	X	X
Access to Seeds Canada meetings, member only meetings, workshops, training, etc.	X	X	X
Networking and connection opportunities; access to experts in all segments throughout the seed industry value chain	X	X	X
Support from Seeds Canada staff for all member services	X	X	X
Vote at Seeds Canada business meetings	X		
Continuing Education Program			X

Q. 4 Who do I contact if I have questions regarding the new Fee Schedule and/or my fees?

A. Please contact Krista Erickson, Director of Member Strategy and Solutions.

Email: kerickson@seeds-canada.ca, Phone: 1-343-542-2631

Business Class

Q. 5 I was an Associate, Foreign, Broker member of CSTA and I paid a flat fee to Seeds Canada this year. There is no fee structure for me in this new schedule. How do I know what my fee will be in 2022?

A. The first step would be to determine which Business Class Category your business falls into based on your primary business activity and source of revenue. You can then use our Fee Calculator to enter your Category (1 or 2) and your revenue over the last three-years.. The calculator will determine your fee based on the information entered.

Q. 6 I am a member that resides outside of Canada. In what currency will my fees be charged?

A. All fees will be charged and invoiced in Canadian dollars (CDN \$).

Q. 7 My business is multi-faceted. How do I know which category to self-declare under?

A. You will declare your revenue based on your primary business activity and source of revenue.

Q. 8 How will I self-declare my business Category and average three years' rolling revenue to Seeds Canada?

A. You will receive an email in January with a form to complete to submit your self-declarations.

Q. 9 When will I need to submit my annual self-declarations by?

A. The exact deadline to submit your self-declarations is to be determined, but it will be the later half of January. This deadline is required to ensure Seeds Canada has ample time to review and process information for invoicing in February.

Q. 10 What type of proof will be required for my self-declarations?

A. All self-declarations are submitted on an honour system. Seeds Canada senior management will review all self-declarations before invoices are sent to ensure appropriate classification. If follow-up is required, a senior manager will be in contact with you to discuss.

Q. 11 I am a service provider (Category 2). Do I declare revenue for all services provided on all seed or only services provided on pedigreed seed?

A. As per the *Revenue Definitions* in the *Seeds Canada Fee Schedule*, revenue declarations are based on services provided on all seed (this means all classes of seed whether the seed is common or pedigreed).

Intellectual Property Rights

All members benefit from the resource and services offered by Seeds Canada regarding Intellectual Property Rights. Your fee covers education, awareness, and market monitoring.

Q. 12 How does this benefit me?

A. Intellectual Property Rights education and market monitoring benefit all Seeds Canada Business Class members. These resources raise awareness of Intellectual Property rights and

protections and encourage investment in the Canadian seed system. These resources also seek to protect our members from the illegal sale of protected varieties.

Q. 13 Why do I need to pay for Intellectual Property Rights when I do not utilize this service?

A. As mentioned in answer to question 12, all business class members benefit from the essential Intellectual Property Rights resource Seeds Canada includes in its membership fee. Market monitoring happens without you having to request it, and educational opportunities are offered to all of our members.

Q. 14 Since this is included in my fee, does this mean I can utilize the investigation services?

A. The Intellectual Property Rights resource included in your membership fee offers education and market monitoring. If an issue arises from the market monitoring resource, you will be contacted and asked if Seeds Canada can investigate this matter. If you become aware of a potential infraction, you can also contact Seeds Canada to request an investigation or audit. Investigations and audits are offered as a fee-for-service selection.

Being a Seeds Canada Business Class Member allows you access to this separate fee-for-service and is not available to non-members.

This offering is a fee-for-service and is only charged when the service is utilized. The member is billed directly for this service, and the fee is established on a cost-recovery basis.

Fee Calculator

Q. 15 I entered my revenue into the Fee Calculator, and I am seeing an increase in my fee. I thought the new fee structure was designed to keep my fee close to what I am currently paying. Why has it increased?

A. It is possible that there may be some slight fee increases. The fee structure is designed to allow for members to pay a fee that corresponds to the value received based on their business structure and offerings. While Seed Canada did not have individual business members revenue data to formulate a Seeds Canada fee schedule much research, discussion and iterations went into formulating the fee structure.

A few questions to ask could be:

- Did I accurately determine and report my previous three-years revenue/sales to my legacy organization?
- Did I pay a membership fee to more than one legacy organization? If so, what was that combined fee total?
- Did I previously only pay membership fees to one association? If so, you are now open to more member benefits than you were when you were a member of only one legacy organization.
- Was I a member of a legacy organization that paid a flat rate fee?

If you do see a fee increase and after answering these questions you cannot determine why your fee has increased, please contact Seeds Canada's Director of Member Strategy and Solutions, Krista Erickson at kerickson@seeds-canada.ca and she will review the information with you..

For members with revenue over \$20M that see a fee increase over 20%, Seeds Canada will work with you to phase in your fee increase over 3 years. If this is your situation, please contact Seeds Canada's Executive Director, Barry Senft at bsenft@seeds-canada.ca

Professional Class

Q. 16 I was an Affiliate or Inactive member of CSAAC and paid a lower membership fee in CSAAC. I paid that same fee this year to Seeds Canada. There appears to be only one fee for Professional Class members in the new fee structure. What will my fee be in 2022?

A. There is no tiered fee structure or sub-classes for this membership class. All Professional Class members will pay the same fee which is \$435. If you paid a lower fee to Seeds Canada this first year, it is because the legacy organizations committed to charging transferred members the same fee as they paid to their legacy organization with the understanding and commitment that a full fee review would take place in the first year of operation and a Seeds Canada membership fee structure would be established.

Affiliate Class

Q. 17 I was an Affiliate member of a CSTA and/or CSTA. Will my fee change in 2022?

- A.** Yes, all Affiliate Class Seeds Canada members will pay the same fee of \$1500. If you paid a lower fee to Seeds Canada this first year, it is because the legacy organizations committed to charging transferred members the same fee as they paid to their legacy organization with the understanding and commitment that a full fee review would take place in the first year of operation and a Seeds Canada membership fee structure would be established.

Complimentary/Reciprocal Memberships

Q. 18 I had a complimentary/reciprocal membership that was transferred from my legacy organization. Why are you no longer offering complimentary/reciprocal memberships? What will my fee be in 2022?

- A.** Seeds Canada offers an array of services and benefits to its members. It is felt that if a business, association, professional individual sees value in the benefits of being a Seeds Canada member, they will be willing to pay for their membership. Seeds Canada feels the same way about holding a membership in other organizations. We will gladly pay their membership fee if we see the value that membership brings in that organization.

Honourary Member

Q. 19 I am an Honourary member that was transferred from a legacy organization, and there is no mention of Honourary members in the new fee structure. Will my Honourary membership continue to be honoured?

- A.** Yes, your Honourary membership will be continued to be honoured, and you will not be required to pay a fee.