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Leading Harvest Traceability Standard User Fee Schedule Procedures and Schedule

- I. Leading Harvest Traceability Standard Users are required to pay annual fees to Leading Harvest. Leading Harvest fees are based on the calendar year.
- II. Traceability fees cover the cost of maintaining and administering the Leading Harvest Program, including ongoing update and promotion of the Leading Harvest Farmland Management Standard.
- III. Traceability fees are tiered based on Traceability Standard User revenues. They are divided into the number of Program Users enrolled in the Leading Harvest Farmland Management Standard that Traceability Standard User is tracing back to. The fee schedule appears below.
- IV. In the case that a Traceability Standard User fails to make payment before the close of the calendar year, the entity will no longer be a Traceability Standard User of Leading Harvest and it must immediately desist from using the Leading Harvest service mark.
- V. Traceability fee adjustments that result from mergers, acquisitions, or dispositions will take effect the following year.



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Leading Harvest Traceability Standard User Fee Schedule

- I. The following table illustrates the annual fee schedule for Leading Harvest Traceability Standard Users.
- II. For Traceability Standard Users tracing back to one Farmland Management Standard (FMS) Program User, the annual fee is a flat fee as described below based on company revenue.
- III. For tracing back to multiple FMS Program Users, fees are calculated by multiplying the applicable fee level by the number of FMS Program Users being traced back to.

Company Revenue	Tracing Back to FMS Program Users (Fee per FMS User)			
	1 FMS User	2 - 5 FMS Users	6 - 12 FMS Users	>12 FMS Users
< \$5 million	\$1,000	\$750	\$625	\$500
\$5 - \$15 million	\$2,000	\$1,500	\$1,250	\$1,000
\$15 - \$50 million	\$3,000	\$2,250	\$1,875	\$1,500
\$50 - \$200 million	\$4,000	\$3,000	\$2,500	\$2,000
\$200 million - \$1 billion	\$5,000	\$3,750	\$3,125	\$2,500
> \$1 billion	\$6,000	\$4,500	\$3,750	\$3,000

Fee Calculation Example

Company with \$8 million of revenue, tracing back to 4 FMS Program Users.

- I. This company falls in the \$5 – \$15 million company level and the 2 – 5 FMS Users level, which has a fee rate of \$1,500 per FMS User.
- II. The fee for this company is calculated as: $(\$1,500 \times 4)$.
- III. The resulting fee = \$6,000.