



California Department of Food and Agriculture Organic Program Organic Fee Determination & Gross Sales Fee Chart

A registration form shall be accompanied by payment of a **non-refundable** registration fee by all entities engaged in organic activities. Registration fees are based on several factors, see below for exceptions and clarification.

Fee Chart Based on Gross Sales

Annual Gross Sales	Registration or Renewal Fee
\$ 0 – 4,999	\$ 25
\$ 5,000 – 10,000	\$ 50
\$ 10,001 – 25,000	\$ 75
\$ 25,001 – 50,000	\$ 100
\$ 50,001 – 100,000	\$ 175
\$ 100,001 – 250,000	\$ 300
\$ 250,001 – 500,000	\$ 450
\$ 500,001 – 1,000,000	\$ 750
\$ 1,000,001 – 2,500,000	\$ 1,000
\$ 2,500,001 – 5,000,001	\$ 1,500
\$ 5,000,001 – 15,000,000	\$ 2,000
\$ 15,000,001 – 25,000,000	\$ 2,500
\$ 25,000,001 and above	\$ 3,000

Note: The following paragraph applies to new registrants only. Any person/entity who submits a “New Registration” application where the registration fee is based on gross sales then the new registrant shall pay a minimum registration fee of seventy-five dollars (\$75). Thereafter the registration renewal fee can be less than \$75 as represented on the above Gross Sales Fee Chart. Also, gross sales are based on expected sales for the 12 months following the date of registration.

Any person/entity registered or required to be registered with the CDFA Organic Program who has multiple operation types must calculate the renewal fee for each separate operation type and then pay the greater of the renewal fee amounts.

How to Determine Organic Registration Fees

1. Any person/entity selling a multi-ingredient product in which less than seventy percent (70%) of the ingredients are organic shall pay a fee of one hundred dollars (\$100), or one-half of the amount that would be due based on the Organic Fee Schedule Chart – whichever is more.
2. **PRODUCERS** - The agricultural production renewal fee is based on gross sales of the organic product(s). Any person/entity that hires any other person/entity for custom packing or labeling shall pay a fee based on the total sales of product custom packed for them. **Special Circumstances:** Operations that produce and process only their own product shall pay fees based on the value of the raw product prior to being processed, and the value of any product sold as unprocessed (Examples: Produces olives for olive oil or grapes for wine).
3. **HANDLERS (DO NOT TAKE POSSESSION/OWNERSHIP)** - Any person/entity that packs, repacks, labels, sorts, or otherwise handles any organic product that is outside the jurisdiction of the State Director of the California Department of Public Health and does not take title or manage the sale of the product, but provides only handling services for the organic product, shall register and pay one hundred dollars (\$100) per year.

4. **HANDLERS (TAKES POSSESSION/OWNERSHIP)** - Any person/entity that packs, repacks, labels, sorts, or otherwise handles any organic product that is outside the jurisdiction of the State Director of the California Department of Public Health and does take title or manage the sale of the product shall register and pay a fee based on annual gross sales.
5. **COMMISSION MERCHANT/BROKERS** - Commission merchants or brokers that do not take possession or title of the product but arrange for the sale of the product shall register and pay one hundred dollars (\$100) per year.
6. **PROCESSORS (DO NOT TAKE POSSESSION/OWNERSHIP)** - Any person/entity that processes any organic product that is outside the jurisdiction of the State Director of the California Department of Public Health and does not take possession/ownership, but provides only processing services for the organic product, shall register and pay one hundred dollars (\$100) per year.
7. **PROCESSORS - (TAKE POSSESSION/OWNERSHIP)** - Any person/entity that processes any organic product that is outside the jurisdiction of the State Director of the California Department of Public Health and does take possession/ownership shall register and pay a fee based on annual gross sales.
8. **RETAILERS** - A retail store engaged in the handling or processing of organic products shall register and pay a fee of one hundred dollars (\$100) for each store location that processes organic products on site. (i.e. In store deli making organic sandwiches or repacking and using store label on product).