

NAOOA Dues/Seal Program Fee Structure

Regular Members (all countries)* (see notes on assessments and Seal Program fees)

Olive Oil Sales less than \$250,000	\$2,000
Olive Oil Sales \$250,000-\$500,000	\$2,600
Olive Oil Sales \$500,000-\$1 million	\$3,250
Olive Oil Sales \$1 million to \$3 million	\$4,150
Olive Oil Sales \$3 million to \$5 million	\$4,750
Olive Oil Sales \$5 million to \$10 million	\$5,500
Olive Oil Sales \$10 million to \$20 million	\$6,850
Olive Oil Sales more than \$20 million	\$8,050

Assessments

There would no longer be a minimum assessment level because the current \$1,000 minimum level would be included as part of the dues. Assessments would still be collected, though the first:

- 750,000 pounds of own retail brand sales OR
- The first 1 million pounds of own foodservice sales OR
- the first 2 million pounds of bulk sales

are exempt.

Seal Program Fees

Dues include one NAOOA Seal License (good for one product). Additional licenses are:

Companies with annual olive oil sales of:

\$1 million or more	Less than \$1 million
\$3,500 for a company's own retail brand*	\$2,000 for a company's own retail brand*
\$2,750 for a company's own foodservice brand*	\$1,650 for a firm's own foodservice brand*
\$2,750 for a private label brand**	\$1,650 for a private label brand**
\$2,500 for bulk* (55-gallon or larger containers)	\$1,475 for bulk*

**Private label product can only use the Seal if all product is supplied by one company.

Multiple-license discounts:

2-4 paid licenses (not including the one that comes with membership)	10 percent
5+ licenses (not including the one that comes with membership)	20 percent

Foreign Trade Associations

\$995

Associate Members

\$749

Brokers/Agents - \$1,250 (New Membership Category; cannot use the Seal and cannot have a brand)

Introductory Membership

Available only to companies that have never been a member of the NAOOA or have not been a member for at least five years. Members in this category do not have voting rights and are not allowed to use the Seal. Companies may be at this membership level for one year only. The fee is \$749 per year.

NAOOA Assessment Structure 2010

In addition to paying dues, members of the NAOOA pay assessments to cover programs and projects approved by the membership. The assessment structure is as follows:

Each pound of a Regular Member* company's retail own brand sales will count as one share. Each pound of a company's foodservice own brand sales will count as .75 share. Each pound of private label olive oil for retail sale will count as .5 share. All other oil will count as .3 share. Based on data supplied confidentially by members, a total number of shares has been determined for each company. That number is used to determine the percentage of the total shares within the organization and the percentage of the assessment each company pays.

Exemptions: The first:

- 750,000 pounds of own retail brand sales OR
- The first 1 million pounds of own foodservice sales OR
- the first 2 million pounds of bulk sales

for each member company are exempt from assessments.

***Regular Members** are those corporations, partnerships or proprietorships, no matter where based, that market olive oil, extra virgin olive oil and/or olive-pomace oil in North America to the retail, foodservice and/or industrial trades under brands or in the name(s) of companies that they control, as well as corporations, partnerships or proprietorships which are designated agents in North America for olive oil, extra virgin olive oil and/or olive-pomace oil for any entity or for brands of any entity. A non-North American entity controlling a brand, selling olive oil in bulk or packing private label olive oil marketed in North America or to North American customers, either directly, through a North American subsidiary, through an agent or other manner, is eligible only for Regular membership.