



AJP Licensing Fees for Certified Clients

Last Updated December 2015

Licensing fees support and cover Food Justice Certified seal and marketing claim, promotion, standards maintenance and governance. Our licensing fees are not set by the certifier; they are collected by the certifier, but go directly to AJP to support our program work.

The Agricultural Justice Project licensing fee for Food Justice Certification (FJC) is calculated based on the total certification costs (i.e. Certification Fee + Inspection Cost x Licensing Fee Rate = FJC Licensing Fee). Licensing fees are calculated by operation type at the following rates:

Operation Type	Licensing Fee Rate
Producer/Small Retailer	15%
Grower Group	30%
Brand Holder	45%

If you are unsure of where your operation fits in the licensing fee structure please contact us directly at info@agriculturaljusticeproject.org. For more information on the certification and inspection costs please contact our certifier, Quality Certification Services directly.

Quality Certification Services
PO Box 12311
Gainesville, Florida 32604-0311
352-377-0133
gcs@gcsinfo.org

3.5.1 Incomplete Supply Chain Exemption for Brand Holders

If the brand holder becomes certified before their supply chain is fully certified, their licensing fee should be calculated based on the following chart:

Level of Labeling	Licensing Fee Paid
Level 1: No certified supply. No mention on product. Brand holder can use label on marketing materials, website, social media, etc., only in reference to its own business operations.	1/3 of licensing fee paid

<p>Level 2: Minimal certified supply: <70% of raw materials are certified, or brand holder chooses not to source available FJC certified supply for necessary ingredients.</p>	<p>2/3 of licensing fee paid</p>
<p>Level 3: >70% of raw materials are certified. Brand holder either MAY place label on front of packaging, or if >95% certified, brand holder MUST place label on front of packaging.</p>	<p>Full licensing fee paid</p>

3.5.2 Farmer-Owned Cooperative Fee Structure

AJP recognizes that brand holders that are also farmer-owned cooperatives are unique businesses in that the supply chain is owned collectively. For these businesses, the brand holder licensing fee is sufficient to cover the labeling of all products produced from supply provided by co-op members. Farmer-owned cooperative businesses do not need to pay a separate licensing fee for their member farms, unless farmers are independently certified. The only fee paid for these clients will be the licensing fee based on the certification and inspection costs of the certifier for the cooperative.

3.5.3 Financial Hardship Exemption from Licensing Fee for Certified Clients

AJP recognizes that businesses of all types will face challenging years. In order to reduce the financial burden of certification so that certified clients can remain in the program through tough times, AJP has provided the following exemption.

Farms and businesses who have been certified for a minimum of 2 years prior that are recording a profit margin of less than 2% may qualify for a waiver of the AJP licensing fee. The farm or business must clearly document this reduced profit margin for their certifier. Certifiers must contact AJP with this information, and AJP will review the request and determine if the licensing fee can be waived.

A waiver of the Food Justice Certified licensing fee is intended to apply to businesses facing a temporary hardship, and is not intended to extend for a period of more than 2 years. In certain cases, AJP will make an exception depending on the details of the situation.