

## New Zealand Grain & seed Trade Association

### Business Areas and Activites

### Subscription Calculation

Business Area	Criteria	Points	
<b>Seed Trading Domestic</b>	Seed wholesale domestic - veg & flower	0	
	Seed wholesale domestic - grasses and forbs	0	
	Seed wholesale domestic - cereals	0	
	Seed wholesale - woody	0	
	Retail (public) Seed and/or Grain	0	
<b>Seed Trading Revenue</b> >	Seed Trading Revenue >NZ \$10 million	12	
	> Seed Trading Revenue NZ \$5-9.999 million	4	
	> Seed Trading Revenue NZ \$1-4.999 million	3	
	> Seed Trading Revenue <NZ \$1.0 million	0	
<b>Grain Trading &amp; Milling</b>	Grain and pulses sales wholesale	0	
	Grain Milling	0	
<b>Grain Trading Revenues</b> >	Grain Sales Revenue >NZ \$20 mil	13	
	> Grain Sales Revenue NZ\$10-19.9 mil	3	
	> Grain Sales Revenue NZ \$5-9.999 mil	3	
	> Grain Sales Revenue NZ \$1-4.999 mil	2	
	> Grain Sales Revenue <NZ \$1.0 mil	0	
<b>Services and Brokerage</b>	Broker - Seed	0	
	Broker - Grain and pulses	0	
	Contract Testing, Dressing, Handling, and/or Transport	1	
	Contract Agronomic Research	1	
	Consulting (non-brokerage)	1	
	Equipment or materials sold to the trade	1	
<b>Service &amp; Broker Revenues</b> >	Trade-derived Revenue >NZ \$10 million	12	
	> Trade-derived Revenue NZ 5-9.9 million	5	
	> Trade-derived Revenue NZ \$1-4.9 million	1	
	> Trade-derived Revenue <NZ \$1.0 million	0	
<b>Assets</b>	Own or head licensee for 10+ varieties veg or flower	1	
	Own or head licensee for 10+ varieties cereals or pulses	1	
<b>Ex-Im</b>	Import any seed and/or grain for NZ sale	2	
	Export seed and/or grain for sale (>10% of revenues)	2	
<b>New Zealand Coverage</b>	NZ offices or field reps > 10	5	
	NZ offices or field reps 5-10	2	
	NZ offices or field reps 1-4	1	
<b>ISF</b> (as NZGSTA Member)	Attends ISF >=3 of last 4 congress	5	
	Attends ISF 2 of last 4 congresses	2	
	Attends ISF 1 of last 4 congresses	1	
	Attended ISF not in prior 4 yrs.	0	
<b>#FT NZ Employees - seed and grain</b>	more than 100	12	
	50-100	7	
	15-50	4	
	less than 15	3	
	One employee only	1	
<b>Dollars per point</b>			
<b>Subs calculated by formula</b>			
<b>Subscription for 2004/05</b>			
<b>Subscription for 2004/05 plus 10%</b>			
<b>Average of 04/05 plus 10% and formula</b>			
<b>Subscription set for 2005/06</b>			