

New Zealand Grain & Seed Trade Association - Calculation of Annual Subscriptions

Member's Name _____

Calculation of Subscription by Formula

Business Area	Criteria	Points	Subscription
Seed Trading Domestic	Seed wholesale domestic - veg & flower	1	
	Seed wholesale domestic - grasses and forbs	1	
	Seed wholesale domestic - cereals	1	
	Seed wholesale - woody	1	
	Retail (public) Seed and/or Grain	1	
Seed Revenue>	Seed Trading Revenue >NZ \$10 million	12	
Domestic	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	1	
Seed Trading International	Veg seed EXPORT >NZ \$10m	12	
	Veg seed EXPORT <NZ \$10m	4	
	veg seed IMPORTS of commercial value (not stock seed)	1	
	Herbage seed EXPORT >NZ \$10m	12	
	Herbage seed EXPORT <NZ \$10m	4	
	Herbage seed IMPORTs of commercial value (not stock seed)	1	
	Other seed EXPORT >NZ \$10m	12	
	Other seed EXPORT <NZ \$10m	4	
	Other seed IMPORTS of commercial value (not stock seed)	1	
Grain Trading & Milling	Grain and pulses sales wholesale	1	
	Grain Milling	1	
Grain Trading Revenues>	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	1	
Services and Brokerage	Broker - Seed	1	
	Broker - Grain and pulses	1	
	Contract Testing, Dressing, Handling, and/or Transport	1	
	Contract Agronomic Research	1	
	Consulting (non-brokerage)	1	
	Equipment or materials sold to the trade	1	
Revenues>	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	1	
Assets	Own or head licensee for 10+ varieties veg or flower	1	
	Own or head licensee for 10+ varieties cereals or pulses	1	
	Own or head licensee for 10+ varieties forage	1	
New Zealand Coverage	NZ offices or field reps > 10	5	
	NZ offices or field reps 5-10	2	
	NZ offices or field reps 1-4	1	
ISF (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.	1	
#FT NZ Employees - seed and grain			
	more than 100	12	
	50-100	7	
	15-50	4	
	less than 15	3	
	One employee only	1	
Dollars per point			
Subscription calculated by formula			