



# ASTA Membership Application

## American Seed Trade Association, Inc.

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### Our Mission . . . . .

ASTA's mission is to be an effective voice of action in all matters concerning the development, marketing and free movement of seed, associated products and services throughout the world with a minimum of regulation. ASTA promotes the development of better seed to produce better crops for a better quality of life.

### What We Do . . . . .

ASTA, directed by its members, is involved in nearly all issues relating to plant germplasm, focusing on three areas of industry importance: regulatory and legislative matters at international, national, and state levels; new technologies impacting all crop species; and communication and education of members and appropriate public audiences regarding science and policy issues affecting the seed industry.

Activities include enhancing the visibility of seed issues in the public arena, lobbying for industry-wide positions on legislation; informing members about environmental and conservation issues and new developments in plant breeding, such as the use of modern biotechnology; conducting conventions and meetings to inform members about seed issues and to encourage fellowship among seed professionals; promoting global sales of U.S. seeds; funding select seed research programs and maintaining positive working relationships with related organizations.

### Membership Profile . . . . .

ASTA has approximately 850 member companies, including 550 active members that are directly involved in seed production or distribution research and development, 25 corresponding members that produce or distribute seed outside of North America, 85 affiliate members that are related associations and agencies, and 200 associate members that provide products or services for the seed industry. Most active, affiliate, and associate members are headquartered in North America, predominately in the United States. ASTA values and promotes diversity of membership, in terms of company size, products and geographic area served. Each active member is given one vote, regardless of size.

### Leadership . . . . .

ASTA is driven by its membership, which is represented by a Board of Directors comprised of a 15-member Executive Committee, all living past-presidents of the association, division directors, chairs of the International and Legislative & Legal Concerns Committees, and ASTA representatives to the Canadian Seed Trade Association and Mexican Seed Trade Association. The Executive Committee is comprised of the association's president, first vice president; second vice president; three most recent past-presidents; regional vice presidents, representing U.S. northeast, southeast, southern, central, north central, northwestern and western regions; up to three directors-at-large; and vice presidents from Canada and Mexico.

### Benefits of ASTA Membership . . . . .

ASTA provides a strong, effective voice in support of the seed industry's interests; informs members about research developments, industry trends, legislation regulations, and other issues that can affect seed business and its profitability; provides a forum for sharing ideas, information, opinions and concerns with professionals who have mutual interests and provides services and professional development programs specific to the seed industry that may not be available from other trade associations.

ASTA has seven divisions to which any member can belong, including the Associate Members, Brokers-Agents, Corn & Sorghum, Farm Seed, Lawn Seed, Soybean, and Vegetable & Flower Seed Divisions. Each division has its own governing body and committees pertaining to its meetings and activities.

There are eleven Standing Committees that address key seed science, policy and education issues. They include the Biotechnology, Environmental & Conservation, Intellectual Property Rights, International, Legislative & Legal Concerns, Management Skills Program, Membership, Organic, Phytosanitary, Seed Industry Relations, and Seed Treatment & Environmental Committees.

ASTA holds four major meetings a year, including its Vegetable & Flower Seed Conference, Annual Convention, Farm & Lawn Seed Conferences, Corn & Sorghum and Soybean Seed Research Conferences and Seed Expo. These meetings are an opportunity to discuss issues, gain knowledge, and improve business.

# Definitions of Membership

## Active Members

**Eligibility:** Firms engaged in transactions involving research, development, growing or selling of seed for planting purposes and technology delivered in or on seed, which in these transactions acts as principals to take title to the same, shall be classified as active seed members.

Firms engaged in transactions involving purchase or sale of seed or technology delivered in or on the seed which do not take title to the same but act as broker, agent or representative for principals in these transactions shall be classified as broker-agent members.

### Definition of Sales

Active Seed members dues are based on the average of the last three years sales of planting seed, including value of:

- (1) Seed and technology delivered in or on the seed sold in the United States;
- (2) Seed and technology delivered in or on the seed exported from the United States;
- (3) Seed and technology transferred from the United States to affiliate companies (whether wholly- or partially-owned or under common ownership) located in other countries,
- (4) Royalties or other income received as a result of licensing or sale to others of seeds or technology delivered in or on the seed.
- (5) Income received from contracting for, producing and/or conditioning seed for others

"Sales" as defined above shall further include the total amount of "sales" of all business entities under common ownership (whether such entities are incorporated or not and whether they are independently managed or not), unless a business entity under common ownership in its own right and pays dues based on the value of its own "sales", provided however, that the balance of the entity must also maintain its own membership, if it has any additional "sales" as defined above.

## Corresponding Members

**Eligibility:** Firms which meet the qualifications for either category of Active membership except that their established place of business is in a country other than the United States, Canada or Mexico.

## Associate Members

**Eligibility:** Firms marketing products other than seed or firms providing services excluding those defined for either category of Active members, above, for use in agriculture or horticulture who have established a satisfactory reputation for trustworthy dealing in the conduct of such business and whose products or services are of such a nature that the participation of such firms shall, in the judgment of the Board of Directors, contribute substantially to the fulfillment of the purposes of the Association.

## Affiliate Members

**Eligibility:** Any association or agency officially organized and operating with interest directly related to seeds but not meeting the qualifications for Active membership. This may include, but not be limited to, state and regional trade associations, crop improvement and seed certifying agencies, and associations of seed technologists. Affiliate membership shall not constitute membership in the Association on the part of the individual members of these organizations.

## Dues Classification

### Active Members, other than Broker-Agent

#### U.S. Members

Classification (Check one)	Annual Sales of Planting Seed (See "Definition of Sales")	Annual Dues
<input type="checkbox"/> A	\$1,500,000,001 and over	$\text{Sales} \times .0017\% =$
<input type="checkbox"/> B	\$1,000,000,001 to \$1,500,000,000	\$175,000
<input type="checkbox"/> C	\$500,000,001 to \$1,000,000,000	\$125,000
<input type="checkbox"/> D	\$450,000,001 to \$500,000,000	\$100,000
<input type="checkbox"/> E	\$400,000,001 to \$450,000,000	\$88,000
<input type="checkbox"/> F	\$350,000,001 to \$400,000,000	\$72,000
<input type="checkbox"/> G	\$300,000,001 to \$350,000,000	\$66,000
<input type="checkbox"/> H	\$250,000,001 to \$300,000,000	\$60,000
<input type="checkbox"/> I	\$200,000,001 to \$250,000,000	\$55,000
<input type="checkbox"/> J	\$150,000,001 to \$200,000,000	\$44,000
<input type="checkbox"/> K	\$100,000,001 to \$150,000,000	\$30,250
<input type="checkbox"/> L	\$50,000,001 to \$100,000,000	\$18,100
<input type="checkbox"/> M	\$30,000,001 to \$50,000,000	\$12,100
<input type="checkbox"/> N	\$25,000,001 to \$30,000,000	\$9,075
<input type="checkbox"/> O	\$20,000,001 to \$25,000,000	\$7,700
<input type="checkbox"/> P	\$16,000,001 to \$20,000,000	\$6,600
<input type="checkbox"/> Q	\$12,000,001 to \$16,000,000	\$5,500
<input type="checkbox"/> R	\$8,000,001 to \$12,000,000	\$4,250
<input type="checkbox"/> S	\$4,000,001 to \$8,000,000	\$2,900
<input type="checkbox"/> T	\$2,000,001 to \$4,000,000	\$1,750
<input type="checkbox"/> U	\$1,000,001 to \$2,000,000	\$1,150
<input type="checkbox"/> V	\$500,001 to \$1,000,000	\$800
<input type="checkbox"/> W	up to \$500,000	\$550
<input checked="" type="checkbox"/> X	upto \$250,000	\$300

#### Canadian and Mexican Members

<input type="checkbox"/>	Annual Dues	\$550
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### Active Member, Broker-Agent

Classification (Check One)	Annual Commissions, Fees, Royalties or Retainers Received for Services Performed	Annual Dues
<input type="checkbox"/> B1	\$50,001 and over	\$1,375
<input type="checkbox"/> B2	up to \$50,000	\$825

### Corresponding Members

<input type="checkbox"/>	Annual Dues	\$1,100
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### Associate Members

Classification (Check One)	Annual Dollar Sales for Products Sold and/or Annual Receipts for Services Rendered to Members of the Seed Industry	Annual Dues
<input type="checkbox"/> 1	\$20,000,001 and over	\$6,600
<input type="checkbox"/> 2	\$10,000,001 to \$20,000,000	\$4,950
<input type="checkbox"/> 3	\$5,000,001 to \$10,000,000	\$3,300
<input type="checkbox"/> 4	\$3,000,001 to \$5,000,000	\$1,350
<input type="checkbox"/> 5	\$1,000,001 to \$3,000,000	\$1,000
<input type="checkbox"/> 6	up to \$1,000,000	\$700

### Affiliate Members

<input type="checkbox"/>	Annual Dues	\$200
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## Receipt for Applicant's Records

Date applied: \_\_\_\_\_ Check # \_\_\_\_\_

Member type: \_\_\_\_\_ Dues level \_\_\_\_\_

Representative: \_\_\_\_\_

# Application



Firm Name: \_\_\_\_\_

Date of Application: \_\_\_\_\_ 20 \_\_\_\_\_ Date Organized: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ URL: \_\_\_\_\_

Firm will be represented in ASTA by: \_\_\_\_\_ Title: \_\_\_\_\_

We hereby apply for:  Active  Corresponding  Associate  Affiliate  Membership

## General Requirements . . . . .

A Firm meeting the requirements of and applying for membership as an Associate member that also engages in any activities of an Active member may not become an Associate member unless the firm also maintains Active membership, including payment of dues and/or assessments required, according to the schedules established for Active seed and/or Broker-Agent members.

When in any transaction an Active seed member acts in a manner of a Broker-Agent, additional dues in accordance with the classification of membership in which the total receipts from those transactions would place any other Broker-Agent member in accordance with the Broker-Agent dues schedule.

When, in any transaction involving seed, a Broker-Agent acts in a manner other than as a Broker-Agent, additional dues in accordance with the classification of membership in which the total receipts from these transactions would place any other Active Seed member in accordance with Active seed member dues schedule shall be paid.

## Active Members . . . . .

### Classification of Business

**Active Members only**—Please classify by checking each kind of seed handled and nature of business as follows:

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Alfalfa Seeds     | <input type="checkbox"/> Seed Corn       | <input type="checkbox"/> Broker            |
| <input type="checkbox"/> Clover Seeds      | <input type="checkbox"/> Sorghum Seeds   | <input type="checkbox"/> Grower            |
| <input type="checkbox"/> Cotton Seeds      | <input type="checkbox"/> Soybean Seeds   | <input type="checkbox"/> Mail Order        |
| <input type="checkbox"/> Farm Seeds        | <input type="checkbox"/> Sunflower Seeds | <input type="checkbox"/> Retailer          |
| <input type="checkbox"/> Field Grass Seeds | <input type="checkbox"/> Tree Seeds      | <input type="checkbox"/> Wholesaler        |
| <input type="checkbox"/> Flower Seeds      | <input type="checkbox"/> Vegetable Seeds | <input type="checkbox"/> Exporter          |
| <input type="checkbox"/> Lawn Grass Seeds  | <input type="checkbox"/> Wildflowers     | <input type="checkbox"/> Seed Fumigants    |
| <input type="checkbox"/> Native grasses    | <input type="checkbox"/> Other _____     | <input type="checkbox"/> Seed Insecticides |
| <input type="checkbox"/> Packet Seeds      | <input type="checkbox"/> Technology in/o | <input type="checkbox"/> Seed Enhancements |
| <input type="checkbox"/> Peanut Seeds      | Seed                                     | <input type="checkbox"/> Seed Coatings     |
| <input type="checkbox"/> Rice              |  | <input type="checkbox"/> Other _____       |

### Division Voting Privileges

**Active Members only**—Please indicate by checking in which Divisions your firm desires to have voting privileges:

- |   |  |
|---|--|
| <input type="checkbox"/> Corn & Sorghum Division          | <input type="checkbox"/> Lawn Seed Division  |
| <input type="checkbox"/> Farm Seeds Division              | <input type="checkbox"/> Soybean Division    |
| <input type="checkbox"/> Vegetable & Flower Seed Division | <input type="checkbox"/> All Above Divisions |

**Broker-Agent Members only**—Does your firm wish to have voting privileges in the Brokers-Agents Division?

- Yes  No

## Associate Members . . . . .

### Classification of Business

**Associate Members only**—Check Three That Apply:

- |  |  |
|--|--|
| <input type="checkbox"/> Advertising/Promotions          | <input type="checkbox"/> Manufacturer/Sell Pelletizers |
| <input type="checkbox"/> Associations                    | <input type="checkbox"/> Manufacturers, Wholesalers    |
| <input type="checkbox"/> Benefits Provider               | <input type="checkbox"/> Molecular Genetic Services    |
| <input type="checkbox"/> Cleaning Services/Equipment     | <input type="checkbox"/> Paper                         |
| <input type="checkbox"/> Compensation Benefits Svcs      | <input type="checkbox"/> Personnel Search Firms        |
| <input type="checkbox"/> Computer Software               | <input type="checkbox"/> Plant Breeders                |
| <input type="checkbox"/> Consultants                     | <input type="checkbox"/> Publications                  |
| <input type="checkbox"/> Conveyor Equipment              | <input type="checkbox"/> Research Services/Equipment   |
| <input type="checkbox"/> Crop Testing                    | <input type="checkbox"/> Salvage Grain                 |
| <input type="checkbox"/> Data Collection                 | <input type="checkbox"/> Seed Conditioning/Equipment   |
| <input type="checkbox"/> Detasselling Equipment          | <input type="checkbox"/> Seed Packets                  |
| <input type="checkbox"/> Drying Equipment                | <input type="checkbox"/> Seed Packaging/Equipment      |
| <input type="checkbox"/> Electronic Information Services | <input type="checkbox"/> Seed Plant Facilities         |
| <input type="checkbox"/> Engineering Services            | <input type="checkbox"/> Seed Testing Labs/Equip       |
| <input type="checkbox"/> Field & Harvest Equip/Svcs      | <input type="checkbox"/> Seed Treatment. Coating/Equip |
| <input type="checkbox"/> Film Coating Polymers/Equip     | <input type="checkbox"/> Signs, Labels, Tags           |
| <input type="checkbox"/> Financial Services              | <input type="checkbox"/> Sorting Equipment             |
| <input type="checkbox"/> Group Travel                    | <input type="checkbox"/> Telecommunication Services    |
| <input type="checkbox"/> Huskers                         | <input type="checkbox"/> Test Product Code             |
| <input type="checkbox"/> Incentive Providers             | <input type="checkbox"/> Transportation                |
| <input type="checkbox"/> Insurance Providers             | <input type="checkbox"/> Weighing Equipment            |
| <input type="checkbox"/> Legal Services                  | <input type="checkbox"/> Other _____                   |

### Description of Business/Division Voting Privileges

**Associate Members only**—Please state major products sold to, or services rendered to, members of the seed industry:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

All Associate Members are automatically a member of the Associate Members Division.

(continued on other side)

