



# American Seed Trade Association Membership Application

## 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.

## Membership Profile

ASTA has over 700 member companies. 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.

## Benefits of ASTA Membership

### Business Development

- Networking opportunities at ASTA events
- Access to ASTA member directories
- Introductions to foreign seed companies and government representatives

### Advocacy

- Information on public policy initiatives and actions
- Opportunities to contribute to and/or to lead policy debates on legislative and regulatory issues
- Leadership opportunities on relevant working groups and committees
- Meetings with legislators and regulators

### Special Access & Assistance

- Reduced event registration fees
- Intervention in international seed movement problems
- Ability to post job openings on the ASTA website

### Community and Information

- Forums to connect with fellow members of the industry to discuss shared opportunities and obstacles
- Social gatherings at ASTA meetings
- Regular news about the industry via the Better Seed Bulletin
- Online communications at ASTA meetings through custom apps

### Professional Development

- Educational seminars about science, trade, policy and economics at ASTA events
- ASTA's Management Academy at Purdue University
- Membership in LEAD (Leadership, Education & Development) Committee
- Seed Ambassador Leadership Team (SALT)



# American Seed Trade Association Membership Application

## Contact Information

Company Name: \_\_\_\_\_

Parent Company(if applicable): \_\_\_\_\_

Date of Application: \_\_\_\_\_ Year Formed: \_\_\_\_\_

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

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

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

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

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

Address (if different than above): \_\_\_\_\_

Representative's Email: \_\_\_\_\_ Representative's Title \_\_\_\_\_

Assistant's Name (Optional): \_\_\_\_\_ Email: \_\_\_\_\_

## Membership Classification

Please choose one category in which you are applying for membership.

### Active Members

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

#### Definition of sales

Active Member dues are based on the average sales of planting seed from the previous three years, including the value of:

1. Seed and technology delivered in or on the seed sold in the U.S.
2. Seed and technology delivered in or on U.S. exported seed.
3. Seed and technology transferred from the U.S. 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.

### Active Members Dues (Check One)

Annual sales of Planting seed  
(See Definition of Sales)

Annual Dues

<input type="radio"/>	\$0.00	to	\$500,000	\$605
<input type="radio"/>	\$500,001	to	\$1,000,000	\$880
<input type="radio"/>	\$1,000,001	to	\$2,000,000	\$1,265
<input type="radio"/>	\$2,000,001	to	\$4,000,000	\$1,925
<input type="radio"/>	\$4,000,001	to	\$8,000,000	\$3,190
<input type="radio"/>	\$8,000,001	to	\$12,000,000	\$4,885
<input type="radio"/>	\$12,000,001	to	\$16,000,000	\$6,325
<input type="radio"/>	\$16,000,001	to	\$20,000,000	\$7,590
<input type="radio"/>	\$20,000,001	to	\$25,000,000	\$8,855
<input type="radio"/>	\$25,000,001	to	\$30,000,000	\$10,435
<input type="radio"/>	\$30,000,001	to	\$50,000,000	\$12,915
<input type="radio"/>	\$50,000,001	to	\$100,000,000	\$20,815
<input type="radio"/>	\$100,000,001	to	\$150,000,000	\$34,785
<input type="radio"/>	\$150,000,001	to	\$200,000,000	\$50,600
<input type="radio"/>	\$200,000,001	to	\$250,000,000	\$63,250
<input type="radio"/>	\$250,000,001	to	\$300,000,000	\$69,000
<input type="radio"/>	\$300,000,001	to	\$350,000,000	\$75,900
<input type="radio"/>	\$350,000,001	to	\$400,000,000	\$82,800
<input type="radio"/>	\$400,000,001	to	\$450,000,000	\$101,200
<input type="radio"/>	\$450,000,001	to	\$500,000,000	\$115,000
<input type="radio"/>	\$500,000,001	to	\$1,000,000,000	\$143,750
<input type="radio"/>	\$1,000,000,001	to	\$1,500,000,000	\$201,250
<input type="radio"/>	over \$1,500,000,001			\$201,250+ (.005% x sales > \$1.5 b) \$ _____

# Membership Classification *continued*

## 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 judgement of the Board of Directors, contribute substantially to the fulfillment of the purposes of the Association.

<b>Associate Members Dues (Check one)</b>			<b>Annual Dues</b>
<b>Annual sales for Products sold and/or Annual receipts for services rendered to the seed industry</b>			
<input type="radio"/>	\$0.00	to \$1,000,000	\$700
<input type="radio"/>	\$1,000,001	to \$3,000,000	\$1,000
<input type="radio"/>	\$3,000,001	to \$5,000,000	\$1,350
<input type="radio"/>	\$5,000,001	to \$10,000,000	\$3,300
<input type="radio"/>	\$10,000,001	to \$20,000,000	\$4,950
<input type="radio"/>	\$20,000,001	and above	\$6,600

## Broker-Agent members

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

<b>Broker-Agent Dues (Check one)</b>		<b>Annual Dues</b>
<b>Annual commissions, fees, royalties or retainers received for services Performed</b>		
<input type="radio"/>	up to \$50,000	\$825
<input type="radio"/>	\$50,001 and above	\$1,375

## Active Members ( Canada and Mexico)

Firms which meet the qualifications for Active Membership, but whose established place of business is in Canada or Mexico.

<b>Active Members Located in Canada or Mexico Dues</b>	<b>Annual Dues</b>
<input type="radio"/>	\$605

## Corresponding Members

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

<b>Corresponding Members Dues</b>	<b>Annual Dues</b>
<input type="radio"/>	\$1,100

## 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 associations and seed certifying agencies, associations of seed technologists and universities or educational institutions. Affiliate membership shall not constitute membership in the Association on the part of individual members of these organizations.

<b>Affiliate Members Dues</b>	<b>Annual Dues</b>
<input type="radio"/>	\$200

# Division Classification

The organizational structure of the association, ASTA's divisions and committees, enable all segments of the seed industry to prioritize what opportunities and challenges are tackled by ASTA. Divisions include Corn and Sorghum Seed, Farm Seed, Lawn Seed, Soybean Seed, Vegetable and Flower Seed, Associate Members and Broker-Agents. Broad subject committees, as well as those that are born out of a division, provide a forum for members to direct the Association."

Please select the Division(s) in which your company can be classified.

<b>Division Classification (Check all that apply)</b>		
<input type="radio"/> Corn & Sorghum Division	<input type="radio"/> Farm Seeds Division	<input type="radio"/> Lawn Seed Division
<input type="radio"/> Soybean Division	<input type="radio"/> Veg. & Flower Seed Division	<input type="radio"/> Broker-Agents Division

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

# Business Classification

## Active Members

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

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

## Associate Members

**Associate Members Only**—Check all that apply:

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

PLEASE SUBMIT PAYMENT for one year's dues with application to the ASTA office at 1701 Duke Street, Ste. 275, Alexandria, VA 22314. The second year of membership will be pro-rated, based on when the application was processed. ASTA is on a fiscal year, which begins July 1. The undersigned agrees to comply with the bylaws and Arbitration Rules of the Association.

Signature: \_\_\_\_\_

**Company's Chief Financial Officer or Equivalent**

Signature: \_\_\_\_\_

**Company Representative to ASTA**

**note:** Application must be signed by an authorized representative of the firm and by the Chief Financial Officer or Controller to certify the dues classification is correctly stated.

*Dues payments to the American Seed Trade Association are deductible as ordinary and necessary business expenses for federal income tax purposes under Section 162 of the Internal Revenue Code. Dues are not deductible as charitable contributions.*