Certification Services and Fees Guide

Effective January 1, 2027 · Replaces all previous pricing

Estimate the Cost of Your Annual Certification: Select the category that describes your operation and use the referenced parts of this guide to calculate your estimated annual certification cost.

New Applicant	
New Applicant Fee	$100
Certification Service	+ Part 1
Inspection Estimate	+ Part 3
Expedited Services (if desired)	+ Part 4
Estimated total =	

Renewing Client	
Certification Service	+ Part 1
Inspection Estimate	+ Part 3
Expedited Services (if desired)	+ Part 4
Estimated total =	

Affiliate Poultry Certification Program	
Affiliate Handler	Part 2
Affiliate Farm	+ $1,150/ea
Inspection Estimate	+ Part 3
Expedited Services (if desired)	+ Part 4
Estimated total =	

Part 1: Certification Service

Annual certification service includes material reviews, mid-year changes, crops scope, and the annual certification review. The Certification Service total is the Gross Organic Sales tier amount plus any applicable amounts from the Additional Certification Services table below. Renewing clients are billed in February each year. New Applicants are billed after application screening; payment must be received before application review.

Broker / Trader and Services Businesses: to calculate Gross Organic Sales, see Additional Details for more information.

Tier	Gross Organic Sales (prior year)	Amount	Tier	Gross Organic Sales (prior year)	Amount
1	$0 – $5,000	$875	14	$750,001 – $1,000,000	$4,375
2	$5,001 – $25,000	$950	15	$1,000,001 – $1,500,000	$5,800
3	$25,001 – $40,000	$1,100	16	$1,500,001 – $2,500,000	$7,225
4	$40,001 – $55,000	$1,200	17	$2,500,001 – $3,500,000	$9,875
5	$55,001 – $75,000	$1,300	18	$3,500,001 – $5,000,000	$10,400
6	$75,001 – $100,000	$1,450	19	$5,000,001 – $7,500,000	$12,575
7	$100,001 – $130,000	$1,575	20	$7,500,001 – $10,000,000	$14,850
8	$130,001 – $165,000	$1,675	21	$10,000,001 – $15,000,000	$18,575
9	$165,001 – $210,000	$1,750	22	$15,000,001 – $20,000,000	$24,150
10	$210,001 – $275,000	$2,000	23	$20,000,001 – $30,000,000	$27,325
11	$275,001 – $400,000	$2,350	24	$30,000,001 – $50,000,000	$34,725
12	$400,001 – $500,000	$2,725	25	$50,000,001 – $100,000,000	$43,200
13	$500,001 – $750,000	$3,425	26	$100,000,001 and up	$48,475

Additional Certification Services, if applicable	Amount
Label / Product Review, Material Review, Export Certificate (non-expedited)	Included
New Applicant Fee	$100
Livestock Scope	$275
Processor/Handler Scope	$375

Additional Organic System Plan (OSP), or International Export / Equivalency Verification	$325
Organic Plus Trust (OPT) Grass-Fed Program – PCO-certified organic client	$325
Organic Plus Trust (OPT) Grass-Fed Program – non-PCO certified organic client	$800

Part 2: Affiliate Poultry Certification Program

The Affiliate Poultry Certification Program applies to qualified PCO-certified vertically integrated poultry handler operations with one or more affiliated farms under central administration. **Eligibility is determined by PCO per Program criteria.**

The Handler Operation pays all certification fees for itself and its affiliates.

Service	Description	Amount
Handler Operation	Gross Organic Sales of $50 million or less	See Part 1
	Gross Organic Sales exceeding $50 million	By quote
Each Affiliate Farm	Each affiliated farm is independently certified. The $1,150 annual certification service includes the Livestock Scope. No separate Gross Organic Sales amount applies.	$1,150 / operation

Part 3: Inspection Services

Every certified operation needs at least one inspection each year, billed separately after the inspection. Rates cover the inspector's preparation, onsite time, and report writing, plus travel time and expenses such as mileage, lodging, and meals. Use the estimate table below to budget for the inspection.

Inspection Rates	Amount
Inspection Hourly Rate	$90 / hour
Inspection Travel Time	$50 / hour
Inspection Expenses	Actual expenses incurred
Inspection Refusal or Cancellation	Expenses incurred + $175

Inspection Estimate	Crops	Crops & Livestock	Processor / Handler
Price depends on the size, scope(s), and how far the inspector travels.	$525 – $950	$600 – $1,225	$675 – $1,700

Part 4: Expedited Services

Expedited Services may be requested for operations requiring faster certification review and processing. Expedited Services are billed in addition to annual certification services. Expedited Services do not guarantee approval.

Expedited Services	Turnaround Time	Amount
Expedited Application	Priority processing ahead of other non-expedited requests for review, inspection and certification	$3,500
Expedited Scope Addition	Priority processing ahead of other non-expedited requests for review, inspection and certification	$1,750
Expedited Field, Land, Facility Addition	Priority processing ahead of other non-expedited requests for review, inspection and certification	$875

Expedited Services	Turnaround Time	Amount
Expedited Service for label or product review, or export certificate	Product review: 3 business days* Label review: 3 business days* Export certificate: same business day if submitted by noon ET *does not guarantee approval	$375 / item
Expedited Material Review	Priority processing ahead of all other non-expedited requests; actual review times are dependent on manufacturer communication	$450 / item

Fees

Fees are billed as additions to annual certification services. Fees may be billed for administrative issues, missed deadlines, or elevated compliance issues.

Administrative Fees	Amount
Late Annual Update / No Response / Notice of Breach of Contract Fee	$175 / occurrence
Late Payment Interest Fee	1.5% / month
Credit Card Processing Fee	3% of balance
Returned Check Fee	$40 + bank fees
Reinstatement Fee	$3,000
Administrative Oversight Fee	$2,625 / occurrence
PCO Hourly Rate	$175 / hour
Mediation Fees	
Mediation – Informal	$575
Mediation – Formal (third-party)	$575 + Third-party fees
Elevated Compliance Oversight Fees	
PCO staff time for Elevated Compliance Oversight	PCO Hourly Rate
Legal, consultant, contractor or other third-party services	Actual third-party fees
Rush review due to use of inputs before compliance verification	$450
Limited PCO Settlement Agreement oversight - Minimal or no additional information requested, no follow-up needed	$625
Standard PCO Settlement Agreement oversight	$2,500
NOP Settlement Agreement oversight	$5,000
Revisions or updates to PCO Settlement Agreements due to new compliance issues or breaches	$1,500 / occurrence

Discounts

Discounts	Amount
Operations transferring from another certifying agency	20% off New Applicant Fee and first Certification Service invoice (up to a combined max. of $750)
Organic Certification Cost Share Program: 75% of certification fees per scope - Apply directly through FSA	Up to $750 refund per scope / year

Additional Details

Gross Organic Sales

Calculate this amount based on the gross sales of organic products for the previous calendar year. PCO will verify the reported sales upon request or at inspection. PCO reserves the right to adjust the invoice based on information gathered.

- **Services business** paid a fee for services related to organic products, such as co-packing, handling, importing, or producing product for someone else without selling it yourself: report the gross income received from those service fees.
- **Broker, trader, distributor, or business that purchases and sells** organic products without further processing, or operations that only re-package products, report the difference between what was paid and what it sold for.

Affiliate Poultry Certification Program

PCO determines eligibility based on specific criteria, and the Handler Operation must be certified by PCO. Each affiliate farm is certified as an independent legal entity and charged a per-operation amount, with no gross organic sales amount. The Handler Operation pays its own certification costs, based on its own scope(s) and gross organic sales, and is responsible for all certification costs for itself and its affiliates.

Inspections

Annual inspections are required. Inspection price can vary from year to year based on how complex the operation is (size, scopes, products, and any open compliance issues) and whether PCO can group the inspection with others nearby. Operations can help lower the price by scheduling promptly and having records ready.

- PCO may send more than one inspector to large or high-risk operations.
- Operations pay for extra inspections outside the annual inspection. Examples include adding new fields, sites, or facilities, or to confirm compliance, such as when forms or records are incomplete.
- Unannounced inspections and residue testing are usually at no charge. They may be charged if required by a Settlement Agreement, added oversight is needed, or the operation could not show compliance at a past inspection. In these cases, Elevated Compliance Oversight Fees may apply.
- PCO may also use a third-party inspector, with all pricing billed to the operation.
- Refusing an inspection, or canceling with less than 5 days' notice, results in the Inspection Refusal or Cancellation fee. This includes, but is not limited to, not responding to scheduling requests, violating PCO's Code of Conduct, or not cooperating.

Administrative Oversight Fee

If an operation needs extra staff time or oversight due to a Code of Conduct violation or other administrative issue, PCO may charge an initial fee plus annual fees based on the extra monitoring required. Any additional work is billed at the PCO Hourly Rate.

Notice of Breach of Contract

Issued when the PCO Certification Contract is breached. See Certification Contract for full details.

Elevated Compliance Oversight Fees

- Fee for PCO staff time to manage an operation's elevated compliance that exceeds typical annual certification requirements will be billed monthly at PCO's Hourly Rate.
- Operations under a Settlement Agreement may be charged a fee for 12 months of expanded oversight. Additional annual fees may be billed to cover the extra oversight involved for a Settlement Agreement with longer terms. Billing amount depends on how complex the issue is and how much monitoring it needs. PCO can raise or lower it later if circumstances change.
- Other fees associated with Elevated Compliance may include: contractor fees for conducting mediation, investigations, annual or unannounced inspections, or review work; legal or attorney consultation, responding to subpoenas or other discovery requests. If PCO wins in a dispute, the operation is also responsible for its attorneys' and other related fees.
- Operations that use materials and inputs before review and compliance verification may be billed the Rush review due to use of inputs before compliance verification fee.

Mediation

PCO offers mediation to clients facing a proposed suspension, revocation, or denial of their certificate. Two levels: informal mediation with a PCO staff representative, or formal mediation with a third-party mediator both sides agree on, with all fees paid by the client.

Payment Terms

Each invoice lists its own due date and payment terms. Invoices are non-refundable. Payment Plans are available upon request.

PCO Hourly Rate

For circumstances not otherwise covered in this guide; Minimum of 1 hour is billed. For example: Pre-Application, OSP Review, Document Transcription, Bulk Mail Requests, PCO staff attendance at events

Reinstatement Fee

Required for applicants to reinstate certification after suspension or revocation. Fee covers review and communication with NOP.

Organic Certification Cost Share Program

Contact the local FSA office or participating state agency to apply. Information:

https://www.fsa.usda.gov/resources/income-support/organic-certification-cost-share-program-occsp