

ISIA Full Membership Dues Structure

At the Annual Meeting in 2007 the Association approved a wholly apportioned approach to dues assessment in which each regular member pays a set percentage of their self-reported revenues from serum. This structure requires that companies report revenues for the preceding fiscal year as defined by the following statements:

- This figure is to be derived only from end-user revenues for each member group or company. Internal transfers should not be included.
- Members should draw this figure from their most recent audited financials
- Each member should include only revenue generated from the sales of animal derived products for use in life science research, diagnostic kit production and the manufacturing of biopharmaceutical products and vaccines.
 - Revenues from food related application is not applicable

The ISIA Board of Directors has approved a floor level for dues for the smallest member companies and a cap level for the largest companies

ISIA has contracted with Maloney & Associates PLLC, an independent, third-party accounting firm to collect this revenue data from all members, calculate proportionate dues, generate and distribute invoices to each member, and collect monies for aggregate transfer into ISIA accounts. This ensures that no one within the Association will have any knowledge of the numbers submitted, thus maintaining complete confidentiality