



TO: All ISIA Members
FROM: Isabella Schurian
DATE: June 1, 2022
RE: Dues Assessment and Dues Calculations Information

The Association has approved a dues assessment approach reflecting the following reported revenues from serum. The exception to this is for Associate and Independent Members whereby they pay a flat fee.

- Regular members reporting revenues of \$1MM or less will pay \$1200 yearly.
- Regular members reporting revenues of >\$1MM will pay 0.08%, capped at \$25,000.
- Dues for Associate Members is a flat fee of \$4850.00 per year.
- Dues for Individual Members is a flat fee of \$350.00 per year.

This structure requires that each regular member report their 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 regular member group or company. Internal transfers should not be included.
- Each regular member should draw this figure from their most recent audited financials.
- Each regular member should include only revenue generated from the sales of animal blood products for use in life science research, diagnostic kit production and/or the manufacturing of biopharmaceutical products and vaccines.

The ISIA has contracted with Maloney & Associates PLLC, an independent, third-party bookkeeper to collect this revenue data from all regular members, calculate proportionate dues, generate, and distribute invoices to each member, and collect monies for transfer into the ISIA accounts. In this way, no one within the Association (except the CEO) will have any knowledge of the numbers submitted.

Dues will be determined based on self-reported actual revenue generated by the sales of animal derived products for use in life science research, diagnostic kit production, and the manufacturing of biopharmaceutical products and vaccines. This dues data is due within 30 days of receipt of a dues data request. All annual dues are due and payable 45 days of receipt of an invoice after the first day of the new fiscal year of the Association.

Accordingly, we would ask you to please complete and return the Dues Data Certification to the accountants who manage our dues calculations and invoicing by 1st July 2022. Email your dues data form to Pam Schwer at Maloney & Associates: pam@maloneyandassociates.com

Best regards,

Isabella Schurian
Chief Financial Officer