



Definition of Seafood Sales

All seafood sold in the U.S. (whether domestically produced or imported) is included in the NFI seafood sales base. Of the domestically produced seafood, sales includes both domestic and export sales.

- Fee basis for U.S. *produced and sold in the U.S.* is 100% of sales.
- Fee basis for U.S. *produced but exported for sale* is 100% of sales.
- Fee basis for *imported and sold in the U.S.* is 100% of sales.

U.S. produced and U.S. sold basis applies to:

- Harvesters
- Importers
- Processors
- Secondary processors
- Wholesalers
- Packers
- Other regular members whose business is predominantly seafood, regardless of whether headquartered in the U.S. or in another country.

Subsidiaries operating in the U.S. are usually included within the parent company's sales. However, an autonomously operated business unit may join as a separate member and its fees will be based on its sales. Ownership is defined by financial control, thus sales from subsidiaries in which a company owns 50.1% or greater should be included in the NFI sales base. Sales from subsidiaries operating exclusively overseas are excluded from the NFI fee basis.

Fee for International Company who does not have a U.S. sales office and no U.S. seafood sales, fee is based on just *seafood sales*.

For broad-line distributors and seafood restaurants (i.e., restaurants with greater than 50% food sales are seafood) fees are based on *seafood purchased*.

For restaurants with food sales less than 50% seafood, fees are based on the number of units. Diversified retailers, dealing in a wide range of foods, pay a *flat rate of \$1,000*.

Fees for regional and national associations, fees are based on the size of the trade association's budget.

Payments or contributions to the National Fisheries Institute are not deductible as charitable contributions for Federal or State Income Tax Purposes. Payments may be deductible as a business expense. If in doubt, please consult a tax advisor. One of the provisions of the 1993 Revenue Reconciliation Act will cause a portion of your business or organization dues to be non-deductible. Because National Fisheries Institute engages in legislative lobbying on behalf of its members, 5.9% of your dues will not be deductible as a business expense. The National Fisheries Institute also engages in lobbying to influence regulatory and administrative bodies, but such expenditure are not affected by law and are therefore not included in the non-deductible percentage.

How to Calculate Your Fee

1. Determine sales or purchase level from worksheet
2. Determine sales tier from appropriate box
3. Determine the base level for tier
4. Determine the additional amount by subtracting the sales from the "amount over" level
5. Multiply the additional amount by the marginal rate
6. NFI fees determined by adding the base rate and marginal level
7. An electronic fee calculator is available from NFI.
Contact Gerrie Thomas at 703.752.8888 or gthomas@nfi.org.

Example: A seafood company with U.S. sales of \$150,000,000 and export sales of U.S.-produced goods of \$100,000,000 would report \$250,000,000 in sales ($\$150,000,000 * 100\%$)

1. Sales level = \$250,000,000
2. Sales tier is \$150,000,000 - \$799,999,999 and fees are \$32,250 + 0.00006 of sales over \$150,000,000
3. Base level = \$32,250
4. Marginal amount = $\$250,000,000 - \$150,000,000 = \$100,000,000$
5. Marginal amount times the marginal rate = $\$100,000,000 * 0.00006 = \$6,000$
6. NFI fees = $\$32,250 + \$6,000 = \$38,250$

Fee Schedule

■ Seafood Companies (Including Seafood Distributors)

SALES (from worksheet)	BASE RATE + MARGINAL RATE
> \$1,000,000,000	\$89,250
\$750,000,000 - \$999,999,999	\$68,000 + 0.000085 of sales over \$750,000,000
\$150,000,000 - \$749,999,999	\$32,250 + 0.00006 of sales over \$150,000,000
\$50,000,000 - \$149,999,999	\$19,750 + 0.000125 of sales over \$50,000,000
\$25,000,000 - \$49,999,999	\$11,000 + 0.00035 of sales over \$25,000,000
\$10,000,000 - \$24,999,999	\$8,000 + 0.0002 of sales over \$10,000,000
\$3,200,000 - \$9,999,999	\$3,500 + 0.0009 of sales over \$5,000,000
< 3,200,000	\$2,000

■ Broad-line Distributors and Seafood Restaurants (restaurants with food sales greater than 50% seafood)

SEAFOOD PURCHASES (from worksheet)	BASE RATE + MARGINAL RATE
> \$500,000,000	\$50,000
\$300,000,000 - \$499,999,999	\$37,500 + 0.000030 of sales over \$300,000,000
\$150,000,000 - \$299,999,999	\$32,250 + 0.000035 of sales over \$150,000,000
\$50,000,000 - \$149,999,999	\$19,750 + 0.000125 of sales over \$50,000,000
\$25,000,000 - \$49,999,999	\$11,000 + 0.00035 of sales over \$25,000,000
\$10,000,000 - \$24,999,999	\$8,000 + 0.00020 of sales over \$10,000,000
\$5,000,000 - \$9,999,999	\$3,500 + 0.00090 of sales over \$5,000,000
\$2,500,000 - \$4,999,999	\$1,000 + 0.0010 of sales over \$2,500,000
< \$2,500,000	\$1,000

■ International

	FEE
>\$1,000,000,000	\$20,000
\$150,000,000 - \$999,999,999	\$15,000
\$10,000,000 - \$149,999,999	\$10,000
<\$9,999,999	\$5,000

■ General Restaurants (restaurants with food sales are less than 50% seafood)

NUMBER OF RESTAURANTS	FEE
1 - 25	\$1,000
26 - 100	\$5,000
> 100	\$10,000

■ Trade Associations

	FEE
Budget less than \$250,000	\$1,000
Budget between \$250,000 and \$1,000,000	\$2,500
Budget greater than \$1,000,000	\$5,000

■ Associate/Suppliers to the Industry

	FEE
	\$2,000

Sales and Purchase Worksheet

Instructions: Complete worksheet by referring to Fee Schedule to determine your 2023 fees.

Remit payment to NFI by Jan 31, 2023. Make checks payable to National Fisheries Institute and mail to:
National Fisheries Institute Attn: Membership • 1544 Spring Hill Road, #10763 • McLean, VA 22102

■ Seafood Companies (Including Seafood Distributors)

U.S. SEAFOOD SALES AND EXPORTS 2022 SALES

■ US Sales/Exports \$ _____ x 100% = _____

2023 FEE = _____

■ Broad-line Distributors and Seafood Restaurants (restaurants with food sales greater than 50% seafood)

2022 Seafood Purchases = _____

2023 FEE = _____

■ General Restaurants (restaurants with food sales are less than 50% seafood)

1 - 25 Restaurants or units _____

26 - 100 Restaurants or units _____

> 100 Restaurants or units _____

2023 FEE = _____

■ International Seafood Companies

Seafood Sales 2022 \$ _____

2023 FEE = _____

CERTIFIED BY: DATA IS TO BE CERTIFIED BY AN OFFICER OF THE COMPANY OR SENIOR PERSON
RESPONSIBLE FOR SEAFOOD AND MUST BE INCLUDED WITH YOUR PAYMENT

Name _____

Title _____

Company _____

Signature _____

Date _____

SALES INFORMATION WILL REMAIN CONFIDENTIAL AND BE USED ONLY BY THE NFI OFFICERS
AND SENIOR STAFF FOR FEE CALCULATION PURPOSES



NATIONAL
FISHERIES
INSTITUTE

Membership Data *(Please Update if Necessary)*

COMPANY NAME _____

PRIMARY CONTACT NAME & TITLE _____

ADDRESS _____

CITY _____

STATE/PROVINCE _____ COUNTRY _____ ZIP OR POSTAL CODE _____

TELEPHONE _____ FAX _____

EMAIL _____ WEBSITE _____

YOUR NFI MEMBERSHIP IS A COMPANY-WIDE MEMBERSHIP. PLEASE LIST ADDITIONAL COMPANY REPRESENTATIVES WHO SHOULD RECEIVE NFI INFORMATION. FEEL FREE TO MAKE A COPY OF THIS SHEET TO ADD MORE EMPLOYEES. ***PLEASE MAKE SURE TO INCLUDE YOUR COMPANY'S COMMUNICATION AND TECHNICAL CONTACT INFORMATION.***

Name _____

Title _____

Phone _____

Fax _____

Email _____

Location (please list if different from primary.)

Name _____

Title _____

Phone _____

Fax _____

Email _____

Location (please list if different from primary.)

Name _____

Title _____

Phone _____

Fax _____

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Location (please list if different from primary.)

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Location (please list if different from primary.)

Name _____

Title _____

Phone _____

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Email _____

Location (please list if different from primary.)

Name _____

Title _____

Phone _____

Fax _____

Email _____

Location (please list if different from primary.)

PLEASE REMIT PAYMENT, CERTIFIED SALES & PURCHASES WORKSHEET ALONG WITH THIS PAGE TO:

NATIONAL FISHERIES INSTITUTE, 7918 JONES BRANCH DRIVE, SUITE 700, MCLEAN, VA 22102. QUESTIONS? CALL 703-752-8888.

1544 Spring Hill Road, #10763 • McLean, Virginia 22102 • 703-752-8880

Page 4