

FEMA 2011 - 2012 Dues Schedule

Category*	Annual Sales/Usage	Active Class A	Active Class B	Active Class C
		Flavor Producers	Consumer Product Manufacturers 75% of Class A	International Members
1	<\$3 million	\$9,500	\$7,100	\$9,500
2	3-4 million	\$13,300	\$10,000	\$13,300
3	4-6 million	\$19,500	\$14,600	\$19,500
4	6-8 million	\$24,300	\$18,200	\$24,300
5	8-10 million	\$28,800	\$21,600	\$28,800
6	10-12 million	\$34,000	\$25,400	\$34,000
7	12-14 million	\$38,700	\$27,000	\$38,700
8	14-16 million	\$42,300	\$31,800	\$42,300
9	16-18 million	\$44,800	\$33,600	\$44,800
10	18-20 million	\$48,800	\$36,600	\$48,800
11	20-25 million	\$53,200	\$39,900	\$53,200
12	25-30 million	\$57,700	\$43,300	\$57,700
13	30-35 million	\$62,100	\$46,600	\$62,100
14	35-40 million	\$66,500	\$49,900	\$66,500
15	40-50 million	\$71,000	\$53,300	\$71,000
16	50-60 million	\$75,300	\$56,500	\$75,300
17	60-70 million	\$79,800	\$59,800	\$79,800
18	70-80 million	\$84,700	\$63,600	\$84,700
19	80-100 million	\$90,800	\$68,200	\$90,800
20	100-120 million	\$97,500	\$73,100	\$97,500
21	120-150 million	\$102,600	\$76,900	\$102,600
22	150-200 million	\$119,000	\$89,300	\$119,000
23	200-250 million	\$135,300	\$101,600	\$135,300
24	250-300 million	\$151,700	\$113,800	\$151,700
25	300-350 million	\$168,100	\$126,100	\$168,100
26	350-400 million	\$184,500	\$138,400	\$184,500
27	400-450 million	\$203,900	\$150,700	\$203,900
28	450-500 million	\$218,400	\$163,800	\$218,400
29	500-600 million	\$253,400	\$189,900	\$253,400
30	600-700 million	\$288,400	\$216,200	\$288,400
31	700-800 million	\$323,200	\$242,400	\$323,200
32	800-900 million	\$358,100	\$268,600	\$358,100
33	900 million - 1 billion	\$393,000	\$294,800	\$393,000
34	Over 1 billion	\$428,000	\$320,900	\$428,000

Class D: Associates **\$3,900**

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FEMA has a discount program for new active members in which the payment is 1/3 the first year, 2/3 the second and the regular annual amount for the third year.

If you have any questions, please call John H. Cox, 202-293-5800.

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FEMA 2011 – 2012 Active Class A Discount Schedule

Category*	Annual Sales/Usage	First Year Membership Dues Discounted by 2/3	Second Year Membership Dues Discounted by 1/3	Third Year Membership Regular Dues
1	<\$3 million	\$3,170	\$6,335	\$9,500
2	3-4 million	\$4,435	\$8,870	\$13,300
3	4-6 million	\$6,500	\$13,000	\$19,500
4	6-8 million	\$8,100	\$16,200	\$24,300
5	8-10 million	\$9,600	\$19,200	\$28,800
6	10-12 million	\$11,335	\$22,670	\$34,000
7	12-14 million	\$12,900	\$25,800	\$38,700
8	14-16 million	\$14,100	\$28,200	\$42,300
9	16-18 million	\$14,935	\$29,870	\$44,800
10	18-20 million	\$16,270	\$32,535	\$48,800
11	20-25 million	\$17,735	\$35,470	\$53,200
12	25-30 million	\$19,235	\$38,470	\$57,700
13	30-35 million	\$20,700	\$41,400	\$62,100
14	35-40 million	\$22,170	\$44,335	\$66,500
15	40-50 million	\$23,670	\$47,335	\$71,000
16	50-60 million	\$25,100	\$50,200	\$75,300
17	60-70 million	\$26,600	\$53,200	\$79,800
18	70-80 million	\$28,235	\$56,470	\$84,700
19	80-100 million	\$30,270	\$60,535	\$90,800
20	100-120 million	\$32,500	\$65,000	\$97,500
21	120-150 million	\$34,200	\$68,400	\$102,600
22	150-200 million	\$39,670	\$79,335	\$119,000
23	200-250 million	\$45,100	\$90,200	\$135,300
24	250-300 million	\$50,570	\$101,135	\$151,700
25	300-350 million	\$56,035	\$112,070	\$168,100
26	350-400 million	\$61,500	\$123,000	\$184,500
27	400-450 million	\$67,970	\$135,935	\$203,900
28	450-500 million	\$72,800	\$145,600	\$218,400
29	500-600 million	\$84,470	\$168,935	\$253,400
30	600-700 million	\$96,135	\$192,270	\$288,400
31	700-800 million	\$107,735	\$215,470	\$323,200
32	800-900 million	\$119,370	\$238,735	\$358,100
33	900 million - 1 billion	\$131,000	\$262,000	\$393,000
34	Over 1 billion	\$142,670	\$285,335	\$428,000

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FEMA 2011 – 2012 Active Class B Discount Schedule

		First Year Membership	Second Year Membership	Third Year Membership
Category*	Annual Sales/Usage	Dues Discounted by 2/3	Dues Discounted by 1/3	Regular Dues
1	<\$3 million	\$2,370	\$4,735	\$7,100
2	3-4 million	\$3,335	\$6,670	\$10,000
3	4-6 million	\$4,870	\$9,735	\$14,600
4	6-8 million	\$6,070	\$12,135	\$18,200
5	8-10 million	\$7,200	\$14,400	\$21,600
6	10-12 million	\$8,470	\$16,935	\$25,400
7	12-14 million	\$9,000	\$18,000	\$27,000
8	14-16 million	\$10,600	\$21,200	\$31,800
9	16-18 million	\$11,200	\$22,400	\$33,600
10	18-20 million	\$12,200	\$24,400	\$36,600
11	20-25 million	\$13,300	\$26,600	\$39,900
12	25-30 million	\$14,435	\$28,870	\$43,300
13	30-35 million	\$15,535	\$31,070	\$46,600
14	35-40 million	\$16,635	\$33,270	\$49,900
15	40-50 million	\$17,770	\$35,533	\$53,300
16	50-60 million	\$18,835	\$37,670	\$56,500
17	60-70 million	\$19,935	\$39,870	\$59,800
18	70-80 million	\$21,200	\$42,400	\$63,600
19	80-100 million	\$22,735	\$45,470	\$68,200
20	100-120 million	\$24,370	\$48,735	\$73,100
21	120-150 million	\$25,635	\$51,270	\$76,900
22	150-200 million	\$29,770	\$59,535	\$89,300
23	200-250 million	\$33,870	\$67,735	\$101,600
24	250-300 million	\$37,935	\$75,870	\$113,800
25	300-350 million	\$42,035	\$84,070	\$126,100
26	350-400 million	\$46,135	\$92,270	\$138,400
27	400-450 million	\$50,235	\$100,470	\$150,700
28	450-500 million	\$54,600	\$109,200	\$163,800
29	500-600 million	\$63,300	\$126,600	\$189,900
30	600-700 million	\$72,070	\$144,135	\$216,200
31	700-800 million	\$80,800	\$161,600	\$242,400
32	800-900 million	\$89,535	\$179,070	\$268,600
33	900 million - 1 billion	\$98,270	\$196,535	\$294,800
34	Over 1 billion	\$106,970	\$213,935	\$320,900

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FEMA 2011 – 2012 Active Class C Discount Schedule

Category*	Annual Sales/Usage	First Year Membership	Second Year Membership	Third Year Membership
		Dues Discounted by 2/3	Dues Discounted by 1/3	Regular Dues
1	<\$3 million	\$3,170	\$6,335	\$9,500
2	3-4 million	\$4,435	\$8,870	\$13,300
3	4-6 million	\$6,500	\$13,000	\$19,500
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7	12-14 million	\$12,900	\$25,800	\$38,700
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17	60-70 million	\$26,600	\$53,200	\$79,800
18	70-80 million	\$28,235	\$56,470	\$84,700
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