

# Annual Fees and Dues Schedule

General Note: Unless otherwise noted, payment of dues includes a startup package, 6 month subscription to *Tea & Coffee Trade Journal* plus membership in the Specialty Tea Institute (STI) for the balance of the calendar year.

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## Tea Importers/ Brokers/ Wholesalers

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Defined as firms importing/exporting specialty teas from producing countries into the United States and/or selling specialty teas.

Revenue from the tea between \$0 and \$500,000	\$250
Revenue from tea between \$500,000 and \$2.0 Million	\$500
Revenue from tea between \$2.0 Million and \$5 Million	\$750
Revenue from tea over \$5.0 Million	\$1,000

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## Tea Retailers and Restaurant/ Food Service/ OCS Operators

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**Tea Retailers**, defined as firms operating retail operations selling or brewing specialty teas as their primary product line and

**Restaurant/Food Service/OCS Operators**, defined as firms providing food and beverage services which include brewed specialty teas as an ancillary product category.

1 -3 locations	\$250
4 -10 locations	\$500
11 - 20 locations	\$750
20 plus locations	\$1,000

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## Allied/ Service/ Distribution Companies

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Defined as firms manufacturing, servicing or distributing specialty tea-related products or services to firms engaged in any facet of the specialty/premium tea industry.

Revenue from the tea between \$0 and \$500,000	\$250
Revenue from tea between \$500,000 and \$2.0 Million	\$500
Revenue from tea between \$2.0 Million and \$5 Million	\$750
Revenue from tea over \$5.0 Million	\$1,000

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## Specialty Tea Growers

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Defined as individuals or firms involved in the growing and manufacturing of quality orthodox teas.

Cultivation under 250 hectares	\$250
Cultivation between 250 and 1,000 hectares	\$500
Cultivation between 1,000 and 2,000 hectares	\$750
Cultivation over 2,000 hectares	\$1000

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## Producing Country Associations

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Defined as governmental and non-governmental organizations involved with the growth of tea within their origin growing countries.

Regular membership	\$4,000
Spotlight/Special Event membership (one country per year)	\$15,000
Renewal Special Event*	\$5,000

\*Only countries that have paid for the Spotlight/Special Event once are eligible for this Renewal Special Event. This fee will include yearly membership dues and one special event for that year such as a tea tasting.

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**Individual Members**

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Non-voting membership \$250  
Defined as individuals or firms having a general interest in the specialty tea industry.

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**Governmental and Non-Governmental Organizations**

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Defined as trade associations other than tea associations, members of the trade and consumer press, members of governmental and non-government organizations, members of educational and research groups, and other organizations having a general interest in the specialty tea industry.  
Non-voting membership \$250

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**Founding/ Charter Members of STI**

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Note: Defined by the list in Exhibit 1, shall receive an on-going \$400 discount to their annual dues, or full credit for their dues if such amount is less than \$400.

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