



INTERNATIONAL SERUM  
INDUSTRY ASSOCIATION

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TO: All ISIA Applicants  
FROM: Stephen Judd  
DATE: July 1, 2018  
RE: Revenue Data Request for Dues Calculations

The Association has approved a dues assessment approach reflecting the following reported revenues from serum. The exception to this is for Associate 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 an apportioned percentage, capped at \$25,000.
- Dues for Associate Members is a flat fee of \$4850.00 per year.

This structure requires that each 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 member group or company. Internal transfers should not be included.
- Each member should draw this figure from their most recent audited financials.
- Each 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 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.

Accordingly, we would ask you to please complete and return the Dues Data Certification to the accountants who manage our dues calculations and invoicing.

Email to Pam Schwer at Maloney & Associates.  
[pam@maloneyandassociates.com](mailto:pam@maloneyandassociates.com)

Best regards,

Stephen A. Judd  
Treasurer/Chief Financial Officer