



TO: ISIA Regular Members
FROM: ISIA Finance Committee
DATE: June 17, 2024
RE: Dues Assessment and Dues Calculations Information

Hello members! Thank you for being a part of ISIA - it is an exciting time to be a part of our Association. We continue to stay true to our purpose of ensuring a stable and sustainable environment for the supply of serum and animal derived materials for the global life science industry, and we are moving into the new fiscal year with a revamped strategic plan and a great deal of energy and enthusiasm coming out of our 19th Annual General Meeting. Our near-term objectives include driving value for all members, thoughtfully expanding our membership to continue to represent all facets of the serum industry, creating more proactive and strategic relationships with regulators globally, and solidifying traceability as an industry standard. We look forward to great success in the coming year through collaboration and leadership from our Association officers, the Board of Directors, our volunteer teams, and you, our members.

The Association has approved a dues assessment approach for regular members reflecting the following reported revenues from serum.

- Regular members reporting revenues of \$2MM or less will pay \$2000 yearly.
- Regular members reporting revenues of >\$2MM will pay 0.096%, capped at \$30,000 yearly.

This structure requires that each regular member report their revenues for the preceding fiscal year. 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.
- Draw this figure from their most recent audited financials.
- Include external revenues for each member, group, or company. Do not include internal transfers.

Please complete / return the Dues Data Certification and signed Member Code of Ethics to Kathryn Pagani-Lee (kpaganilee@serumindustry.org), who manages our dues calculations and invoicing, no later than July 17, 2024.

Best regards,

ISIA Finance Committee