Fees for Green Seal Certification under
GS-44 Standard for Soaps, Cleansers, and Shower Products

Green Seal’s fees are based on the type of product under review (original product, private label, similar or nearly identical product), number of products submitted for certification and the company’s total annual revenue. The fees reflect the basic cost of evaluating, certifying, and monitoring products under a contractual application and license agreement with Green Seal, Inc. As a 501(c)(3) non-profit organization, Green Seal uses the revenue from fees to help us realize our mission to create a more sustainable world.

Evaluation and Monitoring Fees

Evaluation and monitoring fees apply to all Green Seal-certified products however discounts may apply. Please click the buttons below for details on fees for specific types of products. If you have questions about fees, please contact Green Seal at (202)872-6400 or email certification@greenseal.org.

Evaluation for Certification

Each product is evaluated to verify that it meets the applicable standard. The full evaluation fee is due at the time of application. The evaluation fee covers the evaluation of each product’s components, and materials and literature that include reference to Green Seal. Out-of-pocket costs, such as costs for travel for an on-site audit or for any necessary product tests, are not included in the evaluation fee.

Compliance Monitoring

Once a product is certified, periodic compliance monitoring is conducted to ensure that the requirements for certification are still being met. Monitoring involves a review of the product and ancillary materials similar to the initial certification evaluation. Compliance monitoring fees include the review and the 12-month license to use the Green Seal Mark, and are due annually on or before the anniversary of certification.

See next page for links to reduced fees and discounts.
Reduced Fees and Discounts

Related Products
Related products may be similar in that only one or two substantive changes have been made to a Green Seal-certified product, or they may be nearly identical, just a different brand name or package size. Discounts may apply to products that are similar or nearly identical to the original certified product.

Private Label Products
Private label products are products with the same formulation, but sold under a different brand name from the certified product and by someone other than the original certified product manufacturer. Private label products must be evaluated and certified under the same standard as the original certified product.

Products Certified by Ecolabelling Partners
Products that have already received certification through organizations with which Green Seal has a reciprocity agreement may be eligible for a discount. Call (202)872-6400 to obtain fee information.

Dual Certification Discount
Many products can meet the requirements of more than one Green Seal standard, allowing companies to market their certification to multiple audiences (e.g., retail and institutional purchasers). Companies that would like to have products certified to more than one Green Seal standard should call (202)872-6400 to obtain fee information.

Certified Product Manufacturer Discount
In order to encourage innovation and new product development, Green Seal offers manufacturers of currently Green Seal-certified products a 10% discount on the evaluation fee for a single product submission.
Evaluation Fees for Original Products

A “Single Product” is one formulation or configuration based on unique attributes, and “Multiple Products” are distinctly different from each other. All Multiple Products must be submitted at the same time, but may be under two or more standards. Products are not defined by brand name or package size and may encompass more than one SKU. We are frequently able to combine products under one product fee. Contact us for more information.

Click here for fees for similar or nearly identical products.

<table>
<thead>
<tr>
<th>Tier</th>
<th>Annual sales/revenue less than $5 million</th>
<th>Single Product</th>
<th>Multiple Products (fee per product)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier V</td>
<td></td>
<td>$5,800</td>
<td>2-4 products $4,350</td>
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<tr>
<td>Tier IV</td>
<td>Annual sales/revenue $5 million to $20 million</td>
<td>$7,250</td>
<td>2-4 products $5,450</td>
</tr>
<tr>
<td>Tier III</td>
<td>Annual sales/revenue $20 million to $100 million</td>
<td>$9,075</td>
<td>2-4 products $6,800</td>
</tr>
<tr>
<td>Tier II</td>
<td>Annual sales/revenue $100 million to $500 million</td>
<td>$11,325</td>
<td>2-4 products $8,500</td>
</tr>
<tr>
<td>Tier I</td>
<td>Annual sales/revenue $500 million or over</td>
<td>$14,150</td>
<td>2-4 products $10,625</td>
</tr>
</tbody>
</table>

Re-evaluation or Change Fees

If more than one series of evaluations must be conducted, Green Seal may require additional fees either hourly or as an added one-time evaluation fee at our discretion based on the estimated amount of additional review work that will be required.

Examples of more than one series of evaluations include (but are not limited to) the following:
- Multiple formula changes;
- Repeated performance testing;
- Multiple label iterations;
- Multiple alternative raw materials or more than one synthetic fragrance.
## Annual Monitoring Fees for Original Products

<table>
<thead>
<tr>
<th>Tier</th>
<th>Annual sales/revenue</th>
<th>Single Product</th>
<th>Multiple Products (fee per product)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier V</td>
<td>less than $5 million</td>
<td>$4,050</td>
<td>2-4 products $3,050</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>5 or more products $2,650</td>
</tr>
<tr>
<td>Tier IV</td>
<td>$5 million to $20 million</td>
<td>$5,075</td>
<td>2-4 products $3,800</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>5 or more products $3,300</td>
</tr>
<tr>
<td>Tier III</td>
<td>$20 million to $100 million</td>
<td>$6,350</td>
<td>2-4 products $4,750</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>5 or more products $4,125</td>
</tr>
<tr>
<td>Tier II</td>
<td>$100 million to $500 million</td>
<td>$7,925</td>
<td>2-4 products $5,950</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>5 or more products $5,150</td>
</tr>
<tr>
<td>Tier I</td>
<td>$500 million or over</td>
<td>$9,900</td>
<td>2-4 products $7,450</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>5 or more products $6,450</td>
</tr>
</tbody>
</table>

Have questions about our fees? Call Green Seal at (202)872-6400 or email certification@greenseal.org 2/13
Fees for Certification under GS-44 Standard for Soaps, Cleansers and Shower Products

Reduced Fees

**Fees for Related Products**
Multiple product fees listed apply to multiple products submitted at the same time. Auditor and travel charges to inspect the production facility, where necessary, are in addition to these fees.

**For Additional Similar Products**
These are products where one or two formulation changes have been made to a currently certified product, e.g. different dye, different fragrance.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th>$1,250</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evaluation Fee:</td>
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<td>$1,250</td>
</tr>
<tr>
<td>Annual Monitoring Fee</td>
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<td>$1,000</td>
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</table>

If the products are beyond the scope* of an Additional Similar Product, or if additional manufacturing sites must be inspected, the applicant will be responsible for additional fees and/or expenses.

**For Additional, Nearly Identical Products**
These are products with no change in formulation, but minor changes such as the addition of a brand name or an additional package size.

<table>
<thead>
<tr>
<th></th>
<th>Single Product</th>
<th>Multiple Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evaluation Fee:</td>
<td>$350</td>
<td>$350 + $100 per each</td>
</tr>
<tr>
<td>Annual Monitoring Fee</td>
<td>$350</td>
<td>additional product</td>
</tr>
</tbody>
</table>

If product evaluation beyond the scope* of a Nearly Identical Product is necessary, the applicant will be responsible for any additional fees.

**Fees Private Label Products**
Private label products must be evaluated under the same standard as the original certified product. Additional products must be submitted at the same time.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th>$750 + $400 for each</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evaluation Fee:</td>
<td></td>
<td>additional product</td>
</tr>
<tr>
<td>Annual Monitoring Fee</td>
<td></td>
<td>$750 + $400 for each</td>
</tr>
<tr>
<td></td>
<td></td>
<td>additional product</td>
</tr>
</tbody>
</table>

*An evaluation is beyond the scope when more products or more extensive product reviews are required than originally indicated in the application (i.e., an Additional Similar Product review instead of a Nearly Identical Product review). In this case the evaluation fee will be adjusted to reflect the actual scope of the review.

Fees listed in this document are subject to change. For more information, please call (202) 872-6400, visit [www.greenseal.org](http://www.greenseal.org) or email us at certification@greenseal.org.

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Southeast Office, 374 Siouan Drive, Lexington, NC 27295
Midwest Office, 517 N. Segoe Road, Ste. 211, Madison, WI 53705

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