

CRN Voting Membership Application

Application revised September 2021



Council for Responsible Nutrition

The Science Behind the Supplements

The Council for Responsible Nutrition (CRN) is the leading trade association representing ingredient suppliers, manufacturers and marketers of dietary supplements and functional food. CRN and its members are committed to providing consumers with safe, beneficial products made to quality standards. CRN's mission is to protect and advance a climate for our member companies to responsibly develop, source, manufacture and market science-backed dietary supplements, functional food, and their ingredients for better health and nutrition. We are pleased to consider new members who share our values and goals for the industry and our commitment to our consumers.

To become a Voting Member of CRN, complete and return this application to CRN. Applications require the approval of CRN's Board of Directors.

1. Tell us about your company

Company Information

Company Name (as it should appear on our membership roster) _____

Headquarters Street Address _____

City, State, Zip _____

Company Website _____ Company Phone Number _____

Primary Contact Information (should be a senior executive in the company)

Primary Contact _____ Title _____

Primary Contact Email _____ Phone _____

Address (check if same as headquarters)

Street Address _____

City, State, Zip _____

President/CEO Information

Company (or Division) President / CEO Name _____

Full Title _____

Email _____ Phone _____

Billing Contact Information

Billing Contact _____ Title _____

Billing Contact Email _____ Phone _____

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Please provide a brief statement that describes your company and its business (or attach a separate page):

Please list your top brands (either finished products or branded ingredients). CRN will highlight your key brands on our website.

Please list any subsidiaries in the areas of dietary supplements and functional foods.

2. Determine your company's membership category

Any company who manufactures a dietary supplement, a functional food or an ingredient intended for these products, or who markets or distributes a dietary supplement or functional food under its own brand or label, or markets or distributes a dietary ingredient, is eligible for membership in CRN as a Voting Member. A dietary supplement is defined as that term is defined in the U.S. Food, Drug & Cosmetic Act (21 U.S.C. 321(ff)). A functional food is defined as "any product properly labeled as a food under the federal Food, Drug, & Cosmetic Act that is formulated specifically to increase the intake of nutrients or other compounds and for which the manufacturer makes structure/function or health claims in its labeling."

Voting Members qualify in one or more of the following categories: (check all that apply)

_____ **Branded Product Member:** A member who manufactures or markets a finished dietary supplement or functional food, under its own brand or label.

_____ **Contract Manufacturer Member:** A member who manufactures finished dietary supplements or functional food on behalf of, or for resale to, another business for sale under another brand or label.

_____ **Ingredient Manufacturer/Formulator Member:** A member who manufactures an ingredient (including excipients, flavorings or colorants) for use in a dietary supplement, or a nutritional ingredient for use in a functional food. A "nutritional ingredient" means a dietary ingredient as that term is defined in the U.S. Food, Drug & Cosmetic Act (21 U.S.C. 321(ff)). "Manufactures" includes harvesting,

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processing or substantially altering the ingredient or holding unique patents or other intellectual property to prepare the ingredient for inclusion in a dietary supplement or for inclusion of a nutritional ingredient in a functional food product.

Ingredient Distributor/Representative Member: A member who sells or facilitates the sale of ingredients intended for inclusion in a dietary supplement or of nutritional ingredients for inclusion in a functional food, but does not manufacture, harvest, process or otherwise substantially alter the composition of such ingredients. This class of membership is generally limited to firms that do not hold a patent or other intellectual property in the ingredient and do not market the ingredient under their own unique brand.

3. Determine your company's membership dues

CRN calculates its dues based as a percentage of the sales from all aspects of your business involved in the sale of dietary supplements, functional food and their nutritional ingredients for the previous fiscal year. CRN members are required to pay dues on all aspects of their businesses that are involved in these categories. We define the following terms to help you determine your annual membership dues:

“Sales” – Sales shall mean gross sales in the U.S. during the past year resulting from the manufacture and/or distribution of dietary supplements, functional food, all ingredients in a dietary supplement and nutritional ingredients in functional food products, including all sales of the member company and its domestic affiliates. Deductions for refunds and discounts shall not decrease “gross sales.”

“Dietary Supplements” – Any product that is properly labeled as a “dietary supplement” (i.e., with “Supplement Facts”) under the U.S. Food, Drug & Cosmetic Act as that term is defined in 21 U.S.C. 321(ff). A dietary supplement may contain one or more dietary ingredients such as vitamins, minerals, herbs or other botanicals, amino acids or other dietary substance used to supplement the diet, or a concentrate, metabolite, constituent, extract, or combination of such ingredients.

“Functional Food” – Any product that is properly labeled as a “food” (i.e., with a “Nutrition Facts” label) under the U.S. Food, Drug & Cosmetic Act that is formulated specifically to increase the intake of certain nutrients or other compounds and for which the manufacturer makes structure/function or health claims in its labeling.

“Nutritional Ingredients” – Nutritional ingredients are dietary ingredients as that term is defined in the U.S. Food, Drug & Cosmetic Act (21 U.S.C. 321(ff)) and may include vitamins, minerals, herbs or other botanicals, amino acids or other dietary substance used to supplement the diet, or a concentrate, metabolite, constituent, extract, or combination of such ingredients.

“Ingredients” – Includes not only “dietary ingredients” as defined in the U.S. Food, Drug & Cosmetic Act, but also includes excipients, colors, flavorings, and other ingredients used in the manufacture of supplements.

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STEP 1: Determine your dues based on your sales.

Determine your company's annual U.S. sales of dietary supplements, functional food, and their ingredients and use the appropriate rate chart below to calculate your membership dues.

PLEASE NOTE: Sales data provided to CRN for membership purposes are held strictly confidential by CRN and are not disclosed to anyone, not even to CRN's Board of Directors. This information is required for accurate computation of CRN's dues.

For companies with less than \$50 million in sales of dietary supplements and functional food (or their ingredients), calculate your dues by determining your sales in each category, and apply the multiplier provided for that category.

Sales from Branded Finished Products (Dietary Supplements or Functional Food)	Gross Sales = \$ _____ (x .10%) Multiply by .0010	= \$ _____
Sales from Contract Manufacturing Finished Products for Other Brands	Gross Sales = \$ _____ (x .08%) Multiply by .0008	= \$ _____
Sales from Ingredient Manufacturing and Formulation	Gross Sales = \$ _____ (x .08%) Multiply by .0008	= \$ _____
Sales for Distribution of Ingredients Without Alteration or Unique Branding	Gross Sales = \$ _____ (x .07%) Multiply by .0007	= \$ _____
DUES SUBTOTAL Add all subtotals from the above categories to compute total dues before new-member discount or prorating.	Add above lines Minimum Dues: If your dues subtotal is less than \$4,000, enter "\$4,000."	= \$ _____

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For companies between \$50 and \$100 million in sales of dietary supplements and functional food (or their ingredients), calculate your dues by determining your sales in each category, and apply the multiplier provided for that category.

Sales from Branded Finished Products (Dietary Supplements or Functional Food)	Gross Sales = \$ _____ (x .08%) Multiply by .0008	= \$ _____
Sales from Contract Manufacturing Finished Products for Other Brands	Gross Sales = \$ _____ (x .075%) Multiply by .00075	= \$ _____
Sales from Ingredient Manufacturing and Formulation	Gross Sales = \$ _____ (x .075%) Multiply by .00075	= \$ _____
Sales for Distribution of Ingredients Without Alteration of Unique Branding	Gross Sales = \$ _____ (x .065%) Multiply by .00065	= \$ _____
DUES SUBTOTAL Add all subtotals from the above categories to compute total dues before new-member discount or prorating.	Add above lines *See chart below for minimum dues requirements	= \$ _____

***Minimum Dues Requirements:** Based on your primary company description, your dues should be at least:

- For Branded Marketers of Finished Products.....\$50,000
- For Contract Manufacturers of Finished Products.....\$40,000
- For Ingredient Manufacturers and Formulators.....\$40,000
- For Ingredient Distributors.....\$35,000

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For companies between \$100 and \$500 million in annual U.S. sales of dietary supplements and functional food (or their ingredients) for all categories:

If your total sales are between \$100 and \$150 million	Gross Sales = \$ _____ (x .075%) Multiply by .00075	= \$ _____ Minimum amount of \$75,000 and maximum amount of \$110,000
If your total sales are between \$150 and \$300 million	Gross Sales = \$ _____ (x .065%) Multiply by .00065	= \$ _____ Minimum amount of \$110,000 and maximum amount of \$175,000
If your total sales are between \$300 and \$500 million	Gross Sales = \$ _____ (x .05%) Multiply by .0005	= \$ _____ Minimum amount of \$175,000 and maximum amount of \$250,000

For companies greater than \$500 million in annual U.S. sales of dietary supplements and functional food (or their ingredients) for all categories:

If your total sales are greater than \$500 million, your dues are \$250,000 + .0025% of total sales	Gross Sales = \$ _____ (x .0025%) Multiply by .000025	= \$ _____ + \$250,000 Total = \$ _____
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Taxability of Trade Association Dues: *CRN is a not for profit 501(c)(6) organization. Membership dues and contributions to CRN are not deductible as charitable contributions for federal income tax purposes, but may be partially deductible as a business expense. That portion of membership dues attributable to lobbying activity is not tax deductible.*

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STEP 2: First year discount and proration

SPECIAL MEMBERSHIP DUES INCENTIVE FOR VOTING MEMBERS:

CRN's Board of Directors has expressed its commitment to membership development by approving a dues incentive for new, first-time voting members. CRN voting membership is available at a 50% reduction in dues for the first 12 months, which begins the first month of membership.

DUES SUBTOTAL (from previous Worksheets)		\$ _____
50% reduction for new, first-time members (if applicable)		- \$ _____
SUBTOTAL, LESS NEW-MEMBER DISCOUNT (if applicable)		= \$ _____
Prorated beginning _____ (month of approval), if applicable. Determine months remaining in calendar year [e.g., March approval = 9/12 or .75, September approval = 3/12 or .25]	Multiply by appropriate fraction of year	X _____
TOTAL DUES		\$ _____

4. Sign and certify the information provided

This application must be signed by an officer or senior executive in your company. Membership dues are non-refundable once the application has been approved by CRN's Board of Directors.

I certify that the information included with this application is accurate and complete to the extent of my knowledge.

I have read and understand the CRN Bylaws and agree that my company will abide by the terms and conditions of membership specified therein. I understand that failure to comply with the Bylaws and CRN's policies may subject my company to disciplinary action by CRN.

I have read and understand the CRN Code of Ethical Principles (attached) and attest that my company pledges its commitment to comply with this Code of Ethical Principles I affirm that my company will continue to uphold these Principles during its membership in CRN.

I understand that CRN members who market finished dietary supplement products to consumers with their own brand must participate in the Supplement OWL (Online Wellness Library)

Company Contact (please print) _____

Title _____

Signature _____

Date _____

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5. Include supporting documentation

All applications must include copies of descriptive information about the organization and its role in the dietary supplement industry, which may include the following:

- **Annual Report**
- **Product Catalog**
- **Overview of Facilities**
- **Sample Print Promotional Materials**

6. Send CRN the completed application, dues, and supporting documents

BY MAIL: Carl Hyland, Vice President, Membership Development, Council for Responsible Nutrition, 1828 L Street, NW, Suite 810, Washington, DC 20036

BY EMAIL: chyland@crnusa.org

BY FAX: (202) 204-7701