

## **CAC Membership Categories and Fees**

### **Roaster – North American**

**Fee: \$30,000**

A business engaged in the blending, roasting, packaging, and distribution of coffee with a large-scale footprint across North America, supplying national or multinational markets.

This category is intended for roasters with extensive production capacity, broad distribution networks, and a significant presence in the North American coffee market.

### **Roaster – National**

**Fee: \$15,000**

A coffee roasting business operating at a national level within Canada, supplying multiple regions and channels, including wholesale, retail, foodservice, or direct-to-consumer sales.

This category applies to established roasters with significant volume and national reach, but a footprint within Canada.

### **Roaster – Regional**

**Fee: \$7,500**

A coffee roasting business primarily serving specific provinces or regions within Canada.

This category is intended for roasters with moderate production volumes and regional distribution, including wholesale, foodservice, or retail-focused operations within Canada.

### **Roaster – Micro (1–10 locations)**

**Fee: \$2,500**

A small-scale coffee roaster operating between one and ten locations, including cafés, roasteries, or combined roasting/retail operations.

This category is designed for independent and emerging roasters with localized operations focused on limited production volumes.

### **Retail – North American**

**Fee: \$20,000**

A business operating retail coffee locations across North America, providing direct-to-consumer coffee sales through a large network of company-owned or franchised locations.

This category applies to major retail brands with extensive geographic reach.

**Retail – 25 Units and Over****Fee: \$10,000**

A retail coffee business operating 25 or more locations within Canada, providing direct coffee sales to consumers.

This includes regional or national chains that do not meet the North American category threshold.

**Retail – 25 Units and Under****Fee: \$2,500**

A retail coffee business operating 25 or fewer locations within Canada, including independent cafés and small multi-location operators providing direct-to-consumer coffee sales.

**Grocery / Convenience / Gas****Fee: \$2,500**

A business selling coffee within another business, including but not limited to Grocery Stores, Convenience Stores and or Gas Stations. Offerings of private label or branded offerings / concepts as determined by the Board.

This category applies to retailers whose primary channel is not coffee; however, business is focused on promotion of coffee being sold through grocery or convenience formats.

**Importer / Broker****Fee: \$5,000**

A business engaged in the importation, brokering, or trading of green coffee for supply to Canadian roasters, manufacturers, or distributors, as determined by the Board.

**Office Coffee / Allied****Fee: \$2,500**

A business providing coffee, equipment, products, or services to offices, workplaces, institutions, or allied sectors of the coffee industry.

This includes workplace coffee service providers, coffee related equipment suppliers, packaging companies, logistics providers, and other businesses allied to the Canadian coffee trade.

**Grower / Producer / Association****Fee: \$1,000**

Coffee growers, producers, exporters, producing-country organizations, or industry associations involved in the production and export of green coffee, as determined by the Board.