



2021 TECH TRANSFER TEAM COMMERCIAL MEMBERSHIP

Bee Informed Partnership

Be Involved. Be Included. Bee Informed.

See Package
Pricing for
Substantial
Savings!



NOT A MEMBER? JOIN TODAY!

- Join the largest **honey bee disease monitoring program** in the world.
- Get **customized beekeeping services** to fit every operation's specific needs.
- Participate in **cutting-edge research** and get early access to the latest product trial results.
- Use our disease load reporting to **inform treatment and management decision-making**, saving you money.

Your \$1,000 annual membership includes:

- Immediate Mite Counts Reporting
- Disease and Pest Inspections
- Online Inspection Reporting
- BIP shirt or hat
- *Commercial Beekeeping: A Field Guide**
- *Diagnosis and Treatment of Common Honey Bee Diseases**
- Virtual Coffeehouses: periodic online meetings for members to chat with peers

*new members only

BIP helps me to establish biological metrics for my business in hopes to build a model and get a handle on things. What I did not expect was to find such value in my conversations with the tech team specialists.

~**Matt Beekman**, California Apiaries

YARD & FIELD TRIALS

If you are interested in creating a yard trial or participating in a product field trial, contact our Tech Team Coordinator for details and pricing.

For my bees and business, BIP's routine inspections and reports on Varroa and Nosema loads along with multiple other observations provides an important second opinion on an ever-changing landscape for beekeepers. Along with these onsite inspections, I am given access to an invaluable regional perspective through conversations with their Field Specialists and a network of highly regarded experts. BIP is the 'finger on the pulse' on what is happening for beekeepers like myself.

~**Trevor Tauzer**, Tauzer Apiaries

CONTACT US!

For more information, please contact our Tech Team Coordinator, Anne Marie Fauvel at fauvelam@umd.edu or 616-566-2576.



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COMMERCIAL OPTIONS

Package Only

Package + Fees for Extra Services

Visit Fees + Service Fees

Annual Commercial Inspection Packages

Excludes hygienic testing; see packages below

Packages	Included Services	Package Price	
Essential	Membership fee + 4 visits Per Visit: ≤ 8 inspections/in-field <i>Varroa</i> per ≤ 3 yards Per Year: 24 <i>Nosema</i> OR 4 viral OR 1 pesticide	\$4,500/year	>\$300 savings
Ultimate	Membership fee + 4 visits Per Visit: ≤ 8 inspections/in-field <i>Varroa</i> per 4-5 yards Per Year: 40 <i>Nosema</i> OR 6 viral OR 1 pesticide	\$6,000/year	>\$1,250 savings



Per Visit Hygienic Testing Packages (2-day test)

Excludes membership fee

Packages	# Colonies Tested ^A	Visit Price ^B
Basic	≤16	\$ 750.00
Standard	17-32	\$ 1,500.00
Deluxe	33-48	\$ 2,250.00
Premium	49+ ^C	\$ 3,000.00

^AIncludes ~15% of colonies receive field mite washes

^B\$100 extra yard fee

^C>80 colonies requires \$100 LN2 surcharge if >20L needed for tests

Visit Fees

Excludes hygienic testing; see packages above

Labor & Travel Hours ^D (charged in 1/2 hour increments)	Labor & Travel Price ^E
Base visit fee (2-hr min)	\$400
3 hour visit	\$550
4 hour visit	\$700
5 hour visit	\$850
6 hour visit	\$1000
7 hour visit	\$1150
8 hour visit	\$1300
9 hour visit	\$1450

^DScheduling/Labor is dependent upon Field Specialist(s) availability, travel time between yards, and colony condition.

^E\$150/hr surcharge for 2nd Field Specialist

Service Fees

Excludes hygienic testing; see packages above

Service	Description	Service Price
Disease Inspection	On-site inspection of colonies	Included in Visit Fees
In-Field <i>Varroa</i> Test	Alcohol washes for mite counts	Included in Visit Fees
<i>Varroa/Nosema</i> Lab Analysis	On-site sample collection, lab analysis	\$22 per sample
<i>Varroa</i> Only Lab Analysis	On-site sample collection, lab analysis	\$16 per sample
<i>Nosema</i> Only Lab Analysis	On-site sample collection, lab analysis	\$18 per sample
Viral Lab Test (up to 8 Colony Composite)	On-site sample collection, lab analysis	\$110 per sample
Pesticide Analysis	On-site sample collection, lab analysis	\$400 per sample (+ shipping)
Tracheal Mite Analysis	On-site sample collection, lab analysis	\$70 per sample
Emergency Response Kit	Expedited kits for sampling 16 colonies	\$675
Diagnostic Testing Kit	Kits for sampling 16 colonies	\$450
Bag of Bottles (20 samples)	Bottles + tests for <i>Varroa/Nosema</i>	\$350
Crew Training (min 4 hours)	Honey bee diseases training	See Visit Fees