



## 2022 TECH TRANSFER TEAM COMMERCIAL MEMBERSHIP

### Bee Informed Partnership

Be Involved. Be Included. Bee Informed.

See Package Pricing for 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](mailto: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	
Core	Membership fee + 3 visits (visit: $\leq 8$ inspections/ <i>Varroa in</i> $\leq 3$ yards) Per Year: 12 <i>Nosema</i> OR 2 viral OR +1 yard	\$3,500/year	>\$200 savings
Essential	Membership fee + 4 visits (visit: $\leq 8$ inspections/ <i>Varroa in</i> $\leq 3$ yards) Per Year: 24 <i>Nosema</i> OR 4 viral OR 1 pesticide OR +1 yard	\$4,500/year	>\$300 savings
Ultimate	Membership fee + 4 visits (visit: $\leq 8$ inspections/ <i>Varroa in</i> 4-5 yards) Per Year: 40 <i>Nosema</i> OR 6 viral OR 1 pesticide OR +1 yard	\$6,000/year	>\$1,500 savings



### Per Visit Hygienic Testing Packages (2-day test)

Excludes membership fee

Packages	# Colonies Tested <sup>A</sup>	Visit Price <sup>B</sup>
Basic	$\leq 16$	\$ 750.00
Standard	17-32	\$ 1,500.00
Deluxe	33-48	\$ 2,250.00
Premium	49+ <sup>C</sup>	\$ 2,750.00

<sup>A</sup>Includes ~15% of colonies receive field mite washes

<sup>B</sup>\$100 extra yard fee

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



### Visit Fees

Excludes hygienic testing; see packages above

Labor & Travel Hours <sup>D</sup> (charged in 1/2 hour increments)	Labor & Travel Price <sup>E</sup>
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

<sup>D</sup>Scheduling/Labor is dependent upon Field Specialist(s) availability, travel time between yards, and colony condition.

<sup>E</sup>\$95/hr surcharge for 2<sup>nd</sup> 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	\$18 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	\$115 per sample
Pesticide Analysis (USDA AMS Lab)	On-site sample collection, lab analysis	\$450 per sample (+ shipping)
Pesticide Analysis (Cornell Lab)	On-site sample collection, lab analysis	\$125 per sample (+ shipping)
Tracheal Mite Analysis	On-site sample collection, lab analysis	\$75 per sample
Emergency Response Kit	Expedited kits for sampling 16 colonies	\$675
Diagnostic Testing Kit	Kits for sampling 16 colonies	\$475
Bag of Bottles (20 samples)	Bottles + tests for <i>Varroa/Nosema</i>	\$450
Crew Training (min 4 hours)	Honey bee diseases training	See Visit Fees