



Become a Member of the Canada Organic Trade Association

canada-organic.ca



Benefits of Membership

Government Relations & Regulatory Affairs

COTA is the leading voice in Canada advocating for the needs of the organic industry to ensure we have governmental policies that enable trade and funding which maintain and advance the organic sector. **COTA coordinates Parliament Hill Day where members advocate for organic with Members of Parliament. Members have a voice through COTA. Regulatory Updates keep members current.**

Data & Market Research

COTA commissions research and purchases transactional data on behalf of the Canadian organic sector. Members receive current data on segments such as consumer trends and agricultural production statistics. The Canadian Organic Market Report is a national publication distributed digitally and in print. **Members receive free and discounted access.**

Organic Directory

The Organic Directory is a sector-wide project that is a one-stop resource for organic in Canada. This searchable database **lists member enterprises, products, and services in order to facilitate networking, information sharing, and trade. Sponsorship opportunities will raise visibility of supporting brands.**

Market Access & Development

COTA members access organic markets through buyer missions, international matchmaking for both Canadian wholesale commodities and finished products, and domestic sales support. The **Global Organic Export Guide** is a one-stop guide with easy access to the ins-outs of how to trade with international partners. The monthly **Organic Market Navigator** keeps members up to date.

Organic Export Support Fund

COTA offers an innovative fund to help cover the cost of shipping samples to international buyers. **Members receive up to 50% reimbursement on shipping samples abroad.**

Trade Show Funding

Members receive up to 50% reimbursement on trade show costs for select trade shows in the USA, UK, and for BIOFACH Germany.

Organic Promotion Fund

COTA promotes Canadian organic in Canada. Members access funds designed to boost sales within our domestic market. **Members receive up to 50% reimbursement for travel and marketing costs.**

Media Responsiveness

COTA plays an ongoing role creating positive media stories for organic and acting as the go-to for speaking points and background data to support organic across Canada. **Members benefit by knowing that COTA is working hard to protect the integrity of organic and promote its benefits in the public domain.**

Consumer Campaigns Organic Month

COTA leads the national celebration of organic through Organic Month, a month-long celebration of organic across Canada. The campaign increases familiarity of organic, grows public trust, and drives sales. **Members receive a discount on sponsorship opportunities.**

Organic Campus

The Organic Campus program cultivates a grassroots network of new organic enthusiasts across the country at university, college and cegep campuses. Actions include organizing a steering committee and working to adapt institutional procurement policies to include more organic on campus. **Members gain visibility through sponsorship opportunities.**

Webinars & Events

With partners across the entire value chain, COTA takes the lead in hosting several industry events and networking opportunities. **Members receive discounts on sponsorship opportunities.**

- The **Organic Gala & Leadership Awards** honours industry leaders.
- The **Organic Summit**, our flagship event, is where members network and discover cutting-edge organic insights and the most up-to-date news from government and the sector.



How can COTA membership help you reach your organic objectives?

The Canada Organic Trade Association's (COTA) mission is to promote and protect the organic sector and to encourage the universal adoption of organic.

COTA membership spans the entire organic value chain and includes everyone from farmers and certifiers to handlers, importers, exporters, manufacturers, distributors and retailers.

Learn more about how your enterprise will benefit directly and financially with a COTA membership.

We invite all organic enterprises to sit at the COTA table!

For more info
info@canada-organic.ca
canada-organic.ca

COTA Membership

COTA offers a variety of membership categories for operators of all parts of the organic sector. All memberships are annual and can be joined at any time.

TRADE MEMBERSHIP

For businesses with sales activity in the organic industry (products or services).

Annual Organic Sales (CAD)	Dues (CAD)
\$100,000 or less	\$500
\$100,001 - up to 1 million	\$700
\$1 - 2.5 million	\$1,450
\$2.5 - 5 million	\$2,540
\$5 - 10 million	\$3,590
\$10 - 15 million	\$5,710
\$15 - 30 million	\$7,820
\$30 - 50 million	\$11,650
\$50 - 75 million	\$15,600
\$75 - 100 million	\$18,000
\$100 - 150 million	\$21,150
\$150 - 200 million	\$24,300
\$200 - 300 million	\$27,750
\$300 - 400 million	\$29,350
\$400 - 500 million	\$30,700
\$500 - 600 million	\$32,800
\$600 million - 1 billion	\$37,000
\$1 - 2 billion	\$42,300

RETAIL MEMBERSHIP

Annual Organic Sales (Per Store) (CAD)	Dues (CAD)
\$1 million or less	\$150
\$1-2 million	\$350
\$2 - 5 million	\$500
\$5 - 15 million	\$2,000
\$15 - 30 million	\$4,500
\$30 - 75 million	\$7,500
\$75 - 125 million	\$15,000
Over \$125 million	\$20,000

FARMSTEAD MEMBERSHIP **\$50 (CAD)**
 Farms with annual organic revenue under \$250,000.

ASSOCIATE MEMBERSHIP

For allied and aligned partners operating in the sector.

Member Type	Dues (CAD)
Business Associate	Contact us
International Business Associate	Contact us
Government Associate	\$500
Non-Profit Associate	\$500
Academic Researcher	\$500
Provisional Membership	\$500
International Trade Association	\$3,500

Please note, all membership fees are subject to applicable taxes.

