

Membership Application

Please complete all sections and sign sections V, VI and VII.
Please remit payment upon submission of application.

I. Organization and Contact Information

Organization Name: _____ Division of: _____

Organization Name as you'd like it published in directories: _____ Owner/President/CEO: _____

Primary Contact Person: _____ Title: _____

Mailing Address: _____

City: _____ Province/State: _____ Postal Code/Zip: _____

Country: _____ Website: _____

Phone: _____ Fax: _____ Toll-free: _____

Generic Organization Email (e.g. info@domain.ca): _____

Primary Contact Person Email: _____

Throughout the year, COTA will contact members to engage in programming, working groups, events, consultations and regulatory affairs. Please provide the best contacts, where applicable, for each of following categories.

Note: The Primary Contact listed in Section I will be the default for all communications if we do not receive other contacts.

Marketing

Name: _____ Title: _____

Email Address: _____ Telephone: _____

Senior Management Contact

Name: _____ Title: _____

Email Address: _____ Telephone: _____

Standards/Regulatory Affairs

Name: _____ Title: _____

Email Address: _____ Telephone: _____

International Trade/Export

Name: _____ Title: _____

Email Address: _____ Telephone: _____

Other

Name: _____ Title: _____

Email Address: _____ Telephone: _____

II. Business Description (Required unless joining as an individual)

This information will help us to understand your business. If applying for a trade membership, you must outline how you are involved with organic certified production/products.

Business Description: (750 character limit)

Organic Products and Services: Use this space to list brand names, products produced/carried, or business services not mentioned in your business description. (750 character limit)

Please put an “X” in the box preceding the **ONE** best description of your business:

- | | | | |
|-------------------------------------------------|----------------------------------------|----------------------------------------------|-------------------------------------------------|
| <input type="checkbox"/> Agricultural Processor | <input type="checkbox"/> Distributor | <input type="checkbox"/> Ingredient Supplier | <input type="checkbox"/> Retailer |
| <input type="checkbox"/> Association | <input type="checkbox"/> Exporter | <input type="checkbox"/> Manufacturer | <input type="checkbox"/> Support Services/Other |
| <input type="checkbox"/> Broker | <input type="checkbox"/> Farm supplies | <input type="checkbox"/> Packaging Supplier | <input type="checkbox"/> Organic Fibre |
| <input type="checkbox"/> Certifier | <input type="checkbox"/> Grower/Farmer | <input type="checkbox"/> Publisher | <input type="checkbox"/> Personal Care |
| <input type="checkbox"/> Consultant | <input type="checkbox"/> Importer | <input type="checkbox"/> Restaurant/Chef | <input type="checkbox"/> Pet Food/Care |
| <input type="checkbox"/> Researcher/Academic | | | |

Is your operation certified organic? Yes Partial No If yes, by whom? _____

COTA reserves the right to request a valid organic certificate for organic trade shows and organic status verification, where applicable.

III. Trade Information (optional)

One of COTA’s services is to assist in growing organic sales opportunities, domestically and internationally. Please help us understand where your organization stands in terms of being export-ready and which markets you currently sell to or are interested in exploring. This information can be updated over the course of your membership.

Please choose the category that best describes your organization’s position on exporting organic products:

- My company is currently exporting to other markets or is prepared to sell to other markets
- My company is looking to explore exporting opportunities in the future, please keep us informed
- My company wishes to increase sales domestically only

Which export markets are you currently/interested in selling to? (Please list below)

When attending international trade shows or trade missions, COTA would love to promote your business and your organic products, should you have expressed interest in exploring the relevant market.

- On behalf of my organization, I consent to my business information (organic products, business description, website and primary contact) being published in a COTA business directory.**

IV. Select Your Member Category and Dues Level

Please be careful to select the category that properly reflects your company’s current level of global organic revenue. Only one category can be selected.

Note: All membership dues are subject to applicable taxes.

TRADE MEMBERSHIPS – VOTING

Trade members govern the association. Only North American-based businesses, organizations or individuals engaged in the production, distribution, certification or promotion of certified organic products and the services required to produce them are eligible for Trade Membership. Trade members may include, but are not limited to, growers, livestock producers, certifiers, processors, manufacturers, distributors, cooperatives, importers, exporters, retailers, brokers, consultants, farm and livestock equipment manufacturers and input manufacturers.

You must select this category if you are located in North America and all or part of your revenue is generated from the organic industry.

Note: Trade members receive COTA member benefits and one vote:

Dues Level	Annual Global Organic Sales (CAD \$)	Dues (CAD \$)	Dues Level	Annual Global Organic Sales (CAD \$)	Dues (CAD \$)
1	100,000 or less	\$500	11	100 – 150 million	\$21,150
2	100,001 – up to 1 million	\$700	12	150 – 200 million	\$24,300
3	1 – 2.5 million	\$1,450	13	200 – 300 million	\$27,750
4	2.5 – 5 million	\$2,540	14	300 – 400 million	\$29,350
5	5 – 10 million	\$3,590	15	400 – 500 million	\$30,700
6	10 – 15 million	\$5,710	16	500 – 600 million	\$32,800
7	15 – 30 million	\$7,820	17	600 million – 1 billion	\$37,000
8	30 – 50 million	\$11,650	18	1 – 2 billion	\$42,300
9	50 – 75 million	\$15,600			
10	75 – 100 million	\$18,000			

Farmstead Membership (\$50)

For those who own or lease an organic farm, have a functional role as an organic farmer, and derive his or her income from an organic farm, growing and selling less than \$250,000 per year in organic agricultural products.

ASSOCIATE MEMBERSHIPS – NON-VOTING

Associate members include businesses, organizations, government agencies and individuals that do not derive gross revenues from the products and services of the organic industry and are not eligible for Trade Membership but who are supportive of principles consistent with those of organic agriculture. **Businesses and organizations outside of North America are *only* eligible for associate membership.**

Note: Associate members qualify to receive member benefits but will not have voting privileges.

Business Associate

For companies that receive no direct sales from the organic industry

Annual Sales (CAD \$) Dues (\$)

<input type="checkbox"/>	\$100,000 or less	\$600
<input type="checkbox"/>	\$100,001—1 million	\$750
<input type="checkbox"/>	\$1—5 million	\$1,500
<input type="checkbox"/>	\$5—15 million	\$3,400

International Business Associate

For companies outside of North America
Use the “Annual Organic Sales” dues schedule referenced above. \$ _____

Government Associate (\$500)

For government agencies conducting work relevant to the Canadian organic industry.

Non-Profit or Academic Associate (\$500)

For organizations supportive of principles consistent with organic agriculture and products.

Provisional Membership (\$500)

For companies in the early stages of development or with organic certification pending.

International Trade Association (\$3500)

For international organizations seeking advice from COTA regarding association governance, operations and policy; includes access to COTA materials

CONFIRMATION: Your company's qualification for the member category and dues level you have selected are subject to review and approval by COTA.

V. Confirmation of Information

To the best of my knowledge, the information provided in this application is complete and accurate.

Name: _____

Title: _____

Signature: _____

VI. Payment Information

Payment can be remitted by cheque or credit card. Credit card information can also be submitted over the phone at (613) 482-1717. Your membership will only commence once payment has been received.

COTA Dues Amount: \$ _____

Cheque enclosed VISA / Mastercard/AMEX # _____ Exp. Date: _____ CVV: _____

Name on card: _____ Signature: _____

Billing Address (if different from Mailing Address in Section I): _____

Billing Contact (Mandatory) Please confirm who in your office should be contacted for billing purposes

Name: _____ **Email:** _____

Title: _____ **Address** (if different from company address): _____

Telephone: _____

Cheques can be mailed to: CANADA ORGANIC TRADE ASSOCIATION, Attn: Accounts Receivable

4 Florence Street, Suite 210 Ottawa, ON K2P 0W7. **Phone:** (613) 482-1717 **Fax:** (613) 482-2920 **Website:** www.canada-organic.ca

VII. Code of Ethics

The COTA Code of Ethics is a statement of the common values of this association. It is intended to guide us in the decisions we make as an organization and to assist us with our responsibilities to the principles of organic agriculture and ethical business practices.

All COTA members must agree to comply with our Code of Ethics agreement when applying for membership as it is a criteria of membership.

As members of the Canada Organic Trade Association, we have responsibility to our industry, customers, people and the Association. We strive to:

- Maintain the highest standards of business conduct by using only legal and ethical means in all business activity;

- Actively promote and encourage the highest level of integrity within the organic industry;
- Cooperate in every reasonable and proper way with other Association members and work with them in the advancement of the organic agriculture and the organic industry;
- Be fair and respectful to employer(s), employees, associates, competitors, customers, the public, and all business or professional relationships;
- Adhere to honesty in advertising and in all representations to the public concerning organic agriculture and products;
- Support the establishment of an entire production, processing and distribution chain which is both socially just and ecologically responsible;
- Commit to the development and use of the highest standards and practices for organic production, processing and handling, using COTA's Canadian Organic Standards as a guidance document;
- Observe all provincial and federal laws and international regulations pertaining to organic production, processing and handling;
- Represent COTA, its positions, policies and members without rancor. Support the Association, and the industry, by participation and contributing to effective change; and

We are in agreement with COTA's Core Values and declare that we will make every effort to uphold this Code of Ethics. In addition, we have received and read a copy of the [COTA Membership Policy](#).

Name: _____ **Title:** _____
Signature: _____ **Date:** _____

HOW DID YOU HEAR ABOUT COTA?

Trade press (list publication)

Recommended by (list name or company)

COTA/OTA's Website

Industry Event

Reason(s) for joining:

**For more information about COTA membership, assistance with the application form, and any questions and comments, please contact Kim De Lallo, Member Relations and Business Development Manager
 kdelallo@canada-organic.ca
 (613) 482-1717 x 204**

Thank you for submitting an application for membership with the Canada Organic Trade Association. We will contact you upon receipt of your application to confirm any missing or unclear information and to process your payment.