



OTA Membership Application

Please complete all sections and remember to sign in sections III and VI.
Payment must accompany application.

I. Company and Contact Information

☛ This information will be published on the OTA web site in *The Organic Pages Online* business directory.

Company Name: _____ Division of: _____

Company Name as you'd like it to be published in OTA business directories: _____ CEO/President/Owner: _____

Contact Person: _____ Title: _____

Mailing Address: _____

City: _____ State/Province: _____ Zip + 4/Postal Code: _____ Country: _____

Phone: _____ Fax: _____

For companies outside of U.S. please be sure to include country and city code

Contact Person E-mail: _____

Company-wide E-mail (e.g. info@ota.com): _____

Website: _____ Toll Free: _____

I do not want this contact information published online and will supply OTA with alternate information (please attach).

II. Business Description (REQUIRED)

☛ This information will be published on the OTA web site in *The Organic Pages Online*™ (www.theorganicpages.com) business directory to describe your company. If applying for trade membership, you must state your *organic* products.

A. Business Description: (750 character limit)

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

C. Please put an "X" in the box preceding the ONE best description of your business:

- | | |
|-------------------------------------------------|-------------------------------------------------|
| <input type="checkbox"/> AGRICULTURAL PROCESSOR | <input type="checkbox"/> MANUFACTURER |
| <input type="checkbox"/> ASSOCIATION | <input type="checkbox"/> PACKAGING SUPPLIER |
| <input type="checkbox"/> BROKER | <input type="checkbox"/> PUBLISHER |
| <input type="checkbox"/> CERTIFIER | <input type="checkbox"/> RESTAURANT/CHEF |
| <input type="checkbox"/> CONSULTANT | <input type="checkbox"/> RETAILER |
| <input type="checkbox"/> DISTRIBUTOR | <input type="checkbox"/> SUPPORT SERVICES/OTHER |
| <input type="checkbox"/> EXPORTER | <input type="checkbox"/> ORGANIC FIBER* |
| <input type="checkbox"/> FARM SUPPLIES | <input type="checkbox"/> PERSONAL CARE* |
| <input type="checkbox"/> GROWER/FARMER | <input type="checkbox"/> PET CARE* |
| <input type="checkbox"/> IMPORTER | |
| <input type="checkbox"/> INGREDIENT SUPPLIER | |

*Please complete section below by putting an "X" in ONE box

C1. If you checked "Organic Fiber," "Personal Care," or "Pet Care" above, indicate your primary business activity:

- | | |
|-------------------------------------------------|-------------------------------------------------|
| <input type="checkbox"/> AGRICULTURAL PROCESSOR | <input type="checkbox"/> GROWER/FARMER |
| <input type="checkbox"/> ASSOCIATION | <input type="checkbox"/> IMPORTER |
| <input type="checkbox"/> BROKER/MERCHANT | <input type="checkbox"/> INGREDIENT SUPPLIER |
| <input type="checkbox"/> CERTIFIER | <input type="checkbox"/> MANUFACTURER |
| <input type="checkbox"/> CONSULTANT | <input type="checkbox"/> MILL |
| <input type="checkbox"/> CONVERTER | <input type="checkbox"/> PACKAGING SUPPLIER |
| <input type="checkbox"/> DESIGNER | <input type="checkbox"/> PUBLISHER |
| <input type="checkbox"/> DISTRIBUTOR | <input type="checkbox"/> RETAILER |
| <input type="checkbox"/> EXPORTER | <input type="checkbox"/> SUPPORT SERVICES/OTHER |
| <input type="checkbox"/> FARM SUPPLIES | <input type="checkbox"/> WHOLESALE |

D. CERTIFICATION: Is your operation certified organic? Yes No If yes, by whom? _____

III. Select Your Member Category and Dues Level

Please be careful to select the category and level that properly reflects your company's annual revenue from organic business activity and location within or outside of North America.

TRADE MEMBERSHIPS—VOTING

Trade members govern the association. Only North American-based (U.S., Canada and Mexico) businesses or organizations engaged in the production, distribution, certification, or promotion of certified organic products and the services required to produce them are eligible for Trade Membership. **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.**

☛ Trade Members receive OTA member benefits and one vote. Based upon your dues level, additional staff members of your company or its subsidiaries may receive OTA's publications at no extra charge. With membership activation, forms are provided to add those additional contact names to your membership record.

Gross Annual Organic Revenue U.S. \$	Dues U.S. \$
..... 100,000 or less	\$ 300
..... 100,001—up to 1 million	\$ 500
..... 1—5 million	\$ 1,200

Note: If your company's organic revenue is less than \$1 million but your total revenue (combined conventional and organic) is over 5 million, your dues are \$1,200.

..... 5—15 million	\$ 3,000
..... 15—50 million	\$ 6,500
..... 50—100 million	\$13,000
..... 100—200 million	\$17,500
..... 200—400 million	\$23,000
..... 400—500 million	\$25,500
..... 500—600 million	\$28,000
..... Above 600 million	\$30,500

ASSOCIATE MEMBERSHIPS—NON-VOTING

Associate members include businesses, organizations, and individuals that 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 and those which receive no revenue from the organic industry are only eligible for associate membership.**

☛ Associate members receive OTA member benefits but do not have voting privileges.

BUSINESS ASSOCIATE

Gross Annual General Revenue U.S. \$	Dues U.S. \$
..... 100,000 or less	\$ 300
..... 100,001—up to 1 million	\$ 500
..... 1—5 million	\$ 1,200
..... Over 5 million	\$ 3,000

..... **PROVISIONAL MEMBERSHIP** \$ 300

For companies with organic certification pending and individuals in early stages of business development. No listing in *The Organic Pages Online*[™] member directory. There is a 12-month time limit on this category, by the end of which the membership must transfer to either the trade or business associate category.

..... **GOVERNMENT ASSOCIATE** \$ 300

For government agencies with membership constraints.

..... **NON-PROFIT ASSOCIATE** \$ 300

Canadian Payment Option: Dues levels reference U.S. dollars. You may calculate your dues level and send payment in Canadian dollars by using the current exchange rate.

CONFIRMATION:

Your company's qualification for the member category and dues you have selected is subject to review and approval by OTA.

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

Name: _____


Title: _____

Signature: _____

Remember to review and sign the OTA Code of Ethics. Go to page 4, Section VI.

IV. Member Forums and List Serves (optional)

OTA Member Forums offer members a convenient means of exchanging ideas and information with their colleagues via e-mail list serves. Dialog on the list serves informs staff about ideas and issues of importance to the group. Please indicate if you would like to participate in one or more of the following list serves. This subscription is free of charge.

- U.S. Government Affairs Forum**
For topics related to U.S. legislative and regulatory activities.
- Farm Supplies Forum**
For topics related to the development or sale of inputs for certified organic production, including agricultural inputs and processing aids.
- Fiber and Textiles Forum**
For topics related to organic fibers and their finished products.
- OTA Fiber Goods Posting List Serve**
For the purpose of posting commercial requests related to the trade of organic fiber and textile goods.
- Ingredients Forum**
For topics related to organic agricultural ingredients.
- Ingredients Posting List Serve**
For the purpose of posting commercial requests related to the trade of organic ingredients.
- International Trade Forum**
For topics related to international organic standards and trade matters.
- Marketing Forum**
For topics related to the promotion and marketing of organic products to consumers.
- Personal Care Forum**
For topics related to all aspects of organic personal care products.
- Sustainability Practices Forum**
For topics related to sustainable business practices; such as ways to reduce solid waste generation, employ green packaging options, measure and reduce greenhouse gas emissions.
-  **OTA in Canada List Serve**
For topics related to the Canadian organic business community.

By checking the box you are authorizing OTA to subscribe you to the e-mail list serve. Additional employees of your company may also subscribe to the list serve by contacting membership@ota.com.

V. Payment Information

If it is not convenient for you to remit payment in U.S. funds, you may send a check in Canadian dollars at the current exchange rate. If you are paying via credit card, your OTA membership dues will be paid in U.S. funds at your credit card company's current conversion rate.

Total Amount Enclosed \$

Check Enclosed (U.S. or Canadian Funds only)

VISA/MC/AMEX #.....

Billing Zip Code Exp. Date

Signature

ORGANIC TRADE ASSOCIATION,
Attn: Membership Department, 60 Wells Street, Greenfield, MA 01301-2358 USA
Phone: (413) 376-1219 or (413) 376-1230 • Fax: (413) 774-6432
e-mail: membership@ota.com • web site: www.ota.com

Organic Trade Association dues are tax deductible as a business expense, not as a charitable contribution. U.S. Law requires businesses to report the lobbying portion of their trade association dues as an after tax expense. For OTA, this is an estimated 6.3% of your dues.

FOR OFFICE USE: DATE: _____ OTA \$ _____ CK # _____

CC AP _____ REF _____ Canadian Dollars _____

Turn to page 4 to sign Section VI



VI. Code of Ethics

OTA'S MISSION

To promote and protect the growth of organic trade, to benefit the environment, farmers, the public and the economy.

OTA'S VISION

Organic products are a significant part of everyday life, enhancing people's lives and the global environment.

OTA'S CORE VALUES

We, as a member of OTA:

- Have established organic trade on a foundation of common organic standards
- Work in harmony with the environment, promoting sustainability
- Recognize the need for organic agriculture to be economically viable
- Work to protect the diversity of life
- Recognize the interdependence of all parts of the organic community
- Understand that organic farms are the foundation of the organic industry
- Seek out and use whole system approaches to agricultural and business practices
- Support the human right to knowledge and choice in the marketplace

OTA CODE OF ETHICS

The OTA Code of Ethics is a statement of the common values of this Association. It is to guide us in the decisions we make as businesses and individuals and to assist us with our responsibilities to the principles of organic agriculture and ethical business practices.

As members of the 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 OTA's American Organic Standards as a guidance document.
- Observe all state and federal laws and international regulations pertaining to organic production, processing and handling.
- Represent OTA, its positions, policies and members without rancor. Support the Association, and the industry, by participation and contributing to effective change.

We are in agreement with OTA's Core Values and declare that we will make every effort to uphold this Code of Ethics.

All OTA members must sign this form annually. If there are legal or other restrictions that prohibit an OTA Associate Member (non-voting) from signing this form, a signed statement declaring your agreement with OTA's Core Values and the intentions expressed by the Code of Ethics, and the constraints imposed on you must be sent with your membership application or renewal.

I, the undersigned, have read the OTA Code of Ethics, understand its meaning, and agree to support it. Please print clearly.

Name: _____ Title: _____

Company: _____ Signature: _____

Membership Year

OTA memberships are annual. Your membership will expire one year from the end of the quarter in which you joined. The OTA office will notify you in advance of this date.

HOW DID YOU HEAR ABOUT OTA?

Trade Press (list publication) _____

Recommended by (list name or company) _____

OTA's Website

Reason(s) for joining: _____

Industry Event (list name) _____
