

## **Request for proposal**

### **Creation of a permanent funding structure to support the growth of the Canadian organic industry**

To ensure the growth of the Canadian organic sector, the Canada Organic Trade Association (COTA), Canadian Organic Growers (COG) and the Organic Federation of Canada (OFC) have aligned in order to strengthen cooperation and present a unified organic position publicly and to the government. The Canadian Organic Alliance (COA) is the name of the collaborative initiative of our three organizations that have signed a Memorandum of Understanding to cooperate for the greater good of the movement and to create a long-term funding model.

On behalf of COA, the OFC seeks an experienced consultant to help define the legal and operational parameters of a COA registered entity with a viable, sustainable fundraising model to ensure long term sectoral health and sustainability for the Canadian organic industry.

Recent work has been undertaken in 2022, with recommendations on the COA governance model as well as the most viable funding model(s). This previous body of work will be instrumental in guiding the outcomes of this RFP: defining the legal entity and the viable roadmap that COA will implement towards a sustainable fundraising model.

#### **Background and Introduction**

Formally structured with the introduction of the Organic Products Regulations in 2009, the Canadian organic sector is relatively new. Based on the voluntary contributions of the stakeholders, COA members have developed the services needed to support the growth of the industry (advocacy, trade, research, extension services, standards' maintenance, etc.). As a maturing industry that is not able to benefit from any check off programs or permanent sources of funding, the goal of this initiative is to create a viable legal entity that will oversee the management of a stable funding model, to meet the priority and needs of the industry as defined by COA and its three members.

#### **Scope of Work**

- Review reports and recommendations specific to the COA governance and funding models
- Define the mandate and vision of a new legal entity that will coordinate services delivered by COA -the three national organic organizations
- Determine the legal status and governance model for the coordinating entity

- Determine the operational model of the new coordinating legal entity and the roadmap to a successful implementation of the pre-defined funding model
- Explore accreditation models to ensure the new legal entity is could be eligible
- Facilitate consultations with key stakeholder groups to ensure a participatory process with industry.
- Mid-point presentation of findings
- Final report with detailed recommendations, legal criteria defined, and the chosen funding model roadmap that is also a strategy to implementation

### **Desired Skills**

- Mastery of corporate modeling
- Excellent comprehension of the Canadian agricultural landscape and the organic regulatory environment
- Strong understanding of and experience in analyzing government regulatory systems and public-private partnerships
- Knowledge of ISO accreditation and certification systems
- Experience in working with a national multi-stakeholder sector
- Strong communication and consensus-building skills
- Strong research skills, and develops evidence-based solutions
- Bilingualism is an asset

### **Assets**

- Knowledge of the Canadian organic industry and of the Canada Organic Regime

### **Timeline**

Start immediately. The mandate has to be completed in early 2023.

### **Budget**

The consulting fee will be based on the experience and the quality of the proposal of the selected candidate.

A budget from \$20,000 to \$30,000 (taxes included) is allocated to this position.

Please submit your candidature at [info@organicfederation.ca](mailto:info@organicfederation.ca)

Deadline for submitting candidatures- October 17, 2022