

KITTLEMAN & ASSOCIATES, LLC 300 SOUTH WACKER DRIVE • CHICAGO, IL 60606 • 312-986-1166 • FAX 312-986-0896

November 11, 2005

Ms. Becky Andrews
Association Director
Pacific Northwest Grain & Feed Association, Inc.
200 SW Market Street, Ste. 190
Portland, OR 97201

Dear Ms. Andrews:

Kittleman & Associates, a national executive search firm has been retained to recruit an Executive Director for the Organic Trade Association (OTA). OTA is the membership-based business association for the organic industry in North America. OTA's mission is to promote and protect the growth of organic trade, to benefit the environment, farmers, the public and the economy.

Reporting to the Board of Directors of OTA, the Executive Director has overall responsibility for the implementation of all activities and operations of the organization. The qualified candidate will have the skills to grow and maintain OTA as the acknowledged leader of the organic industry.

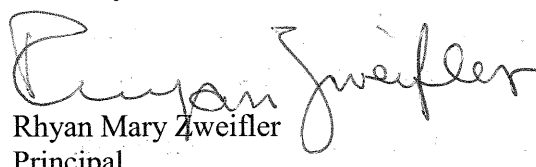
The person we seek will bring extensive public policy experience and will be able to demonstrate success building consensus around policy positions. Experience on Capitol Hill and/or with lobbying activities that have an impact on legislation and/or regulations is required.

Experience instituting effective and wide-ranging outreach strategies with stakeholders, members, the media and the public is sought. As a dynamic communicator of ideas in written and oral forums, the Executive Director will have the ability to establish and maintain effective external relations with members, strategic allies, governmental bodies, and foundations.

The qualified candidate will demonstrate an understanding of the dynamics of a membership-based organization. An excellent understanding of the principles of organic agriculture, production standards and organic industry is highly desired. An undergraduate degree is required as is ten years of professional experience in a senior management capacity.

OTA values diversity in the workplace and applicants of varied ethnic and cultural backgrounds are encouraged to apply. If you know of individuals who may have an interest in this position, or if you would like further information, please contact me by email at rzweifler@kittleman.net or by telephone at 312-986-1166.

Sincerely,


Rhyan Mary Zweifler
Principal