

## Contact

[www.linkedin.com/in/marni-karlin-6681ba](http://www.linkedin.com/in/marni-karlin-6681ba) (LinkedIn)

## Top Skills

Governmental Affairs

Culinary Skills

Litigation

## Languages

French

Hebrew

## Certifications

New York Bar

# Marni Karlin

Creating a healthier and more climate-smart, resilient, and equitable food system.

Washington, District of Columbia, United States

## Summary

Recognized leader and subject matter expert passionate about creating a healthier and more sustainable food system, using advocacy, strategic planning, law, policy, and communications tools. Over twenty years of experience in food; sustainable, organic, and controlled environment agriculture; organization management; policy; advocacy; law; and legislative and administrative process. Strategic thinker experienced in building and leading coalitions, shaping debates, political strategy, and communication.

Past roles include food and agriculture industry trade association general counsel and vice president of government affairs, legal policy advisor, legislative director, corporate attorney, and trained chef. Extensive background in project development; management of staff and boards; strategic thinking; building and leading coalitions; advocating and shaping the debate; political and corporate strategy; financial management and development; organic food and agriculture; and written and oral communication.

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## Experience

### Karlin Strategic Consulting LLC

Principal

September 2016 - Present (6 years 11 months)

Washington D.C. Metro Area

Karlin Strategic Consulting helps clients in the food and agriculture sector develop and implement strategies to solve their problems. This includes organic certification; federal and state policy and regulatory advocacy; organizational strategy; advocacy training; and coalition-building among public and private entities.

Select engagements include developing mission, vision, and strategic plan for a startup nonprofit in the nutrition space; advocating for changes in land ownership policy that will lead to increased incentives for conservation and

other organic practices; advocating before the National Organic Standards Board (NOSB); shepherding companies through the United States Department of Agriculture (USDA) organic certification process; advocating before the Food and Drug Administration (FDA); and developing and implementing a strategy to invest in the school food workforce.

## USDA

Senior Advisor, Organic and Emerging Markets

September 2021 - March 2022 (7 months)

Washington DC-Baltimore Area

Political appointee in Biden-Harris Administration, focused on transforming the food system into one that is more resilient, climate-smart, and equitable. Building more and better markets through supporting transition to organic, increasing values-based procurement, and integrating efforts on organic and emerging markets (such as controlled environment agriculture and hemp) across the entire Department.

## CEA Food Safety Coalition

Executive Director

November 2019 - September 2021 (1 year 11 months)

Washington, DC

## Tulane University

Adjunct Professor

January 2019 - June 2019 (6 months)

Greater New Orleans Area

Teaches Foundations of Food Policy, a course in the College of Arts and Sciences undergraduate core curriculum. Developed objectives, syllabus, and course outline.

## Loyola University New Orleans

Adjunct Professor

August 2018 - December 2018 (5 months)

Greater New Orleans Area

Teaches Foundations of Food Policy, a course in the College of Arts and Sciences undergraduate core curriculum. Developed objectives, syllabus, and course outline.

## The Cookbook Project

Managing Director

September 2016 - October 2017 (1 year 2 months)

## New Orleans, Louisiana

Managed operations of nutrition education nonprofit. Worked closely with Board of Directors to develop and implement mission-driven and financially sustainable strategic vision and plan to carry the nonprofit through its founders' departure. Managed revision of K-12 nutrition curriculum, as well as vendors handling accounting, taxes, human resources, marketing, web design, and social media.

## Organic Trade Association

Vice President of Government Affairs / General Counsel

June 2012 - August 2016 (4 years 3 months)

Washington, DC

Worked with diverse full supply chain membership to develop policy positions and advocate before Congress, USDA, and FDA. Obtained significant wins for the organic sector in the 2014 Farm Bill and in the agencies. Created legal policies for OTA, and trained staff and members. Managed outside counsel.

Developed and managed coalitions to advocate for policy changes, and created bipartisan coalitions of policymakers on and off the Hill. Successfully negotiated inclusion of all of the organic industry's top priorities in the 2014 Farm Bill, with strong bipartisan support. Drafted administrative policy proposals submitted to USDA, managed coalition-building with stakeholder organizations, and navigated the political process.

Served as OTA's voice at industry events, conferences, and government meetings - shaping the debate.

Chaired OrganicPAC, managing its communications, fundraising, and disbursement strategies. Co-chaired OTA Board of Directors Governance Committee, managing Board elections and bylaws amendments. Served on OTA Human Resources Committee, managing HR decisions for the growing trade association. Managed staff and members on working groups. Planned annual conference in which hundreds participate in briefings, advocacy, and PAC events. Implemented strategic plan and organizational vision articulated by Board of Directors.

Managed a budget of approximately \$2.5 million. Identified potential members, recruited them, and retained them year-to-year. Funded specific projects via development among membership and demonstrating a value proposition that encourages donations.

Served as U.S. representative to the Advisory Council of the Global Organic Textile Standard (GOTS); member of Food Policy Action Vote Advisory Council, Farm to Table International Executive Advisory Council, and George Washington University Urban Food Task Force.

**United States Senate Judiciary Committee  
Counsel**

February 2009 - May 2012 (3 years 4 months)

Built and led coalitions of government, nonprofit, and for-profit stakeholders. Advised Senator on civil and constitutional law issues. Drafted and negotiated the passage and enactment into law of legislation. Drafted statements and questions for hearings; drafted committee report and planned committee hearing; wrote statements and questions for two Supreme Court confirmations. Managed staff in constituent services, hearing planning, research, and legislative work.

**Arnold & Porter  
Associate**

January 2008 - January 2009 (1 year 1 month)

Counseled clients on mergers, litigation, and on behavior consistent with antitrust laws. Researched and wrote articles, white papers, and book chapters. Researched and drafted briefs, motions, pleadings, client memoranda, petitions for writs of certiorari, and trial, circuit, and Supreme Court briefs. Staffed depositions and client interviews. Managed paralegals and associates.

**Antitrust Modernization Commission  
Counsel**

March 2006 - May 2007 (1 year 3 months)

Researched and drafted policy report to Congress analyzing the antitrust laws and recommending modifications. Researched and drafted memoranda to assist Commissioners in deliberations.

**Axinn Veltrop & Harkrider  
Associate**

March 2004 - March 2006 (2 years 1 month)

Counseled clients on mergers, litigation, and on behavior consistent with antitrust laws. Researched and wrote articles, white papers, and book chapters. Researched and drafted briefs, motions, pleadings, client

memoranda, petitions for writs of certiorari, and trial, circuit, and Supreme Court briefs. Staffed depositions and client interviews. Managed paralegals and associates.

### O'Melveny & Myers

Associate

October 2002 - March 2004 (1 year 6 months)

Counseled clients on mergers, litigation, and on behavior consistent with antitrust laws. Researched and wrote articles, white papers, and book chapters. Researched and drafted briefs, motions, pleadings, client memoranda, petitions for writs of certiorari, and trial, circuit, and Supreme Court briefs. Staffed depositions and client interviews. Managed paralegals and associates.

### Chambers of Judge John M. Duhe, Jr.

Law Clerk

August 2001 - August 2002 (1 year 1 month)

Researched and wrote memoranda regarding cases before the Court. Drafted opinions and rulings.

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## Education

University of Chicago Law School

JD, Law · (1998 - 2001)

Le Cordon Bleu

Diploma, Cuisine · (2007 - 2007)

The George Washington University

BA, International Affairs · (1994 - 1998)