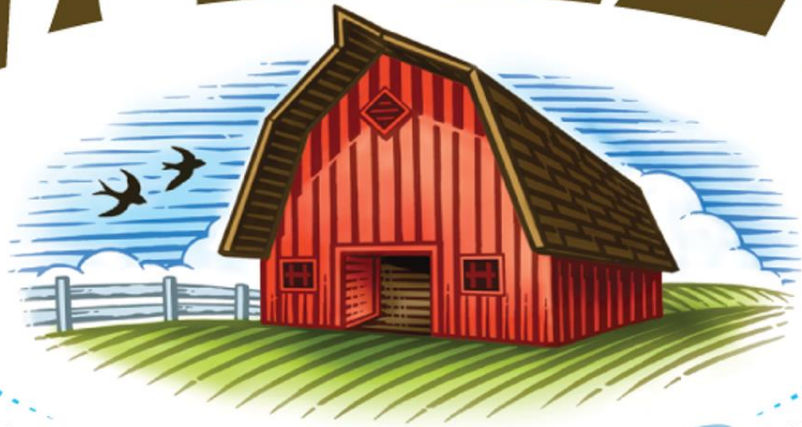


ORGANIC  
VALLEY<sup>®</sup>



Bringing *the* Good<sup>®</sup>

# Cooperative Regions of Organic Producer Pools Mission Statement

## Purpose:

The purpose of the Cooperative Regions of Organic Producer Pools is to create and operate a marketing cooperative that promotes regional farm diversity and economic stability by the means of organic agricultural methods and the sale of certified organic products.

## Goals:

**Cooperatively** market certified organic products produced by full members.

**Market** the best quality, most nutritious and unadulterated food as possible.

**Establish** fairer, defined food prices to protect full return and to use those prices to guide the cooperative marketing.

**Encourage** a farming future emphasizing ecological and economic sustainability.

**Create** a healthy human livelihood by providing quality employment, education, organic education, and community growth.

**Promote** environmental awareness and cooperative principles in all aspects of production, marketing, marketing and operations.

**Promote** a respect for the diversity, dignity and interdependence of human, animal, plant, soil, and global life.

## Definition of Organic:

A philosophy and system of production that honors the natural laws of living organisms with emphasis on the interdependence of all life.





# Co-op Headquarters

La Farge, Wisconsin





# Cashton Campus

Cashton, Wisconsin







Cashton Office Building (COB)  
Cashton, Wisconsin





Retail Store  
(@ COB)  
Cashton, Wisconsin

Mighty  
ORGANIC  
MADE WITH 100% GRASSFED BEEF

Mighty  
Beef Jerky  
ORIGINAL

Mighty Bar  
100% GRASSFED ORGANIC BEEF

\$30.00  
100% Grassfed Organic  
Beef Mighty Bar Boxes

WEEKLY SPECIALS

ORGANIC VALLEY  
RETAIL STORE  
WEEKLY  
BLAST





# Distribution Center

Cashton, Wisconsin



# Conversion and Labeling Facility (CALF)

Cashton, Wisconsin





# Cashton Greens Wind Farm

Cashton, Wisconsin





# Produce Collection Center

Hillsboro, Wisconsin

Organic Valley  
**Produce**

**ORGANIC  
PRAIRIE**  
FARMER-OWNED

**ORGANIC  
VALLEY**  
FARMER-OWNED

**Organic  
Logistics**

**CROPP COOPERATIVE**  
*organic and farmer-owned since 1988*





# Chaseburg Creamery

Chaseburg, Wisconsin









# McMinnville Creamery

McMinnville, Oregon









# 2,044 Cooperative Family Farms



ORGANIC  
PRAIRIE

ORGANIC  
VALLEY

Mighty  
GRAIN

**CROPP COOPERATIVE**

organic and farmer-owned since 1978



# Fast Facts About *our* Cooperative

**2000+**  
Farmer-Owners



**900+**  
Employees

CROPP Cooperative  
2017 Sales:

**\$1.1 billion**

2017 Organic Dairy  
Premium\*

**15.45**

per hundredweight



Average Dairy  
Herd Size:

**74**



**58\*\***

Avg. age  
of all U.S.  
farmers

**46**

Avg. age  
of CROPP  
primary farm  
operators

Where our farmers are:

**35**



U.S. STATES

Canada

Australia

United Kingdom

**POOLS:**



Dairy  
Eggs  
Produce  
Growers



Beef  
Pork  
Poultry

**CROPP COOPERATIVE**

*organic and farmer-owned since 1988*

\*"Organic premium" is the amount organic farmers receive over the conventional price for their organic products.

\*\*2012 USDA Census of Agriculture



# GIBB'S TRIANGLE



CROPP has adopted Gibb's philosophy of building a broad foundation of trust, communication and shared goals to avoid instability generated by heavy reliance on rules and regulations.

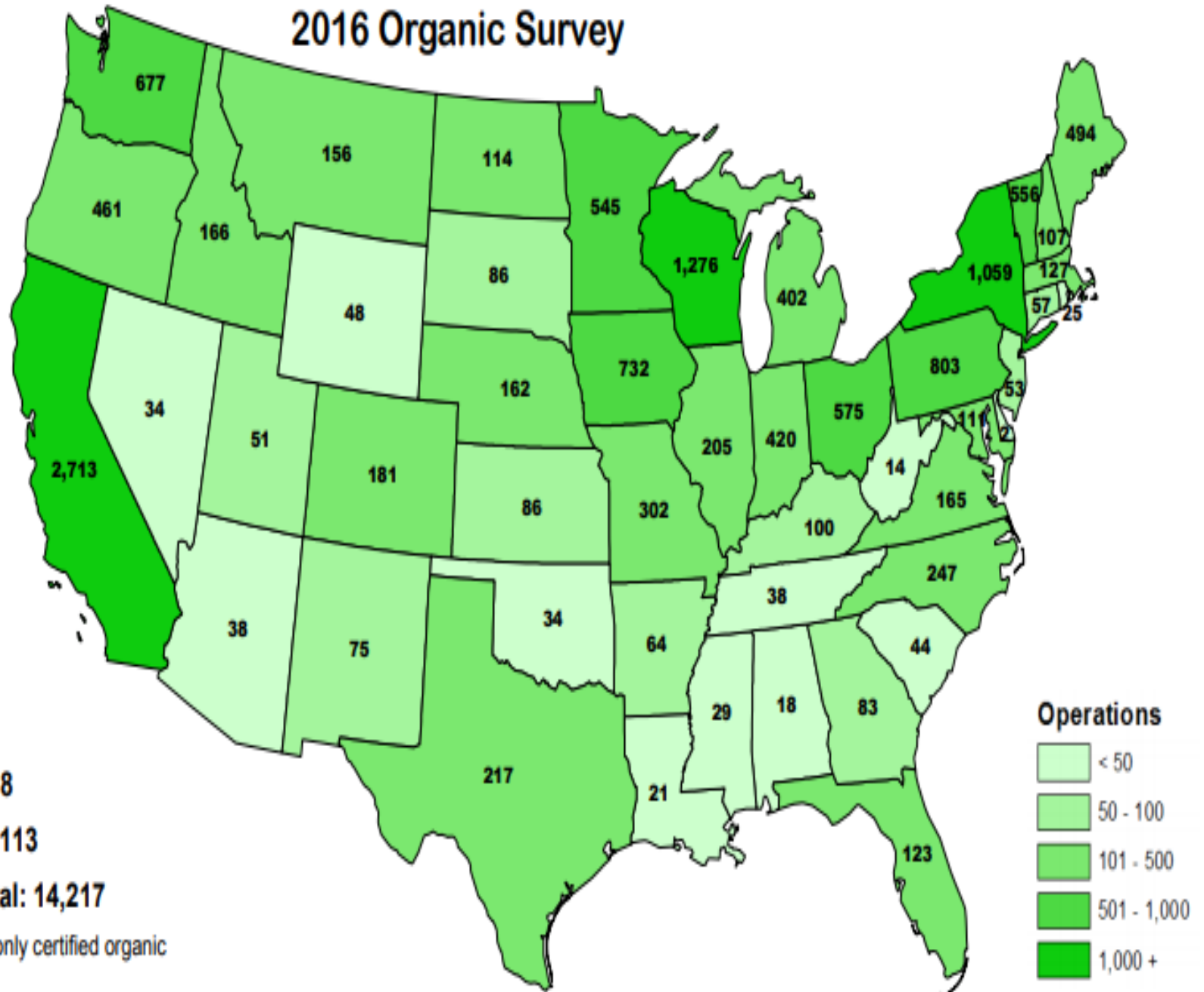




# ORGANIC FARMS\*—States and United States

## 2016 Organic Survey

was an increase of 9,429 acres from 2015.



Alaska: 8

Hawaii: 113

U.S. Total: 14,217

\*Includes only certified organic farms.



# U.S. Organic Corn and Soybean Imports

MT

1,000,000

900,000

800,000

700,000

600,000

500,000

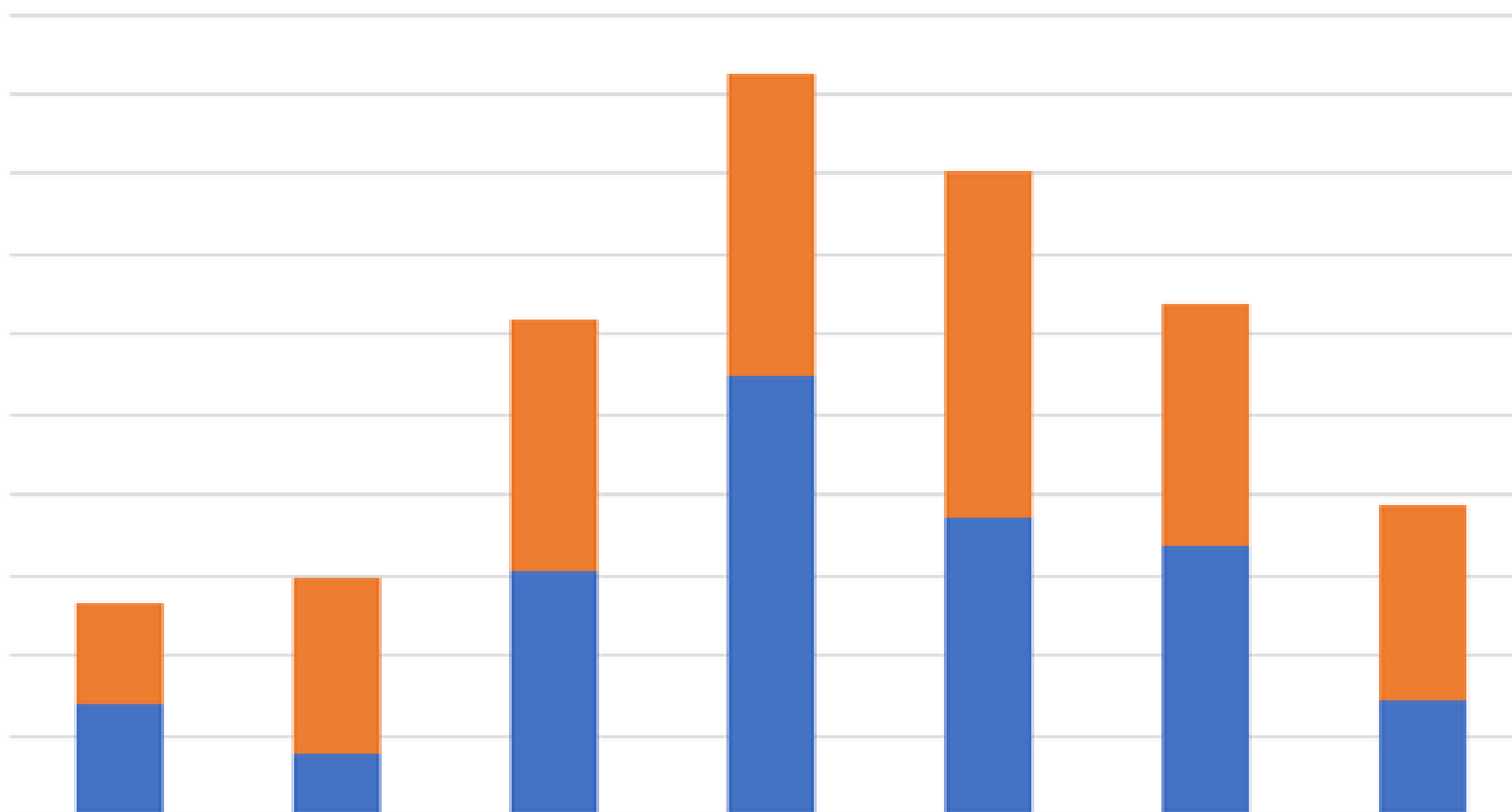
400,000

300,000

200,000

100,000

0



2013

2014

2015

2016

2017

Jan -  
Sep  
2017

Jan -  
Sep  
2018

■ Corn ■ Soybeans