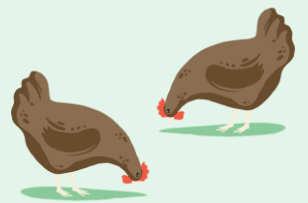




CROPP COOPERATIVE – ORGANIC VALLEY

Adam Warthesen, Senior Director
of Government & Industry Affairs



2



Cooperative Update

Farm Policy Consideration





COOPERATIVE UPDATE

Vermont – 92 farms

Northeast – 565

Nationwide – 1621

Board of Directors

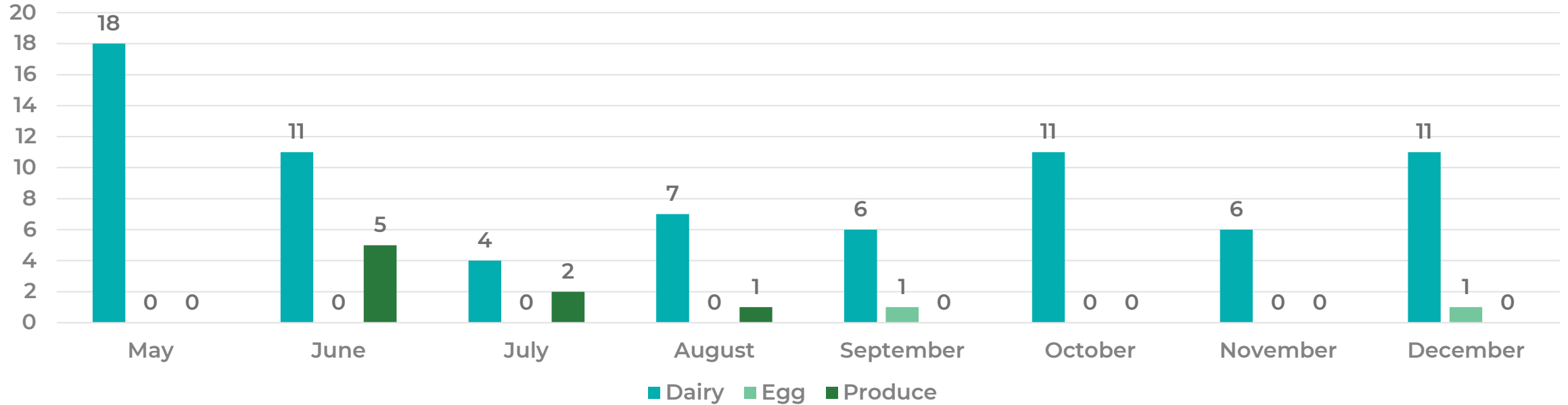
3 Ohio

2 Wisconsin

1 New York

1
Pennsylvania

2024 ALL POOLS PROCUREMENT BY MONTH



Farmers that started shipping YTD

- Dairy: 55
- Grower: 3
- Beef (Cull Cows): 6

NY, PA, WI, OH, IN

ORGANIC MILK



Actively procuring milk – Organic Transition Premium Agreement available

Actively approving farmer base increases

Removing over base deduct for 2024

Modifying spring seasonal deduct



CROPP BY THE NUMBERS

1600+ ORGANIC FAMILY FARMS in 30 STATES

58% OF U.S. CERTIFIED ORGANIC DAIRIES ARE MEMBERS OF ORGANIC VALLEY³



84%

OF OUR DAIRY FARMS

HAVE FEWER THAN

100 COWS



1.5 BILLION

pounds of high-quality organic food

HIGHER, STABLE DAIRY PAY PRICE ORGANIC VALLEY=

\$32.34 per cwt¹

\$12.90 per cwt¹ higher than conventional

\$184.9 MILLION

more paid to hardworking family farmers!

AVG. CROPP FARMER is

10 YEARS YOUNGER

THAN THE NATIONAL AVERAGE²

885 EMPLOYEES

100% RENEWABLE ELECTRICITY FOR OWNED FACILITIES



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1. cwt (hundredweight) = 100 pounds of milk. National average pay price includes base price +/- premiums and deductions

2. 2022 USDA Census of Agriculture

3. 2021 USDA Certified Organic Survey

PRODUCTS UPDATE





TOP OF MIND POLICY ISSUES

HPAI

FMMO reform

Farm Bill and 2025 Appropriations

- Organic Market Development Grant Program
- Dairy Business Innovation Initiative
- Organic research and data collection
- On farm resiliency

Organic standards

- Meloxicam petition
- Certification/audit fatigue

ENGAGEMENT – Q&A

