



**Lindale Organic Dairy
Organic Valley Members since 2007**

**400 Acres – 225 in Pasture
175 Holstein and Holstein-Cross Cows**

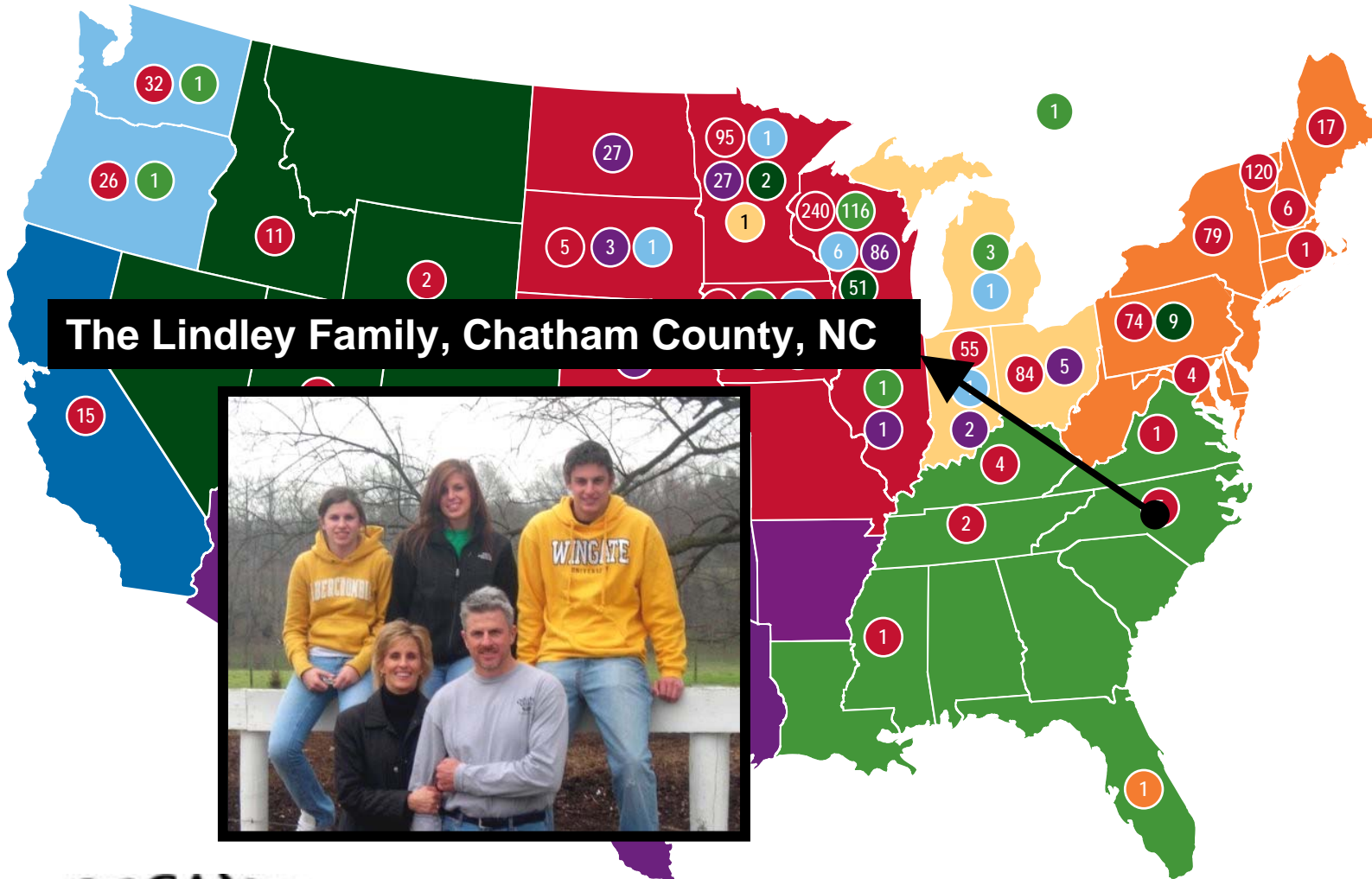
***“Each day we see a new blessing in
working with nature instead of
against it,”***

~Neill Lindley

1332

FAMILY FARMS STRONG

- 1051 Dairy
- 1 Soy
- 1 Juice
- 122 Produce
- 69 Egg
- 50 Beef
- 20 Pork
- 1 Poultry



The Lindley Family, Chatham County, NC



CROPP COOPERATIVE
ORGANIC and FARMER-OWNED since 1988

PRODUCER REGIONS

- Northwest
- California
- Mountain
- South Central
- Midwest
- Great Lakes
- Northeast
- Southeast

Proud member of CROPP Cooperative

**ORGANIC
VALLEY**



Family of Farms

LINDALE ORGANIC DAIRY



**LINDALE
FARM**







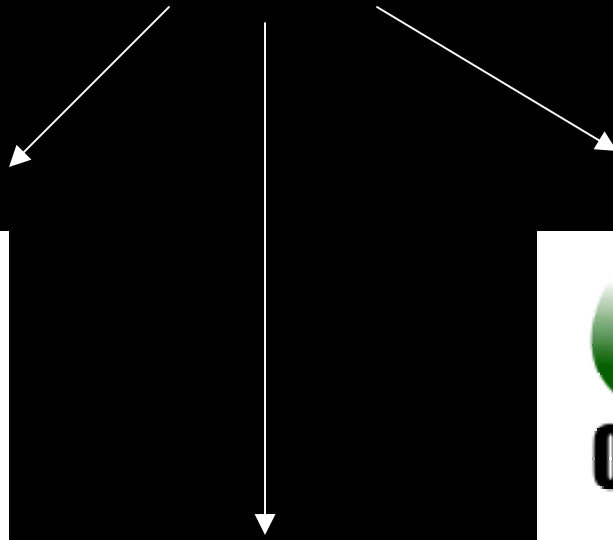


Organic Valley's Mission:

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



CROPP



CROPP Co-op Structure

- CROPP exclusively markets organic products
- Marketing co-op modeled with supply management and brand strategy!
- Farmers set the pay price based on the cost of production.
- Active, educated farmer-controlled Board of Directors, and monthly pool meetings.



CROPP Structure

CROPP

Farmers

Board of
Directors

CEO



CROPP Pool Structure



CROPP

Dairy
Pool

Egg Pool

Meat Pool

Juice
Pool

Produce
Pool

Soy Pool

“If the farmer is not paid fairly, it is not a valid product.”

- Carlo Petrini, founder of Slow Food





"Y"

In the Road

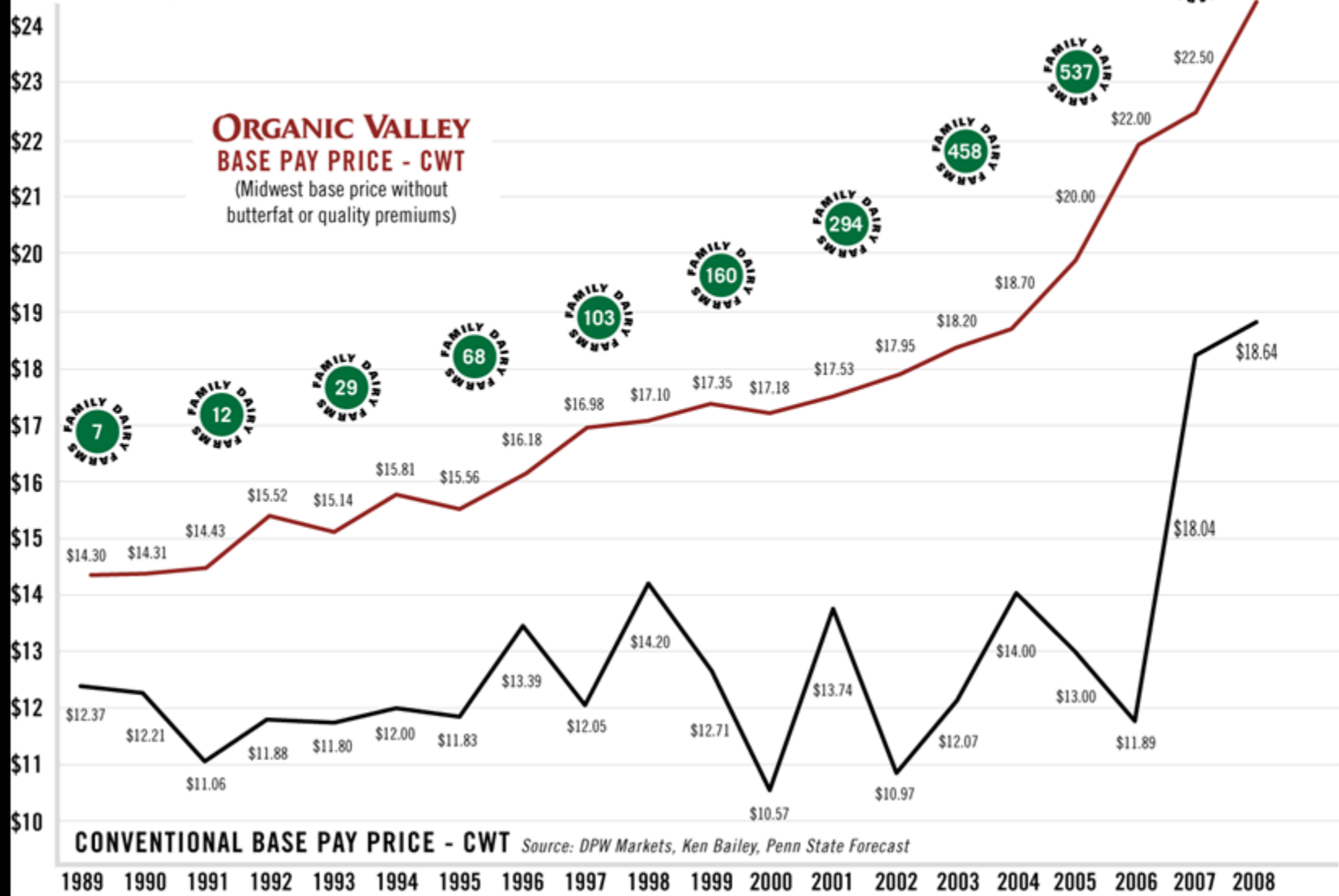
Farmers

Business



Dairy Pay Price Comparison

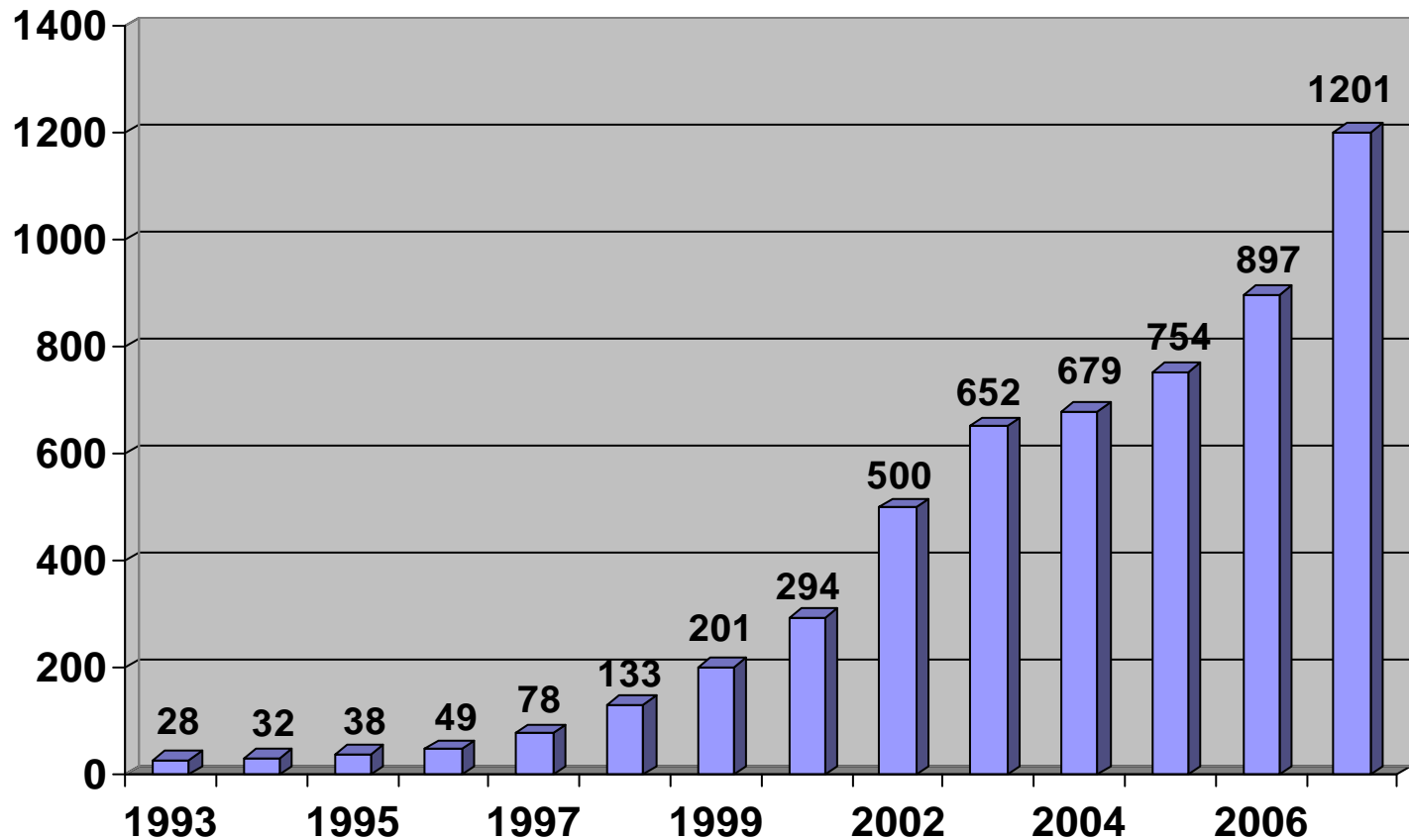
20 years of Organic Partnership





Organic Valley – Family of Farms

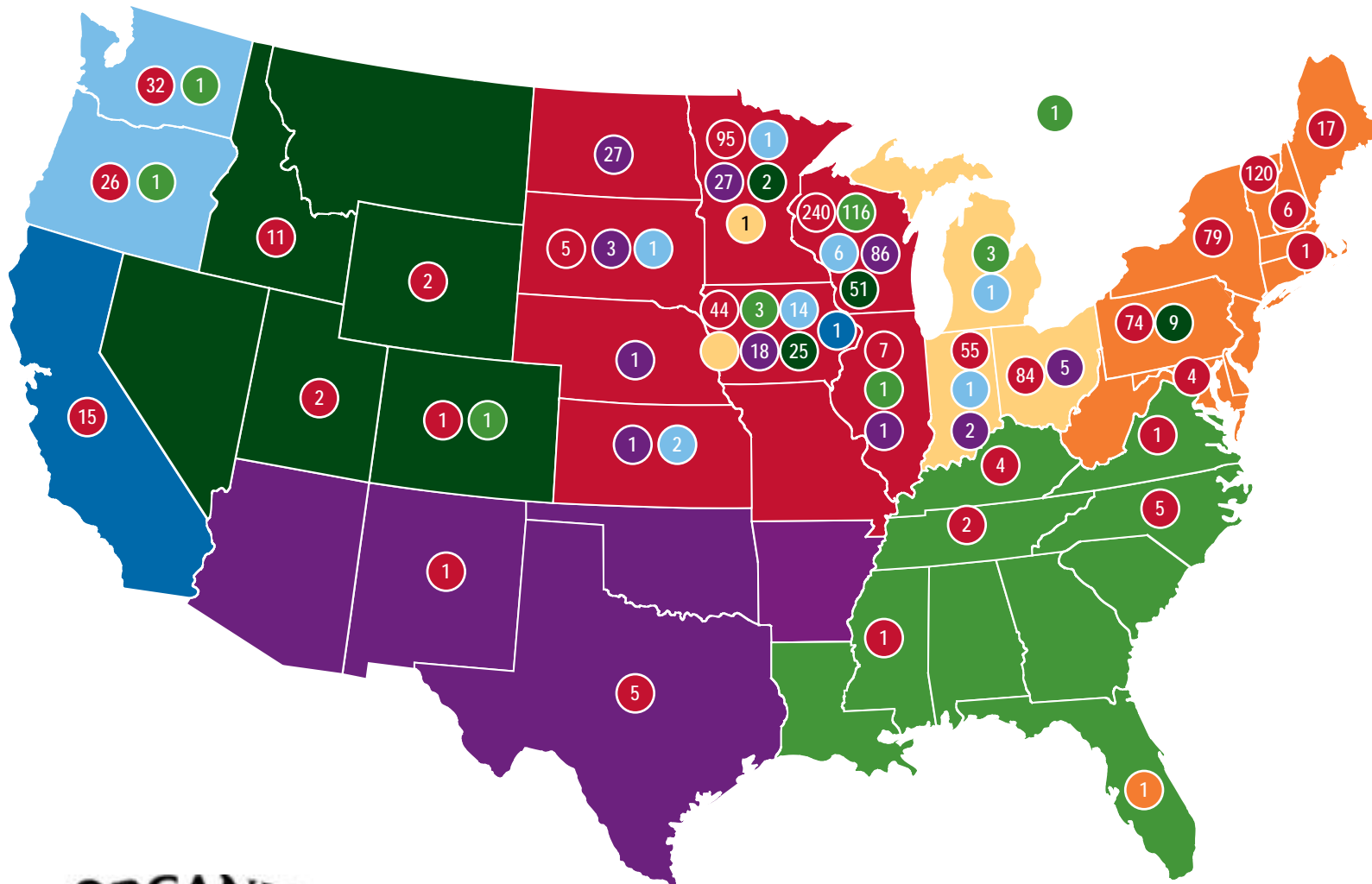
We measure our success by family farms!



1300+ family farms strong in 2008

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CROPP Equity Program

- As a cooperative, the majority of operating capital comes from the farmer/owners.
- To join, farmers must purchase stock equal to 5.5% of one year's gross income.
- This investment also establishes their production level (base), so the co-op can manage supply and protect pay prices.
- All farmer stock (Class B) earns 8% interest.





Organic Valley Membership Services offers:

- Stable Pay Price
- Transition Funds
- Certification Assistance
- Staff Vet
- Organic Valley/ Organic Prairie Brand Equity
- Educational Resources and Activities

Challenges

- Supply and Demand – intense growth period
- National Coop with Regional Program/ Brand
- Competition with large Public Companies
- Negative Backlash on Industry Issues (Media)



The background of the image is a soft-focus photograph of green foliage, likely leaves, with a bokeh effect. The colors range from light green to a darker, almost blackish-green in the shadows. The text is centered and occupies the upper two-thirds of the frame.

**THE FUTURE
IS ORGANIC**