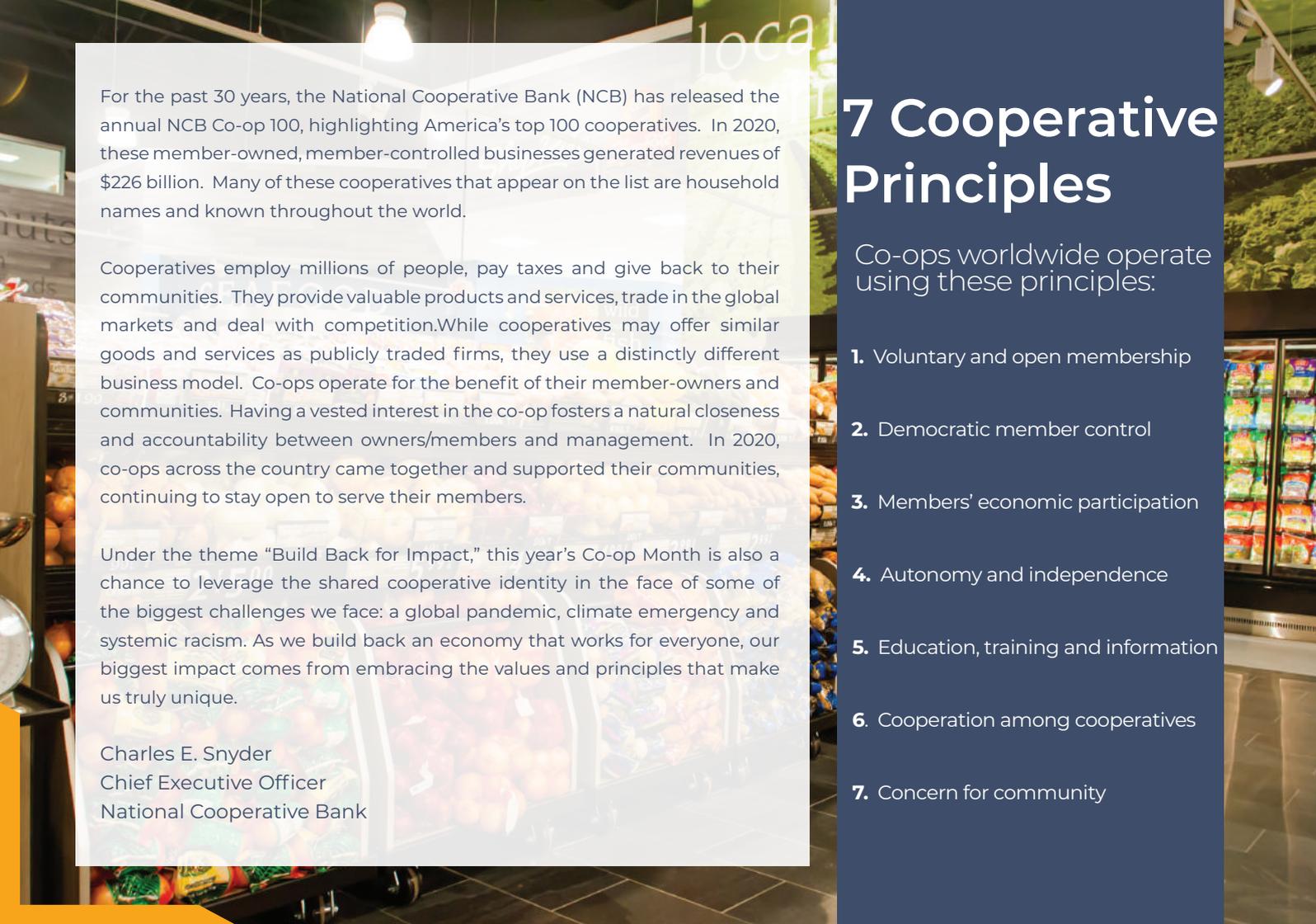




# BUILD BACK FOR IMPACT





For the past 30 years, the National Cooperative Bank (NCB) has released the annual NCB Co-op 100, highlighting America's top 100 cooperatives. In 2020, these member-owned, member-controlled businesses generated revenues of \$226 billion. Many of these cooperatives that appear on the list are household names and known throughout the world.

Cooperatives employ millions of people, pay taxes and give back to their communities. They provide valuable products and services, trade in the global markets and deal with competition. While cooperatives may offer similar goods and services as publicly traded firms, they use a distinctly different business model. Co-ops operate for the benefit of their member-owners and communities. Having a vested interest in the co-op fosters a natural closeness and accountability between owners/members and management. In 2020, co-ops across the country came together and supported their communities, continuing to stay open to serve their members.

Under the theme “Build Back for Impact,” this year’s Co-op Month is also a chance to leverage the shared cooperative identity in the face of some of the biggest challenges we face: a global pandemic, climate emergency and systemic racism. As we build back an economy that works for everyone, our biggest impact comes from embracing the values and principles that make us truly unique.

Charles E. Snyder  
Chief Executive Officer  
National Cooperative Bank

# 7 Cooperative Principles

Co-ops worldwide operate using these principles:

1. Voluntary and open membership
2. Democratic member control
3. Members' economic participation
4. Autonomy and independence
5. Education, training and information
6. Cooperation among cooperatives
7. Concern for community

NCB Co-op 100® List																
Each year, the NCB Co-op 100® announces the 100 top cooperatives in America; highlighting the business activity and economic power of these member-owned, member-controlled businesses. The only annual report of its kind, the NCB Co-op 100® is an important indicator of cooperative impact across the country.																
		In Millions	2020 Rev	2020 Assets	Industry	President/CEO	City	State		2020 Rev	2020 Assets	Industry	President/CEO	City	State	
1.	CHS Inc.		28,406	15,994	Agriculture	Jay Debertin	Inver Grove Heights	MN	27.	Independent Pharmacy Coop.	1,623	280	Pharma	Don Anderson	Sun Prairie	WI
2.	Dairy Farmers of America		17,881	6,599	Agriculture	Rick Smith	Kansas City	MO	28.	Blue Diamond Growers	1,591	790	Agriculture	Mark D.Jansen	Sacramento	CA
3.	Land O'Lakes, Inc.		14,000	9,186	Agriculture	Beth Ford	Arden Hills	MN	29.	FCS of America	1,573	33,678	Finance	Mark Jensen	Omaha	NE
4.	Wakefern Food Corp./Shoprite		11,972	2,169	Grocery	Joseph Colalillo	Keasbey	NJ	30.	Affiliated Foods, Inc.	1,564	217	Grocery	Randy Arceneaux	Amarillo	TX
5.	Asso. Wholesale Grs, Inc		10,634	1,837	Grocery	David Smith	Kansas City	KS	31.	Plains Cotton Co-op Assoc.	1,546	137	Agriculture	Kevin Brinkley	Lubbock	TX
6.	Navy Federal Credit Union		8,329	135,663	Finance	Mary McDuffie	Vienna	VA	32.	Agtegra Cooperative, Inc.	1,490	857	Agriculture	Chris Pearson	Aberdeen	SD
7.	ACE Hardware Corp.		7,763	2,903	Hardware	John Venhuizen	Oak Brook	IL	33.	Oglethorpe Power Corp.	1,378	14,240	Energy	Michael L. Smith	Tucker	GA
8.	GROWMARK, Inc.		7,541	2,621	Agriculture	Jim Spradin	Bloomington	IL	34.	PenFed Federal Credit Union	1,354	26,740	Finance	James Schenck	McLean	VA
9.	HealthPartners Inc.		7,033	6,478	Healthcare	Andrea Walsh	Bloomington	MN	35.	Tri-State G&T Association	1,352	5,047	Energy	Duane D. Highley	Denver	CO
10.	Ag Processing Inc.		4,044	1,571	Agriculture	Keith Spackler	Omaha	NE	36.	URM Stores	1,325	310	Grocery	Ray Sprinkle	Spokane	WA
11.	CoBank		3,594	158,600	Finance	Tom Halverson	Greenwood Village	CO	37.	Central Electric Power Coop.	1,301	455	Energy	Robert Hochstetler	Columbia	SC
12.	Do-it-Best Corp.		3,578	926	Hardware	Dan Star	Fort Wayne	IN	38.	Staple Cotton Coop. Assoc.	1,269	439	Agriculture	Hank Reichle	Greenwood	MS
13.	California Dairies, Inc.		3,104	1,026	Agriculture	Brad Anderson	Visalia	CA	39.	Producers Livestock Marketing	1,244	208	Agriculture	Rick Keith	Omaha	NE
14.	Recreational Equipment Inc.		2,755	2,298	Recreational	Eric Artz	Kent	WA	40.	Sunkist Growers, Inc.	1,221	238	Agriculture	Jim Phillips	Valencia	CA
15.	LBM Advantage		2,614	224	Hardware	Stephen J. Sallah	New Windsor	NY	41.	Landus Cooperative	1,211	455	Agriculture	Matt Carstens	Ames	IA
16.	AgriBank, FCB		2,515	130,308	Finance	Jeffrey R. Swanhorst	Saint Paul	MN	42.	New Cooperative, Inc.	1,187	492	Agriculture	Dan Dix	Fort Dodge	IA
17.	Darigold		2,498	791	Agriculture	Stanley Ryan	Seattle	WA	43.	Southern States Cooperative	1,174	271	Agriculture	Jeffrey Stroburg	Richmond	VA
18.	Associated Food Stores		2,320	645	Grocery	Robert Obray	Salt Lake City	UT	44.	National Rural Utilities CFC	1,174	28,158	Finance	Andrew Don	Dulles	VA
19.	Prairie Farms Dairy Inc.		2,272	1,343	Agriculture	Edward L.Mullins	Edwardsville	IL	45.	Upstate-Niagara Coop. Inc.	1,161	435	Agriculture	Larry Webster	Buffalo	NY
20.	Basin Electric Power Coop.		2,072	7,604	Energy	Todd Telesz	Bismarck	ND	46.	MFA Incorporated	1,151	479	Agriculture	Ernie Verslues	Columbia	MO
21.	Central Valley Ag Coop.		1,824	851	Agriculture	Carl Dickinson	York	NE	47.	Assoc. Electric Coop. Inc.	1,136	3,029	Energy	David J. Tudor	Springfield	MO
22.	Foremost Farms USA Coop.		1,800	349	Agriculture	Greg Schlafer	Baraboo	WI	48.	FCS of Mid- America	1,135	26,279	Finance	Bill Johnson	Louisville	KY
23.	Associated Milk Producers, Inc		1,788	350	Agriculture	D.Develder/S. Meshke	New Ulm	MN	49.	Organic Valley (CROPP)	1,116	328	Agriculture	Robert Kirchoff	La Farge	WI
24.	Ocean Spray		1,730	--	Agriculture	Tom Hayes	Lakeville-Middleboro	MA	50.	NC Electric Membership Corp.	1,092	2,176	Energy	Joe Brannan	Raleigh	NC
25.	State Employees Credit Union		1,668	47,376	Finance	James Hayes	Raleigh	NC	51.	American Crystal Sugar Co.	1,090	1,002	Agriculture	Thomas Astrup	Moorhead	MN
26.	Select Milk Producers, Inc.		1,649	994	Agriculture	Rance Miles	Artesia	NM	52.	Seminole Electric Coop.	1,071	2,136	Energy	Lisa Johnson	Tampa	FL

# NCB Co-op 100® List

If you don't see your co-op on the NCB Co-op 100 list and think it should be, please let us know. More than likely, we just didn't have the needed information to rank your co-op. It would be great to see you join the list next year.

	2020 Rev	2020 Assets	Industry	President/CEO	City	State		2020 Rev	2020 Assets	Industry	President/CEO	City	State
53. Brazos Electric Cooperative	1,041	3,561	Energy	Brent Karnei	Waco	TX	79. Mountain America	745	11,986	Finance	Sterling Nielsen	Sandy	UT
54. Heartland Co-op	1,019	507	Agriculture	Tom Hauschel	West Des Moines	IA	80. AK Electric Coop Corp	740	1,774	Energy	Vernon "Buddy" Hasten	Little Rock	AR
55. Amalgamated Sugar Co.	1,000	796	Agriculture	John McCreedy	Boise	ID	81. Cooperative Energy, Inc.	739	2,108	Energy	Jeff Bowman	Hattiesburg	MS
56. Agri-Mark Inc./Cabot Creamery	991	453	Agriculture	Bill Beaton	Andover	MA	82. First District Association	716	316	Agriculture	Robert Huffman	Litchfield	MN
57. Great River Energy	981	3,913	Energy	David Saggau	Maple Grove	MN	83. Mid TN Electric Mmbrshp Corp.	703	988	Energy	Chris Jones	Murfreesboro	TN
58. UNIPRO Food Service, Inc.	973	81	Food Distrib	Bob Stewart	Atlanta	GA	84. Associated Grocers, Inc.	690	119	Grocery	Manard M. Lagasse	Baton Rouge	LA
59. Boeing Federal Credit Union	946	26,751	Credit Union	Benson Porter	Tukwila	WA	85. Buckeye Power, Inc	670	1,814	Energy	Patrick O'Loughlin	Columbus	OH
60. MFA Oil Company	919	436	Agriculture	Jon Ihler	Columbia	MO	86. Western Farmers Electric Coop.	665	1,526	Energy	Gary Ray Roulet	Anadarko	OK
61. Ag First Farm Credit Bank	916	36,338	Finance	Tim Amerson	Columbia	SC	87. United Producers, Inc	649	40	Agriculture	Mike Bumgarner	Columbus	OH
62. Aurora Coop. Elevator Co.	913	783	Agriculture	Chris Decker	Aurora	NE	88. Cooperative Producers, Inc.	648	340	Agriculture	Gary Brandt	Hastings	NE
63. Pacific Coast Producers	911	542	Agriculture	Dan Vincent	Lodi	CA	89. Wabash Valley Power Assoc.	643	1,285	Energy	Jay Bartlett	Indianapolis	IN
64. Farmers Cooperative	905	379	Agriculture	Allan Zumpfe	Dorchester	NE	90. Pedernales Electric Coop.	643	1,904	Energy	Julie C. Parsley	Johnson City	TX
65. Riceland Foods, Inc.	868	594	Agriculture	Karl D. Kennedy	Stuttgart	AR	91. First Tech Federal C.U.	637	13,831	Finance	Gregory A. Mitchell	Palo Alto	CA
66. MD/VA Milk Producers Coop.	861	148	Agriculture	Jay Bryant	Reston	VA	92. Tennessee Farmers Coop.	633	345	Agriculture	Shannon Huff	LaVergne	TN
67. Co-Alliance	854	390	Agriculture	Kevin Still	Avon	IN	93. Florida's Natural Growers, Inc.	632	428	Agriculture	Dr. Robert M. Behr	Lake Wales	FL
68. Michigan Milk Producers Assoc.	843	217	Agriculture	Joe Diglio	Novi	MI	94. Ceres Solutions Cooperative	624	395	Agriculture	Jeff Troike	Crawfordsville	IN
69. Schools First Federal C. U.	833	23,743	Finance	Bill Cheney	Santa Ana	CA	95. CoServe	606	1,491	Energy	Donnie Clary	Corinth	TX
70. Bongards' Creameries	817	243	Agriculture	Daryl Larson	Chanhassen	MN	96. NFO Inc.	603	31	Agriculture	Paul Olson	Ames	IA
71. Old Dominion Electric Coop.	808	2,068	Energy	Marcus Harris	Glen Allen	VA	97. Nat'l Grape Inc., Welch Foods, Inc.	596	394	Agriculture	Trevor Bynum	Concord	MA
72. United Dairymen of Arizona	798	195	Agriculture	Robert Chesler	Tempe	AZ	98. Jackson Electric	596	1,181	Energy	Chip Jakins	Jefferson	GA
73. Piggly Wiggly Alabama	793	121	Grocery	Jerry McCann	Bessemer	AL	99. Randolph-Brooks Credit Union	588	13,252	Finance	Christopher O'Connor	Live Oak	TX
74. East Kentucky Power Coop.	788	3,509	Energy	Anthony Campbell	Winchester	KY	100. Hoosier Energy Rural Electric	567	1,709	Energy	Donna Walker	Bloomington	IN
75. Countrymark Coop	778	591	Agriculture	Mathew Smorch	Indianapolis	IN	<b>TOTALS</b>						
76. Cobb Electric Membership Corp.	776	974	Energy	Kevan Espy	Marietta	GA	<b>\$226,076</b>	<b>\$867,493</b>					
77. United Cooperative	752	910	Agriculture	David A. Cramer	Beaver Dam	WI							
78. America First Fed.C.U.	746	14,411	Finance	Thayne Shaffer	Ogden	UT	<i>*Amalgamated Sugar Company is also known as Snake River Cooperative</i>						

# Smaller Co-ops Make a Difference Too

What you see on the NCB Co-op 100 are the top 100 revenue grossing cooperatives in America. Thousands more do not make this list because of their smaller size and some are just emerging co-op organizations. This past year, in partnership with Capital Impact Partners, NCB provided five co-op innovation awards to co-ops making an impact in communities.

This year the award pool was expanded through the participation of additional sponsorships by Cabot Creamery, CUNA Mutual Group, and Local Government Federal Credit Union, helping increase the award opportunities by \$30,000.



## Co-op Cincy

Co-op Cincy was awarded \$35,000 to launch “Power In Numbers: Black Co-op U,” which will infuse their three-month co-op development course with racial justice education and co-op history.



## Co-op Dayton

Co-op Dayton was awarded \$25,000 to support Unified Power, a real estate investment cooperative that empowers West Dayton residents to own and oversee land management in their neighborhoods; create quality, affordable rental and homeownership opportunities; and revitalize disinvested commercial and residential streets.



## Collective REMAKE

Collective REMAKE was awarded \$25,000 to support the creation of worker-owned businesses and other kinds of cooperatives for people who were incarcerated or excluded from the mainstream economy.



## Custom Collaborative

Custom Collaborative was awarded \$25,000 to empower black and brown, low-income, and immigrant women who have been excluded from business and the sustainability movement with the tools and platform to lead in the creation of new solutions for the fashion industry and our planet.



## Cooperation Humboldt

Cooperation Humboldt was awarded \$20,000 to run a no-cost, six-week, bi-lingual, project-based educational program for aspiring entrepreneurs. It will train cooperative business advisors from rural, Black, Indigenous, and People of Color (BIPOC) communities living with low incomes and provide additional supportive services to mitigate barriers to worker ownership.



# What Is A Co-op?

Co-ops are an everyday part of American life. Wherever you live, work or shop, it is likely a cooperative is involved. You'll see a co-op in action at the credit union where you bank. In the brand names in your grocery store aisles. In the morning paper.

A cooperative is a business organized, owned and controlled by the people who use its products and services. Today, 1 in 3 Americans are a member of a co-op.

Co-ops operate for the benefit of their member-owners. They take advantage of economies of scale, combined buying power and strength in numbers to save money and return profits to their members. In the process, co-ops provide millions of jobs, support businesses and personal needs and enhance the quality of life.



# ABOUT NCB

National Cooperative Bank (NCB) provides comprehensive banking products and services to cooperatives and other member owned organizations throughout the country what makes NCB unique is that the bank was created to address the financial needs of a underserved market niche - people who join together cooperatively to meet personal social or business needs especially in low income communities.

Chartered by Congress in 1978, NCB was privatized in 1981 as a cooperatively owned financial institution and is currently owned by more than than 3,200 customer-owners, with more than \$8.2 billion in assets under management. As part of its enabling legislation, NCB was tasked with ensuring that 35% of the capital it deploys will benefit low income communities.

