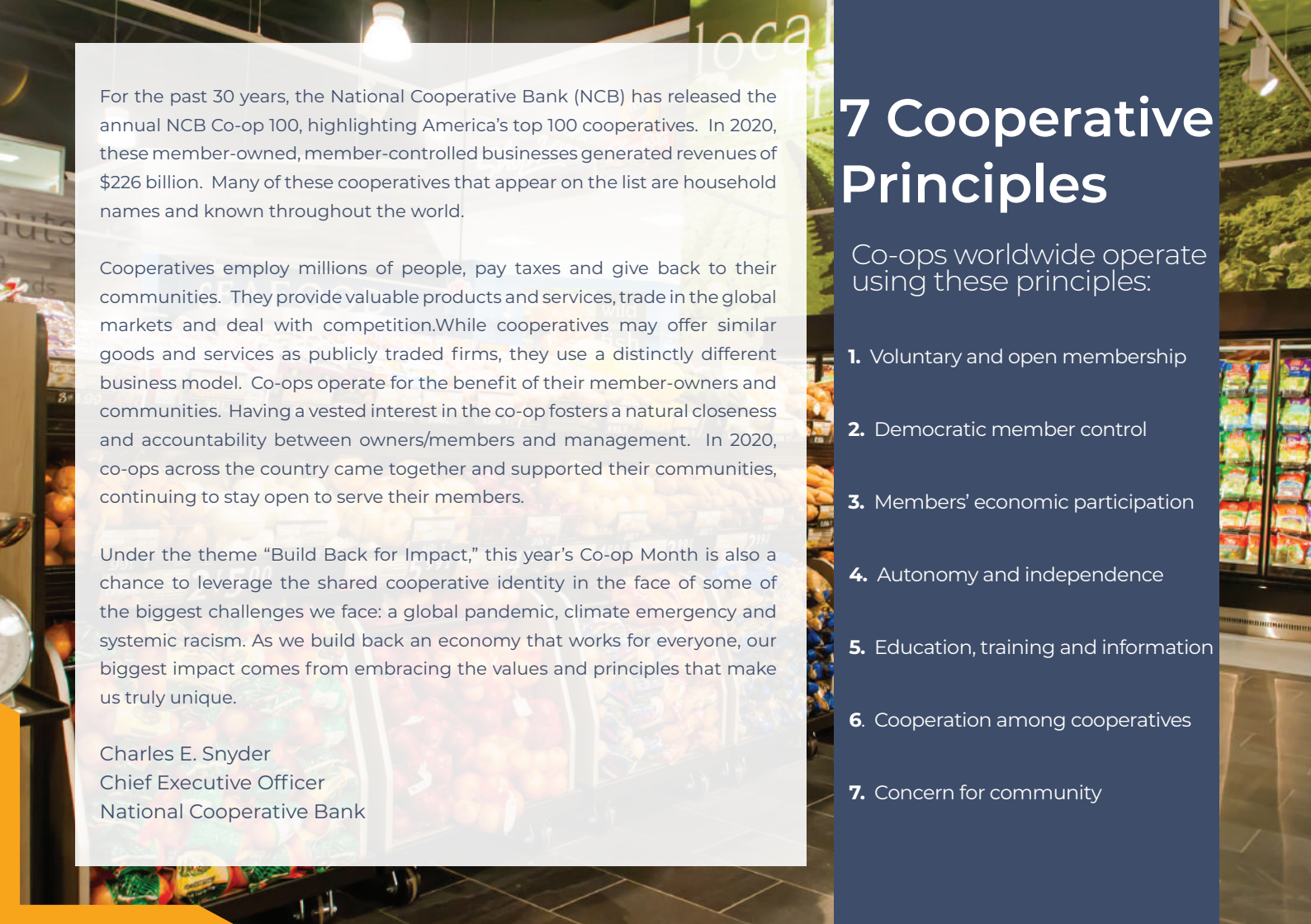




BUILD BACK FOR IMPACT





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

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 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.

