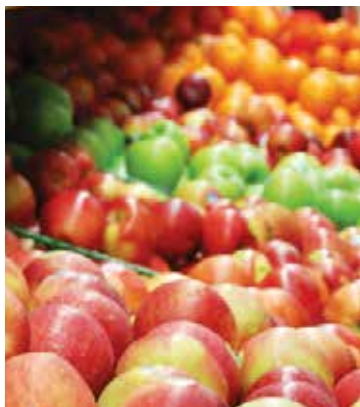




Putting it all together for food co-ops



National Co+op Grocers
14 S. Linn St., Iowa City, IA 52240
866-709-2667 · www.ncg.coop

Our Mission

NCG will provide the vision, leadership and systems to catapult a virtual chain of food co-ops to a position of prominence in the natural foods industry.

About NCG

National Co+op Grocers (NCG), founded in 1999, is a business services cooperative for retail food co-ops in the United States. Our 146 member and associate co-ops operate over 200 stores in 38 states with combined annual sales of over \$2 billion.

NCG helps unify food co-ops in order to optimize operational and marketing resources, strengthen purchasing power, and ultimately offer more value to food co-op shoppers everywhere. By providing a variety of purchasing, management, development, marketing and other grocery related services, our affiliates are able to gain many of the advantages large grocery chains enjoy, while still reflecting the unique qualities of their local communities.

Ends (Global)

NCG embodies the aspirations of its members through integration and programs that provide the capacity of a chain while supporting the autonomy of a local business. The benefits of NCG membership warrant the resources and participation required of its members.

Further, on behalf of NCG members, the cooperative accepts responsibility for these outcomes:

- A dynamic and transparent organization with clear and meaningful ways for members to participate.
- Members are successful in a competitive market and have access to:
 - competitive pricing
 - professional development and training
 - product selection & sourcing tailored to common needs
 - operational and merchandising best practices
- A powerful advocacy voice for food co-op issues.
- A development mechanism for new and expanding co-ops.
- Members adhere to agreed upon co-op operating standards.

Participating in NCG

NCG offers two ways for interested co-ops to affiliate with us and participate in our programs and services: as members and as associate co-ops. These two levels offer different benefits and access, and also carry different requirements.

We offer two levels because we realize not all organizations are able to meet and adhere to our membership requirements. At the same time, we recognize that we all gain by working together to strengthen the entire retail food co-op system.

Both members and associate co-ops enjoy the following benefits:

- Full participation in CoCoFiSt (Common Cooperative Financial Statements) including access to data and tools.
- Regional and national development programs to help members address the challenges they face and share best practices. This includes regional and national peer group meetings, store audits, training programs and educational resources, small working group and interest group activities, and related programs.
- Group discounts based on national contracts for value added services, including: packaging and store supplies, garment rental and facilities services, credit card processing, a gift card program, inventory service, merchandising equipment, and printing/copying services.
- National brand and supporting marketing materials.
- Access to resources through NCG's website (differs based on affiliation).



Additionally, members enjoy participation in core national purchasing and promotional programs, and the opportunity to shape national initiatives. Membership in NCG is the same as at the local co-op level – membership is ownership.



coop™ deals

As such, membership carries the responsibility of investment in NCG, and brings governance rights (such as voting and input on the organization's direction). In addition, NCG members are eligible for patronage distributions of their co-op's surplus, as determined by NCG's board of directors.

Further details on the benefits and requirements of each of these affiliation options, along with information on our application process and deadlines, can be found on our website at www.ncg.coop.

All co-ops interested in affiliating with NCG must be independent food co-ops located and operating in the U.S. In addition, co-ops interested in affiliating with NCG must agree to abide by NCG's national and corridor policies, as well as all appropriate program agreements.



NCG Development Co+operative

The NCG Development Co+operative (DC) is a subsidiary of NCG and housed in NCG offices. The DC provides focused, highly targeted development services to individual food co-ops. Services range from basic operational improvements to assistance with new store openings or expansions.

Development Co+operative

While NCG offers member and associate co-ops a variety of programs and services which meet common needs, the DC provides development services tailored to meet a co-op's specific needs, with "back-loaded" service fees paid over time. As a result, the DC has a vested interest in the long term success of each project. Successful projects provide future capital for additional development within the food co-op sector.



DC client: Saint Peter Food Co-op - St. Peter, MN

Contact NCG

If you are interested in becoming affiliated with NCG as a member or associate co-op, please visit our website at www.ncg.coop for more information or submit a request to membership@ncg.coop.



top left: Community Food Co-op - Bellingham, WA

top right: North Coast Co-op - Eureka, CA

above: Weaver's Way Co-op - Philadelphia, PA

front panel:

top left: Wheatsville Co-op - Austin, TX

top right: Linden Hills Co-op - Minneapolis, MN

bottom: New Leaf Market - Tallahassee, FL