Mission-Driven since 2004

• Develop a Sustainable Food System
• Support organic farming as a viable career for family farmers
• Help customers achieve their goals of accessing quality organics from family farms
• Achieve long-term sustainability
What is ECO?

- wholesale marketing & distribution service
- unconventional footprint
- focus on certified organic
- business/production planning
- 80/20 split
- $25M paid to farmers since 2004
- grower- and manager-owned LLC
Who Owns It?

• Origin story
• Partnership + governance
• “Carrot, Not Stick”
• Entry + Exit Processes
• Benefits + Duties for Farms
• Benefits + Challenges for ECO
ECO Owners Meeting 2017
A True Partnership
Market-Based Production Advocacy
Farmer-Based Marketplace Advocacy