

AGRICULTURE AND AGRI-FOOD



Farming and agricultural co-ops were among the first co-operatives in Canada. Today, this sector is a key player in Canada's cooperative and mutuals movement, and is undeniably a heavy weight in this sector of the Canadian economy.

This well-developed sector offers established co-op models that fall into three groups: processing and marketing co-ops (384), such as dairy co-operatives; farm-supply co-ops (182), such as seed co-ops; and farm support co-ops (693), such as farm equipment co-ops. Particular to this sector, a majority of agri-food co-operatives are constituted as producer co-ops.

Over the last few years, we have seen new models of co-ops focusing on food security, organic agriculture, urban agriculture and public markets.

“ IN CANADA, AGRICULTURAL CO-OPERATIVES RETAIN BETWEEN 15% AND 20%² OF THE MARKET

The power of agricultural co-operatives

According to a recent study, more than a third of the world's food production is controlled by agricultural co-operatives. For most European countries and Japan, this increases to more than 50%. In Canada, agricultural co-operatives possess between 15% and 20%² of the market in regards to farm procurement, processing and marketing farm products. According to the Food and Agriculture Organization of the United Nations (FAO) co-operatives are a pillar for agricultural development and food security around the world.



IN NUMBERS¹

1,260
CO-OPS

.....

\$6 billion
IN ASSETS

.....

520,000
MEMBERS

.....

\$15 billion
IN SALES

.....

OVER
30,000
EMPLOYEES

Our members in this sector

Founded in 1938, **Agropur coopérative** is a leader in the North American dairy industry with annual sales of more than 3.8 billion dollars. The co-op has 3,348 milk producers members and 6,300 employees. Agropur processes over 3.3 billion litres of milk per year in its 31 plants across North America.

UFA Co-operative has an unmatched network of 113 bulk fuel and cardlock petroleum outlets, 35 farm and ranch supply stores and 24 outdoor adventure stores throughout Alberta, British Columbia and Saskatchewan. Since its founding in 1909, UFA has grown from a small-scale local co-operative into a comprehensive enterprise with \$2.1 billion in annual sales and nearly 120,000 active members.

Gay Lea Foods, founded in 1958, is Ontario's largest dairy co-operative with 1,200 members and 810 employees. Its sales in 2013 topped \$560 million. **Gay Lea Foods** has its head office in Mississauga and seven production facilities across Ontario. Its brands have a strong presence in the retail, food service and industrial ingredients sectors.

GROWMARK, Inc. is a regional supply co-operative. From its Ontario headquarters in Kitchener, GROWMARK currently supplies and serves 15 local agricultural co-ops, including over 50 branch locations plus FS PARTNERS, a division of GROWMARK, with 18 FS branches throughout central and south-western Ontario. The FS System in Ontario represents close to 32,000 members, 1,500 employees, and 90,000 customers.

Founded in 1922, **La Coop fédérée** is the largest agro-food organization in Québec. It is owned by over 100,000 members, grouped in 97 co-ops in several Canadian provinces. It can be found at every level of the agri-food supply chain and in retail.

Northumberland Co-operative Ltd. is located in New Brunswick, on the East coast of Canada. Since its beginnings in 1942, Northumberland has grown into a well-known, leading brand in New Brunswick. Northumberland is primarily a processor of fluid milk, broker/distributor as well a co-op supply center, and food service supplier that caters to restaurants, take-outs and health care accounts.

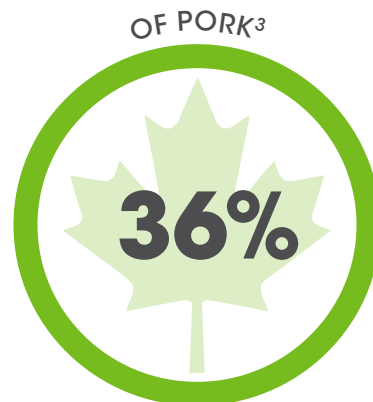
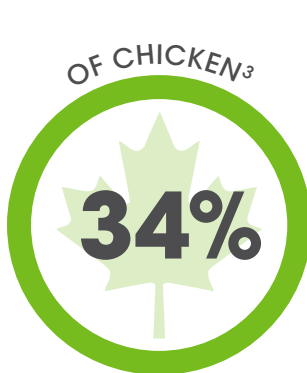
Scotsburn Creamery was founded on April 12, 1900, when a small group of local farmers met in the village of Scotsburn, N.S. Today the Nova Scotia-based co-op is operating in dairy- and non-dairy-related processing businesses, such as ice cream, frozen desserts and novelties, fruit juices and bottled water.

Organic Meadow is Canada's oldest co-operative of organic farmers and one of the nation's leading organic dairy brands. Organic Meadow offers a complete line of organic dairy products, including organic milk, cheese, butter, cream, eggs, yogurt and ice cream, sold in retail stores across the country.

¹ Agriculture and Agri-Food Canada, 2012

² La Coop fédérée, 2001

³ Tango RJ consultant, 2012



MILK PROCESSED EVERY YEAR BY CO-OPS =
1 olympic stadium