

NEW HAMPSHIRE

ASSETS: **\$3.8 BILLION**

REVENUE: **\$640 MILLION**

MEMBERS: **476,000**

JOBS CREATED: **1,930**



NEW HAMPSHIRE CO-OPS AT A GLANCE

Co-ops in New Hampshire are working to build a better world by creating quality jobs, building community wealth, protecting the environment, reducing poverty and strengthening the local economy.

ROC U.S.A.

ROC USA has built on a proven strategy of resident ownership in New Hampshire manufactured home communities and scaled it nationwide, building a network of 10,000 secure and affordable homes cooperatively owned by their residents.

CCA GLOBAL PARTNERS

Manchester-based CCA Global Partners was founded in 1985 when 11,000 retailers banded together to sell 1 billion dollars of carpet in just 10 days. From that collaboration came the idea of a sustainable cooperative business, one in which members could enjoy the enormous cost efficiencies of group buying and marketing,



CCA Global Partners represents 1,731 members operating more than 2,800 retail stores building a better world.

NEW HAMPSHIRE TOP CO-OPS BY SECTOR

HOUSING: **90**

UTILITY: **33**

CREDIT UNIONS: **24**

CHILDCARE: **22**

EDUCATION: **14**

FOOD: **5**

INSURANCE: **5**

ABOUT CO-OPS

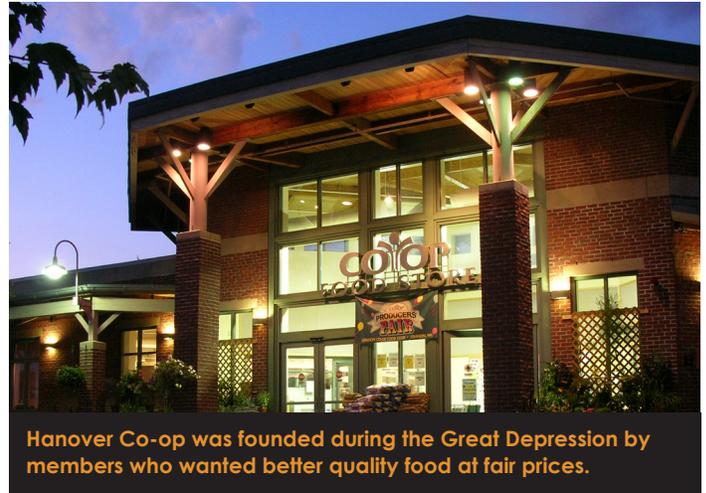
According to federally-supported research by the University of Wisconsin Center for Cooperatives, co-ops inject \$3 trillion into the U.S. economy every year. Located in every state and every Congressional district in the U.S., co-ops create millions of jobs and offer solutions to meet challenging public policy issues—from affordable housing to early childhood learning. They spur economic growth in underserved rural America; empower individuals, families and communities; and ensure that Americans have access to high-quality goods and services at competitive prices from businesses they trust.

HANOVER CO-OP'S RELATIONSHIP WITH LOCAL GROWERS A MODEL FOR SUCCESS

For one of the oldest and most successful co-ops in the country, relationships with local grower partners are critically important. That's one reason the Hanover Co-op hosts its Annual Growers Meeting in Hanover, New Hampshire. For 80 years, this cooperative has established fruitful relationships with farmers to bring local produce to their food store shelves. Created in 1998, the Co-op's Growers Meeting has become a game changer for local producers as they work to survive and thrive in today's marketplace.

Prior to the beginning of each season, the co-op identifies specific growers for each crop and agrees to buy produce from these individuals throughout the season at its Annual Growers Meeting. The meeting also supports the co-op's commitment to sell ethically, responsibly-grown food and safeguard future farm security and stability in the Upper Valley region.

"Local grower partners are incredibly important to the co-op, and we provide farmers with advantages they wouldn't have elsewhere," said Allan Reetz, director of Communications at the Hanover Co-op. "At the Growers Meeting, we sit at the table together and discuss what everyone wants to grow for the



Hanover Co-op was founded during the Great Depression by members who wanted better quality food at fair prices.

year. This gives growers the assurance of having a market for their produce, which also gives them the ability to plan their entire harvest well in advance of the growing season. They also have the opportunity to set pricing and make sure they are not competing with other farms," Reetz added.

This year's meeting brought together co-op produce buyers, produce managers and 15 local grower partners. Many farmers have been in business with the co-op for decades, while others are young growers who are making a commitment to the land and the business of local agriculture.

"For some of us, if it wasn't for Hanover Co-op, we might have folded years ago," said veteran grower Ray Sprague from Plainfield, New Hampshire.

Founded in 1916, the National Cooperative Business Association CLUSA International is the trade association for cooperative businesses in the U.S. and an international development organization active in Africa, Southeast Asia and Latin America. For 100 years, NCBA CLUSA has advanced, promoted and defended co-op enterprise, highlighting the impact that co-ops have in bettering the lives of individuals, families and communities.

NCBA CLUSA
The National Cooperative Business Association • CLUSA International

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