

A photograph of a sunflower field under a clear blue sky. The sunflowers are in various stages of bloom, with bright yellow petals and dark brown centers. The leaves are large and green. A teal-colored rectangular box is overlaid on the right side of the image, containing white text.

2018 CCOF ANNUAL REPORT

THE PATH TO AN ORGANIC FUTURE



DEAR CCOF MEMBERS AND SUPPORTERS,

It is with great pleasure and honor that I write to you as CCOF's new CEO. Since assuming the role in January, I've been continually inspired by CCOF's many accomplishments over 2018, which you helped make a reality. I'm no stranger to the strength of CCOF's incredible membership of organic farmers, professionals, and supporters, and I'm excited to harness the power of this unique community to continue laying the path to an organic future.

You helped us lay bricks in our organic path by enabling us to help 7,898 students and teachers get funding for organic education, get 383 members engaged with influencing policies for organic, and provide organic certification for 3,731 organic farmers and businesses.

One of our most exciting projects in 2018—which will carry over into 2019—was publishing the CCOF Foundation's *Roadmap to an Organic California: Benefits Report*. This groundbreaking report reviewed over 300 scientific studies to analyze how organic agriculture impacts the United States, finding that organic provides evidence-based solutions to the nation's complex challenges.

The second part of the project will convene diverse agricultural stakeholders to set forth a comprehensive menu of policies for expanding organic to at least 10 percent

of California's farmland by 2030. As the nation's leader in organic, California has the opportunity to utilize organic as a strategy for increasing public health and prosperity while paving the way for other states to benefit from organic agriculture. The *Roadmap to an Organic California: Policy Report* will be unveiled at the beginning of 2020 at CCOF's 2020 Annual Meeting in Sacramento on February 18 and 19.

How will you join us along the path to an organic future in 2019? If, like us, you're driven to continue growing organic, consider joining us to work toward this goal together. Join your local CCOF chapter, get certified by CCOF, or send us a donation. This all starts with our membership and our supporters, and we couldn't do it without you.

Many thanks,



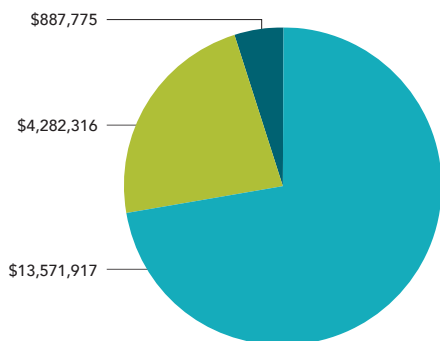
Kelly Damewood
CEO

FINANCIALS

Our members provide the financial cornerstone for all the ways CCOF supports organic. CCOF members support us by being certified, and many redouble their commitment to organic by donating directly to the Foundation. Organic leaders outside of CCOF take our members' contributions even further through additional donations.

SEVENTY-SEVEN PERCENT OF REVENUE is directed to programs that support organic by providing service-oriented organic certification, diverse educational offerings, and dedicated policy work. **THE REMAINING 23 PERCENT** provides general and administrative services as well as fundraising support.

CCOF CROSS-ORGANIZATIONAL REVENUE



CCOF Certification Services, LLC

Provides direct support to certified organic operations by staffing our offices with certification experts to answer questions, investing in technology that makes managing certification more efficient, and refining our processes to help the organic sector grow even faster.

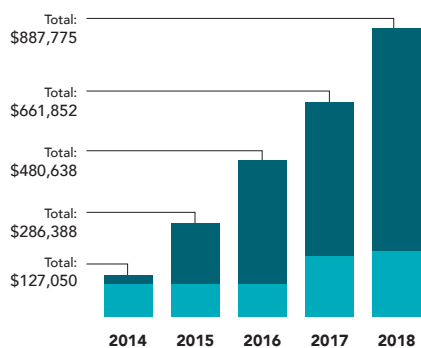
CCOF Foundation

Enables the CCOF Foundation to educate future organic farmers, help consumers understand organic, assist organic farmers in need, and provide ongoing training for organic professionals.

CCOF, Inc.

Provides cost-effective infrastructure for our certification, advocacy, and CCOF Foundation programs, including human resources, marketing, and technology for over 100 CCOF staff to advance CCOF's mission. The CCOF, Inc. funds are also invested in advocacy activities to provide leadership and representation for organic in policy discussions across the United States.

CCOF FOUNDATION FUNDING



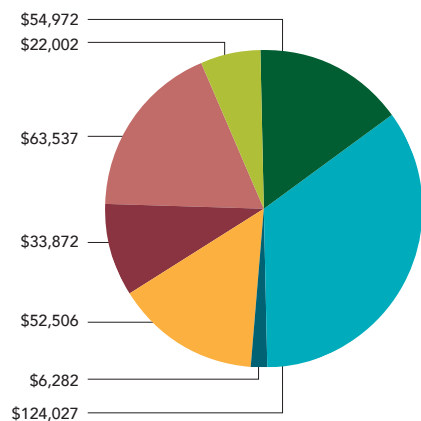
CCOF, Inc. Investment

CCOF, Inc. gives back to the broader organic community by investing 2% of revenue per year into the CCOF Foundation. This investment is then leveraged through individual and business donations and federal and foundation grants.

Donations and Grants

The CCOF, Inc. investment is expanded through individual and business donations and federal and foundation grants. As a 501(c)(3) nonprofit, the CCOF Foundation gives organic champions the opportunity to make tax deductible donations toward programs that support current and future organic producers across the nation.

CCOF FOUNDATION PROGRAM EXPENDITURES



Annual Event

Our annual event provides an opportunity for the organic community to network, share resources, and learn how to grow their businesses.

Consumer Education

An annual distribution of consumer education cards that explain why purchasing organic matters.

Bricmont Hardship Assistance Fund

A direct financial assistance fund open to all certified organic producers who suffer losses due to extreme hardship.

Future Organic Farmer Grant Fund

The only fund in the nation that provides educational grants exclusively to students and teachers of organic agriculture.

Organic Training Institute

Hands-on trainings, workshops, and seminars for farmers, processors, and ranchers that support their success in organic production.

Organic Transition Grants

One-time grants provided to cooperative farmers to cover their initial organic certification fee, in partnership with National Co-op Grocers.

Roadmap to an Organic California: Benefits Report

A comprehensive review of how organic agriculture benefits the American economy, society, and environment, with a focus on California.



"I currently have a small organic farm with 140 cows, heifer, and calves. I am extremely thankful to receive this grant because my farm has been struggling with a large debt and expensive feed costs and I would be unable to afford the supplies without this grant. I will be forever grateful to CCOF for supporting me throughout my first few years of being organic. Your dedication and interest in the youth of FFA is much appreciated. Thank you so much for constantly supporting me throughout my organic experience! I appreciate everything that the CCOF organization has done to help me fulfill my dream of being an organic dairy farmer!"

—SHANNON GOOD,
12th Grade FFA Student,
Caledonia, Michigan

"I once had the idea of supporting our future organic farmers with an industry consortium of funders. Together we could fund something very grand to impact the next generation of organic farmers. Cathy Calfo [former CCOF CEO and CCOF Foundation executive director] and her crew at CCOF ran with the idea and created the Future Organic Farmer Grant Fund. Why is it important? Because all of the major issues facing us today are impacted by food and agriculture: climate change, environmental degradation, the loss of biodiversity, the safety of our food, and the health of our children—organic plays a role in mitigating them all. We need more organic farmers and more organic entrepreneurs to meet the demand for organic products that are healthy for people and good for the planet."

—MELODY MEYER,
2018 CCOF Foundation Organic
Champion Award Recipient
(shown at right accepting the award
from California Department of Food and
Agriculture Secretary Karen Ross)



STEPS ON THE PATH TO AN ORGANIC FUTURE

All of the progress you've helped us achieve in 2018 has helped carve the path forward for organic.
HERE'S WHAT WE ACCOMPLISHED TOGETHER:

7,775 kids learned about organic agriculture at school from teachers who received \$1,000 for their organic projects through the Future Organic Farmer Grant Fund.

24 high schoolers completed organic Supervised Agricultural Experience projects funded through the Future Organic Farmer Grant Fund.

25 vocational and higher education students received \$2,500 from the Future Organic Farmer Grant Fund to give them foundations for organic careers.

620 organic and other professionals learned new skills through the Organic Training Institute's 14 webinars and workshops.

163 CCOF members signed on to 10 letters for their congressional representatives, coordinated by CCOF to advance organic policies.

230 CCOF members engaged in advocacy activities that helped support organic policies at the local, state, and federal levels.

We wrote and delivered 20 comments to the National Organic Program and the National Organic Standards Board (NOSB).

14 CCOF chapters held a total of 14 meetings to network and share news and research affecting the organic community.

We reviewed 302 scientific studies for the CCOF Foundation's *Roadmap to an Organic California: Benefits Report*, which analyzes how organic agriculture impacts and benefits the United States.

15,000 "Why Buy Certified Organic?" postcards were distributed by farmers to help consumers understand organic.

683 CCOF members used MyCCOF Action Item Tracker to submit certification requests electronically.

CCOF certified 3,731 organic operations across 46 states and 4 countries that are responsible for getting organic products to consumers around the world.

CCOF supported members at 18 meetings with state and congressional elected officials and staff.

173 organic professionals and supporters attended the 2018 CCOF Annual Meeting and Conference: Organic Hotspots.

Organic businesses who experienced hardship received \$21,000 in aid from the Brimont Hardship Assistance Fund.

CCOF BOARDS & EXECUTIVES

CCOF, INC. BOARD OF DIRECTORS

Phil LaRocca, Chair
Malcolm Ricci, Vice Chair
Vernon Peterson, Treasurer
Thaddeus Barsotti, Secretary
Genevieve Albers
Karen Archipley
Nadine Lew Basile
Grant Brians
Chad Crivelli
Rich Ferreira
Esteban Macias
Jutta Thoerner
Renee Thresher
Ted Vivatson
Steve Zaritsky

CCOF FOUNDATION BOARD OF TRUSTEES

Kelly Damewood, Chair
Phil LaRocca, Vice Chair
Lee Altier
Karen Archipley
Allen Harthorn
Malcolm Ricci

CCOF CERTIFICATION SERVICES, LLC MANAGEMENT COMMITTEE

Kelly Damewood, Chair
Charles Fowler
Jenneke DeJong
Brad Samuelson
Tom Willey

STAFF EXECUTIVES

Kelly Damewood, Chief
Executive Officer, CCOF, Inc.
Pete Petri, Chief Operations
Officer, CCOF, Inc.
April Crittenden, Chief
Certification Officer, CCOF
Certification Services, LLC
Jessy Beckett Parr, Foundation
Director, CCOF Foundation



“When we began White Leaf Provisions, we chose to work with a small organic certifier that was relatively unknown but had a deep-rooted passion in organic products and was familiar with Biodynamic certification as our brand offers organic Biodynamic products. Unfortunately, our previous certifier had to close their doors. However, before that happened, they introduced us to CCOF. CCOF was graciously accepting the former clients of this certifier and helped make our transition seamless and extremely professional. From the moment we connected with our certification specialist at CCOF, we knew we were in great hands. CCOF offers a wealth of knowledge and expertise that is unmatched. Their reputation in the space is unsurmountable as well. We are proud to be a part of this new family.”

—MEGHAN ROWE, CEO/Co-Founder, White Leaf Provisions



“[The] Presenter was highly knowledgeable and engaging (a rare combination). Presentation seemed very thorough, and covered elements of [the Food Safety Modernization Act] that I was completely unaware of. Glad that video and slides will be available so I can share them with team and clients.”

—Organic Training Institute Webinar Attendee

OUR SUPPORTERS

Thank you to the **3,731 CCOF-CERTIFIED MEMBERS** who **GAVE \$202,329** back to CCOF's programs by choosing CCOF for their organic certification. Additional support was provided by CCOF Foundation donors, listed below by level of giving.

VISIONARY



Clarence E. Heller
Charitable Foundation



HarvestPort



SUSTAINABLE
FUTURES FUND



CHAMPION

Driscoll's
Earthbound Farm
Patagonia
Sunview Vineyards of California

ADVOCATE

Anthony Vineyards
Bolthouse Farms
Bonterra Organic Vineyards
Earl's Organic Produce
Fagundes Brothers Dairy
Farm Credit
Gaia Fund
Lundberg Family Farms
Mercaris
The Organic Coup
Pacific International Marketing
SunRidge Farms
Sweet Earth Foods
Tanimura & Antle
True Organic Products
Vitalis Organic Seeds
Whole Foods Market

FRIEND

Abundant Harvest Organics
Agroplasma
AgroThrive Organic Bio-Fertilizers
Braga Fresh
California Organic Fertilizers Inc.
ChuckJoe
Duncan Family Farms
Good Earth Natural Foods
Marrone Bio Innovations
Naraghi Farms
New Leaf Community Markets
Organic Valley
Organics Unlimited
Panorama Meats
Rabobank
Straus Family Creamery
Taylor Brothers Farms
Traditional Medicinals
Val-Mar Farms

SUPPORTER

Agriculture Capital Operations
Lee Altier
Brad Baer
Balistreri Vineyards
Susan F. Barquist
Bennett Farms
Donald H. Bensen
Naomi Brauner
Thomas Breen
Ted Burke
Cathy Calfo
Dwayne A. Cardoza
Cathy Carlson
Chemol Company, Inc.
Lois Christie
Juan Cisneros
Clark Food Safety
Virginia Clarke
Jim Cokrell
Cold Creek Compost
Jesse Cowan
John & Jennifer Cozzolino
Peggy da Silva
Kelly Damewood
Discretion Brewing
Michelle Eaton
Hubert Edrington

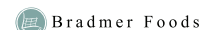
Employees Charity Organization
of Northrop Grumman (ECHO)
John Estevo
Christine Foote
Philip & Katherine Foster
Delmar Friedrichsen
The Glass Jar Inc.
Gopal's Healthfoods
Hannelore Gresser
Ranbir Grewal
Roger Guerrero
H.M. Holloway, Inc.
Harpos Organics
Charles & Branka Harris
Dan Hodapp
Bud & Maurie Hoekstra
Sarah James
JR Organics
Mary Kaems
Kim Kaput
Peter & Jenny Kim
Jennifer Lester Moffitt
Jake Lewin
LiDestri Foods & Beverage
Live Earth Farm
Glenn Majeski
Ron McGill
Eric Meili
Victoria Michaelides
Jeff Miner
Karen Miner
Mission Ranches Company LLC
Wendell Naraghi
Ghassan Nashat
Natural Resources Group
Neil Bassetti Farms, LLC
Oils of Paicines
Jessy Beckett Parr
Amber Pool
Quinco, Inc.
Ray Moles Farms
Shawna Marie Rodgers
Fritz Ruegger
Sambrailo Packaging
Brad Samuelson
Genevieve Schaad
Don Scherba
Jane Sooby
Josaphine Stevenson
Shawn Stone

Susan F. Barquist
Tami Weiss
Teresa West
Jonathan & Susan Wittwer

GOVERNMENT GRANTS

USDA National Institute of Food
and Agriculture
USDA Risk Management Agency

FUTURE ORGANIC FARMER GRANT FUND ADVISORY COMMITTEE



FUTURE ORGANIC FARMER GRANT FUND CULTIVATORS

Awe Sum Organics
Blue Marble Brands
CCOF Processor/Handler Chapter
Chino Valley Ranchers
Dr. Bronner's
Duncan Family Farms
Farm Fresh to You/Capay Organic
Green Hope Vodka
Heath & Lejeune
Independent Natural Food
Retailers Association (INFRA)
Rabobank
Sun Basket
True Organic Products
Wawona Packing
Wild Roots

FUTURE ORGANIC FARMER GRANT FUND SUPPORTER

Agrowinn Fertilizers



CCOF

2155 Delaware Avenue, Suite 150
Santa Cruz, CA 95060
(831) 423-2263 • fax (831) 423-4528
ccof@ccof.org • www.ccof.org

Non-Profit Organization
U.S. Postage Paid
Permit #262
Santa Cruz, CA

YOU CAN HELP US CONTINUE ON THE PATH TO AN ORGANIC FUTURE.

Help us advance organic agriculture for a healthy world and donate today. Learn more at www.ccof.org.
Donate to the CCOF Foundation's programs using the enclosed envelope or online by visiting
www.ccof.org/get-involved.

