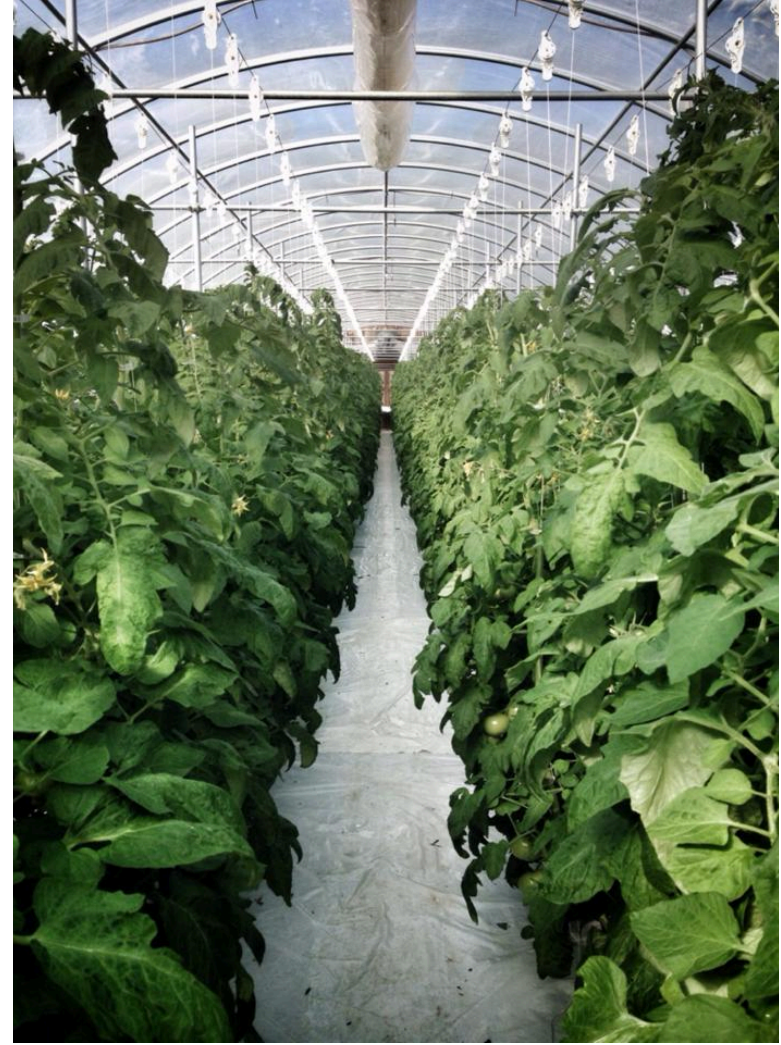


REAL FOOD FROM
REAL FARMS



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



your local farm to table connection

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



your local farm to table connection



Who Owns It?

- Origin story
- Partnership + governance
- “Carrot, Not Stick”
- Entry + Exit Processes
- Benefits + Duties for Farms
- Benefits + Challenges for ECO



your local farm to table connection

ECO-HUB

2210 E. PETTIGREW

ECO Owners Meeting 2017





ORGANIC
STORAGE

ALMACENAMIENTO
ORGÁNICO



Rick Larson
Natural Capital Investment Fund



Sandi Kronick
Eastern Carolina Organics (ECO)

Brad Austin
Whole Foods Market
South Region

Brent Demarest
Whole Foods Market
South Region



Steve Saltzman
Self-Help Credit Union



Michael Cucciara
ECO Move Project Manager

ECO-HUB

**GIRLS
ROCK**
NC

eastern carolina organics

eco



Earth Friendly - People & Pet Friendly

Green
Bean Counters, LLC
business services





Certified



Corporation



Durham
LIVING WAGE
PROJECT





A True Partnership



Market-Based Production Advocacy



Farmer-Based Marketplace Advocacy





Finances, Infrastructure + Transitions



CHOUX

1.8 BU

CABBAGE
 KALE
 NAPPA
PRODUIT AUX EU

1.8 BU

CABBAGE
 KALE
 NAPPA
PRODUIT AUX EU

CHOUX

1.8 BU

CABBAGE
 KALE
 NAPPA
PRODUIT AUX EU

1.8 BU

CABBAGE
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CHOUX

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Expire Date

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RC

RC

RC

1-3/4 BU

1-3/4 BU

1-3/4 BU

1-3/4 BU

1-3/4 BU

1-3/4 BU

1-3/4 BU







MOUNTAIN CLIMBING
OLD NAVY EXPLORATION CLIMBING TEAM
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