

REPORT FOR FRIENDS OF OGC

THIRD QUARTER,
2022



ORGANICALLY™
GROWN CO



INTRODUCTION

HELLO, EVERYONE,

As I write this letter, we're coming off an amazing Harvest Party and Tomato War, OGC's version of a company picnic. After a two-year hiatus in group get-togethers due to the pandemic, the reunion was epic! Under the late-summer sun, hugs, laughter and rotten tomatoes filled the air. Not all of us threw or got hit by a squishy fruit, but it was sure fun to watch the battle and spend time together. A big thank you to our friends at Gathering Together Farm for hosting the OGC team once again.

In the pages of this update, we shine a light on the many ways we reconnected in person as we carefully transition out of our pandemic lockdown. Q3 found members of our team leading on-farm events, attending the Organic Produce Summit trade show, training new drivers, reconnecting at company socials, hosting facility tours and traveling to visit customers throughout the region. It was fantastic.

Our advocacy work didn't take a summer break. I'm especially excited about OGC's leadership in developing the concept for Oregon-specific legislation that would incentivize and reward organic producers for implementing and using climate-smart practices, which of course includes organic production. These practices can increase farm resilience, soil health, and biodiversity and farmers doing so should be rewarded. This farmer support bill is quickly gaining support. Read more about this and other Q3 advocacy work on page 6.

Finally, this past quarter included an internal launch of OGC's refreshed Vision, Mission and Values. The refinements came from rounds of inclusive coworker collaboration and wordsmithing centered on aligning our purpose and culture with these defining statements.

As we listen, learn and engage with our stakeholder partners and trade, we are confident that we are well-prepared to meet the strong demand for organic, which continues to outpace conventional.

We have a fantastic and growing team, and I am proud to work by their side. I hope you'll take a few minutes to catch up with our work through this Q3 Update.

Have a happy and delicious holiday season. 🌿

– **Brenna Davis, CEO**



QUARTERLY HIGHLIGHTS

REFRESHING OUR VISION & MISSION STATEMENTS

Our Vision and Mission inspire our work and how we do it. In September, we rolled out refreshed statements internally to the OGC team. This update reflected months of creative collaboration by many coworkers who searched for meaningful words and phrases to capture what we stand for and how we show up daily. The process was challenging, engaging and fun and the outcome was well-received by coworkers!

Vision: Cultivate the health of the planet and people through a resilient organic community

Mission: Promote and inspire the growth of the organic agriculture movement

PROMOTING THE NW MELON HARVEST



After the cool weather delayed melon planting by a couple of weeks, the season arrived bringing in the best organic melons from the arid regions of Eastern Washington and Oregon. We're proud to work with a handful of dedicated farmers to bring an array of specialty melons and familiar favorites to grocery stores and restaurants throughout the Northwest.

OGC Account Representatives led in-store sampling and education events in Seattle and Corvallis, and all customers received a digital melon "toolkit" filled with resources for melon promotions and training staff. Click here to check out this year's [NW Melon toolkit](#) on OGC's website. 🌿

OGC'S SMALL FRUIT PACKING LINE SUPPORTS NW BERRY GROWERS



Our Small Fruit Packing Line (SFPL) has been an important grower service since 2016. Each summer into early fall, a cross-departmental team comes together to pack blueberries, kiwi berries and cranberries on behalf of several local farms. The SFPL provides valuable diversification for our business and helps us fulfill our mission of supporting the organic community.

Blueberries are the first to hit the packing line each summer. Our growers represent the very best of our region, delivering a fantastic range of sweet berries with evocative names like Aurora, Duke, Top Shelf, Liberty and Rabbiteye. Despite high-quality fruit, small blueberry producers can struggle to get their berries to market, so OGC plays a crucial role in getting these growers' fruit to consumers.

As the blueberry season wanes, the first kiwi berry harvests begin to arrive. These wonderful, sweet berries are not widely cultivated. Marketing them under the Ladybug Brand™ label, OGC is working to build awareness and appreciation for this unique Northwest treat. Due to the size and shape of kiwi berries, we hand-sort each piece of fruit, using manual sorting techniques and relying on the sharp eyes

of our team. This process requires constant attention, training and stamina.

Finally, as the air begins to cool and our kiwi berry production ends, we turn our attention to Northwest cranberries. Our organic cranberries are grown in Bandon, along the Oregon coast. These berries flow across our machine smoothly, filling clamshells and boxes to be tucked away until the holidays arrive.

So many factors determine the success of our SFPL. Like our farmers, we depend heavily on the grace of nature. This year, rains and cool temperatures stretched into June and then into July. We waited patiently (and occasionally impatiently) for the rain and frost to give way to summer.

This was one of the latest starts to a packing season yet. Nobody knew exactly what to expect this year, but we knew that a late start wouldn't necessarily mean a late end. A shortened season would put increased pressure on every production run to produce returns for our growers and meet the demand of a hungry market.

Though the unforeseen plays a role, the success of the SFPL is ultimately the result of the hard work and creative contributions of OGC coworkers from every level of our business. We're already planning for a great season in 2023. 🌿

OGC WELCOMES PRODUCT INNOVATION MANAGER



After a long and strategic search, in August we welcomed Joey Staub to support OGC's product line development and innovation goals. Joey brings the right experience, skills and alignment to our mission, plus a passion for organic agriculture.

Joey joined the OGC team from Gathering Together Farm, a long-time partner and former grower owner. There, he most recently served as farm manager selecting varieties, planning crop rotations, organizing daily operations, and coordinating sales and distribution through the farm's many marketing channels. Joey's work will focus on developing new products and improving varieties to market for our growers and our customers, running trials in collaboration with seed and plant breeders and agriculture researchers.

"August was an exciting time to join the OGC team, as there were several opportunities to connect with growers and customers alike," shared Joey. "In the year ahead, I am looking forward to connecting more with our grower and retail partners to find opportunities for them to differentiate themselves in an increasingly consolidated organic marketplace." 🌿

CELEBRATING TOGETHER: 2022 HARVEST PARTY & TOMATO WAR

After a two-year pause on in-person events, OGC's 2022 Harvest Party and Tomato War felt like one for the books! Held once again at Gathering Together Farm in Philomath, OR over 130 coworkers and families feasted, toasted, played and the bravest of the bunch joined in the Tomato War. A good time was had by all!



NOTES FROM THE FIELD

RECONNECTING WITH FARMERS & CUSTOMERS IN THE FIELD

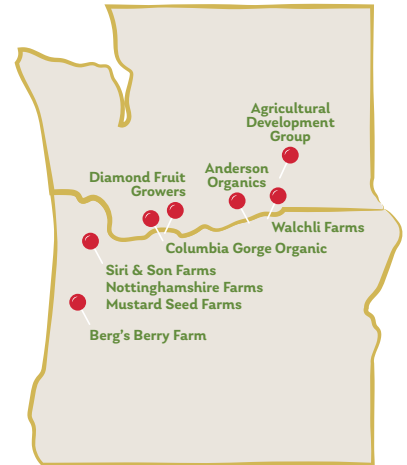
From arid Eastern Washington to the verdant Willamette Valley and locations in between, OGC hosted retail customers large and small on excursions to meet a handful of our esteemed growers. Starting with sweet and delicious organic melons and concluding with quince, this series of visits highlighted the incredible depth and breadth of summer offerings in the Pacific Northwest and a diverse collection of growers, all contributing to the organic movement in their own way.



Inside Anderson Organic's massive onion-curing facility.

In August, we explored the abundance grown by Agricultural Development Group's Alan Schreiber (300 varieties of melons, tomatoes, okra, eggplant and more!), Anderson Organic's incredible onion operation and, finally, the fertile melon fields of Walchli Farms.

In September, we piled into vans and headed to the Columbia Gorge to explore orchards, Diamond Fruit's modern pear packing facility, and Columbia Gorge Organic's historic packing and processing shed. Fun fact: Fruit from Columbia Gorge Organics was the first fruit ever purchased by OGC.



Farmer Joe Siri leads a tour of his broccoli field.



Farmer Carl Berg talks about season-extending blueberry varieties.

Later, a group journeyed to St. Paul, Oregon, to visit Siri & Son Farms, Nottinghamshire Farms and Mustard Seed Farms. These three organic row crop growers presented the group with a juxtaposition of scale, generations of farmers, and varied levels of modernity.

And a final event brought customers to Berg Berries in Eugene. Many longtime Eugene residents know the Berg farm as the first and best place for organic u-pick strawberries. Today, fourth-generation farmer Carl Berg continues to grow organic strawberries and grapes but primarily supplies OGC with blueberries and quince. This experience highlighted a small-scale grower invested in varieties for season extension that produces the best-tasting blueberries.

The summer of 2022 provided long-awaited opportunities to reconnect in the field. These farm visits were essential for showing appreciation for our growers, sparking excitement with customers, and deepening the relationships that make OGC so successful! 🌿

FIGHTING FOR OUR CAUSE: ORGANIC ADVOCACY IS A YEAR-ROUND COMMITMENT



Late summer and early fall usually mark a busy time for policy and advocacy work, and this year has been no exception. OGC's advocacy team has taken advantage of every opportunity to influence state and federal policy focusing on organic and climate-smart agriculture. On the national front, OGC coordinated written and oral comments to the National Organic Standards Board (NOSB), providing a valuable produce-centric perspective on topics ranging from organic fraud prevention to organic research priorities. We even attended the first in-person NOSB meeting in two and a half years.

OGC typically does not get involved in organic standards work outside of the produce sector, but the careful eye of OGC's policy team caught a near-catastrophic new definition for soil in the proposed Organic Poultry and Livestock rule, something that no one else in the organic community saw. The term for soil – the foundation of organic agriculture and what distinguishes organic from conventional – was loosely defined simply to distinguish organic chicken's access to 'dirt' rather than pavement. So OGC leaped into action and drove a campaign to remove this weak definition. Through our efforts, we convinced the Organic Trade Association and others, such as the Accredited [Organic] Certifier Association and Center for Food Safety, to support our position and take action.

Closer to home and in collaboration with the Oregon Organic Coalition (OOC), we introduced four bills ahead of the 2023 Oregon legislative session, including OGC's "Farmer Support Bill." Through OOC, we also hosted several farm tours highlighting the climate benefits of organic agriculture to state legislators and Oregon State University leadership, which included OSU's new Dean of Agriculture.

Washington's Coalition for Organic and Regenerative Agriculture (CORA) is officially up and running. With OGC's presence on the board, a donation from OGC, and a grant from Organic Valley's committee for the Farmers Advocating for Organic, CORA could hire a program manager and a lobbyist for the upcoming year.

As we move into the winter months, we will continue to share what we know- that organic agriculture IS a solution to the climate crisis and offers resiliency to farmers impacted by climate change and inflation. 🌱

THE 2022 TRUST PROTECTOR COMMITTEE ELECTION BEGINS LATER THIS MONTH

Here's what you need to know to vote!

The Trust Protector Committee (TPC) serves as a “steward” of the Trust, ensuring companies in the Sustainable Food & Agriculture Perpetual Purpose Trust (SFAPPT) stay aligned with its purpose and principles (learn more about SFAPPT’s governance [here](#)). All Qualified Stakeholders in the SFAPPT have an opportunity to vote in TPC elections.

We have three terrific candidates this year running for two open seats: Amelia Pape, David Lively and Kim Gibson Clark. Find bios for these inspiring and accomplished individuals on the SFAPPT website. <https://sustainablefoodandagtrust.com/tpc-elections>

2022 ELECTION: IMPORTANT DATES

Nov. 18 – Last day to apply to be a Qualified Stakeholder so that you can vote in the TPC election this year

Nov. 28 – Election opens at 8 AM

Dec. 9 – Election closes at midnight

CONSIDER BECOMING A QUALIFIED STAKEHOLDER

As a member of our community, please consider becoming a Qualified Stakeholder of the SFAPPT. Stakeholders are individuals or organizations with an interest in the ongoing operation of a company owned by the trust (OGC!). Those who complete the qualification process can participate in the TPC’s election process.

Stakeholder qualifications can be found [here](#). If you belong to one of the five designated stakeholder groups (OGC coworkers, suppliers, purchasers, investors, and community allies), please follow [this link](#) to submit a simple Expression of Interest form, and we will follow up with more information.

SUBMIT TPC CANDIDATE RECOMMENDATIONS FOR THE 2023 ELECTION

Qualified Stakeholders are invited to submit nominees for the TPC. Please share candidate recommendations with the Nominations Committee by emailing trust@organicgrown.com. To learn more about desired qualifications for a member of the TPC, please follow [this link](#).

Organically Grown Company appreciates the leadership, experience and guidance provided by our dedicated Board of Governors, the SFAPPT Trust Protector Committee and Trust Enforcers.

BOARD

Brian Rohter | Hood River, OR

Cathy Calfo | Santa Cruz, CA

Cecil Wright | Viroqua, WI

Maia Larson | Springfield, OR

Mike Bedessem | Hudson, WI

TRUST PROTECTOR COMMITTEE

David Lively | Eugene, OR

George Siemon | La Farge, WI

Joe Rogoff | Guerneville, CA

Jyoti Stephens | Vancouver, BC

Natalie Reitman-White | Kimberley, BC

TRUST ENFORCERS

Andy Westlund | Scio, OR

Robbie Vasilinda | Eugene, OR

Mike Neubeck | Eugene, OR

ARE YOU AN OGC CUSTOMER, GROWER, INVESTOR, COMMUNITY ALLY OR COWORKER?

If you fall into one of these groups, you have the opportunity to influence how our business is run by becoming a Qualified Stakeholder.

➡ [Consider Submitting an Expression of Interest.](#)

