



## **Mountain View and Town & Country Announce Merger Discussion**

**September 30, 2024**

The Board of Directors of Mountain View Co-op (MVC), Black Eagle, MT and Town and Country Supply Association (T&C), Laurel, MT are excited to announce that they have signed a Letter of Intent to determine if a merger of the two ag cooperatives would be beneficial for their members.

Both cooperatives have strong balance sheets and local earnings and have similar operations that make this an appealing opportunity to explore. Furthermore, because trade geographies are adjacent rather than overlapping, members will not lose a competitor. Instead, they will maintain ownership and control of a larger merged cooperative that is better positioned to compete and negotiate in an ever-changing marketplace on their behalf.

Mountain View Co-op Chairman Dan Schuler of Dutton, MT says, “A merger between our two cooperatives would allow us better market access and advantages of a larger organization while maintaining local ownership and control, a common value shared by both cooperatives. This is important to us in rural Montana because our continued financial health enables us to maintain and enhance facilities in our small towns. In contrast, the regional and multi-national companies we compete against often prioritize cost-cutting and maximizing shareholder profits without any regard to our communities.”

“We understand that our members might ask why we’re looking at merging since both co-ops are doing quite well, but our boards are in agreement that the timing is right”, adds Town & Country Chairman Tom Mohr, Park City, MT. “The landscape will continue to change around us, and it’s our responsibility as directors to make sure we are the ones to lead those changes instead of following.”

We have already begun the due diligence process and will share our findings with members in the near future. We assure you that any decision must first be in the best interests of our respective members and employee teams. The due diligence process will include an in-depth review of both cooperatives’ financials, facilities and assets, people, and systems/processes to identify opportunities where a merger would strengthen our companies. This review should be complete by late fall.

If this exploration indicates a merger is beneficial for both cooperatives, a merger plan together with informational meetings will be presented to respective stockholders for a vote targeted this winter.

**Town & Country** is a diversified farmer-owned cooperative in south central Montana with \$160M in annual revenue. They have 11 locations and 200 employees providing customers with agronomy, energy, feed and farm supply, and retail operations.

**Mountain View Co-op** is also a locally owned ag cooperative operating in 17 communities in the Golden Triangle of north central Montana. With \$225M in annual revenue they have 250 employees providing grain, agronomy, energy, feed and farm supply, and retail operations.

If you have any questions or comments, please reach out to CEO Art Schmidt at MVC ([www.mvc.ag](http://www.mvc.ag)) or CEO Wes Burley at T&C ([www.tandcsupply.com](http://www.tandcsupply.com)).