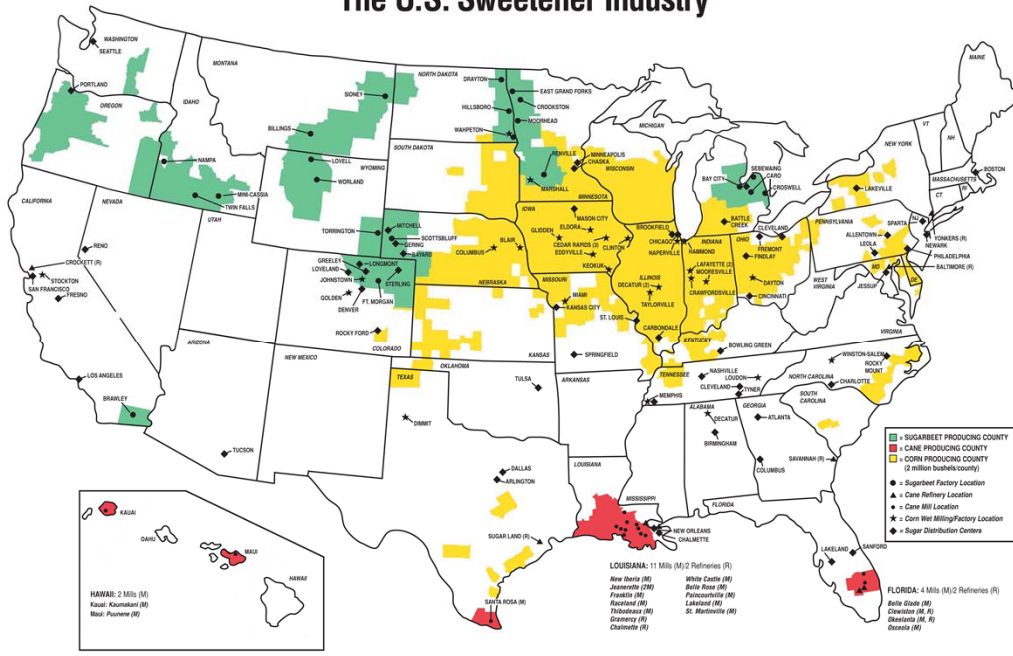


The U.S. Sweetener Industry



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2009

United States (U.S.) Facts:

- American sugar producer information:
 - 100% of sugar beet companies are farmer owned.
 - They are located in 18 states.
 - The sugar industry supports 146,000 U.S. jobs.
 - Generates nearly \$10 billion a year for U.S. economy.
 - Labor costs are up 110% since 1985; fuel costs have increased by 274% since 1985.
 - 54% of America's sugar production comes from sugar beets.
- Sugar beets are not a program crop, having no LDP, deficiency or counter-cyclic payments. Sugar beet growers receive their income from the domestic sugar market place, which is supported by foreign import controls and domestic marketing quotas.
 - Unlike other commodities, wholesale sugar prices did not spike in 2008.
 - Seven out of ten Americans prefer buying homegrown sugar, even if foreign sugar is cheaper.
- Sugar is used in 70% of manufactured food.
 - Food companies in other developed nations pay, on average, 65% more for sugar.
- The average American consumes 44 pounds of sugar a year.



Southern Minnesota Beet Sugar Cooperative (SMBSC) Facts:

- The Cooperative has been in business since 1975.
- Owned by approximately 525 shareholders raising sugar beets in 17 counties in southwestern Minnesota.
- Completed major multi-million dollar expansion in 1999 to help us remain competitive and viable long term.
- 280 benefit rated employees.
- Additional 450 seasonal employees.
- Employees have electrical, instrumentation, mechanical, technical, and process skill sets.
- Contribute \$ 17 million to the local economy in payroll.
- On average, \$ 100 million returned to the shareholders who reside within the 11 county area.
- Total economic impact of SMBSC is approximately \$ 600 million considering each agricultural dollar rolls over 5 – 6 times.

Minnesota (MN) Facts:

- 32,500 jobs in MN rely on the U.S. sugar industry.
- \$1.7 billion of economic activity is generated in MN each year by the U.S. sugar and corn sweetener industry.
- MN is the largest beet-producing region in the U.S.
- MN has 2 sugar beet processing facilities: American Crystal Sugar Co (3 factories) and Southern Minnesota Beet Sugar Cooperative (1 factory). Beets are also produced in North Dakota by Minn-Dak Farmers Cooperative.

How many calories in a teaspoon of sugar?
A teaspoon of sugar has 15 calories.

Examples of calories burned by the human body -

- **7 minutes of styling your hair**
- **15 minutes of socializing**
- **8 minutes of pumping gas**
- **8 minutes taking a shower**
- **8 minutes playing an accordion**
- **13 minutes of sleeping**

Source: caloriesperhour.com

Based on activities performed by a 34-year-old female

SMBSC products include:

Refined sugar marketed through Cargill Sweeteners:

- Sold to customers in bulk truckload and rail car quantities as well as in 50# bags and super sacks (2,000#s)
- Liquid sugar sold in truck load quantities

By Products marketed through Midwest Agri-Commodities:

- Dried pulp and pelleted pulp sold for cattle feed
- Molasses and Low Sugar Molasses (SMS) sold for cattle feed and industrial uses
- Betaine marketed internationally through FinnSugar