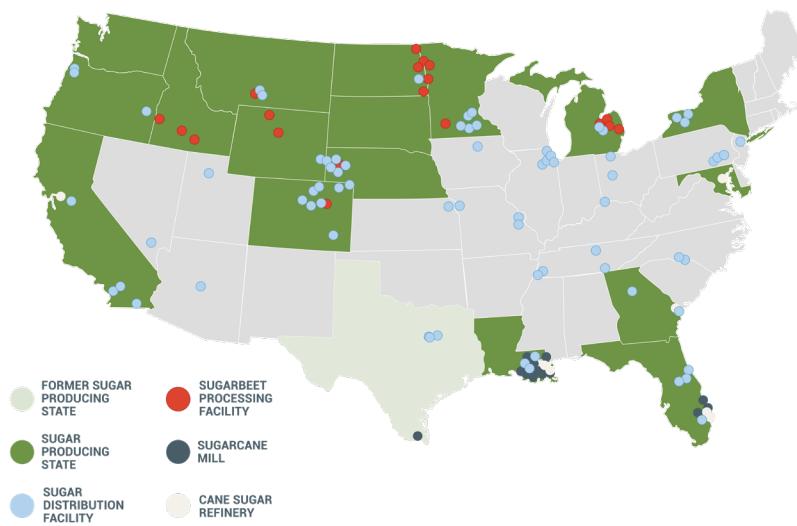




# AMERICA'S SWEETEST INDUSTRY

## AMERICAN-MADE SUGAR IS AN ALL-NATURAL AND ESSENTIAL PART OF OUR FOOD SUPPLY

Real sugar comes from sugarbeets and sugarcane. Our farmers supply around 75% of our domestic sugar needs. Strong federal farm policies are critical to preserving factory jobs and multi-generational family farms coast-to-coast.



**SUGARBEET:** Sugarbeets are a root crop that are white, not red, and can weigh 3-5 pounds at harvest. This crop is planted and harvested annually.



**SUGARCANE:** Sugarcane is a perennial grass that is taller than a basketball goal when harvested each year. Its root system remains in the ground for 3-5 years.



Three generations of the Nelson family, Minnesota



Vilma Almanza, Lab Analyst at U.S. Sugar in Florida



Sandor Garcia, Chief Commercial Officer at M.A. Patout in Louisiana

### PROUDLY AMERICAN

America is one of the world's largest producers of sugar. America's sugar companies are farmer-owned cooperatives, employee-owned, or family-owned businesses.

**Every year, we contribute \$23.3 billion to the U.S. economy.**

### SUPPORTING OUR FOOD SUPPLY

Real sugar **plays a functional role** in countless foods vital to a balanced and healthy diet. **Our family farmers produce the equivalent of about 4.5 billion 4-pound bags of sugar a year.**

More than 100 domestic sugar factories, mills, refineries, and storage facilities ensure there is always sugar when and where it's needed.

### 151,000+ GOOD JOBS

Both urban and rural areas benefit from good manufacturing jobs. **Annual wages and benefits generated by the sugar industry total over \$5.7 billion.**

We are proud to adhere to the highest workforce standards and offer opportunities for upward mobility.

A strong U.S. sugar policy allows us to **keep it sweet in America**, by supporting investments in our farms, factories, and communities.

# Making Sugar in America: Rising Costs and Falling Prices

## HIGHLY EFFICIENT AND INNOVATIVE...

American sugarbeet and sugarcane farmers are among the most efficient in the world, yet there are still many challenges involved in moving a crop from our family farms to your kitchen table.

01	02	03	04	05	06
FARMLAND	PLANTING	HARVEST	PROCESSING	STORAGE	DELIVERY
<ul style="list-style-type: none"><li>→ Availability and affordability</li><li>→ Efficient location</li><li>→ Initial capital investment</li><li>→ Competition for acreage</li></ul>	<ul style="list-style-type: none"><li>→ Specialized equipment and inputs</li><li>→ Rising cost and availability of inputs</li><li>→ Unpredictable weather</li><li>→ Accessibility and affordability of crop protection tools</li></ul>	<ul style="list-style-type: none"><li>→ Labor availability</li><li>→ Unpredictable weather</li><li>→ Poor crop quality due to diseases or pests</li><li>→ Specialized equipment is required</li></ul>	<ul style="list-style-type: none"><li>→ Specialized labor availability</li><li>→ Rising costs of facility maintenance and labor</li><li>→ Ensuring throughput for maximum efficiency</li></ul>	<ul style="list-style-type: none"><li>→ Sugar industry bears the cost of storage</li><li>→ Customers do not pay until after sugar is delivered</li></ul>	<ul style="list-style-type: none"><li>→ Available labor to truck or available rail to deliver</li><li>→ Navigating unexpected supply chain disruptions</li></ul>

## ... BUT WE CANNOT AFFORD TO LOSE MORE FAMILY FARMS OR AMERICAN FACTORIES

Farmers' operating margins continue to shrink due to financial pressures.

- The costs of growing sugarbeets and sugarcane are up **more than 30% since 2018**.
- Equipment costs are skyrocketing. The price of a 340-horsepower tractor – an essential piece of machinery at a standard size – has gone up by **\$200,000 or 54% in just the past 5 years**.
- In just the past 2 years, **labor costs are up 11%, interest expenses are up 16%, and property taxes and fees are up 10%**, straining farms and factories alike.
- The price farmers receive for sugar has fallen precipitously over the past 2 seasons.

Even though U.S. beet sugar and cane sugar production continues to be more efficient – producing 20% more sugar on 4% less land than 20 years ago while using less water, less energy, and fewer agricultural chemicals – farmers and factories cannot absorb the drastic increases in production costs.

In fact, more than 40% of America's sugarbeet factories, sugarcane mills, and cane sugar refineries have closed since 2000, including the closure of the last sugarbeet factory in California in 2025.

"Growers are very proud to bring in a crop like this. **But pride does not pay the bills.**"

– Tim Deal, 4th-generation farmer, Minnesota

