

# Michigan Sugar Company

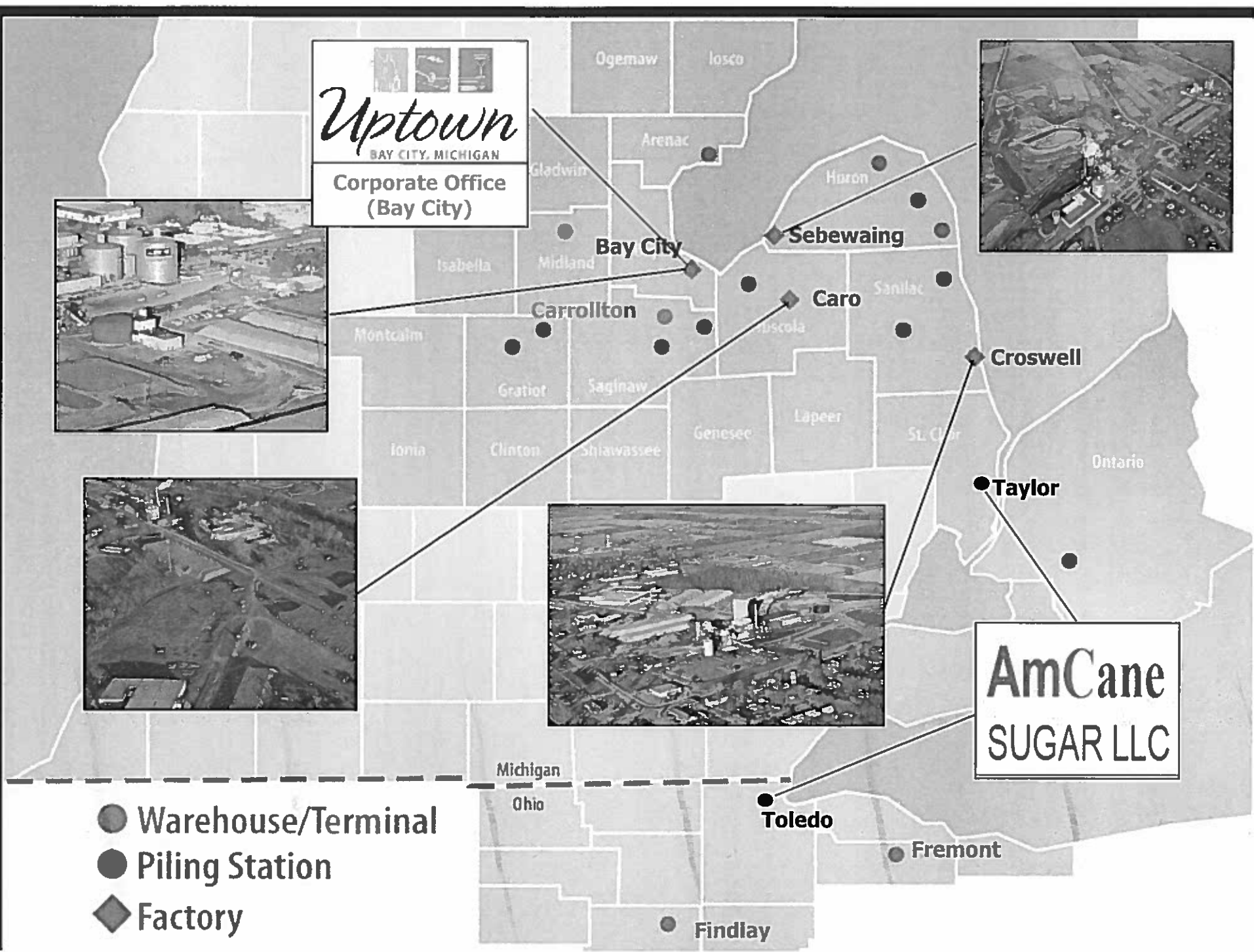
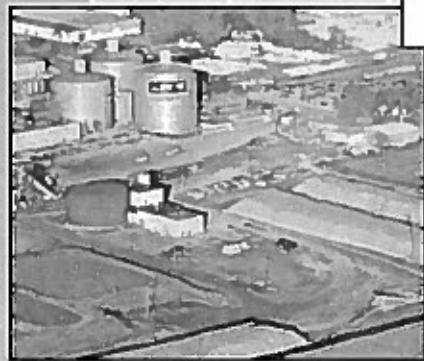


160,000 acres





**Uptown**  
BAY CITY, MICHIGAN  
**Corporate Office  
(Bay City)**



- Warehouse/Terminal
- Piling Station
- ◆ Factory

**AmCane  
SUGAR LLC**



# Bay City Factory



# Caro Factory



# Croswell Factory

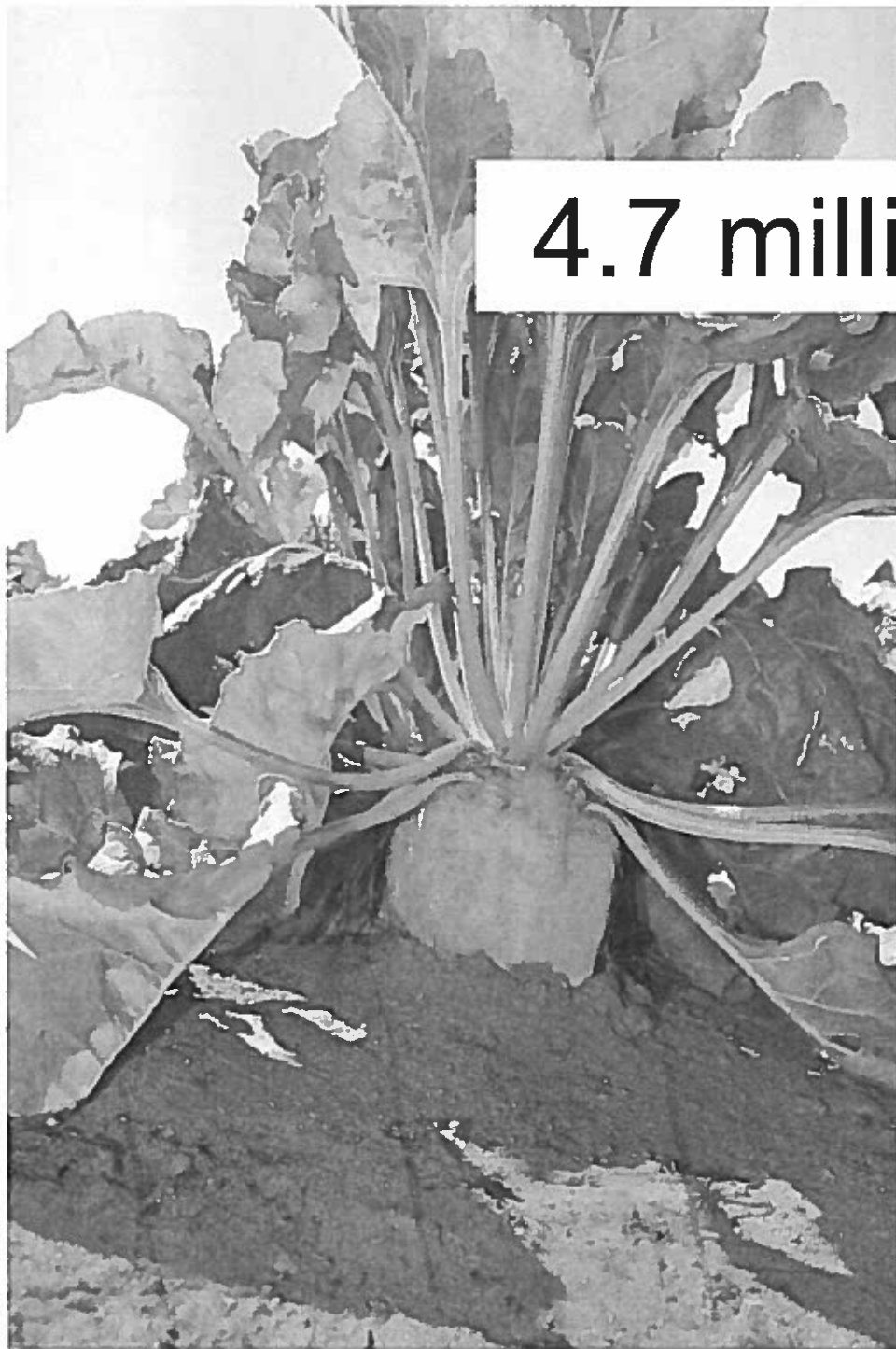




# Sebewaing Factory



4.7 million tons





# Recent history



**2002**

- Grower buyout – Co-op

**2004**

- Michigan/Monitor merger

**2016**

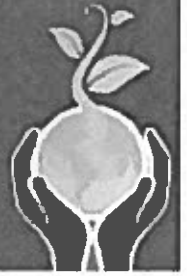
- AmCane acquisition

# Michigan Sugar Company

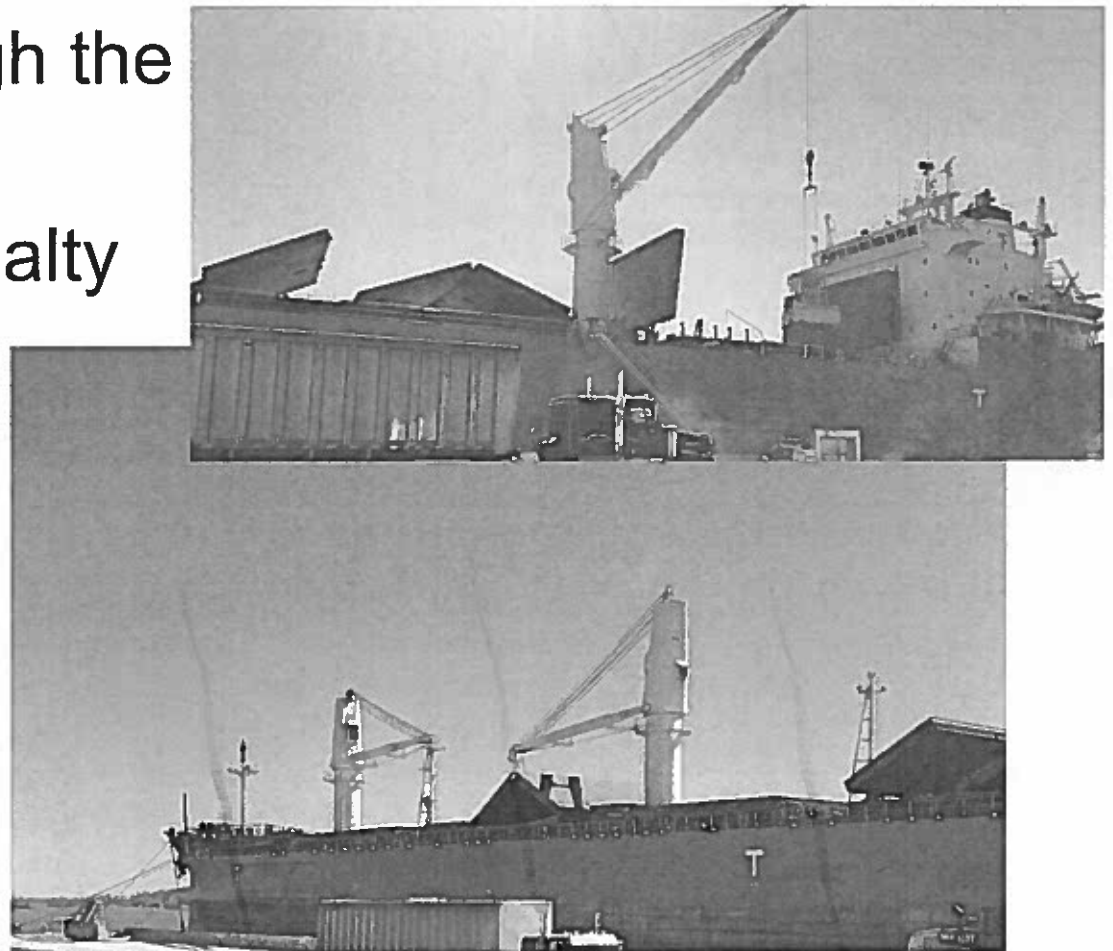


- 1.3 billion lbs. of beet sugar
- 6% of total domestic sugar produced in the U.S.
- 11.72% of total **beet** sugar produced domestically in the U.S.

# AmCane Acquisition



- Import +/- 100,000 tons of raw sugar through the Port of Detroit
- Make various specialty sugars
  - Liquid sucrose
  - Coarse grain
  - Boiled brown
  - Organic





1.25 billion pounds of beet sugar

.15 billion pounds of cane sugar

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1.40 billion pounds in total



# Economic Impact



- \$600 million total direct economic impact
- Over \$1.5 billion of indirect economic impact to the State of Michigan (2.5x)
- 890 year-round employees
- 1,460 seasonal employees
- 1,100 farm families
- AmCane's additional impact
  - \$75 million in direct economic
  - \$200 million indirect
  - 100 employees

# Sugar Production - Four Factories



- Average slice campaign Sept 1 – March 31
- Process over 22,000 tons of beets per day
- Produce over 6,000,000 lbs. of sugar per day
- Over 100 truckloads of sugar shipped daily
- Package over 98 million bags of sugar per year
- 8 billion pounds of packaged sugar
- One pallet of sugar packaged every 60 seconds
- 120 million lbs. in liquid sugar or 16,000,000 gal.



# Markets



- **Sugar** (1.3 billion pounds)
  - 65% industrial – food manufacturers (cereal, cookies, ice cream, etc.)
  - 35% grocery
  - Primarily Michigan, Ohio and Indiana
- **Molasses** (180,000 tons)
  - Yeast manufacturing
  - Animal feed
  - US/Canada
- **Pulp** (117,000 tons, dried – 490,000 tons, pressed)
  - Animal feed
  - US/Canada/Europe

# Progress – 61 Self Propelled



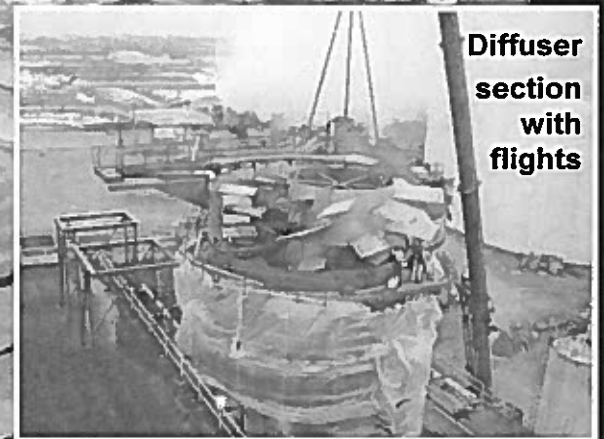
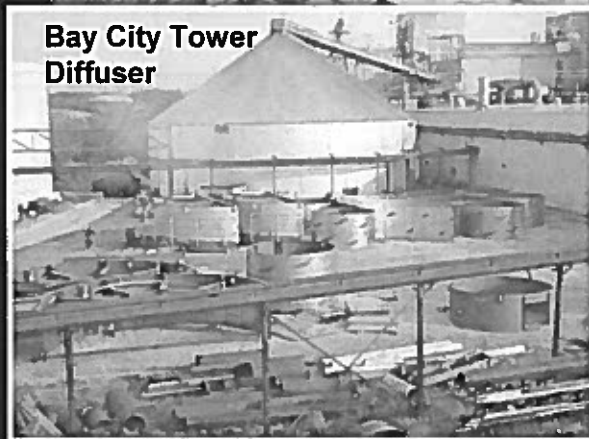
# Clamps = Cleaner Beets





# Progress – Looking back

**\$26 million Bay City upgrade (2013)**



# Progress – Looking ahead

An aerial photograph of an industrial complex, likely a water treatment plant. The facility features several large, cylindrical storage tanks and large rectangular buildings with gabled roofs. The site is surrounded by a mix of open fields, some wooded areas, and other smaller industrial or commercial structures in the distance. The overall scene is captured in a high-angle, wide-area shot.

**\$65 million Croswell upgrade  
2015-2019**

# Real. Sweet!

Pure and All-Natural  
No Fat or Cholesterol  
Only 15 Calories per Teaspoon



PURE *M*ICHIGAN