Member-Owners 2,000
Manufacturing Plants
  Cheese 7
  Butter 1
  Powdered Products 2
Varieties of Cheese 42
2017 Dairy Product Awards 19

Since the USDA began tracking the data more than 40 years ago, cheese consumption has been climbing and is at its highest level in U.S. history.

We know cheese. It’s what we do.

As consumers crave more cheese, we’re the farmer-owned cooperative that delivers.

Beginning with milk from family farms, our cheesemakers apply their craft.

Our customers then wrap the nation’s leading brands around our sticks, chunks, shreds and slices. The result is both award winning and an economic engine for rural America.

At AMPI, we believe in...
For an unprecedented three years in a row, the cheese-making team at AMPI’s Sanborn, Iowa, plant captured first place Mild Cheddar honors in the World Dairy Expo Championship Cheese Contest. So they selected that same classic Cheddar as the first variety made when commissioning new equipment in December.

Perched in a facility designed for future growth, state-of-the-art cheese vats are increasing the amount of cheese made from every pound of milk. But Cheddar is only the beginning. Premium varieties, such as Monterey Jack, Colby and Marble Jack, will expand our offerings.

The investment is another step in the co-op’s business plan to implement smart growth: expand manufacturing capacity in response to increased customer demand and rising milk production on member farms.

Growing the business better positions AMPI to be the cheese supplier of choice.
AMPI cheese production is growing in sync with customer demand.

When customers ask us to make more cheese, it’s a game changer. We’re responding by investing in a growing market, ramping up milk production and expanding manufacturing capabilities. At the same time, our customers are wrapping their brands around sticks, chunks, shreds and slices of AMPI cheese. From classic Cheddar to Habanero Jack, we make the cheese that makes the brand. That’s our mission, and that’s a good thing.

Our customers want what we have. We deliver locally sourced cheese to consumers who want to know where it comes from. We can pinpoint the family farms, the cheesemakers and the rural communities that benefit. That’s the AMPI advantage.

Though our mission sounds trendy, it’s rooted in nearly 50 years of AMPI tradition. Quite simply, we make cheese that delivers a great bite, every time.

When managing a national brand — in the grocery store aisles or an upscale restaurant — customers count on AMPI. "AMPI makes the cheese customers count on. It’s their ‘go-to’ cheese.”

Marshall Reece
AMPI Sr. Vice President of Sales and Marketing

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<th>Pounds of cheese consumed annually per person</th>
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<tr>
<td>U.S.</td>
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<td>36</td>
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room to grow
Quarterly earnings don’t drive AMPI business decisions. We’re investing in products with a long-term advantage.

It’s no secret; our advantage is real, co-op crafted dairy products. It’s the cheese, the butter and powders.

Though our individual dairy farms dot the Upper Midwest, we come together through AMPI. It’s the link between our rural addresses and a burgeoning global marketplace.

Through methodical investment, we’re making more and better dairy products. That’s critical. After all, we’re in the business of making food that feeds families.

We recognize the single greatest edge an investor can have is a long-term view. Each generation of AMPI members will reap what the former has sown.

We look to the future with excitement.”

AMI Member Jonathan Gerdes (and daughter Chloe) Caledonia, Minn.

As the U.S. population climbs, cheese consumption is expected to grow twice as fast.
We’re rebuilding AMPI with cheese. Each concrete panel and steel beam is integral to our strategy.

In 2017, AMPI made a significant investment in cheese — its core business. Doubling the Sanborn, Iowa, cheese plant demanded the largest capital expenditure. That was followed by the new mechanical wastewater treatment facility at the Jim Falls, Wis., plant.

Solid customer demand and a strong member milk supply provided the confidence to invest. Total cheese production — natural and processed — reached a record 659 million pounds.

At AMPI, we are making what we sell. Each block and barrel of cheese is made according to customer specification. As the cooperative’s cheese-making capacity and technology grows, so, too, does its ability to make premium cheeses. Our cheesemakers are focused on innovation, delivering varieties that please a changing consumer palette.

With cheese accounting for 59 percent of AMPI’s product portfolio, it drove 2017 earnings of $15.1 million. The portfolio also included improved performance in the cooperative’s consumer-packaged butter plant. Sales of milk to fluid handlers continued to erode, in line with U.S. consumption.
DAIRY PRIDE Act introduced
U.S. Sen. Tammy Baldwin of Wisconsin sponsored legislation to combat the unfair practice of mislabeling non-dairy products.

Processing capacity tightens
Midwest milk production climbed 15 percent in the past five years. The capacity to process that milk has not kept pace.

EU stockpiles powder
A literal mountain of skim milk powder piled up following the EU’s elimination of milk production quotas. The dried proteins weighed heavily on the global market, driving down U.S. whey and nonfat dry milk prices.

Trade negotiations underway
The U.S., Mexico and Canada began renegotiating the North American Free Trade Agreement (NAFTA). Key for the U.S. dairy industry will be preserving trade with Mexico, while addressing Canada’s protectionist dairy policies.

U.S. exports up
Strong overseas demand for milk powder, whey and cheese led the way to a 14 percent jump in U.S. dairy exports in 2017. The top customer was Mexico, with sales up 8 percent.
Disclaimer

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