



615 N. Main Street, Westby, WI 54667 • 608-634-3181 • www.westbycreamery.com

General Manager Update Letter – March, 2015

I'll probably be the last to wish you all a Happy New Year; but, not the last to hope for an early Spring. Can't recall what that groundhog had as a forecast anyway. Nevertheless, a new year has started; which, for 111 years now, begins with our Annual Business Meeting.

The 111th Annual Meeting of Westby Cooperative Creamery, held on January 22, was a recap of the past year, and an outlook for the current year. Here are some of the highlights as shared with an audience of over two hundred patron-members, employees, business partners, and guests.

Our ten year track record of growth continued during this past year, with total revenues growing from \$55-million to \$57-million. The year was also the highest on record across the country for commodity prices paid to dairy farms for fluid milk, with an average of \$25.30/hundred-weight paid to the members of *Westby Cooperative Creamery*. This higher cost for milk purchasing, as the basic ingredient in the production of our dairy food products, resulted in a tightening of margins during the year in our Creamery manufacturing operations.

Our patron membership has also continued to grow, now at 176 family dairy farms. And, the milk supplied by these member-owners has increased to about 130-million pounds annually. Product production at our Creamery has increased to over 25-million pounds of cultured dairy foods and hard cheeses. This has resulted in more job creation, with employment growing to 130 people.

We continue to make the planned capital investments in our facilities, infrastructure, and people, to maximize productivity and efficiencies. Our reputation for quality continues to attract, and retain, a growing base of manufactured Private Label, Food Ingredient, and Food Service customers. And, our *Westby* brand continues to expand into retail stores across Wisconsin and surrounding states.

I like to remind people that *Westby Cooperative Creamery* is not only one of the oldest cooperatives in Wisconsin, but also one of the oldest in the United States. And, that our members supply both conventional and certified-organic milk to this business, all of which is r-BST-free and Grade-A. It is unique for a single dairy cooperative to receive two types of milk from its members, which is manufactured into Cottage Cheeses, Sour Creams, Dairy Dips, Yogurts, Butter, Cheese Curds, Soft Cheeses and Hard Cheeses for all to enjoy.

We thank our patron-members, our employees, and our many business partners that work hard every day to produce the highest quality dairy food products from farm-to-fridge ... with *Country Goodness*.

***Thank you for your continued support that strengthens
the local Family Dairy Farms of Westby Cooperative Creamery.***

Best regards -- **Pete Kondrup**

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