

ESTD 1984

VERMONT CREAMERY®



OUR STORY OF PIONEERING ARTISAN CHEESES IN VERMONT

Since 1984 ...

Consciously crafted in Vermont's green mountains, Vermont Creamery's line of fresh and aged goat cheeses, cultured butter, and crème fraîche **have won hundreds of national and international awards**. In their 37th year of business, Vermont Creamery supports a network of more than 19 **family farms**, promoting **sustainable agriculture** in the region. **B Corp Certified** in 2014, Vermont Creamery is committed to using business as a force for good, and has been ranked one of "The Best Places to Work in Vermont," by *Vermont Business Magazine*.



"After 35 years, we still have the same passion for bringing artisan cheese and butter to American tables".

- Adeline Druart, Vermont Creamery President



The first Vermont Farmstead Cheesemaker in 1984

Founders Bob Reese & Allison Hooper

Today we ...

- Are still a small creamery, handcrafting each batch of cheese and butter.
- Source goat milk from 19 family farms, and cow cream from a local cooperative of small farms.
- Have won more than 100 awards nationally & internationally.
- Have over 130 dedicated employees we call "bettermakers."
- Have a four-part mission and are B Corp certified.





OUR SUSTAINABLE BUSINESS STRATEGY



ESTD 1984

VERMONT
CREAMERY®



OUR
HANDS

We are building a healthy workplace and culture where our employees thrive both on the job and in their personal lives.



OUR
ROOTS

We believe in using business as a force for good, and this comes to life first in the communities in which we were born and have our roots.



OUR
SUPPLIES

We believe in fostering a transparent and responsible supply chain from farm to fork.



OUR
EARTH

We strive to be sustainable makers and stewards of our delicate planet. We seek to minimize harm, embrace progress, and actively preserve our ecosystem for future generations.



ESTD 1984

VERMONT
CREAMERY®

OUR PORTFOLIO OF PREMIUM CHEESE & DAIRY PRODUCTS

Specialty Portfolio

Aged Cheeses



Fresh Goat



Culinary Creams & Cheeses



Dairy Case Portfolio

Cultured Butter



Sour Cream



VERMONT CREAMERY BY THE NUMBERS

\$50MM in revenue



#1 brand goat cheese



75% Specialty
25% Dairy case



80% retail
20% foodservice

130
Bettermakers

B Corp certified
Since 2014



34 producers – goat dairy
1 coop – cow cream



OUR FACILITY



TOTAL over 27MM pounds fluid milk/cream received/year

- **17MM goats milk**
- **10MM cows milk**

All milk received is raw

Output is 50% goat cheeses and 50% cow cream

Plant capacity: 19MM pounds



OUR OPPORTUNITIES

1. Foster Vermont Quality Reputation
2. Build Buyers connection to our land
3. Review VT Dairy processing asset/network capacity
4. Consolidate distribution of milk and finished goods
5. Leverage ecommerce to connect consumers directly to farmers/makers
6. Support for dairy diversification programs, goats
7. Make dairy part of the climate crisis solution
8. None of this is possible without addressing the labor crisis on farm and in our plant

