

# U.S. SUGAR POLICY: The Cost to Small Businesses

From 2008 to 2012, small business owners across the United States paid anywhere from 64 to 92 percent higher for refined sugar than the average world price because of the outdated U.S. sugar program. It's a price local job creators and their customers cannot afford.

"Without change in the sugar bailout system the continued increase will surpass **the ability to pass the cost on to consumers and force the end of millions of jobs** in baking and food industries throughout the U.S."

— Dave Schmidt, Wisconsin Bakers Association  
Willis, WI

"I would love to see reform to the sugar program so that we could have **a little bit of relief from the pressure of the prices** that we're paying for one of our main ingredients, and that's sugar."

— Warren Brown, CakeLove  
Washington, DC

"There is an **advantage for foreign chocolate companies** who have access to the world pricing of sugar."

— Kelli Post, Kimmie Candy Company  
Reno, NV

"The **high price of sugar has caused our business sales to drop every quarter**. We have had to lay off four people in production as well as many sales associates. Being in the bakery business for over 80 years, I have never seen times like this."

— Charlie Riesterer, Riesterer's Bakeries  
West Hempstead, NY

"I have been told from a leading grocery chain that they buy baked goods from Canada because sugar is cheaper there. **We are exporting jobs to our neighbors for whom?**"

— Kurt Schmitt, Deerfields, Buffalo Grove, IL

"**We're forced to pay a set of pricing and we can't import materials**, so our costs are very high. I don't know if as a business we're going to be able to get to a sixth-generation."

— Mitchell Goetze, Goetze's Candy Co., Baltimore, MD

"We have to raise prices on the baked goods we produce. Customers complain that we are expensive. This we have to listen to **as a result of the high prices we are having to pay for sugar. Many customers turn away.**"

— Felix Sherman, The Ambrosia Bakery  
Baton Rouge, LA

"Sugar reform is essential to **ensuring adequate supplies at a fair price** for U.S.-based businesses like Clasen Quality Coatings, Inc."

— Greg Breunig, Clasen Quality Coatings, Inc.  
Madison, WI

"The **cost of supporting Federal mandates to keep the artificially high domestic sugar market price is borne by American consumers** in every product purchased containing refined sugar."

— Nicholas Pyle, Independent Bakers Association  
Washington, DC

"We [Bob's Candies – Albany, GA] were one of the world's largest manufacturers of candy canes and produced over 500 million a year, employing nearly 600 employees. ... In the 1990s we had a very difficult time competing with foreign manufacturers due to the world price of sugar being so low compared to our U.S. price. In fact, we moved 300 of those jobs to Mexico to try to compete. Unfortunately, it just wasn't enough and the entire plant is now in Mexico due to the price of sugar."

— Greg McCormack, Kenkraft Handcrafted Confections  
North Alpine, UT

"The high (and rising) price of sugar makes it hard to keep our price point in line with our market segment here in an economically depressed area (Muskegon, Mi.)."

— Marvin "Butch" Rouwhorst, Rykes Bakery  
Muskegon, MI