

CONO Cheesemakers

Factsheet

CONO is a small leading cooperative of dairy farmers in the Beemster, North Holland. Our CONO cheese makers make the tastiest cheese from the high quality milk from our CONO farmers, as well as ingredients for the food industry. We do this in a sustainable, traditional way, using unique CONO recipes, with passion and attention for people, animals and the environment. We build strong brands at home and abroad. In this way we ensure a fair milk price and yield. In this way we can continue to invest in sustainability in the yard and in the cheese factory.

And we are proud of that!



General

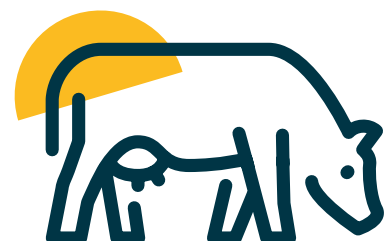
Type of business	Dairy co-op
Location	Westbeemster
Goal	To make the tastiest and most sustainable cheese for a fair milkprice for dairy farmers.

Numbers

Employees	196
Dairy farms	402
Annual sales 2021	268 million euros
volume milk supply 2021	406 million kilogram
Cheese production 2021	31,000 tons (around 5% of total cheese production in the Netherlands)
Milk price 2021	€ 43,50
Grazing 2022	191 days, 10 hours a day
Market	The Netherlands, Belgium, Germany, Austria, France, Spain, Denmark, Scandinavia, Slovenia, Czech Republic, United Kingdom, United States, Australia, Canada, China, Singapore and Japan.

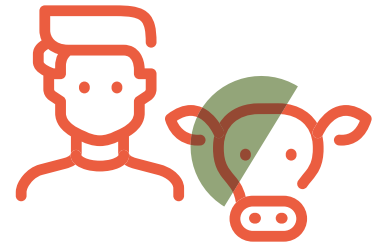
History

1901	Founding of co-op
2001	Supplier to the Royal Court of the Netherlands
2002	Active stimulation of dairy cattle in pasture
2008	Start of the Caring Dairy sustainability program
2012	Construction of new cheese dairy owing to necessary innovation and increase in production capacity
2014	Completion of new cheese dairy
2016	Closing the old cheese dairy
2020	The cheese dairy is certified as climate neutral
2020	100% VLOG-milk
2021	Ambition: climate-positive in 2030



Mission

CONO Kaasmakers strives to pay a fair milk price to its members, built on the tastiest cheese that is made in an artisanal way while protecting the environment and nature.



Aspiration

Demonstrably a distinctive position in care for people, animals and the environment and in the tastiest products. By retaining and continuing to invest in animal welfare and sustainability programs, by introducing smart innovations under our own steam and with partners that lead to the tastiest products with a high added value. For now and all generations to come.

Ambition

We strive for sustainable growth with added value. Recognition of the distinctive position that CONO occupies in the field of animal welfare and sustainability and is recognized by consumers in the taste of existing and innovative products and concepts.

The tastiest and fairest cheese is made together

With passion and attention for people, animals and the environment, together we make the tastiest and fairest cheese in the Beemsterpolder. The tastiest, because we respect our traditions. For example, we still stir the curds by hand. Some things have stayed the same for over 120 years for a reason. They are simply very good. And you can taste that in all our naturally matured cheeses.

The fairest, because our dairy farmers receive a fair price for their milk and we communicate openly and clearly.



1

The tastiest and fairest cheese is made together

To start with the people: CONO is a small, leading cooperative of more than 400 enthusiastic dairy farmers from North Holland and Overijssel and 200 cheese makers. Since 1901, they have passed on their knowledge and experience from generation to generation, so that the craft continues to exist and the youngest generation ensures that we remain at the forefront. We are proud of our people and their appreciation for CONO is reflected in long employment contracts and great commitment. Together we make our premium cheese and distinctive ingredients such as whey and milk powder for the food industry.

2

Our dairy farmers deserve a fair milk price

Only if our dairy farmers receive a fair price for their milk can they continue to take good care of their families, cows and land. In addition, our livestock farmers receive a premium for grazing and participation in the Caring Dairy sustainability program. This in turn produces quality milk and allows companies to be passed on from generation to generation. A wonderful interaction, in which all knowledge and passion for healthy, sustainable and tasty milk is preserved.

Caring Dairy

- CONO is the European dairy supplier for ice cream by Ben&Jerry's. Together with ice cream company Ben&Jerry's, CONO is working on Caring Dairy, aimed at increasing sustainability of the chain from cow to cheese (and ice cream). In short: happy cows, happy farmers and happy planet.
- Livestock farmers who take part in this program join three workshops each year. With the knowledge gained from these workshops, they implement measures to enhance sustainability on their farms. Cattle farmers who take part receive a premium of € 0.75 per 100 kilograms of milk.
- Since 2002, CONO is the first dairy business in Europe to pay a premium of € 2.00 per 100 kilograms of milk to cattle farmers who allow their cattle to graze on pastureland.
- Since 2020, all CONO cheese has been made from 100% GMO-free milk.

3

Happy cows give the best milk

And so we come to the animals. The happier the cows, the better the milk. CONO cows graze about 191 days a year in the pasture, with plenty of room for their natural behavior. This makes them national champions of pasture grazing. They get a lot of fresh grass and you can taste that in our cheese. In addition, they only eat GMO-free food, so all our cheeses are guaranteed without genetically modified organisms. And in the winter? Then they live in spacious stables with plenty of daylight. Each cow has a soft bed and is pampered with special cow brushes. We call this cow wellness.



Outdoor grazing

- On average, CONO cows graze in the meadow 191 days a year, 10 hours a day. This is far above the national standard of 120 days of 6 hours. Fresh grass intake is very important for the quality and taste of CONO cheese.
- Since 2016, only meadow milk has been processed into CONO cheese. This is possible thanks to the good performance of the dairy farmers. In order to be able to serve the future demand of our customers, it remains necessary to continuously work on our ambitious goals.

Animal welfare

- Cows are kept in the barn in the winter months. That is why we pay a lot of attention to housing aspects, such as care, the lying comfort, and the stable occupation. Logical aspects when you consider that a dairy cow lies and ruminates for 12 to 13 hours a day.
- Cows like to let themselves brushed. It is relaxing and a great contributor to good coat care. This also increases resistance. A rotating cow brush is a relatively simple way to achieve health benefits. That is why we want all cows in the barn to have a cow brush. Cows are often very motivated to brush themselves. This sometimes even causes traffic jams in the stable.

4

We work sustainably

Our livestock farmers and their farms are close to nature. It is therefore logical that we pay a lot of attention to the environment. Our dairy farmers work with Caring Dairy, an extensive sustainability program for happy cows, healthy soil, biodiversity and social sustainability. Our cheese makers make cheese in the traditional way from the sustainable and highest quality milk with traditional elements. The eye of the cheese master guarantees the tastiest cheese that has matured naturally. Moreover, our cheese factory has been certified climate neutral since 2020 and we are quite proud of that.

5

Climate positive in 2030

As a cooperative, collaboration and sustainability are in our DNA. And delivering the highest quality. That is why we also want to contribute to a better world. From 2030, we want to be climate-positive certified with our entire chain from cow mouth to shop rack. In this way we will also achieve the best result in the future: the tastiest and fairest cheese in the Netherlands.



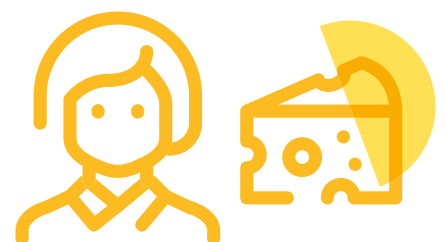
Cheese making by CONO

- The best-known brand of CONO Cheesemakers is Beemster. In addition, she produces Oudendijk, Stompetoren, Vlaskaas, Smaaq and Wapen van Noord-Holland.
- The cheese made by CONO is unique thanks to the eye of the cheese master: prepared according to tradition, with the cheese master manually stirring the curd (the 'drainage' method).
- Natural ripening: from four weeks to two years on timber shelves. The cheese master determines when the cheese is ripe.
- In addition to cheese, CONO produces whey powder (a by-product of cheese production), an ingredient in various foodstuffs.



Sustainable cheese dairy

- Since 2020, the CONO cheese dairy has been certified as climate neutral by the Climate Neutral Group. As much energy as possible is recycled, for example by reusing heat and cold and by using milk water (water recovered from the milk) and residual heat to clean the cheese factory. The cheese factory buys green electricity from its own CONO farmers and the gas consumption is offset by CO₂ by participating in CO₂ compensation projects such as forest conservation in Brazil.
- Natural heat regulation through well-insulated building envelope with double glass skin and sandwich panels with a high reflection value.
- Making environmentally conscious and energy-efficient technology profitable was the motto during construction. This has been achieved through a sustainable ice water installation with very low energy consumption, which cools the entire building and various installations.
- We use various energy-efficient techniques within our processes. The most innovative in this is that our centrifuges work under vacuum. This means you need much less energy to keep the centrifuge running at speed.
- Currently, 50% of our green energy comes from CONO-farmers. Ambition is 100%.
- CO₂ compensation are sustainable climate projects all over the world. With these rights, we invest in generating sustainable energy, such as wind and geothermal energy, in places where this is badly needed. These CO₂ compensation projects create employment, improve the local environment and reduce CO₂ emissions worldwide. The projects CONO invests in are: Forest conservation in a hydroelectric power station India.
- Storage warehouse partly below ground ensures constant temperature.
- The whole building is daylight controlled.
- The whole building requires almost no maintenance. For example: glass facade with rubber strips, untreated wood impregnated with equal weathering stain, roof with 1.2 mm thick synthetic material.
- Sustainable materials have been deployed throughout the building, among them wood with an FSC quality certificate for the colonnade.
- The CO₂ footprint of CONO cheese in 2017 was 6.2 kg CO₂ eq / kg cheese (14 days) and in 2018 it was 5.9 kg CO₂ eq / kg cheese (14 days). The European benchmark for cheese is 7.6 kg CO₂-eq / kg cheese matured young.

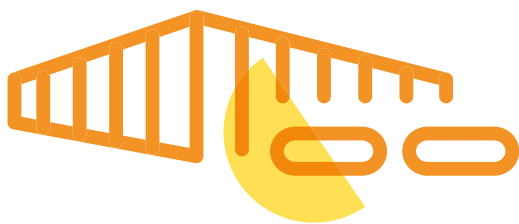


Architecture

- Precision dimensioning blends harmoniously with the landscape design and the grand identity of the client.
- Transparent building faces in all directions thanks to the surrounding colonnade that controls and shapes the transition between inside and outside, both structurally and architecturally.
- Deployment of materials (glass, concrete, wood) lends the building an industrial yet crafted appearance.
- Connection with the whey powder tower in choice of materials, colour composition and varied transparency in the facade.
- The building has won the ARC14, the prize for the best and most sustainable corporate building in the Netherlands.
- In May 2015 The Time won the BNA price for the best building of the year in the category Identity & Icon

Design and construction

Investment	80 million
Size	15,000 m ² GFA, 56 m wide, 221 m long
Height	colonnade 7 m above ground level roof height 8.65 m above ground level warehouse 4.25 below ground level (floor-ceiling height 10 m)
Architect	Bastiaan Jongerius Architects



More information?

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