



dairy west®

Shelf Stable Milk in Schools Yr. 4 Update

Box Elder & Ogden UT Districts



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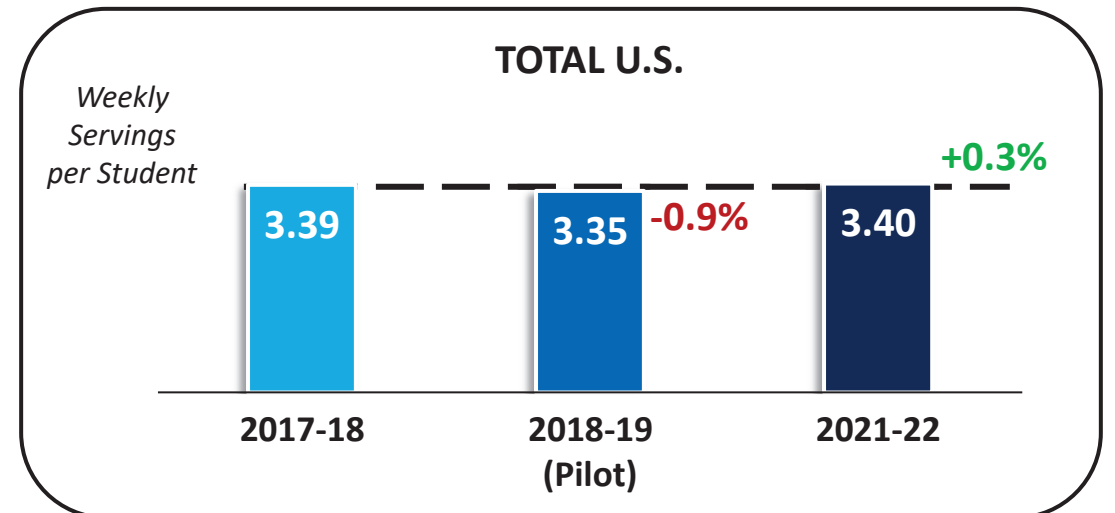
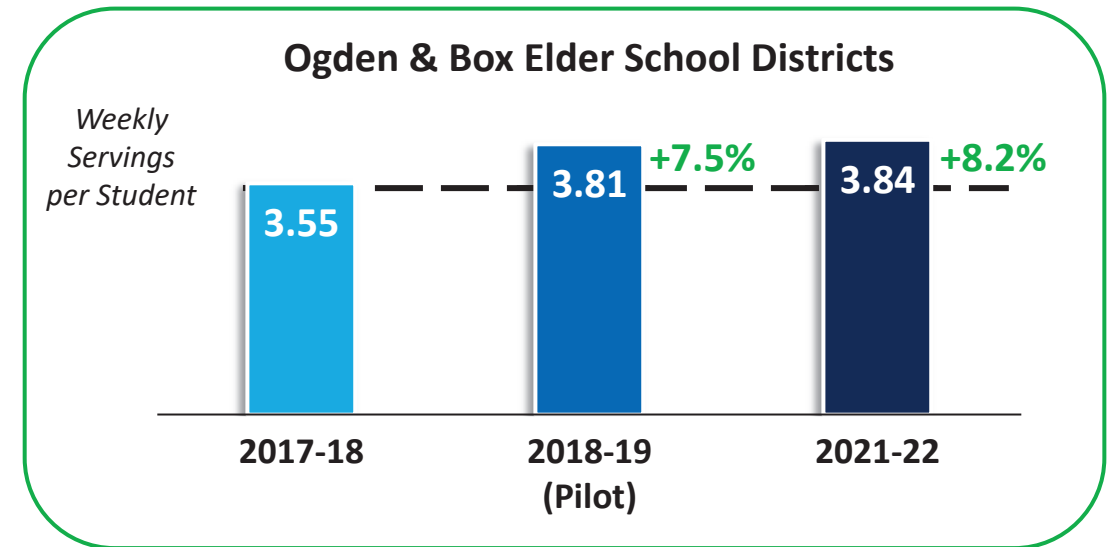
Utah Districts Outperform with Shelf Stable Milk – Year 4 Update

- The Ogden and Box Elder Districts piloted shelf stable milk during the 2018-19 school year.
 - Both switched from Darigold brand gable top to Darigold brand shelf stable co-packaged by Gossner Foods.
 - Both districts have continued with shelf stable ever since (4 years).
- The initial pilot growth of +9% in usage and +10% in consumption, has continued to grow further over 4 years.
- **Comparing 2021-22 to the gable top era (2017-18), shows milk usage +8.2%, and consumption +16% in elementary grades, and +10% across all ages.**
- Both districts are very pleased and plan to stay in shelf stable milk going forward.
 - For 2022-23, they are being offered shelf stable in either a plastic bottle, or Tetra Pak Brik with a straw or pull tab opening. Their preference is the Tetra Pak Brik with a straw.



Shelf Stable Milk Sales/Usage Still Ahead of Gable Top Era

- Ogden and Box Elder have held onto the increase in their pilot year of shelf stable milk. 2021-22 represented year 4 of offering shelf stable milk to students in both districts.
- The Total U.S. numbers showed a decline during their pilot year, and recovery in the 2021-22 comeback from the pandemic.
- Cumulatively, the shelf stable districts were +8.2% vs. +0.3% for the Total U.S.
- This is consistent with Douglas County, CO which has completed 6 years in shelf stable for their 80 schools.



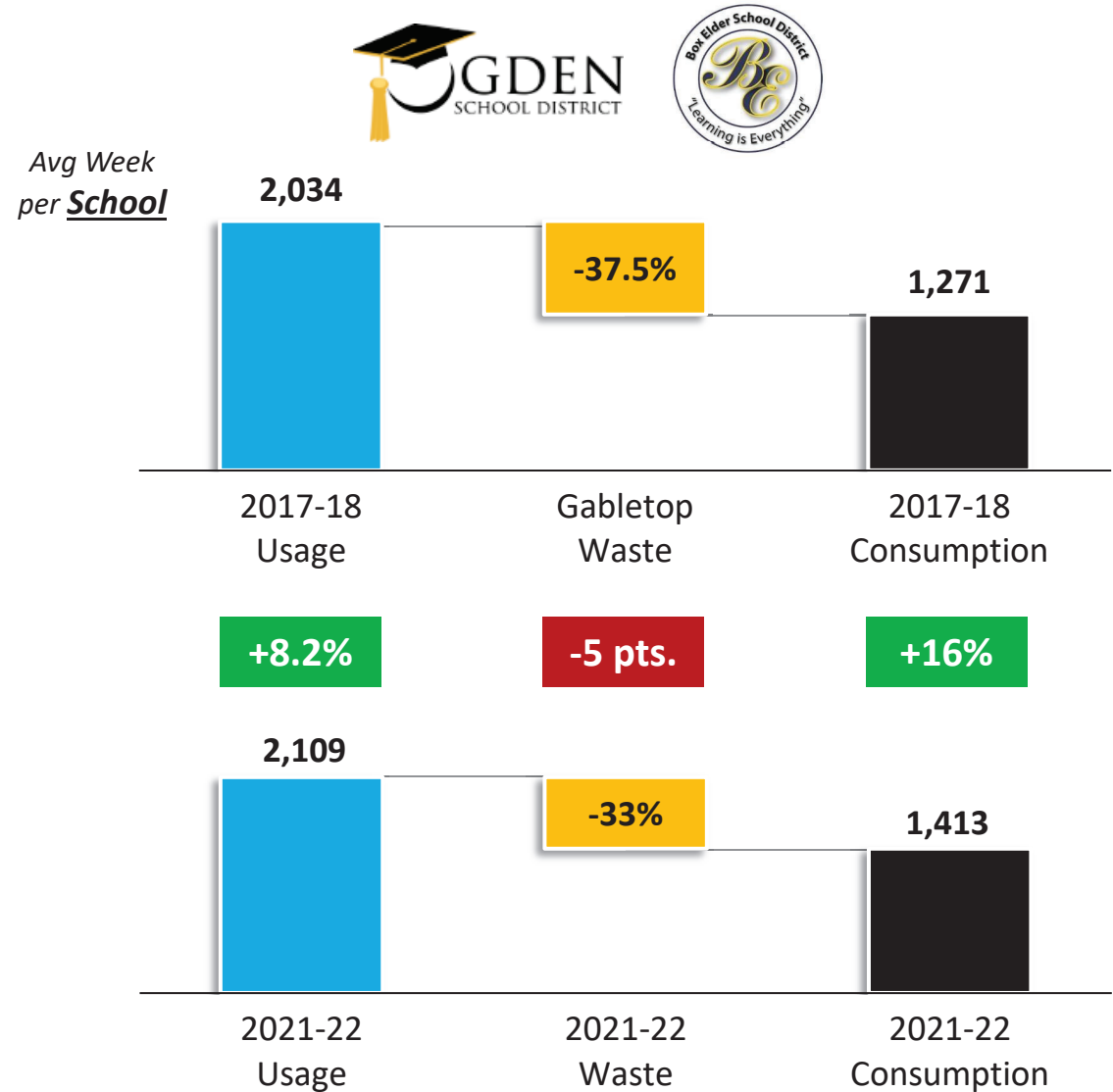
Utah Districts Continue to Grow Elementary Milk Consumption

Milk usage and net consumption have both grown since the pilot 4 years ago.

Milks Purchased + 8.2%
 Milk Waste - 5 points
 Net Consumption +16%

Milk was associated with 80% of all meals.

Middle and Sr. High had a lower growthrate, bringing the district total to +10%.



Waste is Trending Down in White, Yet Up in Chocolate

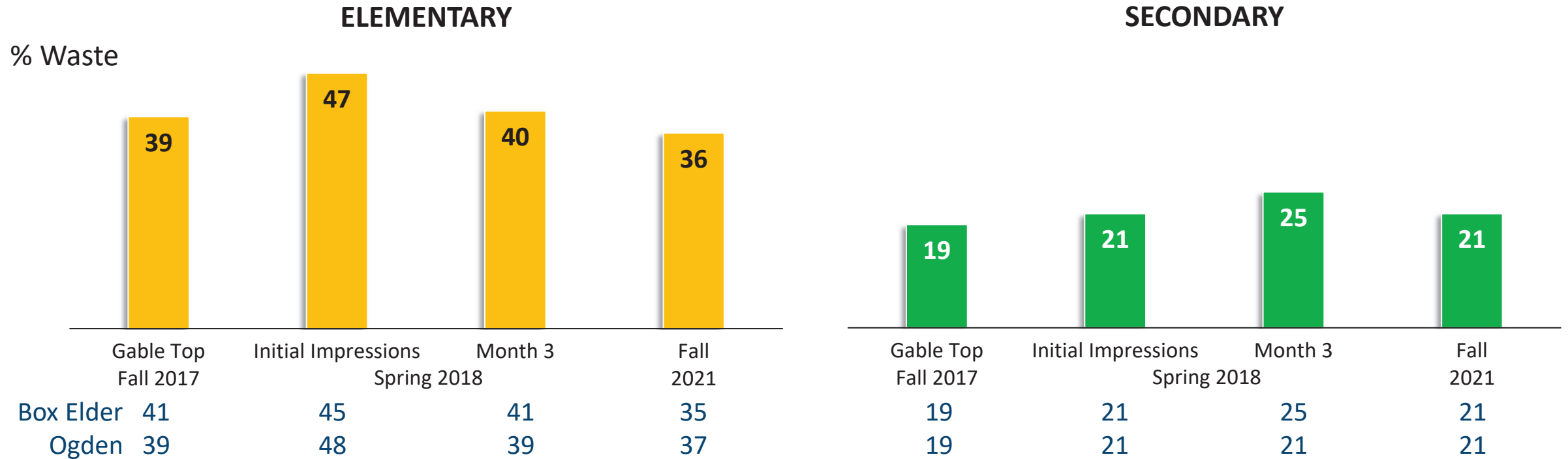


WASTE TRENDING DOWN	White in Elementary	White in Elementary and Secondary
WASTE WAS THE SAME	White in Secondary Chocolate in Elementary	Chocolate in Elementary
WASTE TRENDING UP	Chocolate in Secondary	Chocolate in Secondary

Middle Schools had largest amount of unopened packages per school.

- Box Elder – Young Intermediate
- Ogden – Mt. Ogden Middle

White Milk Waste Has Declined in Elementary Schools



Larger decline in Box Elder where initial reaction to change was more muted.

Both are now below gable top waste levels.

White waste in secondary schools did not shift much.

A single swallow is roughly 4 pts.

Summary

- Shelf Stable continue to perform well in Year 4.
- Milk use is +8.2% and net consumption +16%.
- Operations have been steady with Distributor.
- Both Districts continue to select shelf stable over gabletop cartons.

Utah Districts Continue to Grow Elementary Milk Consumption

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Milks Purchased	+ 8.2%
Milk Waste	- 5 points
Net Consumption	+16%

