

SINCE 1918

**DARIGOLD**<sup>®</sup>

# OVERVIEW



# We are Darigold






A large U.S. dairy processor and marketer of a full line of dairy based products for retail, food service, commodity and specialty markets.

## 466 Farmer Owners



## Darigold's 11 Processing Plants

### CONSUMER PRODUCTS

-  Boise IDAHO
-  Bozeman MONTANA
-  Issaquah WASHINGTON
-  Portland OREGON
-  Seattle WASHINGTON
-  Spokane WASHINGTON

### INGREDIENTS

-  Caldwell IDAHO
-  Chehalis WASHINGTON
-  Jerome IDAHO
-  Lynden WASHINGTON
-  Sunnyside WASHINGTON

\* We closed our Salt Lake City, Utah, plant in 2012 and our Medford, Ore., plant in 2015.

## 100 years strong



# Darigold to You

**6th** Largest dairy co-op in the U.S.A.

**8.7** Billion pounds of milk

**3.9** Billion liters of milk

**\$2.3** Billion in annual sales



# Our Farms

- › Multi-generation dairy producers
- › Herds range from 50 to as large as 10,000 cows



Our history is our  
foundation and strength



Started in 1949, the Harrolds Brothers Dairy in Oregon now has three generations on the farm. Pictured are Don, Max, Cindy and Bobbie



# Proof is in our Products

## Consumer Products

- › Full line of dairy-based fluid products, cultured products and butter
- › Sold primarily through wholesale, retail and food service channels

Western U.S.A.



## Ingredients

- › Bulk butter, cheese, milk and whey products
- › Market to major U.S.A. and International food processing companies

Global

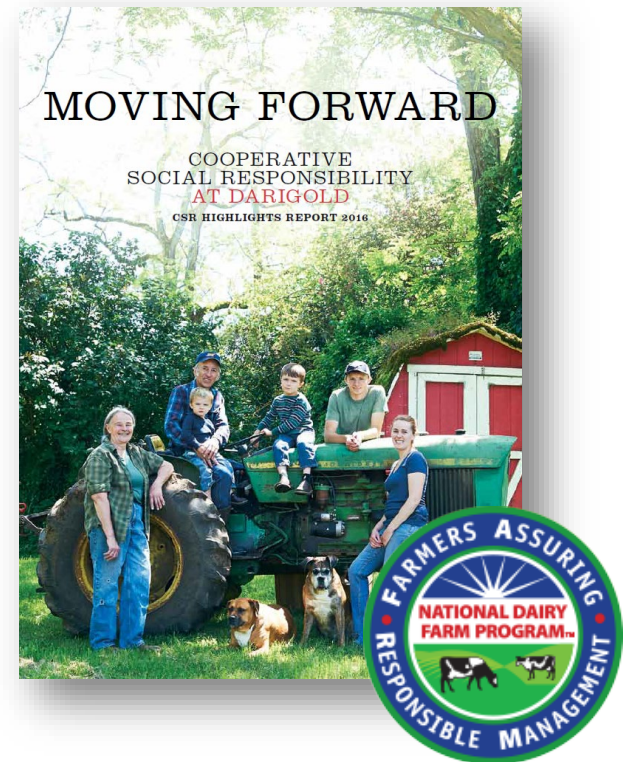


# A Greener World For All

Sustainability is at the heart of everything we do.

Since our 2005 baseline year:

- › Electricity reduced **5.6%**
- › Natural gas reduced **17.7%**
- › Carbon Footprint reduced **16.0%**
- › **100%** of our milk supply has completed an animal welfare evaluation





# INGREDIENTS

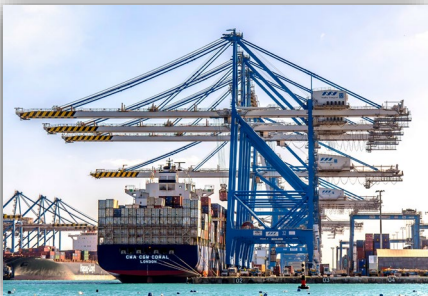
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DARIGOLD, INC.



# We Feed Millions of People



From Farm  
to Factory

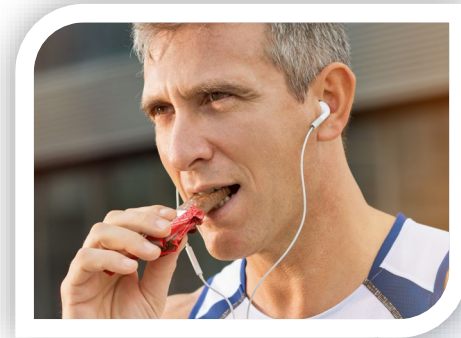


Via Port

or Road



To the tables of millions of consumers around the world





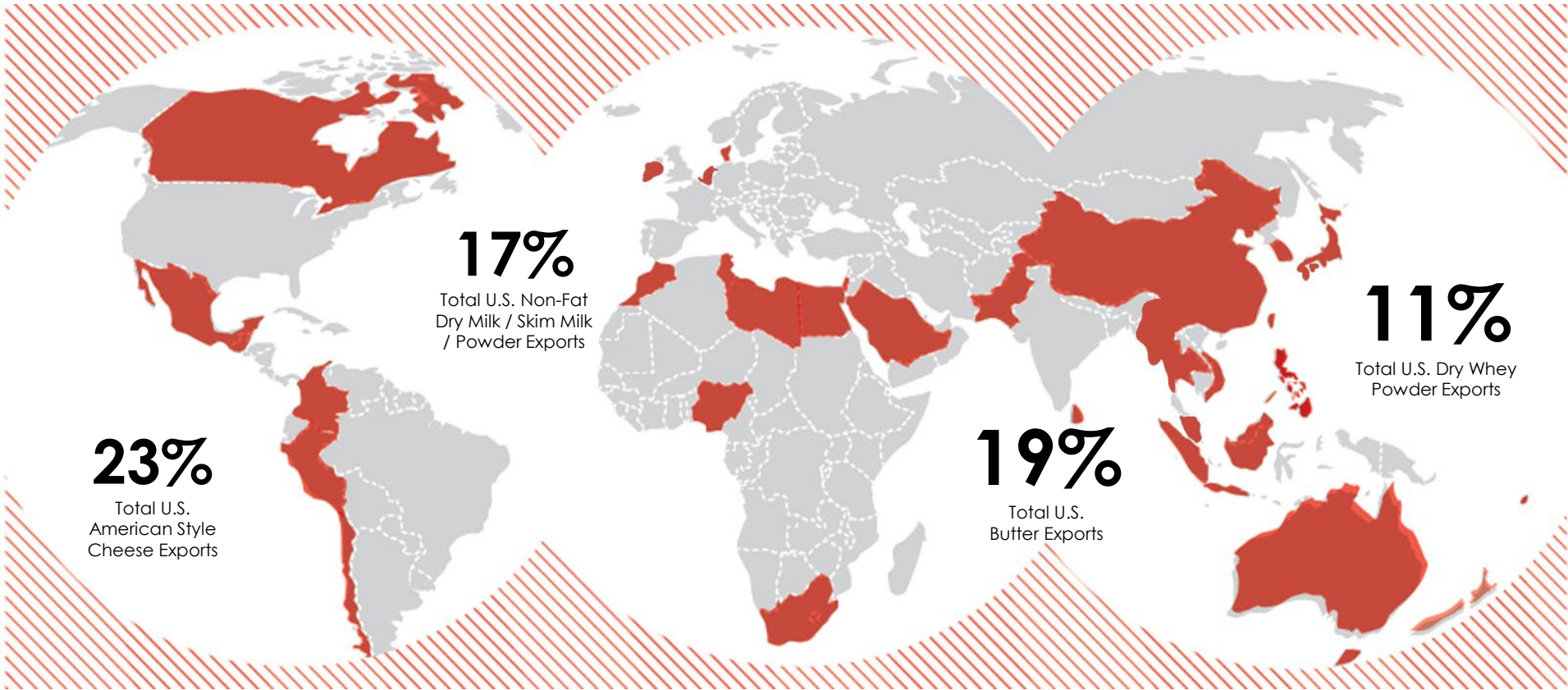
# We Are More Than Ingredients

We are dairy industry experts with knowledge and insight on innovation, market and consumer trends. We have the expertise to help bring your product from farm to table.

- › Application, Product & Ingredient Experts
- › Supply Chain & Export Experts
- › Quality Experts



# Our Global Reach



2018 Data

Export to every continent, except Antarctica



# Daily at Darigold

Raw Milk Handled	26,500,000	Lbs.	MT
Cheese Produced	540,000	Lbs.	245
Milk Powders Produced	1,100,000	Lbs.	500
Whey Powders Produced	250,000	Lbs.	113
Cream Generated	1,100,000	Lbs.	500
Butter Churned	600,000	Lbs.	272
Fluid Products	410,000	Gallons	
Cultured Products	120,000	Lbs.	54



# Key Products – Summary



Nonfat Dry Milk

Skim Milk Powder

Sweet Cream Dry Buttermilk

Milk Protein Concentrate

Whole Milk Powder

Sweet Whey Powder

Whey Protein Concentrate

**High quality, consistency  
and fresh taste**



Cheese

Butter

Condensed Skim Milk

Condensed Sweet Cream Buttermilk

Ultrafiltered Skim Milk

Ultrafiltered Whole Milk



# Milk Products



Nonfat Dry Milk Low Heat  
 Nonfat Dry Milk Medium Heat  
 Nonfat Dry Milk High Heat  
 (Available in bags and totes)



Nonfat Dry Milk Low Heat  
 Nonfat Dry Milk High Heat  
 Nonfat Dry Milk Low Heat Vitamin Fortified  
 (Available in bags and totes)



Skim Milk Powder Low Heat  
 Skim Milk Powder Medium Heat  
 Skim Milk Powder Codex Low Heat  
 Skim Milk Powder Codex Medium Heat

## Milk Products

Sweet Cream Dry Buttermilk



Milk Protein Concentrate 40%

Milk Protein Concentrate 70%



Whole Milk Powder 26%

Whole Milk Powder 28%



# Whey Products & Cheese



Sweet Whey Powder Bleached

Sweet Whey Powder White



Whey Protein Concentrate  
34% Bleached

Whey Protein Concentrate  
34% White

Whey Products

Cheese

Block Colored Cheddar

Block Monterey Jack

Block White Cheddar

Block Dry Salted Gouda



# Butter & Fluid Products



Salted Butter 80% Grade AA  
Unsalted Butter 80% Grade AA  
Unsalted Butter 82%  
Unsalted Concentrated Milkfat 80%  
Unsalted Concentrated Milkfat 82%  
Lactic Unsalted 82%

Butter

Fluid Products

Condensed Skim Milk  
Condensed Sweet Cream Buttermilk  
Ultrafiltered Skim Milk  
Ultrafiltered Whole Milk



# Caldwell, ID Plant



## Production:

**NFDM/SMP:** 55M lbs. (24,947 MT)

**Buttermilk:** 13.4M lbs. (6078 MT)

**Bulk Butter:** 86M lbs. (39,009 MT)





# Chehalis, WA Plantz



## Production:

**NFDM/SMP:** 56M lbs.  
(25,401 MT)

**Buttermilk:** 9M lbs.  
(4,083 MT)



# Jerome, ID Plant



## Production:

**NFDM/SMP:** 77M lbs. (34,927 MT)

**MPC:** 5.8M lbs. (2,631 MT)



# Lynden, WA Plant



**Production:**

**NFDM/SMP: 97M lbs. (44,000 MT)**



# Sunnyside, WA Plant



## Production:

**Cheese:** 200M lbs.  
(90,719 MT)

**Sweet Whey:** 92M  
lbs. (41,730 MT)

**WPC34:** 2.3M lbs.  
(1,044 MT)

**NFDM/SMP:** 95M  
lbs. (43,091 MT)



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**DARIGOLD<sup>®</sup>**

**Thank You**

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