

## **NORTHWEST FARMS**

Nourish the World's Families



PEOPLE • PRODUCTS • PRIDE



# AN ICON NORTHW LEADER



### WITH GLOBAL IMPACT

Darigold has been producing the freshest dairy products for generations. Originally available only on store shelves in the Northwestern United States, modern food processing, packaging and shipping technology has expanded that reach and today delicious, nutritious Darigold products nourish families around the world.

Our products are unique because nearly 500 dairy farm families are also our owners. Since 1918, they have proudly created products with unsurpassed quality, freshness and flavor. That's why Darigold is both consistently a top-selling brand as well as one of the world's largest agricultural cooperatives, processing the equivalent of more than 2.3 million gallons of milk every day.

Quality begins on the farm. The temperate climate of the Northwest means our cows are among the healthiest and most productive in the country, yielding a year-round supply of milk processed into a full line of products for wholesale, retail and foodservice customers. We also produce butter, cheese, milk powder and whey products for institutions, food brokers and food manufacturers. And we have large contract packing partnerships with leading companies for dairy products as well as for non-dairy creamers and other food products.

We are proud of our food processing plants – including one of the largest butter churns in the United States, producing more than 21,000 pounds of butter per hour, and one of the largest cheese plants in the country. Our newly expanded facility in Sunnyside, Washington, produces more than 195 million pounds of cheese annually.

WE INVITE YOU TO LEARN MORE ABOUT DARIGOLD **PEOPLE**, DARIGOLD **PRODUCTS**, AND DARIGOLD **PRIDE**....

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FROM FARMS TO MANUFACTURING, DARIGOLD PEOPLE BRING SERVICE, QUALITY AND PRIDE TO EVERYTHING THEY DO

It happens countless times every day, all around the globe: a young child pours Darigold milk onto a bowl of cereal... a head chef sautés fresh vegetables in Darigold butter... an athlete drinks our protein recovery beverage RE:FUEL after a strenuous workout... or an international food processor adds Darigold milk protein concentrates into energy bars, beverages and baked goods. The freshest ingredients, exacting quality specifications, and the finest dairy farms in the United States are behind each and every bite.

Yet, it is the people of Darigold who bring these stories to life and these products to the world's tables. For nearly 100 years, Darigold farmers have proudly raised the finest dairy cows and built world-class farm operations across the Northwestern United States, and Darigold employees have processed milk with the highest standards into products people know and love. That means butter that's better for baking, our velvety sour cream, and delectable, hand-cut cottage cheese.

Because of our people and heritage, Darigold is an iconic brand. And our distinctive structure – a cooperative of nearly 500 dairy producing families founded in 1918 – means Darigold products carry our pledge of freshness and quality and the highest standards.

Well managed farms and efficient processing facilities are critical, but it's our attention to detail that results in great products. Just as our farmers are stewards of the land, our employees are industry leaders championing new concepts in food industry manufacturing, efficiency, service and quality.

Darigold people use research, development and the latest technology in agriculture, dairy production and food science, continually evolving our organization to meet the world's nutritional needs, food preferences and consumers' taste. The dedication of our farmers and employees has driven Darigold's success for generations, and makes us proud to deliver nourishment to the world's tables.



Nearly 500 dairy producing families and more than 1,400 employees are behind the quality of each and every Darigold product consumed countless times each day around the world.



Darigold is consistently ranked as one of the top-selling dairy brands. People choose Darigold not only because of its exceptional taste and quality, but because "farmer owned" provides consumers—who are increasingly selective about the ingredients in and origin of their food—reassurance about what they are feeding their families.

Consumers prefer our milk, for example, because it is ultra-pasteurized, making sure it maintains all the flavors and lasts longer in the refrigerator. Our cottage cheese is low in fat and an excellent choice of protein, calcium and fiber – important for strong bones and healthy weight.







At every step from farm to milk truck to arrival at our plants, and all through the production lines, rigorous controls ensure the safety and quality of our products. Efficient hauling and processing means that from the time milk leaves a cow until it has been processed into a 40-pound block of cheese is typically just one day.

Foodservice customers rely on the special properties that make Darigold ideal for cooking, and many of the nation's most recognizable grocery brands depend on Darigold to produce and package their own private-label products.

In addition to our retail and foodservice products like fluid milk, cottage cheese and sour cream, nearly 75 percent of Darigold milk is used as an ingredient in other finished food items. Milk powders, bulk butter and bulk cheese are value-added products that are converted into infant formula, baked goods and confectionary items. We also manufacture high quality whey protein fractions - a market growing in demand by health and fitnessoriented consumers.

The food companies we serve are helping meet the growing demand for dairy protein, calcium and better nutrition. We partner with our customers to deliver innovative solutions, using emerging technologies in our efficient plants. From initial product concepts in food science R&D, through manufacturing and post-delivery technical support, we create value through superior products, service and relationships.

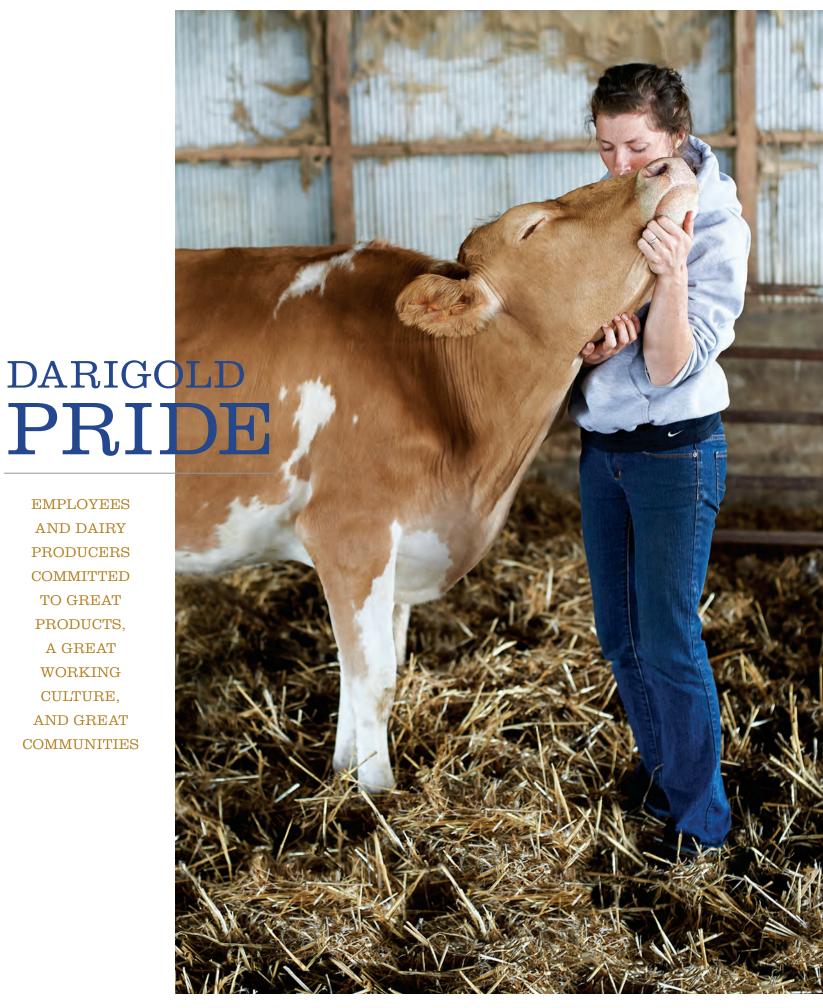
Ouality, freshness and flavor...the hallmark of Darigold products in kitchens, school lunch boxes, fine restaurants and food manufacturers around the world.

#### **RETAIL AND FOODSERVICE PRODUCTS INGREDIENTS PRODUCTS**

- Ultra-pasteurized milk and Lactose free milk
- Flavored milk and buttermilk
- Whipping and heavy cream
- Sports recovery drinks
- Real dairy creamers
- Butter
- Yogurt
- Cottage cheese
- Sour cream
- Naturally white cheddar cheese

- Whole, skim and nonfat dry milk powders
- Milk protein concentrate
- Ultra-filtered milks
- Buttermilk powder





**EMPLOYEES** AND DAIRY **PRODUCERS** COMMITTED TO GREAT PRODUCTS, A GREAT WORKING CULTURE, AND GREAT COMMUNITIES It starts on each farm with our owners, often with a family that has been in the dairy business for generations. It means long days of hard work—first and foremost providing superlative animal care, but also harvesting crops, repairing equipment, and managing the unpredictability of weather in operations that require attention seven days a week. Yet, ask our dairy producers and they say it's the most gratifying role possible. They are proud of their farms and the fact that they help nourish the world's families, and they take this responsibility with personal pride and dairy industry leadership.

This pride extends to the employees – more than 1,400 who work in our processing plants, quality assurance labs, corporate offices and other locations. From manufacturing to marketing, finance to logistics, this team ensures the fresh-from-the-farm Darigold milk is transformed into products families appreciate around the world. Darigold employees are passionate about our products, and they work in a culture of teamwork and employee involvement focused on the consumers and customers who choose Darigold.

Of course, a company's pride includes being a good corporate neighbor, and ensuring we add value back to the communities where Darigold people live and work—whether that's stocking shelves at a food bank with Darigold products, or working on wildlife and habitat restoration. It means ensuring our actions are forward-thinking and built on sustainability, taking care of the animals and the environment on which we all depend. Our facilities are working to produce less waste, consume less fuel and lessen their environmental impact. These practices will help ensure the land, air and water are healthy for future generations to continue the Darigold tradition.

Dairy producers and employees contribute their time and talent to community, agricultural and environmental initiatives. From involvement in 4-H to representing the company in habitat and wildlife restoration projects, Darigold family members are an integral part of the communities where they live and work.

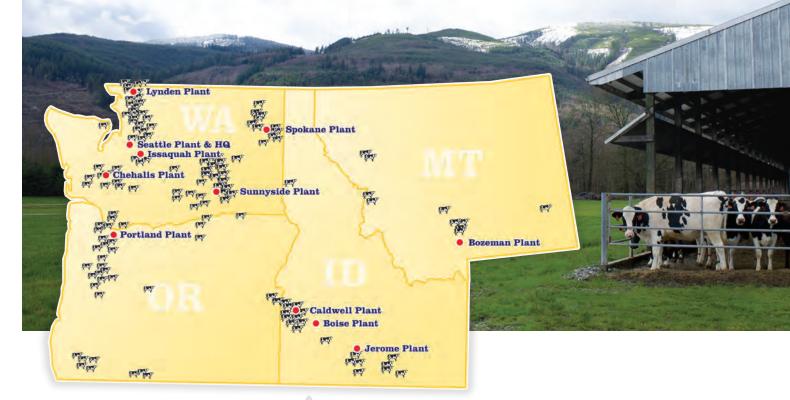






### NORTHWEST FARMS AND DARIGOLD PLANTS

Many of the cooperative's farmers, some managing herds as small as 50 cows while others are as large as 10,000, are multi-generation dairy producers. Darigold employees bring dedication to their work at 11 processing plants and our corporate headquarters shown by the red dots.





We export 42 percent of our milk in the form of ingredients to 20 countries around the globe.

GLOBAL REACH







## HIGHLIGHTS OF AN ICONIC NORTHWEST LEADER

35,000 lbs.

OF BUTTER

PRODUCED

PER HOUR

OUR NUTRITIOUS PRODUCTS REACH 21 GLOBAL COUNTRIES

MATERIAL STATES

MANAGING HERDS
AS SMALL AS
50 COWS
AND AS LARGE AS
10,000

195 MILLION POUNDS OF CHEESE PRODUCED ANNUALLY

PLANTS

Z23 MILLION GALLONS OF MILK

750 OF DARIGOLD MILK
IS USED AS AN INGREDIENT
IN OTHER FINISHED FOOD ITEMS





### **MAILING ADDRESS**

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