

INDEPENDENT SCHOOL DISTRICT 2683
GREENBUSH/MIDDLE RIVER SCHOOLS
BID FORM

August
Escalator/de-escalator

| ITEM AND DESCRIPTION | PACK | BRAND | UNIT COST |
|-------------------------------------|--------------|---------------|-----------|
| Milk, white - 1% | ½ pt. Carton | Prairie Farms | .3002 |
| Milk, chocolate, skim 1% | ½ pt. Carton | ↓ | .3171 |
| Milk, skim | ½ pt. Carton | ↓ | .2874 |

We will assume bids are for school buildings in both Greenbush and Middle River. If bidding for just one building, please note. Attach delivery schedule for each building.

NAME OF FIRM Prairie Farms

ADDRESS 1930 Wooddale Drive

Woodbury, MN 55125

PHONE 651-501-3470

CONTACT PERSON Ron McNamara

Ron McNamara 8-13-23



Ron McNamara
Assistant Area Sales Manager

ron_mcnamara@prairiefarms.com
p: (651) 501-3470
c: (651) 260-5825

1930 Wooddale Drive
Woodbury, MN 55125



Milk Escalator / De-Escalator Pricing Clause

The pricing quoted is based on the current month's (AUGUST 2023) Federal Milk Marketing Order for Class I Skim and Class I Butterfat. This pricing is subject to change as the cost of raw milk changes each month according to the USDA Federal Milk Market Price Announcements and changes in over order premium charges.

The cost of milk fluctuates up and down each month based on the cost changes in raw milk. Changes are based on UMMA announced class 1 Skim and Class 1 announced butterfat. Calculations to four decimal places.

- $\frac{1}{2}$ pint whole = $([(\text{Skim change} * 8.3205) / 100] + [(\text{Butterfat change} * 0.2795) / 16]$
- $\frac{1}{2}$ pint 2% = $([(\text{Skim change} * 8.4476) / 100] + [(\text{Butterfat change} * 0.1724) / 16]$
- $\frac{1}{2}$ pint 1% = $([(\text{Skim change} * 8.5338) / 100] + [(\text{Butterfat change} * 0.0862) / 16]$
- $\frac{1}{2}$ pint Skim = $([(\text{Skim change} * 8.61274) / 100] + [(\text{Butterfat change} * 0.01726) / 16]$

Prices will also be adjusted up or down based on cost changes in packaging, ingredients, labor, fuel, juice concentrate, re-sale products, and any other manufacturing and distribution related expenses. Supporting documentation will be supplied upon request.

FORCE MAJEURE

If either party's failure to comply with any obligation arising under this Agreement results from acts of God, governmental Laws, rules, regulations or order, strikes or other labor trouble, shortage of or inability to obtain raw materials, fuels power or transportation, or any other case beyond the reasonable control of the affected party (any of the foregoing, collectively "Force Majeure", such failure shall not be a breach of this Agreement or create any liability for damages.

All price changes will become effective on the 1st day of the month following the price announcement.

Thank you for the opportunity to bid on your business.

Sincerely,

Ron McNamara
Assistant Area Sales Manager
Prairie Farms Dairy Woodbury

Tel – (651) 730-2100
Fax – (651) 735-0050



PRAIRIE FARMS DAIRY, INC.
1930 Wooddale Drive
Woodbury, MN 55125

4/18/23

To: Minnesota State High School League Members
Re: Prairie Farms Dairy Official Dairy Producer of MSHSL

It is with great pleasure that we announce the beginning of a partnership between the Minnesota State High School League (MSHSL) and Prairie Farms Dairy beginning with the 2023/2024 school year. On behalf of Prairie Farms, we couldn't be prouder to support the academic, fine arts, and athletic programs for Minnesota high school students in extra-curricular programs.

Prairie Farms Dairy is a farmer owned cooperative, owned by over 600 farm families. Nearly 100% of the milk we process in our Woodbury, MN plant is produced locally by Minnesota dairy farm families who live and work in the communities they serve. As the "Official Dairy Producer" of the MSHSL, we take great pride in providing millions of servings of nutritious and delicious dairy products to students across the state.

For more information about Prairie Farms: <https://www.prairiefarms.com/about/>
<https://www.prairiefarms.com/where-to-buy/>
<https://www.facebook.com/search/top?q=prairie%20farms%20dairy> <https://twitter.com/PFDairy>

Sincerely,

Pat Ryan
Prairie Farms Dairy, Woodbury Division Sales Manager

pat_ryan@prairiefarms.com

Cell: (563) 203-1384

SERVING: ILLINOIS • INDIANA • MISSOURI • KENTUCKY • IOWA • TENNESSEE • NEBRASKA • MICHIGAN • OHIO • ARKANSAS • OKLAHOMA • KANSAS • MISSISSIPPI • ALABAMA • GEORGIA • VIRGINIA • WISCONSIN • MINNESOTA • TEXAS • NORTH DAKOTA • SOUTH DAKOTA • ALABAMA • LOUISIANA •



Product Specifications



Prairie Farms
1% Lowfat Milk Half Pint - Case
 Grade A - Pasteurized - Homogenized
 Vitamin A & D

| | |
|-----------------|------------------------------|
| Product Code | 4752 |
| Product | Prairie Farms 1% Lowfat Milk |
| Size | 8 oz. |
| UPC Code | 0 72730 23602 8 |
| Case Pack | 50 |
| Case Weight | 29.18 lbs |
| Case Cube | 1.076 |
| Tie/Tier | 9 x 5 |
| Case Pallet | 45 |
| Case Dimensions | 13 x 13 x 11 |
| Shelf Life | 20 Days |

| Nutrition | Amount/Serving | %DV* | Amount/Serving | %DV* |
|--|--------------------|------|--------------------------|------|
| Facts | Total Fat 2.5g | 3% | Total Carb. 11g | 4% |
| Serving Size 1 Carton | Saturated Fat 1.5g | 8% | Fiber 0g | 0% |
| | Trans Fat 0g | | Total Sugars 11g | |
| Calories per serving | Cholesterol 15mg | 5% | Includes 0g Added Sugars | 0% |
| 100 | Sodium 120mg | 5% | Protein 8g | 16% |
| * Percent Daily Values (DV) are based on a 2,000 calorie diet. Vitamin D 10% - Calcium 20% - Iron 0% - Potassium 8% - Vitamin A 15% | | | | |

Ingredients:

Lowfat Milk, Vitamin A Palmitate and Vitamin D₃

Contains:

Milk

Locally Owned • Locally Produced • Since 1938



Product Specifications

Prairie Farms
Fat Free Milk Half Pint - Case
 Grade A - Pasteurized - Homogenized
 Vitamin A & D

| | |
|-----------------|-----------------------------|
| Product Code | 5404 |
| Product | Prairie Farms Fat Free Milk |
| Size | 8 oz. |
| UPC Code | 0 72730 23608 0 |
| Case Pack | 50 |
| Case Weight | 28.17 |
| Case Cube | 1.076 |
| Tie/Tier | 9 x 5 |
| Case Pallet | 45 |
| Case Dimensions | 13 x 13 x 11 |
| Shelf Life | 20 Days |

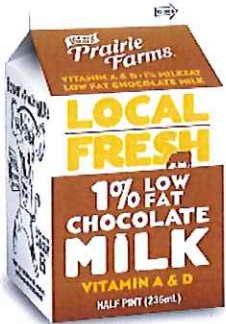
| Nutrition | Amount/Serving | %DV* | Amount/Serving | %DV* |
|--|------------------|------|--------------------------|------|
| Facts | Total Fat 0g | 0% | Total Carb. 11g | 4% |
| Serving Size 1 Carton | Saturated Fat 0g | 0% | Fiber 0g | 0% |
| | Trans Fat 0g | | Total Sugars 11g | |
| Calories per serving | Cholesterol 5mg | 2% | Includes 0g Added Sugars | 0% |
| 80 | Sodium 120mg | 5% | Protein 8g | 16% |
| * Percent Daily Values (DV) are based on a 2,000 calorie diet. Vitamin D 10% - Calcium 25% - Iron 0% - Potassium 8% - Vitamin A 15% | | | | |

Ingredients:

Fat Free Milk, Vitamin A Palmitate and Vitamin D₃

Contains:

Milk



Product Specifications
Prairie Farms 1% Lowfat Chocolate Milk
Half Pint - Case
 Grade A - Pasteurized - Homogenized
 Vitamin A & D

| | |
|-----------------|--|
| Product Code | 1555 |
| Product | Prairie Farms 1% Lowfat Chocolate Milk |
| Size | 8 oz. |
| UPC Code | 0 72730 26616 2 |
| Case Pack | 50 |
| Case Weight | 28.48 lbs |
| Case Cube | 1.076 |
| Tie/Tier | 9 x 5 |
| Case Pallet | 45 |
| Case Dimensions | 13 x 13 x 11 |
| Shelf Life | 20 Days |

| Nutrition | Amount/Serving | %DV* | Amount/Serving | %DV* |
|---|---------------------------|------|------------------------------|------|
| Facts | Total Fat 2.5g | 3% | Total Carb. 24g | 9% |
| Serving Size 1 Cup (236mL) | Saturated Fat 1.5g | 8% | Dietary Fiber 0g | 0% |
| | Trans Fat 0g | | Total Sugars 22g | |
| Calories per serving | Cholesterol 10mg | 3% | Incl 11g Added Sugars | 22% |
| 150 | Sodium 230mg | 10% | Protein 8g | |
| * Percent Daily Values (DV) a based on a 2,000 calorie diet. Vitamin D 2.5mcg 15% - Calcium 280mg 20% - Iron 0.2mg 2% Potassium 350mg 8% - Vitamin A 170mcg 20% | | | | |

Ingredients:

Lowfat Milk, Sugar, Cornstarch, Cocoa, Alkalized Cocoa, Salt, Carrageenan, Natural Flavor, Vitamin A Palmitate and Vitamin D₃

Contains:

Milk



Our Farm-to-School Commitment

Your Success is Our Priority

Our dairy farmers have proudly provided students with milk's 13 essential nutrients since President Harry Truman signed the Richard B. Russell National School Lunch Act into law in 1946. Even though the NSLP has changed throughout the years, one fact has remained constant – **Prairie Farms has provided healthy, nutritious milk for students without interruption.**

USDA is again proposing changes to school nutrition standards, including added sugar limits for flavored milk. Our approach to integrating the ever-changing standards will be the same as we have done with exceptional success since 1946. This means we are committed to making it easy for schools to meet USDA meal pattern requirements for flavored milk.

Like our school nutrition partners, we believe all K-12 students should have access to flavored milk. Students prefer 1% Lowfat Chocolate Milk, and we are committed to providing a new formula with 10 grams or less of added sugar well ahead of the proposed mandatory implementation in school year 2025-2026.



Making the Farm-to-School Connection

An astounding fact is that most people are three to five generations removed from a farm. Because of this, our farm families are on a mission to make sure students understand milk's journey from farm to school.

Each year, we open our farms to thousands of students for an authentic look at dairy farm life. Our dairy farmers address common topics like animal welfare and sustainability. Visitors leave with an understanding of the commitment it takes to keep milk flowing from farms to schools – often within 48 hours.

Thank you for supporting local dairy farmers.





Our Farm-to-School Commitment

Our school nutrition partners are champions of fueling students with the benefits of 100% REAL Milk. We are proud to support their hard work by providing a wide variety of plain and flavored milk. After all, good nutrition is crucial to student success.



Milk Makes the Grade



- ✓ **13 essential nutrients**, including high-quality protein, calcium, phosphorus, vitamin D, and potassium
- ✓ **Better bone health** and lower risk for type 2 Diabetes and cardiovascular disease
- ✓ **3 of the 4 nutrients of concern**, as identified by the Dietary Guidelines for Americans
- ✓ **Flavored milk contributes just 4% of added sugars in the diets of children 2-18 years**, while unflavored milk contains no added sugars
- ✓ **Number one source of protein**, vitamin D, calcium, and potassium in the diets of children ages 2-18
- ✓ **Children who drink flavored milk** consume more milk and have significantly higher intakes of vitamin D, calcium, potassium, and other nutrients



Our Farm-to-Table Values



From our farm families to the team members who operate our manufacturing facilities and deliver our products, we all have one thing in common...

A Passion for Doing our Part to Help Feed American Families.





Product Specifications

Prairie Farms 1% Lowfat Lactose Free Milk Half Pint - Corrugated

Ultra Pasteurized - Vitamin A & D - SHELF STABLE

(no refrigeration required)

| | |
|-----------------|------------------------------------|
| Product Code | 34518 |
| Product | Prairie Farms 1% Lactose Free Milk |
| Size | 8 oz. |
| UPC Code | 0 72730 23228 0 |
| Case Pack | 27 |
| Case Weight | 16.2 lbs |
| Case Cube | 0.2847 |
| Tie/Tier | 14 x 10 |
| Case Pallet | 140 |
| Case Dimensions | 15.31 x 7.56 x 4.25 |
| Shelf Life | 365 Days (7 days after opened) |

| Nutrition Facts | |
|-------------------------------|------------|
| 4 servings per container | |
| Serving size 1 cup (236mL) | |
| Amount per serving | |
| Calories 100 | |
| % Daily Value* | |
| Total Fat 2.5g | 3% |
| Saturated Fat 1.5g | 8% |
| TransFat 0g | |
| Cholesterol 10mg | 4% |
| Sodium 105mg | 5% |
| Total Carbohydrate 12g | 4% |
| Dietary Fiber 0g | 0% |
| Total Sugars 12g | |
| Includes 0g Added Sugars | 0% |
| Protein 8g | |
| Vitamin D 2.5mcg | 10% |
| Calcium 300mg | 25% |
| Iron 0mg | 0% |
| Potassium 320mg | 6% |
| Vitamin A 150mcg RAE | 15% |

*The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.





Is Feeding On-the-Go Students Challenging?

Problem solved... no matter how you pour it. **Guaranteed.**



100% REAL MILK

Easy Storage • No Refrigeration Required

Give your students the milk they love anytime, anywhere. No need to chill until you're ready to serve.

- Field Trips
- Sporting Events
- After School Snacks
- Backpack Programs
- Summer Pickup Programs
- Unexpected School Closures
- Endless Possibilities!

Our 100% REAL MOO-licious Milk is a simple way to fuel your student's day. Each half pint carton contains **13 essential nutrients**, including:

- Calcium
- Protein
- Vitamin A
- Vitamin D
- Potassium
- Riboflavin

ORDER TODAY!

Order today, and we'll ***guarantee the sale!**

That's right, order a minimum of 240 cases, and we will offer credit for any remaining inventory at the end of the School Year 2024.

*The guarantee is contingent on the original 240 cases preordered. Contact your sales representative for more information.

Delivering the BEST Variety of MOO-licious Milk



Serving 100% REAL MILK Has Never Been Easier

Fluid milk is a required component for reimbursable meals in **Child Nutrition Programs**. No matter what type of program your school offers, Prairie Farms' latest packaging technology can help you get milk where it needs to be.

With ultra-high temperature (UHT) pasteurization and unique packaging, unopened milk cartons maintain quality for several months without refrigeration. Once opened, the milk must be refrigerated and used within 7 days.

TIP: Stock up and your program will be prepared for any occasion!

100% REAL MILK is a great fit for your school. *

8g
Protein

25%
Calcium
DV

10%
Vitamin D
DV

REAL
Cocoa
in Chocolate
Milk

NO
Artificial
Growth
Hormones

NO
Artificial Colors,
Sweeteners,
or Flavors



1% Lowfat Milk
Product Code# 34520



1% Lowfat
Chocolate Milk
Product Code# 34519



1% Lactose Free
Lowfat Milk
Product Code# 34518



| | UPC Code | Product Code | Size | Unit/Case | Description | Cs/Pallet |
|------|-----------------|--------------|------|-----------|----------------------------------|-----------|
| Unit | 0-72730-23614-1 | 34520 | Hpt | 27 | 1% Lowfat Milk, UHT | 120 |
| Unit | 0-72730-26643-8 | 34519 | Hpt | 27 | 1% Lowfat Chocolate Milk, UHT | 120 |
| Unit | 0-72730-23228-0 | 34518 | Hpt | 27 | 1% Lactose Free Lowfat Milk, UHT | 120 |



AT A GLANCE

CHILD NUTRITION PROGRAMS: Transitional Standards for Milk, Whole Grains, and Sodium Final Rule

THE ISSUE

School nutrition professionals have worked tirelessly throughout the pandemic to feed children in their communities. USDA is committed to providing them the support they need to successfully operate the school meal programs. The Child Nutrition Programs: Transitional Standards for Milk, Whole Grains, and Sodium Final Rule will serve as a bridge to transition from where we are now to where we're going – helping schools build back from the uncertainty caused by both the pandemic and several legislative and administrative changes over the past several years so they can continue to provide kids with high-quality, nutritious meals that support their health and development.



THE BACKGROUND

In 2012, USDA updated school meal requirements, including revising nutrition standards to reflect the most recent Dietary Guidelines for Americans (DGAs) at that time. This included increasing fruits, vegetables, and whole grains; adjusting requirements for milk; reducing sodium; and setting calorie standards.

Many schools implemented the updated nutrition standards very successfully. Kids' Healthy Eating Index scores – a measure of how closely diets reflect the DGAs – jumped, and research showed children received their healthiest meals of the day at school.

However, legislative and administrative actions delayed full implementation of the requirements for milk, whole grains, and sodium. Further, the pandemic caused major disruptions to the school meal programs, while highlighting the critical role schools play in ensuring kids are well fed.



AT A GLANCE

CHILD NUTRITION PROGRAMS: Transitional Standards for Milk, Whole Grains, and Sodium Final Rule

This new rule establishes standards for milk, whole grains, and sodium for school years 2022-2023 and 2023-2024 to give schools time to transition in the short term. Meanwhile, USDA is working to develop long-term nutrition standards - based on the newest DGA and extensive input from a wide range of partners - that will work for schools, families, and industry alike. USDA expects to publish a proposed rule on the updated standards in fall 2022.

SUMMARY OF CHANGES



MILK

Schools and child care providers may offer flavored, low-fat milk (1%) in addition to unflavored, low-fat milk and flavored or unflavored nonfat milk¹.



SODIUM

The weekly sodium limit for school lunch and breakfast will remain at the current level, known as Target 1, for school year 2022-2023. For school lunch only, the limit will decrease marginally (10%) in school year 2023-2024 to put schools on an achievable path toward long-term sodium reduction, which will be addressed in future rulemaking.



WHOLE GRAINS

At least 80% of the grains served in school lunch and breakfast per week must be whole grain-rich (containing at least 50% whole grains).

¹For consistency, this standard applies to the National School Lunch Program, School Breakfast Program, Child and Adult Care Food Program (ages 6 and up), and Special Milk Program (ages 6 and up).