

The background is a dark teal color. It features several stylized, flat illustrations of plants and fruits. In the top left, there is a light green kiwi slice with black seeds. To its right, a large, light pink flower with many petals is partially visible. On the right side, there is a red apple with a green leaf. In the bottom left, there is a small pink flower and a green leaf. In the bottom right, there is a large, light pink flower and a small red flower. The overall style is modern and minimalist.

Chobani®

Milk Matters

Roberta Osborne

Sr. Farm and Sustainability Manager

NY Plant By The Numbers

- 173 Acres
- 414,000 sq. ft.
- 2.0 M lbs. of milk / day
- 1.25 M cases / week
- 700 employees
- Operations 24/7



ID Plant By The Numbers

- 191 Acres
- 1,300,000 sq. ft.
- 2.0 M lbs. of milk / day
- 1.25 M cases / week
- 900 employees
- Operations 24/7



Pressure from Retailers

- What was the nitrogen use intensity and phosphorus surplus associated with fertilizer application for feed production on the animal farm operations in your supply chain?
- What percentage of your milk supply, by mass, originated from animal farm operations that had a nutrient management plan in place?
- % of our milk supply, by mass, was produced in operations that were covered by an internal policy that has quantitative time-bound goals related to child labor, discrimination, forced labor, and freedom of association and collective bargaining
- What was the greenhouse gas emissions intensity associated with the animal farm operations and feed producers in your supply chain?
- . Do(es) your operation(s) use artificial insemination?
- Ensuring dairy cattle have adequate space to move freely and eliminating the practice of tethering of cattle (except during milking or veterinary care) by 2025.

Many brands are taking **scattershot approaches** that fail to holistically address the pertinent issues & provide **meaningful solutions** to farmers, farm workers, the planet and consumers.

The Butterfly

- Requires nearly all the feed to be verified non-GMO
- Conflicts with Federal Policy and credible, science-backed research
- Can be a blatant marketing move (Himalayan salt)
- For brands at our scale, would all but require we source directly from large farms
- Has potential to increase carbon footprint
- Fails to recognize the additional inputs (not a systematic approach), such as herbicides, pesticides or broad soil health



What Are Others Doing?

	Animal Care	Worker Wellbeing	Environmental Stewardship	Locally Sourced	Support for Dairy Farms	Economic Opportunity
	✓	✓	✓	✓	✗	✗
	✓	✗	✗	✗	✗	✗
	✗	✗	✗	✗	✗	✗

We have a right, role, responsibility and **opportunity** to make a more meaningful difference and tell a more meaningful story.

Today

Animal Care

Locally Sourced

**Economic Opportunity
in Dairy Communities**

Our Future: Milk Matters

Animal Care

Locally Sourced

**Economic Opportunity in
Dairy Communities**



Environmental Stewardship

Worker Wellbeing

Support for Dairy Farms

Animal Care

Practices

100% participation of
National Milk's FARM
(Version 3.0) program

IMPLEMENTATION PARTNER



Environmental Stewardship

Baseline / Targeting

Random sampling of farms to complete National Milk's FARM Environmental Stewardship module

- Measures and tracks greenhouse gas emissions (GHG) and energy use at the farm level
- Dairy farmers can compare/contrast their results with their region, state, and national data to identify ways to improve their management practices

Opportunities

After working with WWF, we've identified 6 major ingredients to focus on sourcing responsibly.

- Milk, coconuts, almonds, vanilla, strawberries and palm oil

IMPLEMENTATION PARTNERS



Worker Wellbeing

Elements

Formalized a partnership to explore a Fair Trade USA certified dairy standard, which would include:

- Safety and training programs
- Wage standards
- Work schedule guidelines
- Support hotline

IMPLEMENTATION PARTNER



Locally Sourced



IMPLEMENTATION PARTNER



Support for Dairy Farms

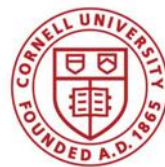
Freedom to Farm

No mandate to dairy farmers to use non-gmo feed. We're focused on outcome-based solutions that allow farmers to make their own decisions on how to best manage their dairy operations.

Economic Support

Support for small-farm holders through education and applied research that enhances profitability and decreases environmental impacts while sustainably building and managing their dairy businesses for the future.

IMPLEMENTATION PARTNER



Economic Opportunity in Dairy Communities

Chobani Impact Fund

Goal of creating tangible, measurable outcomes when it comes to economic development and entrepreneurship through the Chobani Impact Fund

- Two funds– one in Central New York through the Community Foundation for Central New York and one in the Magic Valley through the Idaho Community Foundation
- Both Impact Funds will receive \$100,000 in 2018 and \$200,000 in 2019

Chobani Scholars

Goal of providing scholarship support for students who plan to enter careers in dairy farming

- Partnering with Cornell University and University of Idaho
- \$20,000 scholarship awarded to eight students per year (5k per year per student)

IMPLEMENTATION PARTNER

