



LAKE SHORE

F O O D A D V I S O R S



Weekly Update

Monday, January 22nd, 2024

Markets Experience Modest Gains as Retail Sales Grow. Last week, December retail sales data was released by the Commerce Department showing a 0.6% month-over-month growth demonstrating strength in the consumption side of the economy. Consumer sentiment has remained strong over the past few months despite expectations for rate cuts in 2024 falling. By the end of last week futures markets had priced in a 13.1% chance of seven or more rate cuts in 2024, compared to 61.5% the week before. In the food world, the Kroger-Albertsons merger was further delayed as multiple states, led by Washington, filed suit to block the deal.

The **Dow Jones Industrial Average** rose 0.7% this week, ending at 37,864.

The **S&P 500** was up 1.2% on the week, finishing at 4,840.

The **NASDAQ Composite** increased 2.3% on the week, finishing at 15,311.

Yield on the **10-year Treasury** grew 19 basis points during the week, ending at 4.15%.

Crude oil was up 0.6% on the week, ending at \$73.25 per barrel.

Corn declined 0.3% on the week, ending at \$4.46 per bushel.

NASDAQ Highs: Costco Wholesale Corporation, Sprouts Farmers Market, Inc., Wingstop Inc. **Lows:** Green Plains Inc.

NYSE Highs: McDonald's Corporation, Performance Food Group Company **Lows:** Archer-Daniels-Midland Company, The Mosaic Company, Nutrien Ltd.

Featured Stocks of the Week:

Costco Wholesale Corp. (NASDAQ: COST) 10-Year History



Dollar General Corp. (NYSE: DG) 10-Year History



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The Lakeshore Food Chain

Company Name	Price 1/19/24	Price Compared to 1/12/24	52-Week Range		Price as Compared to YE:		Forward P/E	Enterprise Value to LTM:		Total Debt to LTM EBITDA
			High	Low	2022	2021		Revenue	EBITDA	
			Dow Jones Industrial Average	37,864	0.7%	37,864		31,819	14.2%	
S&P 500	4,840	1.2%	4,840	3,856	26.1%	1.5%	20.6			
NASDAQ Composite Index	15,311	2.3%	15,311	11,139	46.3%	(2.1%)	NA			
Russell 3000 Index	2,774	1.0%	2,774	2,225	25.1%	(0.5%)	NA			
Sector Average:					27.9%	0.8%				
AGRICULTURAL LAND HOLDINGS										
Farmland Partners Inc.	\$11.45	0.9%	\$13.32	\$9.44	(8.1%)	(4.2%)	NM	18.62x	34.0x	13.3x
Gladstone Land Corporation	13.63	(3.5%)	20.00	13.35	(25.7%)	(59.6%)	NM	12.11x	15.5	9.1
Limoneira Company	18.24	(2.3%)	21.62	12.65	49.4%	21.6%	92.1	2.18x	NM	NM
Sector Average:					5.2%	(14.1%)	92.1	10.97x	24.7	11.2
INPUTS										
American Vanguard Corporation	\$9.87	(2.8%)	\$23.18	\$8.41	(54.5%)	(39.8%)	17.2x	0.91x	11.2x	5.3x
* BASF SE	43.05	(3.9%)	54.04	40.25	(7.2%)	(30.3%)	11.4x	0.81x	18.9x	2.8x
* Bayer Aktiengesellschaft	32.39	(5.4%)	65.66	30.22	(33.0%)	(31.1%)	5.5x	1.47x	7.0x	4.6x
CF Industries Holdings, Inc.	74.99	(2.9%)	91.23	60.08	(12.0%)	5.9%	11.1x	2.20x	4.2x	0.8x
Corteva, Inc.	45.60	(1.1%)	65.21	43.22	(22.4%)	(3.6%)	16.7x	2.07x	10.5x	1.7x
FMC Corporation	55.65	(4.4%)	133.37	49.49	(55.4%)	(49.4%)	14.8x	2.20x	9.1x	3.6x
Intrepid Potash, Inc.	19.43	(3.4%)	34.51	17.23	(32.7%)	(54.5%)	NM	0.97x	4.2x	0.1x
The Mosaic Company	32.10	(2.1%)	57.46	31.33	(26.8%)	(18.3%)	9.2x	0.93x	4.4x	1.3x
* Nutrien Ltd.	69.11	0.6%	113.32	65.35	(30.1%)	(27.3%)	10.7x	1.33x	5.7x	2.2x
S&W Seed Company	0.57	(4.2%)	2.14	0.45	(62.1%)	(79.3%)	NM	1.18x	NM	NM
Zoetis Inc.	188.38	(5.3%)	201.92	145.20	28.5%	(22.8%)	32.6x	10.93x	25.8x	1.9x
Sector Average:					(28.0%)	(31.9%)	14.3x	1.41x	10.1x	2.4x
AGRICULTURAL EQUIPMENT										
* Ag Growth International Inc.	\$57.24	8.6%	\$63.40	\$46.33	32.0%	80.7%	10.4x	1.29x	9.4x	4.6x
AGCO Corporation	117.66	0.1%	145.53	109.81	(15.2%)	1.4%	9.0x	0.71x	4.7x	1.0x
Art's-Way Manufacturing Co., Inc.	2.04	(2.4%)	3.11	1.92	5.7%	(42.4%)	NA	0.56x	8.2x	3.7x
* Buhler Industries Inc.	2.31	(6.5%)	2.79	1.95	19.7%	(22.0%)	NA	0.48x	47.6x	35.7x
CNH Industrial N.V.	11.65	1.4%	17.98	9.77	(27.5%)	(40.0%)	7.3x	1.53x	10.3x	7.3x
Deere & Company	382.72	(1.0%)	450.00	345.55	(10.7%)	11.6%	13.5x	2.71x	9.9x	3.8x
Lindsay Corporation	129.62	0.3%	159.49	106.46	(20.4%)	(14.7%)	20.5x	2.11x	11.4x	1.1x
Titan Machinery Inc.	25.55	(3.2%)	47.87	21.44	(35.7%)	(24.2%)	5.8x	0.55x	6.9x	4.3x
Sector Average:					(6.5%)	(6.2%)	11.1x	1.24x	8.7x	3.7x
AGRIBUSINESS										
The Andersons, Inc.	\$52.81	0.6%	\$58.84	\$35.22	50.9%	36.4%	13.7x	0.14x	5.9x	1.8x
Archer-Daniels-Midland Company	68.19	(2.0%)	87.30	68.00	(26.6%)	0.9%	10.5x	0.46x	7.2x	1.7x
Bunge Global SA	92.68	(2.3%)	116.59	87.87	(7.1%)	(0.7%)	8.2x	0.29x	3.4x	1.1x
Ingredion Incorporated	109.89	0.0%	113.46	89.54	12.2%	13.7%	11.8x	1.13x	7.6x	2.0x
MGP Ingredients, Inc.	90.14	(1.3%)	124.96	82.60	(15.3%)	6.1%	15.1x	2.81x	12.6x	1.8x
* Olam Group Limited	0.94	(4.6%)	1.71	0.80	(36.0%)	(46.6%)	NA	0.33x	8.7x	8.5x
Sector Average:					(3.6%)	1.6%	11.9x	0.86x	7.6x	2.8x
DIVERSIFIED FOODS										
B&G Foods, Inc.	\$9.88	(1.9%)	\$16.68	\$7.20	(11.4%)	(67.8%)	10.9x	1.41x	8.8x	7.6x
Campbell Soup Company	43.15	(0.6%)	56.04	37.94	(24.0%)	(0.7%)	13.9x	1.91x	8.4x	2.4x
Conagra Brands, Inc.	28.62	(1.1%)	38.94	25.16	(26.0%)	(16.2%)	10.9x	1.87x	9.2x	4.0x
General Mills, Inc.	63.15	(0.4%)	90.89	60.33	(24.7%)	(6.3%)	13.9x	2.38x	11.1x	3.0x
The Hain Celestial Group, Inc.	10.06	(10.0%)	22.14	9.36	(37.8%)	(76.4%)	21.8x	1.00x	11.9x	6.1x
The J. M. Smucker Company	129.20	(0.2%)	159.92	107.33	(18.5%)	(4.9%)	13.6x	2.15x	9.6x	4.3x
Kellanova	53.93	(2.7%)	72.30	47.63	(24.3%)	(16.3%)	15.1x	1.60x	11.3x	3.5x
The Kraft Heinz Company	37.08	(1.6%)	41.47	30.68	(8.9%)	3.3%	12.5x	2.38x	8.2x	2.5x
Lancaster Colony Corporation	171.90	0.1%	220.65	158.88	(12.9%)	3.8%	28.5x	2.51x	19.3x	0.1x
Mondelez International, Inc.	72.85	(0.4%)	78.59	60.75	9.3%	9.9%	21.4x	3.33x	14.6x	2.6x
* Nestlé S.A.	97.43	(0.3%)	116.84	96.12	(9.1%)	(23.5%)	19.2x	3.31x	15.6x	3.1x
* Nomad Foods Limited	17.67	(1.0%)	19.76	13.56	2.5%	(30.4%)	9.5x	1.54x	9.4x	4.4x
Post Holdings, Inc.	92.16	(1.1%)	98.84	78.85	2.1%	(18.2%)	18.6x	1.68x	10.4x	5.5x
The Simply Good Foods Company	41.38	(0.8%)	43.00	31.06	8.8%	(0.5%)	22.1x	3.46x	17.9x	1.3x
Sovos Brands, Inc.	22.11	(0.0%)	22.73	12.74	53.9%	46.9%	28.2x	2.56x	13.0x	2.6x
SunOpta Inc.	7.67	1.1%	11.94	3.82	(32.6%)	(12.5%)	NA	1.20x	11.8x	4.7x
TreeHouse Foods, Inc.	40.93	(1.5%)	55.30	36.11	(17.1%)	1.0%	17.2x	1.09x	9.0x	3.9x
Unilever PLC	43.26	(3.5%)	50.93	42.97	(7.7%)	(8.1%)	NA	2.22x	11.4x	2.7x
Utz Brands, Inc.	16.14	(0.7%)	19.11	11.17	1.8%	1.2%	25.5x	2.07x	22.5x	7.6x
WK Kellogg Co	12.76	(1.5%)	21.00	9.66	NA	NA	8.8x	0.61x	23.5x	9.2x
Sector Average:					(9.3%)	(11.4%)	17.8x	2.09x	12.3x	3.8x

Company Name	Price 1/19/24	Price Compared to 1/12/24	52-Week Range		Price as Compared to YE:		Forward P/E	Enterprise Value to LTM:		Total Debt to LTM EBITDA
			High	Low	2022	2021		Revenue	EBITDA	
ETHANOL										
Alto Ingredients, Inc.	\$2.07	(5.0%)	\$4.98	\$1.20	(28.1%)	(57.0%)	NM	0.18x	NM	NM
Green Plains Inc.	20.93	(3.6%)	37.49	20.32	(31.4%)	(39.8%)	17.5x	0.54x	85.7x	34.3x
REX American Resources Corporation	43.86	(2.5%)	51.19	27.42	37.7%	37.1%	11.5x	0.62x	5.8x	0.2x
Sector Average:					(7.3%)	(19.9%)	14.5x	0.45x	45.7x	17.2x
FRUIT & VEGETABLE										
Calavo Growers, Inc.	\$26.80	(5.5%)	\$38.97	\$21.59	(8.8%)	(36.8%)	18.5x	0.59x	14.0x	2.4x
Dole plc	11.58	(3.7%)	14.01	10.07	20.0%	(13.1%)	9.2x	0.26x	5.2x	3.1x
Fresh Del Monte Produce Inc.	25.00	(2.5%)	32.49	21.41	(4.5%)	(9.4%)	10.9x	0.40x	5.2x	1.8x
Lamb Weston Holdings, Inc.	109.24	2.0%	117.38	81.26	22.2%	72.4%	17.4x	3.04x	10.5x	2.5x
Mission Produce, Inc.	10.06	(0.6%)	13.99	8.19	(13.4%)	(35.9%)	36.6x	0.99x	12.9x	3.6x
Seneca Foods Corporation	53.51	0.7%	64.30	32.50	(12.2%)	11.6%	NA	0.61x	7.3x	4.4x
Sector Average:					0.5%	(1.9%)	18.5x	0.98x	9.2x	3.0x
PROTEIN										
Beyond Meat, Inc.	\$7.32	(3.3%)	\$22.87	\$5.58	(40.5%)	(88.8%)	NM	4.21x	NM	NM
Cal-Maine Foods, Inc.	54.15	(1.4%)	61.91	42.25	(0.6%)	46.4%	18.0x	0.78x	3.2x	NA
Darling Ingredients Inc.	43.55	(3.8%)	71.60	38.97	(30.4%)	(37.1%)	10.7x	1.66x	7.0x	4.0x
Hormel Foods Corporation	30.64	(3.7%)	46.04	30.12	(32.7%)	(37.2%)	19.8x	1.61x	10.2x	1.9x
* JBS S.A.	23.75	(3.9%)	25.33	15.12	8.0%	(37.4%)	13.0x	0.42x	9.0x	7.3x
Nathan's Famous, Inc.	71.77	0.4%	83.00	61.35	6.8%	22.9%	NA	2.55x	9.1x	2.3x
Pilgrim's Pride Corporation	27.89	(1.4%)	29.02	19.96	17.5%	(1.1%)	11.5x	0.57x	10.2x	4.2x
Seaboard Corporation	3681.18	1.4%	4080.11	3402.38	(2.5%)	(6.5%)	NA	0.36x	4.6x	1.9x
Tyson Foods, Inc.	53.10	(3.2%)	66.34	44.94	(14.7%)	(39.1%)	27.0x	0.54x	10.9x	3.9x
Vital Farms, Inc.	14.41	(5.5%)	18.18	10.00	(3.4%)	(20.2%)	26.8x	1.16x	2.3x	0.1x
Sector Average:					(9.3%)	(19.8%)	16.7x	1.07x	7.4x	3.2x
BAKING & INGREDIENTS										
Balchem Corporation	\$141.06	0.2%	\$150.82	\$110.74	15.5%	(16.3%)	35.8x	5.26x	22.7x	1.9x
Flowers Foods, Inc.	22.37	(0.9%)	29.10	19.64	(22.2%)	(18.6%)	17.8x	1.20x	10.1x	2.2x
* Gruma, S.A.B. de C.V.	306.85	(1.4%)	337.70	243.34	17.7%	16.9%	13.9x	1.25x	8.3x	2.0x
* Grupo Bimbo, S.A.B. de C.V.	84.42	(1.1%)	103.41	69.39	2.5%	34.1%	19.4x	1.23x	9.0x	2.4x
J&J Snack Foods Corp.	162.14	0.3%	177.71	133.27	8.3%	2.6%	28.9x	2.06x	16.8x	0.6x
* Kerry Group plc	78.38	3.7%	100.00	71.08	(7.0%)	(30.8%)	17.3x	1.76x	13.1x	2.1x
Krispy Kreme, Inc.	13.85	1.0%	16.22	11.52	34.2%	(26.8%)	40.0x	2.30x	14.5x	5.3x
McCormick & Company, Incorporated	65.03	(2.0%)	94.39	59.13	(21.5%)	(32.7%)	23.5x	3.35x	17.3x	3.9x
* Tate & Lyle plc	6.18	(1.4%)	8.38	6.00	(13.2%)	(20.0%)	11.0x	1.54x	8.1x	2.1x
Sector Average:					1.6%	(10.2%)	23.1x	2.22x	13.3x	2.5x
CANDY, NUTS, & SNACKS										
Bridgford Foods Corporation	\$11.14	0.4%	\$14.51	\$10.03	(6.6%)	(8.0%)	NA	0.38x	7.2x	0.6x
The Hershey Company	190.46	(0.1%)	276.88	178.82	(17.8%)	(1.6%)	19.6x	3.92x	14.3x	1.7x
John B. Sanfilippo & Son, Inc.	104.51	(0.9%)	127.26	76.49	28.5%	15.9%	NA	1.25x	10.9x	0.2x
Laird Superfood, Inc.	0.92	1.5%	1.49	0.65	9.0%	(93.0%)	NM	0.05x	NM	NM
Rocky Mountain Chocolate Factory, Inc.	4.35	(7.4%)	5.99	3.72	(23.7%)	(44.6%)	NA	0.98x	NM	NM
Tootsie Roll Industries, Inc.	33.39	(5.2%)	46.11	29.07	(19.2%)	(2.2%)	NA	2.76x	16.0x	0.1x
Sector Average:					(5.0%)	(22.2%)	19.6x	1.56x	12.1x	0.7x
PET FOOD AND PRODUCTS										
Central Garden & Pet Company	\$47.45	0.0%	\$51.71	\$35.60	26.7%	(9.8%)	18.6x	0.97x	8.0x	3.4x
Freshpet, Inc.	86.84	1.7%	89.06	45.13	64.6%	(8.8%)	NM	5.96x	NM	42.1x
Sector Average:					45.6%	(9.3%)	18.6x	3.46x	8.0x	22.8x
WINE & BEVERAGE										
The Boston Beer Company, Inc.	\$357.59	1.6%	\$420.50	\$296.27	8.5%	(29.2%)	33.9x	1.97x	17.7x	0.2x
Brown-Forman Corporation	54.60	(2.1%)	71.27	52.59	(16.9%)	(25.1%)	25.9x	6.80x	21.3x	2.3x
The Coca-Cola Company	59.83	(0.9%)	64.99	51.55	(5.9%)	1.0%	21.6x	6.36x	17.7x	2.9x
Constellation Brands, Inc.	253.95	(1.7%)	273.65	210.15	9.6%	1.2%	19.5x	5.94x	17.9x	3.1x
Crimson Wine Group, Ltd.	5.89	(3.0%)	6.96	5.38	5.0%	(28.6%)	NA	1.55x	22.6x	3.6x
* Diageo plc	27.16	(3.2%)	37.80	26.99	(25.6%)	(32.7%)	17.5x	4.54x	12.7x	3.0x
Monster Beverage Corporation	57.18	(3.2%)	60.47	47.13	12.6%	19.1%	32.4x	8.17x	28.1x	0.0x
National Beverage Corp.	47.00	(6.4%)	55.12	42.09	1.0%	3.7%	24.4x	3.55x	17.1x	0.2x
PepsiCo, Inc.	165.78	(0.9%)	196.88	155.83	(8.2%)	(4.6%)	20.7x	2.90x	15.3x	2.6x
Starbucks Corporation	93.86	2.0%	115.48	89.21	(5.4%)	(19.8%)	22.8x	3.54x	12.6x	2.5x
Willamette Valley Vineyards, Inc.	5.11	(4.7%)	6.59	5.00	(14.4%)	(41.0%)	NA	2.15x	24.4x	5.6x
Sector Average:					(3.6%)	(14.2%)	24.3x	4.32x	18.9x	2.4x

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			High	Low	2022	2021		Revenue	EBITDA	
DAIRY										
* Danone S.A.	\$61.60	1.2%	\$62.08	\$49.20	25.1%	12.8%	17.6x	1.78x	11.1x	3.7x
Lifeway Foods, Inc.	14.16	0.5%	17.33	5.26	155.1%	207.8%	17.0x	1.31x	12.3x	0.4x
* Saputo Inc.	28.29	4.7%	37.50	25.75	(15.6%)	(0.7%)	NA	0.90x	10.2x	2.6x
Sector Average:					54.9%	73.3%	17.3x	1.33x	11.2x	2.2x
WHOLESALE, FOOD SERVICE, & DISTRIBUTION										
The Chefs' Warehouse, Inc.	\$30.37	2.7%	\$39.50	\$17.29	(8.7%)	(8.8%)	24.2x	0.63x	10.5x	4.5x
Performance Food Group Company	70.90	0.8%	71.37	52.32	21.4%	54.5%	15.7x	0.30x	10.6x	3.4x
SpartanNash Company	22.25	(2.2%)	32.36	20.51	(26.4%)	(13.6%)	9.5x	0.16x	6.1x	3.2x
Sysco Corporation	75.21	(0.7%)	82.38	62.24	(1.6%)	(4.3%)	17.0x	0.64x	12.9x	3.1x
United Natural Foods, Inc.	14.65	(1.3%)	43.95	12.88	(62.2%)	(70.2%)	48.8x	0.15x	6.0x	4.9x
US Foods Holding Corp.	46.00	(0.1%)	47.10	33.96	35.2%	32.1%	14.9x	0.45x	11.0x	3.4x
Sector Average:					(7.1%)	(1.7%)	21.7x	0.39x	9.5x	3.7x
MASS MERCHANDISE, CLUB STORES, & DOLLAR STORES										
BJ's Wholesale Club	\$65.69	0.1%	\$78.88	\$60.33	(0.7%)	(1.9%)	16.4x	0.61x	8.7x	2.3x
Costco Wholesale Corporation	694.97	1.7%	696.13	465.33	52.2%	22.4%	43.8x	1.22x	26.4x	0.8x
Dollar General Corporation	132.22	(1.8%)	239.71	101.09	(46.3%)	(43.9%)	18.5x	1.20x	8.3x	3.2x
Dollar Tree, Inc.	130.48	(3.9%)	161.10	102.77	(7.7%)	(7.1%)	18.9x	1.30x	8.3x	2.3x
Grocery Outlet Holding Corp.	25.90	(4.0%)	36.54	25.56	(11.3%)	(8.4%)	24.4x	0.97x	11.0x	4.0x
Walmart Inc.	162.38	0.7%	169.94	136.09	14.5%	12.2%	23.8x	0.79x	12.3x	1.8x
Sector Average:					0.1%	(4.5%)	24.3x	1.01x	12.5x	2.4x
TRADITIONAL & SPECIALTY RETAIL										
Albertsons	\$22.00	(3.1%)	\$23.88	\$19.14	6.1%	(27.1%)	8.4x	0.34x	5.4x	2.9x
* Ahold Delhaize	25.47	(3.9%)	32.51	25.40	(5.1%)	(15.5%)	10.1x	0.45x	6.0x	3.0x
Amazon.com, Inc.	155.34	0.5%	157.17	88.12	84.9%	(6.8%)	46.3x	3.08x	19.8x	1.9x
Ingles Markets, Incorporated	83.95	(1.6%)	97.80	73.38	(13.0%)	(2.8%)	NA	0.32x	4.5x	1.4x
The Kroger Co.	45.94	(0.2%)	50.36	42.10	3.1%	1.5%	10.3x	0.35x	5.9x	2.3x
Natural Grocers by Vitamin Cottage, Inc.	15.26	(2.2%)	17.49	8.56	67.0%	7.1%	NA	0.61x	5.6x	3.0x
Sprouts Farmers Market, Inc.	51.62	3.0%	51.74	30.20	59.5%	73.9%	18.4x	0.99x	8.4x	2.1x
* Tesco PLC	2.96	(0.3%)	3.07	2.18	32.0%	2.1%	12.0x	0.47x	7.4x	3.6x
Village Super Market, Inc.	25.71	1.9%	26.99	20.25	10.4%	9.9%	NA	0.29x	4.0x	2.5x
Weis Markets, Inc.	60.12	(3.0%)	88.55	58.75	(26.9%)	(8.7%)	NA	0.32x	4.9x	0.6x
Sector Average:					21.8%	3.4%	17.6x	0.72x	7.2x	2.3x
TRADITIONAL RESTAURANTS										
Brinker International, Inc.	\$38.89	1.8%	\$44.97	\$28.23	21.9%	6.3%	10.6x	0.92x	6.1x	3.4x
The Cheesecake Factory Incorporated	32.70	1.0%	41.28	28.58	3.1%	(16.5%)	11.1x	1.00x	7.6x	4.1x
Cracker Barrel Old Country Store, Inc.	73.51	2.0%	121.17	62.69	(22.4%)	(42.9%)	14.6x	0.83x	8.2x	3.6x
Darden Restaurants, Inc.	159.24	1.3%	173.06	133.36	15.1%	5.7%	17.3x	2.35x	12.2x	3.3x
Dine Brands Global, Inc.	44.94	1.2%	82.43	42.00	(30.4%)	(40.7%)	7.3x	2.62x	10.3x	7.5x
Jack in the Box Inc.	77.99	4.1%	99.56	60.43	14.3%	(10.8%)	12.2x	2.69x	7.9x	5.5x
McDonald's Corporation	300.53	2.4%	301.08	245.73	14.0%	12.1%	24.5x	10.57x	17.4x	3.3x
Papa John's International, Inc.	74.97	4.3%	97.78	60.66	(8.9%)	(43.8%)	27.2x	1.64x	13.8x	4.0x
Texas Roadhouse, Inc.	118.78	1.7%	124.02	91.06	30.6%	33.0%	23.7x	1.93x	15.2x	1.3x
The Wendy's Company	19.19	(1.4%)	23.90	18.19	(15.2%)	(19.5%)	17.8x	3.47x	13.8x	7.8x
Yum! Brands, Inc.	132.30	2.5%	143.25	115.53	3.3%	(4.7%)	23.8x	6.90x	18.9x	4.8x
Sector Average:					2.3%	(11.1%)	17.3x	3.17x	12.0x	4.4x
HIGH-GROWTH RESTAURANTS										
Chipotle Mexican Grill, Inc.	\$2,334.60	2.8%	\$2,348.42	\$1,470.05	68.3%	33.5%	46.3x	6.99x	28.2x	1.7x
El Pollo Loco Holdings, Inc.	9.02	5.7%	13.00	8.11	(9.4%)	(36.4%)	13.0x	1.17x	7.2x	3.5x
Noodles & Company	2.59	4.4%	6.55	1.96	(52.8%)	(71.4%)	NM	0.78x	5.8x	4.2x
Potbelly Corporation	12.92	2.3%	13.33	7.08	131.9%	131.5%	59.6x	1.12x	6.9x	2.5x
Shake Shack Inc.	67.47	2.4%	80.58	52.01	62.5%	(6.5%)	156.7x	3.05x	14.7x	3.5x
Wingstop Inc.	275.75	5.5%	277.08	134.53	100.4%	59.6%	102.1x	20.01x	65.5x	5.4x
Sector Average:					50.1%	18.4%	75.5x	5.52x	21.4x	3.5x
CANNABIS & CBD										
Canopy Growth Corporation	\$5.87	(3.0%)	\$42.80	\$4.41	(81.3%)	(94.7%)	NM	2.77x	NM	NM
Cronos Group Inc.	2.67	(0.7%)	3.57	2.15	(22.4%)	(46.4%)	NM	NM	NM	NM
Jones Soda Co.	0.14	(2.8%)	0.34	0.12	(46.8%)	(80.7%)	NA	0.54x	NM	NA
The Scotts Miracle-Gro Company	58.86	(0.2%)	88.61	43.67	21.1%	(63.4%)	21.6x	1.74x	14.8x	5.6x
Tilray Brands, Inc.	2.00	7.0%	3.59	1.50	(25.7%)	(71.6%)	NM	2.54x	NM	NM
Village Farms International, Inc.	0.84	1.2%	1.71	0.55	(37.3%)	(86.9%)	NM	0.50x	NM	NM
Sector Average:					(32.1%)	(73.9%)	21.6x	1.62x	14.8x	5.6x

Notes:

* Denotes local currency.

Source: Capital IQ.

Summary multiples adjusted for extraordinary and non-recurring items; outliers excluded from mean calculation.

Major Indices (1-year & 12-year History)

S&P 500



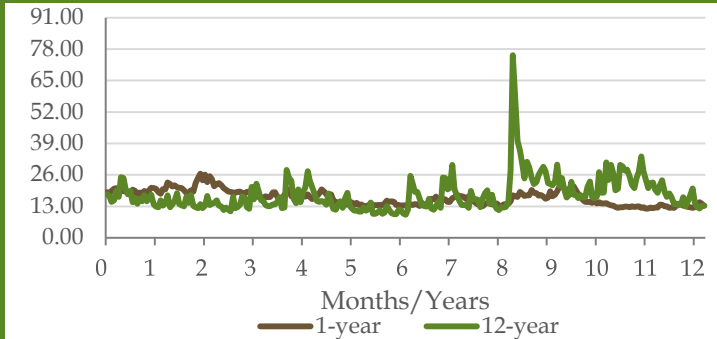
Dow Jones Industrial Average



10-year Treasury



CBOE Market Volatility Index - VIX



Lakeshore Sector Indices vs. S&P 500 (1-year Only)



Food For Thought...

Partner Column
Written by Mary Burke

There is a lot of chatter that the economy is terrible—in worse shape than it was four years ago. Our economy is resilient especially when the consumer is leading the growth. This is again what we are seeing and is how we got out of other tough patches. So let's look at some facts. Below is a chart comparing economic growth, inflation, unemployment rate for 2020, 2023 and what was forecasted for 2023.

	2020	2023	2023P
Economic Growth	(2.3%)	2.6%	0.5%
Inflation	1.8%	3%	3%+
Unemployment Rate 12/31	6.7%	3.7%	4.1%

There were many domestic and international events that impacted the above numbers, some we can control and some we cannot. It is never perfect, but the year we just ended is stronger economically than was predicted and growing. Both good things.

The Strait of Hormuz, connecting the Persian Gulf and Arabian Sea is one of the world's most strategically important maritime choke points. About 20% of the volume of the world's total oil consumption passes through the Strait on a daily basis. That equates to an average of 20.5 million barrels per day of crude oil, condensate and oil products. Over 80% of that is now being rerouted because the Houthis, being supported by Iran, are trying to obstruct international shipping as a show of support for the Palestinians. This will have major implications for all products the longer it continues.

The delay in the Kroger and Albertsons merger is not a good sign for the deal. Time is usually the enemy of a deal as the longer it drags out the more things can go wrong. With the recent court ruling that Spirit Airlines and Jet Blue cannot merge, more eyes are looking at the grocery industry. Yes, the ruling is being appealed...but that takes time.

Egg prices are volatile, as we all know. They have started to move upwards again, as there is another outbreak of bird-flu which is decreasing the flocks.

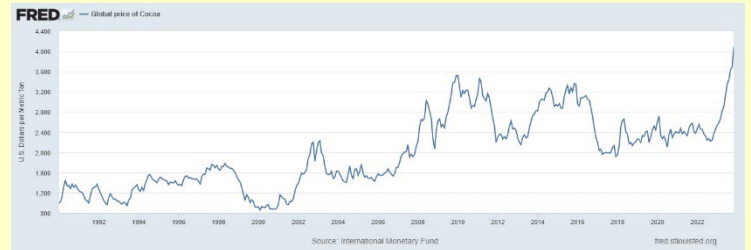
Average Price: Eggs, Grade A



While the price is going up, they are down 23.8% from the price in December 2022. Keep an eye on this, as food companies need any reason to justify the price increases they took over the past eighteen months. We will soon be hearing about their ingredient price increases.

Cocoa is similar in its price increase, as we have written about before. It too continues to increase given a poor harvest for two of the largest producers.

Global Price of Cocoa



Have a Good Week!

Food For Thought...

Legislation Proposes Wage Freeze for H-2A Visa Holders. A recently introduced bill by a U.S. Representative from Michigan proposes a freeze on the wage rate for H-2A temporary agricultural visa holders until the conclusion of 2025. The Adverse Effect Wage Rate (AEWR), which dictates the mandatory wage for H-2A workers in farming, has seen a more than twofold increase since 2005. This surge in costs for labor poses a threat to the profitability and competitiveness of U.S. farms.

The legislative initiative follows a bipartisan letter that called on appropriations leaders to incorporate a wage freeze into upcoming funding legislation. The letter highlights a significant wage disparity, noting that Canadian employers pay around \$11 per hour for farmworkers, while the rate is approximately \$1.50 per hour in Mexico.

The letter argues that this imbalance places domestic producers at a substantial disadvantage. It emphasizes that the escalating AEWR will further compound the challenges faced by farmers and ranchers who utilize H-2A, including inflated input costs such as energy and fertilizer, additional expenses related to guest workers like transportation and housing, and the impending impact of various federal regulations and fees.

U.S. Retail Sales Remain Strong. In a recent report by the Commerce Department, U.S. retail sales exceeded expectations in December. The upbeat findings have prompted economists to revise their growth estimates for the fourth quarter, challenging earlier predictions of a Federal Reserve interest rate cut in March.

Grocery store sales edged slightly higher month-over-month, showing a 0.2% increase while advancing 2.5% year-over-year. Sales at foodservice and drinking establishments, the singular services component in the report, were unchanged month-over-month. This could raise concerns, as economists often consider dining out a key indicator of household financial well-being. The unchanged reading follows a 1.7% surge in November. December's persistent wet weather might have contributed to a decline in foot traffic to restaurants and bars. On a year-over-year basis, foodservice sales witnessed strong growth of 11.3%.

Online retailers experienced a significant boost, with sales advancing by 1.5% month-over-month. The continued shift towards online shopping, a trend accelerated by the COVID-19 pandemic, has reshaped consumer behavior.

Overall, the continued sales growth reflects the U.S. economy's underlying resilience.

USDA Estimates Increased Meat and Poultry Production. The recent "World Agricultural Supply and Demand Estimates" (WASDE) revised red meat and poultry production higher for 2023 and 2024 compared to the December report. For beef, the 2024 forecast rises with expectations of increased first-half cattle slaughter and dressed weights. First-half pork production was raised reflecting pig crop data for the second half of 2023. Poultry and egg production numbers for 2024 were more mixed as the U.S. continues to face challenges from highly pathogenic avian influenza (HPAI). The forecast for broiler production in the first half was increased, driven by recent hatchery data. However, lower turkey production forecasts for the same period resulted from a combination of hatchery data and anticipated pressure from decreased prices. Additionally, the USDA lowered the 2024 egg production outlook, citing reductions in the layer flock due to HPAI-related culling.

Grain Shipping Challenges. Weather-related issues, such as abnormally low water levels on the Panama Canal and Mississippi River due to drought, are impacting crucial grain shipping routes. However, not all challenges are nature-driven. Ongoing hostilities in Eastern Europe and the Middle East have disrupted sea trade, particularly affecting major grain producer Ukraine. The war-torn country struggles to ship grain from its Black Sea ports, resulting in export volumes remaining below pre-invasion levels.

Recent attacks on commercial ships in the Red Sea by Yemen-based Houthi rebels have further complicated global shipping dynamics. Major shipping firms, including Maersk, Hapag-Lloyd, and the Mediterranean Shipping Co., have suspended shipping through the Suez Canal, opting for longer routes via the Cape of Good Hope, increasing both time and costs.

This convergence of challenges creates a perfect storm for the grain industry, already operating on thin profit margins. Political and regulatory issues compound the situation, as demonstrated by the U.S. government's proposed \$1 billion plan to study potential changes to the Columbia and Snake River dam system. This plan could impact the world's third-largest export corridor for grains and oilseeds if enacted.

Grain traders, forced to explore more expensive export routes, are left with little choice but to transfer the additional costs to consumers. The IGC Grains and Oilseeds Freight Index witnessed a 19% year-on-year increase in December, with sub-indices for various regions reporting substantial gains. Factors contributing to this surge include bulk carrier demand outstripping supply and drought and military conflicts disrupting seaborne grain trade.

Heard on the Street...

Mars, Inc. Set to Increase Nature's Bakery Production with \$237 Million Investment. Mars, Inc. unveiled plans for a \$237 million investment in a cutting-edge 339,000-square-foot facility in Salt Lake City, signaling a significant chapter for its wholly owned Nature's Bakery brand. Known for crafting plant-based, dairy-free, nut-free, and non-GMO snack bars, Nature's Bakery has climbed the ranks to become the eighth best-selling and fastest-growing brand in the \$4 billion granola and snack bar category. The facility, slated to commence operation by July 2025, is a testament to Mars, Inc.'s commitment to innovation, quality, and addressing the escalating demand for wholesome, on-the-go snacks. Nature's Bakery products are sold nationally at Target, Walmart, Costco, and other retailers across over 100,000 stores.

Steve Gardiner, Chief Executive Officer of Nature's Bakery, commented on the announcement, stating, "This investment marks a significant milestone in our brand's ability to drive greater capacity to meet growing consumer and retailer demand," he said. "As a self-manufacturer, this facility joins our existing bakeries to reflect our commitment to innovation and quality and underscores our confidence in the thriving business environment of Utah. We look forward to contributing to the local economy, cultivating community, and creating job opportunities as we further our brand purpose of nourishing families and enabling them to thrive."

Bimbo Bakeries USA Announces Closure of Albuquerque Facility. Bimbo Bakeries USA (BBU), a division of Grupo Bimbo SAB de CV, announced plans to shutter its Albuquerque plant by mid-April, impacting 149 employees. The Albuquerque facility specializes in baking bread and buns. This decision results from volume loss and the aging infrastructure, rendering the bakery inconducive to the company's growth plans.

BBU, operating over 50 baking plants in the U.S., plans to shift production from the Albuquerque plant to other facilities within its extensive manufacturing network. This strategy underlines BBU's commitment to adapting its operations for sustained growth and efficiency. The news comes on the heels of the company's recent closure of a manufacturing facility in Spain and the acquisitions of two U.S. companies, Mile Hi Bakery and National Choice Bakery, in 2023.

Calavo Growers Explores Sale of Fresh Cut Business to F&S Fresh Foods. Calavo Growers, Inc. has announced it is exploring a potential sale of its Fresh Cut business to F&S Fresh Foods. Lee Cole, President, and Chief Executive Officer of Calavo, highlighted the signing of a non-binding letter of intent.

The contemplated transaction value is estimated at approximately \$100 million. Calavo's decision to divest its Fresh Cut business signifies a strategic realignment, focusing on core business segments. The potential sale is expected to bring a substantial reduction in Calavo's post-transaction operating expenses, signaling operational streamlining to enhance efficiency. The transaction's closing is anticipated in the second fiscal quarter of 2024. Calavo envisions using the proceeds for debt reduction, core business growth, and returning cash to shareholders.

Swander Pace Capital Announces Sale of Patriot Pickle. Swander Pace Capital (SPC), a private equity firm specializing in consumer product companies, has announced the sale of Patriot Pickle, a leading manufacturer and distributor of high-quality refrigerated pickles across the U.S. The buyer is an affiliate of H.I.G. Capital (H.I.G.). Since SPC acquired Patriot Pickle in April 2021, the company has witnessed substantial sales and operational infrastructure investments. This period also saw Patriot Pickle completing two transformative acquisitions, further bolstering its position in the pickled and fermented foods platform, and paving the way for continued growth. Patriot Pickle, located in Wayne, New Jersey, and Garland, Texas, has been a key player in the pickled and fermented foods industry for almost two decades. The company manufactures and ships fresh, high-quality pickles nationwide to restaurants, delis, supermarkets, and distributors.

Atalanta Corporation Expands Reach with Acquisition of J.A. Kirsch. Atalanta Corporation, North America's largest privately held food importer, recently finalized the acquisition of J.A. Kirsch, a leader in specialty food imports. Terms of the transaction were not disclosed.

Founded in 1905 and based in Teaneck, New Jersey, J.A. Kirsch is an importer and wholesale distributor of canned seafood, fruits, vegetables, and other shelf-stable food products. J.A. Kirsch's product portfolio aligns with Atalanta's commitment to offering a diverse and premium portfolio of imported specialty food brands.

With a strategic presence along the East Coast, especially in the Northeast, J.A. Kirsch is poised to strengthen Atalanta's standing in the retail, grocery, and food service sectors. The transaction marks Atalanta's third acquisition in eight months. "[J.A. Kirsch's] well-established market share and long-standing supplier and customer relationships significantly bolsters Atalanta's standing as a leader in the food industry," said Tom Gellert, President of Atalanta, elaborating on the strategic importance of this acquisition.

Recent U.S. Food & Agribusiness M&A Activity

(\$ in millions)

Date	Target	Acquirer	Enterprise Value (\$mm)	EV/Revenue	EV/EBITDA	Target Description
01/17/2024	J.A. Kirsch Corporation	Atalanta Corporation, Inc.	-	-	-	J.A. Kirsch Corporation engages in importing and distributing seafood, fruits, and vegetables.
01/16/2024	Patriot Pickle, Inc.	H.I.G. Capital, LLC	-	-	-	Patriot Pickle, Inc. engages in manufacturing and distribution of pickles to restaurants, delis and markets across the United States.
01/16/2024	Surge Distribution Company, LLC	Loud Beverage Group Inc. (OTCPK:LBEV)	-	-	-	Surge Distribution Company, LLC distributes a wide array of food products including soft drinks, baked goods, and beefy jerky amongst others.
01/16/2024	Green Grass Foods Inc.	MPearlRock LP	-	-	-	Green Grass Foods Inc., doing business as nutpods, produces dairy-free coffee creamers. It offers creamers from almonds, coconuts, and other products. The company sells its products through retailers and online.
01/16/2024	Fort Kent and Madawaska stores of Paradis Shop n Save	Hannaford Bros. Co., LLC	-	-	-	The Fort Kent and Madawaska stores are grocery stores in Maine previously operated by Paradis Shop n Save.
01/16/2024	Fresh Cut Business of Calavo Growers, Inc.	F&S Fresh Foods	100.0	-	-	The Fresh Cut Business of Calavo Growers, Inc., formerly Renaissance Food Group, produces, markets and distributes a portfolio of healthy, high-quality lifestyle products via retail and foodservice channels.
01/13/2024	Tessemæ's LLC	PANOS brands, LLC	4.5	-	-	Tessemæ's LLC is a food company known for crafting natural and clean food products, including dressings, marinades, and condiments.
01/09/2024	Mancozeb Business of Corteva Agriscience	UPL Limited (BSE:512070)	-	-	-	Mancozeb offers fungicide and protective crop treatment, known for its effectiveness in controlling fungal diseases on various crops and promoting agricultural yield and quality.
01/09/2024	Sims Foods Inc.	Fenwick Food Group	-	-	-	Sims Foods Inc. produces and sells pickles under the brand name Wickle's Pickles. The company was incorporated in 1998 and is based in Dadeville, Alabama.
01/05/2024	Octopi Brewing, LLC	Asahi Beer U.S.A., Inc.	-	-	-	Octopi Brewing, LLC operates a contract beverage facility that produces alcoholic and non-alcoholic beverages for brands. The company offers adaptogens, beer, coffee, seltzers, sodas, and other beverages.
01/05/2024	Charlie's Lakeside Country Store	Consumers Cooperative Oil Co Inc	-	-	-	Charlie's Lakeside Country Store is a convenience store located in Merrimac, Wisconsin.
01/04/2024	Weaver Popcorn Manufacturing, Inc.	AUA Private Equity Partners, LLC	-	-	-	Weaver Popcorn Manufacturing, Inc. engages in production and co-packing of popping corn, microwave popcorn, and ready-to-eat popcorn.
01/03/2024	Humm Kombucha, LLC	System Foods Inc.	-	-	-	Humm Kombucha, LLC produces and brews many flavors of the fermented tea drink, kombucha.
01/03/2024	The turf division of Precision Laboratories Incorporated	Aquatrols Corporation of America Inc.	-	-	-	The turf division of Precision Laboratories Incorporated offers soil surfactants designed to reduce crop and turf physiological stresses found in inherently droughty soils.
01/03/2024	Salm Partners, LLC	Johnsonville, LLC	-	-	-	Salm Partners, LLC manufactures smoked sausage and hot dog products. The company was founded in 2004 and is based in Denmark, Wisconsin.
01/03/2024	Meat processing plant of Alexander & Hornung, Inc.	E. W. Grobbel Sons, Inc.	-	-	-	The meat processing plant of Alexander & Hornung, Inc. is a 90,000 square foot facility located in Saint Clair Shores, Michigan.
01/02/2024	Riley's Pets	Pet MD Brands, Inc.	7.5	2.34	-	Riley's Pets produces dog food products. The company was founded in 2012 and is based in Saint Louis, Missouri.
01/02/2024	Graffiti Foods, Ltd.	New Horizons Baking Company, Inc.	-	-	-	Graffiti Foods, Ltd. produces customized liquid blend solutions for intermediate and regional chain restaurants. It offers soups, sauces, sides, gravies, appetizers, dips, fruit toppings, and other ingredients.
01/01/2024	Horizon Organic and Wallaby Yogurt Company, Inc. of Danone	Platinum Equity, LLC	-	-	-	Horizon Organic is a nationwide dairy brand that produces a variety of organic milk and dairy products. Wallaby Yogurt Company, Inc. offers Greek-style yogurt made with organic milk and premium ingredients.
12/26/2023	Yai's Thai, LLC	DDC Enterprise Limited (NYSEAM:DDC)	-	-	-	Yai's Thai, LLC produces and retails Thai flavor sauces in Colorado. Yai's Thai, LLC was founded in 2016 and is based in Denver, Colorado.
12/20/2023	A&B Tropical Produce, LLC	GrubMarket, Inc.	-	-	-	A&B Tropical Produce, LLC produces and sells tropical fruits and vegetables. The company was incorporated in 2010 and is based in Miami, Florida.
12/18/2023	Iowa Fertilizer Company, LLC	Koch Fertilizer, LLC	3,600.0	-	-	Iowa Fertilizer Company, LLC manufactures nitrogen fertilizers. The company was incorporated in 2011 and is based in Wever, Iowa.
12/18/2023	Revela Foods, LLC	Archer-Daniels-Midland Company (NYSE:ADM)	-	-	-	Revela Foods, LLC manufactures and produces packaged food and products. The company's product line, includes dairy flavorings, cheese sauces, seasonings, and functional cheese.
12/18/2023	Applewood Orchards, Inc.	FirstFruits Farms LLC	-	-	-	Applewood Orchards, LLC grows and distributes apples. The company was founded in 1935 and is based in Deerfield, Michigan.
12/15/2023	La Colombe Torrefaction, INC.	Chobani Inc.	900.0	-	-	La Colombe Torrefaction, Inc. is a renowned coffee roaster and retailer recognized for its high-quality coffee beans and beverages.

Source: Capital IQ.

Commodities Overview (1-year & 12-year History)

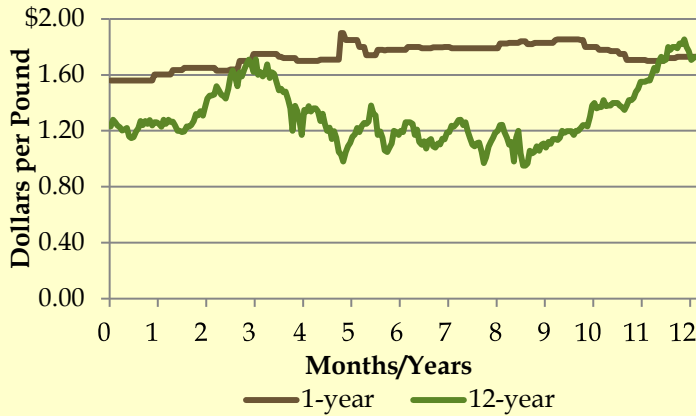
Soybeans



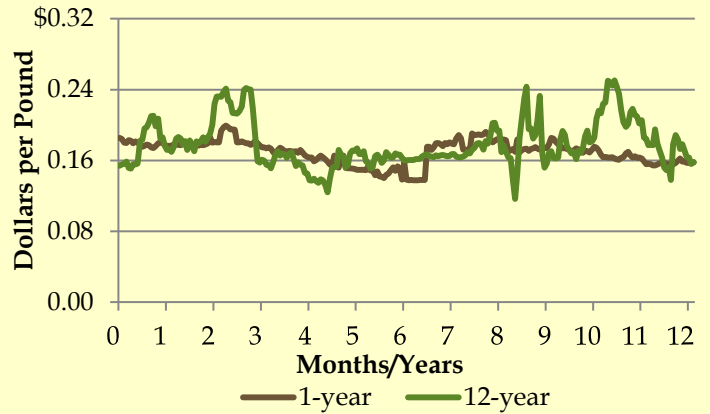
Sugar



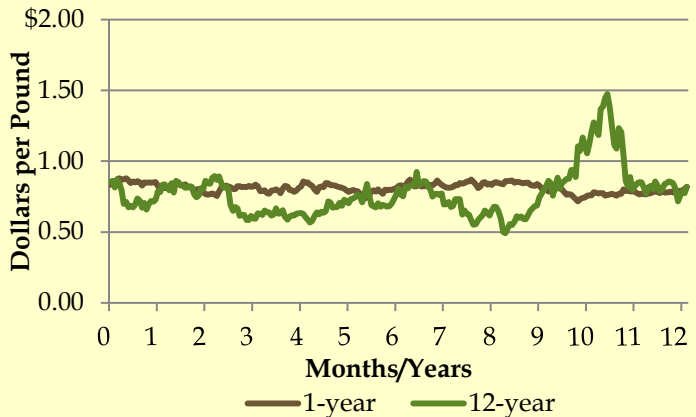
Cattle



Milk



Cotton



Oil



Commodity prices are based off the closing price of their respective nearby futures contract.

Sources: Thompson Financial Data Securities, Capital IQ, Reuters, Edgar Online, Wall Street Journal, Barron's, New York Times, Bloomberg, Chicago Tribune, Denver Post, MarketWatch, USDA, The Economist, BusinessWeek, Food Institute, Food Business News, Supermarket News, LPC, Company Press Releases. The information contained in this publication is compiled using publicly available news/media sources and industry-specific sources that Lakeshore Food Advisors, LLC ("LFA") believes to be reliable, but the accuracy and completeness of which LFA cannot guarantee.

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