



LAKE SHORE

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



Weekly Update

Monday, March 11th, 2024

Stock Markets Finish Down Following Mixed February Jobs Report.

While non-farm payrolls increased by 275,000 jobs, the unemployment rate rose to 3.9%, January's strong report was revised sharply lower, and wage growth slowed. The mixed report spurred analysts' hopes of a soft landing and impending rate cuts that could boost markets even higher. While the news may seem bearish on the surface, Comerica Bank's chief Economist Bill Adams said the report was "what the Fed wants to see right now."

The **Dow Jones Industrial Average** fell 0.9%, finishing at 38,723.

The **S&P 500** decreased 0.3% on the week, finishing at 5,124.

The **NASDAQ Composite** decreased 1.2% this week, finishing at 16,085.

Yield on the **10-year Treasury** dropped ten basis points during the week, ending at 4.09%.

Crude oil decreased 1.3% on the week, ending at \$78.93 per barrel.

Corn rose 3.1% on the week, ending at \$4.38 per bushel.

NASDAQ Highs: Balchem Corporation, The Chefs' Warehouse, Inc., Costco Wholesale Corporation, Potbelly Corporation, Sprouts Farmers Market, Inc., Vital Farms, Inc., Wingstop Inc. **Lows:** Art's-Way Manufacturing Co., Inc., S&W Seed Company, Willamette Valley Vineyards, Inc.

NYSE Highs: Brinker International, Inc., Chipotle Mexican Grill, Inc., Darden Restaurants, Inc., Ingredion Incorporated, The Kroger Co., Performance Food Group Company, Shake Shack Inc., US Foods Holding Corp., Walmart Inc. **Lows:** The Boston Beer Company, Inc., Seaboard Corporation, TreeHouse Foods, Inc., United Natural Foods, Inc.

Featured Stocks of the Week:

The Kroger Co. (NYSE: KR) 10-Year History



TreeHouse Foods, Inc. (NYSE: THS) 10-Year History



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The Lakeshore Food Chain

Company Name	Price 3/8/24	Price Compared to 3/1/24	52-Week Range		Price as Compared to YE:		Forward P/E	Enterprise Value to LTM:		Total Debt to LTM
			High	Low	2023	2022		Revenue	EBITDA	
Dow Jones Industrial Average	38,723	(0.9%)	39,132	31,819	2.7%	16.8%	NA			
S&P 500	5,124	(0.3%)	5,157	3,856	7.4%	33.4%	21.2			
NASDAQ Composite Index	16,085	(1.2%)	16,275	11,139	7.2%	53.7%	NA			
Russell 3000 Index	2,939	(0.2%)	2,957	2,225	6.9%	32.5%	NA			
Sector Average:					6.1%	34.1%				
AGRICULTURAL LAND HOLDINGS										
Farmland Partners Inc.	\$11.02	(4.1%)	\$13.27	\$9.44	(11.7%)	(11.6%)	NM	17.30x	31.5x	11.4x
Gladstone Land Corporation	13.30	1.3%	17.48	12.73	(8.0%)	(27.5%)	NM	12.01x	15.2	8.9
Limoneira Company	18.59	3.5%	21.62	13.88	(9.9%)	52.3%	126.7	2.25x	NM	NM
Sector Average:					(9.8%)	4.4%	126.7	10.52x	23.4	10.2
INPUTS										
American Vanguard Corporation	\$10.83	0.1%	\$22.58	\$8.41	(1.3%)	(50.1%)	16.4x	0.96x	11.8x	5.3x
* BASF SE	48.81	1.7%	50.92	40.25	0.1%	5.2%	13.5x	0.91x	9.3x	3.2x
* Bayer Aktiengesellschaft	26.28	(7.3%)	61.91	24.96	(21.9%)	(45.6%)	4.9x	1.27x	5.2x	3.8x
CF Industries Holdings, Inc.	84.34	2.2%	87.90	60.08	6.1%	(1.0%)	13.3x	2.98x	6.0x	1.0x
Corteva, Inc.	54.68	1.9%	63.37	43.22	14.1%	(7.0%)	19.2x	2.26x	11.3x	0.9x
FMC Corporation	62.69	9.4%	125.20	49.49	(0.6%)	(49.8%)	16.3x	2.60x	12.8x	4.5x
Intrepid Potash, Inc.	20.21	(4.1%)	30.34	17.23	(15.4%)	(30.0%)	NM	1.02x	4.3x	0.1x
The Mosaic Company	31.59	(0.1%)	52.11	29.25	(11.6%)	(28.0%)	10.5x	1.02x	5.3x	1.5x
* Nutrien Ltd.	71.37	0.7%	109.10	64.89	(4.4%)	(27.8%)	13.2x	1.37x	6.6x	2.2x
S&W Seed Company	0.45	(13.0%)	1.84	0.41	(35.2%)	(69.6%)	NM	1.18x	NM	NM
Zoetis Inc.	182.16	(4.5%)	201.92	151.03	(7.7%)	24.3%	31.5x	10.32x	24.7x	1.9x
Sector Average:					(7.1%)	(25.4%)	15.4x	1.55x	9.7x	2.4x
AGRICULTURAL EQUIPMENT										
* Ag Growth International Inc.	\$62.09	6.3%	\$64.51	\$47.07	22.9%	43.2%	10.5x	1.31x	9.2x	4.2x
AGCO Corporation	112.71	2.0%	140.46	105.77	(7.2%)	(18.7%)	8.7x	0.65x	4.4x	0.8x
Art's-Way Manufacturing Co., Inc.	1.90	(4.0%)	3.11	1.89	(8.2%)	(1.6%)	NA	0.59x	7.6x	3.5x
* Buhler Industries Inc.	2.16	(0.5%)	2.79	1.97	(11.5%)	11.9%	NA	0.47x	46.1x	35.7x
CNH Industrial N.V.	11.85	(1.7%)	16.09	9.77	(2.7%)	(26.2%)	7.7x	1.60x	10.7x	8.1x
Deere & Company	374.10	1.7%	450.00	345.55	(6.4%)	(12.7%)	13.9x	2.71x	9.9x	3.9x
Lindsay Corporation	114.97	(4.6%)	152.23	106.46	(11.0%)	(29.4%)	19.3x	1.86x	10.1x	1.1x
Titan Machinery Inc.	25.17	(2.3%)	46.63	21.44	(12.8%)	(36.6%)	5.6x	0.54x	6.8x	4.3x
Sector Average:					(4.6%)	(8.8%)	10.9x	1.22x	8.4x	3.7x
AGRIBUSINESS										
The Andersons, Inc.	\$54.86	(1.1%)	\$58.84	\$35.69	(4.7%)	56.8%	18.5x	0.14x	5.2x	1.7x
Archer-Daniels-Midland Company	54.81	1.1%	87.30	50.72	(24.1%)	(41.0%)	9.4x	0.39x	6.0x	1.7x
Bunge Global SA	92.20	(1.0%)	116.59	86.10	(8.7%)	(7.6%)	9.8x	0.28x	3.1x	1.1x
Ingredion Incorporated	117.47	0.3%	118.34	89.54	8.2%	20.0%	12.2x	1.19x	7.7x	1.9x
MGP Ingredients, Inc.	82.61	(4.0%)	124.96	75.78	(16.1%)	(22.3%)	13.4x	2.52x	10.3x	1.5x
* Olam Group Limited	1.05	7.1%	1.68	0.80	1.0%	(28.1%)	NA	0.35x	7.5x	7.2x
Sector Average:					(7.4%)	(3.7%)	12.7x	0.81x	6.6x	2.5x
DIVERSIFIED FOODS										
B&G Foods, Inc.	\$11.19	(6.0%)	\$16.68	\$7.20	6.6%	0.4%	13.0x	1.43x	8.9x	6.4x
Campbell Soup Company	42.25	(1.4%)	56.04	37.94	(2.3%)	(25.6%)	13.4x	1.86x	8.2x	2.3x
Conagra Brands, Inc.	28.13	1.3%	38.94	25.16	(1.8%)	(27.3%)	10.7x	1.85x	9.1x	4.0x
General Mills, Inc.	65.26	2.1%	90.89	60.33	0.2%	(22.2%)	14.4x	2.44x	11.4x	3.0x
The Hain Celestial Group, Inc.	9.37	(0.4%)	18.33	9.01	(14.4%)	(42.1%)	23.4x	0.95x	11.2x	5.9x
The J. M. Smucker Company	119.56	(2.4%)	159.92	107.33	(5.4%)	(24.5%)	12.0x	2.61x	11.2x	4.6x
Kellanova	54.21	(1.1%)	72.30	47.63	(3.0%)	(23.9%)	15.1x	1.90x	12.7x	3.3x
The Kraft Heinz Company	34.84	(0.8%)	41.47	30.68	(5.8%)	(14.4%)	11.5x	2.31x	8.6x	2.9x
Lancaster Colony Corporation	205.36	(0.4%)	220.65	158.88	23.4%	4.1%	30.7x	2.96x	21.4x	0.1x
Mondelez International, Inc.	71.85	(0.7%)	78.59	60.75	(0.8%)	7.8%	20.4x	3.20x	13.8x	2.5x
* Nestlé S.A.	93.81	1.4%	116.84	91.01	(3.8%)	(12.4%)	18.6x	3.17x	14.9x	2.9x
* Nomad Foods Limited	19.52	0.1%	20.04	13.56	15.2%	13.2%	10.1x	1.51x	9.3x	4.3x
Post Holdings, Inc.	102.96	(1.3%)	107.00	78.85	16.9%	14.1%	18.5x	1.68x	10.2x	5.2x
The Simply Good Foods Company	33.48	(4.8%)	43.00	31.06	(15.5%)	(12.0%)	17.9x	2.83x	14.6x	1.3x
Sovos Brands, Inc.	22.95	0.8%	22.98	13.23	4.2%	59.7%	24.4x	2.55x	17.0x	3.3x
SunOpta Inc.	9.15	(0.4%)	11.58	3.82	26.6%	(19.6%)	NA	1.90x	15.4x	5.1x
TreeHouse Foods, Inc.	36.62	3.5%	55.30	34.76	(11.7%)	(25.8%)	16.3x	0.95x	8.0x	3.9x
Unilever PLC	45.06	(0.2%)	50.93	42.97	2.7%	(3.9%)	NA	2.30x	11.5x	2.5x
Utz Brands, Inc.	17.84	1.8%	19.21	11.17	9.9%	12.5%	26.4x	2.16x	22.8x	7.3x
WK Kellogg Co	14.47	(1.7%)	21.00	9.66	10.1%	NA	9.6x	0.61x	10.6x	3.2x
Sector Average:					2.2%	(7.5%)	17.4x	2.13x	12.6x	3.7x

Company Name	Price 3/8/24	Price Compared to 3/1/24	52-Week Range		Price as Compared to YE:		Forward P/E	Enterprise Value to LTM:		Total Debt to LTM EBITDA
			High	Low	2023	2022		Revenue	EBITDA	
ETHANOL										
Alto Ingredients, Inc.	\$2.17	(2.3%)	\$4.98	\$1.20	(18.4%)	(24.7%)	NM	0.19x	NM	NM
Green Plains Inc.	20.67	(2.8%)	36.02	19.44	(18.0%)	(32.2%)	28.1x	0.55x	28.8x	10.9x
REX American Resources Corporation	43.90	1.4%	51.19	27.42	(7.2%)	37.8%	18.3x	0.62x	5.8x	0.2x
Sector Average:					(14.6%)	(6.4%)	23.2x	0.45x	17.3x	5.5x
FRUIT & VEGETABLE										
Calavo Growers, Inc.	\$29.30	1.4%	\$38.97	\$21.42	(0.4%)	(0.3%)	23.5x	0.64x	18.5x	2.9x
Dole plc	11.66	(0.3%)	14.01	10.55	(5.1%)	20.8%	9.8x	0.29x	5.2x	3.2x
Fresh Del Monte Produce Inc.	24.76	1.6%	30.95	21.41	(5.7%)	(5.5%)	10.5x	0.41x	5.3x	1.8x
Lamb Weston Holdings, Inc.	101.19	(0.8%)	117.38	81.26	(6.4%)	13.2%	16.1x	2.86x	9.9x	2.5x
Mission Produce, Inc.	11.01	2.6%	13.99	8.19	9.1%	(5.2%)	41.5x	1.06x	13.8x	3.6x
Seneca Foods Corporation	50.92	(1.8%)	59.99	32.50	(2.9%)	(16.5%)	NA	0.69x	8.4x	5.5x
Sector Average:					(1.9%)	1.1%	20.3x	0.99x	10.2x	3.3x
PROTEIN										
Beyond Meat, Inc.	\$8.15	(16.6%)	\$19.25	\$5.58	(8.4%)	(33.8%)	NM	4.53x	NM	NM
Cal-Maine Foods, Inc.	57.84	3.7%	61.91	42.25	0.8%	6.2%	19.2x	0.85x	3.5x	NA
Darling Ingredients Inc.	43.53	(0.3%)	71.60	38.97	(12.7%)	(30.5%)	12.3x	1.70x	7.4x	3.9x
Hormel Foods Corporation	34.11	2.2%	41.73	28.51	6.2%	(25.1%)	21.3x	1.73x	11.1x	1.8x
* JBS S.A.	21.68	(3.7%)	25.33	15.12	(13.0%)	(1.4%)	11.7x	0.40x	8.8x	7.3x
Nathan's Famous, Inc.	69.09	(1.0%)	83.00	61.35	(11.4%)	2.8%	NA	2.42x	9.1x	1.8x
Pilgrim's Pride Corporation	32.39	0.9%	32.63	19.96	17.1%	36.5%	11.4x	0.61x	8.7x	3.0x
Seaboard Corporation	3210.18	(3.2%)	4080.11	3145.03	(10.1%)	(15.0%)	NA	0.41x	7.7x	4.5x
Tyson Foods, Inc.	54.11	1.7%	63.28	44.94	0.7%	(13.1%)	20.7x	0.52x	9.6x	3.4x
Vital Farms, Inc.	20.51	12.3%	21.26	10.00	30.7%	37.5%	27.2x	1.71x	3.3x	0.1x
Sector Average:					(0.0%)	(3.6%)	16.1x	1.15x	7.7x	3.2x
BAKING & INGREDIENTS										
Balchem Corporation	\$156.42	(0.3%)	\$159.52	\$110.74	5.2%	28.1%	36.6x	5.76x	24.6x	1.5x
Flowers Foods, Inc.	22.94	3.2%	29.10	19.64	1.9%	(20.2%)	18.6x	1.21x	10.4x	2.3x
* Gruma, S.A.B. de C.V.	293.49	(3.0%)	337.70	249.47	(5.7%)	12.6%	13.5x	1.20x	7.9x	1.9x
* Grupo Bimbo, S.A.B. de C.V.	71.86	0.3%	103.41	69.39	(16.4%)	(12.7%)	18.1x	1.12x	7.8x	2.4x
J&J Snack Foods Corp.	144.85	1.3%	177.71	138.17	(13.3%)	(3.2%)	27.9x	1.87x	14.9x	0.8x
* Kerry Group plc	81.56	0.4%	100.00	71.08	3.7%	(3.2%)	17.8x	1.97x	13.9x	2.2x
Krispy Kreme, Inc.	12.93	3.7%	16.22	11.52	(14.3%)	25.3%	44.7x	2.15x	12.6x	4.9x
McCormick & Company, Incorporated	68.58	1.1%	94.39	59.13	0.2%	(17.3%)	24.2x	3.44x	17.0x	3.6x
* Tate & Lyle plc	5.91	(2.3%)	8.38	5.87	(10.3%)	(16.9%)	10.6x	1.48x	7.8x	2.1x
Sector Average:					(5.4%)	(0.8%)	23.6x	2.25x	13.0x	2.4x
CANDY, NUTS, & SNACKS										
Bridgford Foods Corporation	\$10.59	1.3%	\$14.51	\$10.03	(3.7%)	(11.2%)	NA	0.35x	6.3x	0.5x
The Hershey Company	194.56	3.5%	276.88	178.82	4.4%	(16.0%)	20.2x	3.98x	14.8x	1.7x
John B. Sanfilippo & Son, Inc.	102.92	2.4%	127.26	89.01	(0.1%)	26.6%	NA	1.24x	10.7x	0.4x
Laird Superfood, Inc.	0.85	3.8%	1.44	0.65	(6.6%)	1.2%	NM	0.03x	NM	NM
Rocky Mountain Chocolate Factory, Inc.	3.97	(3.2%)	5.99	3.72	(13.7%)	(30.4%)	NA	0.90x	NM	NM
Tootsie Roll Industries, Inc.	31.85	0.8%	44.65	28.22	(1.3%)	(20.6%)	NA	2.73x	15.3x	0.1x
Sector Average:					(3.5%)	(8.4%)	20.2x	1.54x	11.8x	0.7x
PET FOOD AND PRODUCTS										
Central Garden & Pet Company	\$41.24	(6.2%)	\$51.71	\$35.60	(17.7%)	10.1%	16.5x	1.02x	8.2x	3.3x
Freshpet, Inc.	108.21	(2.3%)	114.31	45.13	24.7%	105.1%	NM	6.98x	185.8x	13.8x
Sector Average:					3.5%	57.6%	16.5x	4.00x	97.0x	8.6x
WINE & BEVERAGE										
The Boston Beer Company, Inc.	\$298.81	(1.9%)	\$395.52	\$294.70	(13.5%)	(9.3%)	29.7x	1.65x	15.1x	0.2x
Brown-Forman Corporation	54.42	(9.9%)	71.27	52.59	(4.7%)	(17.1%)	27.9x	6.85x	25.7x	2.6x
The Coca-Cola Company	59.52	(0.0%)	64.99	51.55	1.0%	(6.4%)	21.1x	6.32x	17.5x	3.0x
Constellation Brands, Inc.	257.69	3.1%	273.65	210.15	6.6%	11.2%	19.8x	6.01x	18.1x	3.1x
Crimson Wine Group, Ltd.	5.85	0.1%	6.96	5.38	(0.8%)	4.3%	NA	1.53x	22.4x	3.6x
* Diageo plc	28.74	(3.0%)	37.80	26.76	0.6%	(21.3%)	19.1x	4.82x	13.7x	3.2x
Monster Beverage Corporation	59.18	0.7%	60.47	47.13	2.7%	16.6%	32.5x	8.18x	27.8x	0.0x
National Beverage Corp.	49.84	(3.4%)	55.12	43.74	0.2%	7.1%	25.4x	3.75x	17.7x	0.2x
PepsiCo, Inc.	163.05	(0.9%)	196.88	155.83	(4.0%)	(9.7%)	20.0x	2.86x	14.7x	2.7x
Starbucks Corporation	91.06	(2.3%)	115.48	89.21	(5.2%)	(8.2%)	21.5x	3.39x	11.8x	2.4x
Willamette Valley Vineyards, Inc.	5.06	(3.6%)	6.59	4.63	(5.6%)	(15.2%)	NA	2.14x	24.4x	5.6x
Sector Average:					(2.0%)	(4.4%)	24.1x	4.32x	19.0x	2.4x

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			High	Low	2023	2022		Revenue	EBITDA	
DAIRY										
* Danone S.A.	\$58.75	0.1%	\$63.80	\$50.59	0.1%	19.3%	16.6x	1.74x	10.4x	3.6x
Lifeway Foods, Inc.	11.56	(6.2%)	17.33	5.61	(13.8%)	108.3%	13.8x	1.06x	9.9x	0.4x
* Saputo Inc.	26.89	(1.1%)	36.70	25.75	0.2%	(19.8%)	15.1x	0.87x	10.2x	2.7x
Sector Average:					(4.5%)	35.9%	15.2x	1.22x	10.2x	2.2x
WHOLESALE, FOOD SERVICE, & DISTRIBUTION										
The Chefs' Warehouse, Inc.	\$37.33	(2.2%)	\$39.00	\$17.29	26.8%	12.2%	28.8x	0.69x	10.4x	4.1x
Performance Food Group Company	76.28	(0.7%)	78.54	52.32	10.3%	30.6%	16.5x	0.31x	10.7x	3.2x
SpartanNash Company	20.57	(1.0%)	26.56	19.04	(10.4%)	(32.0%)	10.2x	0.16x	5.6x	3.1x
Sysco Corporation	80.56	0.8%	82.89	62.24	10.2%	5.4%	17.8x	0.67x	13.3x	3.3x
United Natural Foods, Inc.	11.76	(23.5%)	29.12	11.38	(27.5%)	(69.6%)	34.8x	0.14x	6.2x	5.1x
US Foods Holding Corp.	52.64	4.1%	54.48	33.96	15.9%	54.7%	16.9x	0.50x	11.8x	3.4x
Sector Average:					4.2%	0.2%	20.8x	0.41x	9.7x	3.7x
MASS MERCHANDISE, CLUB STORES, & DOLLAR STORES										
BJ's Wholesale Club	\$75.48	5.6%	\$78.97	\$60.33	13.2%	14.1%	19.3x	0.66x	9.5x	2.8x
Costco Wholesale Corporation	725.56	(3.2%)	787.08	466.80	9.9%	58.9%	44.2x	1.31x	28.3x	0.8x
Dollar General Corporation	157.31	5.4%	222.99	101.09	15.7%	(36.1%)	22.1x	1.34x	9.2x	3.2x
Dollar Tree, Inc.	147.91	(0.4%)	161.10	102.77	4.1%	4.6%	21.2x	1.43x	9.1x	2.3x
Grocery Outlet Holding Corp.	25.93	(1.7%)	36.54	23.41	(3.8%)	(11.2%)	22.1x	0.97x	10.8x	3.9x
Walmart Inc.	60.12	2.3%	61.07	45.36	14.4%	27.2%	25.5x	0.84x	12.9x	1.5x
Sector Average:					8.9%	9.6%	25.7x	1.09x	13.3x	2.4x
TRADITIONAL & SPECIALTY RETAIL										
Albertsons	\$20.86	3.0%	\$23.88	\$19.14	(9.3%)	0.6%	7.9x	0.33x	5.3x	2.9x
* Ahold Delhaize	28.00	1.9%	32.51	25.40	7.6%	4.3%	11.0x	0.46x	6.3x	2.7x
Amazon.com, Inc.	175.35	(1.6%)	180.14	88.12	15.4%	108.8%	41.7x	3.30x	19.3x	1.6x
Ingles Markets, Incorporated	75.84	(0.6%)	94.68	73.38	(12.2%)	(21.4%)	NA	0.30x	4.6x	1.6x
The Kroger Co.	55.97	13.9%	56.04	42.10	22.4%	25.5%	12.7x	0.39x	6.6x	2.7x
Natural Grocers by Vitamin Cottage, Inc.	17.06	3.5%	17.75	9.95	6.6%	86.7%	NA	0.65x	5.8x	2.9x
Sprouts Farmers Market, Inc.	63.35	(0.1%)	65.53	32.12	31.7%	95.7%	21.6x	1.15x	9.6x	2.0x
* Tesco PLC	2.86	3.1%	3.04	2.18	(1.5%)	27.7%	11.5x	0.46x	7.2x	3.6x
Village Super Market, Inc.	26.75	2.0%	27.59	20.25	2.0%	14.9%	NA	0.29x	6.3x	2.4x
Weis Markets, Inc.	65.88	2.6%	86.67	58.75	3.0%	(19.9%)	NA	0.33x	5.1x	0.6x
Sector Average:					6.6%	32.3%	17.8x	0.77x	7.6x	2.3x
TRADITIONAL RESTAURANTS										
Brinker International, Inc.	\$49.05	6.1%	\$49.85	\$28.23	13.6%	53.7%	12.4x	1.00x	6.5x	3.2x
The Cheesecake Factory Incorporated	36.91	4.2%	38.19	28.58	5.4%	16.4%	12.0x	1.07x	7.7x	3.9x
Cracker Barrel Old Country Store, Inc.	70.94	7.0%	121.17	62.69	(8.0%)	(25.1%)	14.8x	0.80x	8.1x	3.5x
Darden Restaurants, Inc.	171.57	0.2%	176.84	133.36	4.4%	24.0%	18.6x	2.48x	12.9x	3.3x
Dine Brands Global, Inc.	50.36	2.6%	70.32	42.00	1.4%	(22.0%)	7.7x	2.66x	9.8x	7.1x
Jack in the Box Inc.	72.46	(2.9%)	99.56	60.43	(11.2%)	6.2%	10.9x	2.75x	8.2x	5.7x
McDonald's Corporation	292.55	0.6%	302.39	245.73	(1.3%)	11.0%	23.5x	10.19x	16.9x	3.5x
Papa John's International, Inc.	70.12	0.3%	86.38	60.66	(8.0%)	(14.8%)	26.9x	1.52x	12.7x	3.7x
Texas Roadhouse, Inc.	148.36	(0.8%)	152.55	91.06	21.4%	63.1%	26.4x	2.29x	18.0x	1.3x
The Wendy's Company	18.42	2.2%	23.90	17.64	(5.4%)	(18.6%)	18.4x	3.40x	12.2x	6.9x
Yum! Brands, Inc.	139.56	1.6%	143.25	115.53	6.8%	9.0%	24.1x	7.17x	19.4x	4.6x
Sector Average:					1.7%	9.4%	17.8x	3.21x	12.0x	4.3x
HIGH-GROWTH RESTAURANTS										
Chipotle Mexican Grill, Inc.	\$2,686.12	(0.1%)	\$2,733.74	\$1,537.08	17.5%	93.6%	50.3x	7.74x	31.1x	1.6x
El Pollo Loco Holdings, Inc.	8.70	(5.1%)	11.65	8.11	(1.4%)	(12.7%)	13.4x	1.15x	10.6x	5.2x
Noodles & Company	2.24	(10.6%)	5.52	1.96	(28.9%)	(59.2%)	NM	0.36x	6.2x	2.8x
Potbelly Corporation	12.85	(9.0%)	14.36	7.12	23.3%	130.7%	54.7x	1.09x	6.7x	2.4x
Shake Shack Inc.	103.63	(3.4%)	108.39	52.01	39.8%	149.5%	150.5x	4.23x	24.1x	4.0x
Wingstop Inc.	353.99	(3.4%)	375.32	150.08	38.0%	157.2%	118.8x	23.97x	81.5x	5.4x
Sector Average:					14.7%	76.5%	77.5x	6.42x	26.7x	3.6x
CANNABIS & CBD										
Canopy Growth Corporation	\$4.09	(6.0%)	\$29.40	\$3.82	(39.5%)	(87.0%)	NM	2.42x	NM	NM
Cronos Group Inc.	2.67	(2.9%)	3.57	2.15	(3.6%)	(22.4%)	NM	NM	NM	NM
Jones Soda Co.	0.24	3.9%	0.29	0.12	64.5%	(9.8%)	NA	1.13x	NM	NA
The Scotts Miracle-Gro Company	68.03	1.3%	78.25	43.67	6.7%	40.0%	23.5x	2.09x	20.0x	7.1x
Tilray Brands, Inc.	1.70	(1.7%)	3.40	1.50	(26.1%)	(36.8%)	NM	2.22x	NM	NM
Village Farms International, Inc.	0.72	(5.5%)	1.17	0.55	(5.7%)	(46.4%)	NM	0.45x	NM	NM
Sector Average:					(0.6%)	(27.1%)	23.5x	1.66x	20.0x	7.1x

Notes:

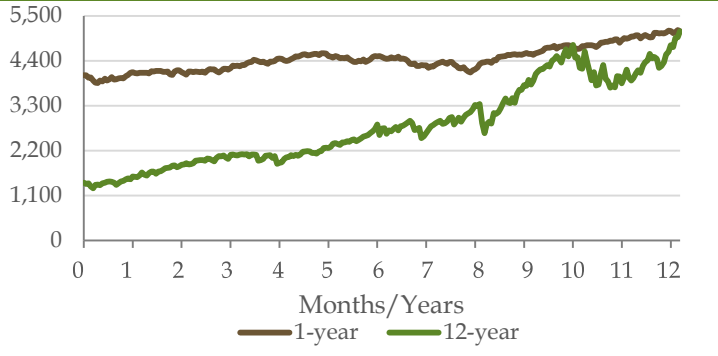
*Denotes local currency.

Source: Capital IQ.

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

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

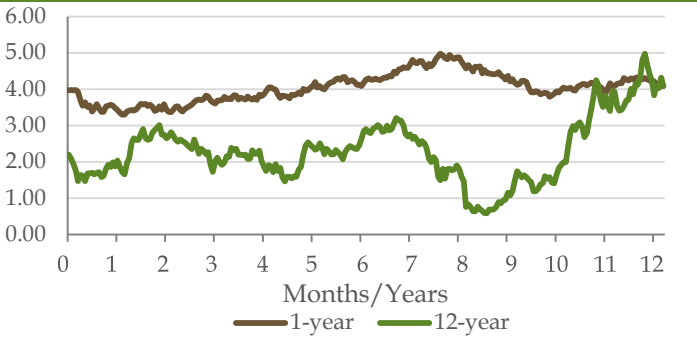
S&P 500



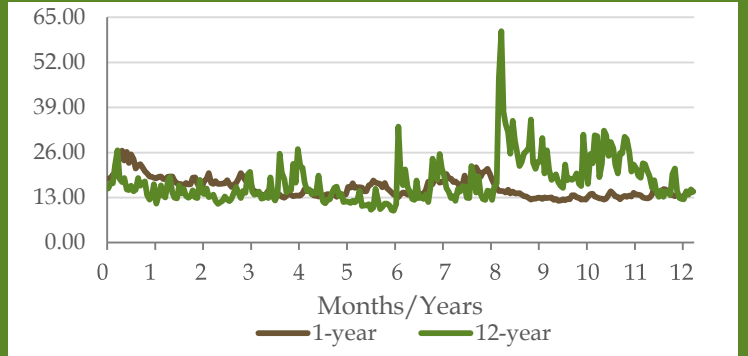
Dow Jones Industrial Average



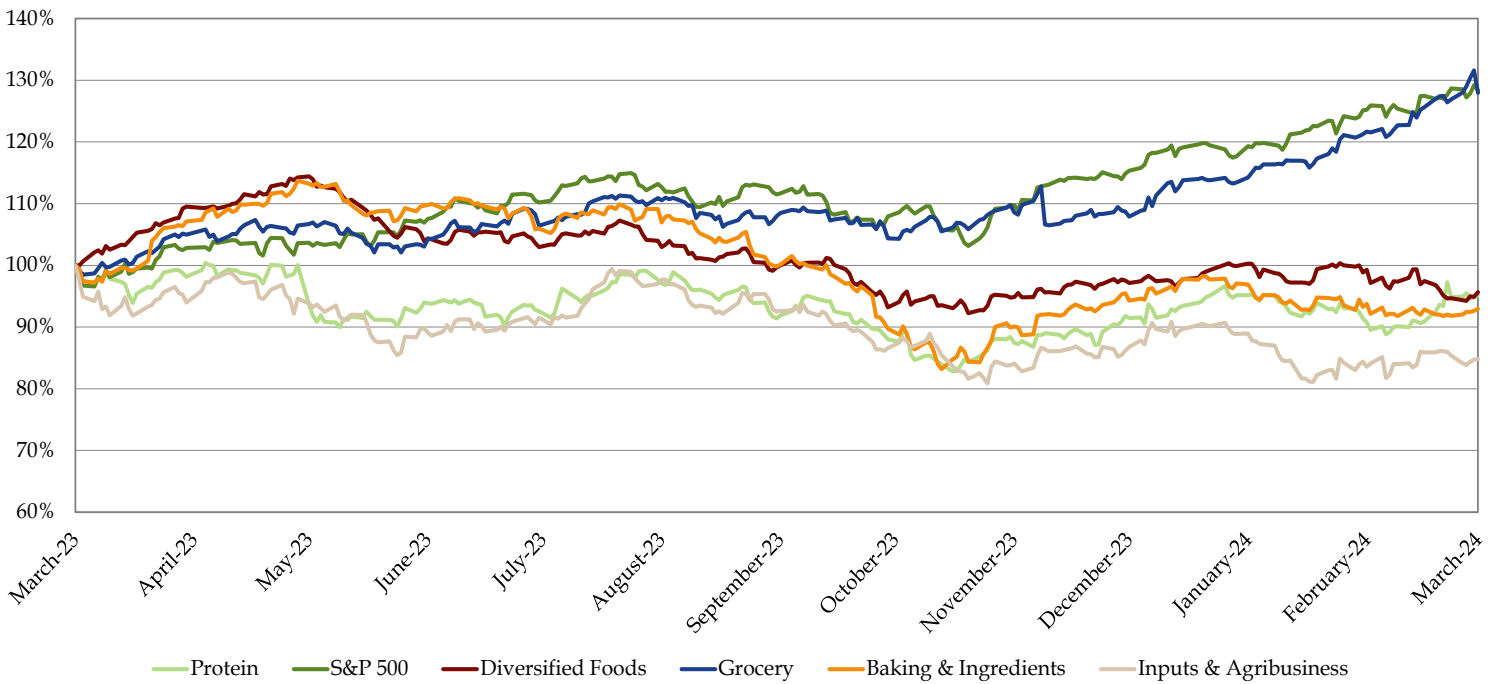
10-year Treasury



CBOE Market Volatility Index - VIX



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



Food For Thought...

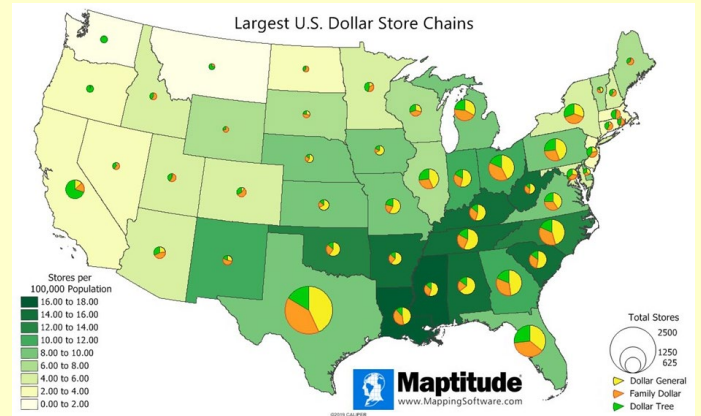
Partner Column

Written by Mary Burke

Do you remember in 2017 when Equifax had a major hacker attack? Over 143 million consumers were affected. Hackers accessed personal information, including social security information, credit card numbers, home addresses, etc. The breach was bad enough, but then the company deliberately misled customers and was not truthful in what it said. Equifax had to pay a minimum of \$575 million as a settlement to the FTC, CFPB, and 50 states and territories, and CEO Richard Smith was fired. Words matter, and lying has implications.

Companies have repeatedly demonstrated what happens when they are deliberately untruthful; there are consequences. Customers leave, stock prices fall, penalties are assessed, and people are fired, as Wells Fargo and many others have. It is a lesson that we teach our children.

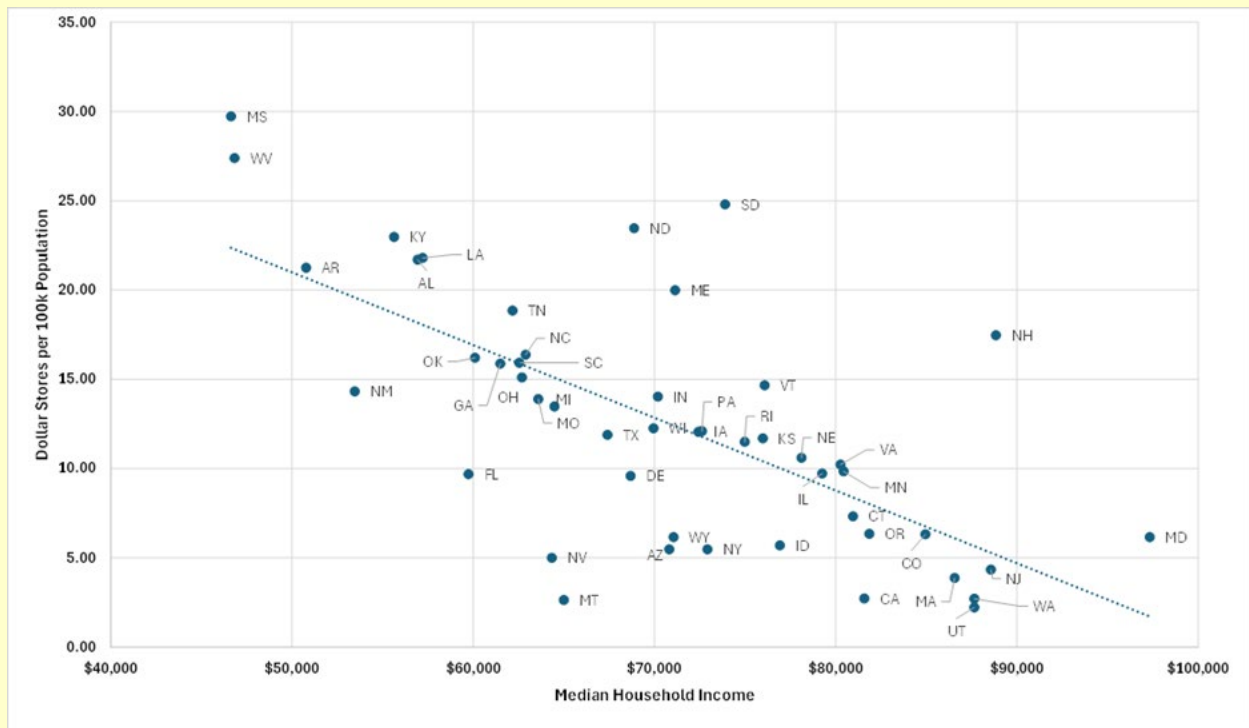
Dollar General opened its 20,000th store on February 24th in Alice, Texas. The growth and societal impact of dollar stores over the past twenty years has been nothing short of amazing. The map below shows where the stores are nationally and who has the most in each state.



Eight of the ten states with the lowest median annual income have the most stores (states that are the darkest green).

Taking this to another level of analysis, when you take the Dollar store data, including the number of stores, population, and median household income by state. The relationship between income and the density of dollar stores can be visualized in a scatter plot. The trendline in this scatter plot shows that, on average, for every \$2,500 reduction in median household income, there is one additional dollar store per 100k population.

Have a good week!



Food For Thought...

Texas Panhandle Wildfires Threaten Already Struggling Cattle Herd. Three wildfires in the Texas Panhandle have engulfed over 1.3 million acres. The largest of the three fires, the Smokehouse Creek Fire, spans over one million acres alone, making it the largest fire in Texas history. According to state investigators, powerlines ignited the wildfire on February 26, just north of Stinnett, TX. Unseasonably high temperatures and low humidity in a region that suffered from severe drought last year have aided the blaze.

Texas Agriculture Commissioner Sid Miller predicted the fires would result in the death of over 10,000 cattle once their effects are fully quantified. The 10,000 head of cattle figure includes predicted culling of cattle that suffer critical injuries from the fires along with starvation caused by the destruction of pasture and range.

The USDA reported that beef prices were already up nearly 5% year over year; however, Miller does not predict the fires will significantly impact beef prices. "I don't think it's going to affect the price of beef," Miller said. It's not a large enough loss, even though it's going to be catastrophic in that area of the state."

Lakeshore Food Advisors has consistently monitored and reported on the cattle herd's challenges in previous Weekly Updates. The 10,000 head loss will be less than one percent of Texas's 11 million head cattle herd but is yet another headwind for an already struggling industry. Over 85% of Texas's \$15.5 billion cattle industry resides in the panhandle, and the state represents approximately 18% of the entire U.S. cattle industry.

Intrepid Potash Reports Fiscal Q4 Earnings, Beats Sales Estimates but Misses on Earnings as Potash Segment Plummet. Fertilizer input producer Intrepid Potash, Inc. reported revenues of \$56.7 million for the quarter. Revenue was about 15% lower than last year's fourth quarter but significantly stronger than the Zacks Consensus Estimate of \$41.6 million. Despite the strong revenue beat, the company's earnings were worse than expected, as its largest segment (Potash) reported a 35% year-over-year drop in revenue to \$28.5 million. Intrepid attributed the drop to a falling average net sales price.

Intrepid's Trio unit posted 22% year-over-year revenue gains, reaching \$21.1 million on higher sales volumes, while Oilfield Solutions' revenue rose 23% to over \$7 million. Both segments beat analyst expectations, but this was not enough to overcome the Potash segment's challenges.

For the full fiscal year, Intrepid posted \$279.1 million in revenue and a net loss of \$35.7 million. Intrepid's share price fell by almost 31% over the last year as it struggled to turn a profit. The company's challenges are not unique, however, as the entire industry has experienced a 34.4% drop in value over the last 12 months.

Viterra Reports Earnings, Record Sales Volume. Viterra Ltd. recorded over \$2.1 billion in EBITDA for the company's 2023 fiscal year. A record sales volume of 126.7 million tons, which equated to \$54.7 billion in revenue, drove EBITDA as its average selling price declined. Chief Financial Officer Peter Mouthaan said the performance was a "testament to the Viterra network's resilience and unwavering commitment to operational excellence and financial discipline."

The record sales volume cleared 2022's performance by 24%, while SG&A expenses at the company climbed 21%. Despite the record volume, earnings fell significantly behind 2022's more than \$1 billion, coming in at \$453 million. The company attributed the earnings lag to lower gross margins, increased selling and administrative expenses, and the rise in financing costs. The steep rise in SG&A costs was driven by \$58 million in transaction and integration expenses relating to the proposed merger with Bunge Global SA, which is expected to close this year. The company's financing costs reflected the higher interest rate environment, jumping from \$351 million in 2022 to \$526 million this year.

Costco and Kroger Both Report Successful Earnings. The Kroger Co. beat estimates on both the top and bottom lines, while Costco Wholesale Corporation beat earnings estimates despite missing revenue expectations. Costco shares fell despite the better-than-expected earnings report but remain up over 11.5% on the year so far. The wholesale club saw 18% growth in its digital sales, driven by its online introduction of gold and silver bars and increased demand for appliances. While digital sales were the headliner, the club saw same-store sales rise 5.8%, excluding gas and foreign exchange.

Kroger posted an increasing gross margin for 2023 and a better-than-expected 2024 profit outlook, which helped set up the company's share price for its highest close since May 2022. Kroger attributed its margin improvement to the performance of its Our Brands private labels, lower supply chain costs, and the terminated Express Scripts drug pricing agreement.

Heard on the Street...

ALDI Announces Plan for 800 New Stores, Including Newly Completed Southeastern Grocers Acquisition. The low-price grocery chain is America's fastest growing grocery store and shows no sign of slowing down. ALDI announced on Thursday its plans to invest over \$9 billion to add 800 stores across the U.S. over the next five years.

As its namesake suggests, Southeastern Grocers, along with its subsidiaries Winn-Dixie and Harveys Supermarkets, will drive the company's expansion in the Southeastern United States in addition to new ALDI openings in the region. The company expects to convert a number of the stores into the ALDI format while continuing to operate the rest under their original banners.

ALDI, already entrenched in the Northeast and Midwest, will solidify its position in the regions with 330 new stores across the two while expanding its reach in the Southwest. The company is targeting the Southern California, Phoenix, and Las Vegas markets as it works to span the entire country.

The grocer is used to aggressive expansion (you don't become the fastest growing grocery store in America by accident). "For more than a decade, ALDI has added hundreds of stores per year across the country," said ALDI CEO Jason Hart. "This success would not be possible without our dedicated team members and supplier partners that bring our customers value and convenience every day. With our growth comes exciting opportunities for our teams and suppliers to grow with us."

Hart sees the acquisition and continued expansion as a win for consumers, saying that "when ALDI comes to town, prices go down, and consumers save money." Studies of ALDI's impact back up this sentiment, showing that the chain drives its competitors' prices down when it enters a new market, even Walmart, which drives other stores' prices down further.

Bunge and Chevron Break Ground on New Oilseed Processing Plant to Expand Joint Venture. Last Monday, Bunge Chevron Ag Renewables LLC began construction on an oilseed processing plant adjacent to its existing facility in Destrehan, LA. The company says the additional capacity will help it capitalize on increased demand for renewable fuel feedstocks while taking advantage of scale and efficiencies. The plant, expected to be operational in 2026, is designed to allow for the processing of both soybeans and softseeds, such as winter canola or CoverCress, while supporting the growing feed and protein markets through the production of meal products.

Bunge and Chevron began their joint venture in September 2021 "to help meet the demand for renewable fuels and to develop lower carbon intensity feedstocks."

Under the joint venture arrangement, Bunge operates the facilities while Chevron has offtake rights to the oil to use as renewable feedstock to manufacture diesel and jet fuel in addition to sharing its deep market knowledge and downstream distribution channels.

Whole Foods Launching New Quick-Shop Store Platform. Whole Foods Market announced on Tuesday the introduction of a new store format called Whole Foods Market Daily Shop, intended to offer urban customers a convenience store-like shopping experience with the quality products they expect from the company's flagship stores. The first location will open in Manhattan's Upper East Side, with more sites in New York City expected to open shortly thereafter. Whole Foods says it will take the format to cities across the country.

This will be an interesting case to follow. LFA has long tracked both the traditional and non-traditional retail sectors in the Dashboard (see P. 9). We will monitor how consumers respond to the higher-priced convenience option as opposed to cheaper, more prototypical c-stores.

Del Monte Announces Closing of Two Canning Plants. Del Monte Foods, a subsidiary of Del Monte Pacific Ltd., will begin shuttering two canning facilities in Toppenish, WA, and Markesan, WI. The plants will be closed by the end of the company's fiscal year, April 26, 2024. The closures will affect roughly 217 employees in the two cities. The two facilities join the seven plants the company closed in 2018 and 2019 as part of its move to an "asset-light strategy."

Two PE Firms Making Bolt-On Acquisitions for Portfolio Companies. Creations Foods, a Rio Investment Partners portfolio company, announced its acquisition of HighKey, a reduced-sugar snack manufacturer. Meanwhile, Sugar Foods, a maker of crunchy toppings, beverage ingredients, pizza toppings, and a Pritzker Private Capital portfolio company, acquired Concord Foods, a flavors and ingredients business, from Arbor Investments. While the financial terms of both deals were not disclosed, they highlight PE's commitment to adding accretive businesses to their portfolio companies.

Dashboard

Sector	Outlook		Sector	Outlook	
	6-month	3-year		6-month	3-year
INPUTS			AGRICULTURAL TECHNOLOGY		
<ul style="list-style-type: none"> w/ Lower farm income expectations in 2024 will negatively impact how much fertilizer farmers buy w/ Rising H2A labor costs and lower farm worker availability has ballooned farmer costs s/ Input companies continue to spend big on seed genetics as yield improvement is needed to sustain a growing population w/ Droughts in Colorado and fires in Texas lower planted acres in the Southern U.S. (wheat, corn, soy) 	↓	↔	<ul style="list-style-type: none"> John Deere introduces first fully electric and autonomous sprayer, claiming a 90% material savings with AI-enabled spraying tech Starlink terminals installed on farming equipment aim to increase connectivity, enhancing on-farm technology adoption The precision agriculture imaging market is projected to rise from \$1.0B in 2023 to \$2.9B by 2033, CAGR of 10.7% Cornell-backed FloraPulse launches the first easy-to-install real-time water monitoring system, reducing water stress and labor costs FAA approves drone swarming tech, enabling farmers' coordinated operation of multiple drones over 55 lbs. simultaneously 		
AG EQUIPMENT			CANDY, COFFEE, & NUT		
<ul style="list-style-type: none"> s/ World ag output increased 1.94% a year over the past decade as farmland decreased 20% 1950-2017— thanks to Ag equipment s/ Caterpillar construction equipment sales driving stock price up, ag equipment sales flat w/ John Deere invested heavily into dealer incentives in 2023, dulling some of the decline brought on by higher interest rates s/ Remote control planting and harvesting mean less equipment needed as they work 24 hours a day s/ Food processing equipment has seen significant investment to achieve efficiencies, successes are being seen 	↔	↔	<ul style="list-style-type: none"> s/ Easter, the second largest occasion for candy consumption in the U.S., is on the horizon s/ New drug has been shown to reduce the risk of allergic reactions to peanuts and other foods w/ Record low almond prices have forced 17 California almond farms into Chapter 11, including Trinitas as reported in 2/26/24 WU w/ Cocoa futures continue to skyrocket as hedge fund buying amplifies the effect of concerns regarding low supply of the key candy input s/w/ Robusta and Arabica Coffee futures are flying high on the back of global supply concerns, high demand 	↔	↑
AGRIBUSINESS			DAIRY		
<ul style="list-style-type: none"> s/w/ Below normal snowpack in the Midwest lowers spring flooding risk but lack of spring melt means drought areas persist s/w/ Rabobank says corn seed sales remain strong despite better margins in soybeans; USDA Planting report due end of March s/w/ Warm winter can lengthen the growing season, but also increases risk of disease and pests w/ Falling crop prices combined with continued high operating costs and interest rates lead to declining farm income forecasts 	↔	↑	<ul style="list-style-type: none"> w/ January's milk production stood at 19.1 billion lbs., down 1.1% from a year ago, marking seven months of decline s/ Walmart plants to open its third milk processing plant in Robinson, TX, the \$350 million facility is set to open in 2026 w/ The USDA lowered its 2024 milk production forecast by 1 billion lbs. to 228.2 billion lbs. due to lower expected output per cow s/w/ Butter prices rebounded 5.25 cents to \$2.81/lb. while cheese blocks dropped 2.25 cents to \$1.52/lb. in February 	↔	↑
DIVERSIFIED FOODS			WHOLESALE, FOOD SERVICE & DISTRIBUTION		
<ul style="list-style-type: none"> s/ Soups and sauces are increasingly showing up in the International aisle as companies adapt to Millennial and Gen Z tastes s/w/ 64% of adults in recent survey say that increasing purchases of frozen foods help to combat rising grocery costs s/w/ Nestlé, Kellogg's, General Mills among major CPG companies reinvesting in largest brands to fend off growth of private label w/ Campbell Soup reported that net sales fell 1% last quarter as volume declined 2%; revenue forecast to be flat for the full year 	↑	↔	<ul style="list-style-type: none"> w/ Lower river levels given the winter weather, is causing distribution issues for all barges w/ Food inflation away from home is three times higher than at home putting pressure on people eating out. s/ With lower gas prices, consumers are willing to drive further to find their products or a favorite store w/ Weather in Mexico and southeast US is reducing availability of product and allowing increased the prices of what is available w/ Continued pressure on wages in the fast food sector and in California is having ripple effect on earnings and new investments 	↓	↔
ALTERNATIVE FUELS			TRADITIONAL RETAIL		
<ul style="list-style-type: none"> s/ EPA approves year-round E15 sales in eight Midwest states, with analysts estimating a 15 cent/gallon savings for consumers s/ The U.S. House passed a bipartisan bill to accelerate environmental reviews for new nuclear reactors and lower fees for licenses w/ The high costs of production for renewable diesel hinders product's competitiveness as U.S. capacity continues to expand s/ Federal and state renewable fuel standards fueled RNG expansion in 2023, operational facilities reached 300 compared to 30 in 2011 w/ Chevron idles two biodiesel facilities in the Midwest indefinitely due to weakening economics for renewable fuels 	↑	↑↑	<ul style="list-style-type: none"> s/ Aldi to add over 800 stores by 2028 as consumers buy more private label and discounted options s/ Whole Foods to open small format locations in bid to enter convenience market s/ Kroger Q4 sales grow on the back of digital and fresh, reiterates strong outlook for 2024 w/ FTC sues to block Kroger/Albertsons 	↑	↑
FRUIT & VEGETABLE			NON-TRADITIONAL RETAIL		
<ul style="list-style-type: none"> s/w/ U.S. fresh fruit imports rose three percent in 2023, up to almost \$20 billion, vegetables rose 6% led by tomatoes and cucumbers s/ California has seen an extraordinary recovery to its snowpack, all but ensuring another drought free summer as the snow melts w/ The fresh produce industry is expected to mount a significant legal challenge to the EU's attempt to ban plastic packaging s/ Florida citrus industry is showing signs of recovery after facing countless challenges in recent years including greening and weather s/ In unsurprising study, Harvard researchers linked fruit and vegetable intake to longevity 	↑	↑	<ul style="list-style-type: none"> s/ Target to launch subscription platform to rival Amazon Prime and Walmart+ as how stores address shoppers evolves s/ Since 2019, traditional retailers have lost +2% market share to mass and club retailers, and even more share in meat and seafood s/ Dollar stores continue their growth in numbers and investment. Dollar General just opened its 20,000 store s/w/ Amazon plans to restart their rollout of Amazon Fresh stores, as food delivery continues to gain traction s/w with Kroger /Albertson merger in doubt, all retailers are reassessing their strategic plans. 	↑	↑
PROTEIN			BIG PICTURE INDUSTRY DRIVERS		
<ul style="list-style-type: none"> w/ The largest wildfire in Texas history has burned over one million acres and killed 3,600 cattle in the Texas Panhandle s/w/ Increased production of biodiesels is leading to an abundance of soybean meal, which will drive down chicken prices s/ The USDA announced an update to the Packers and Stockyards Act designed to promote fairness in light of increased consolidation w/ Pork prices have plummeted in China, a major component of the Chinese CPI - the price drop pushed China into deflation 	↓	↔	<ul style="list-style-type: none"> Timing of interest rate cuts Election year Labor, automation, & unions Return of HPAI El Niño & weather impact on crops Geopolitical unrest Upcoming crop plantings in the corn belt Easter eating 		

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

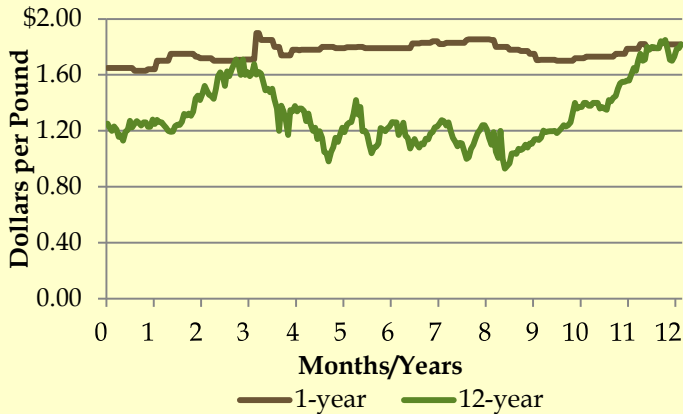
Soybeans



Sugar



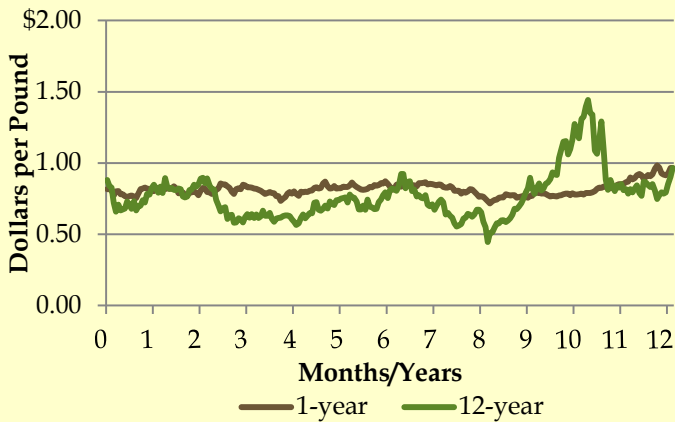
Cattle



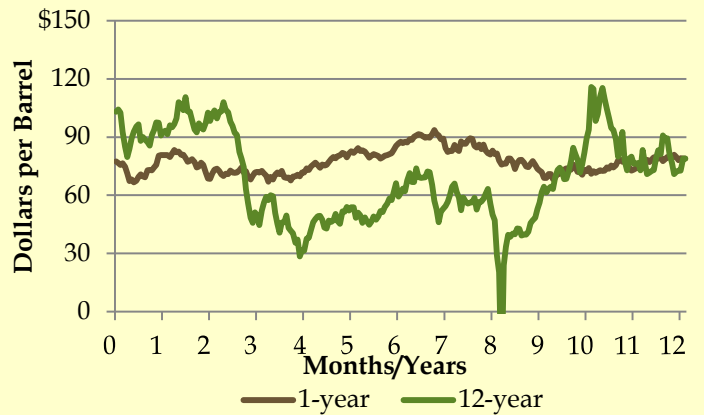
Milk



Cotton



Oil



Broiler price based off spot closing price. All other commodity prices are based off the closing price of their respective nearby futures contract.

Sources: Thomson 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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