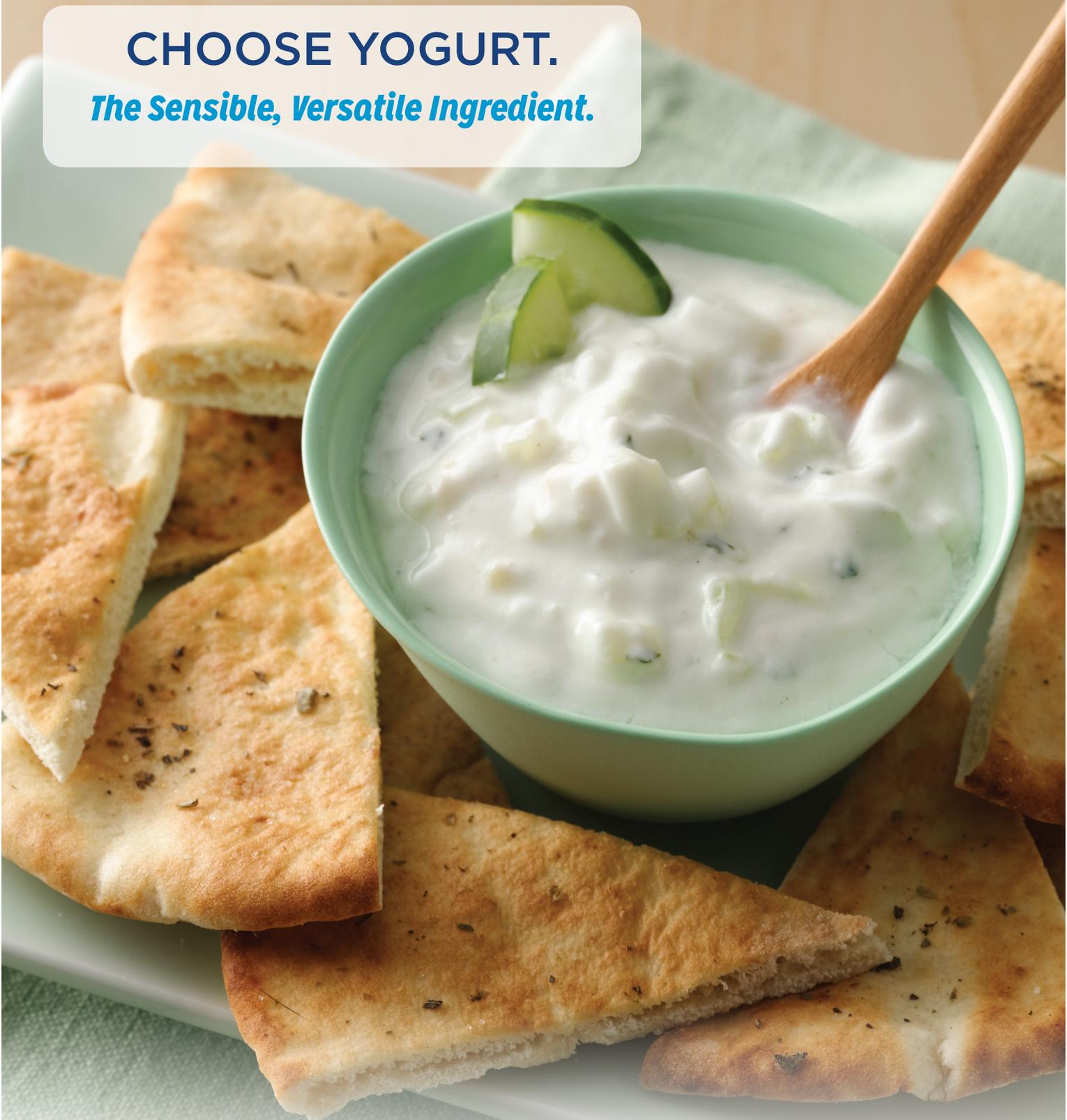




GENERAL MILLS
Foodservice

CHOOSE YOGURT.
The Sensible, Versatile Ingredient.

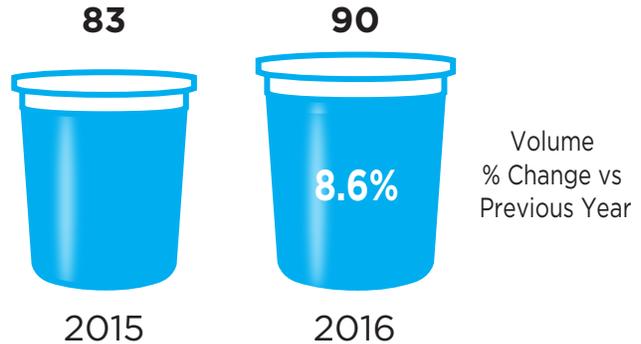


YOGURT IS NUTRITIOUS, ON-TREND AND A VERSATILE CULINARY INGREDIENT.

Bulk Yogurt Consumption Has Grown Dramatically

- Yogurt consumption is growing and is projected to grow 5% annually through 2019¹.
- Yogurt is growing on restaurant menus. The number of menu items with yogurt in them has grown 18.7% from 2011-2016².

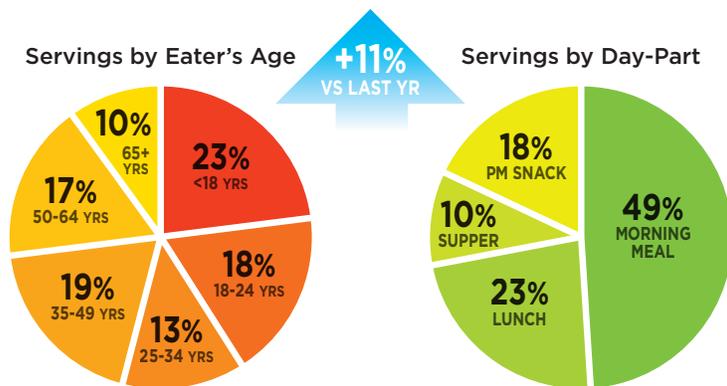
Foodservice Bulk Yogurt Category Performance (MM lbs.)³



Yogurt Has Broad Appeal

- Yogurt consumption has increased overall, especially among Millennials and in the afternoon.
- Consumers are eating yogurt across all day-parts, providing an opportunity for increased offerings.

Total Foodservice Yogurt Servings⁴



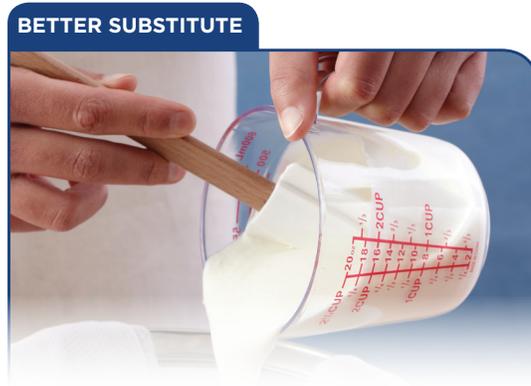
General Mills Has Options for Your Bulk Yogurt Needs

- It's easy to give your health-conscious patrons delicious, sensible options. Choose General Mills as your source for great-tasting, quality bulk yogurt products.



Mountain High® Is an Ideal Yogurt for Culinary Applications

- Simple, cultured-in-the-cup Yoghurt made old-world European-style.
- No Gelatin. Appropriate for Vegetarian applications.
- Non-GMO. No hormones, artificial sweeteners, artificial flavors or artificial colors.
- Exceptional performance hot or cold.



Yoplait® Is the Foodservice Share Leader

- Yoplait® is the #1 selling yogurt brand in Foodservice⁵.
- ParfaitPro® yogurt features innovative packaging that cuts prep time in half⁶ and makes prep time a breeze.

Quality and Price Are Key⁷



91% of Foodservice Operators Agree that Product Quality is Extremely/Very Important in Bulk Yogurt.



81% of Foodservice Operators Agree that Price/Cost is Extremely/Very Important in Bulk Yogurt.

¹ Nielsen Forecasted Values, 2014-2019

² Technomic Q1-2016 Yogurt Report, May 2016

³ The NPD Group/SupplyTrack®, in pounds, Year Ending July 2016

⁴ NPD CREST, Year Ending June 2014

⁵ The NPD Group/SupplyTrack®, in pounds, Year Ending July 2016

⁶ According to General Mills time test with both experienced and inexperienced parfait makers

⁷ GMI Yogurt Operator 360, Jan 2013; n=278

Both Greek and Traditional Yogurt Work Well in Recipes

- **Traditional yogurt definition:** Fresh whole milk is cultured with healthy bacteria into a smooth and spoonable dairy product with a distinctive flavor and aroma. It is often sweetened and flavored.
- **Your patrons view traditional yogurt as:**
 - A nutritious snack that is great for on-the-go consumption
 - Sweeter and smoother in texture vs. Greek
 - Appealing to all ages
- **Greek yogurt definition:** The milk to produce the yogurt has been concentrated in addition to being drained to remove its whey, resulting in a relatively thick consistency.
- **Your patrons view Greek yogurt as:**
 - More nutritious vs. traditional yogurt
 - Higher in protein content
 - Less processed
 - Less sweet
 - Thicker in texture vs. traditional yogurt
- **Greek vs. traditional as an ingredient**
 - As a result of the straining, Greek yogurt has a thicker texture, but may separate in high heat applications.
 - Mountain High® Yoghurt also has a thicker texture due to its in-cup culturing process, but without the high heat separation issues seen in Greek yogurt.

CAPITALIZE ON THE BENEFITS OF YOGURT ACROSS YOUR MENU.

Taste, Health and Convenience Drive Yogurt's Appeal

- Taste—Yogurt tastes great and satisfies sweet cravings.
- Health—Yogurt provides nutrition benefits and is a better-for-you option.
- Convenience—Perfect for daytime snacking with grab-and-go options.
- Satiety—Whether as a grab-and-go snack or a creamy soup base, yogurt has been shown to help consumers feel full*.



Yogurt Caesar Salad Dressing

Use Yogurt as a Low Fat Substitute

- Both Greek and traditional yogurt may be used as a low fat substitute for sour cream, mayonnaise and cream cheese.
- Available in plain varieties with a neutral palate that performs well across many recipe applications.



Mini Vanilla Yogurt Parfaits

Per 8 oz	Total Fat (g)	Saturated Fat (g)	Calories
Mountain High® Original Yoghurt, Plain, 32 oz	8	5	180
Yoplait® Greek Yogurt, 0% Milkfat, Plain, 32 oz	0	0	130
Yoplait® Original Nonfat, Plain, 32 oz	0	0	130
Regular Mayonnaise	160	19	1440
Light Mayonnaise	56	8	640
Regular Sour Cream	40	26	480
Light Sour Cream	20	15	320
Regular Cream Cheese	72	48	800
Light Cream Cheese	48	24	560
Heavy Cream	88	55	821
Half-n-Half	28	17	315
Light Whipping Cream	74	46	699



Honey Mustard Dressing



Gluten-Free Alfredo Sauce

* "Snack Food, Satiety, and Weight," Valentine Yanchou Njike et al, Adv Nutr September 2016 7 5): 866-878

WHOLESOME SUBSTITUTIONS WITH YOGURT IN SALADS AND SAUCES.

Salads and Sauces Become Creamier and More Nutritious with Yogurt

- Try using yogurt for a rich, smooth texture in your salad dressings. Make your sour cream dips better-for-you by replacing the sour cream with yogurt.



Herbal Yogurt Dressing

Application	Yogurt Recommendation	Considerations	Yogurt Alternative
Sour Cream	Yoplait® Greek Yogurt, 0% Milkfat, Plain, 32 oz	Great replacement for sour cream, creamy guacamole, artichoke dip and french onion dip.	Mountain High® Original Yoghurt, Plain, 32 oz
Caesar Salad Dressing	Mountain High® Original Yoghurt, Plain, 32 oz	Great for creamy Caesar-style dressing.	Yoplait® Greek Yogurt, 0% Milkfat, Plain, 32 oz
Tzatziki Sauce	Yoplait® Greek Yogurt, 0% Milkfat, Plain, 32 oz	Traditionally made with Greek yogurt.	Mountain High® Original Yoghurt, Plain, 32 oz



Tzatziki Sauce (SERVINGS: 21- 2 OZ SERVINGS)

INGREDIENTS	WEIGHT	MEASURE
Mountain High® Original Plain Yoghurt (00160)	2 lb	1 container
Garlic, minced		1 Tbsp
Cucumber, peeled, seeded and diced fine	12 oz	2 cups
Olive oil		1 Tbsp
Mint leaves, fresh, chiffonade		¼ cup
Salt		¾ tsp
Black pepper, ground		½ tsp

1. **Combine** yoghurt, garlic, cucumber, olive oil and mint in a small bowl and gently stir together.
2. **Season** with salt and pepper to taste.
3. **Cover** and store in refrigerator for 2 to 3 hours to blend flavors. Refrigerate any leftovers.

WHOLESOME SUBSTITUTIONS WITH YOGURT IN TOPPINGS.

Yogurt Lowers Fat and Calories in Toppings while Maintaining Flavor.

- Create unique toppings for burgers and sandwiches by swapping cream cheese for yogurt.
- Your patrons will be amazed what a dollop of yogurt will add to French Toast or pancakes.

Application	Yogurt Recommendation	Considerations	Yogurt Alternative
Breakfast Topping	Mountain High® Original Yoghurt, Plain, 32 oz	Great replacement for whipped cream on waffles or french toast. Also can be an oil, butter or milk replacement in batters.	Yoplait® Greek Low-fat, Vanilla, 32 oz
Burger and Sandwich Toppings	Mountain High® Original Yoghurt, Plain, 32 oz	Can be used for a garlic puree or a soft cheese-like cream and goat cheese.	Yoplait® Greek Yogurt, 0% Milkfat, Plain, 32 oz

Yogurt Pancakes with Greek Inspired Cannoli Cream (SERVINGS: 17)

INGREDIENTS

GREEK INSPIRED CANNOLI CREAM

	WEIGHT	MEASURE
Cheese, Mascarpone	12 oz	1½ cups
Sugar, granulated	10.5 oz	1½ cups
Cream, heavy whipping	12 oz	1½ cups
Yoplait® Greek Vanilla Yogurt (49051)	12 oz	1½ cups

PANCAKES

Yoplait® Greek Vanilla Yogurt (49051)	2 lb	4 cups
Water, cool (approx 72°F)	2 lb	4 cups
Gold Medal® ZT Golden Valley® Complete Buttermilk Pancake Mix (10832)	2 lb 8 oz	½ box

GARNISH

Chocolate chips, semi-sweet, mini (4000 ct)	8 oz	1½ cups
Raspberries, fresh	8 oz	2 cups

CANNOLI CREAM

1. **Whip** mascarpone, sugar and heavy cream in 5 quart mixer bowl on medium speed with whip attachment until stiff peaks form.
2. **Remove** to large mixing bowl and fold in yogurt using a rubber spatula.

CCP: Keep the Mascarpone, Cream and Yogurt refrigerated <40°F until ready to prepare.

PANCAKES

1. **Preheat** griddle to 375°F.
2. **Scale** yogurt and water into large mixing bowl. Add pancake mix to the bowl.
3. **Mix** using a wire whisk until batter is blended and smooth. Do not over mix.

4. **Allow** batter to rest for 30 minutes to hydrate before cooking the pancakes.
5. **Spray** griddle with pan spray or lightly brush with oil.
6. **Deposit** #16 scoops or 2 oz ladles onto preheated griddle.
7. **Cook** until golden brown, about 2-3 minutes per side or until puffed and edges begin to dry.

ASSEMBLY

1. **Place** 3 pancakes on plate; top with 2.5 oz cream and garnish with 0.5 oz chocolate and 0.5 oz raspberries.
 2. **Discard** any unused pancakes or pancake batter.
- CCP:** Refrigerate unused Greek Inspired Cannoli Cream <40°F.
CCP: Discard any unused Greek Inspired Cannoli Cream after 2 days.



WHOLESOME SUBSTITUTIONS WITH YOGURT IN PIZZA AND PASTA.

Yogurt Gives Pizza and Pasta Cheese Sauces that Extra MMMM...

- You'll love using yogurt in Alfredo Sauce! The rich, creamy smoothness elevates Alfredo and other cheese sauces.

Application	Yogurt Recommendation	Considerations	Yogurt Alternative
Alfredo Sauce	Mountain High® Original Yoghurt, Plain, 32 oz	Makes a nice, cheesy sauce with great texture.	Yoplait® Greek Yogurt, 0% Milkfat, Plain, 32 oz (Doesn't perform nearly as well as Mountain High')



Alfredo Sauce (SERVINGS: 17-½ CUP SERVINGS)

INGREDIENTS	WEIGHT	MEASURE
Butter, unsalted	8 oz	1 cup
Gold Medal® All-Purpose Flour 50 lb (14314)	2 oz	½ cup
Garlic, minced		2 Tbsp
Black pepper, cracked		1 ½ tsp
Chicken broth	1 lb	2 cups
Milk, skim	1 lb	2 cups
Mountain High® Original Plain Yoghurt (00160)	2 lb	1 container
Cheese, Parmesan, grated	6 oz	2 cups

- Melt** butter in a large saucepan over medium heat.
- Add** flour, garlic and pepper into melted butter with wire whisk, mixing to create a roux. Continue cooking for 1-2 minutes until the garlic softens.
- Add** the chicken broth slowly into the roux and whisk for about 2-3 minutes until velvety and smooth.
- Add** the milk slowly into the mixture and continue cooking allowing the sauce to thicken again.
- Add** yoghurt into the mixture and whisk until smooth. Lower heat, add Parmesan cheese and whisk until cheese is melted and sauce is smooth. Keep warm until ready to use.

Tip: Serve with your favorite pasta, tossing the cooked pasta into the warm Alfredo sauce until well coated.

WHOLESOME SUBSTITUTIONS WITH YOGURT IN DESSERTS.

Yogurt Adds a Dash of Nutrition to Desserts.

- Adding yogurt to desserts and shakes gives them a protein boost.
- Create a parfait bar and make parfaits in half the time with Yoplait® ParfaitPro®.
- Whip up fresh, creamy smoothness you patrons will crave with Yoplait® SmoothiePro™.

Application	Yogurt Recommendation	Considerations	Yogurt Alternative
Shakes	Yoplait® Greek Low-fat, Vanilla, 32 oz	Functions similar to ice cream, but lower in fat and with a boost of protein.	Yoplait® Original Low-fat Vanilla, 32 oz
Cheesecake	Yoplait® Greek Low-fat, Vanilla, 32 oz	Can be used to replace part of dairy/cream in addition with reduced quantity of neufchatel for 'low fat' cheesecake.	Yoplait® Original Low-fat Vanilla, 32 oz
Yogurt Parfaits	Yoplait® ParfaitPro® Yogurt, Lowfat, Vanilla, 64 oz	Traditionally made with Greek yogurt.	Yoplait® Original Low-fat Vanilla, 32 oz

Greek Yogurt Key Lime Pie Bars (SERVINGS: 32)

INGREDIENTS	WEIGHT	MEASURE
CRUST		
Gold Medal® ZT Yellow Cake Mix (11152)	5 lbs	1 box
Butter, unsalted, softened	1 lb	2 cups
FILLING		
Yoplait® ParfaitPro® Greek Honey Vanilla Yogurt (41167)	1 lb 9 oz	3 cups
Milk, Sweetened Condensed, low-fat, 14 oz can	2 lb 9 oz	3 cans
Juice, Key Lime, or Lime	6 oz	¾ cup
GARNISH		
Whipped Topping, low-fat, prepared	2 lbs	1 qt
Lime, fresh, zest		3 each

CRUST DIRECTIONS

Crust will yield 3 - ½ sheet pans of product.

1. Mix cake mix and butter on low speed in a 10 qt mixer bowl with a paddle attachment. Blend together for 3 minutes or until butter is incorporated and mix starts to look like streusel.
2. Scale 2 lbs of prepared crust mixture into a well sprayed half sheet pan. Firmly press down crust mixture evenly into bottom of half sheet pan.

*Refrigerate the remaining crust mixture in a covered container for later use.

BAKE

Convection Oven	325°F	7-10 minutes
Standard/Reel Oven	375°F	10-14 minutes

Remove from oven and let crust cool before adding filling.



Tip: For clean cut, even looking sides, use a pan extender on top of the crust before adding the filling.

FILLING DIRECTIONS

1. Combine filling ingredients in a medium stainless mixing bowl.
2. Whisk ingredients together until well blended.
3. Pour entire amount of filling onto cooled crust and spread evenly across the half sheet pan.
4. Refrigerate overnight or chill for at least 4 hours until filling is set.
5. Garnish each serving with 1 oz of prepared whipped topping and ⅛ tsp of fresh lime zest.

Tip: Keep bars refrigerated until service for easier cutting.

WHOLESOME SUBSTITUTIONS WITH YOGURT IN SWEET GOODS.

Yogurt Creates Tender Textures in Sweet Goods

- Use yogurt in place of dairy for danish and quick breads that are melt-in-your-mouth moist and delicious.

Application	Yogurt Recommendation	Considerations	Yogurt Alternative
Danish, Donuts, Quick Breads and Muffins	Mountain High® Original Yoghurt, Plain, 32 oz	Can be used in place of oil/dairy in a recipe for a lower calorie option.	Yoplait® Greek Low-fat, Vanilla, 32 oz



Fruit and Yogurt Muffins (SERVINGS: 88-1 MUFFIN SERVINGS)

INGREDIENTS	WEIGHT	MEASURE
MUFFIN BATTER		
Yoplait® Lowfat Strawberry Bulk Size Yogurt 32 oz (00430)	2 lb 12 oz	5 ½ cups
Water, cool (approx. 72°F)	2 lb	4 cups
Gold Medal® ZT Whole Grain Variety Muffin Mix (31529)	5 lb	1 box
Blueberries, IQF	1 lb 12 oz	4 cups
YOGURT GLAZE		
Yoplait® Lowfat Strawberry Bulk Size Yogurt 32 oz (00430)	4 oz	½ cup
Sugar, powdered	12 oz	3 cups

MUFFIN BATTER

1. Stir yogurt and water together in mixing bowl with whisk until well blended.
2. Add muffin mix. Mix until well blended. DO NOT OVERMIX.
3. Fold blueberries into batter.
4. Deposit using #16 scoop into greased or paper-lined muffin pans.

BAKE

Convection Oven* 350°F 17-20 minutes
Standard Oven 400°F 20-23 minutes

*Rotate pans baked in convection oven one-half turn (180°) after 9 minutes of baking.

YOGURT GLAZE

1. Mix yogurt and powdered sugar in mixing bowl until smooth. Drizzle over cooled muffins.

Tip: Pair either strawberry or vanilla Yoplait® yogurt with frozen peaches, raspberries or strawberries.

MAKE YOGURT A KEY INGREDIENT IN YOUR RECIPES.

Choose General Mills Bulk Yogurt for Quality and Convenience

ParfaitPro®

Product	Case Pack	UPC
Yoplait® ParfaitPro® Yogurt, Lowfat, Strawberry, 64 oz	6/4 lb pouch	70470166315
Yoplait® ParfaitPro® Yogurt, Lowfat, Vanilla, 64 oz	6/4 lb pouch	70470166322
Yoplait® ParfaitPro® Greek, Honey Vanilla	3/4 lb pouch	70470411675
Yoplait® ParfaitPro® Max, Vanilla	2/16 lb pouch	70470320721

32 oz Tubs

Yoplait® Original Low-fat, Creamy Strawberry, 32 oz	6/32 oz	70470004303
Yoplait® Original Low-fat, Vanilla, 32 oz	6/32 oz	70470004396
Yoplait® Original Nonfat, Plain, 32 oz	6/32 oz	70470004389
Yoplait® Greek Yogurt, 0% Milkfat, Plain, 32 oz	6/32 oz	70470384146
Yoplait® Greek Low-fat, Vanilla, 32 oz	6/32 oz	70470490519
Mountain High® Original Yoghurt, Plain, 32 oz	6/32 oz	5270001606

SmoothiePro™

Yoplait® SmoothiePro™, Lowfat Yogurt, Mixed Berry	6/60 oz	70470461762
Yoplait® SmoothiePro™, Lowfat Yogurt, Tropical	6/60 oz	70470461779



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