

7/1/2023

Regarding our Sourcewell contract, (in partnership with US Foods, Inc.) Master Agreement #111621-USF and the State of Arkansas Contract #4600051827, US Foods is providing the following program schedule with an effective date of 7/1/2023.

As stated in the Sourcewell contract #111621-USF, awarded to US Foods, prices quoted are based on cost of goods to US Foods plus fee per case by product categories. The contracted fee per case schedule covers all products distributed by US Foods. On an annual basis the fee per case will be reviewed, and decreased or increased based on the following this transparent and auditable methodology:

- CPI Index increase or decrease shall account for 60% of the calculation.
- Average case cost increase or decrease shall account for 40% of the calculation.
- The blended result of this equation will equal the % decrease or increase to the fee per case structure.

The industry has experienced inflation and commodity food prices increase over the past year. Effective 07-01-2023, the fee per case will increase \$0.28/cs, in alignment with the impact of inflation and commodity food price increases over the past year. The following pages reflect the new fee per schedule.

If you have any questions, please feel free to reach out to me. Thank you for your partnership!

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## US Foods K12 Fee Per Case 2023-2024

30 Day Terms or Less

Implementation Date	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023
Product Category	K-12 Over \$2500	K-12 Under \$2500	K-12 Over \$2500 \$1M+	K-12 Under \$2500 \$1M+	K-12 Over \$2500 \$2M+	K-12 Under \$2500 \$2M+	K-12 Over \$2500 \$3M+	K-12 Under \$2500 \$3M+	K-12 Over \$2500 \$5M+	K-12 Under \$2500 \$5M+
Boxed Meats	\$2.66	\$3.57	\$2.60	\$3.51	\$2.57	\$3.48	\$2.52	\$3.43	\$2.48	\$3.39
Coffee (Inc Frz)	\$3.60	\$4.29	\$3.54	\$4.23	\$3.51	\$4.20	\$3.46	\$4.15	\$3.42	\$4.11
Dairy	\$2.29	\$2.57	\$2.23	\$2.51	\$2.20	\$2.48	\$2.15	\$2.43	\$2.11	\$2.39
Disposable Cutlery	\$1.61	\$1.67	\$1.55	\$1.61	\$1.52	\$1.58	\$1.47	\$1.53	\$1.43	\$1.49
Disposables	\$3.07	\$3.42	\$3.01	\$3.36	\$2.98	\$3.33	\$2.93	\$3.28	\$2.89	\$3.24
Dry/Refrig Goods	\$2.17	\$2.28	\$2.11	\$2.22	\$2.08	\$2.19	\$2.03	\$2.14	\$1.99	\$2.10
Foam Trays	\$2.30	\$2.54	\$2.24	\$2.48	\$2.21	\$2.45	\$2.16	\$2.40	\$2.12	\$2.36
Foodservice Chemicals	10.05%	11.60%	9.77%	11.32%	9.60%	11.15%	9.38%	10.92%	9.21%	10.75%
Fresh/Frozen Poultry, Seafood, Beef, Pork, Deli Meats (Exl Boxed)	\$2.63	\$2.78	\$2.57	\$2.72	\$2.54	\$2.69	\$2.49	\$2.64	\$2.45	\$2.60
Frozen Goods	\$3.12	\$3.28	\$3.06	\$3.22	\$3.03	\$3.19	\$2.98	\$3.14	\$2.94	\$3.10
Frozen Juice	\$1.61	\$1.74	\$1.55	\$1.68	\$1.52	\$1.65	\$1.47	\$1.60	\$1.43	\$1.56
Frozen Potatoes	\$2.17	\$2.41	\$2.11	\$2.35	\$2.08	\$2.32	\$2.03	\$2.27	\$1.99	\$2.23
Portion control condiments	\$1.61	\$1.75	\$1.55	\$1.69	\$1.52	\$1.66	\$1.47	\$1.61	\$1.43	\$1.57
Produce	\$2.39	\$2.66	\$2.33	\$2.60	\$2.30	\$2.57	\$2.25	\$2.52	\$2.21	\$2.48
Frozen Vegetables	\$2.17	\$2.44	\$2.11	\$2.38	\$2.08	\$2.35	\$2.03	\$2.30	\$1.99	\$2.26
Shell Eggs	\$2.96	\$3.19	\$2.90	\$3.13	\$2.87	\$3.10	\$2.82	\$3.05	\$2.78	\$3.01
Processed Eggs (Refrig and Froz)	\$2.17	\$2.60	\$2.11	\$2.54	\$2.08	\$2.51	\$2.03	\$2.46	\$1.99	\$2.42
Smallwares/ Equipment	11.00%	11.00%	10.72%	10.72%	10.56%	10.56%	10.34%	10.34%	10.17%	10.17%
Equipment (single items >\$1,000)	8.00%	8.00%	7.73%	7.73%	7.57%	7.57%	7.35%	7.35%	7.20%	7.20%

**31-45 Day Terms**

Implementation Date	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023
Product Category	K-12 Over \$2500	K-12 Under \$2500	K-12 Over \$2500 \$1M+	K-12 Under \$2500 \$1M+	K-12 Over \$2500 \$2M+	K-12 Under \$2500 \$2M+	K-12 Over \$2500 \$3M+	K-12 Under \$2500 \$3M+	K-12 Over \$2500 \$5M+	K-12 Under \$2500 \$5M+
Boxed Meats	\$2.74	\$3.65	\$2.68	\$3.59	\$2.65	\$3.56	\$2.60	\$3.51	\$2.56	\$3.47
Coffee (Inc Frz)	\$3.68	\$4.37	\$3.62	\$4.31	\$3.59	\$4.28	\$3.54	\$4.23	\$3.50	\$4.19
Dairy	\$2.37	\$2.65	\$2.31	\$2.59	\$2.28	\$2.56	\$2.23	\$2.51	\$2.19	\$2.47
Disposable Cutlery	\$1.69	\$1.75	\$1.63	\$1.69	\$1.60	\$1.66	\$1.55	\$1.61	\$1.51	\$1.57
Disposables	\$3.15	\$3.50	\$3.09	\$3.44	\$3.06	\$3.41	\$3.01	\$3.36	\$2.97	\$3.32
Dry/Refrig Goods	\$2.25	\$2.36	\$2.19	\$2.30	\$2.16	\$2.27	\$2.11	\$2.22	\$2.07	\$2.18
Foam Trays	\$2.38	\$2.62	\$2.32	\$2.56	\$2.29	\$2.53	\$2.24	\$2.48	\$2.20	\$2.44
Foodservice Chemicals	10.30%	11.85%	10.02%	11.57%	9.85%	11.40%	9.63%	11.17%	9.46%	11.00%
Fresh/Frozen Poultry, Seafood, Beef, Pork, Deli Meats (Exl Boxed)	\$2.71	\$2.86	\$2.65	\$2.80	\$2.62	\$2.77	\$2.57	\$2.72	\$2.53	\$2.68
Frozen Goods	\$3.20	\$3.36	\$3.14	\$3.30	\$3.11	\$3.27	\$3.06	\$3.22	\$3.02	\$3.18
Frozen Juice	\$1.69	\$1.82	\$1.63	\$1.76	\$1.60	\$1.73	\$1.55	\$1.68	\$1.51	\$1.64
Frozen Potatoes	\$2.25	\$2.49	\$2.19	\$2.43	\$2.16	\$2.40	\$2.11	\$2.35	\$2.07	\$2.31
Portion control condiments	\$1.69	\$1.83	\$1.63	\$1.77	\$1.60	\$1.74	\$1.55	\$1.69	\$1.51	\$1.65
Produce	\$2.47	\$2.74	\$2.41	\$2.68	\$2.38	\$2.65	\$2.33	\$2.60	\$2.29	\$2.56
Frozen Vegetables	\$2.25	\$2.52	\$2.19	\$2.46	\$2.16	\$2.43	\$2.11	\$2.38	\$2.07	\$2.34
Shell Eggs	\$3.04	\$3.27	\$2.98	\$3.21	\$2.95	\$3.18	\$2.90	\$3.13	\$2.86	\$3.09
Processed Eggs (Refrig and Froz)	\$2.25	\$2.68	\$2.19	\$2.62	\$2.16	\$2.59	\$2.11	\$2.54	\$2.07	\$2.50
Smallwares/ Equipment	11.25%	11.25%	10.97%	10.97%	10.81%	10.81%	10.59%	10.59%	10.42%	10.42%
Equipment (single items >\$1,000)	8.25%	8.25%	7.98%	7.98%	7.82%	7.82%	7.60%	7.60%	7.45%	7.45%

**46-60 Day Terms**

Implementation Date	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023	7/1/2023
Product Category	K-12 Over \$2500	K-12 Under \$2500	K-12 Over \$2500 \$1M+	K-12 Under \$2500 \$1M+	K-12 Over \$2500 \$2M+	K-12 Under \$2500 \$2M+	K-12 Over \$2500 \$3M+	K-12 Under \$2500 \$3M+	K-12 Over \$2500 \$5M+	K-12 Under \$2500 \$5M+
Boxed Meats	\$2.82	\$3.73	\$2.76	\$3.67	\$2.73	\$3.64	\$2.68	\$3.59	\$2.64	\$3.55
Coffee (Inc Frz)	\$3.76	\$4.45	\$3.70	\$4.39	\$3.67	\$4.36	\$3.62	\$4.31	\$3.58	\$4.27
Dairy	\$2.45	\$2.73	\$2.39	\$2.67	\$2.36	\$2.64	\$2.31	\$2.59	\$2.27	\$2.55
Disposable Cutlery	\$1.77	\$1.83	\$1.71	\$1.77	\$1.68	\$1.74	\$1.63	\$1.69	\$1.59	\$1.65
Disposables	\$3.23	\$3.58	\$3.17	\$3.52	\$3.14	\$3.49	\$3.09	\$3.44	\$3.05	\$3.40
Dry/Refrig Goods	\$2.33	\$2.44	\$2.27	\$2.38	\$2.24	\$2.35	\$2.19	\$2.30	\$2.15	\$2.26
Foam Trays	\$2.46	\$2.70	\$2.40	\$2.64	\$2.37	\$2.61	\$2.32	\$2.56	\$2.28	\$2.52
Foodservice Chemicals	10.55%	12.10%	10.27%	11.82%	10.10%	11.65%	9.88%	11.42%	9.71%	11.25%
Fresh/Frozen Poultry, Seafood, Beef, Pork, Deli Meats (Exl Boxed)	\$2.79	\$2.94	\$2.73	\$2.88	\$2.70	\$2.85	\$2.65	\$2.80	\$2.61	\$2.76
Frozen Goods	\$3.28	\$3.44	\$3.22	\$3.38	\$3.19	\$3.35	\$3.14	\$3.30	\$3.10	\$3.26
Frozen Juice	\$1.77	\$1.90	\$1.71	\$1.84	\$1.68	\$1.81	\$1.63	\$1.76	\$1.59	\$1.72
Frozen Potatoes	\$2.33	\$2.57	\$2.27	\$2.51	\$2.24	\$2.48	\$2.19	\$2.43	\$2.15	\$2.39
Portion control condiments	\$1.77	\$1.91	\$1.71	\$1.85	\$1.68	\$1.82	\$1.63	\$1.77	\$1.59	\$1.73
Produce	\$2.55	\$2.82	\$2.49	\$2.76	\$2.46	\$2.73	\$2.41	\$2.68	\$2.37	\$2.64
Frozen Vegetables	\$2.33	\$2.60	\$2.27	\$2.54	\$2.24	\$2.51	\$2.19	\$2.46	\$2.15	\$2.42
Shell Eggs	\$3.12	\$3.35	\$3.06	\$3.29	\$3.03	\$3.26	\$2.98	\$3.21	\$2.94	\$3.17
Processed Eggs (Refrig and Froz)	\$2.33	\$2.76	\$2.27	\$2.70	\$2.24	\$2.67	\$2.19	\$2.62	\$2.15	\$2.58
Smallwares/ Equipment	11.50%	11.50%	11.22%	11.22%	11.06%	11.06%	10.84%	10.84%	10.67%	10.67%
Equipment (single items >\$1,000)	8.50%	8.50%	8.23%	8.23%	8.07%	8.07%	7.85%	7.85%	7.70%	7.70%