

APPENDIX

Requirements for Twenty20 Beef Club members

- Must be Glanbia Co-op members (ROI) or Kepak suppliers.
- Can be either dairy farmers, suckler farmers or beef finishers.
- All dairy calves must come from Glanbia Ireland milk supplier farms
- Calves must be finished on the farm of birth (Glanbia farmers) or after one movement to a finishing farm
- Minimum calf/cattle number is 25. No maximum
- All animal breeds (incl Friesian, Angus and Hereford) with the exception of Jersey and Jersey crosses.
- Objective selection criteria applied if oversubscribed – including trading history with GI/Kepak and animal genetics.
- Members must have the capability to adhere to strict production & farming standards.
- Members must comply with contractual obligations

Advance Cashflow Package

- An Advance Payment Package will be available to all Glanbia Co-op members participating in the Pilot Programme (2019); thereafter it will be available to all credit approved Club members (subject to funding being secured).
- The finance package will allow the Club Members to be advance paid up to €770 per animal over the life span of the animal
- Members will be paid up to €35/ head each month commencing in month three of the animal's life and ending at month 24 (paid sooner if the animal is slaughtered earlier)
- At the time of slaughter, Members will be paid the balance due on the carcass's value in excess of €770 per animal; the €770 plus interest will at that stage be re-paid to the finance provider.
- The Advance Payment Package will ensure a consistent cash flow to Club Members over the life of the animal.
- An interest charge of 3.75% will be charged against the funds provided as an advance payment.

Market Price

- The Market Price: Average weekly price for heifers and steers as quoted in the Agri Media (Average Quoted Price - AQP)
- The AQP reflects the average weekly price quoted by ROI beef processors
- The market price and relevant bonuses are paid subject to carcass weights falling within the range of 280kgs to 360kgs

Club Protocol Bonus

- Club Protocol Bonus of 12c/kg
- Bonus paid for adherence to the programme Blueprint including the Bord Bia SBLAS and Origin Green
- For years one and two, Club Protocol Bonus will be paid regardless of carcass grading

Club Breed Bonus

- The Club Breed Bonus will be reflective of commercial practices applying in the market
- Capped at 10c/kg, and confirmed annually
- For year one and two, Club Breed Bonus paid regardless of carcass grading

Club Premium

- ‘Club Premium’ will be paid to all Club members on carcass weights falling within the range of 280kgs to 360kgs
- Club Premium ranges from a minimum of 0.15c/kg up to a max of 0.25c/kg
- Where the market price (AQP) is at or above €3.85/kg, the Club Premium will be 0.15c/kg
- Where the market price falls under €3.85c/kg the Club Premium will increase cent for cent with any market decline up to a maximum premium of 0.25c/kg.
- The Club Premium rewards adherence to the Club Protocols

Example: R-/R= grade Angus, 335kg carcass, April slaughter			
MARKET PRICE (AQP)	€4.00	€3.75	€3.50
CLUB PREMIUM	€0.15	€0.25	€0.25
CLUB PROTOCOL BONUS	€0.12	€0.12	€0.12
CLUB BREED BONUS	€0.10	€0.10	€0.10
CLUB SEASONALITY BONUS – APRIL	€0.06	€0.06	€0.06
TOTAL TO FARMER	€4.43/kg	€4.28	€4.03
ANIMAL VALUE	€1,484	€1,433	€1,350