

# THE CHAROLAIS CRAFT BEEF COOPERATIVE

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## INVESTOR SUMMARY

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AUGUST 2025

PRESENTED BY YIELD SOLUTIONS  
AND BRADBURY&COMPANY

AMERICAN-INTERNATIONAL  
CHAROLAIS ASSOCIATION

## Why We Are Doing This

The beef industry we live in today has become a machine that moves cattle and product in great volumes. Yet, in doing so, it has stripped away the voices of the people who raise those cattle and the choices of the people who eat them. Ranchers are left as price takers in a game they did not design, while consumers face rows of white labels with no story, no breed, and no reason to believe.

We are building something different. The Charolais Craft Beef Cooperative is not designed to create wealth for a handful of investors; it is designed to open the tent wide enough for every AICA member who wants to be part of a system that smooths out the wild swings of the market and gives future generations a reason to carry on. By integrating the cattle supply to the point of the knife, we derisk and create an economically sustainable business and industry for future generations. At the heart of this is the Charolais breed itself, a breed that has carried weight and quality for centuries, and deserves a national brand that finally reflects its true value, which can be recognized by the public globally.



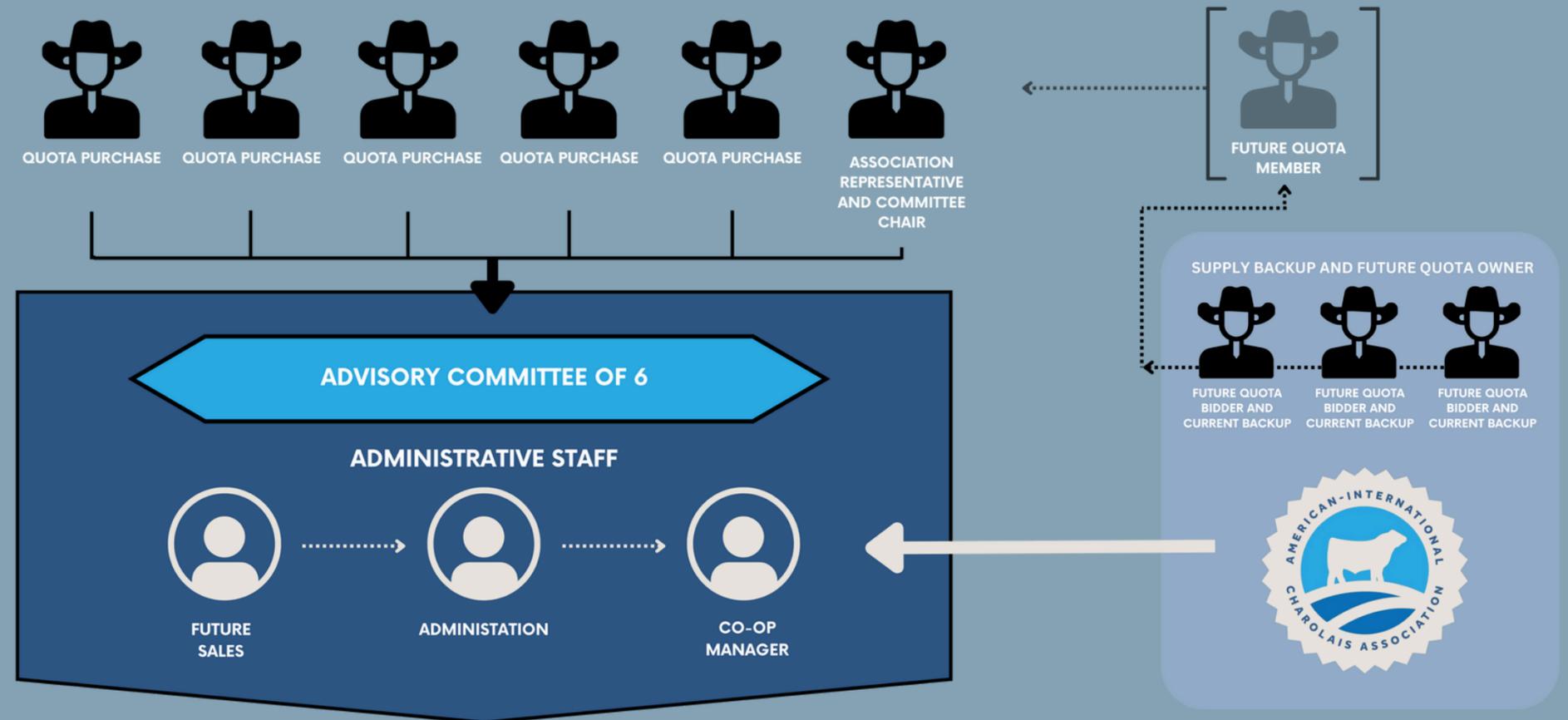
# What We Are Doing

The first cooperative begins with five investors, each bringing \$200,000 and about one hundred cattle a year into the system. That is roughly eight animals a month, small enough to keep risk light, yet powerful enough to create a steady flow of beef that builds the brand at a prescribed pace. The cattle remain owned by the producers through toll processing, which means every cut and every dollar stays tied back to the people who raised them.

The model grows with purpose and only when it has earned the right to. Once every seat consistently generates half a million dollars in revenue, another seat is added. Once a cooperative reaches ten seats, a new cooperative is launched in another region, carrying the same standards and the same brand but run by its own members. If the demand comes faster, the timeline can shift from years to periods, allowing growth to happen more quickly without losing the safeguards that protect it.

This is a structure built with balance so that producers can still sell most of their cattle into the commodity system if they wish, keeping them in their comfort zone, while also contributing to a new business that carries the power to reshape the industry. Staff run the daily operations, keeping the work professional and steady. At the same time, investors sit on an advisory board that steers the brand and ensures the cooperative never drifts from its purpose.

## Co-Op Coordination



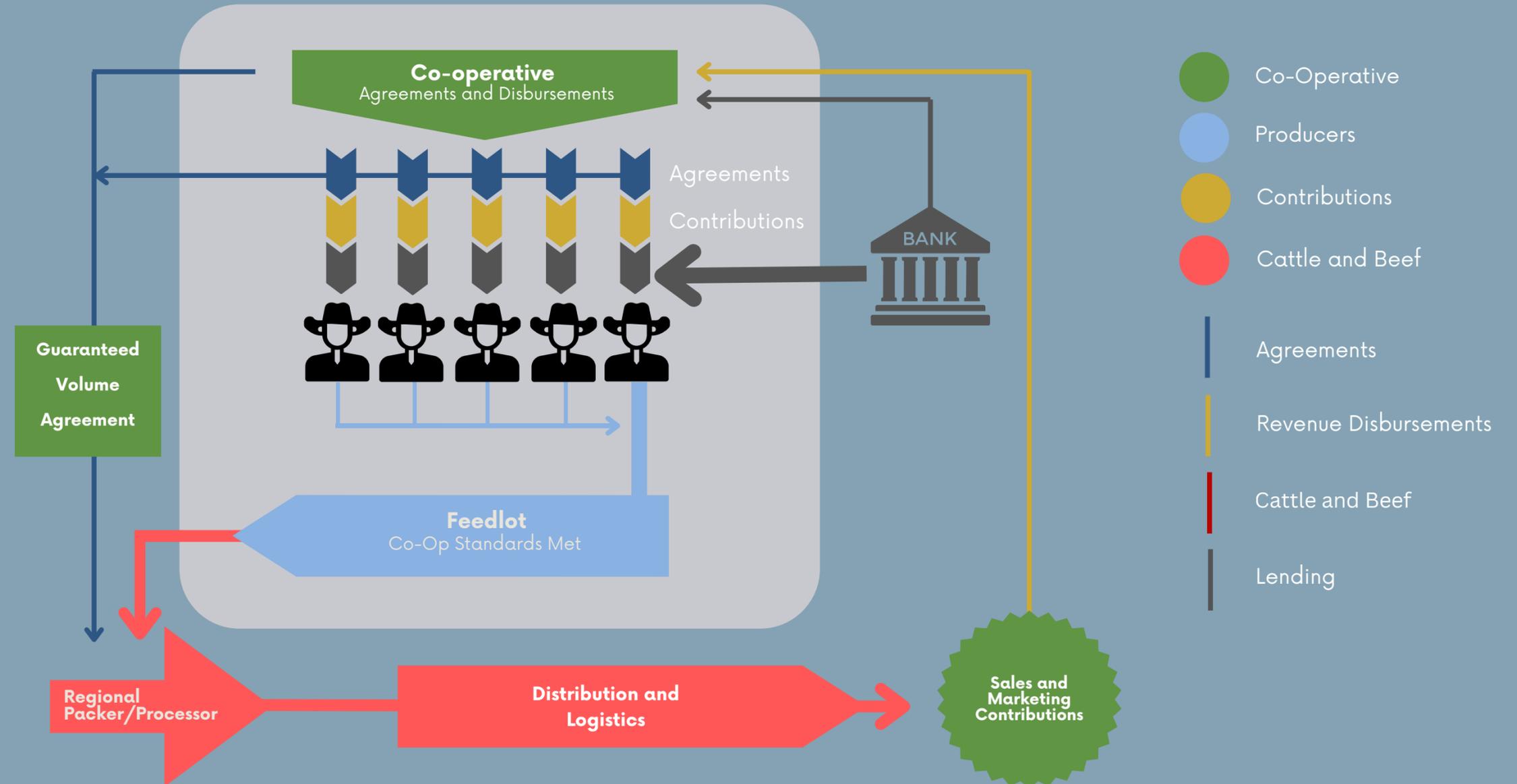
# How it Works

Starting with 5 initial investors, one being a feedlot owner, the supply chain is now integrated, and the quota for each seat is set. Backup supply members add to this power, which provides the Cooperative administration the ability to secure long-term space with a toll processor, adding guarantees on volume and timing. This is an ideal arrangement for all parties.

This security and consistency of brand means that entering the market with retail and foodservice distributors can be easier. The fact that a solid national organization backs this cooperative also adds street credibility.

Proceeds from the sale of meat are delivered to the Cooperative, which can pay out agreements, and the remaining contributions can then be distributed back to seat members.

Seats with value and secured, guaranteed business are attractive investments for banks, and individual seat members can use this leverage towards loans for cattle or infrastructure.



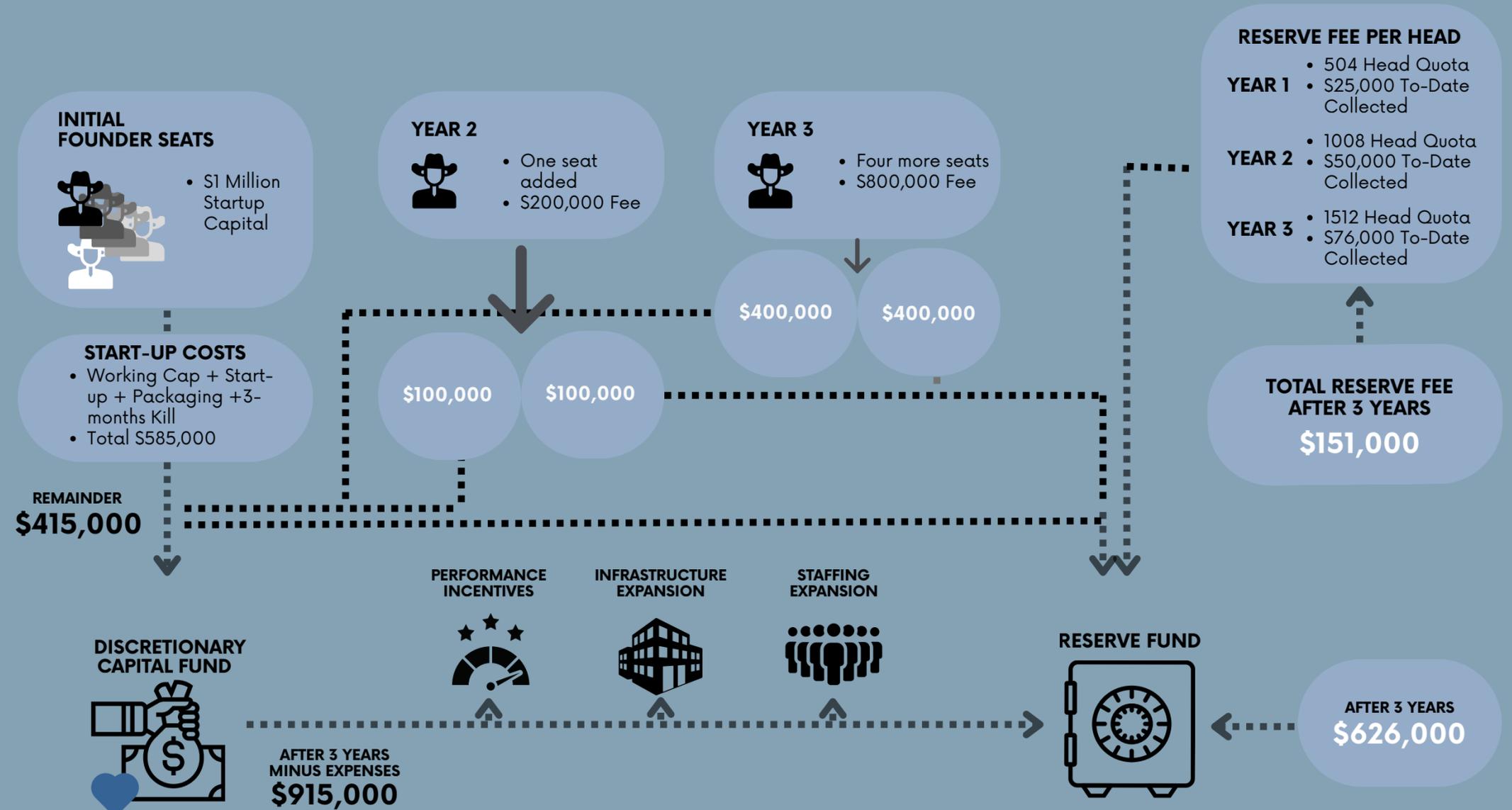
# Seats and Returns

The cooperative begins with one million dollars of founding capital. After the first year, if any of that start-up or scaling capital remains unspent, it can be voted to return to the five founding investors before any new seats are added. This gives real money back quickly and shortens the payback window.

Each two-hundred-thousand-dollar seat is more than a buy-in; it is equity. It carries a vote, a share of the profits, and the ability to be pledged as collateral. If a member ever exits or defaults, a pre-qualified supply backup member steps in at the same price, keeping the system moving and the brand protected.

The requirement of only one hundred head per year spreads the cost of production across the cow-calf phase, where stability matters most, and ensures that ranchers are engaged from the very beginning of the animal's life. This makes the cooperative inclusive and gives it a foundation that does not rely on a few large players but instead builds strength from many smaller ones.

Profits are shared pro rata, meaning each member earns in direct relation to the cattle they supply. Annual working capital, reserve funds and discretionary capital pools are in place to provide stability and protect against downturns, so that distributions remain consistent even when markets fluctuate. Meanwhile, a reserve fund is there to face emergencies or build critical infrastructure to grow the cooperative.



## Risk Reduction

The Charolais Craft Beef Cooperative carries three distinct back-up funds that work together to safeguard stability while also creating room to grow. The working capital reserve is our annual buffer of \$100,000 that ensures we can move with flexibility and meet obligations without delay. It is the fund that keeps operations breathing smoothly, paying for insurance, regulatory filings, and breed compliance, as well as subscriptions for the digital systems that keep our cooperatives connected and accountable. It carries the legal and accounting services that deliver monthly financials and cooperative distributions, and it also supports member recruitment, training, and onboarding during times of expansion. Built into it is the ability to invest in promotional launches, educational materials, and short-term staffing so that momentum is never lost, even when growth comes quickly.

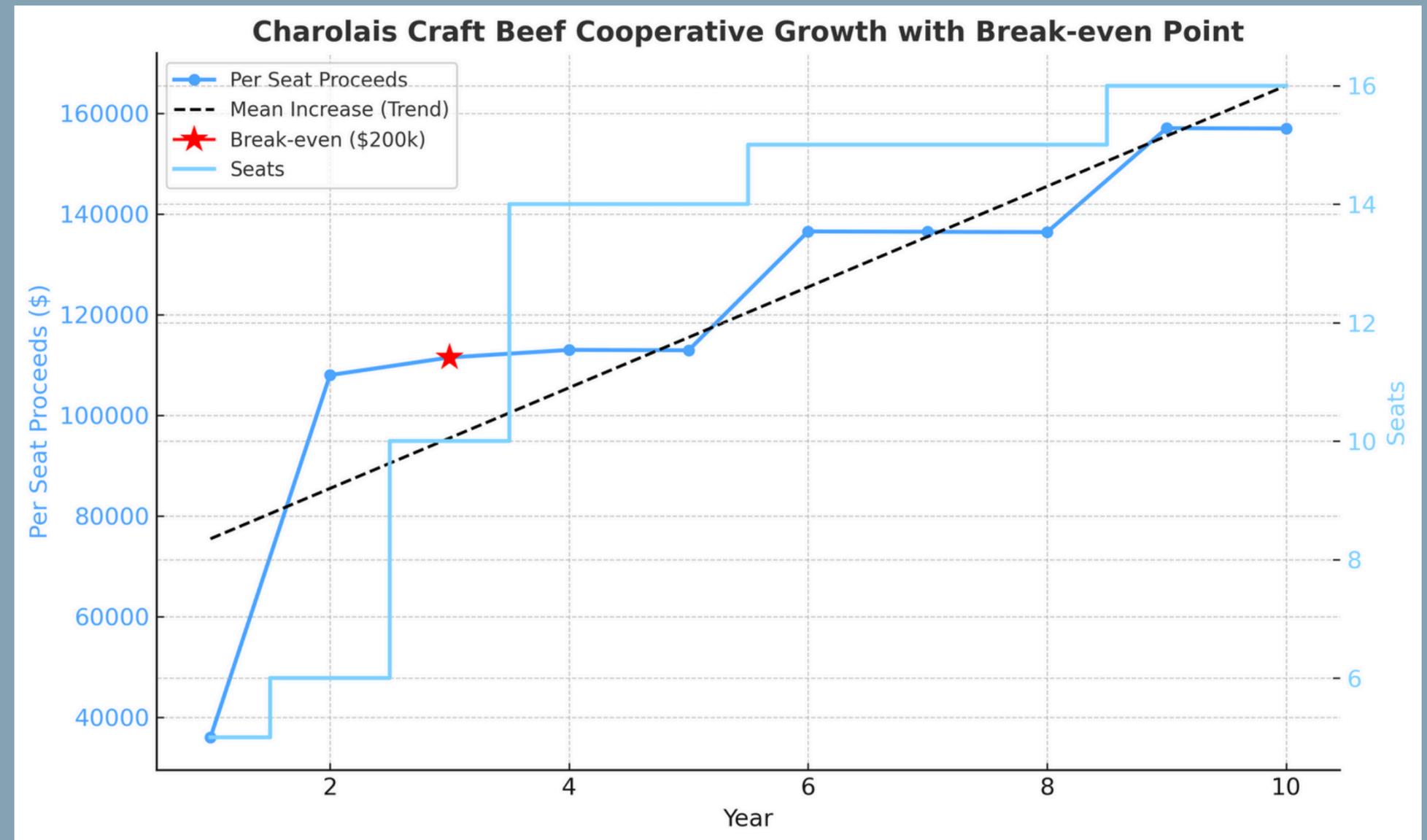
Alongside this, every cooperative builds its own Reserve Fund, which is both a stabilizer and a growth engine. It is grown through half of every new \$200,000 seat contribution and a \$50 per head Reserve Fee collected on cattle, and it is held in a protected account for member-approved purposes only. This fund makes each cooperative resilient in the face of challenges and strong enough to invest in shared priorities without leaning on loans. The Discretionary Capital Fund then adds another layer of adaptability, fueled by the other half of new seat contributions once the five foundational seats are established. This fund is controlled by the Advisory Committee and provides the flexibility to invest in onboarding, infrastructure, technology trials, and incentive programs, or to hold resources for larger cooperative-led projects. If not used in a given period, it may be rolled forward, placed into reserve, or directed into cost-saving improvements. Together, these three funds form a layered foundation that balances discipline with flexibility, ensuring the cooperative is always equipped to act in the present while keeping a steady hand on the future.



This chart shows a pathway that is both steady and rewarding, with each of the first five investors seeing their \$200,000 seat paid back by year three and cumulative proceeds surpassing \$1.2 million over the full ten-year period. Even as the cooperative grows from 5 to 16 seats, the per-seat proceeds continue to rise, moving from \$35,984 in year one to \$112,905 in year five and \$156,969 in year ten. That is a return of roughly six times the initial investment, or about a 600 percent increase, built on conservative assumptions that are designed to reflect the realities of the cattle and meat industry, where feed, processing, and market conditions are always in motion.

It is also important to note that these numbers represent a baseline, not a ceiling. If producers are able to reduce costs in their own operations, the returns increase directly, which rewards efficiency and discipline in a way that strengthens both the individual and the collective. The cooperative model is what ties this together, ensuring that value stays with the producers who raise the cattle, building shared reserves for resilience, and keeping the system healthy for the long term. Unlike a for-profit corporation that extracts dividends for outside shareholders, this cooperative grows from within, creating stability, adaptability, and returns that remain steady per seat even as membership expands. For investors, this means early payback, significant long-term gains, and the knowledge that the system rewards both participation and performance.

## A Stable Investment in the Future



# What you get for your \$200,000

A seat in the Charolais Craft Beef Cooperative is more than an entry point; it is a working asset that combines ownership, profit, and long-term equity in a way that few agricultural investments can. The start-up costs are already covered, which means every seat holder steps into a system with brand, governance, legal, and marketing foundations in place, supported by a professional management team that runs the business while members focus on supplying cattle. From the first year, proceeds flow back to each seat and those returns grow steadily, reaching more than \$100,000 annually by Year 2 and continuing to rise beyond \$150,000 by Year 10. At that pace, the initial \$200,000 investment is recovered early in Year 3, creating both quick payback and compounding returns over time. Because corporations can hold seats with quota cattle, passed down to family, sold, or even used to leverage financing, they act as both a source of income and a transferable asset. Over time, this combination of guaranteed supply access, rising proceeds, and national brand equity turns the seat into a legacy position, one that grows stronger as the cooperative matures and the craft beef identity gains recognition across the country.

What a \$200,000 Seat Delivers	Result
<b>Foundation Already Built</b>	All start-up costs covered: brand, governance, legal setup, website, launch promotion, initial processing
<b>Ownership and Voice</b>	One seat equals one vote with influence over quotas, policy, and direction
<b>Profit Participation</b>	Per seat proceeds grow from \$35,984 in Year 1 to more than \$156,000 annually by Year 10, after staffing and overhead costs
<b>Professional Management</b>	General Manager and Admin from the start, Sales Manager added in Year 2 to drive market growth
<b>Protected Supply Access</b>	Guaranteed share of Charolais beef program throughput
<b>Equity in a National Brand</b>	Ground floor entry into a premium craft beef identity that expands in value with each seat
<b>Transferable Asset</b>	Seats may be owned by corporations supplying quota cattle, passed down to the next generation, sold to new members, or used as leverage for financing
<b>Appreciating Value</b>	As the cooperative grows, per seat proceeds rise and long-term equity strengthens
<b>National Expansion</b>	With additional cooperatives and nationalization, the brand itself drives premium value, elevating both the meat and the seat
<b>Piece of Mind</b>	Ensuring that each and every year income can be predictable smoothing out the bumps in the traditional supply network

# A National Strategy

The Charolais Craft Beef Cooperative is built with growth hardwired into its design. Once the founding cooperative reaches scale and meets the required threshold on a per-seat basis, the system expands by adding a new cooperative that follows the same financial structure and investment model. Each cooperative begins with the same \$200,000 seat buy-in, the same governance framework, and the same commitment to professional management and marketing. This consistency ensures that every group of ranchers or corporate seat holders who come on board has the same clear path to profitability, with the benefit of proven systems already in place. The expansion is structured to create balance between local cattle supply and national market demand while protecting the value of every existing seat.

As new cooperatives are added, they bring local management, regional identity, and strong ties to their communities, but they are also strengthened by the national brand and the experience of the cooperatives that came before them. Lessons from early operations flow forward into each new group, making every cooperative sharper and more efficient while keeping the financial structure identical across the system. This creates a powerful alignment where local ranchers lead their own cooperative yet contribute to a national craft beef identity that grows stronger with each expansion. It is the balance of locally managed production and nationally recognized branding that gives the system its strength, ensuring that every cooperative contributes to and benefits from the shared reputation, marketing reach, and customer trust of the Charolais Craft Beef name.



# The Franchising of a National Strategy



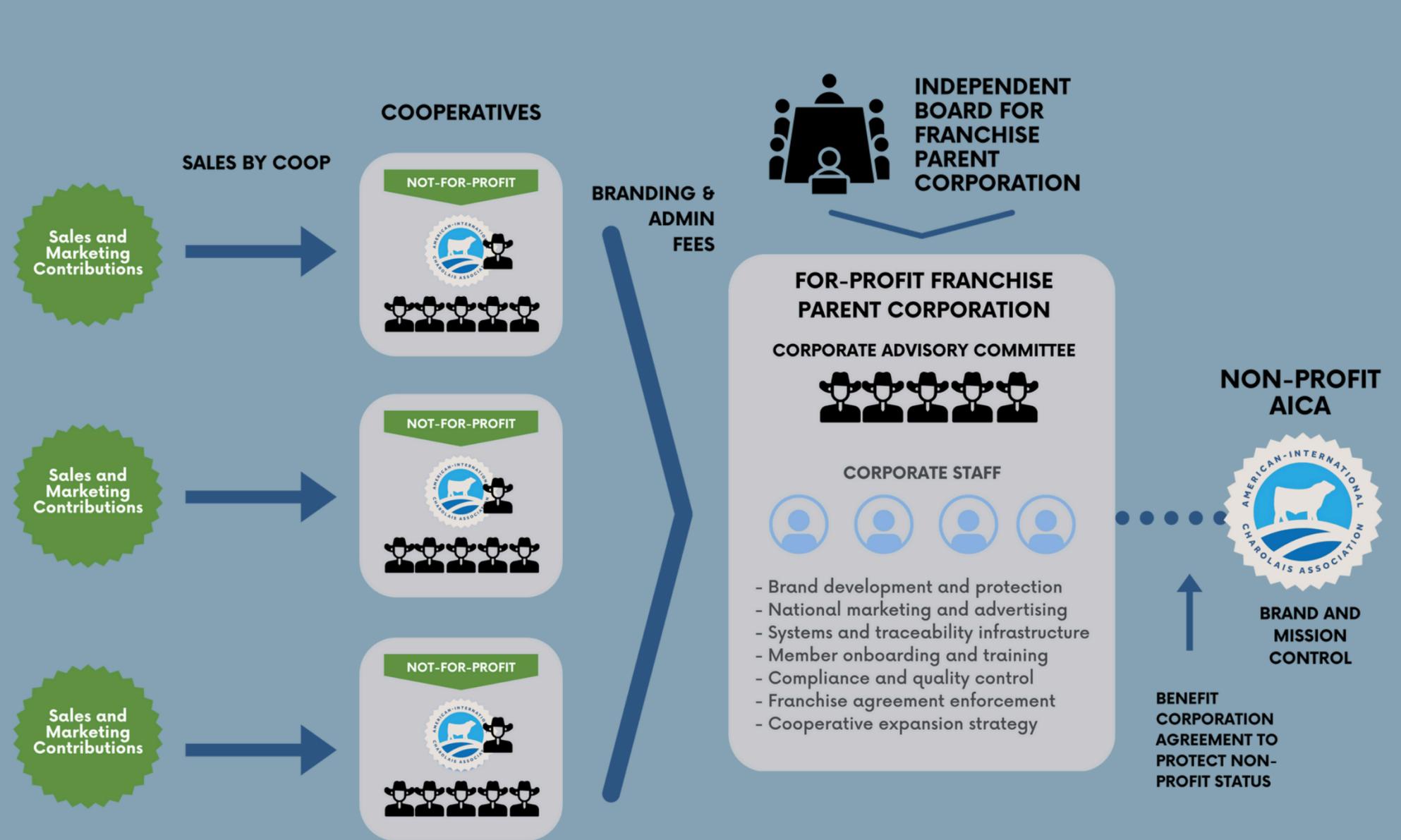
# A National Brand Power

What makes this business strategy so very innovative is that the business itself is local. Local food is, and always will be, important to consumers. Research tells us that this is a key factor in how the public thinks and acts. They look to local food as sustainable, fresher and better for them.

To make this into a national brand, however, these local cooperatives will be replicated in many locations, much like a franchise. Consistency and organization within a brand are essential, so a for-profit organization known here as the Franchise Parent Corporation has been created. With staff of its own, an Advisor Committee built of cooperative members and a Board of Governors, it uses funds to build out a national brand and ensure the breed itself prospers through its efforts.

The Franchise Parent Corporation is structured as a benefit corporation and wholly owned by the American-International Charolais Association. It holds the brand, maintains national standards, and provides the tools, systems, and contracts that individual cooperatives need to succeed. It does not own cattle, set pricing, or interfere with operations. Its purpose is to strengthen the system, not extract from it. As a benefit corporation, it can reinvest any proceeds into tools that advance the breed, build cooperative capacity, or deliver public benefit aligned with AICA's mission. That alignment ensures the values behind this structure are never lost as it grows.

The American-International Charolais Association is more than a registry. It has stood as a champion for breeders, a guardian of genetic integrity, and a determined advocate for the economic strength of the Charolais breed. For decades, the Association has worked to protect and enhance the value of the breed, ensuring that it remains viable, respected, and rewarding for those who raise it. In today's evolving market, value is no longer captured solely on the rail or in the show ring, but across entire systems, through visibility, consistency, integration and trust. And now, a new opportunity has emerged, one that enables the AICA to further advance its mission by establishing the first national structure specifically designed to benefit Charolais producers.



# The Franchise Parent Corporation

The Franchise Parent Corporation is the backbone that keeps the system consistent, credible, and scalable. It is funded in three simple ways:

**Royalties** – three percent of gross revenue supports national sales, chef relationships, and distributor negotiations.

**Brand Fees** – Two percent of gross revenue is invested in marketing, recipe development, promotional content, and packaging standards.

**Administration Fees** – a flat two thousand dollars a month covers legal tools, onboarding, training, and compliance systems that are more efficient when managed centrally.

These funds are reinvested to protect the brand, strengthen national presence, and alleviate the burden on local cooperatives. This means no region has to waste time reinventing packaging, rewriting compliance rules, or running national promotions on its own.

The parent corporation safeguards trademarks, ensures genetic and quality standards, manages the national brand kit, and carries out chef outreach and distributor partnerships that individual cooperatives cannot reach on their own. It keeps expansion controlled and repeatable, because every new cooperative enters the system with proven tools and trusted support.

For investors, this means your two-hundred-thousand-dollar seat is not standing on its own. It is part of a growing national brand that is funded sustainably, strengthened by every cooperative that joins, and built to last. The parent corporation gives you confidence that the Charolais Craft Beef Cooperative is not just a local project but a national system with staying power. This is a local effort with national power.



A PLAN TO BRAND IN 38 WEEKS

NEXT STEPS



YS

YIELD SOLUTIONS INC



Larry Dalton

Business Leader  
International and Domestic Business Dev  
Establishing brands  
Expert with all animal proteins  
Feedlot to Harvest expertise  
Supply chain



James Bradbury

Craft Beef Brand Leader  
Product and packaging development  
Private brand and labelling for retail and foodservice  
Brand and Business Strategy  
Marketing Expert  
Partner Strategies

Your End-to-End  
Go-to-Market  
Solution for Food

Laser-focused on meats, Yield Solutions Inc. and Bradbury&Company specialize in providing end-to-end support for launching and scaling new food brands, establishing food manufacturing facilities, and guiding projects from concept to market. With a strong in-house sales and creative marketing team, our company offers expertise in go-to-market strategies, business planning, and tactical project execution. We excel in retail merchandising, e-commerce strategy, and consumer engagement, ensuring seamless connections between supply chains and customer demand.

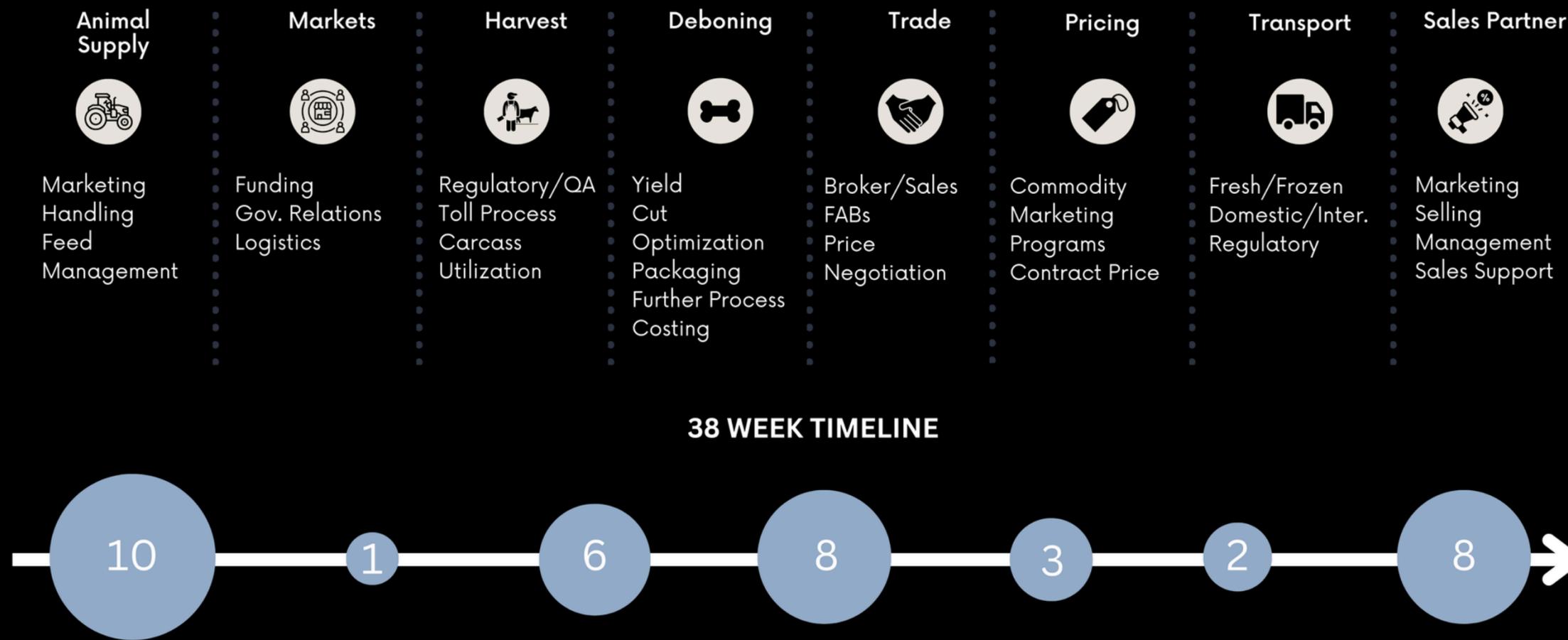
Yield Solutions Inc. and Bradbury&Company also focus on maximizing food processing yields, developing efficient manufacturing workflows, and building impactful brand identities. Additionally, our company has partnered with selected global leaders to design and build turn-key manufacturing facilities that set new standards for sustainability and innovation. Our services extend to creating effective retail and online marketing campaigns, optimizing distribution networks, and driving sales performance. From business strategy to retail and digital execution, Yield Solutions Inc. is uniquely equipped to support every aspect of a food-focused venture.

## TO-DO CATEGORY LISTS



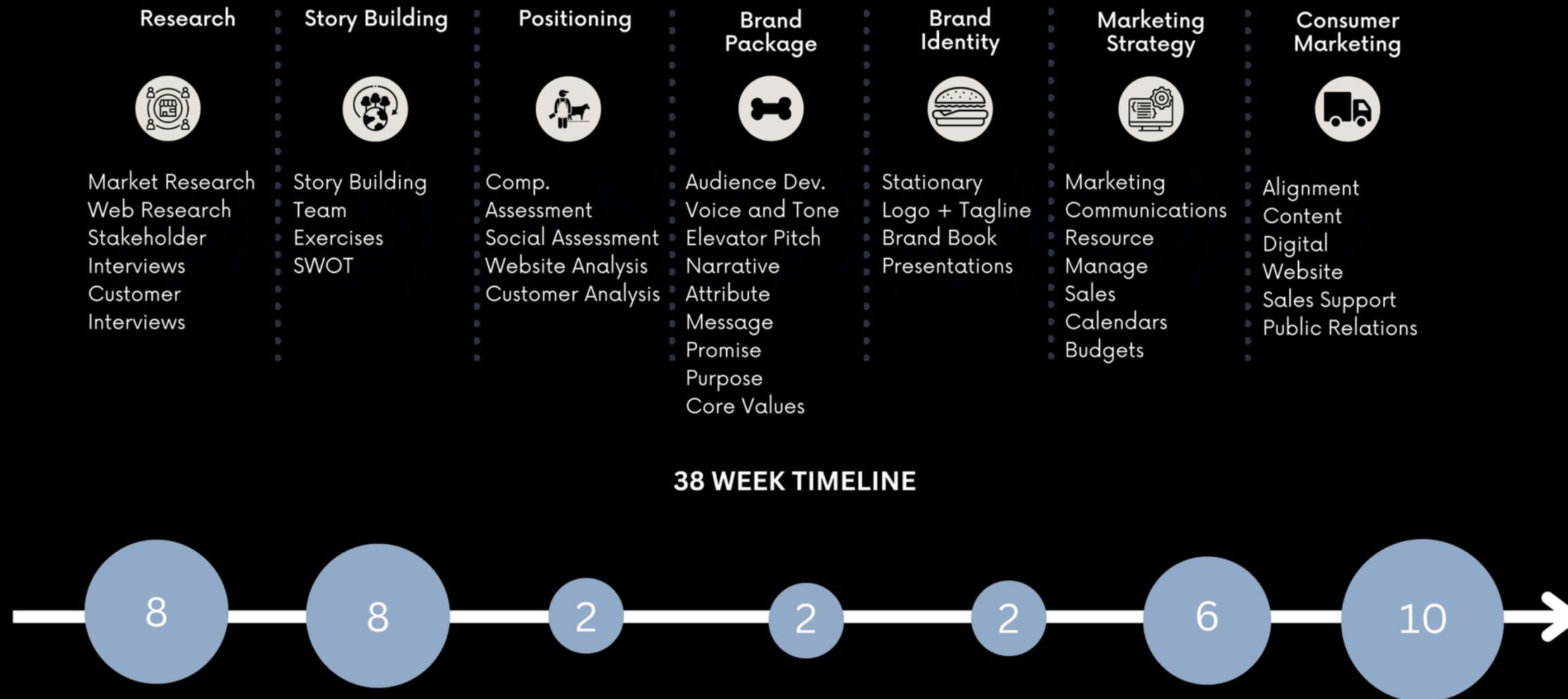
Our team has a proven organizational structure, battle-ready, and we have tested and learn, failed and triumphed. The process begins with animal supply, where marketing and management ensure animals meet breed and quality standards. Feed, handling, and care build consistency from the start. Markets are shaped by funding, government relations, and logistics planning, creating a foundation for scale and system support. Harvest covers compliance, toll processing, and carcass planning, setting up how value and yield are captured. Deboning converts carcasses into saleable cuts, focusing on yield, packaging, and process costs. Trade involves brokers, FABs, and price deals that link products to the right buyer through trusted relationships. Pricing connects cost and market data to program goals, locking in contracts or managing spot sales for margin. Transport manages cold chain and paperwork, ensuring timely delivery and protecting product integrity. Sales partners market and move the product, manage key accounts, and provide feedback to shape future strategy.

# PRODUCT AND SALES PROCESS



The go-to-market process begins with in-depth research that combines market data, digital trends, stakeholder insights, and direct customer feedback to inform every subsequent decision. From there, internal story building takes place through team sessions and a SWOT analysis, helping to clarify the brand's purpose and shape a narrative that everyone can stand behind. Positioning then defines where the brand fits by assessing competitors, customer patterns, social presence, and web performance, giving a clear picture of opportunity and differentiation. With that strategic foundation, the brand package is developed to include voice, tone, messaging, and core values that shape how we communicate and why it matters. These elements are brought to life visually through brand identity tools, such as logos, taglines, presentation materials, and the brand book, ensuring consistency and recognition. Marketing strategy is followed by structured communications, sales planning, timelines, and budget allocations to keep the rollout on track and resources aligned. The final stage is consumer marketing, where web, digital, public relations, content, and sales tools all come together to deliver the brand clearly and consistently to the people who matter most.

# GO-TO-MARKET PROCESS



# Support Materials

We are inviting you to become one of the five founding investors by committing \$200,000 to secure a seat in the first Charolais Craft Beef Cooperative. This investment can be shared by family, friends, indigenous groups or corporations as long as the early-stage cattle quota can be met.

## **This gives you:**

- A founding role in shaping a national brand for the Charolais breed
- Equity that holds real value and can be used as collateral
- Early payback through unspent capital returned after year one
- Modest cattle commitments that allow you to stay in commodity sales while building something new
- The protection of backup members and reserve funds that safeguard your investment
- The chance to sit at the advisory table, guiding a brand that will stand for quality and story
- Gives you a way of predicting income for you and future generations, giving your children the chance to see a future in agriculture.

This is a chance to carry the Charolais breed forward, to give producers a stronger hand, and to build a system that rewards care and consistency with stability and return. It is a path built for longevity, designed for growth, and ready for those who want to be part of shaping the future of American cattle ranching.



# Start-up Costs in First Year

Funded by initial seat allocation dollars of \$1,000,000

The Charolais Craft Beef Cooperative has set aside \$409,000 in dedicated start-up funding to build the organization's foundation in its first year. This investment includes contracts with Yield Solutions and B&C to lead the development of the brand, structural governance, and cooperative identity across regions. Legal and structural setup is fully covered, including incorporation, franchise registration, cooperative formation under applicable statutes, and all required policy documents. A portion of the start-up budget is committed to travel and coordination expenses, ensuring regional meetings, member onboarding, and alignment between stakeholders during the rollout. A dedicated web and digital developer will be engaged to build the cooperative's initial online infrastructure, including a public website, a secure member portal, and traceability tools as required. This digital work ensures long-term accessibility, transparency, and efficiency. The budget also includes public relations, launch planning, and early campaign materials that establish a strong presence with chefs, butchers, and early partners. Design assets, print collateral, photography, and packaging templates are captured within this scope, alongside funds for stakeholder engagement sessions and cooperative education meetings that build buy-in and momentum ahead of full operations.

Start Up Costs	
Yield Solutions/B&C	\$279,000
Legal and Structural Setup	\$50,000
Travel and Expenses	\$30,000
Launch Promotion and Public Relations	\$20,000
Website Developer	\$30,000
First 3-Months of Processing	\$55,000
	<b>\$464,000</b>

# Self Funded Through Saving

Seat Fees bring stability and predictability

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		Dollars in 000s.....									
<b>Capital and Reserve Fund</b>											
<b>Seat Fees</b>	<b>200,000</b>	<b>1,000</b>	<b>200</b>	<b>800</b>	<b>800</b>	<b>0</b>	<b>200</b>	<b>0</b>	<b>0</b>	<b>200</b>	<b>0</b>
Start Up costs		-409									
First 3-Months of Processing		-55									
Other Working Capital		-100	-100	-100	-100	-100	-100	-100	-100	-100	-100
Packaging Inventory (3-months worth)		-21	-41	-51	-61	-61	-75	-75	-75	-85	-85
Reserve Fund allocation	50%		-100	-400	-400	0	-100	0	0	-100	0
<b>Net additions to Capital Fund</b>		<b>415</b>	<b>(41)</b>	<b>249</b>	<b>239</b>	<b>(161)</b>	<b>(75)</b>	<b>(175)</b>	<b>(175)</b>	<b>(85)</b>	<b>(185)</b>
<b>Balance of Capital Fund (Held in Trust)</b>		<b>415</b>	<b>374</b>	<b>623</b>	<b>862</b>	<b>701</b>	<b>626</b>	<b>451</b>	<b>276</b>	<b>191</b>	<b>6</b>
<b>Balance of Reserve Fund</b>		<b>-</b>	<b>150</b>	<b>325</b>	<b>176</b>	<b>(75)</b>	<b>301</b>	<b>(175)</b>	<b>301</b>	<b>(50)</b>	<b>201</b>
<b>Combined Balance</b>		<b>415</b>	<b>524</b>	<b>948</b>	<b>1,038</b>	<b>626</b>	<b>927</b>	<b>276</b>	<b>577</b>	<b>141</b>	<b>207</b>
<b>Accumulated Balance</b>		<b>415</b>	<b>939</b>	<b>1,888</b>	<b>2,925</b>	<b>3,551</b>	<b>4,478</b>	<b>4,754</b>	<b>5,331</b>	<b>5,473</b>	<b>5,679</b>

# Risk Reduction

The cow-calf stage carries the weight of building a foundation, where every dollar spent shapes the strength of the animal and the value it can hold moving forward. That \$792 per head is a story told through feed and forage, which take the largest share, through labor, which carries its own steady cost, and through the quieter pieces like salt, depreciation, and utilities that rarely stand out but always matter. Each bale, each shot, and each hour of care adds to a total that shows the true depth of work behind a yearling ready for its next chapter. By putting these costs on paper, instinct turns into strategy, margins become clearer, and producers can see how survival can be turned into value, whether by finishing cattle themselves, selling into a program, or taking part in a larger integrated system.

Once cattle enter the feedlot, the pace changes, and the weight of decisions only grows. Feed, at \$1,073 per head, takes the lion's share, followed closely by yardage. Veterinary work, compliance, and health costs build the backbone of animal care, and while shrinkage and death loss are expected, they cut into returns just the same. Set alongside marketing and risk, this breakdown becomes more than a ledger of expenses; it is a map that points to where value is gained and lost in a system designed to finish cattle strong. With clear numbers, partnerships become tighter, choices become sharper, and returns become steadier.

Processing then completes the chain at roughly \$435 per head, where the skilled labour of harvesting and cutting accounts for \$273, packaging and boxing follow at \$210, and transportation and storage add \$61 to ensure the product moves safely to market. Compliance and insurance close the picture at \$48, underscoring the safeguards that protect both the producer and processor.

Each stage adds weight to the true cost of bringing cattle from the gate to the counter, showing where value is created, protected, and carried forward for those willing to track every step of the journey.

Cow-Calf		Feedlot				Harvesting Process	
Category	National Average (60-80 head)	Category	Yearling	Calf	Average	Category	
Feed , Forage	\$250	Feed	\$546	\$855	\$700	Processing Fees	\$273
Feed , Supplement	\$90	Yardage (DOF-based)	\$105	\$150	\$127	Post Processing Transport and Storage	\$61
Minerals & Salt	\$23	Health & Vet	\$45	\$65	\$55	Offal Collection	\$45
Veterinary & Medications	\$45	Implants & Additives	\$10	\$12	\$11	Annual Costs for Compliance and Insurance	\$48
Vaccinations & Deworming	\$35	Death Loss Allowance	\$25	\$40	\$33	Waste Disposal	\$8
Ranch Labour	\$120	Shrink Loss	\$40	\$40	\$40	<b>TOTAL</b>	<b>\$435</b>
Utilities	\$23	Marketing & Risk Management	\$25	\$25	\$25		
Depreciation on Equipment	\$40	Environmental/Compliance	\$8	\$8	\$8		
Insurance	\$20	Facility & Equipment Cost	\$20	\$25	\$23		
Land Lease or Opportunity	\$75	FSA Loan at 5%			\$51		
Taxes	\$13		TOTAL		<b>\$1,073</b>		
Miscellaneous	\$20						
Estimated Interest Cost	\$38						
<b>TOTAL</b>	<b>\$792</b>					<b>PRODUCTION</b>	<b>\$2279</b>

# Product and Price Strategy

To be safe, we use a conservative grade out at 60% Choice and 40% Select. In reality, this may be closer to 80% Choice depending on the brand attributes desired.

A premium is sought for seasonal meats and products. Eventually, premiums for more cuts will be sought as the brand value takes hold.

These numbers are recent, taken on July 11, 2025, when prices for cattle and meat were at record highs.

The average was taken, and this constitutes our revenue per head and the number transferred to the 10-year plan, along with other per head costs, to form returns or proceeds back to seat members.

## Pricing Based on Yield Data and USDA Influence - CHOICE @ 60%

### MEAT CUTS - PRICES PER POUND - CHOICE

NAMP	Cut Name	Pounds	USDA 11/07/2025	USDA Revenue	Adjusted price \$	COOP Revenue \$
109B	Rib, Blade Meat	0.0		0		0
112a	Rib Bone-In Ribeye 2X2	16.3	10.32	168	12.9	211
109a	Export FCO Rib	19.9	8.81	175	10.13	202
114e	Shoulder Clod Heart	15.4	5.27	81	6.06	81
114D	Flat Iron	15.0	5.27	79		91
114F	Petit Tender	1.9	9.12	0		0
115D	Pectoral Meat	0.0	4.43	0		0
116A	Chuck Eye Roll	47.6	4.04	22		22
116B	Chuck Tender	5.5	7.30	22		22
116G	Chuck Flat	5.8	4.67	42		42
1176	Boneless Foreshank Meat	0.0	6.36	139		139
120	Brisket, deckle off	29.7	9.42	139		139
121	Short Plate	24.9	8.10	158		158
121C	Outside Skirt Skin On	2.5	5.90	24		24
121D	Inside Skirt	4.1	5.00	34		34
123A	Chuck Short Ribs B/I 4-bone	11.5	4.68	68		68
1176a	Boneless Hind Shank without Digital	0.0	4.87	0		0
No NAMP	Digital Muscle	2.1	4.19	10		10
167a	Sirloin Tip (Knuckle) Peeled	26.9	4.36	126		126
169	Inside (Top) Round	46.5	10.61	226		226
171B	Outside (Bottom) Round Flat	26.3	7.29	110		110
171C	Eye of Round	12.8	9.27	56	5.01	64
180	Striploin, 0x1	26.8	10.28	285	12.75	342
184d	Culotte	9.6	5.95	70	10.66	70
184b	Top Sirloin Centre Cut	20.5	14.68	190		219
185A	Bottom Sirloin, Flap (Bavette)	10.0	9.02	103		103
185C	Bottom Sirloin, Tri Tip	8.3	2.90	49		49
189A	Tenderloin, PSMO	14.1	4.04	206		217
193	Flank Steak	5.1	5.00	46	15.47	53
138-65	Fresh trimmings 65	114.0	5.10	331	10.38	331
138-85	Fresh Trimmings 85	96.2	1.30	389		389
120	Hanging Tender	2.7	4.00	14		15
1791	Oxtail	2.9	2.50	15	5.53	19
1728	Kidney	2.6	2.50	3	6.46	3
1710	Tongue	2.6	0.47	10	4.10	11
1723	Hearts	5.6	4.00	14	1.90	11
1724	Liver	16.6	0.52	41		41
1774	Tallow	12.6	1.50	6		6
1703	Cheek Meat	2.0	1.00	8		12
812	Suet Fat	50.8	10.50	26	6.11	26
704	Marrow Bones	10.2		15		20
704(a)	Knuckle Bones	7.4		7	1.92	7
232	Finger Meat	3.9644		42		42
	Waste					0
Totals		718		3,461		3,755

NOTES: Carcass,pounds (gross and net)

Cost of production	2,813
Mark-up	942
Revenue desired	3,755

## Pricing Based on Yield Data and USDA Influence - SELECT @ 40%

### MEAT CUTS - PRICES PER POUND - SELECT

NAMP	Cut Name	Pounds	USDA 11/07/2025	USDA Revenue	Adjusted price \$	COOP Revenue \$
109B	Rib, Blade Meat	0.0	4.35	0		0
112a	Rib Bone-In Ribeye 2X2	15.0	9.18	138	10.6	159
109a	Export FCO Rib	18.4	8.03	147	9.23	169
114e	Shoulder Clod Heart	14.2	5.27	75	6.06	75
114D	Flat Iron	13.8	5.27	73		84
114F	Petit Tender	1.7	8.64	15		15
115D	Pectoral Meat	0.0	4.18	0		0
116A	Chuck Eye Roll	43.9	4.00	183		183
116B	Chuck Tender	5.1	6.26	20		20
116G	Chuck Flat	5.3	4.76	33		33
1176	Boneless Foreshank Meat	0.0	6.36	0		0
120	Brisket, deckle off	24.8	9.42	118		118
121	Short Plate	22.9	8.10	146		146
121C	Outside Skirt Skin On	2.3	5.90	22		22
121D	Inside Skirt	3.8	5.00	31		31
123A	Chuck Short Ribs B/I 4-bone	10.6	4.65	63		63
1176a	Boneless Hind Shank without Digital	0.0	4.93	0		0
No NAMP	Digital Muscle	1.9	4.16	10		10
167a	Sirloin Tip (Knuckle) Peeled	24.8	4.35	115		115
169	Inside (Top) Round	42.9	9.27	211		211
171B	Outside (Bottom) Round Flat	24.3	7.29	101		101
171C	Eye of Round	11.8	9.27	51		126
180	Striploin, 0x1	24.8	10.28	229	10.70	276
184d	Culotte	8.8	5.49	64	11.16	64
184b	Top Sirloin Centre Cut	18.9	13.45	176	10.66	202
185A	Bottom Sirloin, Flap (Bavette)	9.2	9.03	95		95
185C	Bottom Sirloin, Tri Tip	7.6	3.50	42		42
189A	Tenderloin, PSMO	13.0	4.25	174		200
193	Flank Steak	4.7	5.00	43		49
138-65	Fresh trimmings 65	105.1	5.10	368	15.47	368
138-85	Fresh Trimmings 85	88.7	1.30	377	10.38	377
120	Hanging Tender	2.5	4.00	12		14
1791	Oxtail	2.7	2.50	14		17
1728	Kidney	2.4	2.50	3	5.53	3
1710	Tongue	2.4	0.47	10	6.46	10
1723	Hearts	5.2	4.00	13	4.10	10
1724	Liver	15.3	0.52	38	1.90	38
1774	Tallow	37.2	1.50	17		17
1703	Cheek Meat	1.8	1.00	7	6.11	11
812	Suet Fat	8.9	9.00	5		5
704	Marrow Bones	9.4		14	1.92	18
704(a)	Knuckle Bones	6.8		7		7
232	Finger Meat			0		0
	Wa s te					0
Totals		647		3,240		3,506

NOTES: Carcass,pounds (gross and net)

Cost of production	2,813
Mark-up	693
Revenue desired	3,506

# 10-Year Financial Plan

Costs from raising the calf from birth to meat in a box

<b>FORECASTS CHAROLAIS FROM BIRTH</b>		901lbs	Chilled Hanging Carcass								
		Dollars in 000s.....									
Activity	\$/head	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Seats		5	6	10	14	14	15	15	15	16	16
Truck loads (of 42 animals) per month		1	2	3	4	4	5	5	5	6	6
Production volume - heads		504	1,008	1,512	2,016	2,016	2,520	2,520	2,520	3,024	3,024
Average heads per seat		101	168	151	144	144	168	168	168	189	189
<b>Operating economics</b>											
<b>Revenue *</b>	\$ 3,653	1,841	3,682	5,523	7,364	7,364	9,206	9,206	9,206	11,047	11,047
<b>Costs</b>											
Cow/calf	\$ 792	399	798	1,198	1,597	1,597	1,996	1,996	1,996	2,395	2,395
Feedlot	\$ 1,073	541	1,082	1,622	2,163	2,163	2,704	2,704	2,704	3,245	3,245
Process	\$ 435	219	438	658	877	877	1,096	1,096	1,096	1,315	1,315
Packaging	\$ 55	28	55	83	111	111	139	139	139	166	166
Meat Trucking	\$ 60	30	60	91	121	121	151	151	151	181	181
Meat Storage	\$ 60	30	60	91	121	121	151	151	151	181	181
Staffing Costs (GM, Admin, Sales Manager)		160	264	275	275	275	290	290	300	300	310
Sales & Marketing (2% Royalty, 1% Branding)	\$ 110	55	110	166	221	221	276	276	276	331	331
Reserve Fee (\$50 per head)	\$ 50	25	50	76	101	101	126	126	126	151	151
Cost of Capital to Production	\$ 90	45	91	136	181	181	227	227	227	272	272
Corporation Administration Fee \$2000/month	\$ 16	24	24	24	24	24	24	24	24	24	24
<b>Total</b>	<b>\$ 2,741</b>	<b>1,557</b>	<b>3,034</b>	<b>4,419</b>	<b>5,792</b>	<b>5,792</b>	<b>7,180</b>	<b>7,180</b>	<b>7,190</b>	<b>8,563</b>	<b>8,573</b>
<b>Net Proceeds</b>		<b>284</b>	<b>648</b>	<b>1,105</b>	<b>1,573</b>	<b>1,573</b>	<b>2,026</b>	<b>2,026</b>	<b>2,016</b>	<b>2,484</b>	<b>2,474</b>
<b>Per Head Proceeds</b>		\$ 563	\$ 643	\$ 731	\$ 780	\$ 780	\$ 804	\$ 804	\$ 800	\$ 821	\$ 818
<b>Per Seat Proceeds</b>		\$ 56,784	\$ 107,973	\$ 110,476	\$ 112,334	\$ 112,334	\$ 135,040	\$ 135,040	\$ 134,373	\$ 155,219	\$ 154,594