



1 S. Main Street  
Winchester, KY 40391

## **Mt. Folly Cattle Pricing Natural & Pasture Raised Program**

**Primary Contacts, Ben Pasley – (859) 749-7710 | Zach Pasley – (859) 749-3566 | Courtney Gayle (606) 336-6410**

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This pricing document outlines the procedures and qualifying aspects of Mt. Folly's cattle procurement for the natural and pasture-raised program.

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Mt. Folly is seeking natural, grain-on-grass-fed steers or heifers, 30 months or younger, predominantly Angus, Charolais, Hereford, or Simmental. Preferably, crosses. Animals must weigh 1,325–1,599 lbs and grade Choice or Prime. Mt. Folly producers will **never** have to pay for grading or buyer/trader commission fees. Mt. Folly defines pasture access as 1 head per acre per year, weather permitting. Cattle must be born and raised in the following states; KY, OH, IN, IL, MO, TN, WV, VA, NC, PA. For more information, go to [www.mtfolly.com/beef](http://www.mtfolly.com/beef).

### **Pricing**

- Mt. Folly sets the company's weekly base price on the published USDA Area 5 weekly price. Mt. Folly uses the 80% Choice average from the weekly average during the time cattle are picked up.
- Discounts apply to Select/No Roll grades and dark cutters.
- If a producer prefers to have a local stockyard set a price, that is negotiable on a case-by-case basis.

### **Shrink and Delivery - Based on Live Weight**

- On- farm pickup, certified farm scale weighed: **-2%** shrink discount.
- On-farm pickup, with plant scales: **4%** shrink bonus.
- Plant delivered by producer, using plant scales: **4%** shrink bonus.
- Farmer trucking fees are negotiated on a case-by-case basis. Mt. Folly does not currently offer dressed rail payments.

### **Natural Bonus**

- Mt. Folly Natural is a "never-ever" program with no growth hormones or antibiotics. This is verified with a farmer-signed affidavit and testing. For finishers, cattle may be purchased from a natural eligible backgrounder.
- Mt. Folly pays **\$10 per CWT**, which is approximately \$150 for a 1,500 lb animal.

### **Regenerative Claim**

Mt. Folly uses a Regenerative Agriculture claim that is verified through the Savory Institute via Ecological Outcome Verification. This service is free to producers participating in Mt. Folly's USDA AMP grant program. Please contact us for more information.

**Mt. Folly banks with Traditional Bank in downtown Winchester., Mason Guy is the primary banker contact.**

**Mt. Folly enters into all verbal and written agreements in good faith, honesty, and transparent communication.**

**Mt. Folly VP of Finance and AP Contact is Jack Vaughan, [jack@laurasmercantile.com](mailto:jack@laurasmercantile.com).**

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## **Mt. Folly Ohio River Valley Pasture Raised Program Cattle Affidavit**

**Primary Contacts, Ben Pasley – (859) 749-7710 | Zach Pasley – (859) 749-3566 | Courtney Gayle (606) 336-6410**

All producers must sign and complete in full their appropriate segment or segments of this affidavit and provide the completed document to one of the primary contacts listed above.

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I certify that my cattle meet Mt. Folly standards, that is:

- Born and raised in the USA by small or mid-sized farms that support their local economies.
- Raised in open pastures, never in confined feedlots, excluding weather extremes.
- Fed a corn-based grain ration and free choice grass or hay at all times.
- Management records track the identity of each finished animal from their place of birth to feeder stage to finish stage and to the slaughter facility. Animals can be positively identified and linked to adequate records.

Initial below, all stages for which you were the producer:

\_\_\_\_\_ I was the Cow-Calf Producer; the cattle were born on my farm. [Date of first calf born: \_\_\_\_\_]

\_\_\_\_\_ I was the Backgrounder; the cattle passed the time after their calf stage and before finishing on my farm.

[Date first Mt. Folly Program cattle arrived on my farm: \_\_\_\_\_]

\_\_\_\_\_ I was the Finisher; the cattle spent their final 90-180 days(or more) on my farm before being transported to the processing facility. [Date first Mt. Folly Program cattle was sent to slaughter: \_\_\_\_\_]

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Approved products for digestion, efficiency, and fly control.

- GainPro - improves performance and is active against a broad spectrum of bacteria while enforcing the natural defence system by sparing beneficial gut bacteria.
- Ruma-Just - replaces ionophores, with an improved performance from a yeast product delivering feed efficiency, weight gain, and helps control coccidiosis by shifting ruminal fermentation patterns.
- ClariFLy - Larva stage fly control through feed supplement.

**Farm name/company:**

**Responsible person:**

**Address:**

**Email:**

**Phone:**

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_