



Indie Hops, LLC  
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## Contract Option, Pricing and Availability

### CONTRACT OPTION

Duration= 2 years

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#### Varieties and Volumes split into two categories:

- 1) “Core” varieties. These are varieties which the brewer knows they will use, and has a solid idea of the volume they will use.
- 2) “Flex-Pool” varieties. These are varieties that the brewer plans to use and or experiment with in seasonal, limited edition or other rotating tap scenarios. Usage volume is less certain in these varieties, so the brewer needs more flexibility to switch between varieties.

#### Timing:

- By November 1st of the first crop year contracted for, brewer forecasts 100% of what they want from IH in their “Core” varieties for both years. Brewer is committed to 100% of “Core” forecast for the first year, and 75% of “Core” forecast for the second year.
- “Core” varieties must represent at least 60% of contract volume (pounds).
- Balance of contracted pounds pooled (the “Flex-Pool”), with a selection of varieties identified and a “good faith” effort by brewer to forecast pounds at the variety level. But, brewer is free to split the total pounds out between the identified varieties as brewing needs change. They are, however, committed to the total poundage (100% of year 1 forecast, 75% of year 2 forecast). IH will make a “good faith” effort to fulfill brewer’s Flex-Pool draws even if substantially different than originally forecast. If IH is unable to fulfill all of their draws, brewer has the option to reduce the Flex-Pool total by whatever amount IH is unable to supply.
- Draws and Deliveries on the contract are made during the calendar year following the crop year.
- Cold storage is free until September 1st of the contract year, at which point brewer agrees to pay a storage fee of \$0.02/lb per month.
- Brewers in good credit standing are invoiced under net-30 terms FOB IH distribution center as draws/shipments are made. 100% of the “Core” varieties forecast, and at least 75% of the “Flex-Pool” forecast, must be paid in full by October 1st of the contract year.

*In Hop Pursuit*



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## PRICING AND AVAILABILITY

- Following are contract total volumes (lbs.) per year, and corresponding discount percentages off of the base wholesale price:
  - 220-659 lbs. = 5% discount
  - 660-1,099 lbs. = 8% discount
  - 1,100- 2,199 lbs. = 10% discount
  - 2,200-4,399 lbs. = 13% discount
  - 4,400 pounds and up handled on a case-by-case basis
  
- Base Wholesale Prices (non-contract)\*:
 

*\*Note that additional varieties can become available with planning.*

2009 and 2010 crop years	
Variety	Price/lb
Cascade	\$9.75
Centennial	\$9.75
Kent Golding	\$10.25
Fuggle	\$9.75
Liberty	\$9.75
Mt. Hood	\$9.75
Nugget	\$8.50
Sterling	\$9.75
US Tettnanger	\$9.75
Willamette	\$9.75

2011 and 2012 crop years	
Variety	Price/lb
Cascade	\$9.75
Centennial	\$9.75
Kent Golding	\$10.25
Fuggle	\$9.75
Liberty	\$9.75
Mt. Hood	\$9.75
Nugget	\$8.50
Sterling	\$9.75
US Tettnanger	\$9.75
Willamette	\$9.75
Chinook	\$9.75
Columbia	\$9.75
Crystal	\$9.75
Horizon	\$9.75
Perle	\$9.75
Santiam	\$9.75
Ultra	\$9.75

### Standard Packaging:

- Type-90 Pellets= 11, 22, and 44 pound boxes
- Whole Hops= 12-15 pound boxes
- Minimum order = smallest box size
- All hops vacuum-sealed with double nitrogen flush
- Stored at 26 degrees Fahrenheit

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