

**To:** David Gibson[David.Gibson@moypark.com]  
**Cc:** Bill Bright[Bill.Bright@moypark.com]; Angela Cully[angela.cully@moypark.com]; Tom McKeown[Tom.McKeown@moypark.com]; Alan Huston[Alan.Huston@moypark.com]; Eric Reid[Eric.Reid@moypark.com]  
**From:** Brian Gibson  
**Sent:** Wed 2/13/2013 12:07:59 PM  
**Importance:** Normal  
**Subject:** RE: Bank Finance Matrix- follow up  
**MAIL\_RECEIVED:** Wed 2/13/2013 12:08:00 PM

David

Following our meeting on Monday evening with M & S on Carbon Neutral housing I think our perfect model should include:

- Biomass boiler – 45k including building to hold boiler & fuel hopper – 3 – 4 yr payback with RHI payment
- Hot water heating - 36k spend over brooder costs - 5-6yr pay back

Brian

Brian Gibson

Agri-Projects Manager

Moy Park Ltd

Dungannon

Office : 028 87722300 ext 672

Mobile no: Personal information redacted by the RHI Inquiry

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**From:** David Gibson  
**Sent:** 13 February 2013 08:23  
**To:** Bill Bright; Angela Cully; Brian Gibson; Tom McKeown; Alan Huston; Eric Reid  
**Subject:** RE: Bank Finance Matrix - follow up

Starter

- 1 Based on contract grower model – off balance sheet
- 2 Access to Capital for farmers with no deposit and minimum security / collateral – ie similar to old Tri Partite
- 3 level of housing bonus to be sustainable for farmer and Moy Park Ltd
- 4 Farmer tied in if he leaves company pays back some or all of housing bonus

5 Environmental package – PV Package to increase farm income

David.

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**From:** Bill Bright  
**Sent:** 13 February 2013 08:09  
**To:** David Gibson; Angela Cully; Brian Gibson; Tom McKeown; Alan Huston; Eric Reid  
**Subject:** Re: Bank Finance Matrix - follow up

David

I need a response by 1pm today please

Thanks

Bill

**From:** David Gibson  
**Sent:** Wednesday, February 13, 2013 08:07 AM  
**To:** Angela Cully; Brian Gibson; Tom McKeown; Alan Huston; Eric Reid  
**Cc:** Bill Bright  
**Subject:** RE: Bank Finance Matrix - follow up

Tom / Alan can you get together with Brian and Eric and come back with your perfect model for NI Breeder and broiler group in terms of –

Sustainable farmer income / Sustainable for Moy Park

Please forward this by Friday morning.

Thanks David.

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**From:** Angela Cully  
**Sent:** 12 February 2013 18:05  
**To:** Brian Gibson; Tom McKeown; Alan Huston; Eric Reid; David Gibson  
**Cc:** Bill Bright  
**Subject:** Bank Finance Matrix - follow up

Good evening,

Would appreciate if you can revert with your suggestions for the 'perfect model' as requested by Bill below,

Many thanks,

Angela

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**From:** Bill Bright  
**Sent:** 10 February 2013 09:52  
**To:** Brian Gibson; Angela Cully  
**Cc:** Tom McKeown; Alan Huston; Eric Reid; David Gibson  
**Subject:** Re: Bank Finance Matrix

All

The list sent out by Angela was a shopping list of options for further model analysis the idea was to cherry pick the best ones.

Angela to Brian's point below we need to add flexing the housing bonus payment timing within the 10 year period as an additional item on list.

What would be useful is what is the perfect model that we would like going forward in Ni covering all of the key factors such as sustainable farmer income, animal welfare, green energy, environmental impact etc etc

If we start with the perfect example first and then look at the gap between current position.

Can you come back to me and Angela. with your list of factors.

Thanks

Bill

**From:** Brian Gibson  
**Sent:** Friday, February 08, 2013 05:41 PM  
**To:** Angela Moran; Bill Bright  
**Cc:** Tom McKeown; Alan Huston; Eric Reid  
**Subject:** RE: Bank Finance Matrix

Angela/Bill

I have a number of queries on the proposals going back to KPMG:

# COM-101648

1. I honestly feel that going beyond a 10 year repayment term will leave any of these proposals of limited interest – you may stretch to 12, remember there may be items of equipment that will need to be replaced after 14 years ( brooders & drinkers after 10 even) so their could potentially be bonuses being paid on replacement equipment while the original loan continues
2. I do not understand the concept of cutting income after 10 years while the farmer is still repaying his loan – how does he meet his commitments? - this will only lead to unrest and poor moral among growers and they will jump ship leading to having to start the bonus process again for a replacement farmer at a much greater amount
3. The capital injection of 20 or 25% - 120k – 150k on a 600k spend is totally unrealistic in today's farming environment
4. I thought we were going to look at the distribution of the total housing Bonus over the 10 years as to how best to alleviate cashflow problems that arise with the onset of tax and with the view of giving the grower an income of circa 20k during the loan period?

I would appreciate your views on the above

Thanks

Brian

Brian Gibson

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**From:** Angela Moran

**Sent:** 06 February 2013 11:23

**To:** David Gibson; Eric Reid; Tony O'Neill; Tom McKeown; Willy Patton; Brian Gibson; Alan Huston

**Cc:** Alan Gibson; Janet McCollum; Bill Bright

**Subject:** Bank Finance Matrix

*Good morning,*

*Attached finance matrix as requested at Fridays meeting.*

*Many thanks,*

*Angela*