

To: Brian Gibson[Brian.Gibson@moypark.com]; Tom McKeown[Tom.McKeown@moypark.com]
Cc: Willy Patton[Willy.Patton@moypark.com]; Paul Longstaff[Paul.Longstaff@moypark.com]
From: David Mark
Sent: Fri 11/15/2013 11:59:26 AM
Importance: Normal
Subject: FW: MP Farms - Biomass ESCO deal
MAIL_RECEIVED: Fri 11/15/2013 11:59:39 AM

David Gibson has asked us to produce a “flyer” for existing growers to encourage a move to Biomass – based on 100% support for Hot water and RHI income

This data below from GB shows how they are progressing – don’t want NI to miss out on this significant cost saving.

We are also looking at impact of indirect heating on Hock Burn & Gas consumption.

Tom after speaking with Peter can we get him on the case looking at the NI data Dungannon & Ballymena on hock burn performance direct v indirect – and then look to Simon for his data on his farms

Gas Savings I recon will be hard to identify.

Bill Bright wants this data to use in the calculator for cash flow – need to consider how we respond – Tom can you filed on this to Willy

Can Brian work with Tom to get the broad outline of the flyer (should only apply to windowed houses) and then we can ask Katrina to get it designed – but need the script first.

Want this out before the meeting on the 9th December

Thanks David

From: Simon Oborn

Sent: Friday, November 15, 2013 9:48 AM
To: David Gibson
Cc: Barney Kay; David Mark
Subject: RE: MP Farms - Biomass ESCO deal

David,

Of those that I know of (as without the database I am working from observations/ evidence I've compiled to date) the information is as follows:-

Percentage of estate with biomass / hot water heating = circa 14%

If we add in those rented farms we know about who are progressing (Trafford's, John Hayward etc) – this increases to approximately 22%

Including the 6 company farms in the ESCO proposal (and the Trafford's, Hayward's) – the total rises to approx. 35%

Rob Dawson is also showing interest and his farms would add another 5%.

The remaining FBT landlords account for around 10% of floor area, and hence once I have the completed contract (hopefully next week) I can proactively approach them. If all FBT's were included then we'd be at around 50%. The remainder are PRA's and Contract Growers and I am sure many will be installing systems. As Barney and I get around these farms, we continue to update our datasheet so that we can monitor more-effectively.

One final point is that the East Anglia farms will not have biomass included, and they account for 10% of floor area.

Please let me know if you need anything else.

Regards,

Simon

From: David Gibson
Sent: 14 November 2013 11:04
To: Simon Oborn
Cc: Barney Kay; David Mark

Subject: RE: MP Farms - Biomass ESCO deal

Thanks Simon can you quantify at the moment what % of our estate by type m2 have hot air / Biomass heating – Ashbourne must be quite high with the contract growers investment.

Something to keep a tracker on and set a target for next year

Thanks David.

From: Simon Oborn
Sent: 14 November 2013 10:57
To: David Gibson
Cc: Barney Kay
Subject: FW: MP Farms - Biomass ESCO deal

David,

For information – we have agreed the preferred supplier for the Biomass contract, but the key issue might be the requirement for a lease at the sites. Conn and John Hoare are to take this up with Janet McCollum. If this can be agreed then we will be able to close the deal.

With regard to the FBT's, I am trying to get around this a different way and have a standalone contract which runs alongside the FBT. As a consequence, there should be no balance sheet or other legal issue.

Regards,

Simon

From: Barry Towe
Sent: 14 November 2013 10:30
To: Conn Burns
Cc: Debbie Bloomfield; John Hoare; John Kennedy; Simon Oborn; Mark Cahill
Subject: MP Farms - Legal

Morning Conn,

As discussed, the tender for biomass at 6 MP farms in GB is coming shortly to a closure. The team has nominated a preferred Supplier with the business case being presented early next week for approval.

Debbie has kindly reviewed the provisional contract terms (summary attached). One area of concern is the requirement of a lease. Unfortunately all top 3 candidates have also stated this.

Can you please advise?

Regards,

Barry