



4 March 2021

Greetings Hay Clients,

Stellar Meadows Farms is excited to continue its various hay programs for the upcoming 2021 hay season, starting 1 June. These programs are performing very well, and we thank you for business.

Despite the challenges of 2020, we had an exceptional hay season, producing approximately 500 tons of hay and doubling our previous years' output. We were also delighted to finally carry hay inventory (200+ tons) over the winter months to support new and existing clients at the same summer hay pricing and provide an alternative to feed stores.

Hay Price Lock:

This is our 3rd year offering of the “Hay Price Lock” program. The program remains the same. Our clients put 40% down on their hay order before 30 April and lock in 2020 pricing for 2021. If our client decides he/she doesn't need part or all of your hay, we will refund 20% of your deposit within 2-weeks and the remaining 80% is refunded after we sold your reservation to someone else. Hay prices are locked at last year's levels, and if hay prices drop this season, our clients get the lower amount. We expect hay pricing for 2021 to go up slightly from last year's pricing (last column). Last year's weather conditions were ideal and our region produced an “above average” hay output, which kept 2020 pricing similar to 2019.

Hay Type	SMF, 2020	SMF, 2020 Sales	Market, 2020	Market, 2021*
50/50 Grass/Alfalfa	\$225/ton	\$225/ton	\$225-250/ton	\$250-270/ton
1 st Cutting Alfalfa	\$190/ton	\$200/ton	\$200-265/ton	\$210-220/ton
2 nd Cutting Alfalfa	\$235/ton	\$250/ton	\$250+/ton	\$250-270/ton

*Market price will be set at the time of the cutting.

If interested in the “Hay Price Lock” program, please sign and mail the enclosed order (last page) form to reserve your hay for the 2021 season along with your form of payment. The remaining balance, which will include applicable discounts, will be paid upon pick-up or delivery. Those carrying their hay order over the winter months must pay the remaining balance by 31 October (see Free Hay Storage, page 2) for more details.

After “Hay Price Lock” Period Ends:

Once the “Hay Price Lock” period ends on 30 April, hay pricing will return to the 2021 market levels. If existing clients find they need more specific kind of hay after this period ends, they will put on the “Preferred Waiting List,” which ensures all pre orders are fulfilled first.

Discounts:

The 5%/ton discount on 5-9 ton purchases and 10%/ton discount on 10+ ton purchases over the entire season will continue. We are going to add 15%/ton discount for 30+ ton this year. We also back apply the discounts when clients pass the 5-9, 10-29, or 30+ thresholds.

Referral Discount:

We still offer our clients \$10/ton when they refer us to new first-time clients.

Delivery:

Our delivery fee has remained the same since 2019, so starting this year, delivery fee will go up. The new rate will be \$45/ton under 25 miles of our farm. The longer haul delivery rates will increase as well at \$50/ton for 25-29 miles, \$55/ton for 30-39 miles, \$85/ton for 40-50 miles, and \$110/ton for 51 to 100 miles. Part of our delivery service is stacking the hay on your end. We typically stop delivering around mid-November due to rainy weather or icy/snowy roads. We resume delivering hay sometime in March.

Hay Pickup:

Last year we worked with our clients to pick up their hay just as we pulled it off the fields. This process worked extremely well, and we were able to utilize our hay crews to load your trucks and/or trailers. There is no pressure to pick up early, so those who wish to have their hay delivered or picked up later in the season or fall can certainly do so, but the remaining balance must be paid by 31 October to retain the reservation.

Free Hay Storage:

Some of our clients do not have sufficient hay storage for the amount of hay they will need throughout the winter months; therefore, we will store for free all "paid-in-full" hay orders year round from each season.

Also, this will be the last winter we need to use large tarps to store hay. We expect to complete a lean to and another large barn before the next hay season to better support our clients' needs in inclement weather.

Availability & Timing:

We generate sequential invoice numbers based on when the 40% down payment is received via mail or electronic payment (Square.com). We fulfill these orders in the same order. For example, last year, we had a very successful 50/50 crop, and we were able to fulfill all client orders first. However, we had a waiting list for 50/50 for new clients before we even started cutting hay.

Although one of our newer 50/50 fields was not ready last year, it should be this year. And because of the growing demand for 50/50, we are planting grass in two additional established alfalfa fields this spring, and we hope they will be ready this summer. Therefore, if you want 50/50, please get your order in soon because on April 1, we open the "Price Lock Program" to the general public. Keep in mind that if you reserve a particular type of hay (like 50/50), and we unfortunately did not produce enough, we will contact you to determine if we can fulfill your order with other hay inventory or refund your deposit.

Beef Program (Brand new)

Starting this fall, we're going to start raising a few beef steers for ourselves. We would like to offer our clients the opportunity to join us. Clients would put down a non-refundable but transferable \$600 deposit on a steer, and we would raise it until the following summer/fall. Either the client will pick up the steer from us and transport to the butcher or we will do so free or charge. Clients would be responsible for the butcher fee (typically \$100), cost of processing and wrapping, and pay Stellar Meadows Farms \$2.50/pound (typically \$3.00/pound) hanging weight. Clients can get their deposit back if another buyer is found. We are not going to process $\frac{1}{4}$ or $\frac{1}{2}$ steer orders because it is difficult to manage according to all our beef raising friends. We are only offering this to our clients, who many not have the means to raise their own steer, but who want to save \$1,500 to \$2,000 from grocery store for home grown beef. If interested, check the "Beef Program" box on the order form, and you will get more details this coming summer.

Best wishes,
Gerry & LaCinda Ashby
Stellar Meadows Farms



HAY PREORDER FORM
(Price Lock pricing good through 30 April 2021)

Mail to: 6508 W Dahl Rd. Deer Park, WA 99006
Please call 509-821-1148 or email stellarmeadowsfarms@gmail.com with questions

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone (required): _____ Email (optional): _____

Beef Program (Brand new): Check if interested. See page 3 for details.

Hay Payment Options:

Check enclosed Credit Card/Square.com (Over the phone or email invoice)

Hay Delivery Options:

I/We will pick up our hay. I would like my hay delivered. NOTE: Delivery will be \$45/ton under 25 miles, \$50/ton for 25-29 miles, \$55/ton for 30-39 miles, and \$85/ton for 40-50 miles, and \$110/ton for 51 to 100 miles. (Distance is determined from our farm to delivery location)

Hay Type	# Tons	Price/ton	Total	Multiply by 0.4**	Deposit amount
50/50 Grass- Alfalfa		\$225.00			
1 st Cut Alfalfa		\$190.00			
2 nd Cut Alfalfa		\$235.00			
				Overall Total	

**** Note: Do not include delivery fees or volume discounts in the 40% calculation. Delivery fees and discounts will be applied on the final invoice, which are paid at pickup or delivery.**

By signing this form, you understand the conditions of the deposit and refunds. For those wanting delivery, you understand the rates based on distance from Stellar Meadows Farms. A final invoice will be generated within a few weeks of your deposit.

Signature

Date