

**BEEF**  
*Solutions* LLC

In March of 2018, Beef Solutions began the production of Kentucky Cattlemen's Ground Beef bringing a truly Kentucky ground beef product to retail shelves across the Commonwealth. Over the past fifteen months, Beef Solutions has packaged 426,220 lbs. of Kentucky Cattlemen's Ground Beef by purchasing 928 cows from 91 farms across 37 counties in Kentucky. Serving as an additional market opportunity for cull cows in Kentucky, Beef Solutions has paid beef producers \$708,093 for the purchase of their cows.

## Product Availability

Kentucky Cattlemen's Ground Beef (KCGB) launched in 85 Kroger locations across Kentucky including 4 locations in Southern Indiana and 1 in Illinois in March 2018. In August 2018, our product debuted in three Bowling Green Kroger locations as well as the Hopkinsville store totaling 89 Kroger locations for consumers to purchase local, natural, delicious Kentucky Cattlemen's Ground Beef. Visitors to the Kentucky Cattlemen's Association cooking booths at the Kentucky Exposition Center will find our 4 oz. patties on the menu. In October 2018, the KFC Yum Center in Louisville began pro-

viding 6 oz. and 8 oz. Kentucky Cattlemen's Ground Beef patties to their concession stands and suites. Many counties have utilized the product during their local events and the Great Steam Boat race for the Kentucky Derby Festival featured our ground beef through their build your own Derby Burger bar.

## Beef Supply Chain

The establishment of a Kentucky beef supply chain was key in the development of Kentucky Cattlemen's Ground Beef. Producers begin the process with the delivery of their program compliant cows to JSW Farm the Chop Shop for processing into beef trim. The beef trim is delivered to Creation Gardens by the Chop Shop to be packaged in to 1 lb. packages of ground beef or ground beef patties. Upon completion of final packaging, Creation Gardens delivers Kentucky Cattlemen's Ground Beef to the Kroger distribution center, Kentucky Exposition Center to the KCA cooking booths, or the KFC Yum Center. As indicated in the diagram below, BeefSolutions maintains all communication amongst each component of the supply chain.



1 lb. Ground Beef Package (3/14/19)



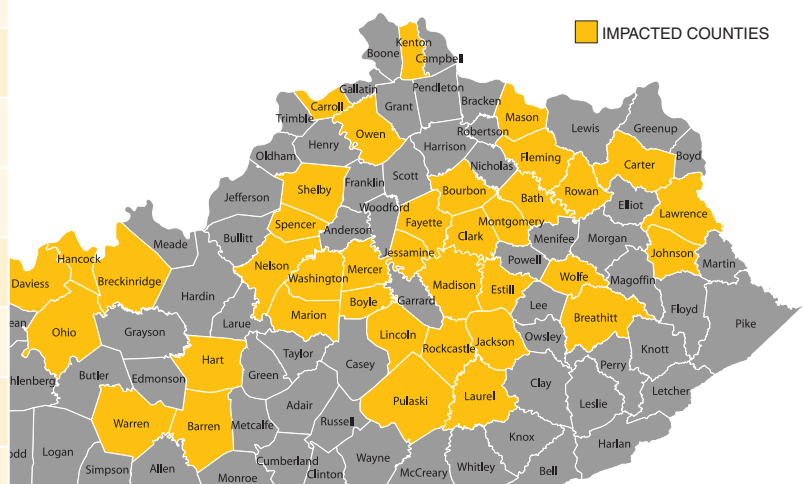
4 – 8 oz. Patties (3/14/19); 2 – 8 oz. Patties (4/22/19)



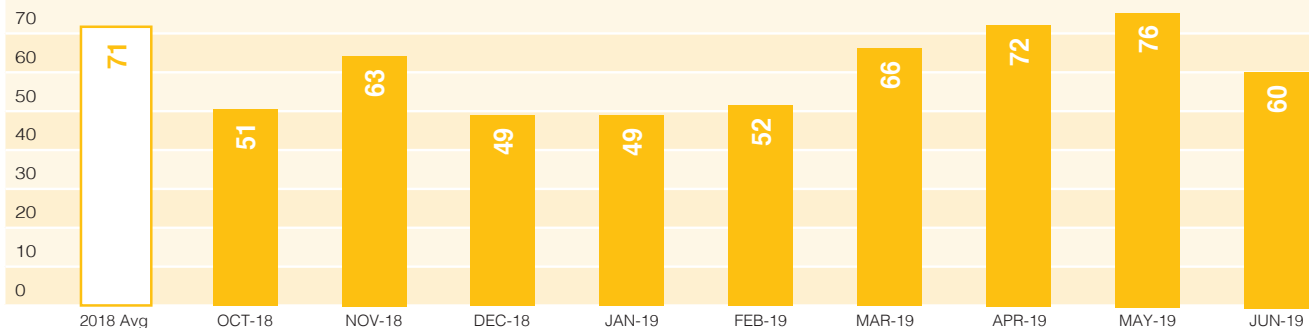
4 oz. Patties (8/3/18); 6 oz. Patties (10/25/19)

Total Number of Cows	928
Total Pounds Packaged	426,220 lbs
Average Hot Carcass Weight Price	\$1.17
Hot Carcass Weight Price Range	\$0.92-\$1.37
Total Farm Gate Sales	\$721,142.71
Farms Impacted	93
Counties Impacted	38

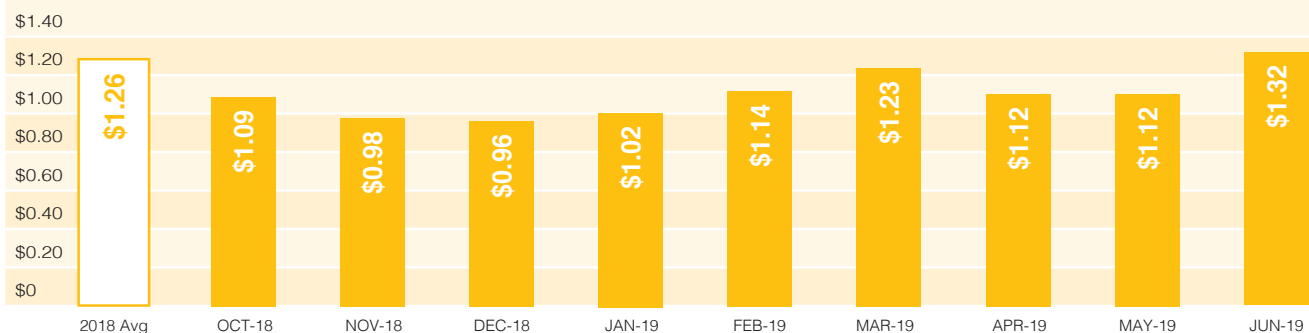
*All numbers represent data from March 2, 2018 - June 30, 2019.*



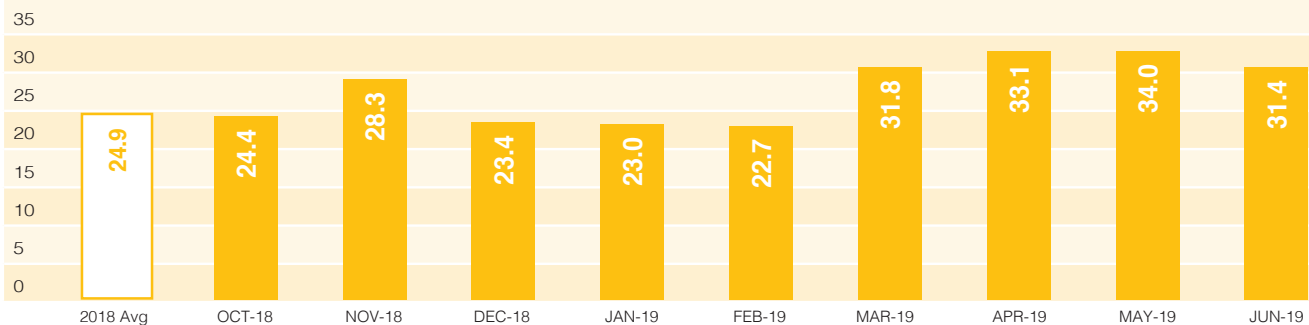
## Number of Cattle Processed



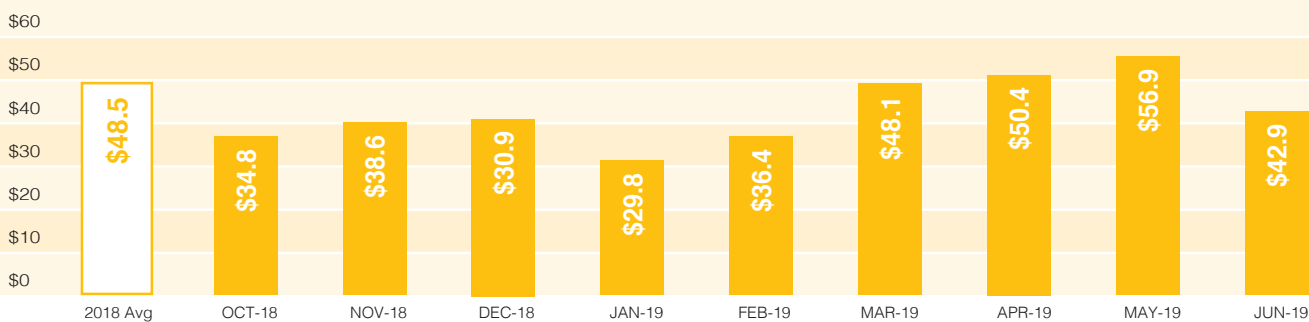
## Average Hot Carcass Weight Price



## Pounds Packaged (x 1000)



## Farm Gate Sales (x \$1000)



*\*2018 Average is based on Beef Solutions fiscal year 10/1/17 - 9/30/18*

**Please visit our websites! • [www.kentuckycattlemensbeef.com](http://www.kentuckycattlemensbeef.com) (consumer) • [www.beefsolutionsllc.com](http://www.beefsolutionsllc.com) (producer)**

