

Maumee Valley Growers Association / Monrovia Nursery (Collaboration)

The program offers two ways for growers to generate savings and receive rebates

Savings of 15%

Monrovia will provide a 15% discount on their branded products to Maumee Valley Growers Association (MVGA) members.

- MVGA member will fill out a credit application.
- Each participating member will be invoiced by MVGA for Monrovia purchases. Grower payments should be made directly to MVGA.
- There will be access online 24/7 for MVGA's Program Manager to monitor group participation.
- MVGA members will get 15% off Monrovia's catalog pricing. An additional 5% is rebated to MVGA to administer the program.
- Sale Items, freight or net items will not be rebated to MVGA and their members.
- The program calendar year is July 1st through June 30th.
- Payments are due Net 30. Finance charge of 2% commencing after the due date.

Additional Rebate of 1%-4% (EPP):

Through the Extra Profits Plan (EPP) program, MVGA members exceeding \$75,000 in net purchases will receive an additional rebate from MVGA.

For example, if a grower purchases \$75,000 worth of product (minus sale items, freight or net items), they will receive a rebate check from MVGA for \$750.

Likewise, if a grower purchased \$100,000 worth of net product, they will receive \$3,000!

- Extra Profits Plan (EPP): MVGA agrees to rebate monies to MVGA Customers according to the EPP schedule as shown on the right. The customer agrees to pay timely for all purchases of Monrovia stock to MVGA according to the terms of sale in order to qualify for the rebate.
- Calculation of Rebate: After June 30th of each year, MVGA shall calculate and issue a rebate to the Customer as follows:
 - The Percentage of Rebate is determined from the EPP schedule based on the total purchases of Monrovia stock shipped to Customer during the EPP year from July 1 thru June 30.



Extra Profits Plan Schedule

Net Purchases from California, Connecticut, Georgia and Oregon	Percentage Rebate
\$ 75,000.00	1%
\$ 85,000.00	2%
\$ 100,000.00	3%
\$ 125,000.00	4%

- Net Purchases are calculated by subtracting from total purchases any purchases of nursery stock on sale. Net Purchases are then multiplied by the Percentage of Rebate to determine the amount of rebate. The amount of rebate will be reduced for any discounts received off invoice such as quantity discounts. There are no double discounts.
- **Term:** This agreement commences on the effective date set forth above and shall continue from year to year thereafter unless terminated as provided in paragraph (5) or upon ten (10) days' notice given prior to the anniversary of the effective date.
- **Amendments:** MVGA may amend the EPP schedule upon ten (10) days' notice to Customer
- **Default:** Customer is in default under the terms of the agreement if invoices for Monrovia stock or freight charges remain due and unpaid for more than thirty (30) days. In the event of a default, MVGA may terminate this agreement upon giving the Customer thirty (30) days written notice of default. During the thirty (30) day notice period Customer may cure the default by bringing the account current. In the event of termination, Customer shall not be entitled to any rebate for the EPP year in which the event giving rise to the termination occurred.

Other Benefits:

- Marketing programs available at no cost.
- Marketing calendar for whole year on content and plants being featured through our digital marketing.
- How to video's, blogs and other content available at no cost for MVGA member to use on their own social media platforms.
- Ability to participate on Monrovia online shopping program at no cost – just have to have place spring orders from Georgia and Oregon.
- 24-hour access to all account information for each MVGA members on Garden Gateway portal.
- Possible new plant forums or training can be done at MVGA meetings or off season at MVGA member facility.

Questions:

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