



FAR WEST SPEARMINT OIL
ADMINISTRATIVE COMMITTEE

6601 W Deschutes Ave
Suite C-2
Kennewick, WA 99336
(509) 585-5460
(509) 585-2671 fax

AGENDA

ADMINISTRATIVE COMMITTEE MEETING

Zoom Meeting

Wednesday, February 23, 2022

9:00 a.m.

- I. ROLL CALL – Introductions
- II. USDA Antitrust Statement – USDA
- III. AUDIT REVIEW – CliftonLarsonAllen, LLP
- IV. CONSIDERATION OF MINUTES –October 13, 2021 Committee Meeting
- V. REPORT OF CURRENT FINANCES
- VI. NEW BUSINESS
 - A. Report of Executive/Budget Sub Committee
 1. Approval of 2022-23 Compliance Plan
 2. Review and Approve Internal Control Policies
 3. Review and Approval of:
 - a) Market Research and Promotion Budget
 - b) Full Budget
 - c) Assessment Rate
 4. Ag Association Management Service Agreement
 - B. Review of Current Statistics
 - C. Review of Current Regulations
 1. Scotch – 2021-22 - 38% / 2022-23 - 37%
 2. Native – 2021-22 - 37% / 2022-23 - 43%
 - D. Other New Business
- VII. NEXT MEETING
 - A. October 19, 2022
 - B. Location
- VIII. ADJOURNMENT

FAR WEST SPEARMINT OIL ADMINISTRATIVE COMMITTEE
2021 Members & Alternates

POSITIONS

MEMBERS

ALTERNATES

DISTRICT 1

1

VICE CHAIR
George Colley (1 - 21)
1860 W Rankin Rd.
Othello, WA 99344
Cell (509) 750-4298
ghcolley1@gmail.com

Craig Gilbert (1 - 21)
14388 Road 'D' SE
Othello, WA 99344
(509) 760-4393
cmgilbertns@gmail.com

2

TREASURER
Chris Van Belle (2 - 22)
10921 Van Belle Rd.
Sunnyside, WA 98944
(509) 839-3176
Cell (509) 728-8387
bellies@embarqmail.com

Troy Martin (2 - 22)
300 W. Woodin Road
Sunnyside, WA 98944
(509) 837-7669
Cell (509) 840-3709
Troy-mar@hotmail.com

3

CHAIR
Matt Sealock (2 - 21)
2044 Blaine Road
Zillah, WA 98953
Cell (509) 728-2787
mattsealock@hotmail.com

Harold Sealock (2 - 21)
5520 S. Wapato Road
Toppenish, WA 98948
(509) 865-4889
Cell (509) 961-2302

4

Landon Lommers (1 - 22)
5901 McDonald Rd
Wapato, WA 98951
(509) 949-0321
lslommers@yahoo.com

Ryan Ferguson (1 - 22)
7272 Progressive Rd
Wapato, WA 98951
(509) 969-4819
fergusonfarmsllc@embarqmail.com

DISTRICT 2

5

Chad Neeley (1 - 21)
1959 S. Sandrest Way
Nampa, ID 83686
Cell (208) 880-5508
cbnfarm@gmail.com

Clay Christensen (1 - 21)
18250 Van Slyke Rd
Wilder, ID 83676
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claychristensen@gmail.com

6

SECRETARY
Chris Mio (2 - 22)
7230 Boise Rd.
Fruitland, ID 83619
Cell (208) 230-3276
Blackdogjiujitsu@gmail.com

JP Lete (1 - 22)
2409 Colorado Ave.
Nampa, ID 83686
(208) 870-4163
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DISTRICT 3

7

Kim Mills (1 - 21)
77853 No. Ash Road
Stanfield, OR 97875
(541) 449-1120
Cell (541) 571-3781
kjmills8@yahoo.com

Faith St. Hilaire (1 - 21)
84186 Hwy 37
Hermiston, OR 97838
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faith@jshfarms.com

8

PUBLIC MEMBER
Nancy Boettcher (1 - 21)
450 Tuttle Lane
Burbank, WA 99323
(509) 528-5107 - Mobile
Nboettcher1@icloud.com

PUBLIC ALTERNATE
Jay Castle (1 - 21)
1661 Bishop Rd
Sunnyside, WA 98944
509-840-0732
jay.castle@bleyh1.coop



MINUTES
Administrative Committee Meeting
Wednesday, October 13, 2021
Civic Center, Nampa, ID

Chairman Matt Sealock called the meeting to order at 9:03 am.

I. ROLL CALL – Attending were:

Committee Members: Matt Sealock, Chris Van Belle, George Colley, Chad Neeley, Landon Lommers, and Alternate Public Member Jay Castle (filling in for Member Nancy Boettcher).
Alternate Committee Members: Craig Gilbert, Ryan Ferguson, Clay Christensen
Growers: Harold McConnell, Wes Ferguson, Ken Schutte, Drew Eggers, Tony Weitz, Mark McKay, Marvin Wollman, Todd Wheeler, Carl St. Hilaire, Caleb St. Hilaire, Ron St. Hilaire
Handlers: Devin Decker-RCB, Eli Perkins and Jeremy Russell- Norwest, Mark Nelson- AM Todd, Rodney Jones, Jeff Johnson and Amanda Schmitt- Callisons, Matt Fagerness- Essex Labs, Jason Davila, Allison Davila, Phil Dufault, Del Christensen- Labbeemint
USDA: Barry Broadbent
Administration: Shane Johnson, Sheri Nolan, and Kim Brunson

II. Report on Committee Member and Alternate Nominations

Shane Johnson then gave a report on area nominations. Nominations were as follows:

District 1, Position 1	Member	George Colley	Jan. 1, 2022 - Dec. 31, 2023
District 1, Position 1	Alternate	Craig Gilbert	Jan. 1, 2022 - Dec. 31, 2023
District 1, Position 3	Member	Harold Sealock	Jan. 1, 2022 - Dec. 31, 2023
District 1, Position 3	Alternate	Matt Sealock	Jan. 1, 2022 - Dec. 31, 2023
District 2, Position 5	Member	Clay Christensen	Jan. 1, 2022 - Dec. 31, 2023
District 2, Position 5	Alternate	Bruce Hubbard	Jan. 1, 2022 - Dec. 31, 2023
District 3, Position 7	Member	Kim Mills	Jan. 1, 2022 - Dec. 31, 2023
District 3, Position 7	Alternate	Alec St. Hilaire	Jan. 1, 2022 - Dec. 31, 2023

III. Minutes

Minutes from the February 17, 2021 were reviewed by all. Chris Van Belle moved and Landon Lommers seconded the motion to accept the minutes of the February 17, 2021 meetings. The motion passed unanimously.

IV. Review and Approval of Current Financial Statements

Shane Johnson reviewed the Statement of Income and Expenses for the period June 1, 2021 through September 30, 2021 (Copy attached). He reported that the income to date totaled \$95,358.63; total expenses to date are \$71,453.94 resulting in net income of \$23,904.69. He also reported that the balance sheet shows assets of \$171,898.20 in various accounts. Shane Johnson also presented the check detail, February 1, 2021 thru October 6, 2021. There were no questions on the financial statements and Jay Castle made a motion that the financial records be accepted as presented, Chad Neeley seconded to accept the financial statements. The motion passed unanimously.

V. New Business

Review of Statistics:

Shane reviewed the current Far West Spearmint statistics including Import/Export figures.

Consideration of Class 1 (Scotch) Regulations:

Shane reviewed the current Scotch statistics.

Discussion was then held regarding estimated trade demand for the 2021-2022 year. The Committee agreed to use 625,000 as the 2021-2022 trade demand.

Discussion was held on the 2022-2023 Trade Demand. After some discussion, it was decided to use 650,000.

Subtracting the estimated carry in on June 1, 2022 of 338,895 lbs. from the estimated 2022-2023 trade demand of 650,000 gives an estimated salable quantity needed of 311,105 lbs. Dividing this total by the estimated 2022-2023 allotment base of 2,250,124 gives a computed allotment of 13.8%.

George Colley moved and Chad Neeley seconded the motion to recommend the 2022-2023 salable percentage at 37%. The motion passed unanimously.

This results in a Computed Salable Quantity of 832,546 which, when added to the Estimated Carry In of 338,895, results in a Total Supply for the 2022-2023 of 1,171,441 lbs. with an estimated carry-out on May 31, 2023 of 521,441 lbs.

Consideration of Class 3 (Native) Regulations:

Shane reviewed the current Native statistics.

Discussion was then held regarding estimated trade demand for the 2021-2022 year. The Committee agreed to use 1,066,000 as the 2021-2022 trade demand.

Discussion was held on the 2022-2023 Trade Demand. After some discussion, it was decided to use 1,200,000.

Subtracting the estimated carry in of 284,357 lbs. on 6/1/22 from the estimated 2022-2023 trade demand of 1,200,000 lbs. gives an estimated salable quantity needed of 915,643 lbs. Dividing this number by the estimated 2022-2023 allotment base of 2,561,090 gives a computed allotment percentage of 35.8%.

Discussion was held regarding the Recommended Allotment Percentage.

A motion was made by George Colley, seconded by Clay Christensen to set the Recommended Allotment Percentage at 43%. The motion passed unanimously.

This results in a Computed Salable Quantity of 1,101,269 lbs. which, when added to the Estimated Carry In of 284,357 lbs. results in a Total Supply of 1,385,625 lbs. with an estimated carry out on May 31, 2023 of 185,625 lbs.

Other New business:

None

VI. Next Meeting: Chairman Matt Sealock set the date for the next meeting for Wednesday, February 23, 2022 to be held in Tri-Cities, Location TBD.

VII. Adjournment:

The meeting was adjourned at 10:48 a.m.

Submitted by:

Shane Johnson, Manager

Attested to by:

Committee Member

**Far West Spearmint Oil
2021 - 22 Budget**

A	C	D	E
	As of 30-Sep-21	2021 FY Budget	Est. Over/ Under Budget
CASH RECEIPTS			
Assessments	4 \$ 95,338.83	\$ 210,000.00	\$ (114,661.37)
Interest	5 \$ -	\$ -	\$ -
Refunds	6 \$ -	\$ -	\$ -
Other Income	7 \$ 20.00	\$ 1,300.00	\$ (1,280.00)
TOTAL CASH RECEIPTS	8 \$ 95,358.83	\$ 211,300.00	\$ (115,941.37)
CASH DISBURSEMENTS			
<i>Committee Expenses</i>			
Golf Tournament & Industry Dinner	9 \$ 400.00	\$ 1,500.00	\$ (1,100.00)
Golf Tournament Prizes	10 \$ -	\$ 300.00	\$ -
Committee Per Diem	11 \$ 585.80	\$ 3,000.00	\$ (2,414.20)
Committee Travel	12 \$ -	\$ 4,000.00	\$ (4,000.00)
Total Committee Expenses	13 \$ 985.80	\$ 8,800.00	\$ (7,814.20)
<i>Administrative Expenses</i>			
Agency Fee	14 \$ 56,333.32	\$ 169,000.00	\$ (112,666.68)
Travel	15 \$ 1,901.51	\$ 12,000.00	\$ (10,098.49)
Office Supplies	16 \$ 19.94	\$ 150.00	\$ (130.06)
Copying	17 \$ 405.55	\$ 1,300.00	\$ (894.45)
Printing	18 \$ -	\$ 250.00	\$ (250.00)
Postage	19 \$ 391.11	\$ 1,000.00	\$ (608.89)
Land Line Phone	20 \$ 93.24	\$ 325.00	\$ (231.76)
Cellular Phone Charges	21 \$ 164.71	\$ 650.00	\$ (485.29)
Dir. & Officer Liability Insurance & Fidelity Bond	22 \$ 195.00	\$ 2,250.00	\$ (2,055.00)
Internet Services	23 \$ 113.40	\$ 250.00	\$ (136.60)
Accounting (Annual Audit, Bond)	24 \$ 7,267.72	\$ 6,700.00	\$ 567.72
Compliance	25 \$ -	\$ 500.00	\$ (500.00)
Dues, Subscriptions, Registrations	26 \$ -	\$ 150.00	\$ (150.00)
Bank Fees	27 \$ 9.00	\$ 100.00	\$ (91.00)
Software/Web/AAC Project	28 \$ 3,573.64	\$ 6,500.00	\$ (2,926.36)
Miscellaneous - Plaques and Recognitions, Flowers, Etc.	29 \$ -	\$ 400.00	\$ (400.00)
Total Administrative Expense	30 \$ 70,468.14	\$ 201,525.00	\$ (131,056.86)
Market Research & Promotion	31 \$ -	\$ 4,500.00	\$ (4,500.00)
TOTAL CASH DISBURSEMENTS	32 \$ 71,453.94	\$ 214,825.00	\$ (143,371.06)
Excess Income over Expenses	33 \$ 23,904.69	\$ (3,525.00)	\$ 27,429.69

3:55 PM
10/06/21
Cash Basis

Far West Spearmint Oil
Balance Sheet
As of September 30, 2021

	<u>Sep 30, 21</u>
ASSETS	
Current Assets	
Checking/Savings Washington Trust Bank	<u>170,914.77</u>
Total Checking/Savings	<u>170,914.77</u>
Total Current Assets	<u>170,914.77</u>
Other Assets	
Prepaid Insurance	<u>983.43</u>
Total Other Assets	<u>983.43</u>
TOTAL ASSETS	<u>171,898.20</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable 20000 Accounts Payable	<u>14,098.50</u>
Total Accounts Payable	<u>14,098.50</u>
Total Current Liabilities	<u>14,098.50</u>
Total Liabilities	<u>14,098.50</u>
Equity	
89005 Fund Balance	<u>133,895.01</u>
Net Income	<u>23,904.69</u>
Total Equity	<u>157,799.70</u>
TOTAL LIABILITIES & EQUITY	<u>171,898.20</u>

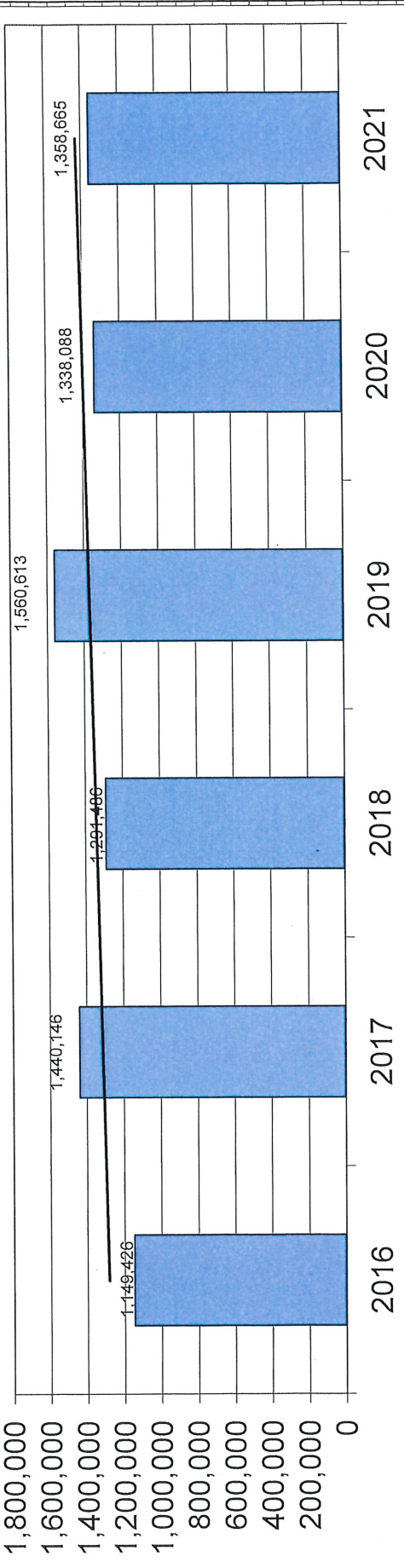
IMPORTS OF SPEARMINT OIL BY MONTH FOR CALENDAR YEAR (Lbs.)													2021 Imports	
Month	2016		2017		2018		2019		2020		2021-2020 Avg.		2021	
	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative
January	52,388	52,388	45,979	45,979	35,584	35,584	78,991	78,991	106,527	106,527	63,894	63,894	67,565	67,565
February	79,101	131,489	95,896	141,875	87,417	129,001	138,827	217,618	97,810	204,337	99,770	163,664	31,072	98,637
March	27,824	159,313	147,657	289,532	104,079	227,080	94,532	312,150	56,668	261,005	86,152	249,816	115,877	214,514
April	117,280	276,594	8,691	298,223	18,843	245,923	174,176	486,326	76,895	337,900	79,177	329,993	41,619	256,133
May	61,469	338,062	132,342	430,565	81,074	326,997	41,114	527,440	22,104	360,003	67,620	396,613	95,938	352,071
June	157,803	495,865	202,750	633,315	114,333	441,330	32,353	559,792	65,929	425,933	114,634	511,247	27,668	379,739
July	16,270	512,135	59,542	692,857	103,784	545,114	79,684	639,476	232,905	658,837	98,437	609,684	24,753	404,493
August	200,048	712,183	264,583	957,440	293,040	838,154	258,276	897,752	254,248	913,085	254,039	863,723	228,806	633,299
September	139,551	851,734	111,387	1,068,828	197,834	1,035,988	242,217	1,139,969	215,444	1,128,530	181,287	1,045,010	373,855	1,007,154
October	136,987	988,721	125,241	1,194,069	122,940	1,158,927	189,708	1,329,677	80,698	1,209,227	131,115	1,176,124	123,490	1,130,644
November	10,392	999,114	150,124	1,344,193	104,125	1,263,053	63,515	1,393,192	102,361	1,311,588	86,104	1,262,228	71,663	1,202,307
December	150,312	1,149,426	95,953	1,440,146	28,433	1,291,486	167,421	1,560,613	26,500	1,338,088	93,724	1,355,951	156,358	1,358,665
Total	1,149,426	1,440,146	1,440,146	1,291,486	1,291,486	1,560,613	1,338,088	1,355,951	1,358,665					

2021 BREAK DOWN OF IMPORTS OF SPEARMINT OIL BY COUNTRY AND MONTH - Pounds and Value

	Canada	China	France	Germany	India	Singapore	Mexico	UK	Other	TOTAL
January	2,381	53,462	44						11,678	67,565
February	3,600	2,560							1,190	31,072
March	9,524	106,353								115,877
April	26,191	15,355	18							41,619
May	1,916	92,799					397			95,938
June	5,710	14,550							7,408	27,668
July	15,715	5,159							3,053	24,753
August	139,672	11,023	44							228,806
September	170,781	15,926	220							373,855
October	40,999	15,066							66	123,490
November	38,727	35,715	827						2,381	156,358
December	40,975	180,453	2,844	18	753,151			397	25,776	1,358,665

2021 Spearmint Oil Imports Declared Value Through August: \$9.90
 2020 Spearmint Oil Imports Declared Value Through August: \$11.05

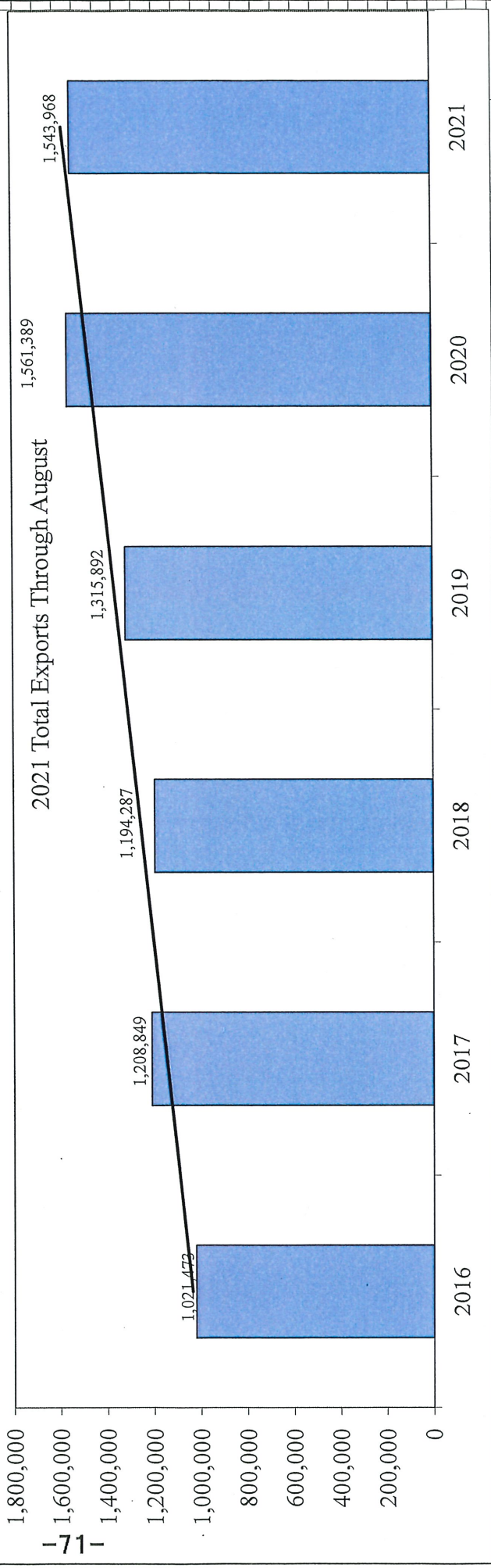
2021 Total Imports Through August



Source: Department of Commerce

EXPORTS OF SPEARMINT OIL BY MONTH FOR CALENDAR YEAR (Lbs.)

Month	2016		2017		2018		2019		2020		2016-2020 Avg		2021	
	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative	Monthly	Cumulative
January	106,381	106,381	113,213	113,213	89,070	89,070	113,278	113,278	119,087	119,087	108,206	108,206	131,543	131,543
February	81,947	188,328	92,002	205,215	91,672	180,742	69,759	183,036	87,052	206,139	84,486	192,692	210,892	342,435
March	103,788	292,116	99,370	304,585	127,973	308,715	155,909	338,945	127,211	333,350	122,850	315,542	171,416	513,851
April	127,563	419,679	142,386	446,971	80,560	389,275	89,490	428,435	183,777	517,127	124,755	440,297	96,845	610,695
May	81,389	501,068	81,063	528,034	105,854	495,129	107,813	536,248	180,794	697,921	111,383	551,680	181,502	792,197
June	-	501,068	127,435	655,469	68,418	563,546	85,317	621,565	172,432	870,353	90,720	642,400	131,803	924,000
July	105,091	606,159	61,932	717,401	73,288	636,834	108,483	730,048	42,571	912,924	78,273	720,673	50,823	974,823
August	102,867	709,026	108,546	825,947	91,965	728,799	95,484	825,532	44,103	957,028	88,593	809,266	133,951	1,108,774
September	83,144	792,170	87,375	913,322	104,646	833,445	60,576	886,108	84,854	1,041,881	84,119	893,385	90,061	1,198,835
October	110,667	902,837	118,054	1,031,376	97,285	930,729	115,853	1,001,961	190,100	1,231,981	126,392	1,019,777	66,577	1,265,412
November	44,564	947,400	75,889	1,107,265	106,811	1,037,540	113,079	1,115,040	116,455	1,348,436	91,359	1,111,136	188,751	1,454,163
December	74,072	1,021,473	101,584	1,208,849	156,747	1,194,287	200,852	1,315,892	212,953	1,561,389	149,242	1,260,378	89,805	1,543,968
Total	1,021,473		1,208,849		1,194,287		1,315,892		1,561,389		1,260,378		1,543,968	



2021 Spearmint Oil Export Average Declared Value Through August : \$17.19

2020 Spearmint Oil Export Average Declared Value Through August : \$18.37

Source: Department of Commerce

**CLASS 1 (Scotch) Disposition
As of February 21, 2022**

Salable Carry In on 6/1/21	397,961 a
2021 - 22 Total Salable Quantity (38%)	846,605 b
Excess Allotment	(240,332) c
<hr/>	
Total Available Supply	1,004,234 d (a+b+c)
Total Sales Received in Office	654,534 e
Total Available Supply as of Report Date	349,700 f (d-e)
Estimated Pool as of 2/3/22	25,799

PURCHASES OF CLASS 1 SPEARMINT OIL BY MONTH, CUMULATIVE & REVERSE CUMULATIVE
(Based on Date of Purchase as Entered on Form H-2)

Month	2016		2017		2018		2019		2020		2016-2020 Avg		2021	
	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD
June	12,119	12,119 811,668	17,069	17,069 604,167	12,659	12,659 705,293	0	0 598,706	31,561	31,561 456,923	14,682	14,682 635,351	50,000	50,000 600,033
July	124,150	136,299 687,519	48,458	65,528 555,709	82,783	95,442 622,510	43,858	43,858 554,849	14,674	46,235 442,249	62,784	77,466 572,567	22,665	72,665 577,388
August	248,776	385,045 438,742	260,315	325,843 295,393	166,361	262,303 455,649	73,948	117,806 480,900	133,815	180,050 308,434	176,743	254,209 395,824	184,783	257,448 392,585
September	71,549	456,593 367,194	27,754	353,597 267,639	16,057	278,360 439,592	177,040	294,846 303,860	28,046	208,096 280,388	64,089	318,298 331,735	91,269	348,717 301,316
October	210,678	667,271 156,516	147,756	501,352 119,884	165,567	443,927 274,025	210,549	505,395 93,311	125,342	333,438 155,046	171,978	490,277 159,756	136,318	485,035 164,998
November	67,181	734,452 89,335	42,254	543,606 77,630	146,802	590,729 121,223	13,771	519,166 79,540	74,386	407,825 80,659	68,879	559,156 90,877	84,587	569,622 80,411
December	12,088	746,539 77,248	38,507	582,113 39,123	29,075	619,805 98,147	0	519,166 79,540	31,702	439,527 48,958	22,274	581,430 68,603	75,018	644,640 5,393
January	694	747,233 76,554	5,768	587,881 33,355	67,077	686,881 31,071	3,514	522,680 76,026	29,341	468,868 19,616	21,279	602,709 47,324	0	644,640 5,393
February	5,130	752,362 71,425	6,641	594,522 26,714	7,874	694,755 23,197	3,362	526,042 72,664	3,547	472,415 16,069	5,311	608,019 42,074	9,894	654,534
March	30,014	782,376 41,411	20,060	614,583 6,653	19,449	714,204 3,748	27,836	553,878 44,828	9,462	481,877 6,607	21,364	629,384 20,649	0	654,534
April	0	782,376 41,411	4,973	619,556 1,681	3,748	717,952	36,130	590,008 8,698	0	481,877 6,607	8,970	638,354 11,679	0	654,534
May	41,411	823,787	1,680	621,236	0	717,952	8,698	598,706	6,607	488,484	11,679	650,033	0	654,534

Note: Rev. YTD (Reverse Year to Date) is the amount left to be sold to meet total sales for that year, or for the 2021 year, the amount to be sold to reach the 5 year avg. sales.

**CLASS 3 (Native) Disposition
As of February 21, 2022**

Salable Carry In on 6/1/21	412,095	a
2021 - 22 Total Salable Quantity (37%)	938,267	b
Excess Allotment	(2,630)	c
Total Available Supply	1,347,732	d (a+b+c)
Total Sales Received In FWS Office	891,735	e
Available Supply as of Report Date	455,997	f (d-e)
Estimated Pool as of 2/3/22	1,261,200	

PURCHASES OF CLASS 3 SPEARMINT OIL BY MONTH, CUMULATIVE & REVERSE CUMULATIVE

(Based on Date of Purchase as Entered on Form H-2)

Month	2016		2017		2018		2019		2020		2016-2020 Avg		2021	
	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD	Month	YTD Rev. YTD
June	79,635	79,635 1,208,056	332,963	332,963 1,232,552	155,953	155,953 1,089,123	91,219	91,219 985,687	133,599	133,599 1,198,661	158,674	158,674 1,142,816	85,865	85,865 1,215,625
July	184,304	263,938 1,023,753	122,817	455,780 1,109,735	254,388	410,341 834,735	302,210	393,429 683,477	307,874	441,473 890,787	234,318	392,992 908,497	120,347	206,212 1,095,277
August	323,031	586,970 700,721	124,206	579,986 985,529	255,262	665,603 579,473	231,611	625,040 457,867	108,255	549,728 782,552	208,473	601,465 700,024	127,522	333,734 967,755
September	361,096	948,066 339,625	294,966	874,952 690,563	178,458	844,062 401,014	195,559	820,599 256,307	102,236	651,964 680,296	226,463	827,928 473,561	186,065	519,799 781,690
October	147,046	1,095,112 192,579	100,961	975,913 589,603	221,289	1,065,350 179,726	122,815	943,414 133,492	226,596	878,560 453,700	163,741	991,670 309,820	144,024	663,823 637,666
November	16,013	1,111,125 176,566	104,714	1,080,626 484,889	25,203	1,090,553 154,523	23,345	966,759 110,147	55,001	933,561 398,699	44,855	1,036,525 264,965	49,592	713,415 588,075
December	1,200	1,112,325 175,366	30,472	1,111,098 454,417	55,827	1,146,380 98,696	2,963	969,722 107,184	14,632	948,193 384,067	21,019	1,057,544 243,946	139,479	852,853 448,596
January	32,789	1,145,115 142,576	0	1,111,098 454,417	45,186	1,191,566 53,510	2,846	972,567 104,339	180,133	1,128,326 203,934	52,191	1,109,734 191,755	9,043	861,936 439,554
February	19,049	1,164,164 123,527	349,728	1,460,826 104,689	267	1,191,832 53,244	56,491	1,029,059 47,848	18,339	1,146,665 185,595	88,775	1,198,509 102,981	29,799	891,735 409,755
March	46,533	1,210,697 76,994	78,913	1,539,739 25,776	10,918	1,202,750 42,326	0	1,029,059 47,848	108,689	1,255,354 76,906	49,011	1,247,520 53,970		891,735 409,755
April	22,046	1,232,743 54,948	14,244	1,553,983 11,532	13,992	1,216,743 28,333	6,239	1,035,297 41,609	23,906	1,279,260 53,000	16,086	1,263,605 37,884		891,735 409,755
May	54,948	1,287,691 0	11,532	1,565,515 0	28,333	1,245,076 0	41,609	1,076,906 0	53,000	1,332,260 0	37,884	1,301,490 0		891,735 409,755

Note: Rev. YTD (Reverse Year to Date) is the amount left to be sold to meet total sales for that year, or for the 2021 year, the amount to be sold to reach the 5 year avg. sales.