



FAR WEST SPEARMINT OIL

ADMINISTRATIVE COMMITTEE

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AGENDA

**Administrative Committee Meeting
October 13, 2021
Nampa Civic Center, Nampa, ID**

- I. Roll Call
 - A. Committee Members
 - B. Introductions
- II. Report on Nominations
- III. Consideration of Minutes of February 17, 2021 committee meeting
- IV. Review and Approval of Current Financial Statements
 - A. Income/expense report
 - B. Check Detail
- V. New Business
 - A. Review of Statistics
 - B. Consideration of Class 1 (Scotch) Regulations
 1. Review of Current Scotch Regulations
 2. Recommendation of 2022-23 scotch Regulations
 - C. Consideration of Class 3 (Native) Regulations
 1. Review of Current Native Regulations
 2. Recommendation of 2022-23 Native Regulations
- VI. Other Business
- VII. Next Meeting – Budget Mtg. In Tri-Cities, WA, Wednesday, February 23, 2022
- VIII. Adjournment

FAR WEST SPEARMINT OIL ADMINISTRATIVE COMMITTEE
2021 Members & Alternates

POSITIONS
DISTRICT 1

MEMBERS

ALTERNATES

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)
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2

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

Ryan Ferguson (1 - 22)
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DISTRICT 2

5

Chad Neeley (1 - 21)
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Clay Christensen (1 - 21)
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Wilder, ID 83676
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6

SECRETARY
Chris Mio (2 - 22)
7230 Boise Rd.
Fruitland, ID 83619
Cell (208) 230-3276
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JP Lete (1 - 22)
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DISTRICT 3

7

Kim Mills (1 - 21)
77853 No. Ash Road
Stanfield, OR 97875
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Cell (541) 571-3781
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Faith St. Hilaire (1 - 21)
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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
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MINUTES
Administrative Committee Meeting
Wednesday, February 17, 2021
Via Zoom

Chairman Matt Sealock called the meeting to order at 9:00 a.m.

I. ROLL CALL – Attending were:

Committee Members: George Colley, Chris Van Belle, Matt Sealock, Landon Lommers, Chris Mio, Kim Mills, Nancy Boettcher.

Alternate Committee Members: Craig Gilbert, Harold Sealock, Clay Christensen, Troy Martin, Ryan Ferguson, Jay Castle

Growers: Rod Schutte, Wes Ferguson, Bob McKellip, Dave Startup, Sharon Schutte, Daniel Freeman, Scott Setniker, Marvin Wollman, Ken Schutte, Kim Freeman, Harold McConnell

Handlers: Eli Perkins and Jeremy Russell-Norwest, Rodney Jones, Amanda Schmitt and Max Amundson-Callisons, Devin Dekker-RCB Int'l, Matt Fagerness-Essex Labs, Phil Dufault-Labbeemint, Tyler Schilperoort-AM Todd

USDA: Joshua Wilde

Other: Emily McCann, CLA

Administration: Shane Johnson, Kim Hatch and Sheri Nolan

II. USDA Antitrust Statement

Josh Wilde reviewed the Antitrust Statement.

III. Audit Review

Emily McCann from CliftonLarsonAllen, LLP reviewed the audit for the Fiscal Year ending in May 2020. George Colley moved and Chris Mio seconded the motion to accept the audit. The motion passed unanimously.

IV. Minutes Consideration

Minutes from the October 14, 2020 meeting and January 27, 2021 conference call were reviewed by all. Shane noted some minor changes that will be made. Chris Mio moved and Nancy Boettcher seconded the motion to accept the minutes of the October 14, 2020 meeting and January 27, 2021 conference call as amended. The motion passed unanimously.

V. Review and Approval of Current Financial Statements

Shane Johnson reviewed the Statement of Income and Expenses for the period June 1, 2020 through February 11, 2021 (Copy attached). He reported that the income to date totaled \$215,312.07; total expenses to date are \$128,452.98 resulting in net income of \$82,489.25. He also reported that the balance sheet indicated that there \$160,339.11 in the Washington Trust Bank Account, \$4.25 in A/R and prepaid insurance, \$968.61 for total assets of \$161,311.97. Shane also presented the check detail, October 1, 2020 to February 11, 2021. There were no questions on the financial statements and George Colley made a motion that the financial records be accepted as presented, Landon Lommers seconded to accept the financial statements. The motion passed unanimously.

VI. New Business

A. Report of Executive/Budget Sub Committee

1. Approval of 2021-2022 Compliance Plan - Shane reviewed the minor changes from last year's Compliance Plan. A couple of clarifications need to be made with the USDA. A motion was made by Nancy Boettcher, seconded by Chris Mio to recommended the approval of the compliance plan with latitude for minor changes from the USDA. The motion passed unanimously.
2. Review and Approval of the following: Shane reviewed the Market and Promotion Budget, Full Budget and the 2021-22 Assessment rate. A motion was made by Chris Mio, seconded by Kim Mills to approve as presented the Market and Promotion Budget in the amount of \$13,000; the Full Budget as included in the meeting packet and the 2021-2022 Assessment rate in the amount of .14 cent per pound. The motion passed unanimously.
3. Staff then left the meeting so that the committee and those in attendance could discuss the 2021-22 Ag Association Management Contract. Chris Van Belle motioned to approve the 2021-2022 Contract with Ag Association Management at the current level. Nancy Boettcher seconded. The motion passed unanimously.

B. Review of Current Statistics – Shane reviewed the current statistics.

C. Review of Current Regulations – Shane reviewed the current regulations.

VII. Next Meeting: Chairman Matt Sealock set the date for the next meeting for October 13, 2021 to be held in Pendleton, OR at a location TBD. Area grower meetings will take place 2 to 3 weeks prior.

X. Adjournment:

The meeting was adjourned by at 10:01 a.m.

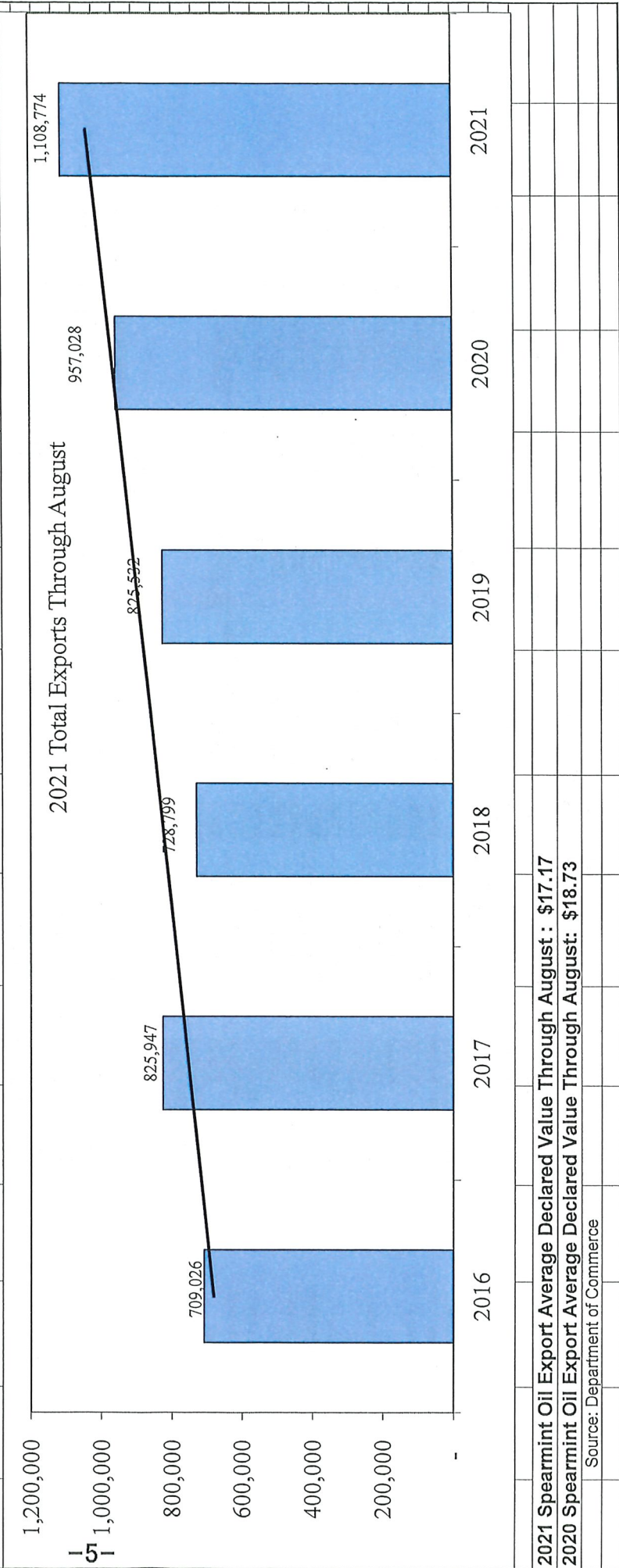
Submitted by:

_____ Shane Johnson, Manager

Attested to by:

_____ Committee Member

EXPORTS OF SPEARMINT OIL BY MONTH FOR CALENDAR YEAR (Lbs.)																		
Month	2016			2017			2018			2019			2020			2021		
	Monthly	Cumulative	Monthly	Cumulative	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	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	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	513,851	513,851	122,850	315,542	513,851	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	610,695	610,695	124,755	440,297	610,695	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	557,680	792,197	792,197	111,383	557,680	792,197	792,197
June	-	501,068	127,435	655,469	68,418	563,546	85,317	621,555	172,432	870,353	90,720	642,400	924,000	924,000	90,720	642,400	924,000	924,000
July	105,091	606,159	61,932	717,401	73,288	636,894	108,483	730,048	42,571	912,924	78,273	720,673	974,823	974,823	78,273	720,673	974,823	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	1,108,774	1,108,774	88,593	809,266	1,108,774	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	-	-	84,119	893,385	-	-
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	1,079,777	-	-	126,392	1,079,777	-	-
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	-	-	91,359	1,111,136	-	-
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	-	-	149,242	1,260,378	-	-
Total	1,021,473		1,208,849		1,194,287		1,315,892		1,561,389		1,260,378		1,108,774		1,260,378		1,108,774	



2021 Spearmint Oil Export Average Declared Value Through August : \$17.17

2020 Spearmint Oil Export Average Declared Value Through August: \$18.73

Source: Department of Commerce

Essential Oils Of Spearmint
2021 Exports By Month

Jan-21				Feb-21					
Country	KG	Lbs	Value (\$US)	Price per lb	Country	KG	Lbs	Value (\$US)	Price per lb
Australia	229	504.86	3,425.00	\$ 6.78	Australia	318	701.07	\$ 3,162.00	\$ 4.51
Brazil	5090	11,221.52	135,574.00	\$ 12.08	Brazil	3047	6,717.48	\$ 186,713.00	\$ 27.80
China	7600	16,755.11	423,742.00	\$ 25.29	China	3235	7,131.95	\$ 120,180.00	\$ 16.85
Colombia	596	1,313.95	23,548.00	\$ 17.92	France	45876	101,139.15	\$ 1,825,403.00	\$ 18.05
France	30104	66,367.88	1,166,603.00	\$ 17.58	Germany	21660	47,752.07	\$ 629,667.00	\$ 13.19
Germany	1904	4,197.60	95,962.00	\$ 22.86	India	1161	2,559.56	\$ 55,808.00	\$ 21.80
India	363	800.28	16,417.00	\$ 20.51	Indonesia	363	800.28	\$ 14,889.00	\$ 18.60
Indonesia	181	399.04	7,445.00	\$ 18.66	Japan	2342	5,163.22	\$ 93,097.00	\$ 18.03
Japan	1088	2,398.63	44,368.00	\$ 18.50	Korea, South	1480	3,262.84	\$ 71,979.00	\$ 22.06
Mexico	1069	2,356.74	27,944.00	\$ 11.86	Malaysia	821	1,809.99	\$ 27,891.00	\$ 15.41
Netherlands	360	793.66	15,531.00	\$ 19.57	Netherlands	1352	2,980.65	\$ 56,424.00	\$ 18.93
Philippines	280	617.29	9,353.00	\$ 15.15	Singapore	1736	3,827.22	\$ 57,805.00	\$ 15.10
Poland	880	1,940.07	46,365.00	\$ 23.90	Switzerland	11343	25,007.00	\$ 445,480.00	\$ 17.81
Singapore	5137	11,325.13	181,310.00	\$ 16.01	Turkey	775	1,708.58	\$ 34,693.00	\$ 20.31
Switzerland	2163	4,768.59	77,804.00	\$ 16.32	United Kingdom	150	330.69	\$ 8,775.00	\$ 26.54
Turkey	397	875.23	18,543.00	\$ 21.19	February Total	95,659.00	210,891.74	\$ 3,631,966.00	\$ 17.22
United Kingdom	2226	4,907.48	94,373.00	\$ 19.23					
January Total	59,667.00	131,543.06	2,388,307.00	\$ 18.16					

Mar-21				Apr-21					
Country	KG	Lbs	Value (\$US)	Price per lb	Country	KG	Lbs	Value (\$US)	Price per lb
Argentina	125	275.58	3,650.00	\$ 13.24	Argentina	23	50.71	\$ 3,557.00	\$ 70.15
Brazil	3263	7,193.68	145,726.00	\$ 20.26	Australia	598	1,318.36	\$ 23,175.00	\$ 17.58
Chile	1190	2,623.50	41,128.00	\$ 15.68	Brazil	5185	11,430.95	\$ 361,377.00	\$ 31.61
China	3511	7,740.42	122,503.00	\$ 15.83	China	5057	11,148.76	\$ 216,079.00	\$ 19.38
France	14512	31,993.45	579,754.00	\$ 18.12	France	2713	5,981.13	\$ 107,546.00	\$ 17.98
Germany	26820	59,127.91	861,634.00	\$ 14.57	Germany	3041	6,704.25	\$ 117,359.00	\$ 17.51
India	931	2,052.50	42,186.00	\$ 20.55	India	2017	4,446.72	\$ 111,615.00	\$ 25.10
Indonesia	1410	3,108.51	55,281.00	\$ 17.78	Indonesia	312	687.84	\$ 14,856.00	\$ 21.60
Japan	1080	2,380.99	53,460.00	\$ 22.45	Japan	1080	2,380.99	\$ 48,600.00	\$ 20.41
Malaysia	2572	5,670.28	50,475.00	\$ 8.90	Korea, South	360	793.66	\$ 19,098.00	\$ 24.06
Mexico	386	850.98	7,956.00	\$ 9.35	Malaysia	896	1,975.34	\$ 18,564.00	\$ 9.40
Netherlands	2486	5,480.69	109,984.00	\$ 20.07	Mexico	262	577.61	\$ 15,745.00	\$ 27.26
New Zealand	293	645.95	6,015.00	\$ 9.31	Netherlands	1218	2,685.23	\$ 47,585.00	\$ 17.72
Singapore	1058	2,332.49	43,507.00	\$ 18.65	Philippines	269	593.04	\$ 6,501.00	\$ 10.96
Switzerland	10887	24,001.70	491,724.00	\$ 20.49	Poland	432	952.40	\$ 22,782.00	\$ 23.92
Thailand	572	1,261.04	26,726.00	\$ 21.19	Singapore	9584	21,129.08	\$ 264,808.00	\$ 12.53
Turkey	694	1,530.01	29,595.00	\$ 19.34	Switzerland	2700	5,952.47	\$ 122,931.00	\$ 20.65
United Kingdom	5963	13,146.15	193,665.00	\$ 14.73	Turkey	6194	13,655.42	\$ 150,638.00	\$ 11.03
March Total	77,753	171,415.82	2,864,969.00	\$ 16.71	United Kingdom	1,987	4,380.58	\$ 82,311.00	\$ 18.79
					April Total	43,928.00	96,844.55	\$ 1,755,127.00	\$ 18.12

		May-21			Jun-21				
Country	KG	Lbs	Value (\$US)	Price per lb	Country	KG	Lbs	Value (\$US)	Price per lb
Argentina	180	396.83	\$ 6,651.00	\$ 16.76	Argentina	415	914.92	\$ 12,775.00	\$ 13.96
Australia	1,477	3,256.22	\$ 42,155.00	\$ 12.95	Brazil	2,291	5,050.78	\$ 78,621.00	\$ 15.57
Brazil	2,616	5,767.29	\$ 135,321.00	\$ 23.46	Chile	128	282.19	\$ 6,617.00	\$ 23.45
China	7,938	17,500.27	\$ 374,118.00	\$ 21.38	China	5,426	11,962.27	\$ 180,964.00	\$ 15.13
Colombia	360	793.66	\$ 10,613.00	\$ 13.37	Egypt	858	1,891.56	\$ 16,253.00	\$ 8.59
France	19,039	41,973.76	\$ 737,618.00	\$ 17.57	France	6,501	14,332.23	\$ 237,487.00	\$ 16.57
Germany	22,365	49,306.33	\$ 730,850.00	\$ 14.82	Germany	4,038	8,902.26	\$ 176,659.00	\$ 19.84
India	6,175	13,613.53	\$ 236,406.00	\$ 17.37	India	1,658	3,655.26	\$ 93,664.00	\$ 25.62
Indonesia	721	1,589.53	\$ 33,473.00	\$ 21.06	Japan	1,549	3,414.96	\$ 63,386.00	\$ 18.56
Japan	33	72.75	\$ 4,439.00	\$ 61.02	Korea, South	1,200	2,645.54	\$ 56,883.00	\$ 21.50
Korea, South	2,458	5,418.96	\$ 150,583.00	\$ 27.79	Malaysia	784	1,728.42	\$ 21,261.00	\$ 12.30
Malaysia	1,084	2,389.81	\$ 25,596.00	\$ 10.71	Mexico	644	1,419.78	\$ 28,081.00	\$ 19.78
Mexico	385	848.78	\$ 19,404.00	\$ 22.86	Netherlands	2,616	5,767.29	\$ 56,205.00	\$ 9.75
Netherlands	437	963.42	\$ 19,656.00	\$ 20.40	Pakistan	903	1,990.77	\$ 24,475.00	\$ 12.29
Poland	464	1,022.94	\$ 24,481.00	\$ 23.93	Poland	224	493.83	\$ 11,555.00	\$ 23.40
Singapore	3,638	8,020.41	\$ 97,200.00	\$ 12.12	Russia	452	996.49	\$ 21,938.00	\$ 22.02
Switzerland	10,475	23,093.39	\$ 343,292.00	\$ 14.87	Singapore	1,103	2,431.70	\$ 46,125.00	\$ 18.97
Taiwan	890	1,962.11	\$ 26,520.00	\$ 13.52	South Africa	33	72.75	\$ 9,805.00	\$ 134.77
Turkey	775	1,708.58	\$ 33,820.00	\$ 19.79	Switzerland	20,555	45,315.96	\$ 764,026.00	\$ 16.86
United Kingdom	818	1,803.38	\$ 32,889.00	\$ 18.24	Thailand	87	191.80	\$ 4,725.00	\$ 24.63
May Total	82,328	181,501.96	\$ 3,085,085.00	\$ 17.00	Turkey	93	205.03	\$ 6,597.00	\$ 32.18
					United Kingdom	8,227	18,137.41	\$ 324,302.00	\$ 17.88
					June Total	59,785	131,803	\$ 2,242,404	\$ 17.01

		Jul-21			Aug-21				
Country	KG	Lbs	Value (\$US)	Price per lb	Country	KG	Lbs	Value (\$US)	Price per lb
Australia	180	396.83	\$ 6,651.00	\$ 16.76	Australia	800.00	1,763.70	\$ 23,308.00	\$ 13.22
Brazil	1,995	4,398.22	\$ 121,643.00	\$ 27.66	Brazil	2,666.00	5,877.52	\$ 158,441.00	\$ 26.96
China	6,952	15,326.52	\$ 239,053.00	\$ 15.60	China	2,817.00	6,210.41	\$ 156,981.00	\$ 25.28
Costa Rica	49	108.03	\$ 4,854.00	\$ 44.93	France	14,872.00	32,787.11	\$ 596,267.00	\$ 18.19
Egypt	208	458.56	\$ 8,263.00	\$ 18.02	Germany	18,820.00	41,490.95	\$ 579,173.00	\$ 13.96
France	1,440	3,174.65	\$ 57,456.00	\$ 18.10	India	2,088.00	4,603.25	\$ 111,989.00	\$ 24.33
Germany	2,597	5,725.40	\$ 74,235.00	\$ 12.97	Indonesia	363.00	800.28	\$ 14,889.00	\$ 18.60
India	364	802.48	\$ 13,412.00	\$ 16.71	Japan	589.00	1,298.52	\$ 31,072.00	\$ 23.93
Ireland	514	1,133.17	\$ 13,930.00	\$ 12.29	Korea, South	1,000.00	2,204.62	\$ 45,030.00	\$ 20.43
Korea, South	48	105.82	\$ 9,712.00	\$ 91.78	Malaysia	1,265.00	2,788.84	\$ 29,370.00	\$ 10.53
Mexico	2,358	5,198.49	\$ 68,637.00	\$ 13.20	Mexico	4,803.00	10,588.79	\$ 142,127.00	\$ 13.42
Netherlands	180	396.83	\$ 5,474.00	\$ 13.79	Netherlands	1,214.00	2,676.41	\$ 49,991.00	\$ 18.68
Poland	128	282.19	\$ 6,519.00	\$ 23.10	New Zealand	106.00	233.69	\$ 4,430.00	\$ 18.96
Russia	52	114.64	\$ 8,239.00	\$ 71.87	Poland	160.00	352.74	\$ 8,149.00	\$ 23.10
Singapore	181	399.04	\$ 7,818.00	\$ 19.59	Singapore	3,366.00	7,420.75	\$ 101,687.00	\$ 13.70
Switzerland	181	399.04	\$ 6,676.00	\$ 16.73	Switzerland	601.00	1,324.98	\$ 6,840.00	\$ 5.16
Turkey	595	1,311.75	\$ 26,214.00	\$ 19.98	Taiwan	555.00	1,223.56	\$ 15,054.00	\$ 12.30
United Kingdom	5031	11,091.44	\$ 142,947.00	\$ 12.89	Thailand	45.00	99.21	\$ 2,700.00	\$ 27.22
July Total	23,053.00	50,823.10	\$ 821,733.00	\$ 16.17	Turkey	799.00	1,761.49	\$ 33,820.00	\$ 19.20
					United Kingdom	3,830.00	8,443.69	\$ 136,557.00	\$ 16.17
					August Total	60,759.00	133,950.51	\$ 2,247,875.00	\$ 16.78

Grand Total 2021			
KG	Lbs	Value (\$US)	Price per lb
502,932.00	1,108,773.95	19,037,466.00	17.17

**Essential Oils Of Spearmint
2021 Exports By Country**

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Argentina	Mar-21	125.00	275.58	\$ 3,650.00	\$ 13.24
Argentina	Apr-21	23.00	50.71	\$ 3,557.00	\$ 70.15
Argentina	May-21	180.00	396.83	\$ 6,651.00	\$ 16.76
Argentina	Jun-21	415.00	914.92	\$ 12,775.00	\$ 13.96
		743.00	1,638.03	26,633.00	\$ 16.26

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Australia	Jan-21	229.00	504.86	\$ 3,425.00	\$ 6.78
Australia	Feb-21	318.00	701.07	\$ 3,162.00	\$ 4.51
Australia	Apr-21	598.00	1,318.36	\$ 23,175.00	\$ 17.58
Australia	May-21	1,477.00	3,256.22	\$ 42,155.00	\$ 12.95
Australia	Jul-21	180.00	396.83	\$ 6,651.00	\$ 16.76
Australia	Sep-21	800.00	1,763.70	\$ 23,308.00	\$ 13.22
		3,602.00	7,941.04	101,876.00	\$ 12.83

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Brazil	Jan-21	5,090.00	11,221.52	\$ 135,574.00	\$ 12.08
Brazil	Feb-21	3,047.00	6,717.48	\$ 186,713.00	\$ 27.80
Brazil	Mar-21	3,263.00	7,193.68	\$ 145,726.00	\$ 20.26
Brazil	Apr-21	5,185.00	11,430.95	\$ 361,377.00	\$ 31.61
Brazil	May-21	2,616.00	5,767.29	\$ 135,321.00	\$ 23.46
Brazil	Jun-21	2,291.00	5,050.78	\$ 78,621.00	\$ 15.57
Brazil	Jul-21	1,995.00	4,398.22	\$ 121,643.00	\$ 27.66
Brazil	Aug-21	2,666.00	5,877.52	\$ 158,441.00	\$ 26.96
		26,153.00	57,657.43	1,323,416.00	\$ 22.95

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Chile	Mar-21	1,190.00	2,623.50	\$ 41,128.00	\$ 15.68
Chile	Jun-21	128.00	282.19	\$ 6,617.00	\$ 23.45
		1,318.00	2,905.69	47,745.00	\$ 16.43

Country	Time	KG	Lbs	Value (\$US)	Price per lb
China	Jan-21	7,600.00	16,755.11	\$ 423,742.00	\$ 25.29
China	Feb-21	3,235.00	7,131.95	\$ 120,180.00	\$ 16.85
China	Mar-21	3,511.00	7,740.42	\$ 122,503.00	\$ 15.83
China	Apr-21	5,057.00	11,148.76	\$ 216,079.00	\$ 19.38
China	May-21	7,938.00	17,500.27	\$ 374,118.00	\$ 21.38
China	Jun-21	5,426.00	11,962.27	\$ 180,964.00	\$ 15.13
China	Jul-21	6,952.00	15,326.52	\$ 239,053.00	\$ 15.60
China	Aug-21	2,817.00	6,210.41	\$ 156,981.00	\$ 25.28
		42,536.00	93,775.72	1,833,620.00	\$ 19.55

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Colombia	Jan-21	596.00	1,313.95	\$ 23,548.00	\$ 17.92
Colombia	May-21	360.00	793.66	\$ 10,613.00	\$ 13.37
		956.00	2,107.62	34,161.00	\$ 16.21

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Costa Rica	Jul-21	49.00	108.03	\$ 4,854.00	\$ 44.93
		49.00	108.03	4,854.00	\$ 44.93

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Egypt	Jun-21	858.00	1,891.56	\$ 16,253.00	\$ 8.59
Egypt	Jul-21	208.00	458.56	\$ 8,263.00	\$ 18.02
		1,066.00	2,350.12	24,516.00	\$ 10.43

Country	Time	KG	Lbs	Value (\$US)	Price per lb
France	Jan-21	30,104.00	66,367.88	\$ 1,166,603.00	\$ 17.58
France	Feb-21	45,876.00	101,139.15	\$ 1,825,403.00	\$ 18.05
France	Mar-21	14,512.00	31,993.45	\$ 579,754.00	\$ 18.12
France	Apr-21	2,713.00	5,981.13	\$ 107,546.00	\$ 17.98
France	May-21	19,039.00	41,973.76	\$ 737,618.00	\$ 17.57
France	Jun-21	6,501.00	14,332.23	\$ 237,487.00	\$ 16.57
France	Jul-21	1,440.00	3,174.65	\$ 57,456.00	\$ 18.10
France	Aug-21	14,872.00	32,787.11	\$ 596,267.00	\$ 18.19
		135,057.00	297,749.36	5,308,134.00	\$ 17.83

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Germany	Jan-21	1,904.00	4,197.60	\$ 95,962.00	\$ 22.86
Germany	Feb-21	21,660.00	47,752.07	\$ 629,667.00	\$ 13.19
Germany	Mar-21	26,820.00	59,127.91	\$ 861,634.00	\$ 14.57
Germany	Apr-21	3,041.00	6,704.25	\$ 117,359.00	\$ 17.51
Germany	May-21	22,365.00	49,306.33	\$ 730,850.00	\$ 14.82
Germany	Jun-21	4,038.00	8,902.26	\$ 176,659.00	\$ 19.84
Germany	Jul-21	2,597.00	5,725.40	\$ 74,235.00	\$ 12.97
Germany	Aug-21	18,820.00	41,490.95	\$ 579,173.00	\$ 13.96
		101,245.00	223,206.75	3,265,539.00	\$ 14.63

Country	Time	KG	Lbs	Value (\$US)	Price per lb
India	Jan-21	363.00	800.28	\$ 16,417.00	\$ 20.51
India	Feb-21	1,161.00	2,559.56	\$ 55,808.00	\$ 21.80
India	Mar-21	931.00	2,052.50	\$ 42,186.00	\$ 20.55
India	Apr-21	2,017.00	4,446.72	\$ 111,615.00	\$ 25.10
India	May-21	6,175.00	13,613.53	\$ 236,406.00	\$ 17.37
India	Jun-21	1,658.00	3,655.26	\$ 93,664.00	\$ 25.62
India	Jul-21	364.00	802.48	\$ 13,412.00	\$ 16.71
India	Aug-21	2,088.00	4,603.25	\$ 111,989.00	\$ 24.33
		14,757.00	32,533.58	681,497.00	\$ 20.95

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Indonesia	Jan-21	181.00	399.04	\$ 7,445.00	\$ 18.66
Indonesia	Feb-21	363.00	800.28	\$ 14,889.00	\$ 18.60
Indonesia	Mar-21	1,410.00	3,108.51	\$ 55,281.00	\$ 17.78
Indonesia	Apr-21	312.00	687.84	\$ 14,856.00	\$ 21.60
Indonesia	May-21	721.00	1,589.53	\$ 33,473.00	\$ 21.06
Indonesia	Aug-21	363.00	800.28	\$ 14,889.00	\$ 18.60
		3,350.00	7,385.48	140,833.00	19.07

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Ireland	Jul-21	514.00	1,133.17	\$ 13,930.00	\$ 12.29
		514.00	1,133.17	13,930.00	\$ 12.29

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Japan	Jan-21	1,088.00	2,398.63	\$ 44,368.00	\$ 18.50
Japan	Feb-21	2,342.00	5,163.22	\$ 93,097.00	\$ 18.03
Japan	Mar-21	1,080.00	2,380.99	\$ 53,460.00	\$ 22.45
Japan	Apr-21	1,080.00	2,380.99	\$ 48,600.00	\$ 20.41
Japan	May-21	33.00	72.75	\$ 4,439.00	\$ 61.02
Japan	Jun-21	1,549.00	3,414.96	\$ 63,386.00	\$ 18.56
Japan	Aug-21	589.00	1,298.52	\$ 31,072.00	\$ 23.93
		7,761.00	17,110.06	338,422.00	\$ 19.78

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Korea, South	Feb-21	1,480.00	3,262.84	\$ 71,979.00	\$ 22.06
Korea, South	Apr-21	360.00	793.66	\$ 19,098.00	\$ 24.06
Korea, South	May-21	2,458.00	5,418.96	\$ 150,583.00	\$ 27.79
Korea, South	Jun-21	1,200.00	2,645.54	\$ 56,883.00	\$ 21.50
Korea, South	Jul-21	48.00	105.82	\$ 9,712.00	\$ 91.78
Korea, South	Aug-21	1,000.00	2,204.62	\$ 45,030.00	\$ 20.43
		6,546.00	14,431.44	353,285.00	\$ 24.48

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Malaysia	Feb-21	821.00	1,809.99	\$ 27,891.00	\$ 15.41
Malaysia	Mar-21	2,572.00	5,670.28	\$ 50,475.00	\$ 8.90
Malaysia	Apr-21	896.00	1,975.34	\$ 18,564.00	\$ 9.40
Malaysia	May-21	1,084.00	2,389.81	\$ 25,596.00	\$ 10.71
Malaysia	Jun-21	784.00	1,728.42	\$ 21,261.00	\$ 12.30
Malaysia	Aug-21	1,265.00	2,788.84	\$ 29,370.00	\$ 10.53
		7,422.00	16,362.69	173,157.00	\$ 10.58

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Mexico	Jan-21	1,069.00	2,356.74	\$ 27,944.00	\$ 11.86
Mexico	Mar-21	386.00	850.98	\$ 7,956.00	\$ 9.35
Mexico	Apr-21	262.00	577.61	\$ 15,745.00	\$ 27.26
Mexico	May-21	385.00	848.78	\$ 19,404.00	\$ 22.86
Mexico	Jun-21	644.00	1,419.78	\$ 28,081.00	\$ 19.78
Mexico	Jul-21	2,358.00	5,198.49	\$ 68,637.00	\$ 13.20
Mexico	Aug-21	4,803.00	10,588.79	\$ 142,127.00	\$ 13.42
		9,907.00	21,841.17	309,894.00	\$ 14.19

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Netherlands	Jan-21	360.00	793.66	\$ 15,531.00	\$ 19.57
Netherlands	Feb-21	1,352.00	2,980.65	\$ 56,424.00	\$ 18.93
Netherlands	Mar-21	2,486.00	5,480.69	\$ 109,984.00	\$ 20.07
Netherlands	Apr-21	1,218.00	2,685.23	\$ 47,585.00	\$ 17.72
Netherlands	May-21	437.00	963.42	\$ 19,656.00	\$ 20.40
Netherlands	Jun-21	2,616.00	5,767.29	\$ 56,205.00	\$ 9.75
Netherlands	Jul-21	180.00	396.83	\$ 5,474.00	\$ 13.79
Netherlands	Aug-21	1,214.00	2,676.41	\$ 49,991.00	\$ 18.68
		9,863.00	21,744.17	360,850.00	\$ 16.60

Country	Time	KG	Lbs	Value (\$US)	Price per lb
New Zealand	Mar-21	293.00	645.95	\$ 6,015.00	\$ 9.31
New Zealand	Aug-21	106.00	233.69	\$ 4,430.00	\$ 18.96
		106.00	233.69	4,430.00	\$ 18.96

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Pakistan	Jun-21	903.00	1,990.77	\$ 24,475.00	\$ 12.29
		903.00	1,990.77	24,475.00	\$ 12.29
Country	Time	KG	Lbs	Value (\$US)	Price per lb
Philippines	Jan-21	280.00	617.29	\$ 9,353.00	\$ 15.15
Philippines	Apr-21	269.00	593.04	\$ 6,501.00	\$ 10.96
		549.00	1,210.34	15,854.00	\$ 13.10
Country	Time	KG	Lbs	Value (\$US)	Price per lb
Poland	Jan-21	880.00	1,940.07	\$ 46,365.00	\$ 23.90
Poland	Apr-21	432.00	952.40	\$ 22,782.00	\$ 23.92
Poland	May-21	464.00	1,022.94	\$ 24,481.00	\$ 23.93
Poland	Jun-21	224.00	493.83	\$ 11,555.00	\$ 23.40
Poland	Jul-21	128.00	282.19	\$ 6,519.00	\$ 23.10
Poland	Aug-21	160.00	352.74	\$ 8,149.00	\$ 23.10
		2,288.00	5,044.17	119,851.00	\$ 23.76
Country	Time	KG	Lbs	Value (\$US)	Price per lb
Russia	Jun-21	452.00	996.49	\$ 21,938.00	\$ 22.02
Russia	Jul-21	52.00	114.64	\$ 8,239.00	\$ 71.87
		504.00	1,111.13	30,177.00	\$ 27.16
Country	Time	KG	Lbs	Value (\$US)	Price per lb
Singapore	Jan-21	5,137.00	11,325.13	\$ 181,310.00	\$ 16.01
Singapore	Feb-21	1,736.00	3,827.22	\$ 57,805.00	\$ 15.10
Singapore	Mar-21	1,058.00	2,332.49	\$ 43,507.00	\$ 18.65
Singapore	Apr-21	9,584.00	21,129.08	\$ 264,808.00	\$ 12.53
Singapore	May-21	3,638.00	8,020.41	\$ 97,200.00	\$ 12.12
Singapore	Jun-21	1,103.00	2,431.70	\$ 46,125.00	\$ 18.97
Singapore	Jul-21	181.00	399.04	\$ 7,818.00	\$ 19.59
Singapore	Aug-21	3,366.00	7,420.75	\$ 101,687.00	\$ 13.70
		25,803.00	56,885.81	800,260.00	\$ 14.07
Country	Time	KG	Lbs	Value (\$US)	Price per lb
South Africa	Jun-21	33.00	72.75	\$ 9,805.00	\$ 134.77
		33.00	72.75	9,805.00	\$ 134.77
Country	Time	KG	Lbs	Value (\$US)	Price per lb
Switzerland	Jan-21	2,163.00	4,768.59	\$ 77,804.00	\$ 16.32
Switzerland	Feb-21	11,343.00	25,007.00	\$ 445,480.00	\$ 17.81
Switzerland	Mar-21	10,887.00	24,001.70	\$ 491,724.00	\$ 20.49
Switzerland	Apr-21	2,700.00	5,952.47	\$ 122,931.00	\$ 20.65
Switzerland	May-21	10,475.00	23,093.39	\$ 343,292.00	\$ 14.87
Switzerland	Jun-21	20,555.00	45,315.96	\$ 764,026.00	\$ 16.86
Switzerland	Jul-21	181.00	399.04	\$ 6,676.00	\$ 16.73
Switzerland	Aug-21	601.00	1,324.98	\$ 6,840.00	\$ 5.16
		58,905.00	129,863.14	2,258,773.00	\$ 17.39
Country	Time	KG	Lbs	Value (\$US)	Price per lb
Taiwan	May-21	890.00	1,962.11	\$ 26,520.00	\$ 13.52
Taiwan	Aug-21	555.00	1,223.56	\$ 15,054.00	\$ 12.30
		555.00	1,223.56	15,054.00	\$ 12.30

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Thailand	Mar-21	572.00	1,261.04	\$ 26,726.00	\$ 21.19
Thailand	Jun-21	87.00	191.80	\$ 4,725.00	\$ 24.63
Thailand	Aug-21	45.00	99.21	\$ 2,700.00	\$ 27.22
		704.00	1,552.05	34,151.00	\$ 22.00

Country	Time	KG	Lbs	Value (\$US)	Price per lb
Turkey	Jan-21	397.00	875.23	\$ 18,543.00	\$ 21.19
Turkey	Feb-21	775.00	1,708.58	\$ 34,693.00	\$ 20.31
Turkey	Mar-21	694.00	1,530.01	\$ 29,595.00	\$ 19.34
Turkey	Apr-21	6,194.00	13,655.42	\$ 150,638.00	\$ 11.03
Turkey	May-21	775.00	1,708.58	\$ 33,820.00	\$ 19.79
Turkey	Jun-21	93.00	205.03	\$ 6,597.00	\$ 32.18
Turkey	Jul-21	595.00	1,311.75	\$ 26,214.00	\$ 19.98
Turkey	Aug-21	799.00	1,761.49	\$ 33,820.00	\$ 19.20
		10,322.00	22,756.09	333,920.00	\$ 14.67

Country	Time	KG	Lbs	Value (\$US)	Price per lb
United Kingdom	Jan-21	2,226.00	4,907.48	\$ 94,373.00	\$ 19.23
United Kingdom	Feb-21	150.00	330.69	\$ 8,775.00	\$ 26.54
United Kingdom	Mar-21	5,963.00	13,146.15	\$ 193,665.00	\$ 14.73
United Kingdom	Apr-21	1,987.00	4,380.58	\$ 82,311.00	\$ 18.79
United Kingdom	May-21	818.00	1,803.38	\$ 32,889.00	\$ 18.24
United Kingdom	Jun-21	8,227.00	18,137.41	\$ 324,302.00	\$ 17.88
United Kingdom	Jul-21	5,031.00	11,091.44	\$ 142,947.00	\$ 12.89
United Kingdom	Aug-21	3,830.00	8,443.69	\$ 136,557.00	\$ 16.17
		28,232.00	62,240.83	1,015,819.00	\$ 16.32

World Total		501,749.00	1,106,165.88	19,004,931.00	\$ 17.18
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Essential Oils Of Spearmint
2021 Imports by Month

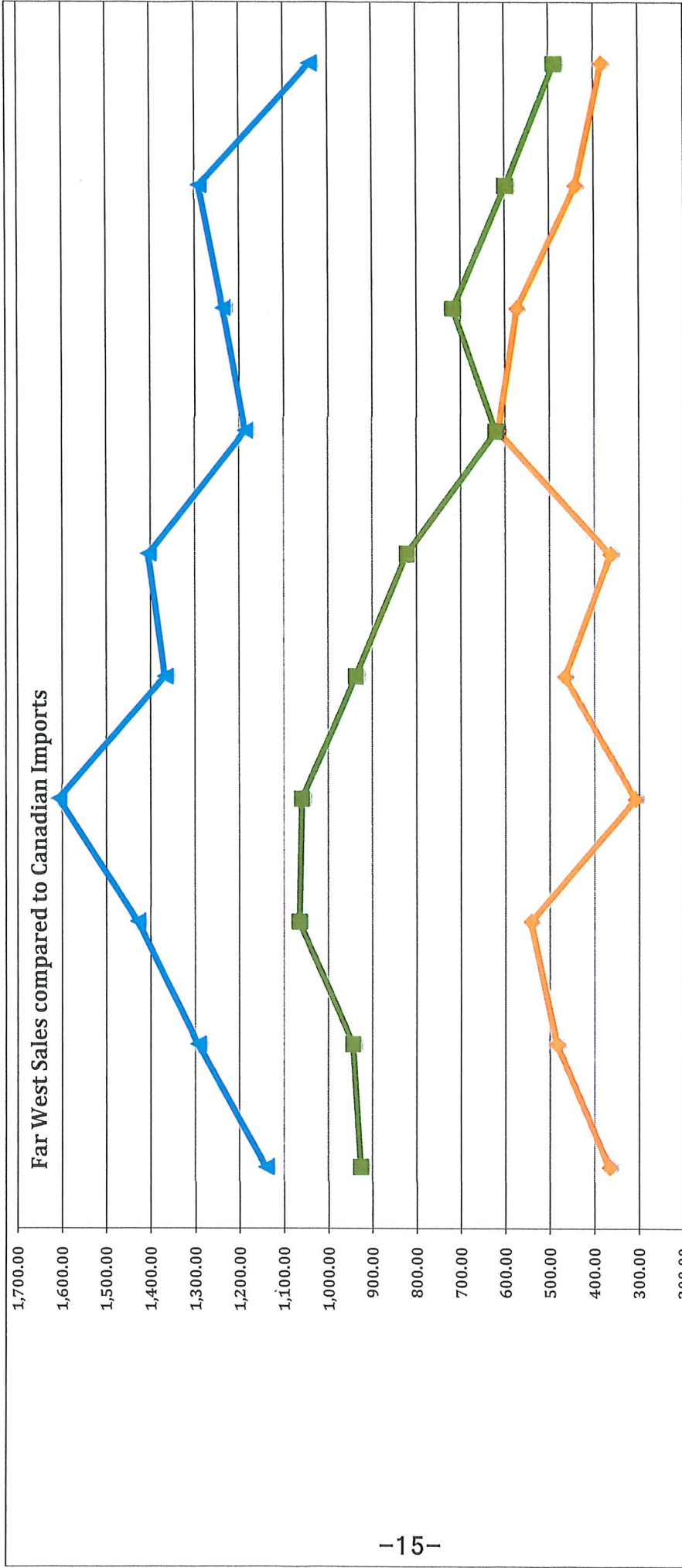
Jan-21		Feb-21							
Country	KG	Lbs	Price Per Lbs	Value (\$US)	Country	KG	Lbs	Price Per Lbs	Value (\$US)
China	1,080	2,380.99	10.13	24,121 \$	Canada	1,633	3,600.14	12.99	46,765 \$
France	20	44.09	46.88	2,067 \$	China	1,161	2,559.56	5.23	13,395 \$
India	24,250	53,462.04	11.56	618,179 \$	India	10,760	23,721.71	12.57	298,248 \$
Italy	1,442	3,179.06	10.96	34,830 \$	Italy	540	1,190.49	14.63	17,415 \$
Philippines	1,455	3,207.72	1.66	5,324 \$		14,094.00	31,071.91		375,823.00 \$
Spain	2,400	5,291.09	8.39	44,382 \$					12.10
	30,647.00	67,564.99	10.79	728,903.00 \$					

Mar-21		Apr-21							
Country	KG	Lbs	Price Per Lbs	Value (\$US)	Country	KG	Lbs	Price Per Lbs	Value (\$US)
China	4,320	9,523.96	9.42	89,748 \$	China	11,880	26,190.89	10.70	280,190 \$
India	48,241	106,353.07	8.02	853,028 \$	France	25	55.12	45.41	2,503 \$
	52,561.00	115,877.03	8.14	942,776.00 \$	Germany	8	17.64	280.94	4,955 \$
					India	6,965	15,355.18	13.35	204,933 \$
						18,878.00	41,618.82		492,581.00 \$

May-21		Jun-21							
Country	KG	Lbs	Price Per Lbs	Value (\$US)	Country	KG	Lbs	Price Per Lbs	Value (\$US)
China	869	1,915.81	4.37	8,377 \$	China	2,590	5,709.97	5.49	31,358 \$
France	375	826.73	18.81	15,548 \$	India	6,600	14,550.49	13.85	201,534 \$
India	42,093	92,799.07	7.90	733,064 \$	Italy	360	793.66	14.63	11,610 \$
United Kingdom	180	396.83	6.11	2,426 \$	Spain	3,000	6,613.86	8.51	56,264 \$
	43,517.00	95,938.45	7.92	759,415.00 \$		12,550.00	27,667.98		300,766.00 \$

Jul-21		Aug-21							
Country	KG	Lbs	Price Per Lbs	Value (\$US)	Country	KG	Lbs	Price Per Lbs	Value (\$US)
Chile	585	1,289.70	14.60	18,829 \$	Canada	63,354.00	139,671.50	14.37	2,007,298.00 \$
China	7,128	15,714.53	5.27	82,866 \$	China	5,000.00	11,023.10	0.68	7,500.00 \$
France	375	826.73	13.30	10,999 \$	France	20.00	44.09	45.63	2,012.00 \$
India	2,340	5,158.81	7.73	39,858 \$	India	35,411.00	78,067.80	9.74	760,002.00 \$
Spain	800	1,763.70	8.28	14,608 \$		103,785.00	228,806.49		2,776,812.00 \$
	11,228.00	24,753.47	6.75	167,160.00 \$					12.14

World Total - 2021			
Country	KG	Lbs	Price Per Lbs
	287,260.00	633,299.14	10.33
			6,544,236.00 \$



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	136,269 687,519	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	72,665 577,368
August	248,776	385,045 438,742	260,315	325,843 295,393	166,861	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	90,439	347,887 302,146
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	0	347,887 302,146
November	67,181	734,452 89,335	42,254	543,606 77,630	146,802	590,729 127,223	13,771	519,166 79,540	74,386	407,825 80,659	68,879	559,156 90,877	0	347,887 302,146
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	0	347,887 302,146
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	347,887 302,146
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	0	347,887 302,146
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	347,887 302,146
April	0	782,376 41,411	4,973	619,556 1,681	3,748	717,952 6,698	36,130	590,008 8,698	0	481,877 6,607	8,970	638,354 11,679	0	347,887 302,146
May	41,411	823,787	1,680	621,236 1	0	717,952	8,698	598,706	6,607	488,484	11,679	650,033 (0)	0	347,887 302,146

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 1 (Scotch) Disposition
As of October 6, 2021**

Salable Carry In on 6/1/21	397,961
2021 - 22 Total Salable Quantity (38%)	846,605
Estimated Unused Allotment	(280,671)
<hr/>	
Total Available Supply	963,895
Total Sales Received in Office	347,887
Committed Not Yet Received	225,391
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Total Sales/Not Yet Received	573,278
Total Available Supply as of Report Date	390,617
Estimated Pool as of 10.6.21	63,617

SCOTCH STATISTICS 2021 - 2022

Year	Sales	Pool on 6/1	Salable Percentages
1 1980	774,487		85%
2 1981	793,492	4,237	40%
3 1982	617,422	4,615	23%
4 1983	775,766	151,871	49%
5 1984	724,076	86,195	42%
6 1985	868,242	138,036	53%
7 1986	683,812	64,058	42%
8 1987	741,515	410,836	42%
9 1988	948,558	510,976	39% +7%+7%+5%= 58%
10 1989	851,667	251,378	42% +28%= 70%
11 1990	1,043,784	5,183	40% +12%+38%= 90%
12 1991	906,259	1,413	59%
13 1992	859,777	157,913	54%
14 1993	789,100	674,502	41%
15 1994	805,495	930,984	41% +5%= 46%
16 1995	884,475	769,681	51% +5%= 56%
17 1996	871,990	439,549	55%
18 1997	962,338	214,057	55%
19 1998	919,710	209,825	65%
20 1999	1,009,600	422,567	65%
21 2000	916,387	379,764	65%
22 2001	753,010	97,047	48%
23 2002	536,902	58,679	45%
24 2003	587,813	50,051	45%
25 2004	888,843	39,378	40%
26 2005	1,002,779	33,554	35% + 20% = 55%
27 2006	782,422	10,552	45% + 108% = 153%
28 2007	708,825	0	45%
29 2008	824,320	44,052	50%
30 2009	627,868	555	42%
31 2010	774,096	196,269	28%
32 2011	927,606	454,715	34% + 2% = 36%
33 2012	945,229	215,350	38% + 90% = 128%
34 2013	1,065,725	0	65%
35 2014	1,060,232	551	55% + 40% = 95%
36 2015	939,401	15,937	60%
37 2016	823,787	71,088	45%
38 2017	621,236	202,638	36%
39 2018	717,952	132,984	35%
40 2019	598,706	67,645	38%
41 2020	488,484	72,361	38%
42 2021			38%

ESTIMATED 2021 SCOTCH PRODUCTION				
	Acres	Yld.	Est. Prod.	
NEW	1,579	40.8	64,419	
FIRST	3,813	71.9	274,324	
SECOND	3,813	57.1	217,816	
Total	5,332	103.22	556,559	

Buyer Estimates			
	2021-2022	2022-2023	
High	625,000	750,000	
Low	450,000	600,000	
Average	565,000	655,000	
Weighted Average	583,333	641,667	

Scotch Buyers Estimates Compared to Actual Sales				
Year (5 Yr Avg. Sales)	Avg Trade Demand	Actual Sales	Difference	
2016-17 (966,875)	1,033,750	823,787	209,963	
2017-18 (902,076)	952,400	621,236	331,164	
2018-19 (832,522)	547,500	717,952	(170,452)	
2019-20 (740,216)	800,000	598,706	201,294	
2020-21 (650,033)	754,000	488,484	265,516	
Average (650,033)	817,530	650,033	167,497	

2022-2023 Contracted Amounts		
Year	Contracted	% of Base
2022-2023	590,000	26.2%

Average Sales	Sales as % of 2021-22 Base
601,714	27.0%
650,033	29.2%
749,971	33.7%
815,248	36.6%
2021 Allotment Base	2,227,846
2021-22 Salable Quantity	846,605
Estimated 2022 Base =	2,250,124

CLASS 1 (Scotch) Projections

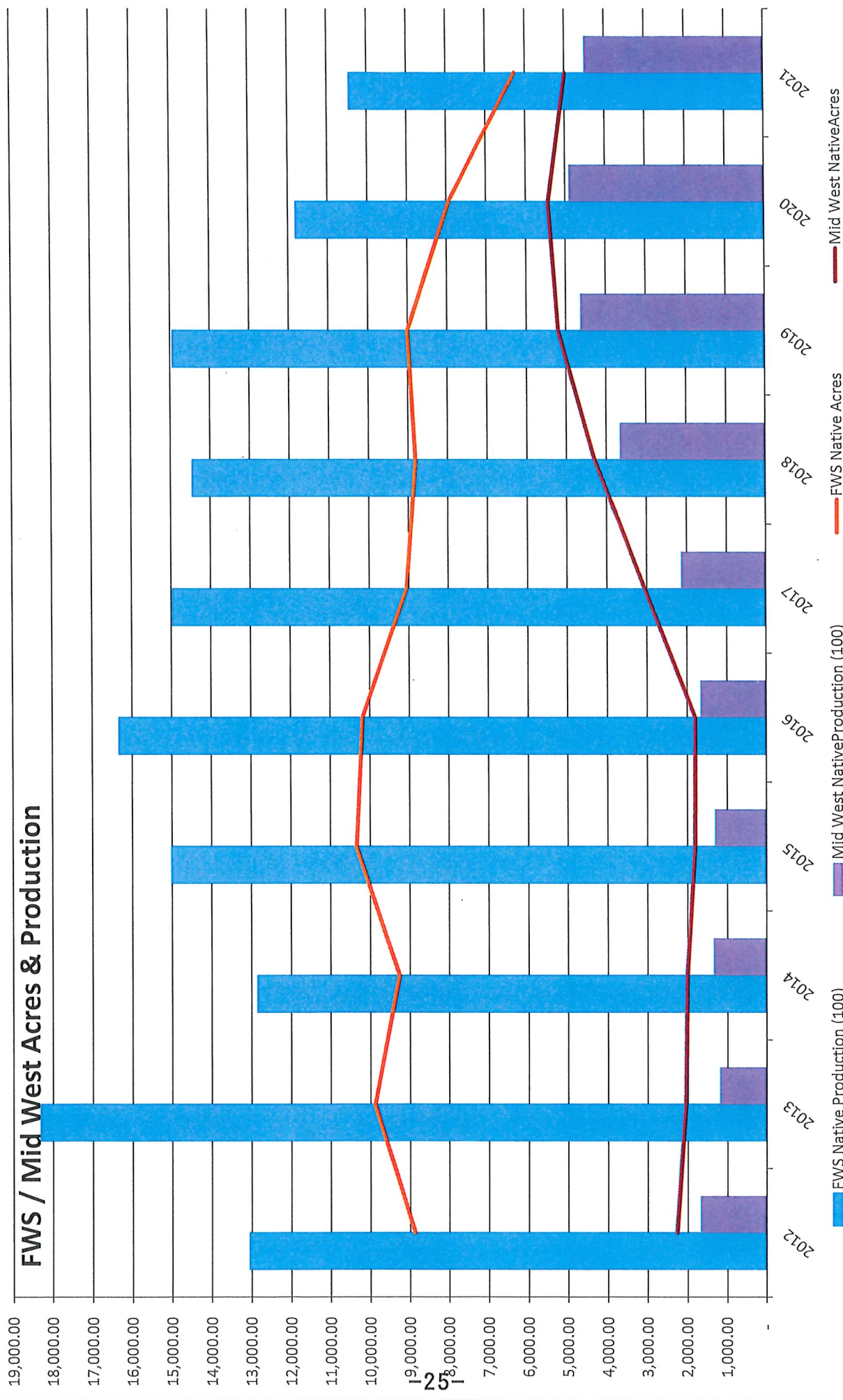
	Projected 3 Yr. Ave. 397,961	Projected 5 Yr. Ave. 397,961	Projected High 397,961	Projected Low 397,961	Projected Buyer Ave. 397,961	Projected Weigh. Ave. 397,961
2021-22						
Salable Carry In on 6/1/21	846,605	846,605	846,605	846,605	846,605	846,605
2021 - 22 Salable Quantity (38%)						
Estimated Unused Allotment	<u>(280,671)</u>	<u>(280,671)</u>	<u>(280,671)</u>	<u>(280,671)</u>	<u>(280,671)</u>	<u>(280,671)</u>
2021 - 22 Available Supply	963,895	963,895	963,895	963,895	963,895	963,895
Est. Trade 2021 - 22 Trade Demand	<u>601,714</u>	<u>650,033</u>	<u>625,000</u>	<u>450,000</u>	<u>565,000</u>	<u>583,333</u>
Salable Carry Out	<u>362,181</u>	<u>313,862</u>	<u>338,895</u>	<u>513,895</u>	<u>398,895</u>	<u>380,562</u>
2022-23						
Est. Trade Demand - 2022-23	601,714	650,033	750,000	600,000	655,000	641,667
Less Est. Carry In on 6/1/22	<u>362,181</u>	<u>313,862</u>	<u>338,895</u>	<u>513,895</u>	<u>398,895</u>	<u>380,562</u>
SALABLE QUANTITY NEEDED	239,533	336,171	411,105	86,105	256,105	261,105
Estimated 2022 - 23 Allotment Base	2,250,124	2,250,124	2,250,124	2,250,124	2,250,124	2,250,124
COMPUTED ALLOTMENT %	10.6%	14.9%	18.3%	3.8%	11.4%	11.6%
Recommended Allotment %	21.0%	25.0%	29.0%	14.0%	22.0%	22.0%
Recommended Salable Quantity	472,526	562,531	652,536	315,017	495,027	495,027
Resulting Total Supply	834,707	876,393	991,431	828,912	893,922	875,589
Estimated Carry Out on May 31, 2023	<u>232,993</u>	<u>226,360</u>	<u>241,431</u>	<u>228,912</u>	<u>238,922</u>	<u>233,922</u>

Area Grower Meeting Summary

COTCH SALABLE WORKSHEET - 2021 - 2

	Othello	Toppenish/Harrah	Sunnyside	Caldwell	Corinne	Hermiston	Average
2021-22							
Salable Carry In on 6/1/21	397,961	397,961	397,961	397,961	397,961	397,961	397,961
2021 - 22 Salable Quantity (38%)	846,605	846,605	846,605	846,605	846,605	846,605	846,605
Estimated Unused Allotment	-359,828	-359,828	-359,828	-359,828	-359,828	-359,828	-359,828
Total Available Supply (a+b)	884,738	884,738	884,738	884,738	884,738	884,738	884,738
Est. 2021 - 22 Trade Demand	600,000	700,000	650,000	600,000	625,000	580,000	625,833
Carry Out on May 31, 2022 (d-e)	284,738	184,738	234,738	284,738	259,738	304,738	258,905
2022-23							
Est. 2022 - 23 Trade Demand	650,000	700,000	675,000	650,000	750,000	650,000	647,500
Less Est. Carry In on 6/1/22 (f)	284,738	184,738	234,738	284,738	259,738	304,738	258,905
SALABLE QUANTITY NEEDED (g-h)	365,262	515,262	440,262	365,262	490,262	345,262	388,595
Estimated 2022 - 23 Allotment Base	2,250,124	2,250,124	2,250,124	2,250,124	2,250,124	2,250,124	2,250,124
COMPUTED ALLOTMENT % (i/j)	16.2%	22.9%	19.6%	16.2%	21.8%	15.3%	17.3%
Recommended Allotment %	37%	38%	37%	37%	40%	35%	37%
Recommended Salable Quantity (l*)	832,546	855,047	832,546	832,546	900,050	787,544	840,046
Resulting Total Supply (m+h)	1,117,284	1,039,785	1,067,284	1,117,284	1,159,788	1,092,282	1,098,951
Est. Carry Out on May 31, 2023 (n - g)	467,284	339,785	392,284	467,284	409,788	442,282	451,451

FWS / Mid West Acres & Production



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	625,040 451,867	108,255	549,728 782,532	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	186,895	520,630 780,860
October	147,046	1,095,112 192,579	100,951	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	35,145	555,775 745,715
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		555,775 745,715
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		555,775 745,715
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		555,775 745,715
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		555,775 745,715
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		555,775 745,715
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		555,775 745,715
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		555,775 745,715

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 October 6, 2021**

Salable Carry In on 6/1/21	412,095	a
2021 - 22 Total Salable Quantity (37%)	938,262	b
Total Available Supply	1,350,357	d (a+b+c)
Total Sales Received In FWS Office	555,775	e
Committed Not Yet Received	214,904	
Total Sales/Not Yet Received	770,679	
Available Supply as of Report Date	579,678	f (d-e)
Estimated Pool as of 10.6.21	1,272,854	

NATIVE STATISTICS WORKSHEET - 2021 - 22

ESTIMATED 2021 NATIVE PRODUCTION				
	Acres	Yld.	Est. Prod.	
NEW	420	55.5	23,298	
FIRST	5,855	91.8	537,284	
SECOND	5,855	72.6	425,215	
Total	6,275	157.1	985,797	

Year	Sales	Pool on 6/1	Salable	
1980	791,923	12,791	75%	
1981	925,528	413,482	48%	
1982	717,243	674,803	10%	
1983	1,061,150	238,275	49% +10%= 59%	
1984	856,908	156,257	42% +6%= 48%	
1985	805,304	341,596	52%	
1986	964,667	710,230	49%	
1987	745,777	915,318	37%	
1988	942,709	769,845	38% +5%+6%+3.5%= 52.5%	
1989	1,238,174	259,737	42% +6%+30%+14%= 92%	
1990	1,229,371	134,280	60% +6%= 66%	
1991	1,095,649	163,287	59%	
1992	904,531	806,562	54%	
1993	950,075	1,342,632	37% +3%= 40%	
1994	1,249,400	1,019,177	46% +10%+10%+4%= 70%	
1995	1,079,614	1,075,127	51%	
1996	1,206,188	970,002	54% +7%= 61%	
1997	1,165,393	1,047,095	56% +3%= 59%	
1998	1,114,262	868,045	57%	
1999	1,304,905	1,072,937	55%+5%+4%=64%	
2000	927,755	1,240,329	50%	
2001	920,096	1,400,007	45%	
2002	841,493	1,396,927	38%	
2003	873,033	797,297	38%	
2004	1,249,507	403,121	36%+15%+8%+4%=63%	
2005	1,096,605	195,790	40% + 7% + 7% = 54%	
2006	1,170,844	257,891	46% + 7% = 53%	
2007	1,125,559	243,424	48% + 5% = 53%	
2008	1,167,058	506,725	53%	
2009	976,888	606,942	53%	
2010	1,232,772	451,302	43% + 7% = 50%	
2011	1,290,324	442,166	44% + 11% = 55%	
2012	1,287,597	446,086	50% +8% = 58%	
2013	1,341,555	595,394	61%	
2014	1,390,984	996,050	46% +8%+3%=57%	
2015	1,241,140	1,020,583	56%	
2016	1,287,691	1,051,955	50%	
2017	1,565,515	1,179,520	44+6+12 = 62%	
2018	1,245,076	1,199,792	53% +5% = 58%	
2019	1,076,906		56%	
2020	1,332,260		49%	
2021			37%	

Buyer Estimates			
	2021-2022	2022-2023	
High	1,300,000	1,300,000	
Low	850,000	950,000	
Average	1,066,000	1,190,000	
Weighted Avg.	1,050,000	1,233,333	

Native Buyers Estimates Compared to Actual Sales			
Year (5 Yr Avg. Sales)	Avg Trade Demand	Actual Sales	Difference
2016-17 (1,309,793)	1,275,000	1,287,691	(12,691)
2017-18 (1,365,377)	1,320,000	1,565,515	(245,515)
2018-19 (1,346,081)	1,400,000	1,245,076	154,924
2019-20 (1,283,266)	1,433,333	1,076,906	356,427
2020-21 (1,301,490)	1,363,333	1,332,260	31,073
Average	1,358,333	1,301,490	56,844

2022-2023 Contracted Amounts		
Year	Contracted	% of 2022-2023 Base
2022-2023	614,050	24.0%

Average Sales	Sales as % of 2021-22 Base
1,218,081	48.0%
1,301,490	51.3%
1,305,653	51.5%
1,097,303	43.3%
2021-22 Base	2,535,733
Net 2021 Initial Allotment	938,262
Estimated 2022 Base =	2,561,090

CLASS 3 (Native) Projection

2021-22		Using Projected Buyer Average			
	Low	High	Avg.	Weighted Avg.	
Salable Carry In on 6/1/21	412,095	412,095	412,095	412,095	
2021 - 22 Salable Quantity (37%)	938,262	938,262	938,262	938,262	
Total 2021-22 Salable Quantity	1,350,357	1,350,357	1,350,357	1,350,357	
Est. Trade 2021 Trade Demand	850,000	1,300,000	1,066,000	1,060,000	
Carry Out on 5/31/22	500,357	50,357	284,357	290,357	
2022-23		Low	High	Avg.	Weighted Avg.
Est. Trade Demand - 2022-23	950,000	1,300,000	1,190,000	1,233,333	
Less Est. Carry In on 6/1/22	500,357	50,357	284,357	290,357	
SALABLE QUANTITY NEEDED	449,643	1,249,643	905,643	942,976	
Estimated 2022 - 23 Allotment Base	2,561,090	2,561,090	2,561,090	2,561,090	
COMPUTED ALLOTMENT %	17.6%	48.8%	35.4%	36.8%	
<small>1%=25,610</small>					
Recommended Allotment %	23.0%	54.0%	41.0%	42.0%	
Recommended Salable Quantity	589,051	1,382,989	1,050,047	1,075,658	
Resulting Total Supply	1,089,408	1,433,346	1,334,404	1,366,015	
Estimated Carry Out on May 31, 2023	139,408	133,346	144,404	132,682	
2023-24		Low	High	Avg.	Weighted Avg.
Est. Trade Demand - 2023-24	950,000	1,300,000	1,190,000	1,233,333	
Less Est. Carry In on 6/1/23	139,408	133,346	144,404	132,682	
SALABLE QUANTITY NEEDED	810,592	1,166,654	1,045,596	1,100,652	
Estimated 2023-24 Allotment Base	2,586,701	2,586,701	2,586,701	2,586,701	
COMPUTED ALLOTMENT %	31.3%	45.1%	40.4%	42.6%	
<small>1%=25,867</small>					
Recommended Allotment %	37.0%	51.0%	46.0%	48.0%	
Recommended Salable Quantity	957,079	1,319,218	1,189,883	1,241,617	
Resulting Total Supply	1,096,487	1,452,563	1,334,287	1,374,298	
Estimated Out on May 31, 2024	146,487	152,563	144,287	140,965	

NATIVE SALABLE WORKSHEET - 2021 - 22

Area Grower Meeting Summary

	Othello	Harrah/Toppenish	Sunnyside	Caldwell	Corinne	Hermiston	Average
2021-22							
Salable Carry In on 6/1/21	412,095	412,095	412,095	412,095	412,095	412,095	412,095
2021 - 22 Salable Quantity (37%)	938,262	938,262	938,262	938,262	938,262	938,262	938,262
Total Available Supply	1,350,357	1,350,357	1,350,357	1,350,357	1,350,357	1,350,357	1,350,357
Est. 2021 - 22 Trade Demand	1,066,000	1,066,000	1,066,000	1,100,000	1,100,000	1,100,000	1,083,000
Carry Out on May 31, 2022	284,357	284,357	284,357	250,357	250,357	250,357	267,357
Est. 2022 - 23 Trade Demand	1,000,000	1,200,000	1,190,000	1,200,000	1,250,000	1,200,000	1,173,333
Less Est. Carry In on 6/1/22	284,357	284,357	284,357	250,357	250,357	250,357	267,357
SALABLE QUANTITY NEEDED	715,643	915,643	905,643	949,643	999,643	949,643	905,976
Estimated 2022 - 23 Allotment Base	2,561,090	2,561,090	2,561,090	2,561,090	2,561,090	2,561,090	2,561,090
COMPUTED ALLOTMENT %	27.9%	35.8%	35.4%	37.1%	39.0%	37.1%	35.4%
Recommended Allotment %	35%	41%	42%	50%	49%	44%	43.5%
Recommended Salable Quantity	896,382	1,050,047	1,075,658	1,280,545	1,254,934	1,126,880	1,114,074
Resulting Total Supply	1,180,739	1,334,404	1,360,015	1,530,902	1,505,291	1,377,237	1,381,431
Est. Carry Out on May 31, 2023	180,739	134,404	170,015	330,902	255,291	177,237	208,098

CLASS 3 (Native) Salable Worksheet

2021-22

Salable Carry In on 6/1/21	412,095	a
2021 - 22 Salable Quantity (37%)	938,262	b
Total Available Supply	1,350,357	c(a+b)
Est. 2021 - 22 Trade Demand	[REDACTED]	d
Carry Out on May 31, 2022	[REDACTED]	e(c-d)

2022-23

Est. 2022 - 23 Trade Demand	[REDACTED]	f
Less Est. Carry In on 6/1/22	[REDACTED]	g(e)
SALABLE QUANTITY NEEDED	[REDACTED]	h(f-g)
Estimated 2022 - 23 Allotment Base	2,561,090	i
COMPUTED ALLOTMENT %	[REDACTED]	j(h/i)
<i>Recommended Allotment %</i>	[REDACTED]	k
Recommended Salable Quantity	[REDACTED]	l(i*k)
Resulting Total Supply	[REDACTED]	m(g+l)
Est. Carry Out on May 31, 2023	[REDACTED]	n(m-f)

	2021-2022	2022-2023
High	1,300,000	1,300,000
Low	850,000	950,000
Average	1,066,000	1,190,000
Weighted Average	1,060,000	1,233,333
3 year Avg Sales	1,218,081	
5 Year Avg Sales	1,301,490	

