

2020 Production Figures

Peppermint Acreage

Acreage				
Growing Area	2019	2020	% Change	% of Total
Yakima Single Cut	5,700	5,800	2%	13%
Yakima Double Cut	6,600	4,500	-32%	10%
Willamette	6,000	6,000	0%	14%
Madras	800	950	19%	2%
Idaho	17,200	16,400	-5%	37%
Northern California	900	500	-44%	1%
La Grande	4,400	3,600	-18%	8%
Midwest	8,600	6,600	-23%	15%
Total Peppermint	50,200	44,350	-12%	100%



2020 Production Figures

Peppermint Oil

<i>Production (lbs)</i>				
<i>Growing Area</i>	<i>2019</i>	<i>2020</i>	<i>% Change</i>	<i>% of Total</i>
<i>Yakima Single Cut</i>	529,000	548,000	4%	13%
<i>Yakima Double Cut</i>	899,000	575,000	-36%	14%
<i>Willamette</i>	490,000	497,000	2%	12%
<i>Madras</i>	68,000	67,000	-1%	2%
<i>Idaho</i>	1,697,000	1,659,000	-2%	40%
<i>Northern California</i>	70,000	39,000	-44%	1%
<i>La Grande</i>	329,000	269,000	-18%	7%
<i>Midwest</i>	531,000	449,000	-15%	11%
<i>Total Peppermint</i>	4,612,000	4,103,000	-11%	100%



Average Yield per Acre

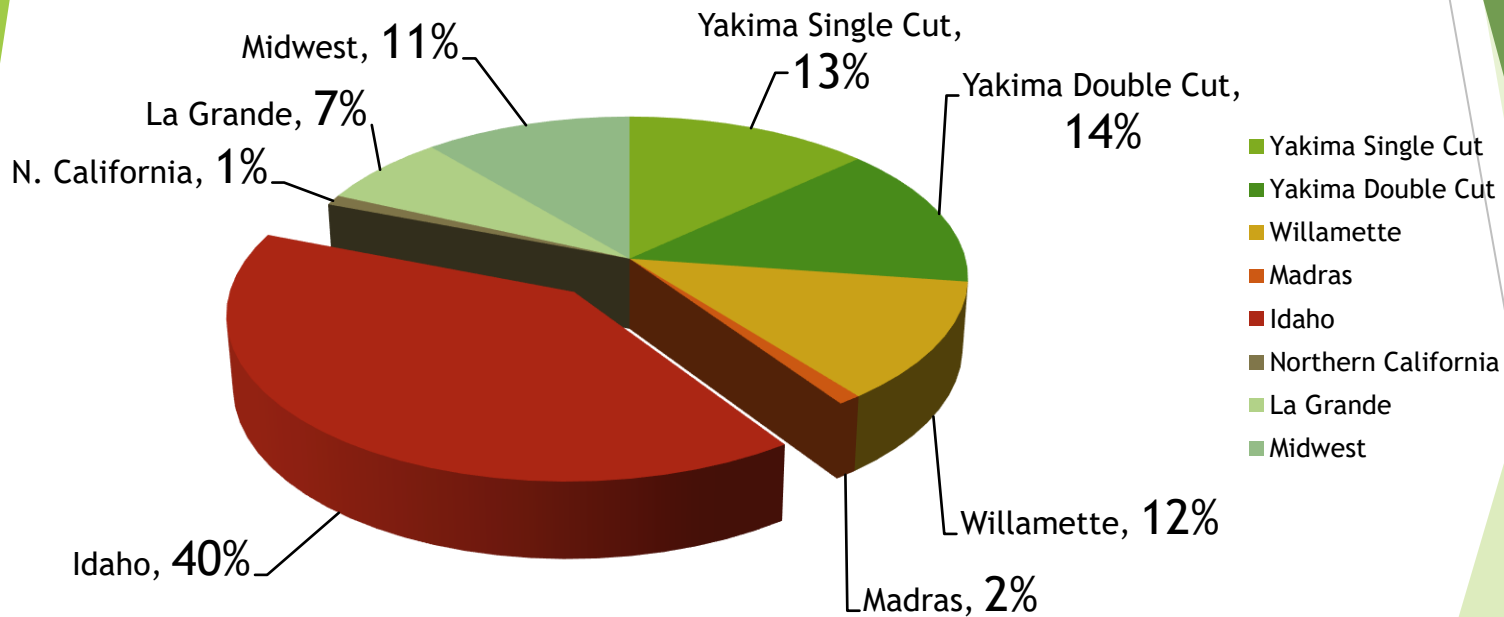
Peppermint

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	10 Year Average
<i>Yakima Single Cut</i>	92	92	100	82	91	84	92	97	93	94	92
<i>Yakima Double Cut</i>	123	126	131	116	130	122	117	130	136	128	126
<i>Willamette</i>	88	94	85	92	93	85	94	94	82	83	89
<i>Madras</i>	78	83	80	83	87	87	91	93	85	71	83
<i>Idaho (EO/UT/NV)</i>	96	107	97	117	101	104	114	106	99	101	104
<i>NCKF</i>	85	80	78	80	87	84	83	87	78	78	82
<i>La Grande</i>	87	80	83	76	77	80	83	79	75	75	80
<i>Midwest</i>	61	54	53	51	49	57	59	61	62	68	57
Total	88	91	90	89	87	87	95	96	92	93	91



2020 U.S. Production Figures

Peppermint

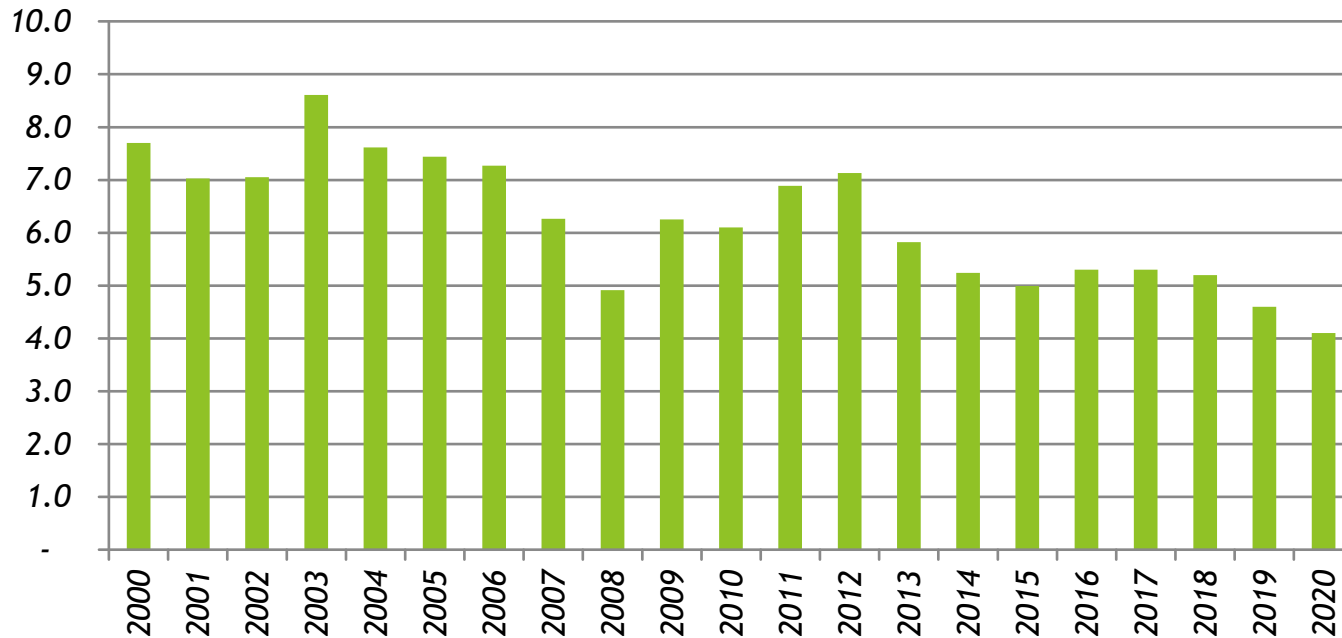


4.1 Millions pounds of US Production

U.S. 20-Year Production Figures

Peppermint

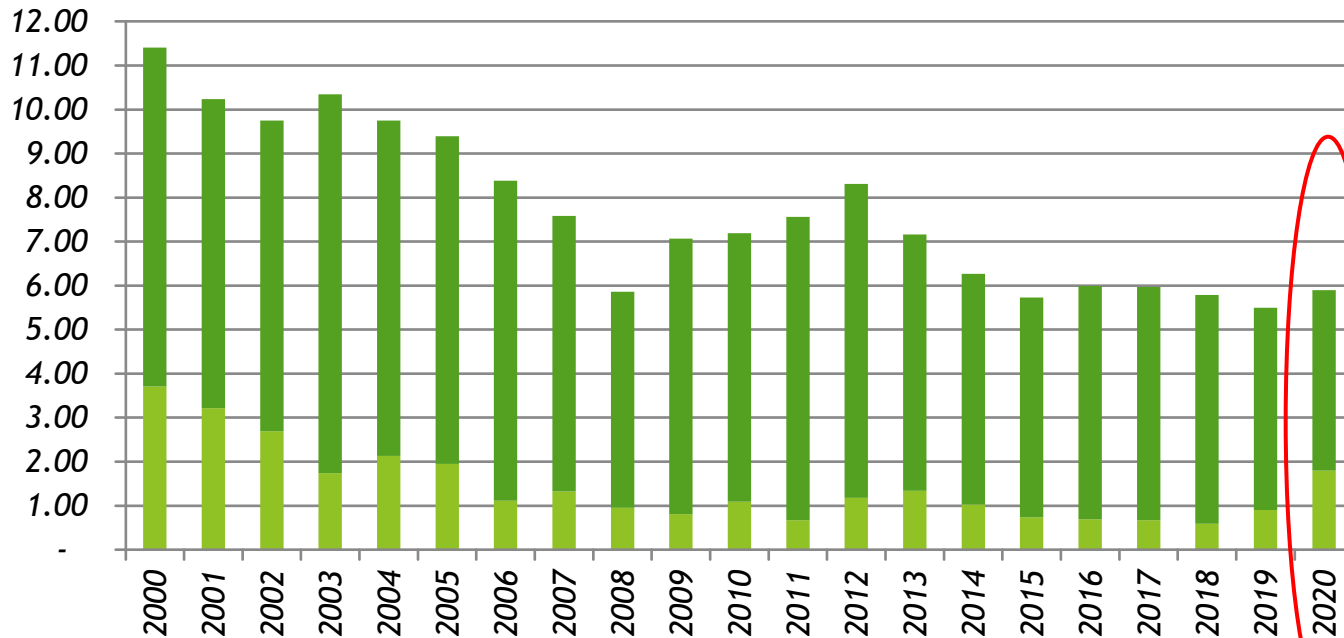
Millions of pounds



June 1 Grower Storage with Production

North American Peppermint

Millions of pounds



2020 U.S. Production Figures

Spearmint

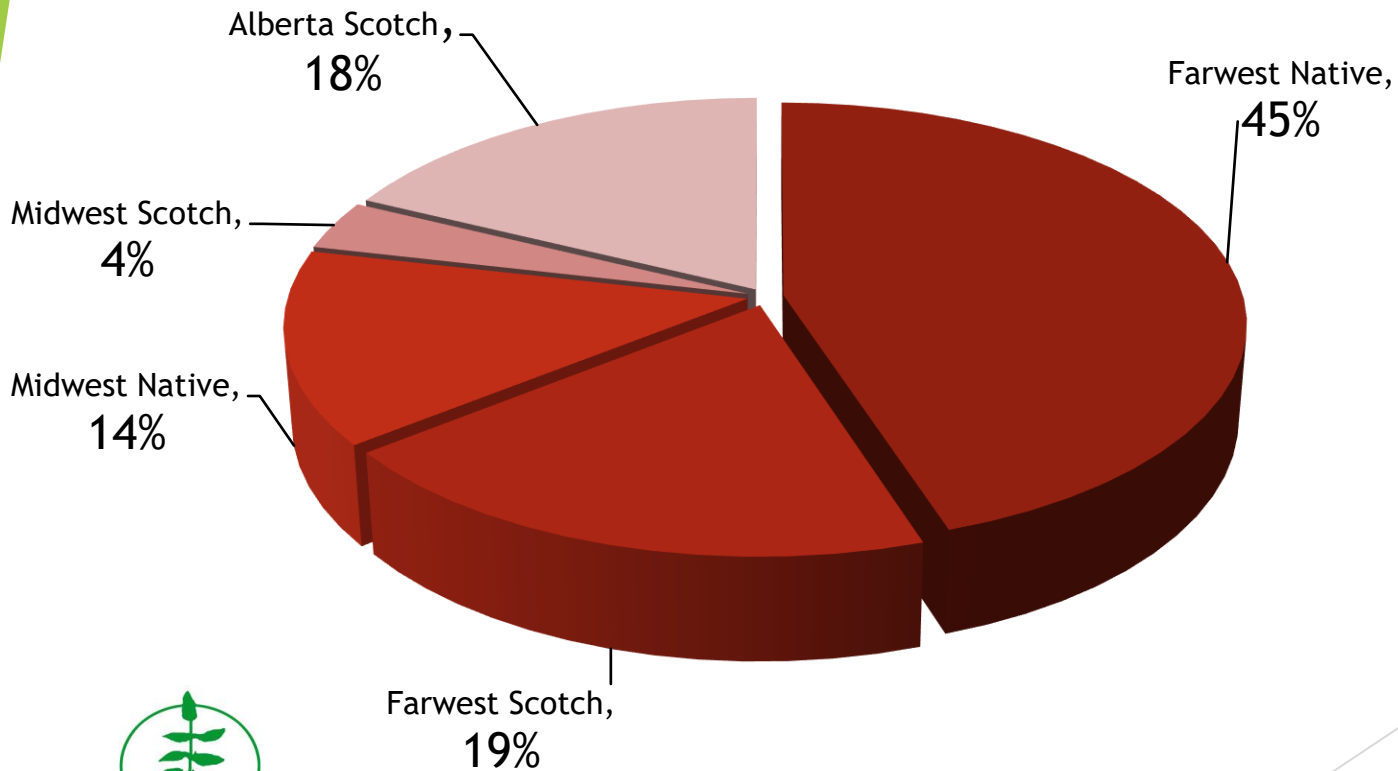
Harvested Acreage			
Growing Area	2019	2020	% Change
Farwest Native	8,800	8,000	-9.1%
Farwest Scotch	5,500	5,100	-7.3%
Total	14,300	13,100	-8.4%

Production (lbs)			
Growing Area	2019	2020	% Change
Farwest Native	1,534,000	1,296,000	-15.5%
Farwest Scotch	641,000	561,000	-12.4%
Total	2,175,000	1,857,000	-14.6%



2020 U.S. Production Figures

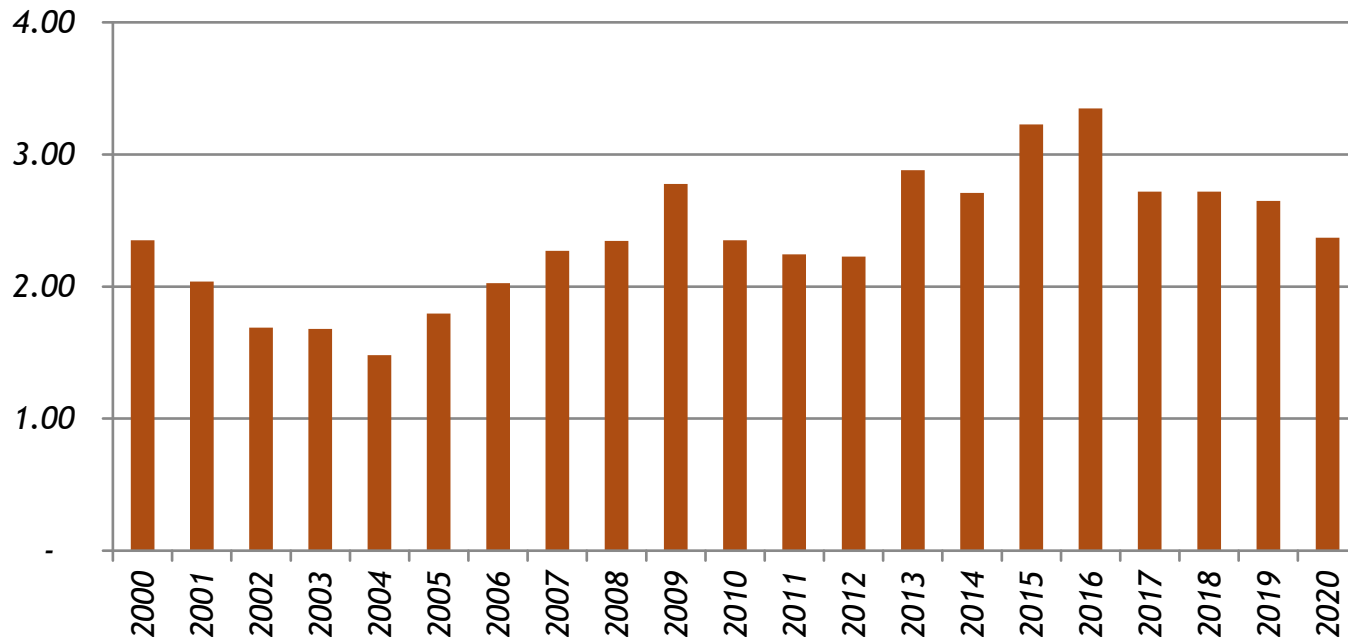
Spearmint



20-Year Production Figures

Spearmint

Millions of pounds



COVID-19 Impacts

- *U.S. dental spending decline*
 - *down 38% in 2020, down 20% in 2021 models show*
- *No apparent negative impacts to home oral care*
- *Chewing Gum Sector*
 - *less in person interactions, social situations*
 - *changing shopping patterns, less store visits*
 - *fruit flavor faring better*
 - *Mentos, Extra and Ice Breakers outperforming*
 - *(source: <https://candyusa.com/cst/covid-19s-impact-on-the-chewing-gum-sector/>)*



Expectations and Predictions?

- ▶ *Spearmint prices expected to stay soft with supply outpacing demand*
- ▶ *EU Tarriffs could have a significant impact (Spearmint)*
- ▶ *Demand for peppermint has slowed and future demand remains in question*
- ▶ *Rotation out of mint into other crops where markets can be found to be more favorable*
- ▶ *Aromatherapy sector demand is remaining steady.*

