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## Market Report

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Our industry has seen unprecedented demand since the start of Covid. We have seen a renewed interest in home lawns as people are spending more time at home. Thus, increase the demand in retail/consumer products part of our market. Initially golf and sports turf/pro market took a hit but then throughout the summer and through today are mostly doing very well. Increased play and increased rounds caused increased damaged on the turf, requiring more seed.

All of this has caused an extraordinary increase in demand and is coming when our industry was not over supplied with inventories or did not have an overabundance of production. A sign of how drastic the supply chain has become, was the move Scott's made to step out and buy an Oregon seed production and marketing company to help secure their inventory and production needs. When Scotts did this, in essence it removed 40 to 60 million pounds of seed out of the professional market. Making an already tight market that much tighter in the professional market.

In addition, the purchase of Jacklin Seed by Barenbrug removed a lot of excess Bluegrass and inventories off the market and put into the strong hands of their company.

It has been a very wild ride and I am certain it's not over. In my opinion, we will continue to see very tight supplies across most all species through the fall season. Acres of grass seed production were not increased compared to last year and quality of those acres is less than stellar due to vole damage, high row crop prices and the lack of field burning last fall season during our forest fire outbreak.

We are thankful for each one of our partnerships and are commitment to suppling you the same quantity and quality products you have purchased from MVS in the past

Todd Bond  
VP Sales  
Mountain View Seeds