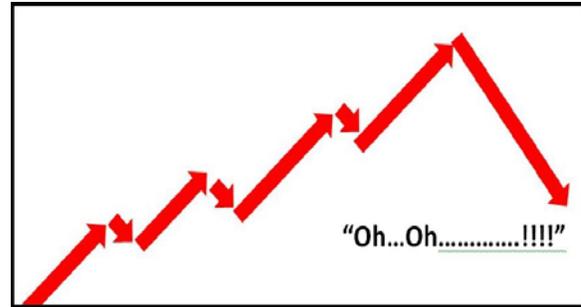


Historical Grass and Legume Seed Prices: 1970 to 2016

2016 Summary

With consistent demand but dwindling inventories of most grass and legume seed species, prices for good quality seed rose the past few years. As prices attracted more growers, and with very good seed establishment the past two years, what was expected to happen..... happened. The old adage "What kills good prices is..... good prices!" has held true.



Low inventories had led to strong price quotes, which led to more acres being seeded, and with good establishment and growing conditions, and above average production, the end result has seen price quotes drop substantially this past year.

2015 had seen prices rise steadily for most grass and legume seed, with the exception being common timothy seed (quotes falling 10-12 ¢/lb). Certified timothy though, held on to her own. The big "gainers" however, were the bromegrasses. Smooth bromegrass seed prices rose \$1.05/lb. (common) while certified rose \$1.15/lb. 2015 saw meadow bromegrass quotes rise \$1.10 to \$1.18/lb (common and certified respectively). Alsike clover seed prices rose 14 ¢/lb to 28 ¢/lb, while red clover seed prices rose 40-45 ¢/lb. All in all, a good year to be selling grass and legume seed.... if you had any.

Price quotes for 2016 started off fine, with above average price quotes across the board for all species.

| Average Grass and legume Seed Quotes - 2016 (¢/cwt) | | | | | | | | | | | | | | |
|---|-----------|----------------|-----|-----|----------------------|-----|------|------|-----|-----|-----|-----|-----|-------|
| \$/lb (CWT) | | Jan | Feb | Mar | Apr | May | June | July | Aug | Sep | Oct | Nov | Dec | avg |
| Alfalfa | Common | 187 | 186 | 186 | 179 | 179 | 176 | 175 | 170 | 171 | 170 | 165 | 160 | 1.753 |
| Alfalfa | Certified | 220 | 222 | 223 | 213 | 214 | 211 | 212 | 215 | 214 | 206 | 191 | 189 | 2.108 |
| Alsike | Common | 147 | 148 | 147 | 142 | 145 | 143 | 136 | 137 | 146 | 157 | 153 | 153 | 1.462 |
| Alsike | Certified | 165 | 165 | 165 | 167 | 165 | 167 | 167 | 168 | 168 | 180 | 155 | 158 | 1.658 |
| Smooth Brome | Common | 290 | 307 | 305 | 305 | 285 | 217 | 156 | 142 | 153 | 160 | 154 | 154 | 2.190 |
| Smooth Brome | Certified | 327 | 358 | 353 | 328 | 310 | 250 | 174 | 154 | 182 | 188 | 181 | 181 | 2.488 |
| Meadow Brome | Common | 313 | 325 | 325 | 325 | 307 | 237 | 169 | 158 | 178 | 213 | 209 | 209 | 2.473 |
| Meadow Brome | Certified | 340 | 350 | 348 | 348 | 328 | 280 | 186 | 179 | 212 | 238 | 233 | 233 | 2.729 |
| Fescue | Common | 79 | 80 | 79 | 78 | 78 | 77 | 81 | 80 | 79 | 81 | 81 | 82 | 0.796 |
| Fescue | Certified | 81 | 81 | 81 | 82 | 81 | 81 | 81 | 80 | 81 | 84 | 83 | 83 | 0.816 |
| Sweet Clover | Common | 85 | 81 | 73 | 71 | 89 | 68 | 63 | 58 | 49 | 49 | 47 | 47 | 0.650 |
| Red Clover | Common | 156 | 154 | 152 | 134 | 100 | 120 | 108 | 101 | 88 | 100 | 112 | 112 | 1.198 |
| Timothy | Common | 52 | 52 | 51 | 53 | 51 | 45 | 28 | 26 | 26 | 28 | 28 | 28 | 0.390 |
| Timothy | Certified | 66 | 65 | 62 | 60 | 65 | 57 | 47 | 45 | 45 | 54 | 68 | 68 | 0.585 |
| | | Low \$ for yr, | | | High \$ for the year | | | | | | | | | |

Then, with the onslaught of timely and abundant rainfall across production areas throughout Alberta, a bumper crop was expected, and achieved. Prices which were at historical highs fell quickly. Many species saw their price quotes drop 30-50%. The lowest price quotes for many species occurred in July and August, with some species showing slight price recovery by year end. The largest price drops occurred with the bromegrasses, which saw prices fall \$1.35 to \$1.46/lb. (smooth bromegrass seed) and by \$1.00 to \$1.07/lb. for meadow bromegrass seed. By the end of the year, red clover prices had fallen 35-40 ¢/lb, while common timothy quotes had fallen 24-25 ¢/lb.

As we enter 2017, it appeared as if price quotes for some species had recovered. However, one should keep in mind that in many production areas, crops were left unharvested due to a wet fall and the arrival of snow. It is hoped that these crops will get harvested, and if so, may once again push prices quotes lower. Despite the drastic price drops in most species, if you look at the long-term average quotes provided in the past 10 years, most all species closed 2016 with price quotes still above their 10 year averages. (see chart below)

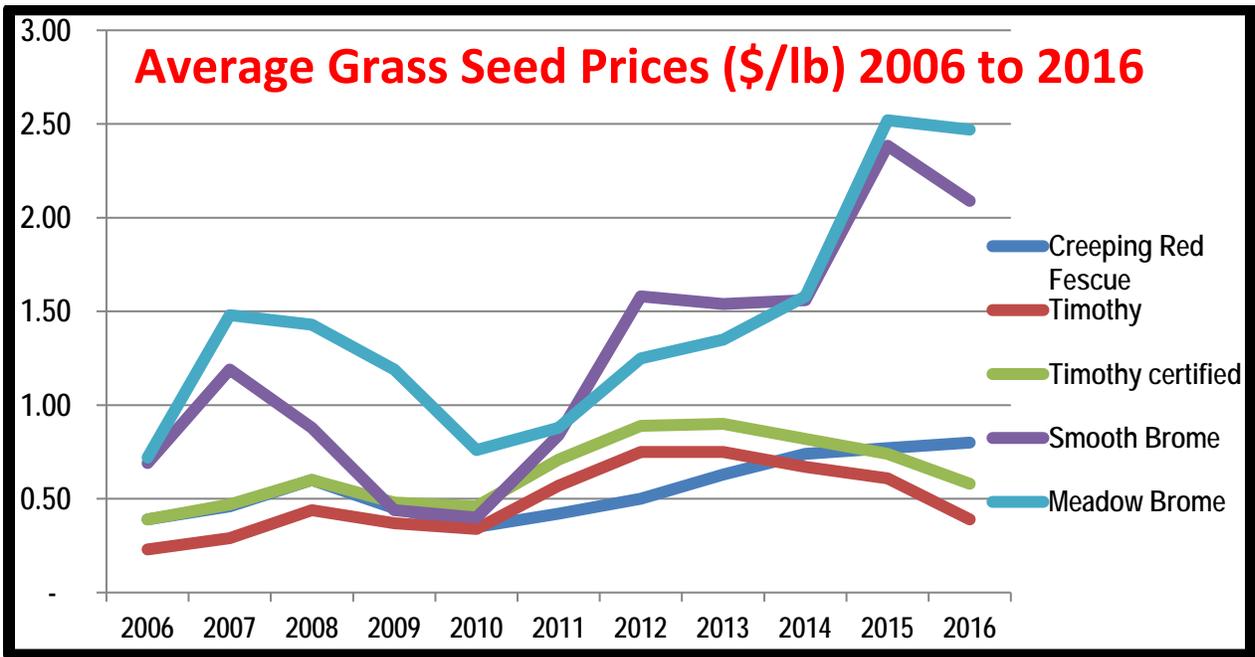
Average Yearly Prices

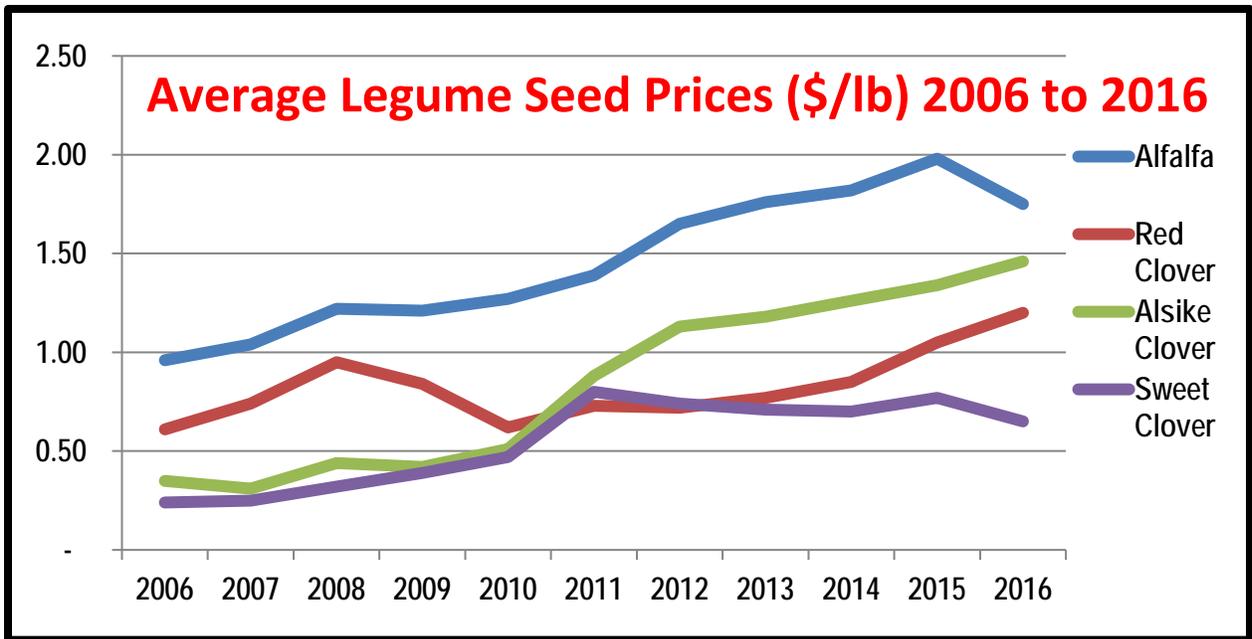
The following table and accompanying graphs provide historical price information for the more commonly grown turf, forage, and legume seed crops of Alberta. Price's provided are **averages**, and reflect prices paid to growers, for clean and bagged seed, ready for shipping. Prices within any given year will have reached higher or lower levels than those shown in the tables. It is wise to use the prices provided as a guide for each crop. Alberta's "Agricultural Financial Services Corporation" (AFSC) has tracked prices on a monthly basis since 1999.

Yearly Average Prices Paid to Producers - 2006 to 2016

| | Creeping Red Fescue | Timothy | Timothy certified | Smooth Brome | Meadow Brome | Alfalfa | Red Clover | Alsike Clover | Sweet Clover |
|-------------------|---------------------|---------|-------------------|--------------|--------------|---------|------------|---------------|--------------|
| 2006 | 0.39 | 0.23 | 0.39 | 0.69 | 0.72 | 0.96 | 0.61 | 0.35 | 0.24 |
| 2007 | 0.46 | 0.29 | 0.47 | 1.19 | 1.48 | 1.04 | 0.74 | 0.31 | 0.25 |
| 2008 | 0.60 | 0.44 | 0.60 | 0.88 | 1.43 | 1.22 | 0.95 | 0.44 | 0.32 |
| 2009 | 0.45 | 0.37 | 0.48 | 0.44 | 1.19 | 1.21 | 0.84 | 0.42 | 0.39 |
| 2010 | 0.35 | 0.34 | 0.46 | 0.40 | 0.76 | 1.27 | 0.62 | 0.51 | 0.47 |
| 2011 | 0.42 | 0.57 | 0.71 | 0.84 | 0.88 | 1.39 | 0.73 | 0.88 | 0.80 |
| 2012 | 0.50 | 0.75 | 0.89 | 1.58 | 1.25 | 1.65 | 0.72 | 1.13 | 0.74 |
| 2013 | 0.63 | 0.75 | 0.90 | 1.54 | 1.35 | 1.76 | 0.77 | 1.18 | 0.71 |
| 2014 | 0.74 | 0.67 | 0.82 | 1.56 | 1.58 | 1.82 | 0.85 | 1.26 | 0.70 |
| 2015 | 0.77 | 0.61 | 0.74 | 2.38 | 2.52 | 1.98 | 1.05 | 1.34 | 0.77 |
| 10 yr Avg. | 0.53 | 0.50 | 0.65 | 1.15 | 1.32 | 1.43 | 0.79 | 0.78 | 0.54 |
| 2016 | 0.80 | 0.39 | 0.58 | 2.09 | 2.47 | 1.75 | 1.20 | 1.46 | 0.65 |
| Dec 2016 Quotes | 0.82 | 0.28 | 0.68 | 1.54 | 2.09 | 1.60 | 1.12 | 1.53 | 0.47 |
| Above 10 Yr. Avg. | Below 10 Yr. Avg. | | | | | | | | |

Price Quotes in CDN \$, \$/lb.





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