



American Honey Producers Association

Greetings,

Fall is upon us and now that we have our honey in the drum, we begin to ask ourselves the million-dollar question – what is the current price of honey, and what should I be selling the crop for?

This year has many variables and many questions. One of which is, what is the biggest influence on the price of honey? One variable in the price has been the weather during the honey-production season. While beekeepers in some areas of the country received too much rain, many beekeepers experienced a drought. Especially in the Dakota's, which is generally a top honey-producing region. Although some midwestern states faced challenges because of the drought, other areas across the United States had better conditions. It is estimated that the 2021 U.S. honey crop only brought in 125-135 million pounds of honey. This is down from the 150 – 160 million pounds that is more typical in the United States. Additionally, there are reports of a worldwide honey shortage which could potentially extend until next summer, this supply shortage will undoubtedly make an impact on honey prices.

The honey supply and prices are also being affected by the sampling and testing programs being implemented by U.S. Customs and Border Protection (CBP). The AHPA worked diligently to secure funding and convince CBP of the need to conduct more testing of imported honey. To support that objective, the AHPA also turned to the Congress and was instrumental in getting them to mandate the testing of imports. The results of these efforts have had a direct impact on the volume of honey being imported into the U.S. and has resulted in higher prices.

Also affecting the honey price, is the increase in the cost of international shipping and that has pushed up the cost of honey along with most other goods.

The largest contributing factor for the increased price of honey is the petition filed with International Trade Commission (ITC) by the AHPA and Sioux Honey Association (SHA) to investigate the illegal dumping of honey into the U.S. market from Argentina, Brazil, India, Ukraine, and Vietnam. In 2020, the prices paid to U.S. producers ranged from \$1.50 – \$1.80. Shortly after the case started to be developed and subsequently filed, prices began to improve to \$1.80 – \$2.00 and the price of honey has continued to increase ever since. We are now several months into the Anti-Dumping case, and we continue to see prices climb to \$2.30 – \$2.50.

We are delighted with the progress we have made in just a few short months, but we have just started. We are still far from the finish line and need your support. The AHPA Executive Board has pledged a \$0.05 per pound of their production and they are asking you to do the same. If each member of AHPA will donate \$0.05 per pound, we can cover the cost of legal fees for the dumping case. If you look at your price increase on a pound of honey, this ask is 5-10% of this year's price increase. I expect these higher prices to remain for at least the next couple of

seasons. These prices could be the new low – which they should be. Don't neglect this opportunity to invest in in YOUR future! This is an investment that is well worth the cost. I want to thank all of those who have contributed already and thank you to those who will donate in the future. If sending a check, please indicate Anti-Dumping in the memo. You can also donate electronically by contacting the Executive Secretary, Cassie Cox. In closing, we hope to see the honey market continue to move in our favor and we look forward to seeing you in Baton Rouge at the AHPA Convention, December 1st – 4th .

Sincerely,

Kelvin Adee

CHECK AND ELECTRONIC PAYMENT

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