AMERICAN PISTACHIO INDUSTRY 2021 ANNUAL REPORT

AMERICAN PISTACHIO GROWERS

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PISTACHIO Co

HERE'S TO GROWING INTO 2022

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2021 ANNUAL REPORT

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Our Mission

The story of the American pistachio is one of unparalleled success. From the first harvest in 1976 of 1.5 million pounds, to the largest harvest of over one billion pounds in 2021, American grown pistachios are number one in global production.

American Pistachio Growers was founded in 1989 by a few visionary pistachio cultivators who recognized the benefits of banding together to strengthen their influence in the industry. Today, APG is the collective voice of more than 900 members across the country, representing a $2.87 billion-dollar industry and the only not-for-profit trade association for the American pistachio industry.

Our annual report provides a glimpse into the American pistachio grower and processing community and gives a comprehensive overview of the programs and support provided to pistachio growers in California, New Mexico and Arizona.

We're here to ensure the economic viability of American-grown pistachios across the globe by: investing in nutrition and health research, global promotion, grower education, production research, legislative advocacy and leadership development for the next generation.

Mission Statement

To collectively advance the American pistachio industry through research, promotion, advocacy and programs that directly benefit our members.

AMERICAN PISTACHIO GROWERS STAFF

Richard Matoian, President
Judy Hirigoyen, Vice President, Global Marketing
Rebecca Hall, Director, Marketing Communications
Cadee Condit, Director, Government Relations
Haiying Zhang, Director, Asian Markets
Wesley Wilson, Director, Member Services & Communications
Campbell Gilkey, Grower Liaison
Allie Jones, Manager, Accounting
Rene Yamashiro, Manager, Nutrition Research & Communication
Genaro Gonzales, Manager, Digital Content
Dianna Short, Executive Assistant
Hannah Vincent, Administrative Coordinator, Membership

A Message from the APG President

Richard Matoian
American Pistachio Growers President

This year, American Pistachio Growers will celebrate its fifteen-year anniversary—it's hard to believe APG has been in place that long, but time has gone by so quickly. Through grit and resolve of a committed group of growers, and with great assistance from our member processors fifteen years ago, funds were raised and a structure was put into place to form a pistachio organization to represent this industry.

With humble beginnings, this organization put together the numerous pieces to make the vision more complete. Governmental relations, and modest nutrition research and promotion programs, got up and running to address their intended objectives. When successive crop years saw our organization's budget increase, we developed and maintained our strong, ongoing federal lobby representation, and added representation at the California State level as well. We brought all of our marketing and consumer education efforts in-house, and with our award winning team, helped to make American Grown pistachios known as a healthy and nutritious food all around the world.

What guided us then, is the same formula today—a strong and committed Board of Directors and a robust Committee system that looks in-depth at issues and policies. In addition, a Strategic Plan, with defined goals and objectives, guides this organization with a clear path to guide programs and activities that are in place, and contemplate others that could be implemented. Our success is shown in the increasing number of nutrition studies funded and completed, the large number of marketing and PR activities conducted, the effective Government Relations at the State and Federal level, and the professional and talented staff assembled to work on your behalf.

APG visionaries were also mindful there would be a need to pass the torch to future leaders, and to do that, they urged the creation of a mentoring group that led to the current Leadership Program, called LeadOn, now in its 11th year. This offering to qualified members provides essential training to those with the

talent and willingness to serve this organization well in the years to come.

And today, all of these efforts have resulted in an organization that is strong, viable, energetic and recognizable—a stellar example of what can be accomplished when people come together in like-minded fashion to achieve common goals.

Fifteen years ago, the pistachio crop size averaged around 375 million pounds. But, with increased plantings since, our industry has now produced back-to-back billion pound crops, and the indication is that billion pound crops are here to stay. Let me provide you with some thoughts about the future:

- The projection is that by 2026, the industry will produce 1.5 billion pounds of pistachios.
- New acres planted have increased by 151 percent in the most recent ten-year period over the previous ten-year period.
- The number of bearing acres over the last ten-year period has increased by over 208 percent, over the previous last ten-year period.
- The growth in bearing acres between 2021 and 2026 alone will increase by nearly 28 percent, adding 148,509 additional bearing acres.
- The implication is the total number of acres devoted to pistachios will increase significantly over the next five to ten years.

Given this projected growth in our industry, we know that our critical focus must be on finding new markets and/or increasing market shares in existing markets to mitigate the likelihood that increases in production will bring lower prices and lower grower returns. We are confident that we can do this! Because of the support from our growers and member processors, we have brought together an exceptional combination of in-house marketing talent, along with tactical alignment with PR agencies and marketing consultants, to take the organization's programs to the next level. PR agencies are identified and secured in a number of existing markets, and an expanding list of countries are being considered to be added to APG's "The Power of Pistachios" message.

In order to help maintain adequate margins we need your involvement.

In order to help maintain adequate margins we need your involvement. It can only happen through your involvement and commitment to become an active part of this industry organization. If you are a member, we thank you! If you are not, we would love to talk with you about how your involvement can help keep this industry viable into the future.

We are so grateful for your continuing dedication and your financial support of American Pistachio Growers!

Please enjoy reading APG's 2021 Annual Report.

Richard Matoian
APG President

A Message from the APG Board of Directors Chair

Dominic Pitigliano
APG Board of Directors Chair

Dear Friends,

I feel honored and blessed to have had the opportunity to serve as the American Pistachio Growers Chairman. APG is the only pistachio group with equal opportunity for growers and processors to work together. APG Membership allows us the opportunity to sit in a room together to discuss the many issues that we are facing and determine an appropriate course of action.

APG allows anyone to have a seat at the table to better our industry. Our APG Committees are staffed by industry volunteers, all of whom are seeking to better this industry through input and collaboration. I have participated in most of the Committees during my time as Chair, and have seen firsthand how well the process works. The issues are discussed, and with input from APG's professional staff and contracted entities, we are able to determine an appropriate course of action on a myriad of issues.

APG continues to represent every pistachio grower at the State and Federal levels of government. For example, we have worked tirelessly to reduce tariffs, increase pesticide maximum residue levels, and address sanitary and phyto-sanitary issues, etc.

AGP fought for inclusion of pistachios into the Coronavirus Food Assistance Program (CFAP 1.0). Pistachios were not included as one of the original commodities approved for this program, but once APG knew, it lobbied for inclusion into the federal program. This resulted in growers being paid $.22/lb. for any product that was sold in the time period between January to April, 2020, as a direct result of 'sales decline' due to COVID. This was a major victory for this industry, and could only be accomplished through the work of an organized group representing this industry.

APG routinely speaks with USDA's Risk Management Agency, the federal entity responsible for the pistachio crop insurance program. Without APG's input, the potential price selection for pistachio crop insurance coverage could be much lower that what is offered today. And, when issues are made known, such as the 'factors' that USDA considers for 'on' and 'off' years, APG is able to represent industry viewpoints on these matters. While APG may not be able to resolve all matters encountered, the ability to speak as one voice has an immense amount of power.

Product Buy Programs—APG has been successful in obtaining USDA food purchases of pistachios in 2020, '21 and '22. With APG's collective voice, it is able to speak on behalf of the industry to obtain purchases through these programs. The purchases in '20 and '21, have resulted in over 16 million pounds of roasted in-shell product being purchased and distributed to feeding programs in the U.S.

APG has built a strong demand for the kernel market—APG's marketing programs through celebrity and well-known world chefs have introduced even more consumers to the many ways that pistachios can be consumed. This is one of many efforts APG is making to help build kernel demand all around the world.

APG has educated people on the amazing power of pistachios and their protein potential. APG spends annually over three-quarters of a million dollars on nutrition research programs. These research programs give consumers knowledge about the many health benefits and nutritional properties of pistachios.

APG has been the leader of the industry in the past and plans on bettering themselves for the growing future of our members and the industry as a whole. APG, with grower and member processor input, seeks to help keeping moving this industry forward. This industry has been blessed to have such positive grower returns over the last decade, and I believe, that with APG's help, it can continue to be a vibrant industry into the future.

In closing, I am not a formal person, but I have been on the growing and business side of this industry, so I understand what it takes to make the bottom line pencil out. I know and believe that APG brings me the value as a grower and pistachio industry partner. I feel blessed to have had the opportunity to serve as a Board member and Chair of this incredibly forward thinking organization.

Dominic Pitigliano
APG Board of Directors Chair

AMERICAN PISTACHIO GROWERS

BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Dominic Pitigliano, *Chair*

Pitigliano Farms, Tipton, California
E-mail: dominic@pitiglianofarms.com

Dominic Pitigliano has been involved in farming most of his life. He graduated from Cal Poly, San Luis Obispo, with a degree in AG Systems Management and a minor in AG Business. He works with his family farming pistachios and other permanent crops. Dominic was a 2012 APG Leadership Program graduate and was elected to the APG Board of Directors, in 2016. He currently is the Chair of the Board and serves as an ex-officio member on all APG Committees.

Dennis Woods, *Vice Chair*

Woods Family Farms, Madera, California
Email: dwoods@unitedsecuritybank.com

Dennis Woods was born and still lives in Fresno, with his wife Cheryl. He graduated from California State University, Fresno, and since graduating, has had two full careers. For the first 24 years he was in partnership with a childhood friend in Hestbeck's Food, which was a wholesale and retail Food Company started locally in 1903. While running that company, he started the local United Security Bank in 1987 with a dozen other local people, and he still remains the Chairman and CEO. On the farming front, in 1980, he purchased his first farm and since then has acquired 250 acres of pistachios and 300 acres of open ground. He was elected to the APG Board of Directors in 2018 and serves on the Executive Committee.

Steve Moore, *Secretary/Treasurer*

Steve Moore Farms, Fresno, CA
Email: steve@stevemoorefarms.com

Steve Moore has been growing pistachios since 1982. He's been active in the agri-business industry for just as many years. He currently operates the Steve Moore farm. Originally from Visalia, California, Steve graduated from California State University, Fresno with a degree in Business. He was elected to the APG Board of Directors in 2007, termed out later and then re-elected to his current term in 2019. Steve has been a loyal APG member for over 20 years. Steve currently serves as the Chair of the APG Finance Committee and on the Executive Committee.

AMERICAN PISTACHIO GROWERS

BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Jamie Bledsoe

Golden Genes, Inc., Riverdale, California
E-mail: ggenes.jb@gmail.com

Jamie Bledsoe's family operates farms in Riverdale and Five Points, where they grow almonds, wine grapes and pistachios. Additionally, they are involved in partnership, farm management, and custom harvesting of pistachios. Jaime has served seven years as a Director and Chair for Western United Dairymen, and six years on the Board of California Dairies. Jamie was elected to the APG Board of Directors in 2020; currently he is serving as the Chair of the APG Government Policies and Partnerships Committee and Executive Committee.

Brian Watte

Brian Watte Farms, Tulare, California
E-mail: bjwatte1@gmail.com

Brian Watte currently farms in Tulare, California as Brian Watte Farms, and started farming in 1983 with his late brother Mark. They started with cotton, corn, alfalfa and wheat, and in 2000 planted their first pistachios. He currently serves on the KDWCD and Elk Bayou Boards (water boards). He was also past president of the International Agri-Center Board of Directors. Brian served on the APG Board of Directors from 2008 to 2015 and was re-elected in 2016. Brian served as Chair of the APG Board of Directors in 2019 and 2020. He now serves on the Executive Committee and an alternate on the APG Marketing Communications Committee.

Justin Wylie

Wylie Farms, Fresno, California
E-mail: justinjwylie@gmail.com

Justin Wylie is a fifth-generation farmer and partner in Wylie Farms, the family ranch management business. His father Craig Wylie and his uncle Chris Wylie have been farming pistachios since they started budding young trees in the 1970s for Bob Peterson. Justin grew up in Merced, graduated from University of California, San Diego in 2002 and now works for CAPS, PGIM as a farm manager in Fresno as well as farming his own pistachios in Madera. In 2017 he was elected to the APG Board of Directors and currently serves as the Chair of the APG Membership Services Committee, Vice Chair of the APG Marketing Communications Committee and Executive Committee.

AMERICAN PISTACHIO GROWERS

BOARD MEMBERS

Ali Amin

Primex Farms, Los Angeles, California
Email: ali@primex-usa.com

Ali Amin is a fourth-generation pistachio grower and the founder of Primex International Trading, a Trader and Exporter of dried fruits and nuts, and Primex Farms is also a pistachio processing facility. He manages over 5,700 acres of pistachio orchards in California and is passionate about the pistachio industry. He has served in various leadership positions in the industry, including past Chair of the California Pistachio Commission. Ali was elected to the APG Board of Directors in 2019 and serves as the Chair of the APG Marketing Communications Committee.

Steve Burcham

Gage Farms, Firebaugh, California
E-mail: sburcham@sbcglobal.net

Steve Burcham started learning about pistachios over 19 years ago, by working with his father-in-law Larry Gage. Learning about pistachios from Larry was an experience he will never forget. Larry inspired him to be active in APG to ensure that there continues to be a market through governmental regulations, educational services, research and marketing. Steve is currently a member of Firebaugh Rotary and was a 2013 graduate of the APG Leadership Program. He continues to be an advocate from the small pistachio farmer perspective. Steve was elected to the APG Board of Directors in 2016 and is currently the Chair of the APG Nutrition Committee and serves on the APG Membership Services Committee.

Mia Cohen

Setton Farms, Terra Bella, California
E-mail: mia.cohen@settonfarms.com

Mia Cohen is Chief Operating Officer (COO) of Setton Farms, Inc., Setton Pistachio of Terra Bella, Inc. and Setton International Foods, Inc. She graduated from Boston University with a BA in Economics and completed her education at the Frank G. Zarb School of Business at Hofstra University, where she earned her MBA in Finance. Mia has served as Chair of the Peanut and Treenut Processors Association (PTNPA) and is a member of the California Pistachio Export Council (CPEC). An APG member since joining the industry in 2002, Mia served on the APG Board of Directors from 2010 to 2017 and was re-elected in 2018. Mia currently serves on the APG Marketing Communications Committee.

AMERICAN PISTACHIO GROWERS

BOARD MEMBERS

Rich Kreps

Lark Farms, Madera, California
E-mail: rkreps@ultragro.net

Rich Kreps is a Certified Crop Advisor, Sustainability Specialist and member of the Central California section of CCAs. Rich farms 40 acres of pistachios on the east side of Madera, California as well as additional two acres of figs, grapes, stone fruit, apples, pears, citrus, pomegranates and even jujubes to better understand and experiment with agronomy and nutrition. Rich is a 2015 APG Leadership program graduate and was elected to the APG Board of Directors in 2020. He currently serves as the Vice Chair for both the APG Membership Services Committee and the APG Nutrition Committee.

Danielle Kusmak

Tularosa Pistachio Groves, Tularosa, New Mexico
E-mail: dkusmak@tularosa.net

Danielle Kusmak has been farming pistachios since 2005, along with her husband and sons. She's a multigenerational agriculturist, currently serving as principal for Mountain View Middle School and is a policy writer for *New Mexico Education*. She also serves as co-chair for the NM Partnership for Math & Science Education. Danielle is a 2013 APG Leadership program graduate, served on the Membership Services and Leadership Committee.

Asha Munger

Munger Farms, Delano, California
E-mail: asha.munger@mungerfarms.com

In 1971, the Munger family purchased their first farm, comprised of 70 acres of peaches and walnuts, and a couple of years later they purchased their first pistachio orchard. As a third-generation farmer, Asha Munger has been working in the family business for more than 14 years. Asha received her Bachelor of Science Degree in Business Administration with an option in Leadership Management from California State University, Fresno and is currently the Senior Director of Corporate Services within the company. Asha serves as a Board member for Naturipe Farms, and Vice Chair for Naturipe Value Added Fresh. Asha is a 2015 APG Leadership graduate and was elected to the APG Board of Directors in 2020.

AMERICAN PISTACHIO GROWERS

BOARD MEMBERS

Rudy Placencia

Touchstone Pistachio Co., Fresno, California
E-mail: Rudy.Placencia@touchstonepistachio.com

Rudy has spent the last 10 years in the Food and Agricultural industries and has worked for Borges International Group, Nichols Farms, and Touchstone Pistachio Company, where he currently oversees the day-to-day operations of the company. Rudy is proficient in consumer insights, marketing analytics and is highly experienced in sales in both the export and domestic markets. Rudy resides in Fresno, California with his wife Tara and their children Jackson, Katherine, and Viviana. Rudy currently serves on the APG Marketing Communications Committee.

Kristi Robinson

K. Robinson Farms, Clovis, California
E-mail: kristirsf@gmail.com

For as long as she can remember, pistachio trees have been part of Kristi's life. Her family moved to the Central Valley, and her father began managing and developing almond and pistachio orchards. Kristi graduated from Cal Poly, San Luis Obispo with a degree in Agri-Business Marketing and has worked in agriculture in various capacities for the last 20 years. Kristi now farms her own pistachio orchard and works in agricultural water. She is a past Board member of Ag One Foundation of Fresno State, and past president of the Junior League of Fresno. Kristi was first elected to the APG Board in 2015 and then re-elected in 2020. She is the current and past Chair of the APG Leadership Committee, past Chair of Nutrition, and has sat on all of the APG Committees at some point.

Karun Samran

Bapu Farming Company, Madera, California
E-mail: karun@bapu.company

Karun Samran is a Central Valley native and has spent his life in agriculture. Karun's family farms pistachios, almonds, and wine grapes throughout the Valley. He earned his Economic degree from University of California, Berkeley and came back to the family farm to ensure his family's investment continues for future years to come. Karun is a 2018 APG Leadership program graduate and currently is the Vice Chair of the APG Government Policies and Partnerships Committee. He also serves as an alternate on the APG Marketing Communications Committee. He was elected to the APG Board of Directors in 2020 and believes participating in APG will provide leadership for the next generation.

AMERICAN PISTACHIO GROWERS

BOARD MEMBERS

Richard R. Searle

Searle Ranch, Cochise, Arizona
E-mail: richard2@vtc.net

Richard Searle is a second-generation rancher and lifelong resident of southeastern Arizona and southwestern New Mexico. He acquired his first Arizona pistachio orchard in 2002 and purchased a second one in 2011. Along with his pistachio orchards, Richard is also in the cattle business. He spent 20 years as a community banker in the region and 12 years as an elected Cochise County Supervisor. He is currently serving as Director of the Cochise County Farm Bureau and is on the Board of Directors of Western Bank. In 2019 he was appointed by AZ Governor Doug Ducey to the Arizona State Transportation Board. Richard was elected to the APG Board of Directors in 2017 and serves on the APG Government Policies and Partnerships Committee.

Jake Sheely

Sheely Family Farms, Lemoore, California
E-mail: j.sheely15@gmail.com

Jake Sheely is a fourth-generation farmer and a third-generation pistachio farmer managing over 1,100 acres of pistachios in Kings County. In addition to pistachios, his family farms cotton, tomatoes, wheat and garbanzo beans. Jake is a graduate of the 2014 APG leadership program, serves on the Board of Cotton, Inc. and participated on the 2019-20 National Cotton Council "Emerging Leaders" program. Jake was elected to the APG Board of Directors in 2020.

Gary Smith

Eriksson LLC, Visalia, California
E-mail: pargrs@gmail.com

Gary Smith is the U.S. General Manager for Eriksson LLC that has 3,500 acres of pistachios in Fresno County. In addition, he provides agricultural economic and business services for lending institutions and businesses in the western United States. Gary served on the APG Board of Directors from 2008 to 2015 and was re-elected in 2016. He currently serves on both the APG Finance Committee and the APG Marketing Communications Committee.

BOARD MEMBER EMERITI

H.P. Anderson, III • Brian Blackwell • Richard Paslay

50 years of family owned commitment to grower partnerships, with a new generation to carry on that tradition.

We'd like to show you our commitment in action.
Please contact Keenan Farms Grower Relations Manager, Zack Raven, at 559-240-5508 / zraven@keenanfarms.com.

KEENAN FARMS, INC.
Plant Location: 31510 Plymouth Avenue
Kettleman City, CA 93239
Tel: 559-945-1400 / Fax: 559-945-1414
Email: info@keenanfarms.com
keenanfarms.com

AMERICAN PISTACHIO GROWERS

2021 COMMITTEES

EXECUTIVE
Dominic Pitigliano, *Chair*
Dennis Woods, *Vice Chair*
Steve Moore, *Secretary/Treasurer*
Jamie Bledsoe
Brian Watte
Justin Wylie

FINANCE
Steve Moore, *Chair*
Jim Hering, *Vice Chair*
Stewart Fellner
Gary Smith
Diane Wood

GOVERNMENT POLICIES AND PARTNERSHIPS
Jamie Bledsoe, *Chair*
Karun Samran, *Vice Chair*
Doug Anderson
Thom Dille
Sherry Heuler
Kion Kashefi
Adam Kusmak
Larry Lowder
Kent Naraghi
Tim O'Neill
Richard Searle
Joseph Setton
Larry Wilkinson
Jim Zion

LEADERSHIP
Danielle Kusmak, *Chair*

MARKETING COMMUNICATIONS
Ali Amin, *Chair*
Justin Wylie, *Vice Chair* / Jake Sheely, *Alternate*
Caleb Adams/Nick Rush, *Alternate*
Mia Cohen/Joseph Setton, *Alternate*
Ahmad Foroutan/Kamie Munger, *Alternate*
Rudy Hernandez/Adam Kusmak, *Alternate*
Paul Huckabay/Elizabeth Keenan, *Alternate*
Darwin Inman/Brian Watte, *Alternate*
Alison Nagatani/Gilbert Garcia, *Alternate*
Rudy Placencia/Alyssa Valdez, *Alternate*
Gary Smith/Sharon Roden, *Alternate*
Derick Strain/Karun Samran, *Alternate*
Mark Wescott/Jeremy Blackwell, *Alternate*
Dennis Woods/Rich Kreps, *Alternate*
Jim Zion/Adam Orandi, *Alternate*

CPEC Representative, Joel Perkins

MEMBERSHIP SERVICES
Justin Wylie, *Chair*
Rich Kreps, *Vice Chair*
Susie Borges
Steve Burcham
Bob Engleman
Jeff Gibbons/Mike Smith, *Alternate*
Sherry Heuler
Monica Hopwood
Elizabeth Keenan
Danielle Kusmak
Tobin Martin
Alison Nagatani
Sharon Roden
Ryan Scagliotti
Kirk Squire

NUTRITION (Subcommittee of Marketing)
Steve Burcham, *Chair*
Rich Kreps, *Vice Chair*
Rick Borges
Ahmad Foroutan
Gilbert Garcia
Jean Heuler
Drew Hoffman
Janice Lowder
Mary Alice Nichols
Simi Robani
Sharon Roden
Gabrielle "Kiki" Sandrini
Elise Silvester
Patti Watte

PISTACHIO PAC
Robert Lake, *Chair*
Dominic Pitigliano
Jimi Valov
Jim Zion

Report of Independent Auditors

TO THE BOARD OF DIRECTORS
AMERICAN PISTACHIO GROWERS

MOSSADAMS

Report on the Financial Statements

We have audited the accompanying financial statements of American Pistachio Growers ("the Organization"), which comprise the statement of financial position as of August 31, 2021, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of American Pistachio Growers as of August 31, 2021, and the changes in its net assets and its cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 *U.S. Code of Federal Regulations (CFR)* Part 200, *Uniform Administrative Requirements, Cost*

Principles, and Audit Requirements for Federal Awards, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements taken as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards,* we have also issued our report dated November 2, 2021, on our consideration of American Pistachio Growers' internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the American Pistachio Growers' internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering American Pistachio Growers' internal control over financial reporting and compliance.

Fresno, California
November 2, 2021

AMERICAN PISTACHIO GROWERS

Statement of Financial Position

August 31, 2021

Assets

CURRENT ASSETS

Cash and cash equivalents	$ 3,522,948
Investments	6,700,038
Dues and grants receivable	858,111
Prepaid expenses	201,957
Total current assets	**11,283,054**
PREPAID EXPENSE	S 150,135
SECURITY DEPOSIT	6,000
PROPERTY AND EQUIPMENT, net	55,134
Total assets	**$ 11,494,323**

Liabilities and Net Assets

CURRENT LIABILITIES

Accounts payable	$ 1,357,135
Accrued expenses and other liabilities	101,699
Total current liabilities	**1,458,834**

COMMITMENTS AND CONTINGENCIES

NET ASSETS

Without donor restriction	9,975,312
With donor restriction	60,177
Total net assets	**10,035,489**
Total liabilities and net assets	**$ 11,494,323**

AMERICAN PISTACHIO GROWERS

Statement of Activities

Year Ended August 31, 2021

	Without Donor Restriction	With Donor Restriction	Total
Revenues, Gains, and Other Support			
Member dues	$ 13,036,182	$ -	$ 13,036,182
Grant revenue	2,282,359	-	2,282,359
Annual report	46,500	-	46,500
Interest and dividend income	6,422	-	6,422
Other income	1,000	-	1,000
Total revenues, gains, and other support	**15,372,463**	**-**	**15,372,463**
Net assets released from restrictions			
Restrictions satisfied by payment of related expenses	1,328	(1,328)	-
Total revenues, gains, and other support after net assets released from restriction	**15,373,791**	**(1,328)**	**15,372,463**
Expenses			
Program services	14,461,680	-	14,461,680
Management and general	1,000,987	-	1,000,987
Total expenses	**15,462,667**	**-**	**15,462,667**
Change in net assets	**(88,876)**	**(1,328)**	**(90,204)**
NET ASSETS, beginning of year	**10,064,188**	**61,505**	**10,125,693**
NET ASSETS, end of year	**$ 9,975,312**	**$ 60,177**	**$ 10,035,489**

AMERICAN PISTACHIO GROWERS

Statement of Functional Expenses

Year Ended August 31, 2021

	Program Services	Management and General	Total
Marketing and promotion	$ 10,715,427	$ -	$ 10,715,427
Salaries and wages	796,585	593,477	1,390,062
Governmental affairs	1,873,169	-	1,873,169
Research and development	595,345	-	595,345
Rent and office expense	210,977	150,698	361,675
Benefits	171,454	129,236	300,690
Membership retention	64,204	42,803	107,007
Annual report expense	-	43,647	43,647
Depreciation expense	14,177	10,126	24,303
Other expenses	9,967	6,250	16,217
Professional services	10,375	24,750	35,125
Total expenses	**$ 14,461,680**	**$ 1,000,987**	**$ 15,462,667**

AMERICAN PISTACHIO GROWERS

Statement of Cash Flows

Year Ended August 31, 2021

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	$ (90,204)
Adjustment to reconcile change in net assets to net cash from operating activities:	
Depreciation	24,303
Accrued interest and unrealized gain on investments	61,540
Change in operating assets:	
Receivables	(646,963)
Prepaid expenses	(164,392)
Change in operating liabilities:	
Accounts payable	130,499
Accrued expenses and other liabilities	18,169
Net cash from operating activities	**(667,048)**

CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of property and equipment	(24,087)
Purchases of investments	(12,402,276)
Proceeds from sale of investments	14,112,000
Net cash from investing activities	**1,685,637**
Net change in cash and cash equivalents	**1,018,589**
CASH AND CASH EQUIVALENTS, beginning of year	**2,504,359**
CASH AND CASH EQUIVALENTS, end of year	**$ 3,522,948**

Government Policies & Partnerships Committee Report

Jaime Bledsoe
Government Policies & Partnerships Committee Chair

Cadee Condit
APG Director, Government Relations

APG successfully navigated the changes and challenges of the Covid-19 pandemic. The entire Capitol Community changed how we "do business" in Sacramento. There was limited access to the California State Capitol, and in-person meetings were all changed to Zoom. Despite the difficulties, APG adopted and approved a legislative package in California. Moving forward, APG will adopt legislative packages in California, New Mexico, and Arizona in 2022.

APG PRIORITY BILLS AB 616 and SB 559
APG participated in a NO on AB 616 Campaign. The bill was authored by Assemblymember Stone and sponsored by the United Farm Workers (UFW). AB 616 would have added a vote-card-by-mail option for ballot elections. CalChamber listed AB 616 as a top Job Killer. APG actively lobbied against AB 616 and was successful in getting Governor Newsom to VETO the bill.

Senator Hurtado secured $100 million from Governor Newsom in her water bill. The money will go to four water projects: the San Joaquin and San Luis Divisions of the California Aqueduct; Delta-Mendota Canal and the Friant-Kern Canal. She will reintroduce SB 559 in the 2022 legislative session.

APG's Legislative Package

AB 62 (Gray) Income Taxes and Credits: Cost to Comply with Covid-19 Regulations.
Summary: This bill would allow for credit against those taxes for each taxable year beginning on or after January 1, 2021, for a qualified taxpayer, in the amount equal to the amount paid or incurred during the taxable year by the qualified taxpayer to comply with the regulations adopted by the Occupational Safety and Health Standards Board.
APG's Position: *Support*
Outcome: 2-year bill

AB 80 (Burke) Gross Income
Summary: Gross income does not include any covered loan amount forgiven of the Coronavirus Aid, Relief, and Economic Security Act pursuant to the Paycheck Protection Program and Health Care Enhancement Act - pursuant to the Paycheck Protection Program Flexibility Act of 2020 or pursuant to the Consolidated Appropriations Act.
APG's Position: *Support*
Outcome: Chaptered signed into Law by the Governor.

AB 84 (Committee on Budget)
Summary: This bill would, until December 31, 2024, require an employer, as defined, to offer its laid-off employees specified information about job positions that become available for which the laid-off employees are qualified, and to offer positions to those laid-off employees based on a preference system, in accordance

with specified timelines and procedures. This bill would define the term "laid-off employee" to mean any employee who was employed by the employer for 6 months or more in the 12-month preceding January 1, 2020, and whose most recent separation from active service was due to a reason related to COVID-19 pandemic.
APG's Position: ***Oppose***
Outcome: Budget Trailer Bill. New negotiations in 2022.

AB 252 (Rivas/Salas)
Summary: This bill would require the Department of Conservation to establish and administer a program named the Multibenefit Land Repurposing Incentive Program for purposes of providing grants to groundwater sustainability agencies or counties would require the department to develop guidelines to implement the program and to exercise its expertise and discretion in awarding program funds to eligible applicants.
APG's Position: ***Watch***
Outcome: 2-year bill

AB 284 (Rivas)
Summary: This bill would require the state board, no later than January 1, 2024, to develop standard methods for state agencies to consistently track greenhouse gas emissions reductions, carbon sequestration, and where feasible, additional benefits from natural working lands over time.
APG's Position: ***Oppose***
Outcome: 2-year bill

AB 377 (Rivas)
Summary: This bill would require, by January 1, 2023, the state board, and regional boards to prioritize enforcement of all water quality standard violations that are causing or contributing to an exceedance of a water quality standard in a surface water of the state.
APG's Position: ***Oppose***
Outcome: Held on suspense

AB 391 (Villapudua)
Summary: This bill would, upon appropriation by the Legislature, allocate $5,000,000 from the General Fund to the department in order to provide funding to partner with the University of California Cooperative Extension, California resource conservation districts, and the United States Department of Agriculture Natural Resources Conservation Service to deliver technical assistance and outreach, and provide grants to incentivize participation in state and federal conservation programs where pollinator habitat and forage is established. The bill would make related findings and declarations. The bill would authorize the Department of Food and Agriculture to use the allocated moneys to pay for all reasonable administrative and implementation costs of the department relating to the bill.
APG's Position: ***Support***
Outcome: 2-year bill

AB 525 (Chiu)
Summary: The bill would require the Energy Commission, in coordination with specified agencies, to develop a strategic plan to achieve a goal of at least 10,000 megawatts of offshore wind energy developments installed off the coast of California by 2040.
APG's Position: Neutral
Outcome: Chaptered signed into Law by the Governor.
APG's State Advocacy

APG works directly with state lobbyists and other agriculture stakeholders. APG was actively involved in negotiating funds for agriculture in the state budget.

Water Funding in the California State Budget
- $31 million for the Governor's Climate Catalyst Revolving Loan Fund
- $65 million to address drought impacts on fish and wildlife (habitat restoration)
- $40 million for Water Resilience Projects
- $170 million for the FARMER program, plus an additional $42.5 million in Carl Moyer funds directed to agriculture
- $32 million for methane reduction programs
- $50 million designated for Land Resource Protection, including repurposing irrigated ag lands.
- $180 million for SGMA implementation (this is $120 million more than the previous budget)
- $7 million for CDFA to help farmers transition to organics.

End of Agriculture Burning
As a result of APG's efforts in concert with other agricultural groups, $178 Million in funds were secured for various programs to be spent over the next three years. Funds will be provided for whole orchard/vineyard pull-out and chipping

programs, and additional incentives for soil incorporation or beneficial uses of orchard/vineyard chipping material. Additionally, operations are available to purchase equipment to conduct these various activities. Agriculture is a willing partner to advance its activities and practices if there are the financial means to assist the industry in this costly transition.

Tiered Mill Tax Proposal

The Department of Pesticides and Regulation (DPR) proposed a Budget Change Proposal to replace the current flat-fee mill tax on pesticide sales with a "tiered system" based on the pesticides label's signal word, e.g. caution or danger. APG was a part of the industry fight to block the tiered-mill tax.

State PAC

The idea of a California State Political Action Committee has floated for some time within APG, but it wasn't until 2013 that the idea was turned into action. Recognizing the disconnect and its negative impact on its industry, American Pistachio Growers (APG) has made significant steps to elevate issues important to the pistachio industry by building relationships with the California State Legislature and numerous state agencies. APG's government affairs program works closely with our state lobbyist to ensure that APG has a strong presence on the state level.

Providing financial support to key public officials and candidates, for public office through a state Political Action Committee (PAC), is an essential component of APG's government relations strategy. The formation of a State PAC was a worthy endeavor to complement the efforts of the existing Federal PAC but at the State level. To maintain an effective presence in Sacramento, the ability of APG to support political candidates who are supporting the pistachio industry's objectives was essential. Keeping and supporting business-oriented state legislators and other like-minded public officials is critical to a state with the fifth-largest economy in the world. Creating and maintaining such relationships with others more distant in orientation from the pistachio industry, especially those who represent urban areas, is fundamental to the government relations efforts of the APG on behalf of its members.

Building Coalitions

APG is a member of the Alliance of California Farmers and Ranchers. Together we support candidates and members of the California State Legislature that support the agriculture industry. The Alliance organizes farm tours for elected officials and candidates to showcase our industry. The Alliance played a significant part in the NO on Proposition 15. APG is also a member of the Agricultural President's Council. APG seeks out partnerships and coalitions, whenever possible, to enhance the legislative and regulatory work of APG in our State and Federal Capitols.

2021 FEDERAL REPORT

Introduction

Each new presidential administration and congress introduces new challenges for the U.S. pistachio industry and especially your American Pistachio Growers. Since 1981, your trade association has worked with you to build an economic and cultural foundation that has benefited all pistachio growers and handlers. The Reagan, Bush I, Clinton, Bush II, Obama, Trump and Biden Administrations—and the 97th to 117th Congress—all created challenges to this industry, but APG leadership has continually proven successful in overcoming these challenges.

APG's Government Policies and Partnership Committee now turns its focus to programs that will impact the record-breaking pistachio harvests of over one-billion pounds; eventually, the U.S. pistachio industry will experience a two-billion-pound crop. No one grower or handler can provide the type of success your pistachio industry has experienced since 1980; it takes a team of growers and handlers, of which APG successfully fosters. Working within the pistachio industry and working with allied tree nut industries and coalitions, APG has established a cohesive relationship resulting in great achievements. Yes, there are always new and existing challenges, but only by working together can we succeed.

What you will read in the GPPC 2021 report is information about projects over one or several years of involvement, with some extension into 2022. Please review the information and should you have any questions contact APG.

Federal Water Policy

Western water supply was the primary issue of importance in 2021 for the California congressional delegation. The U.S. Department of Agriculture issued a drought declaration early in the year, which authorized USDA to provide disaster assistance relief due to drought. On both sides of Capitol Hill, the committees of jurisdiction over Western water held numerous hearings on the Western drought and the water supply. Democratic and Republican members of Congress introduced numerous pieces of legislation focused on Western water and how to increase or retain the water supply. Of utmost importance to future Western water projects was the passage of the Infrastructure Investment and Jobs Act, that provides $8.3 billion dedicated to Western water projects.

Drought: Biden Infrastructure Package Includes Western Water

In the month of November, the Biden physical infrastructure bill was finalized, with authorization and funding for Western water supplies. This is a very significant step for Western water infrastructure, described as a "once in a generation" investment by some stakeholders. The bill took many weeks of negotiation to reach the President's desk, but it was ultimately signed into law on November 15.

The formal title of the bill is the "Infrastructure Investment and Jobs Act." Funds authorized under this legislation total $1.2 trillion across many sectors of the economy. Of great importance, $8.3 billion of the total is

dedicated to Western water infrastructure. Included in the Western water infrastructure portion of the bill is: $1.5 billion for water storage; groundwater storage; and conveyance projects; as well as $3.2 billion for the Aging Infrastructure Account. Environmental restoration projects are also included.

Commissioner of the Bureau of Reclamation

On June 18, 2021, Maria Camille Calimlim Touton was nominated by President Biden to be Commissioner of the Bureau of Reclamation. Early in the Biden Administration, Ms. Touton was named Deputy Commissioner of the BOR; prior to her work in the Biden Administration, she was most recently professional staff for the House Transportation and Infrastructure Committee. On November 4, 2021, Ms. Touton was confirmed by the Senate to be Commissioner of the Bureau of Reclamation.

USDA Secretary Vilsack Declares Drought in California

Early in March, U.S. Department of Agriculture Secretary Vilsack, via a letter sent to California Governor Gavin Newsom, declared drought in 50 California counties. The declaration was based on the National Drought Monitor. This declaration allowed growers to apply for various Farm Service Agency (FSA) disaster assistance programs, some of which have acreage and adjusted gross income limitations.

Biden's Water Executive Orders

Immediately following his inauguration in January 2021, President Biden issued several Executive Orders that reversed or suspended regulations, and Executive Orders issued in the Trump Administration. This step has become somewhat routine by a new President of the opposite party in the modern era. Included in the group of Executive Orders is one entitled Protecting Public Health and the Environment and Restoring Science to Tackle the Climate Crisis. This Order revoked former President Trump's Presidential Memoranda from 2018 and 2020 regarding Western water (the 2018 Promoting the Reliable Supply and Delivery of Water in the West and the 2020 Developing and Delivering More Water Supplies in California).

Reinitiation of Section 7 Consultation for the Long-Term Operation of the Central Valley Project and State Water Project

On September 30, 2021, the Bureau of Reclamation formally requested a reinitiation of the Section 7 Consultation for the Long-Term operation of the Central Valley Project (CVP) and the State Water Project (SWP). The letter states that the "reinitiation is warranted based on anticipated modifications to the Proposed Action that may cause effects to listed species or designated critical habitats not analyzed in the U.S. Fish and Wildlife Service (USFWS) and National Marine Fisheries Service (NMFS) Biological Opinions, dated October 21, 2019."

This request followed the development earlier in the month when the California state government, working with the U.S. Bureau of Reclamation, had filed an interim operations plan in the federal litigation brought by the State against the 2019 Biological Opinions.

Following the request to reinitiate the Section 7 consultation, Congressman Valadao and the entire California Republican delegation sent letters to the Departments of Interior and Commerce with concerns about BOR's request to reinitiate consultation. On November 15, 2021, Congressman David Valadao and the entire California Republican delegation sent another letter to the federal agencies expressing concerns. The letter states "the only reasonable conclusion is that the decision to reinitiate consultation is a political decision..."

Definition of "Waters of the United States"

On November 18, 2021, the U.S. EPA and Army Corps of Engineers announced a proposed revised definition of "waters of the United States." The proposed revised definition would revert the language to pre-2015 language.

Build Back Better

The House of Representatives passed its version of President Biden's legislative agenda, the $1.7 trillion Build Back Better Act. $82 billion is provided for agricultural provisions, in an effort to bolster adoption of environmentally-

friendly farm practices. This includes funding for conservation programs, environmental quality incentives, research, and development of climate-smart agriculture. Additionally, the bill extends and enhances the Section 45Q Carbon Capture Credit by lowering the capture thresholds and increasing the credit value.

Navel Orangeworm Project

APG and the NOW Action Committee petitioned Congress to fund the navel orangeworm project, which has resulted in the following funding: $6 million for FY 2020 and $8 million for FY 2021. Congress did not approve funding bills for FY22 government spending before the end of 2021, instead, they passed short-term funding bills that kept funding at status quo. The House passed appropriations that bill would provide $8.1 million to fund the NOW project, but it needed to be approved by the Senate and the President. The USDA Animal and Plant Health Inspection Service (APHIS) NOW's sterile month supply project is successful but there continues to be major science knowledge gaps to be resolved. APG approached the USDA Agricultural Research Service (ARS) to provide additional scientists for the NOW project. Several virtual meetings were held with ARS, which resulted in a lengthy work plan detailing how ARS scientists could cooperate with APHIS and the California tree nut industry. Understanding the gap in science, APHIS and ARS submitted Plant Protection Act applications for short-term funding totaling $1.2 million. The project awards had not been announced by the end of 2021.

Ochratoxin A

Many nuts, seeds, and dried fruits are subject to contamination by the mycotoxin ochratoxin A (OTA). While the U.S. and most countries do not regulate OTA in pistachios, in June 2021, the European Commission's technical committee approved the maximum limit for OTA in processed in-shell raw pistachios at 5 parts per billion (ppb) and for pistachios that need further processing at 10ppb. This preliminary limit was not acceptable to the U.S. pistachio industry. For months, APG had worked with USDA and the U.S. Trade Representative to formally comment on the EC's proposed limit for OTA. The comments were submitted according to the U.S. agencies' direction. Since the California Pistachio Research Board and the Administrative Committee for Pistachios were analyzing field and processing samples for OTA, and respectively, APG requested a delay in the implementation of the EC OTA regulation. The USDA sent a letter to the EC requesting the delay. It is expected that the application of the pistachio OTA maximum limits will not occur until early 2023. It is expected that the maximum limits that were approved by the EC Technical committee will be voted upon in early 2022 by the EU Member States, and it is likely to be approved. APG continues to oppose the limits as proposed.

APG has kept the appropriate members of Congress and the Executive branch informed of the OTA project.

Aflatoxin – EC Inspection

In early November 2021, the EC announced that the increased inspections (20 percent) on pistachios entering Europe was no longer justified, and the requirement was removed.

Grade Standard – Patch 068

The Specialty Crop Inspection (SCI) Division, Agricultural Marketing Service, and USDA received a complaint from China about internal kernel colorization of shelled pistachios. Some shelled pistachios have distinctive internal colorization, and the SCI believes shelled pistachios should be inspected and scored for the coloration. APG and APG member handlers disagree with SCI's proposed scoring standard. AMS plans to move forward with rulemaking and will ask for stakeholder comments. The California Pistachio Research Board is researching the colorization origin to determine if it is genetic or environmental.

Climate Change

In June 2021, the U.S. Senate passed the Climate Growing Solutions Act. The Act recognizes the importance of carbon sequestration in fighting climate change, and its provisions are intended to lower barriers for farmers to implement these practices by providing them resources and expertise through USDA. The House has not yet acted on this legislation. President Biden's Build Back Better agenda includes many avenues for climate change policy and initiatives in agriculture.

INTERNATIONAL TRADE

China Food Safety and Foreign Food Facilities

The People's Republic of China issued Decree 248, which requires foreign exporters to register food facilities with the General Administration of Customs (GACC). The FDA released information regarding its process for the U.S. food facilities that export food categories to China. The GACC published regulations that food facilities involved in fruits, vegetables and nuts should be registered through FDA, and other food facilities should be self-registered directly with GACC. FDA's information can be found here: https://www.fda.gov/food/cfsan-constituent-updates/fda-takes-steps-facilitate-export-food-under-chinas-new-facility-registration-requirements-decree. In early December 2021, FDA took a proactive step in collecting information from U.S. food facility firms in order to expedite the GACC registration process before the new Chinese requirements went into effect on January 1, 2022.

Biden's China Trade Policy

In early October, the Office of the United States Trade Representative (USTR), under the Biden administration, released its approach to the U.S.-China trade relationship, which welcomes competition that is fair, managed responsibly, and creates a level playing field for American workers, farmers, and businesses. After a USTR-led whole-of-government review of the trade relationship with China, the Biden administration engaged allies and partners of the U.S. to bring deliberative, long-term thinking to a multilateral approach that does not escalate trade tensions with China. The Biden administration's priorities toward trade with the PRC are threefold: First, the U.S. aims to hold China accountable to its commitments under the Phase One Agreement, including those to agricultural purchases; second, the U.S. will restart targeted tariff exclusions to mitigate the effects of Section 301 tariffs that raised costs on Americans; third, the U.S. remains concerned with the PRC regarding issues not addressed in the Phase One deal, specifically the PRC's state-centered and non-market trade practices including those that distort competition by propping up state-owned enterprises, limiting market access, and other coercive and predatory practices in trade and technology.

U.S.-UK Trade Talks

Trade negotiations with the United Kingdom during the Trump administration were promising, but during the presidential campaign, candidate Biden was not a strong supporter of a trade agreement between the U.S. and the UK. While U.S. pistachios enter the UK duty free, there are other pistachio issues that APG wants to resolve, and it has been active in supporting a U.S./UK trade agreement.

Antidumping and Countervailing Orders

Each year, on the anniversary of the antidumping and countervailing duty orders, stakeholders are allowed to petition for a review of the order. The U.S. Department of Commerce review may result in the following outcomes: lower; remove; maintain; or increase the duty if there is an actual proceeding. Since pistachio imports are necessary for the review, and no Iranian pistachios have entered the U.S., legally, and there has been no review of the orders in 2021. No Iranian pistachios can enter the U.S. because of the Trump era sanctions.

JCPOA Negotiations

The U.S. membership in the Joint Comprehensive Plan of Action (JCPOA) was ended in 2018 by President Trump, and sanctions were imposed on Iranian pistachios and other imports from Iran. President Biden reopened negotiations indirectly with Iran. Should Iran and the U.S. reach an agreement that will have the U.S. rejoin the JCPOA, administrative reviews of the antidumping and countervailing duty orders may resume.

COVID Program Update

Former President Trump signed coronavirus relief legislation on December 27, 2020 that included necessary funding for agricultural programs. The Covid Relief Act provided the Office of the Secretary $11.2 billion to prevent, prepare for, and respond to coronavirus by providing support to agricultural producers,

growers, and processors. This package also provided $100 million of additional Specialty Crop Block Grant funding, $400 million to the Emergency Food Assistance Program, and $13 million to the Commodity Supplemental Food Program. The Payroll Protection Program (PPP) was extended to March 31, 2021 and granted an additional $284 billion. The Biden Administration has the discretion how to implement the programs. APG growers and processors benefited.

When the Coronavirus Food Assistance Program was first announced in early 2020, pistachios were not included. APG opened discussions with the Farm Service Agency, USDA to remedy this omission, and eventually California pistachios were included. The Arizona Farm Service Agency, however, disagreed with the USDA interpretation and denied applications from Arizona pistachio growers. APG prepared appeal information for Arizona growers and the state agency reversed its decision for at least one grower.

In the Biden USDA, the Coronavirus Food Assistance Program (CFAP) 2 was reopened for a short window in 2021 to provide additional assistance to U.S. agriculture industry.

Pandemic Assistance for Producers

In March 2021, the Biden administration consolidated the U.S. Department of Agriculture's (USDA) COVID-19 assistance under the Pandemic Assistance for Producers initiative created in the American Rescue Plan. Agricultural funding and programs provided under the Trump administration, as well as the new funding provided through the American Rescue Plan of 2021, President Biden's COVID relief package, are grouped into this initiative.

The American Rescue Plan (ARP) provided $4 billion to the USDA to develop new programs under the initiative or modify existing proposals. USDA continued to rollout many of the programs under the Pandemic Assistance for Producers throughout 2021. The ARP provided funding for farm loan assistance of up to 120 percent of loan balances for socially disadvantaged farmers and ranchers; this program was put on hold due to court cases filed against the program.

Pistachio Section 32 Purchase – Bonus Buy

In late June 2021, USDA announced a solicitation to purchase CY2020/21 roasted in-shell pistachios for the Section 32 commodity purchase program. USDA purchased 8.5 million pounds of U.S. in-shell pistachios, just shy of $40 million.

FSMA Update

APG continues to monitor FDA's actions regarding the Food Safety Modernization Act. In late 2020, FDA published a proposed rule on additional traceability requirements for high-risk foods. FDA has not yet published a final rule on the additional traceability requirements.

At the end of 2021, FDA published a proposed rule to amend the preharvest agricultural water requirements included in the FSMA Produce Safety Rule.

USITC Report on Global MRLs

In early 2021, the U.S. International Trade Commission (USITC) published its final volume of the Missing or Low Global MRL report. Included in the report is information submitted by APG in 2020 regarding the pistachio industry's experience with pesticides and the lowering of maximum residue limits on active ingredients vital to pistachio growers' businesses. APG's comments described the link between the navel orangeworm and aflatoxin. APG's concern is that if the governments lower or eliminate pesticide tools that combat NOW and other pests, pistachio exports would be disrupted. Over the course of the comment period for Volume 2 of the USITC report, APG met with USITC staff to provide additional information following APG's submission of comments.

Federal and State Pesticide Newsletters and MRL Database

APG publishes the *Federal and State Pesticide Newsletter* each month. The report focuses on federal and state pesticide regulatory information as well as global MRL updates. The 2021 APG MRL database was published in early February. All of these reports may be found on the APG Power website as an added benefit to

our grower and handler members. Noted in our report on the USITC MRL report, pesticide policies in many export markets are growing increasingly strict. The reports provided to our members, and intended to supply others the current information to help them make decisions for their pistachio business.

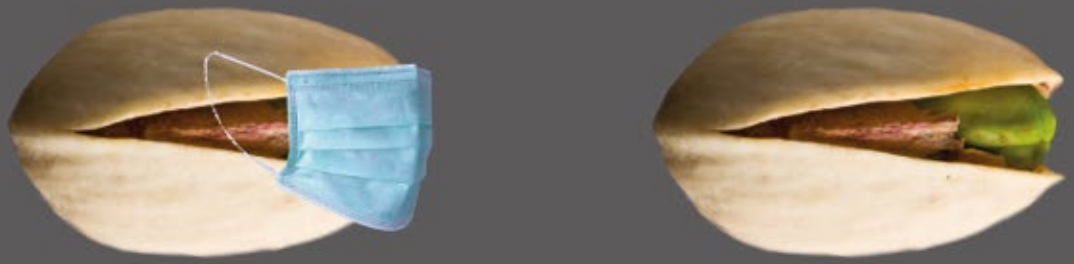
World Pistachio Trade Report

"The 2021 World Pistachio Trade Report" was published in October 2021, detailing world pistachio trade for the last ten years. *The Report* found that in calendar year 2020, the U.S. pistachio industry exported approximately 430 million in-shell equivalent pounds (195,333 MT) and imported 5.5 million pounds (2,508 MT), some of which may be of U.S. origin. The major changes in U.S. pistachio export destinations between calendar years 2019 and 2020 increased in exports to the People's Republic of China (PRC) and Mexico. The major change in Iranian exports for the same years was increases to PRC, India and Germany. Additionally, despite Turkey's reporting of a drop in pistachio production, their exports rose by 235 percent compared to the previous year. It is suspected that Iran is increasingly using Turkey as a destination for transshipments of its own pistachio exports.

President Biden Pistachio Country Appointments

During his first year in office, President Biden nominated a number of people from pistachio country – California, Arizona and New Mexico. Department of Interior Secretary Deb Haaland hails from New Mexico and previously represented the first Congressional district of New Mexico. USDA Undersecretary for Marketing and Regulatory Programs Jennifer Moffitt is a Californian who previously was Undersecretary for CDFA and comes from a family of California specialty crop farmers. USDA Undersecretary for Rural Development Xochitl Torres Small previously served as representative of New Mexico's second congressional district.

Life is about choices.



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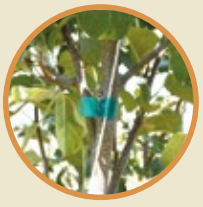
GROW TUBES

STEEL STAKES



TIE TAPE

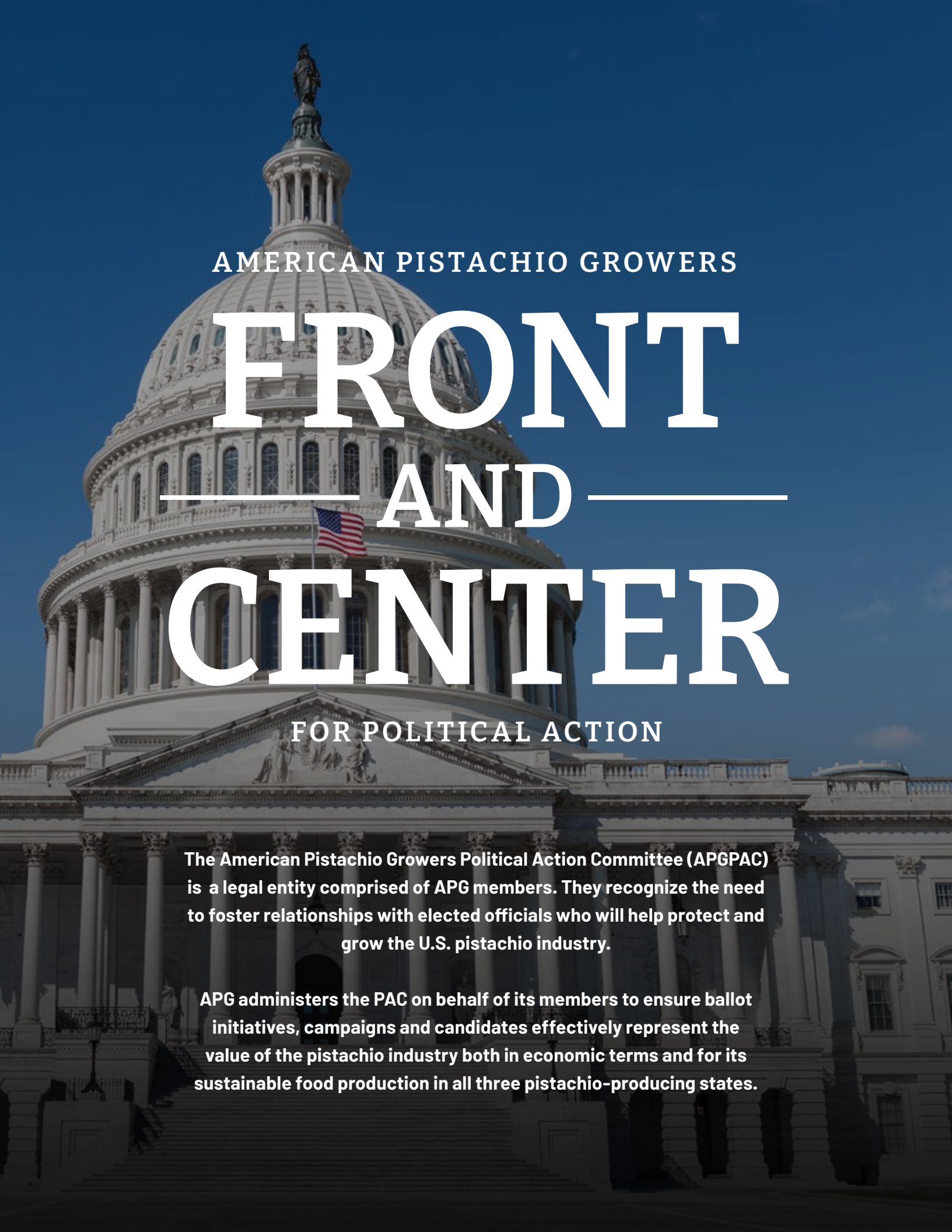
VISIT OUR CALIFORNIA LOCATIONS

Paso Robles
77 Marquita Ave.
805-434-9488

Lodi
420 N Sacramento St.
209-368-8595

Central Valley
559-907-9358

OVS® Orchard & Vineyard Supply — We Sell Solutions



AMERICAN PISTACHIO GROWERS

FRONT AND CENTER

FOR POLITICAL ACTION

The American Pistachio Growers Political Action Committee (APGPAC) is a legal entity comprised of APG members. They recognize the need to foster relationships with elected officials who will help protect and grow the U.S. pistachio industry.

APG administers the PAC on behalf of its members to ensure ballot initiatives, campaigns and candidates effectively represent the value of the pistachio industry both in economic terms and for its sustainable food production in all three pistachio-producing states.

Update from the Pistachio PAC Chairman

Dr. Robert Lake
PAC Chairman

The utility of the APG Pistachio PAC is beyond lobbying the federal and state governments. The Pistachio PAC exists to educate members of Congress and candidates on the U.S. pistachio industry and APG's policy goals. As one of the largest specialty crop PACs in the U.S., the Pistachio PAC is unequivocally one of our most valuable education tools for Congress. Although support is garnered from both Democrat and Republican members of Congress, efforts are focused primarily on members from pistachio producing states.

2021 saw a host of new members joining both the House and the Senate. Unless the new members of Congress are from pistachio growing regions, they are unaware of APG's federal objectives and the pistachio industry other than buying pistachios in the corner grocery store. Normally, Congress depends on the committees to provide legislation to the entire body, and it is the important committee members who receive APG's attention in Washington, DC. While we prefer to educate members from the pistachio states of California, Arizona and New Mexico there are powerful members from nonproducing states that require pistachio education. These are typically members of certain committees: the House and Senate Committees on Agriculture; the House Committee on Ways and Means (tax and trade); the House and Senate Committees on Natural Resources; the Senate Committee on Finance; and the House and Senate Committees on Appropriations are all sources of legislation relevant for pistachios.

As any grower will tell you, the number one issue is the prolonged drought affecting much of the Western United States. While storms at the end of 2021 brought some relief and saw a slight downgrade of the drought severity rating for much of California; however, the threat of extreme weather remains a problem. APG's efforts to educate members of Congress and representatives of federal agencies, on the drought issue, remain ever vital to ensuring continued government support. Indeed, representatives from both sides of the aisle, of which APG communicates, have promoted the drought as a critical issue facing America's farmers in Congressional hearings. The Pistachio PAC's continued engagement and support of these members is required to ensure the needs of our industry are well-represented in DC.

Increasingly, Congress is learning about the costs of navel orangeworm to the pistachio and other California tree nut growers. At the 2019 APG annual meeting it was determined that the funds being spent to solve the NOW problem were grossly insufficient. It was decided to send a delegation to Washington, DC, armed with comprehensive evidence and supported by one

of the nation's strongest specialty crop political action committees. Congress has appropriated $22 million for the NOW project since 2019.

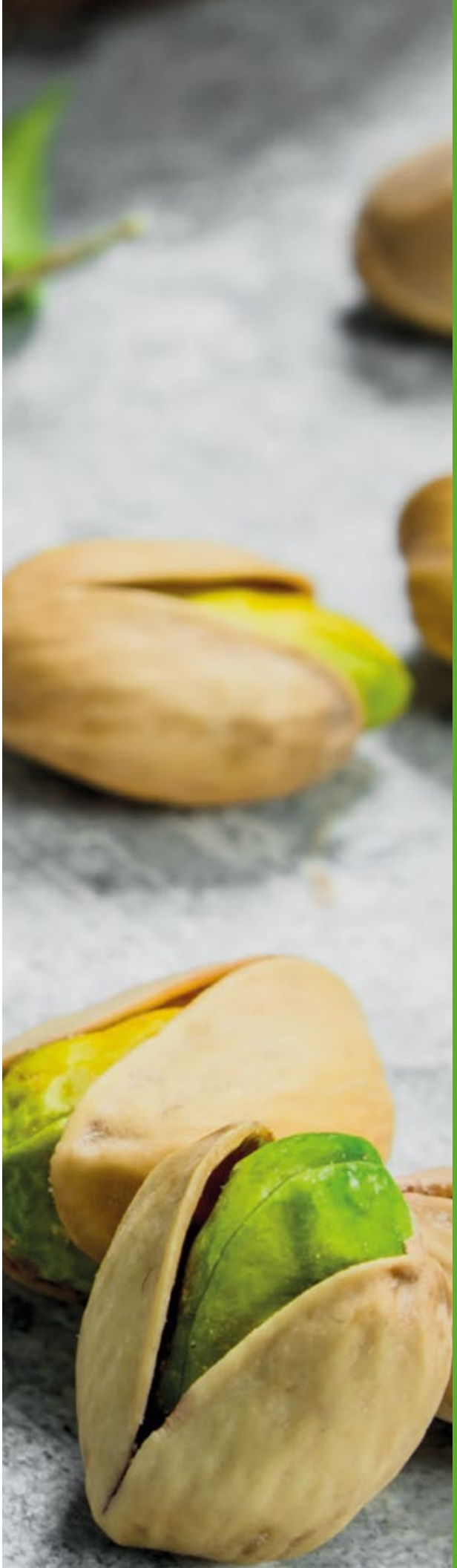
Jimi and Tammy Valov were again able to host an event for Congressman Kevin McCarthy at their Tulare home, where he met with guests and delivered comments on a range of local, national, and international issues affecting America's agriculture, especially pistachios. As the top Republican in the House and potential Speaker if the Republicans regain a Congressional majority, Kevin McCarthy is a valuable ally in ensuring that members of his conference are on board with legislation that could be beneficial to our industry.

Other than the brief respite in October 2021, the COVID-19 pandemic has restricted in-person political events but APG's representatives have attended numerous virtual campaign committee events educating candidates on APG's federal policy objectives.

Government relations is an important part of any competitive industry, and pistachios are no different – the Pistachio PAC remains APG's vital arm that ensures we have the attention of Congressional candidates. Political events allow candidates to meet with representatives from APG to be educated on issues facing our growers, processors, and shippers, and your contributions ensure that they will continue to advocate for our priorities in Congress.

I want to make a special thank you to members of the Presidents Club for their contribution to the APG Pistachio PAC. These pistachio growers contribute $5,000 annually to the PAC that allows APG to educate U.S. Congressional candidates. Their generosity benefits us all.

Please take the time to read and listen about the numerous benefits you have received as a member of APG. I urge all of our APG members to make an annual contribution to the Pistachio PAC. With your help, we can make the Pistachio PAC stronger than ever in 2022 and continue our mission to promote a strong pistachio industry that contributes to solid federal pistachio policy. As our production increases, we also need to grow the Pistachio PAC. Trust me, without APG and its Pistachio PAC, your pistachio industry would not be as strong and robust as it is today.



CONNECTING AMERICAN PISTACHIO

MEMBERS

As with 2020, 2021 was a year of evolution for the Membership Services Committee as the world continued to adapt to life in a global pandemic. Despite the postponement of many events, plus a shift to a virtual environment for engagement, American Pistachio Growers was able to host the Annual Member Luncheon in July of 2021. This was the first in-person event in more than a year where pistachio growers had the opportunity to come together in a face-to-face setting. The event brought together nearly 400 members in Visalia, California, for a day of education, industry updates, and networking.

APG shifted to a virtual platform for membership communication and engagement utilizing electronic updates as well as mailed reminders and updates. Connecting with members on industry updates continues to be a key focus for the Membership Services Committee. Though shifting communication strategy presented challenges, APG continued to successfully evolve to meet communication needs of all members.

2021 AMERICAN PISTACHIO GROWERS

Member Luncheon

JULY 23, 2021

American Pistachio Growers has and will continue to be committed to ensuring the health and safety of all members and industry personnel in 2021 and beyond. Continued adaptation to a hybrid program for communication and networking remains a critical focus for APG.

PRECISION
IRRIGATION SOLUTIONS

TURNKEY DESIGN • CONSTRUCTION • MAINTENANCE • REPAIRS

Since 1989, we've worked with growers of all shapes and sizes. With four locations in the heart of California's largest farming region, Cal-West Rain is ideally suited and equipped to provide all types of turnkey irrigation and pump related services.

CalWest Rain

CalWest Rain

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559-846-5326	805-226-8990	559-537-6846	661-589-8800

Serving California's Leading Growers Since 1989 | www.calwestrain.com

LeadOn

American Pistachio Growers LeadOn Program is designed for pistachio industry professionals ready to start their leadership path.

The year-long program takes a multi-faceted approach to leadership development through hands-on training, interactive learning experiences, engagement with key industry players and exposure to the many components of the pistachio industry.

Apply today on our member website, apgpower.org/Leadon or contact American Pistachio Growers at 559-475-0435.

AMERICAN PISTACHIO GROWERS

MARKETING COMMUNICATIONS COMMITTEE REPORT

Ali Amin
Chair

Judy Hirigoyen
APG VP, Global Marketing

ONLY APG —the generic arm of our industry's marketing—can generate the results they've earned with publicity. Consider the number of times you've seen articles touting the healthy nutrition facts about pistachios. Each year, thousands of articles are resulting from the public relations efforts of APG.

Branded entities may pay for advertising their own brand, but they simply cannot score the editorial media coverage that consumers trust for health advice—the media interviews with health experts in TV, radio, print, and online stories. APG's PR experts in each country are dedicated to working with their local media, armed with the published research about American-grown pistachios. You can see the results in export market growth and our ability to increase consumer demand, even as production is growing exponentially. APG's nutrition research and promotion campaigns benefit APG grower members, the pistachio industry, and all brands including the private label/store brands around the world. We need this support, and our importers value the pull-through demand it generates.

It is imperative that our industry prepares now for future crops coming into production. Basic economic theory dictates that when production increases, pricing decreases. There's only one way to avoid this scenario—generate enough consumer demand to outpace production.

For this, we must pull together. Without a government-mandated program, it's up to industry to pool our resources and our expertise to continue the success we've enjoyed. We must all participate– every growing entity, every grower, to ensure the investment we've made is profitable for our children and grandchildren.

APG IS WORKING FOR US

In 2015/16, those countries in which APG markets represented just 39.8% of total exports, but by 2020/21 those same countries represented

58.1%
of total exports

Annual growth rate for all pistachio exports to countries

Where APG markets:
35.9%

Annual growth rate for all pistachio exports to countries

Where APG does not market:
17.2%

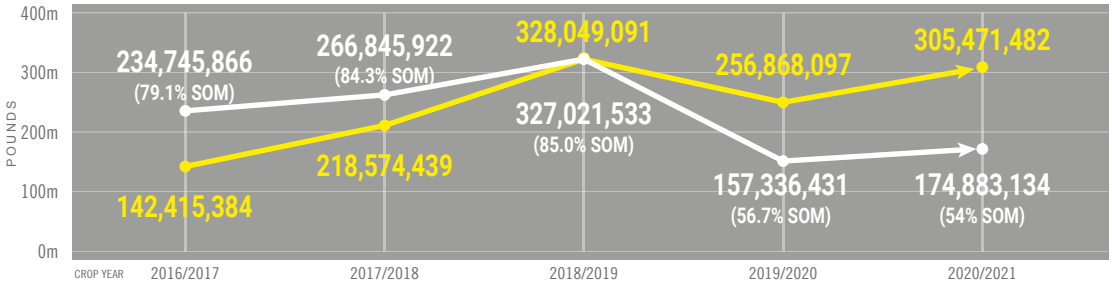
TOTAL CONSUMPTION AND U.S. SHARE OF MARKET

IN PRIORITIZED EXPORT MARKETS 2016-2021

TOTAL CONSUMPTION = (IN-COUNTRY PRODUCTION + IMPORTS) - EXPORTS

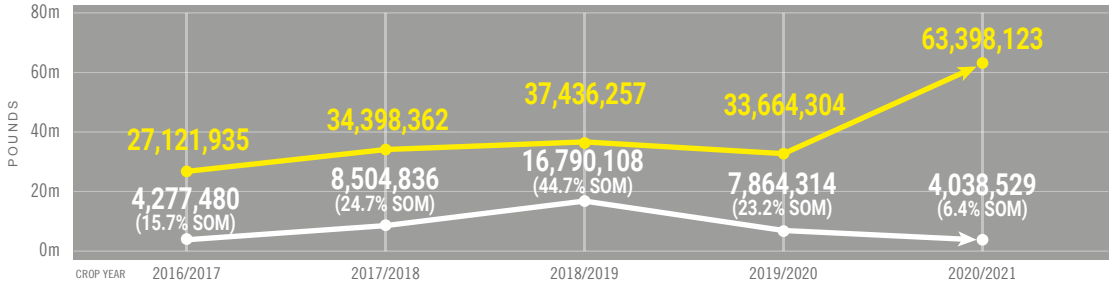
KEY → TOTAL CONSUMPTION (All Origins, In Pounds) → TOTAL U.S. IMPORTS (In Pounds)

CHINA & HONG KONG



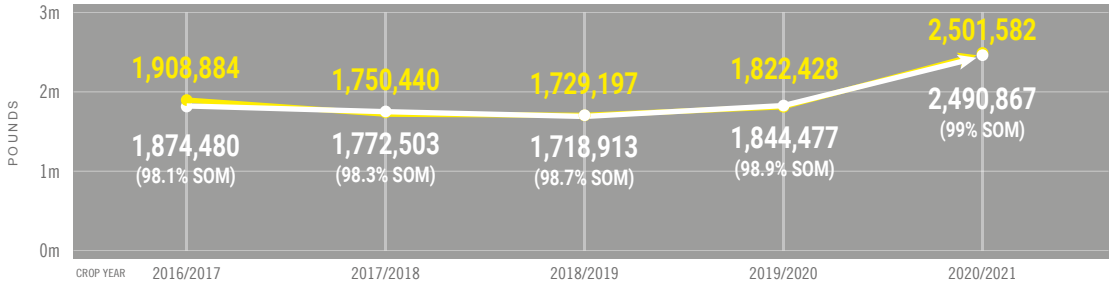
Source: Global Trade Atlas/China Customs & Hong Kong Census and Statistics Department

INDIA



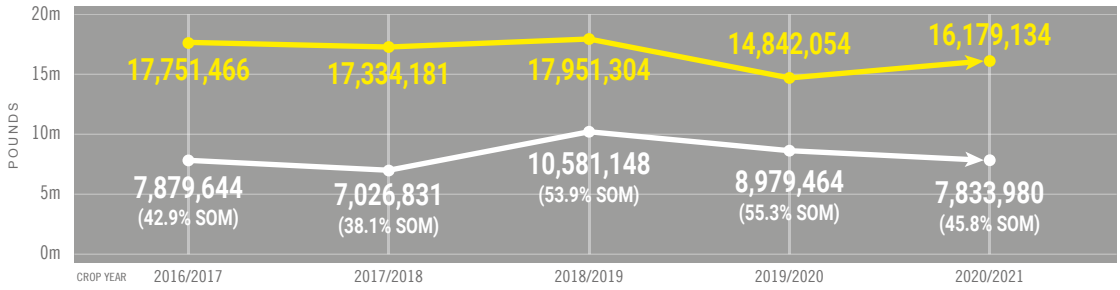
Source: Global Trade Atlas/Ministry of Commerce

SOUTH KOREA



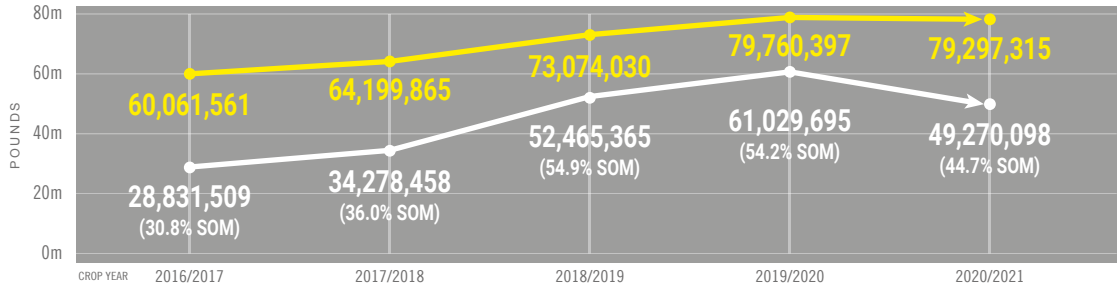
Source: Global Trade Atlas/Korean Customs and Trade Development Institution

FRANCE



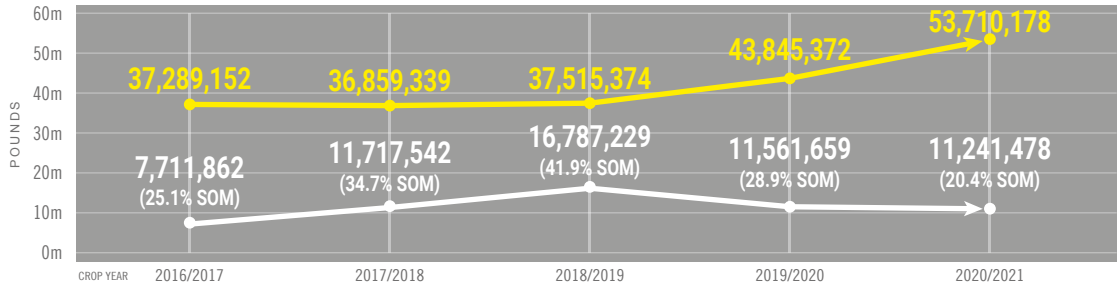
Source: Global Trade Atlas/Eurostat

GERMANY



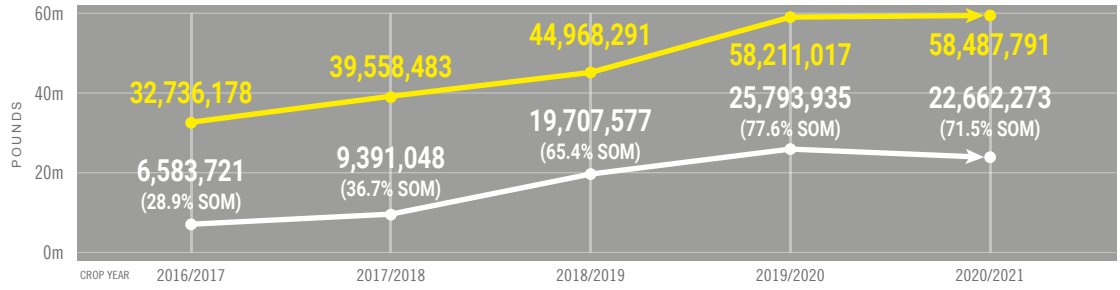
Source: Global Trade Atlas/Eurostat

ITALY



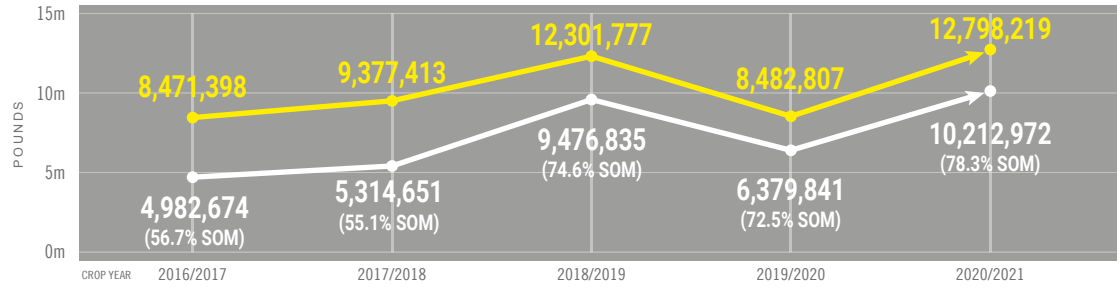
Source: Global Trade Atlas/Eurostat
Tree Nut Annual European Union Report #E42019-0001, #E42020-0058 & #E42021-0069

SPAIN



Source: Global Trade Atlas/Eurostat
Tree Nut Annual European Union Report #E42019-0001, #E42020-0058 & #E42021-0069
FAS - US Embassy Madrid

UNITED KINGDOM



Source: Global Trade Atlas/Eurostat & Her Majesty's Customs & Excise

BUILDING GLOBAL DEMAND

September 2020 - August 2021

PUBLIC RELATIONS RESULTS

14.5 BILLION VIEWS

of APG publicity in 9 countries (China, South Korea, India, U.S.A., United Kingdom, Germany, France, Spain and Italy).

11,859

articles and radio and television broadcasts generated specifically by APG public relations efforts.

$922 MILLION

Public Relations Advertising Value Equivalency (AVE) is the amount APG would have paid for the articles and television and radio broadcasts, generated by their public relations efforts, if purchased as paid advertising.

ADVERTISING RESULTS

3.3 BILLION CONSUMERS

saw the “Power of Pistachios” campaign.

56 THOUSAND CONSUMERS

clicked through to AmericanPistachios.org from APG’s digital “Power of Pistachios” advertisements and social media channels.

SOCIAL MEDIA RESULTS

24 MILLION VIEWS

of social media posts about pistachios’ health and fitness benefits and their culinary versatility on APG’s social media platforms: Facebook (Global); Instagram (U.S.A., Germany, Italy, Spain and France); Twitter and Pinterest (U.S.A.); Weibo and WeChat (China).

TOP STORIES FROM AROUND THE WORLD

GLOBAL

1 BILLION VIEWS

of U.S., India and China publicity, generated by APG's 2021 Virtual Harvest Tour and Chef Cook-Along, with respected American chefs Daniel Boulud, Martin Yan and Amanda Freitag, and growers Dominic Pitigliano and Kable Munger.

HARVEST TOUR & CHEF COOK-ALONG

Dominic Pitigliano

Kable Munger

Chef Daniel Boulud

Chef Martin Yan

Chef Amanda Freitag

548 MILLION VIEWS

of articles and broadcasts generated by a video news release with APG athlete ambassador and professional soccer player, Jesse Lingard, who talked about recovery and nutrition, plant-based diets and high-protein foods like pistachios in the EU, U.S., India and China.

6.6 MILLION VIEWS

of APG's Friday Fuel-Up Live series with top athletes, adventurers and nutrition experts discussing what fuels their goals both physically and mentally. Hosted by APG nutrition expert and *Men's Health* magazine's nutrition advisor, Dr. Mike Roussell, in the U.S., and nutritionist Chen Zhikun, in China. Friday Fuel-Up is shown in the U.S., China and India.

CHINA

256 MILLION VIEWS

of publicity generated by APG's Miss California virtual media tour in the cities of Beijing, Shanghai and Guangzhou to promote the complete protein benefits of pistachios and their immunity-boosting nutrients.

77 MILLION VIEWS

of APG's Lunar Chinese New Year promotions: Bring "Happiness" Home; Stock Up on Tasty, Healthy and Meaningful; Happy Chinese New Year; and Celebrate the New Year with Health and Happiness.

SOUTH KOREA

75 MILLION VIEWS

of articles, generated by APG's media outreach, about American pistachios as a complete protein and their health and nutritional benefits.

8.7 MILLION VIEWS

of articles generated by APG's virtual seminar, "Pistachio Nutrition and Our Immune System," with APG nutrition expert, Dr. Mike Roussell.

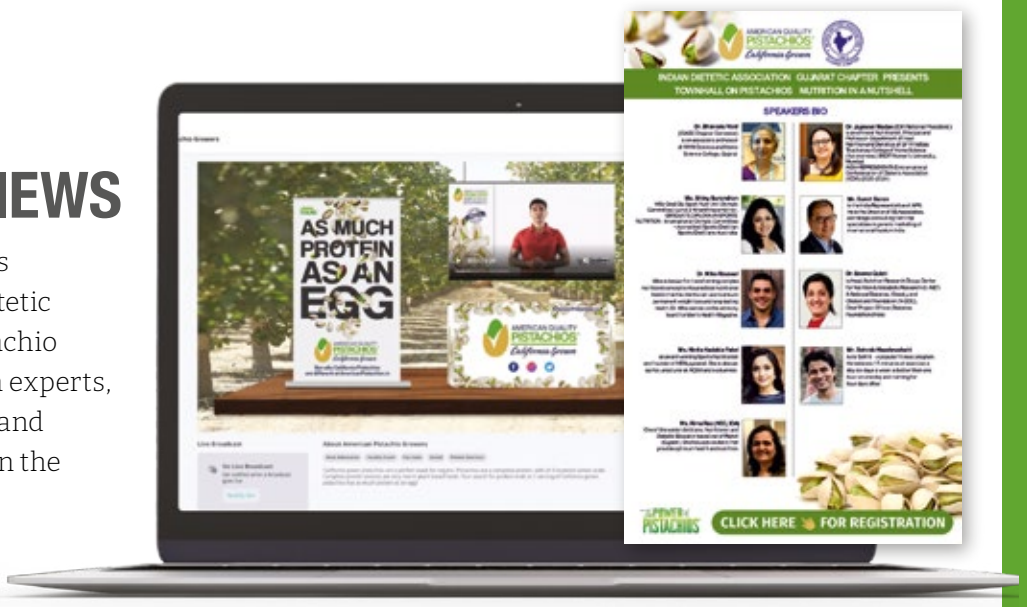
2.5 MILLION VIEWS

of publicity generated by APG's virtual event with South Korea's popular influencers to introduce pistachios as a complete protein and postexercise snack.

INDIA

200 MILLION VIEWS

of publicity generated by APG's Townhall with the "Indian Dietetic Association Webinars on Pistachio Nutrition," with leading health experts, nutritionists, fitness trainers, and doctors who shared insights on the latest research on pistachios.



5 MILLION VIEWS

of a NDTV 24x7 news show about American pistachios with APG lifestyle ambassador Luke Coutinho, APG nutrition expert Dr. Mike Roussell, California pistachio grower Richard Kreps and celebrity chef Vicky Ratnani.

1 MILLION VIEWS

of India's Bollywood actor, Kareena Kapoor Khan, interview with APG's lifestyle ambassador, Luke Coutinho. The digital interview focused on American pistachios being a complete protein food and having many nutritional benefits for healthy lifestyles.

SPAIN

35 MILLION VIEWS

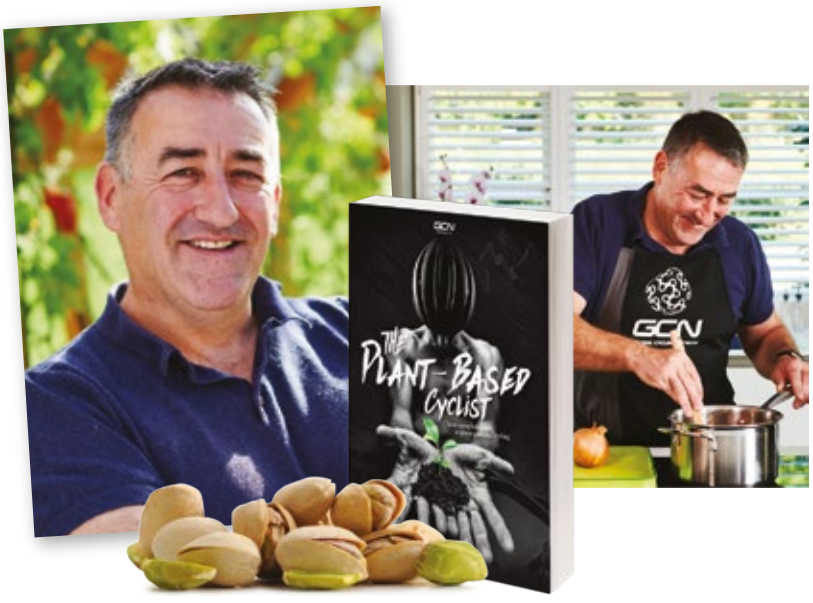
of publicity generated by APG's journalist event with athlete ambassador and professional soccer player Vicky Losada, who announced the shift toward a plant-based diet, and how she supplemented meat, fish, milk or eggs with pistachios.

14 MILLION VIEWS

of publicity generated by APG's media events with ambassador, Antonio De La Rosa, Spain's extreme adventurer, who talked about his planned Solo Antarctica Expedition and his diet of pistachios, a plant-based complete protein food.

7.2 MILLION VIEWS

of APG journalist event and webinar with nutrition expert, Nigel Mitchell, who presented his book, *The Plant-Based Cyclist* and spoke about pistachios' complete protein benefits for cyclists.



1.16 MILLION LISTENERS

of the *Sport Life* podcast interviews with APG athlete ambassador and professional soccer player, Vicky Losada, and APG's nutrition expert Dr. Nieves Palacios. Vicky explained how switching to a plant-based diet with complete protein foods, such as pistachios, has helped to improve her recovery and performance.

ITALY

186 THOUSAND VIEWS

of *Runner's World* magazine's "The Super Charge Benefits of American Pistachios for Runners," a supplement sponsored by APG. The guide, featured on *Runner's World* website's home page, includes information about the benefits of pistachios for runners and active lifestyles.

9.4 MILLION VIEWS

of LIKE – Tutto Ciò Piace, ("Anything You Could Like in Italy") television show's segment about American pistachios - from their cultivation and harvest and their health and fitness benefits to tips on how to include them in a healthy diet.

GERMANY

168 MILLION VIEWS

of publicity generated by APG'S journalist event, with Olympic athletes Thomas Plössel and Erik Heil from the HP Sailing Team, and the Olympic Training Center's nutritionist and trainer.

1.62 MILLION LISTENERS

of Klassik Radio's interview with APG nutrition expert, Dr. Wiebke Elsner, who talked about American Pistachios and their complete plant-base protein benefits.

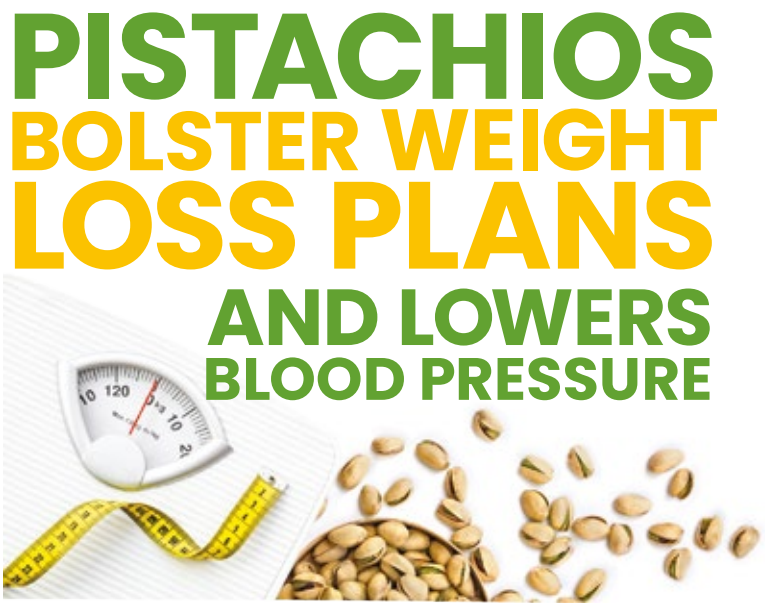
U.S.A

738 MILLION VIEWS

of a National Nutrition Month television media tour with APG nutrition expert Dr. Mike Roussell, who broadcasted pistachios' health and fitness benefits.

251 MILLION VIEWS

of publicity generated by APG's press release and news article that announced new research findings that showed adding pistachios to a weight loss program can result in a healthier body weight and lower blood pressure.



4.4 MILLION VIEWS

of articles generated by APG's release of their ambassador, professional snowboarder and National Geographic Adventurer of the Year, Jeremy Jones' special snack mix featuring pistachios as the primary protein source that he snacks on while snowboarding, hiking and relaxing at home.

NUTRITION CONFERENCES & SEMINARS

APG's Virtual Webinars "Optimizing Our Body's Defenses, Pistachio Nutrition and Our Immune System," Global

Spazio Nutrition Conference, Italy

Chinese Nutrition Society Sports Nutrition Training Course, China

Quanjiang Nutrition Clinical Forum, China

GLOBAL

APG's Virtual Webinars "Optimizing Our Body's Defenses, Pistachio Nutrition and Our Immune System"

FRANCE - January 2021
GERMANY - March 2021
ITALY - January 2021
SPAIN - March 2021
CHINA - January 2021
SOUTH KOREA - January 2021
INDIA - January 2021

GERMANY

German Dietitian Association (VDD) Conference

April 2021 - Virtual

German Association for Nutrition and Dietetics (VFED) Conference

September 2021 - Virtual

ITALY

Spazio Nutrition Conference

September 2021, Milan, Italy

Nutrimi Nutrition Conference

July 2021 - Virtual

U.K.

U.K. Nutrition Society Summer Conference

July 2021 - Virtual

European Federation of Dietetic Associations (EFAD)

October 2021 - Virtual

CHINA

Chinese Nutrition Society Sports Nutrition Training Course

June 2021 - Beijing, China

Quanjiang Nutrition Clinical Forum

September 2021 - Hangzhou, China

Guangdong Nutrition Society Annual Academic Conference

November 2021 – Guangzhou, China

INDIA

Town Hall with the Indian Dietetic Association Webinar on the Insights of the Latest Research on Pistachios

July 2021 – Virtual

U.S.A.

Today's Dietitian Spring Symposium

May 2021 - Virtual

Collegiate and Professional Sport Dietitian's Association (CPSDA) Annual Conference

May 2021- Virtual

APG NUTRITION EXPERTS

Dr. Arianna Carughi
U.S.A.

Bryan Snyder, RD
U.S.A.

Dr. Mike Roussell
U.S.A.

Mary Jo Feeney, MS, RDN, FADA, FAND
U.S.A.

Becci Twombley, CSSD, RD
U.S.A.

Dr. Zhaoping Li
U.S.A.

Joey Blake, RD
U.S.A.

Sherene Chou, MS, RD
U.S.A.

Jordan Mazur, MS, RD
U.S.A.

Scott Sehnert, MS, RD, CSCS, CSSD
U.S.A.

Dr. Wiebke Elsner
Germany

Dr. Matthias Riedl
Germany

Dr. Ursula Manunzio
Germany

Dr. France Bellisle
France

Nigel Mitchell, BSc, MSc, RD
U.K.

Jeannette Higgs, BSc, RD
U.K.

Dr. Nieves Palacios
Spain

Dr. Monica Bullo
Spain

Dr. Magda Carlas
Spain

Dr. Ramon Estruch
Spain

Dr. Giorgio Donegani
Italy

Martina Donegani, RDN
Italy

Dr. Erminia Ebner
Italy

Dr. Sara Cordara
Italy

Dr. Sheng Ge
China

Zhao Xiaofeng
China

Kinita Kadakia Patel,
Sports Nutritionist
India

Payal Kothari, Integrative Nutrition Health Coach
India

Samreedhi Goel
Nutritionist and Fitness Expert
India

Kejal Shah, Lifestyle Nutritionist
India

Pooja Makhija, Clinical Nutritionist
India

Shweta Shah, Dietitian
India

Neha Sahaya, Nutrition & Wellness Consultant
India

Digvijay Singh, Holistic Fitness and Wellness Coach
India

Ambika Dutt, Nutritionist
India

Pooja Banga, Nutritionist
India

18,800

HEALTH PROFESSIONALS

In 23 countries subscribe to APG's quarterly nutrition e-newsletter

NUTRITION RESEARCH

American Pistachio Growers has funded 36 studies resulting in 51 peer-reviewed articles published in scientific journals.

American Pistachio Growers continues to uncover the health benefits of pistachios through research. Findings of these studies are communicated through scientific journals, press releases and the "Power of Pistachios" advertising campaign, as well as at nutrition conferences and seminars, and journalist events.

PROTEIN ANALYSIS
1 study and 1 publication

ANTIOXIDANTS
7 studies and 10 publications

DIABETES AND METABOLIC SYNDROME
9 studies and 10 publications

HEART HEALTH
8 studies and 11 publications

WEIGHT MANAGEMENT AND SATIETY
6 studies and 7 publications

MICROBIOTA
1 study and 1 publication

ANTIMICROBIAL EFFECTS
3 studies and 4 publications

POSTEXERCISE RECOVERY
1 study and 1 publication

REVIEW OF MULTIPLE STUDIES ON THE HEALTH BENEFITS
6 publications

SIMPLY SNACKING ON PISTACHIOS CAN PROVIDE A WIDE VARIETY OF HEALTH BENEFITS

A new study, published in the *Journal of Nutritional Science*, examines a surprising number of benefits to human health.

INTRODUCTION

Scientific research, on the health effects of eating pistachios, has been mounting as plant-based diets have been gaining in popularity. A recent review of research studies, published in the last 20 years, shows the little green nut may have a big impact on human health, if consumed regularly.

ABOUT THE STUDY

Science has linked tree nut properties to three key areas of concern globally: overall heath obtained by important nutrients; weight management; and glycemic control (management of blood sugar levels). This is the summary of research recently published in the *Journal of Nutritional Science* and authored by scientists from the U.S., U.K., France, and Germany, including Jennette Higgs[1], Kathryn Styles[1], Arianna Carughi[2], Michael A. Roussell[3], France Bellisle[4], Wiebke Elsner[5] and Zhaoping Li.[6]

The findings were presented at a symposium held during the 13th FENS (Federation of European Nutrition Societies) 2019 Conference in Dublin, Ireland. Scientists gathered there and discussed the compendium of published studies on the specific attributes of pistachios, specifically those grown in the Western United States. Key points from the paper include:

Nutritional Value of Pistachios: Pistachios are a good source of protein and are high in important nutrients including fiber, copper, manganese, vitamin B6, thiamin, potassium, phosphorous and chromium.

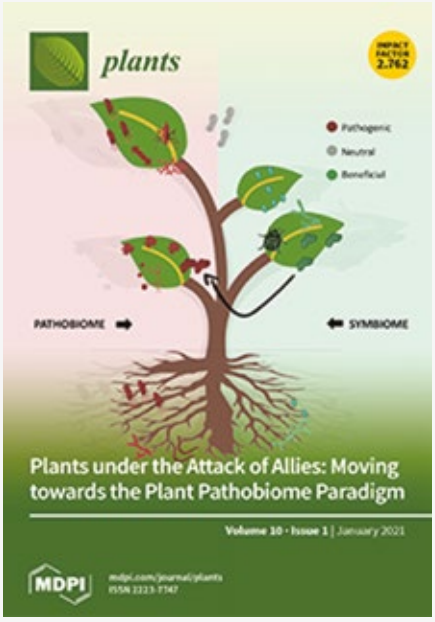
Weight Management: Numerous studies suggest that pistachios can be beneficial for the maintenance of a healthy weight. One clinical trial found that the women who ate a snack of pistachios experienced a significant increase in fullness after eating, compared to the women who did not eat pistachios. Consequently, the women who ate pistachios also ate less at their next meal, compared to those in the control group.

Glycemic Control: Published research suggests that eating pistachios can have a positive effect on blood glucose control. Glycemic control is especially important during pregnancy, as gestational diabetes affects up to 25 percent of pregnancies worldwide and can have a significant impact on the health of the mother and baby. A recent study looked at the role of pistachios on gestational diabetes in Chinese women; they found that blood sugar and insulin did not increase after eating pistachios, compared to the control group's carbohydrate-based snack. This is an especially important finding in cultures where refined carbohydrate foods (such as white rice or breads) are a major part of the diet.

WHAT THIS MEANS

As international focus on a sustainable food system intensifies, this study sets the groundwork for future research. It will help others to understand even more about the whole-body health benefits of pistachios and how they can help play a role in a more plant-based food system. This is particularly of interest as health professionals and governments encourage consumers to find more of their protein from plants than animal sources. Pistachios are one of the few plants known to be a "complete" protein.

1. Food to Fit Ltd, London, UK
2. American Pistachios Growers, Fresno, CA, USA
3. Janus Nutrition LLC, New York, NY, USA
4. NutriPsy Consult, Paris, France
5. Berufsakademie Nord, University of Cooperative Education, Hamburg, Germany
6. Center for Human Nutrition, David Geffen Scholl of Medicine, University of California, Los Angeles, CA, USA



WHAT THIS MEANS

Pistachios are widely accepted as a nutrient-dense food with a variety of health benefits. This review article not only summarizes the depth of pistachio benefits but also points to areas of future research that are critical to human health.

Mandalari G, Barreca D, Gervasi T, Roussell MA, Klein B, Feeney MJ, Carughi A. Pistachio Nuts (*Pistacia vera* L.): Production, Nutrients, Bioactives and Novel Health Effects. *Plants*. 2022; 11(1):18. https://doi.org/10.3390/plants11010018

PISTACHIOS CAN HELP IMPROVE WHOLE-BODY HEALTH

From Cognitive Function to Gut and Skin Health, Emerging Research Examines the Health Benefits of Pistachios.

INTRODUCTION

Pistachios are widely known for their health benefits that can positively influence blood sugar, weight management, heart health and immunity. This new research review, published in the journal *Plants*, reveals the multitude of health benefits provided by pistachios and how they can play a role in improving whole-body health.

ABOUT THE STUDY

Researchers examined the whole-body benefits of pistachios in the following ways:

Makeup of important nutrients: Pistachios are a source of heart-healthy mono- and poly- unsaturated fatty acids and are considered a complete protein. Pistachios are a good source of fiber and protein and have at least 15 micronutrients in significant amounts. Additionally, pistachios contain lutein and zeaxanthin, which are known to help boost the immune and antioxidant defense systems in the body while lowering inflammation.

Antioxidant potential: Pistachios are made up of many different compounds that may act as antioxidants within the body, including tocopherols, phylloquinone, carotenoids, chlorophyll and flavonoids. In fact, pistachios are among the top 50 foods in total antioxidant capacity, and clinical trials suggest that eating pistachios may help to increase the antioxidant response of the body.

Emerging areas of research: New research is looking at the antioxidant and anti-inflammatory benefits of pistachios and how they might positively influence additional areas of health, including brain and gut health. Research suggests that flavonoids, like those found in pistachios, can have a positive effect on cognitive performance. A variety of animal studies have seen positive results of eating pistachios on cognitive function. More studies are needed to confirm, but initial research suggests that pistachios may have a positive effect on the microbiome.

Combatting drug resistance: It is well known that plant extracts have important components that may be useful for their antimicrobial and antiviral activity. Initial research looked at the effect of pistachio extracts on different strains of bacteria and viruses, and they showed promising results. More research is needed, but these early studies indicate that pistachio polyphenols, alone or in combination with existing drugs, may be candidates for developing novel therapies.

Potential benefits for skin: Several studies have shown that plant antioxidants have the potential to protect animals from oxidative damage. Emerging research, using a model of human skin, suggests that the antioxidants in pistachios may help to protect skin that is exposed to ultraviolet radiation.

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BY THE
NUMBERS
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Total U.S. Pistachio Production

by Year from 1979-1999

YEAR	BEARING ACRES[1]	OPEN IN-SHELL	CLOSED SHELL	SHELLING STOCK	TOTAL PRODUCTION (POUNDS)	YIELD (POUNDS PER ACRE)
1979	25,440	17,200,000	-	N/A	17,200,000	676
1980	25,773	18,600,000	-	8,600,000	27,200,000	1,055
1981	27,541	10,903,242	-	3,244,633	14,147,875	523
1982	29,902	37,366,499	-	5,848,040	43,214,539	1,468
1983	31,143	20,886,616	-	5,432,540	26,319,156	844
1984	30,788	45,171,125	-	17,467,865	62,638,990	2,027
1985	32,332	22,497,527	-	4,791,268	27,288,795	838
1986	34,243	64,518,438	-	12,175,444	76,693,882	2,240
1987	40,985	29,152,439	-	4,306,135	33,458,574	818
1988	47,234	71,989,599	-	24,412,660	96,402,259	2,117
1989	50,900	33,186,931	-	6,327,550	39,514,481	800
1990	53,700	92,657,459	-	24,637,453	39,514,481	2,375
1991	55,700	58,913,785	-	17,515,762	76,429,547	1,465
1992	56,500	114,320,726	-	32,179,427	146,500,153	2,592
1993	57,000	112,645,883	-	38,261,038	150,906,921	2,648
1994	57,507	94,074,802	-	34,253,213	128,328,015	2,232
1995	60,300	107,342,387	-	40,310,145	147,652,532	2,449
1996	64,300	84,469,382	-	19,854,811	104,324,193	1,622
1997	65,373	136,616,006	-	42,876,464	179,492,470	2,746
1998	68,000	137,644,225	38,644,205	11,198,889	187,487,319	2,757
1999	71,000	104,374,839	12,029,978	5,986,704	122,391,521	1,724

Sources: CPC & ACP Producer Delivery Reports & Acreage Surveys.
[1] Bearing acreage for 1989 to date is defined as plantings six years and older. Bearing acreage prior to 1989 is defined as plantings seven years and older
[2] Arizona & New Mexico data included starting in the 2010/2011 Crop Year

*Prior to 1998 closed shell was included in shelling stock.

Total U.S. Pistachio Production

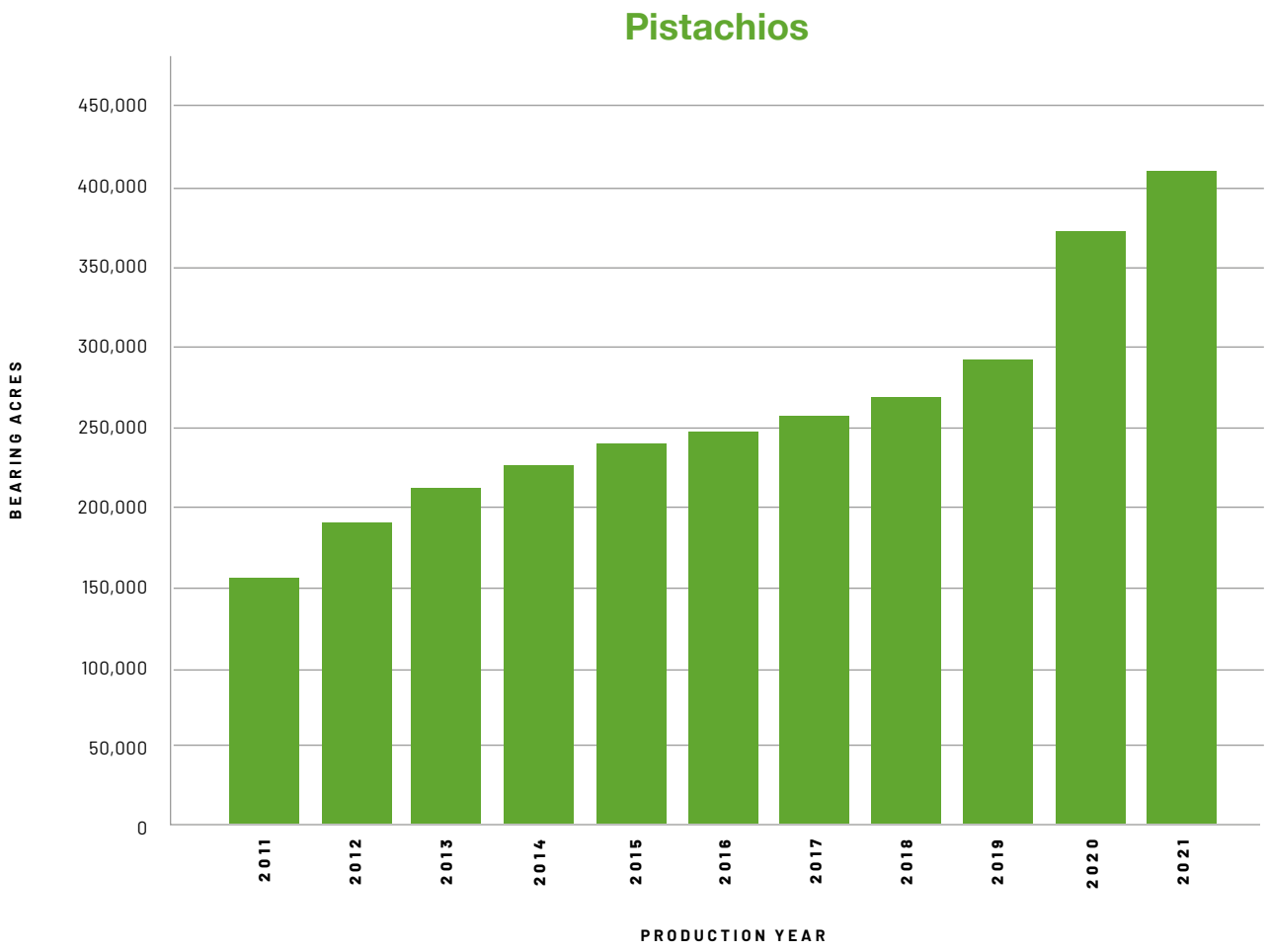
by Year from 2000-2021

YEAR	BEARING ACRES[1]	OPEN IN-SHELL	CLOSED SHELL	SHELLING STOCK	TOTAL PRODUCTION (POUNDS)	YIELD (POUNDS PER ACRE)
2000	74,578	188,796,676	38,638,066	14,119,476	241,554,218	3,239
2001	78,000	125,849,554	26,356,995	8,088,733	160,295,282	2,055
2002	83,000	241,664,914	42,096,386	18,673,390	302,434,693	3,644
2003	88,000	89,248,483	22,072,569	6,721,271	118,042,323	1,341
2004	93,000	253,920,610	73,011,946	19,848,932	346,781,488	3,729
2005	104,552	214,575,387	56,858,178	10,951,595	282,385,160	2,701
2006	112,532	200,234,652	25,004,012	12,233,099	237,471,763	2,110
2007	115,007	332,444,535	53,953,597	29,296,761	415,694,893	3,615
2008	118,113	230,547,823	36,538,701	10,903,682	277,990,206	2,353
2009	125,637	289,857,258	48,436,667	16,217,051	354,510,976	2,822
2010	137,102	377,922,848	124,552,672	19,322,518	521,798,038	3,806
2011[2]	152,944	340.629,631	86,846,692	16,337,730	443,814,053	2,902
2012	177,738	463,303,334	67,233,364	20,447,710	550,984,409	3,100
2013	202,997	378,050,138	69,415,633	21,878,437	469,344,208	2,312
2014	220,527	407,691,332	88,500,092	17,435,248	513,626,672	2,329
2015	232,655	203,538,562	53,607,893	12,950,401	270,096,856	1,161
2016	239,385	666,568,699	169,579,930	60,338,042	896,486,671	3,745
2017	270,010	460,584,779	98,732,689	40,959,856	600,277,324	2,397
2018	302,058	741,650,951	197,014,326	47,990,900	986,656,177	3,736
2019	339,745	575,706,796	132,847,155	31,841,690	740,395,641	2,566
2020	371,386	864,543,877	119,852,892	57,720,457	1,042,117,226	2,806
2021	**408,766**	**976,456,699**	**104,995,562**	**72,064,907**	**1,153,517,168**	**2,822**

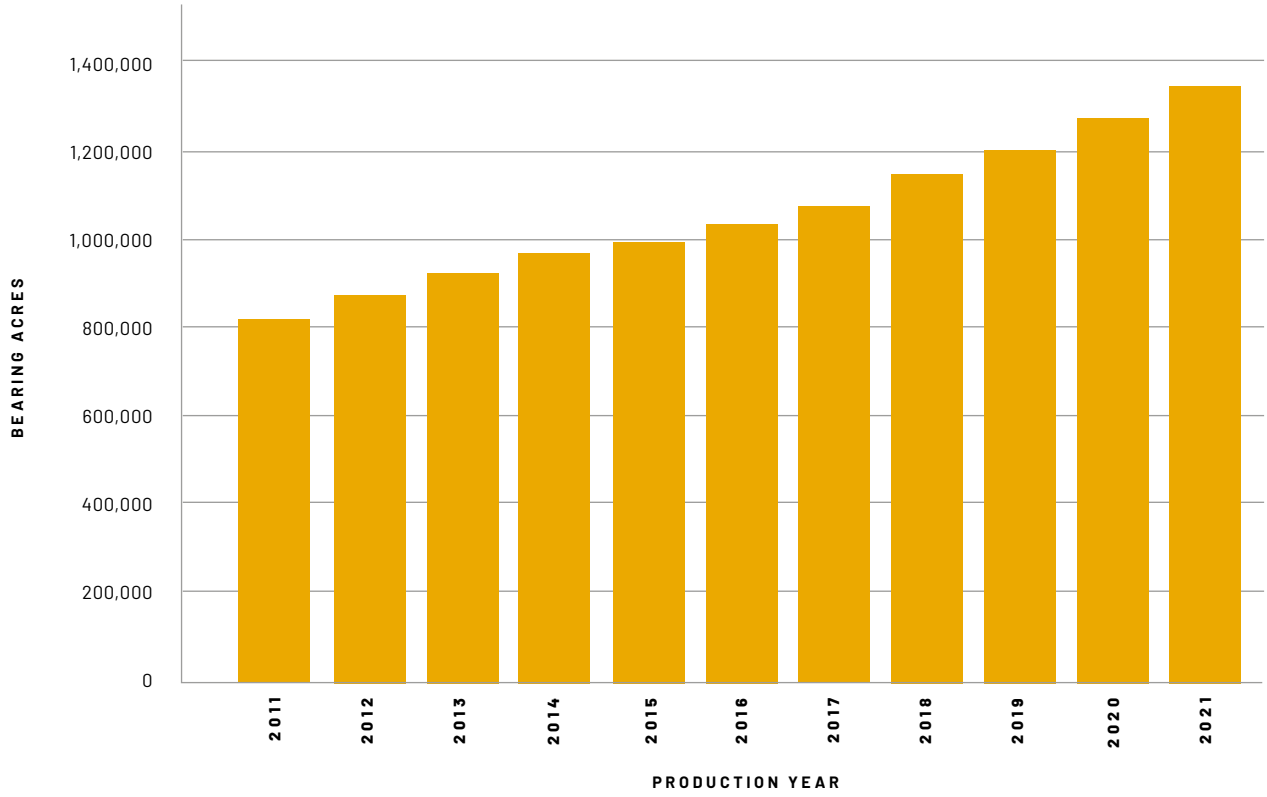
Sources: CPC & ACP Producer Delivery Reports & Acreage Surveys.
[1] Bearing acreage for 1989 to date is defined as plantings six years and older. Bearing acreage prior to 1989 is defined as plantings seven years and older
[2] Arizona & New Mexico data included starting in the 2010/2011 Crop Year

*Prior to 1998 closed shell was included in shelling stock.

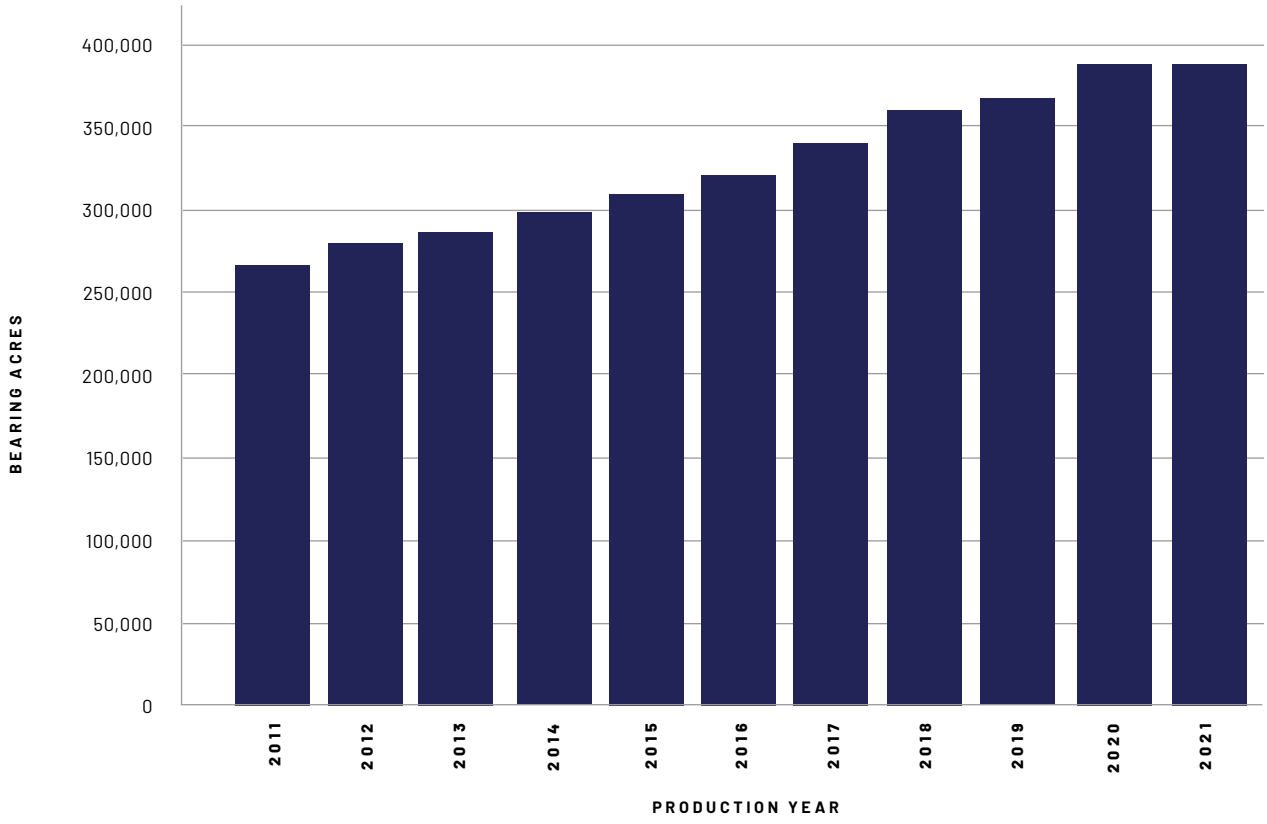
Tree Nut Acreage Comparison



Almonds

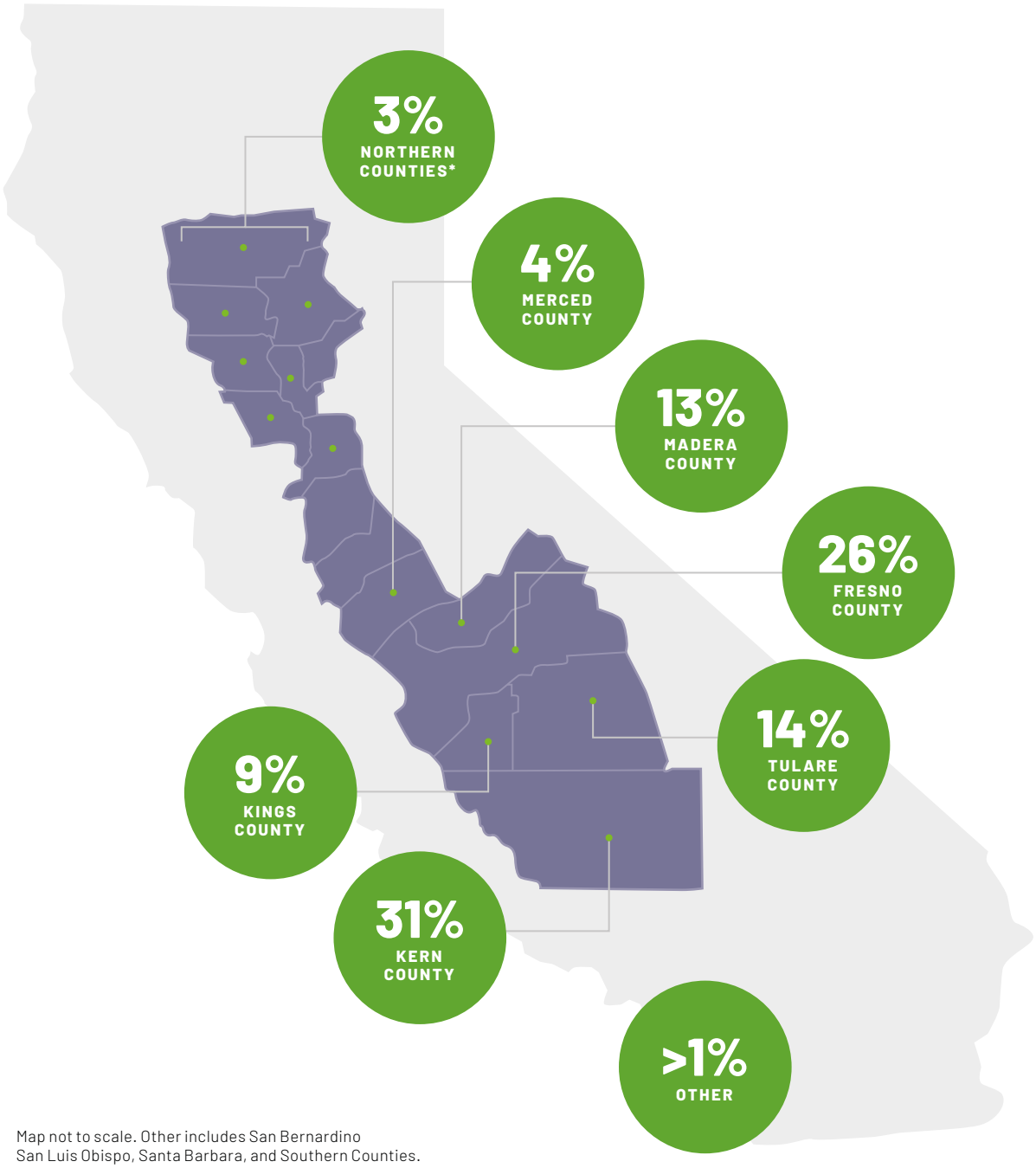


Walnuts



2021 California Pistachio Production

by District and County



Map not to scale. Other includes San Bernardino San Luis Obispo, Santa Barbara, and Southern Counties.

*Butte, Colusa, Glenn, Placer, Sacramento, Solano, Sutter, Tehama and Yolo

2021 Bearing Acreage, Production and Yield Per Acre

by District and County

AREA	BEARING ACRES*	OPEN IN-SHELL	CLOSED SHELL	SHELLING STOCK	TOTAL PRODUCTION (POUNDS)	YIELD/ BEARING ACRE (POUNDS)
DISTRICT 1**						
KERN	124,837	341,860,806	37,297,098	21,257,755	400,415,659	3,208
SAN BERNARDINO(1)	382	196,181	65,942	15,184	277,307	726
SAN LUIS OBISPO	238	238,389	162,716	16,263	417,368	1,754
SANTA BARBARA	782	516,590	157,342	34,057	707,989	905
TULARE	58,262	123,303,113	11,906,212	14,755,897	149,965,222	2,574
DISTRICT 1 TOTALS	**184,501**	**466,115,079**	**49,589,310**	**36,079,156**	**551,783,545**	**2,991**
DISTRICT 2						
FRESNO	107,003	280,793,233	30,339,984	18,290,214	329,423,431	3,079
KINGS	38,115	76,396,466	6,063,515	5,649,174	88,109,155	2,312
MADERA	52,425	99,604,154	11,891,601	7,464,652	118,960,407	2,269
MERCED	16,415	34,731,549	4,540,000	2,788,747	42,060,296	2,562
DISTRICT 2 TOTALS	**213,958**	**491,525,402**	**52,835,100**	**34,192,787**	**578,553,289**	**2,704**
DISTRICT 3**						
NORTHERN COUNTIES(2)	9,519	17,141,431	2,319,102	1,692,393	21,152,926	2,222
SOUTHERN COUNTIES(3)	788	1,674,787	252,050	100,571	2,027,408	2,573
DISTRICT 3 TOTALS	**10,307**	**18,816,218**	**2,571,152**	**1,792,964**	**23,180,334**	**2,249**
CALIFORNIA TOTALS	**408,766**	**976,456,699**	**104,995,562**	**72,064,907**	**1,153,517,168**	**2,822**
DISTRICT 4 TOTALS***	**N/A**	**6,906,232**	**681,979**	**426,917**	**8,015,128**	**N/A**
TOTAL US PISTACHIO CROP		**983,362,931**	**105,677,541**	**72,491,824**	**1,161,532,296**	

Sources: Administrative Committee for Pistachios Processors' Producer Delivery Reports and Acreage Surveys

(1) Includes Los Angeles and Riverside Counties
(2) Butte, Colusa, Glenn, Placer, Sacramento, Solano, Sutter, Tehama, Yolo, Yuba
(3) Alameda, Calaveras, Contra Costa, San Joaquin, Santa Clara, Stanislaus

* Bearing Acres Source: Land IQ. California Statewide Pistachio Mapping - 2020.
- Based on imagery from USDA National Agricultural Imaging Program (NAIP), USGS Landsat, and private imagery resources.
- Bearing acreage is defined as plantings six years old and older.

** Counties with few growers have been combined due to privacy issues.

*** District 4 is Arizona and New Mexico

California Pistachio Production History

by Year from 1979-1999

YEAR	TOTAL PRODUCTION	OPEN IN-SHELL	PERCENT OF TOTAL PRODUCTION	CLOSED SHELL*	PERCENT OF TOTAL PRODUCTION	SHELLING STOCK	PERCENT OF TOTAL PRODUCTION	YIELD (POUNDS/ ACRE)
1979	17,200,000	17,200,000	-	-	-	n/a	n/a	676
1980	27,200,000	18,600,000	68.4%	-	-	8,600,000	31.6%	1,055
1981	14,147,875	10,903,242	77.1%	-	-	3,244,633	22.9%	523
1982	43,214,539	37,366,499	86.5%	-	-	5,848,040	13.5%	1,468
1983	26,319,156	20,886,616	79.4%	-	-	5,432,540	20.6%	844
1984	62,638,990	45,171,125	72.1%	-	-	17,467,865	27.9%	2,027
1985	27,288,795	22,497,527	82.4%	-	-	4,791,268	17.6%	838
1986	76,693,882	64,518,438	84.1%	-	-	12,175,444	15.9%	2,240
1987	33,458,574	29,152,439	87.1%	-	-	4,306,135	12.9%	818
1988	96,402,259	71,989,599	74.7%	-	-	24,412,660	25.3%	2,117
1989	39,514,481	33,186,931	84.0%	-	-	6,327,550	16.0%	800
1990	117,294,912	92,657,459	79.0%	-	-	24,637,453	21.0%	2,375
1991	76,429,547	58,913,785	77.1%	-	-	17,515,762	22.9%	1,465
1992	146,500,153	114,320,726	78.0%	-	-	32,179,427	22.0%	2,592
1993	150,906,921	112,645,883	74.7%	-	-	38,261,038	25.3%	2,648
1994	128,328,015	94,074,802	73.3%	-	-	34,253,213	26.7%	2,232
1995	147,652,532	107,342,387	72.7%	-	-	40,310,145	27.3%	2,449
1996	104,324,193	84,469,382	81.0%	-	-	19,854,811	19.0%	1,622
1997	179,492,470	136,616,006	76.1%	-	-	42,876,464	23.9%	2,746
1998	187,487,319	137,644,225	73.4%	38,644,205	20.6%	11,198,889	6.0%	2,757
1999	122,391,521	104,374,839	85.3%	12,029,978	9.8%	5,986,704	4.9%	1,724

*Prior to 1998 closed shell was included in shelling stock.

Sources:
1979 - 2006: California Pistachio Commission Processors' Producer Delivery Reports and Acreage Surveys.
2007 - Present: Administrative Committee for Pistachios Processors' Producer Delivery Reports and Acreage Surveys.

California Pistachio Production History

by Year from 2000-2021

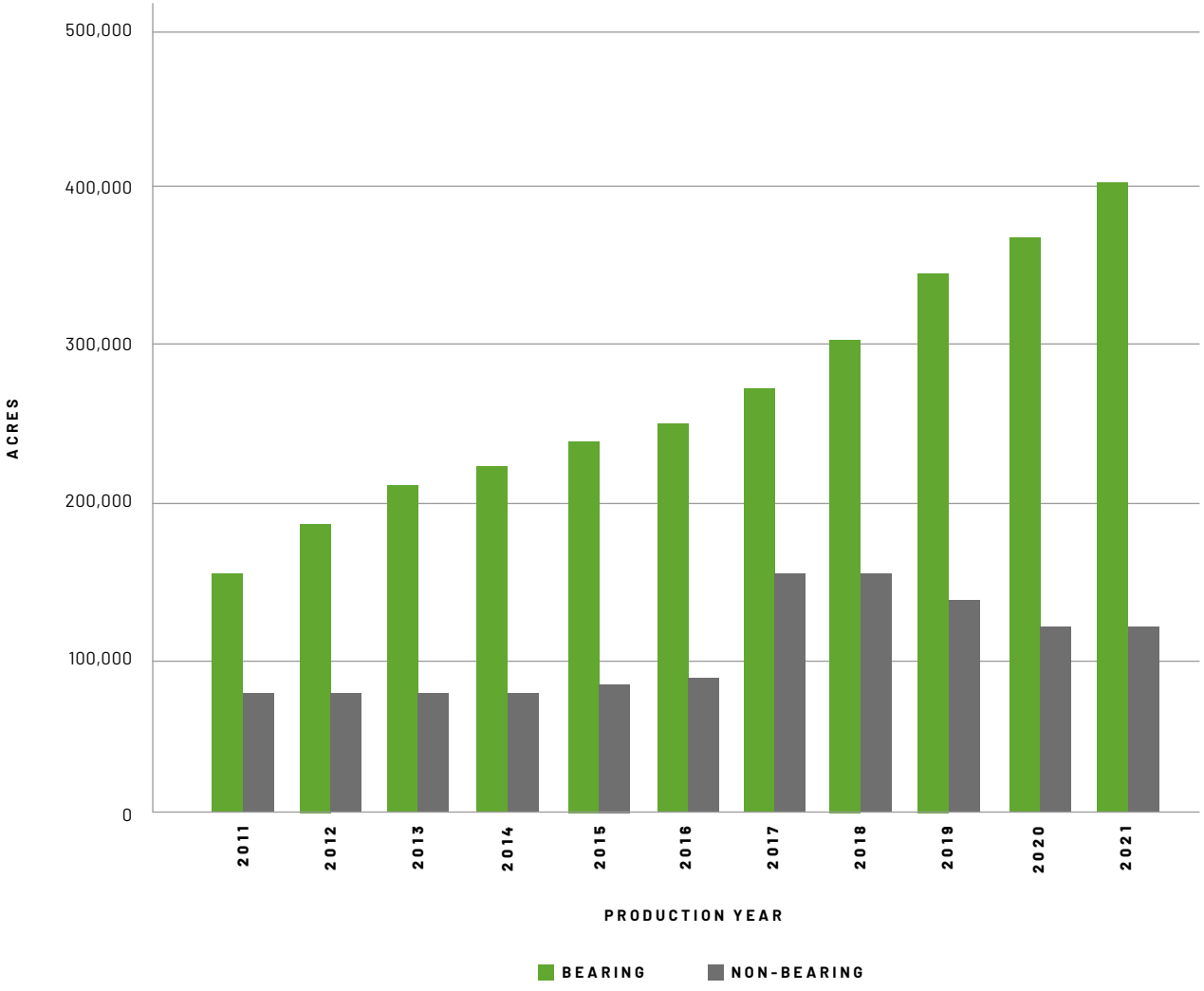
YEAR	TOTAL PRODUCTION	OPEN IN-SHELL	PERCENT OF TOTAL PRODUCTION	CLOSED SHELL*	PERCENT OF TOTAL PRODUCTION	SHELLING STOCK	PERCENT OF TOTAL PRODUCTION	YIELD (POUNDS/ ACRE)
2000	241,554,218	188,796,676	78.2%	38,638,066	16.0%	14,119,476	5.8%	3,239
2001	160,295,282	125,849,554	78.5%	26,356,995	16.4%	8,088,733	5.1%	2,055
2002	302,434,693	241,664,914	79.9%	42,096,386	13.9%	18,673,390	6.2%	3,644
2003	118,042,323	89,248,483	75.6%	22,072,569	18.7%	6,721,271	5.7%	1,341
2004	346,781,488	253,920,610	73.2%	73,011,946	21.1%	19,848,932	5.7%	3,729
2005	282,385,160	214,575,387	76.0%	56,858,178	20.1%	10,951,595	3.9%	2,701
2006	237,471,763	200,234,652	84.3%	25,004,012	10.5%	12,233,099	5.2%	2,111
2007	415,694,893	332,444,535	80.0%	53,953,597	13.0%	29,296,761	7.0%	3,615
2008	277,990,206	230,547,823	82.9%	36,538,701	13.1%	10,903,682	3.9%	2,353
2009	354,510,976	289,857,258	81.8%	48,436,667	13.7%	16,217,051	4.6%	2,822
2010	521,798,038	377,922,848	72.4%	124,552,672	23.9%	19,322,518	3.7%	3,806
2011	443,814,053	340,629,631	76.8%	86,846,692	19.6%	16,337,730	3.7%	2,902
2012	550,984,409	463,303,334	84.1%	67,233,364	12.2%	20,447,710	3.7%	3,100
2013	469,344,208	378,050,138	80.5%	69,415,633	14.8%	21,878,437	4.7%	2,312
2014	513,626,672	407,691,332	79.4%	88,500,092	17.2%	17,435,248	3.4%	2,329
2015	270,096,856	203,538,562	75.4%	53,607,893	19.8%	12,950,401	4.8%	1,161
2016	896,486,671	666,568,699	74.4%	169,579,930	18.9%	60,338,042	6.7%	3,745
2017	600,277,324	460,584,779	76.7%	98,732,689	16.4%	40,959,856	6.8%	2,397
2018	986,656,177	741,650,951	75.2%	197,014,326	20.0%	47,990,900	4.9%	3,736
2019	740,395,641	575,706,796	77.8%	132,847,155	17.9%	31,841,690	4.3%	2,566
2020	1,042,117,226	864,543,877	83.0%	119,852,892	11.5%	57,720,457	5.5%	2,806
2021	**1,153,517,168**	**976,456,699**	**84.7%**	**104,995,562**	**9.1%**	**72,064,907**	**6.2%**	**2,822**

*Prior to 1998 closed shell was included in shelling stock.

Sources:
1979 - 2006: California Pistachio Commission Processors' Producer Delivery Reports and Acreage Surveys.
2007 - Present: Administrative Committee for Pistachios Processors' Producer Delivery Reports and Acreage Surveys.

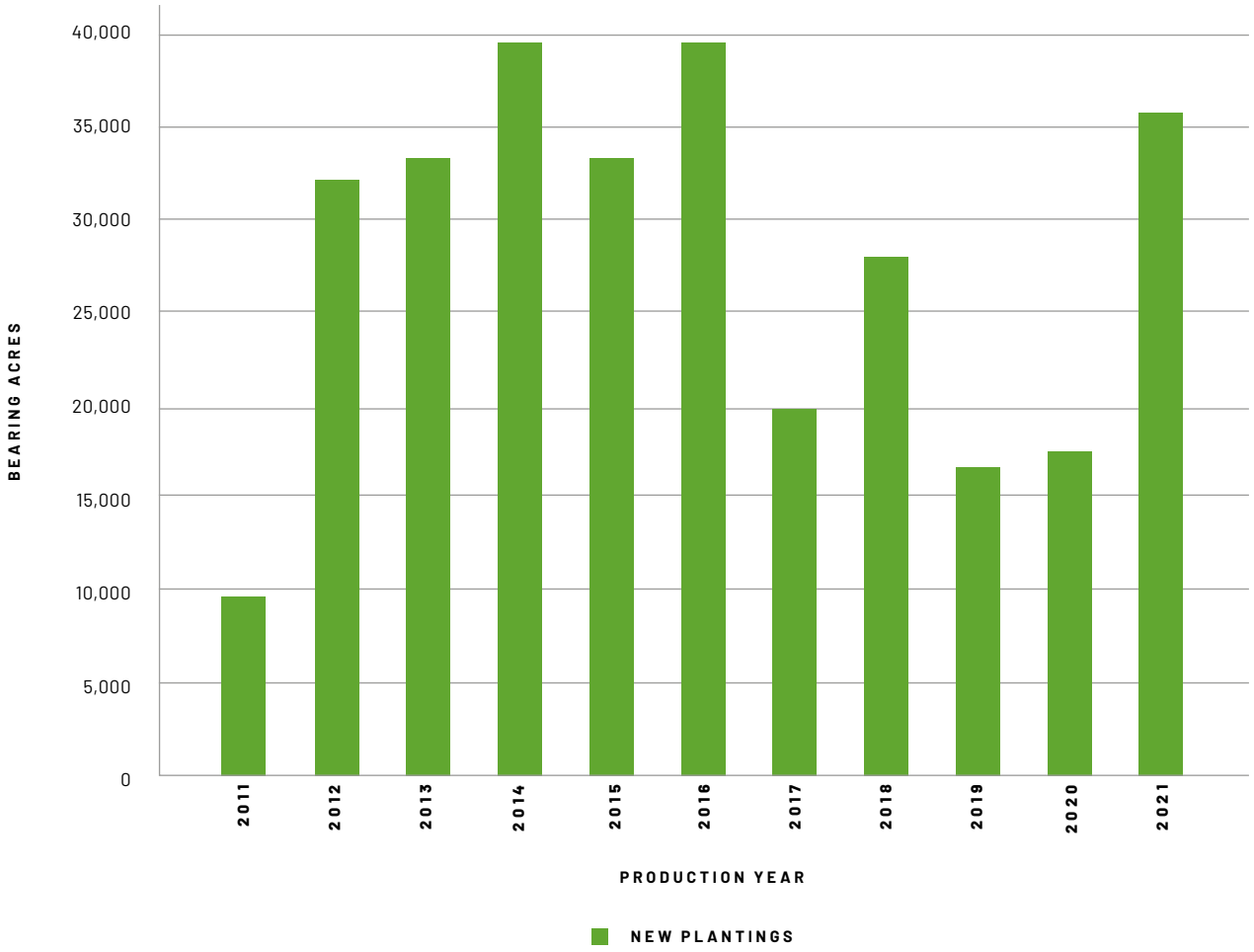
California Pistachio Bearing vs. Non-Bearing

In Acres



California Pistachio New Plantings

In Acres



California Pistachio Acreage and Crop Value

	ACREAGE				YIELD		CROP VALUE		
YEAR	BEARING	NON-BEARING	TOTAL	NEW PLANTINGS	BEARING YIELD/ACRE	PRODUCTION (MILLION POUNDS)	AVERAGE RETURN/ POUND[1]	TOTAL VALUE (MILLION $)	VALUE/ BEARING ACRE
1979	25,440	6,211	31,651	666	676	17.2	1.60	27.50	1,081
1980	25,773	8,989	34,762	1,382	1,055	27.2	2.05	55.80	2,165
1981	27,541	13,084	40,625	6,494	523	14.4	1.36	19.60	712
1982	29,902	15,619	45,521	5,002	1,468	43.9	1.49	63.70	2,130
1983	31,143	15,959	47,102	4,349	844	26.3	1.41	37.30	1,198
1984	30,788	16,794	47,582	2,488	2,027	63.0	0.98	61.70	2,004
1985	32,332	18,739	51,071	5,126	838	27.1	1.37	36.60	1,132
1986	34,243	20,438	54,681	2,579	2,240	76.7	1.12	85.90	2,509
1987	40,985	16,365	57,350	1,266	818	33.0	1.37	47.20	1,152
1988	47,234	10,258	57,492	1,461	2,117	93.4	1.22	109.30	2,314
1989	50,900	12,000	62,900	3,209	800	38.8	1.63	63.20	1,242
1990	53,700	11,100	64,800	2,655	2,375	119.9	1.02	129.50	2,412
1991	55,700	13,300	69,000	3,686	1,465	76.3	1.25	100.70	1,808
1992	56,500	13,900	70,400	2,894	2,592	146.5	1.03	150.90	2,671
1993	57,000	15,700	72,700	2,480	2,648	150.9	1.07	161.50	2,833
1994	57,507	16,633	74,140	3,568	2,232	128.3	0.92	118.10	2,054
1995	60,300	13,400	73,700	3,413	2,449	147.7	1.09	160.94	2,669
1996	64,300	17,100	81,400	4,872	1,622	104.3	1.16	120.99	1,882
1997	65,373	17,062	82,435	3,839	2,746	179.5	1.13	202.84	3,103
1998	68,000	19,300	87,300	3,620	2,757	187.5	1.03	193.10	2,840
1999	71,000	21,000	92,000	5,496	1,724	122.4	1.33	162.78	2,293

Sources: CPC, ACP Land IQ Reports, and CASS/NASS statistical data
[1] Weighted average which includes shelling stock. NASS periodically revises these numbers.
[2] Based on Land IQ Bearing/Non-Bearing Acreage data (with adjustments in 2011/2012)
[3] Based on Land IQ bearing/Non-Bearing Acreage Reports for 2017 and forward. Yield has changed from previously reported statistics.
[4] Previously reported as: 2017 - 2,397; 2018 - 3,736; 2019 - 2,566
[5] NASS suspended data collection in 2016-2017. The average return per pound for these two years have not been updated and are likely erroneous.
[6] NASS updated 2019average return May 2021(was 2.62)
[7] Acreage based on county pesticide permit records

California Pistachio Acreage and Crop Value

	ACREAGE				YIELD		CROP VALUE		
YEAR	BEARING	NON-BEARING	TOTAL	NEW PLANTINGS	BEARING YIELD/ACRE	PRODUCTION (MILLION POUNDS)	AVERAGE RETURN/ POUND[1]	TOTAL VALUE (MILLION $)	VALUE/ BEARING ACRE
2000	74,578	21,730	96,308	3,903	3,239	241.6	1.01	244.02	3,272
2001	78,000	23,500	101,500	8,025	2,055	160.3	1.01	161.90	2,076
2002	83,000	23,000	106,000	2,475	3,644	302.4	1.10	332.64	4,008
2003	88,000	23,000	111,000	3,016	1,341	118.0	1.22	143.96	1,636
2004	93,000	24,733	117,733	7,314	3,729	346.8	1.34	464.71	4,997
2005	104,552	32,295	136,847	11,465	2,701	282.4	2.05	578.92	5,537
2006	112,532	40,112	152,644	15,842	2,110	237.5	1.89	448.88	3,989
2007	115,007	62,341	177,348	24,794	3,615	415.7	1.41	586.14	5,097
2008	118,133	78,155	196,288	18,740	2,353	278.0	2.05	569.90	4,824
2009	125,637	82,969	208,606	12,128	2,822	354.5	1.67	592.02	4,712
2010	137,102	78,234	215,336	6,730	3,806	521.8	2.22	1,158.40	8,449
2011	152,944	73,392	226,336	9,017[2]	2,902	443.8	1.98	878.72	5,745
2012	177,738	62,308	240,046	30,625[2]	3,100	551.0	2.61	1,438.11	8,091
2013	202,997	68,068	271,065	32,048	2,312	469.3	3.48	1,633.16	8,045
2014	220,527	75,940	294,467	37,687	2,329	513.6	3.57	1,833.55	8,314
2015	232,655	79,210	311,865	31,641	1,161	270.1	3.29	888.63	3,820
2016	239,385	78,210	317,595	37,380	3,745	896.5	1.68[5]	1,506.12	6,292
2017[3]	270,010	157,169	427,179	18,413	2,220[4]	600.3	1.69[5]	1,014.51	3,757
2018	302,058	151,683	453,741	26,562	3,262	986.7	2.65	2,614.76	8,656
2019	339,745	129,226	468,971	15,230	2,177	740.4	2.81[6]	2,080.52	6,124
2020	371,386	114,121	485,507	16,536	2,806	1,042.1	2.75	2,865.78	7,716
2021	**408,766**	**111,129**	**519,895**[7]	**34,388**	**2,822**	**1,153.5**	**2021 average return unavailable**		

Sources: CPC, ACP Land IQ Reports, and CASS/NASS statistical data

[1] Weighted average which includes shelling stock. NASS periodically revises these numbers.

[2] Based on Land IQ Bearing/Non-Bearing Acreage data (with adjustments in 2011/2012)

[3] Based on Land IQ bearing/Non-Bearing Acreage Reports for 2017 and forward. Yield has changed from previously reported statistics.

[4] Previously reported as: 2017 - 2,397; 2018 - 3,736; 2019 - 2,566

[5] NASS suspended data collection in 2016-2017. The average return per pound for these two years have not been updated and are likely erroneous.

[6] NASS updated 2019average return May 2021 (was 2.62)

[7] Acreage based on county pesticide permit records

Open In-Shell Shipments/ Inventory Carryover History

CROP YEAR	NEW CROP (OPEN IN-SHELL)[1]	INVENTORY ADJUSTMENTS[2]	TOTAL SALABLE SUPPLY	DOMESTIC SHIPMENTS	EXPORT SHIPMENTS[3]	TOTAL SHIPMENTS	INVENTORY CARRYOUT/ CARRYIN
1986/87	64,518,438	(8,791,131)	66,789,201	37,271,746	3,754,449	41,026,195	25,763,006
1987/88	29,152,439	(1,800,790)	53,114,655	40,276,878	6,266,497	46,543,375	6,571,280
1988/89	71,989,599	4,112,916	82,673,795	48,158,964	11,190,380	59,349,344	23,324,451
1989/90	33,186,931	(3,202,786)	53,308,596	35,311,575	5,753,338	41,064,913	12,243,683
1990/91	92,657,459	2,523,709	107,424,851	63,387,571	16,113,721	79,501,292	27,923,559
1991/92	58,913,785	6,647,377	93,484,721	59,662,021	25,921,087	85,583,108	7,901,613
1992/93	114,320,726	10,897,159	133,119,498	76,037,890	34,635,897	110,673,787	22,445,711
1993/94	112,645,883	3,571,570	138,663,164	69,590,108	32,555,293	102,145,401	36,517,763
1994/95	94,074,802	9,028,163	139,620,728	80,314,468	36,071,219	116,385,687	23,235,041
1995/96	107,342,387	(1,480,859)	129,096,569	69,740,482	39,330,159	109,070,641	20,025,928
1996/97	84,469,382	1,988,738	106,484,048	58,683,031	33,203,907	91,886,938	14,597,110
1997/98	136,616,006	5,081,231	156,294,347	74,821,240	66,380,564	141,201,804	15,092,543
1998/99	137,644,225	7,873,838	160,610,606	85,112,260	49,995,685	135,107,945	25,502,661
1999/00	104,374,839	(3,392,808)	126,484,692	76,866,274	33,061,606	109,927,880	16,556,812
2000/01	188,793,654	(515,762)	204,834,704	106,683,890	48,008,950	154,692,840	48,409,891
2001/02	125,849,554	(8,249,269)	166,010,176	97,347,328	55,355,787	152,703,115	13,307,061
2002/03	241,656,847	(6,455,957)	248,507,951	97,959,721	63,773,344	161,733,065	86,774,886
2003/04	89,255,589	(3,984,770)	172,045,705	111,929,789	53,169,870	165,099,659	6,946,046
2004/05	253,920,610	(11,043,286)	249,823,370	105,773,078	95,761,666	201,534,744	48,288,626
2005/06	214,575,387	(4,204,583)	258,659,430	85,915,717	82,552,955	168,468,672	90,190,758
2006/07	200,234,652	(34,185,741)	256,239,669	87,363,653	97,983,575	185,347,228	70,892,441

[1]Only open in-shell is reported as this is the industry standard for determining inventory carrover.
[2]Inventory adjustments include splitting and shelling adjustments as well as inventory adjustments resulting from processing loss and inventory corrections.
[3]Countries of destination may be found in Year End Shipment Reports (www.acpistachios.org/statistics.htm)
[4]District 4 data included starting with the 2010/2011 Crop Year

Open In-Shell Shipments/ Inventory Carryover History

CROP YEAR	NEW CROP (OPEN IN-SHELL)[1]	INVENTORY ADJUSTMENTS[2]	TOTAL SALABLE SUPPLY	DOMESTIC SHIPMENTS	EXPORT SHIPMENTS[3]	TOTAL SHIPMENTS	INVENTORY CARRYOUT/ CARRYIN
2007/08	332,378,075	(26,075,313)	377,563,791	115,787,557	168,995,508	284,783,065	92,780,726
2008/09	230,547,823	(3,125,768)	320,202,781	85,313,225	183,089,493	268,402,718	51,800,063
2009/10	289,857,258	(10,950,254)	330,707,067	114,842,769	192,436,136	307,278,905	23,428,162
2010/14	381,890,117	(30,363,452)	374,954,827	122,456,770	173,191,437	295,648,207	79,306,620
2011/12	343,786,231	(30,876,217)	392,216,634	153,904,736	200,542,576	354,447,312	37,769,322
2012/13	466,618,504	(34,760,117)	469,627,709	146,797,517	237,746,411	384,543,928	85,083,781
2013/14	382,681,859	(31,379,912)	436,385,728	125,696,820	255,976,908	381,673,728	54,712,000
2014/15	412,063,855	(49,541,570)	417,234,285	116,481,103	194,362,124	310,843,227	106,391,058
2015/16	207,217,512	(34,886,402)	278,722,168	106,066,958	125,698,802	231,765,760	46,956,408
2016/17	671,310,748	(76,994,846)	641,272,310	162,727,388	352,485,698	515,213,086	126,059,224
2017/18	463,815,722	(64,571,025)	525,303,921	169,561,852	323,752,564	493,314,416	31,989,505
2018/19	746,858,150	(82,142,973)	696,704,682	181,444,677	452,819,647	634,264,324	62,440,358
2019/20	582,111,271	(76,294,888)	568,256,741	170,971,201	311,802,984	482,774,185	85,482,556
2020/21	**871,450,109**	**(130,446,533)**	**826,486,132**	**184,157,798**	**439,400,199**	**623,557,997**	**202,928,135**

[1]Only open in-shell is reported as this is the industry standard for determining inventory carrover.
[2]Inventory adjustments include splitting and shelling adjustments as well as inventory adjustments resulting from processing loss and inventory corrections.
[3]Countries of destination may be found in Year End Shipment Reports (www.acpistachios.org/statistics.htm)
[4]District 4 data included starting with the 2010/2011 Crop Year

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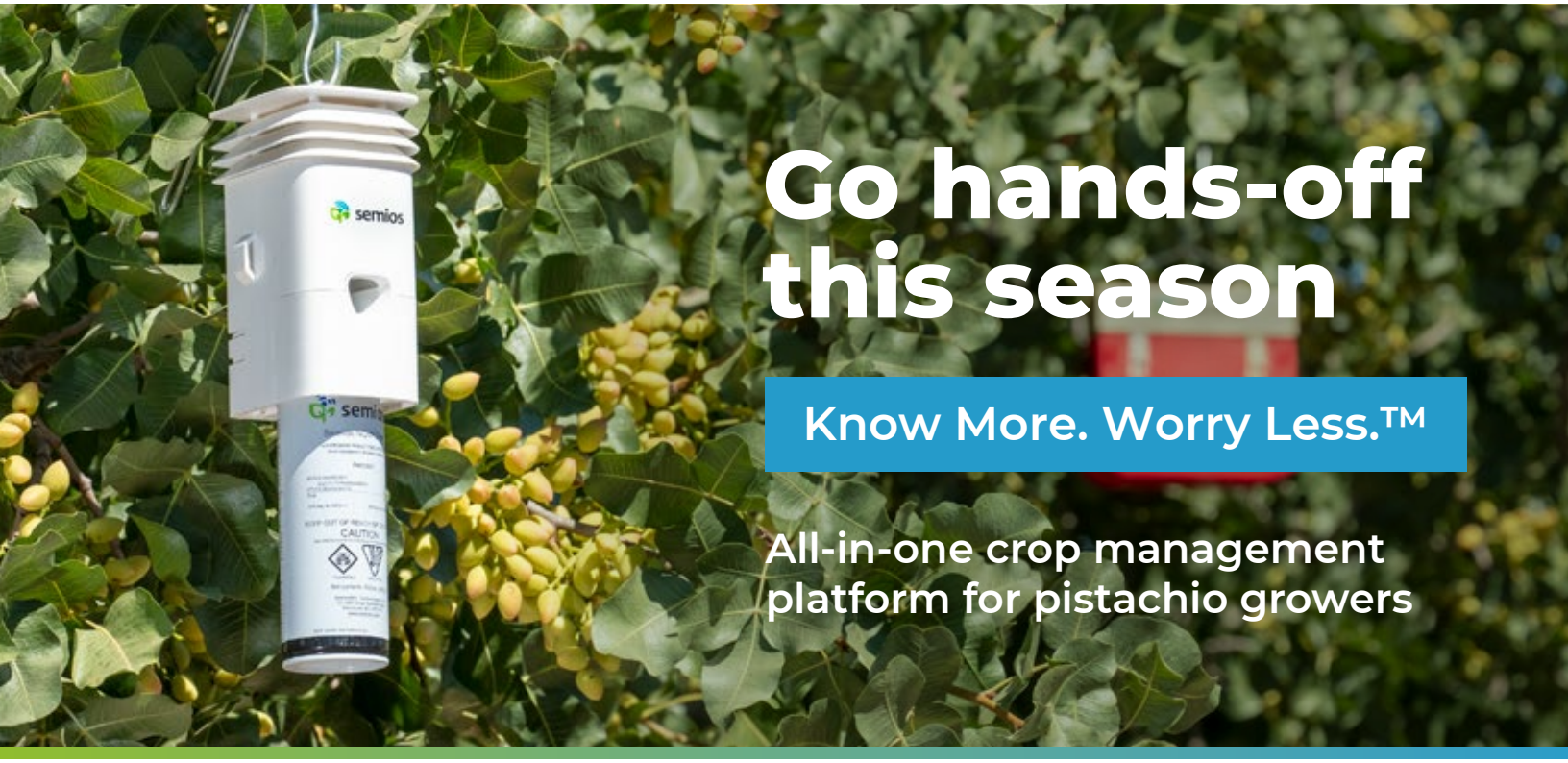

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Pistachio Shipments In Pounds

	OPEN IN-SHELL				ARTIFICIALLY OPENED			
DOMESTIC	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
SEPTEMBER	12,719,759	10,313,269	12,430,928	12,999,930	0	0	0	0
OCTOBER	15,539,704	16,014,289	17,421,634	12,456,184	0	0	0	0
NOVEMBER	15,265,216	16,589,570	18,514,845	15,515,588	0	0	0	0
DECEMBER	18,689,882	19,815,842	16,567,337	18,129,883	0	0	0	0
JANUARY	14,937,005	15,826,754	13,450,115	17,902,073	0	0	0	0
FEBRUARY	13,332,443	12,845,046	11,281,145	15,278,845	0	0	0	0
MARCH	15,684,645	16,589,612	17,430,252	15,561,039	0	0	0	0
APRIL	13,654,943	16,145,273	10,926,033	14,695,977	0	0	0	0
MAY	10,878,864	15,472,483	12,919,088	13,351,453	0	0	0	0
JUNE	15,614,032	15,384,112	14,536,102	16,667,738	0	0	0	0
JULY	11,191,310	11,985,208	11,667,573	15,502,404	0	0	0	0
AUGUST	12,054,049	14,463,219	13,826,149	16,096,684	0	0	0	0
TOTAL DOMESTIC	169,561,852	181,444,677	170,971,201	184,157,798	0	0	0	0
SHIPMENTS	34.4%	28.6%	35.4%	29.5%	0.0%	0.0%	0.0%	0.0%
EXPORT	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
SEPTEMBER	17,942,013	19,543,899	16,248,842	20,516,300	0	0	0	0
OCTOBER	49,857,922	55,073,857	47,613,315	47,876,438	0	0	0	0
NOVEMBER	62,969,403	87,553,423	55,317,251	76,367,661	0	0	0	0
DECEMBER	38,518,964	30,817,840	21,530,641	56,534,335	0	0	0	0
JANUARY	24,790,542	31,331,306	31,546,884	27,417,397	0	0	0	0
FEBRUARY	22,626,185	30,745,542	24,208,586	28,264,700	0	0	0	0
MARCH	28,645,024	47,127,227	28,800,733	29,558,336	0	0	0	0
APRIL	23,944,876	35,788,923	23,766,503	29,998,884	0	0	0	0
MAY	16,588,659	28,926,374	17,871,432	28,257,992	0	0	0	0
JUNE	19,056,153	28,626,381	17,993,421	35,839,042	0	0	0	0
JULY	14,019,826	29,099,019	13,262,578	26,403,827	0	0	0	0
AUGUST	4,792,997	28,185,856	13,642,798	32,365,287	0	0	0	0
TOTAL EXPORT	323,752,564	452,819,647	311,802,984	439,400,199	0	0	0	0
SHIPMENTS	65.6%	71.4%	64.6%	70.5%	0.0%	0.0%	0.0%	0.0%
YEAR TOTALS	**493,314,416**	**634,264,324**	**482,774,185**	**623,557,997**	**0**	**0**	**0**	**0**

Administrative Committee for Pistachios Inventory/Shipment Reports

Pistachio Shipments In Pounds

	CLOSED SHELL				SHELLING STOCK			
DOMESTIC	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
SEPTEMBER	90,985	0	61,385	116,611	239,815	0	135,776	105,025
OCTOBER	217,000	245,205	69,258	60,940	38,000	285,238	198,916	189,144
NOVEMBER	220,000	0	102,012	0	0	0	0	0
DECEMBER	44,000	44,000	2,645	0	0	0	15,340	385,000
JANUARY	8,415	0	24,806	0	246,453	0	6,175	11,000
FEBRUARY	0	52,998	116,963	105,772	0	0	213,012	9,309
MARCH	20,000	44,785	115,721	0	196,730	6,126	14,304	88,000
APRIL	44,000	499,921	176,000	6,073	44,768	77,466	42,000	51,343
MAY	0	47,129	336,594	9,326	88,000	47,855	51,416	22,594
JUNE	44,000	44,801	70,489	49,932	35,450	23,833	60,588	21,850
JULY	0	0	-64,842	60,096	0	62,257	-8,578	29,270
AUGUST	4,400	0	1,255	196,250	79,746	0	402	66,515
TOTAL DOMESTIC	692,800	978,839	1,012,286	605,000	968,962	502,775	729,351	979,050
SHIPMENTS	1.1%	1.1%	3.4%	6.7%	15.5%	3.1%	10.5%	30.3%
EXPORT	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
SEPTEMBER	1,971,300	2,639,800	1,625,036	1,145,120	424,600	2,480,500	792,059	20,672
OCTOBER	11,219,015	7,297,351	7,916,320	2,137,818	0	1,253,883	648,243	250,984
NOVEMBER	9,858,450	18,935,292	6,882,463	1,441,621	88,000	1,721,756	55,285	189,605
DECEMBER	4,675,935	3,785,391	1,086,000	615,740	44,000	603,018	1,513,000	86,021
JANUARY	1,914,767	2,476,284	2,078,573	520,000	402,222	1,464,965	1,768,000	0
FEBRUARY	3,712,427	4,343,358	2,097,700	839,016	132,000	1,389,040	792,000	589,124
MARCH	5,810,699	8,338,521	1,320,472	493,755	352,000	1,895,409	421,554	272,383
APRIL	4,768,200	7,267,577	2,645,096	264,573	440,000	614,426	88,022	236,263
MAY	3,390,268	5,332,841	1,021,777	212,357	307,091	826,168	4,022	18,582
JUNE	3,737,635	12,481,645	726,098	143,158	220,000	988,764	78,279	18,350
JULY	3,668,287	10,520,940	637,098	136,298	888,692	931,310	51,993	380,788
AUGUST	5,589,000	7,565,532	615,920	478,379	1,979,850	1,367,910	14,076	192,558
TOTAL EXPORT	60,315,983	90,984,532	28,652,553	8,427,835	5,278,455	15,537,149	6,226,533	2,255,330
SHIPMENTS	98.9%	98.9%	96.6%	93.3%	84.5%	96.9%	89.5%	69.7%
YEAR TOTALS	**61,008,783**	**91,963,371**	**29,664,839**	**9,032,835**	**6,247,417**	**16,039,924**	**6,955,884**	**3,234,380**

Administrative Committee for Pistachios Inventory/Shipment Reports

Pistachio Shipments In Pounds

	KERNELS				GRAND TOTALS			
DOMESTIC	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
SEPTEMBER	2,644,948	2,980,868	3,395,431	4,238,654	15,695,507	13,294,137	16,023,520	17,460,220
OCTOBER	2,860,257	3,294,710	3,625,444	4,070,122	18,654,961	19,839,442	21,315,252	16,776,390
NOVEMBER	2,818,005	3,533,617	4,034,155	4,384,718	18,303,221	20,123,187	22,651,012	19,900,306
DECEMBER	3,182,189	3,428,002	3,534,888	5,235,660	21,916,071	23,287,844	20,120,210	23,750,543
JANUARY	3,322,326	3,696,971	4,551,688	4,798,799	18,514,199	19,523,725	18,032,784	22,711,872
FEBRUARY	2,580,069	3,277,720	4,462,633	4,396,158	15,912,512	16,175,764	16,073,753	19,790,084
MARCH	3,342,677	3,917,022	5,722,871	5,927,784	19,244,052	20,557,545	23,283,148	21,576,823
APRIL	3,241,142	3,210,878	3,688,465	6,367,641	16,984,853	19,933,538	14,832,498	21,121,034
MAY	4,097,332	3,497,740	3,572,708	4,666,752	15,064,196	19,065,207	16,879,806	18,050,125
JUNE	3,619,159	3,711,121	4,295,885	6,395,476	19,312,641	19,163,867	18,963,064	23,134,996
JULY	3,120,917	3,919,811	3,975,327	5,420,166	14,312,227	15,967,276	15,569,480	21,011,936
AUGUST	4,059,068	5,031,623	4,570,077	5,349,079	16,197,263	19,494,842	18,397,883	21,708,528
TOTAL DOMESTIC	38,888,089	43,500,083	49,429,572	61,251,009	210,111,703	226,426,374	222,142,410	246,992,857
SHIPMENTS	64.1%	69.3%	71.4%	75.7%	33.8%	28.1%	37.7%	34.5%
EXPORT	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
SEPTEMBER	1,539,168	923,003	1,401,399	845,059	21,877,081	25,587,202	20,067,336	22,527,151
OCTOBER	1,225,008	953,692	904,770	1,143,067	62,301,945	64,578,783	57,082,648	51,408,307
NOVEMBER	1,772,547	1,354,306	2,039,335	1,332,751	74,688,400	109,564,777	64,294,334	79,331,638
DECEMBER	2,242,600	1,927,853	2,160,539	2,223,857	45,481,499	37,134,102	26,290,180	59,459,953
JANUARY	1,036,993	1,680,655	2,725,656	1,894,436	28,144,524	36,953,210	38,119,113	29,831,833
FEBRUARY	1,435,346	1,738,671	2,690,762	1,833,275	27,905,958	38,216,611	29,789,048	31,526,115
MARCH	1,784,022	1,704,611	2,175,461	2,252,842	36,591,745	59,065,768	32,718,220	32,577,316
APRIL	754,160	1,337,139	1,087,951	2,096,635	29,907,236	45,008,065	27,587,572	32,596,355
MAY	3,320,859	1,976,187	1,000,427	1,887,945	23,606,877	37,061,570	19,897,658	30,376,876
JUNE	3,003,081	1,428,179	1,150,228	1,586,963	26,016,869	43,524,969	19,948,026	37,587,513
JULY	2,895,603	2,361,339	998,715	1,199,954	21,472,408	42,912,608	14,950,384	28,120,867
AUGUST	753,543	1,848,811	1,460,511	1,356,394	13,115,390	38,968,109	15,733,305	34,392,618
TOTAL EXPORT	21,762,930	19,234,446	19,795,754	19,653,178	411,109,932	578,575,774	366,477,824	469,736,542
SHIPMENTS	35.9%	30.7%	28.6%	24.3%	66.2%	71.9%	62.3%	65.5%
YEAR TOTALS	**60,651,019**	**62,734,529**	**69,225,326**	**80,904,187**	**621,221,635**	**805,002,148**	**588,620,234**	**716,729,399**

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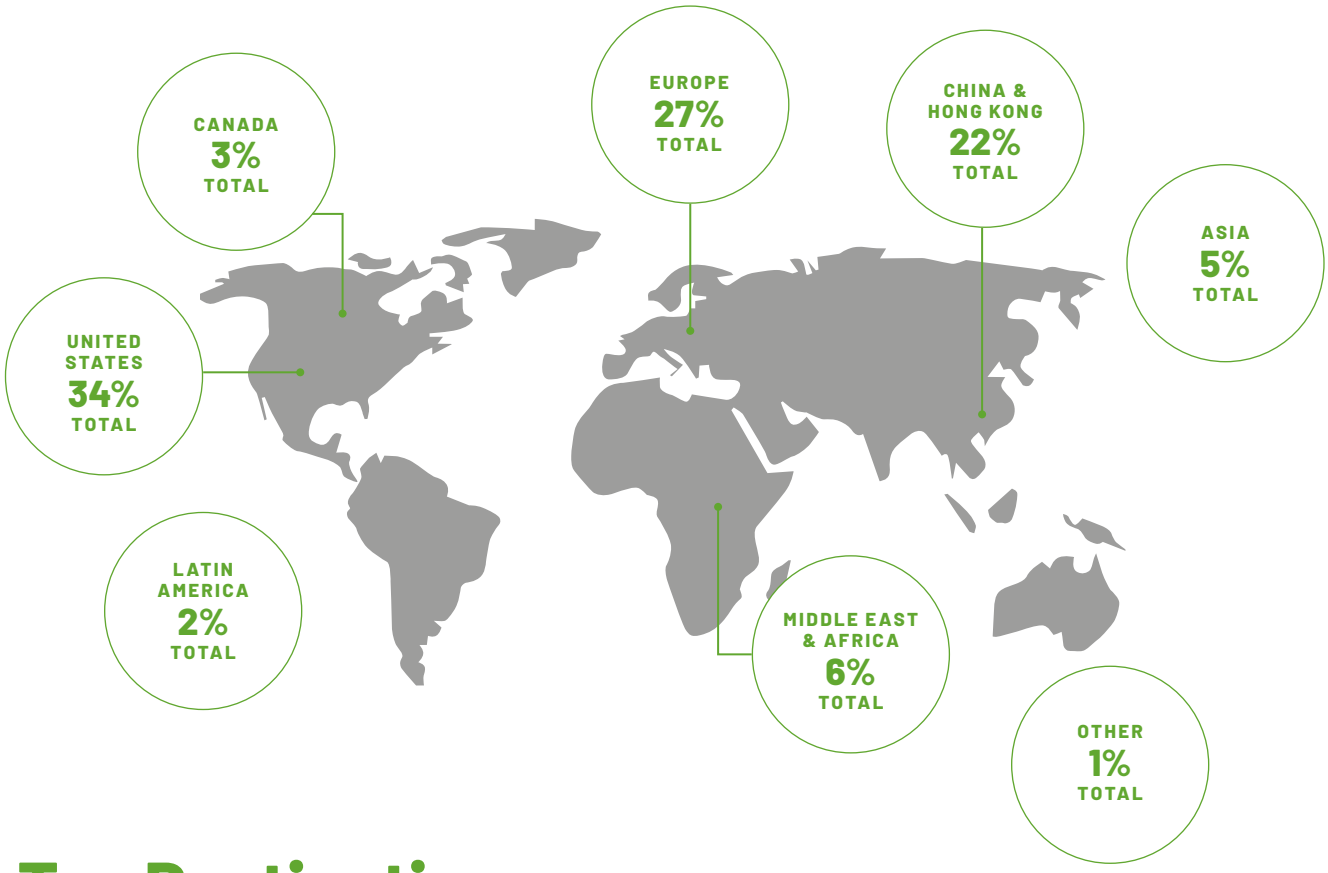
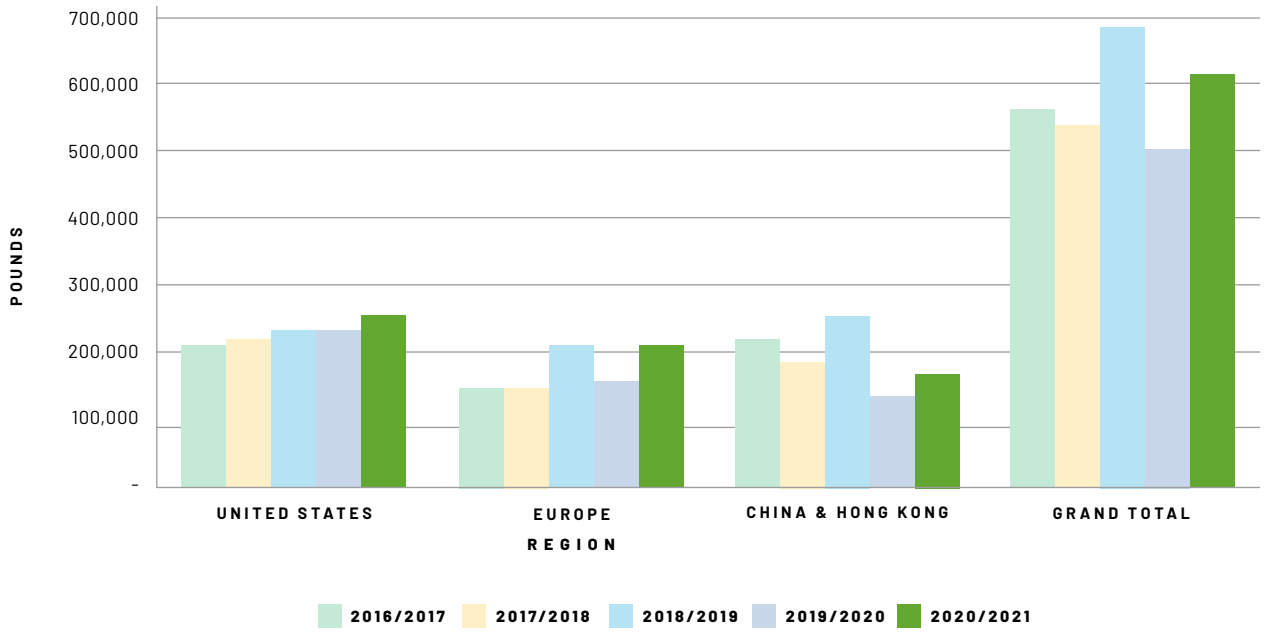
Shipment Destinations



Top Destinations



Exports by Destination In Pounds

	OPEN IN-SHELL				ARTIFICIALLY OPENED			
COUNTRY	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
ALGERIA	0	493,182	310,346	1,041,336	0	0	0	0
ARGENTINA	25,596	79,660	94,548	44,000	0	0	0	0
AUSTRALIA	5,254,651	5,763,249	3,975,435	2,996,539	0	0	0	0
BELGIUM	6,816,117	7,594,577	10,305,915	12,075,448	0	0	0	0
BRAZIL	385,945	541,514	298,074	149,561	0	0	0	0
BULGARIA	346,950	331,650	245,950	451,800	0	0	0	0
CANADA	16,411,290	17,581,863	16,097,232	18,635,376	0	0	0	0
CHILE	494,909	649,675	415,144	1,509,542	0	0	0	0
CHINA	78,487,908	98,241,354	70,363,118	122,281,474	0	0	0	0
COLOMBIA	321,612	528,075	735,522	620,591	0	0	0	0
COSTA RICA	0	57,505	64,585	72,170	0	0	0	0
CYPRUS	122,750	115,900	108,400	160,000	0	0	0	0
CZECH REPUBLIC	100,400	1,743,700	388,000	1,278,013	0	0	0	0
DENMARK	0	0	0	0	0	0	0	0
ECUADOR	80,000	115,750	136,000	259,750	0	0	0	0
EGYPT	335,576	1,085,952	2,007,077	3,622,725	0	0	0	0
FRANCE	5,460,600	9,258,161	6,767,206	7,940,852	0	0	0	0
GERMANY	38,392,656	61,031,535	57,784,069	76,906,340	0	0	0	0
GREECE	168,000	552,600	411,000	214,000	0	0	0	0
GUATEMALA	32,000	48,000	32,000	50,074	0	0	0	0
HONG KONG	50,038,646	70,069,408	29,333,796	28,833,876	0	0	0	0
INDIA	6,378,662	15,043,375	3,242,350	7,507,595	0	0	0	0
INDONESIA	24,007	42,256	52,006	60,231	0	0	0	0
ISRAEL	5,888,494	8,365,625	6,723,742	8,918,218	0	0	0	0
ITALY	5,629,921	8,722,800	7,035,251	10,586,472	0	0	0	0
JAPAN	2,502,500	3,722,360	3,716,975	4,296,869	0	0	0	0
KOREA	1,414,619	1,479,694	1,405,171	2,055,700	0	0	0	0
LATVIA	540,700	762,200	253,234	194,571	0	0	0	0
LEBANON	293,425	442,212	75,350		0	0	0	0
LITHUANIA	1,984,469	3,094,295	2,252,835	2,947,154	0	0	0	0
LUXEMBOURG	15,664,000	17,505,400	3,959,587	14,251,219	0	0	0	0
MALAYSIA	792,853	1,131,404	789,540	1,615,119	0	0	0	0
MEXICO	5,044,904	6,178,830	6,137,669	9,718,116	0	0	0	0
NETHERLANDS	17,167,088	18,893,750	6,203,030	13,565,137	0	0	0	0
NEW ZEALAND	733,833	794,294	669,565	921,718	0	0	0	0
NORWAY	305,250	339,000	325,550	387,125	0	0	0	0
PERU	206,465	442,822	286,925	622,417	0	0	0	0
POLAND	655,491	2,258,833	2,813,650	4,379,160	0	0	0	0
PORTUGAL	337,150	298,350	531,531	923,250	0	0	0	0
ROMANIA	0	758,600	203,122	129,800	0	0	0	0
RUSSIA	0	49,500	259,000	3,300	0	0	0	0
SAUDI ARABIA	10,609,731	13,093,112	12,527,010	13,058,563	0	0	0	0
SINGAPORE	351,922	737,652	518,267	518,782	0	0	0	0
SOUTH AFRICA	190,500	653,250	376,250	678,375	0	0	0	0
SPAIN	10,953,930	23,254,612	24,487,298	24,842,532	0	0	0	0
SWEDEN	0	235,950	375,750	0	0	0	0	0
SWITZERLAND	1,119,828	1,573,750	1,332,000	1,896,000	0	0	0	0
TAHITI	4,202	5,443	62,009	643	0	0	0	0
TAIWAN	622,220	1,772,392	1,515,442	1,816,800	0	0	0	0
THAILAND	1,230,800	2,083,922	665,800	981,425	0	0	0	0
THE PHILIPPINES	342,158	459,081	430,369	332,036	0	0	0	0
TURKEY	4,715,609	4,225,582	293,413	2,271,285	0	0	0	0
UKRAINE	78,450	749,825	1,317,175	2,098,520	0	0	0	0
UNITED ARAB EMIRATES	6,173,044	10,129,711	3,412,943	4,934,850	0	0	0	0
UNITED KINGDOM	6,733,274	9,622,470	7,189,178	10,477,029	0	0	0	0
VENEZUELA	47,841	0	0	22,000	0	0	0	0
VIETNAM	5,807,200	7,189,640	6,083,513	7,296,154	0	0	0	0
OTHER	5,932,418	10,824,345	4,407,067	5,948,567	0	0	0	0
TOTALS	**323,752,564**	**452,819,647**	**311,802,984**	**439,400,199**	**0**	**0**	**0**	**0**

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Exports by Destination In Pounds

	CLOSED IN-SHELL				SHELLING STOCK			
COUNTRY	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
ALGERIA	0	0	0		0	0	43,000	0
ARGENTINA	0	0	0		0	0	0	
AUSTRALIA	0	0	0		0	0	0	
BELGIUM	0	0	0		0	0	0	
BRAZIL	0	0	0		0	0	0	
BULGARIA	0	0	0		0	0	0	
CANADA	0	0	0	0	0	0	0	0
CHILE	0	0	0		0	0	0	
CHINA	28,779,321	37,534,596	12,446,979	3,815,151	484,000	914,431	91,462	216,501
COLOMBIA	0	0	0		0	0	0	
COSTA RICA	0	0	0		0	0	0	
CYPRUS	0	130,000	44,000		0	0	0	
CZECH REPUBLIC	0	0	0		0	0	0	
DENMARK	0	0	0		0	0	0	
ECUADOR	0	0	0		0	0	0	
EGYPT	43,000	43,000	86,000		0	0	0	
FRANCE	0	0	0	704	0	0	0	994
GERMANY	0	220,000	0		0	0	0	
GREECE	0	0	0		0	0	0	
GUATEMALA	0	0	0		0	0	0	
HONG KONG	20,714,730	34,169,217	10,962,231	2,251,709	1,292,792	4,028,942	248,530	368,020
INDIA	0	346,000	44,000		88,000	1,295,600	66,000	
INDONESIA	0	0	0		0	0	0	
ISRAEL	0	0	0		0	0	0	
ITALY	2,569,600	2,932,600	1,137,106	440,941	377,800	303,650	88,000	1,242
JAPAN	0	0	0		0	0	0	
KOREA	0	0	0		0	0	0	
LATVIA	0	0	0		0	0	0	
LEBANON	301,000	430,000	86,000		0	0	0	
LITHUANIA	0	0	0		0	0	0	
LUXEMBOURG	0	0	0		0	0	0	
MALAYSIA	0	0	0		0	0	0	
MEXICO	27,800	0	0		0	132,000	0	
NETHERLANDS	0	0	0		0	0	0	
NEW ZEALAND	0	0	0		0	0	0	
NORWAY	0	0	0		0	0	0	
PERU	0	0	0		0	0	0	
POLAND	0	37,307	0		0	0	0	
PORTUGAL	0	0	0		0	0	0	
ROMANIA	0	0	0		0	0	0	
RUSSIA	0	0	0		0	0	0	
SAUDI ARABIA	520,950	129,000	-43,000		0	0	0	
SINGAPORE	0	0	0		0	0	0	
SOUTH AFRICA	0	0	0		0	44,000	0	
SPAIN	0	0	0	12,857	0	0	123,500	91,027
SWEDEN	0	0	0		0	0	0	
SWITZERLAND	0	0	0		0	0	0	
TAHITI	0	0	0		0	0	0	
TAIWAN	0	0	0		0	0	0	
THAILAND	0	132,000	0		0	0	0	
THE PHILIPPINES	0	0	0		0	0	0	
TURKEY	3,529,662	10,403,760	1,643,657	512,164	2,682,983	4,933,373	2,517,133	923,875
UKRAINE	0	0	0		0	0	0	
UNITED ARAB EMIRATES	396,000	0	0		0	301,000	0	
UNITED KINGDOM	0	0	0		0	0	0	
VENEZUELA	0	0	0		0	0	0	
VIETNAM	1,502,970	1,184,052	2,070,630	1,391,044	352,880	1,534,153	3,048,908	641,329
OTHER	1,930,950	3,293,000	174,950	3,265	0	2,050,000	0	12,342
TOTALS	**60,315,983**	**90,984,532**	**28,652,553**	**8,427,835**	**5,278,455**	**15,537,149**	**6,226,533**	**2,255,330**

Administrative Committee for Pistachios Inventory/Shipment Reports

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Exports by Destination In Pounds

	KERNALS				TOTALS			
COUNTRY	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**	**2017/2018**	**2018/2019**	**2019/2020**	**2020/2021**
ALGERIA	0	0		60,000	0	493,182	0	1,101,336
ARGENTINA	0	0	457		25,596	79,660	95,005	44,000
AUSTRALIA	992,449	1,032,203	1,040,425	420,323	6,247,100	6,795,452	5,015,860	3,416,862
BELGIUM	169,830	128,063	44,000	388,115	6,985,947	7,722,640	10,349,915	12,463,563
BRAZIL	195,337	186,691	39,846	28,086	581,282	728,205	337,920	177,647
BULGARIA	0	3,300			346,950	334,950	245,950	451,800
CANADA	1,911,707	2,057,413	3,065,789	3,245,847	18,322,997	19,639,276	19,163,021	21,881,223
CHILE	11,848	13,200	13,950	24,035	506,757	662,875	429,094	1,533,577
CHINA	612,014	1,338,200	759,888	168,420	108,363,243	138,028,581	83,661,447	126,481,546
COLOMBIA	2,014	10,800	2,400	9,595	323,626	538,875	737,922	630,186
COSTA RICA	0	9,900		9,000	0	67,405	64,585	81,170
CYPRUS	0	43,650	4,200	12,000	122,750	289,550	156,600	172,000
CZECH REPUBLIC	47,180	22,500	29,500		147,580	1,766,200	417,500	1,278,013
DENMARK	0	0			0	0	0	0
ECUADOR	0	8,100	3,000	8,700	80,000	123,850	139,000	268,450
EGYPT	0	0			378,576	1,128,952	2,093,077	3,622,725
FRANCE	1,521,820	1,076,475	606,170	400,970	6,982,420	10,334,636	7,373,376	8,343,520
GERMANY	1,252,920	951,191	1,906,218	1,932,508	39,645,576	62,202,726	59,690,287	78,838,848
GREECE	0	104,736	22,200		168,000	657,336	433,200	214,000
GUATEMALA	0	0		64	32,000	48,000	32,000	50,138
HONG KONG	103,102	288,436	269,142	11,100	72,149,270	108,556,003	40,813,699	31,464,705
INDIA	354,776	1,388,612	1,499,100	852,000	6,821,438	18,073,587	4,851,450	8,359,595
INDONESIA	0	0			24,007	42,256	52,006	60,231
ISRAEL	447,500	373,460	552,610	168,420	6,335,994	8,739,085	7,276,352	9,086,638
ITALY	879,811	2,368,002	1,182,451	610,720	9,457,132	14,327,052	9,442,808	11,639,375
JAPAN	448,170	609,300	661,410	1,640,320	2,950,670	4,331,660	4,378,385	5,937,189
KOREA	114,200	251,570	397,665	605,270	1,528,819	1,731,264	1,802,836	2,660,970
LATVIA	0	0			540,700	762,200	253,234	194,571
LEBANON	88,279	119,990		78,950	682,704	992,202	161,350	78,950
LITHUANIA	68,340	167,940	44,275		2,052,809	3,262,235	2,297,110	2,947,154
LUXEMBOURG	0	0	645,064	175,676	15,664,000	17,505,400	4,604,651	14,426,895
MALAYSIA	1,800	30,106	9,203	9,000	794,653	1,161,510	798,743	1,624,119
MEXICO	24,204	92,392	114,971	114,954	5,096,908	6,403,222	6,252,640	9,833,070
NETHERLANDS	502,920	649,200	908,395	815,200	17,670,008	19,542,950	7,111,425	14,380,337
NEW ZEALAND	21,270	28,856	26,813	36,510	755,103	823,150	696,378	958,228
NORWAY	46,000	43,000	25,000	49,000	351,250	382,000	350,550	436,125
PERU	0	0			206,465	442,822	286,925	622,417
POLAND	0	0			655,491	2,296,140	2,813,650	4,379,160
PORTUGAL	0	0		68,400	337,150	298,350	531,531	991,650
ROMANIA	0	0			0	758,600	203,122	129,800
RUSSIA	0	0	39,000	40,710	0	49,500	298,000	44,010
SAUDI ARABIA	130,935	0	258,000	377,790	11,261,616	13,222,112	12,742,010	13,436,353
SINGAPORE	34,150	220,031	10,996	20,400	386,072	957,683	529,263	539,182
SOUTH AFRICA	24,000	30,000	80,818	5,190	214,500	727,250	457,068	683,565
SPAIN	66,330	9,600	2,100	47,340	11,020,260	23,264,212	24,612,898	24,993,756
SWEDEN	24	0			24	235,950	375,750	0
SWITZERLAND	1,530	0	124,000		1,121,358	1,573,750	1,456,000	1,896,000
TAHITI	0	0	42,900		4,202	5,443	104,909	643
TAIWAN	43,800	13,000	29,300		666,020	1,785,392	1,544,742	1,816,800
THAILAND	53,430	275,400	156,300	316,920	1,284,230	2,491,322	822,100	1,298,345
THE PHILIPPINES	35,724	37,337	24,216	32,448	377,882	496,418	454,585	364,484
TURKEY	7,129,914	2,745,744	1,510,005	3,427,239	18,058,168	22,308,459	5,964,208	7,134,563
UKRAINE	0	6,600			78,450	756,425	1,317,175	2,098,520
UNITED ARAB EMIRATES	49,500	144,879	46,948		6,618,544	10,575,590	3,459,891	4,934,850
UNITED KINGDOM	840,002	1,238,290	1,163,140	1,051,220	7,573,276	10,860,760	8,352,318	11,528,249
VENEZUELA	4,519	0			52,360	0	0	22,000
VIETNAM	1,406,408	950,531	464,301	1,087,940	9,069,458	10,858,376	11,667,352	10,416,467
OTHER	2,125,173	165,748	1,969,588	1,302,798	9,988,541	16,333,093	6,551,605	7,266,972
TOTALS	**21,762,930**	**19,234,446**	**19,795,754**	**19,653,178**	**411,109,932**	**578,575,774**	**366,124,478**	**469,736,542**

Administrative Committee for Pistachios Inventory/Shipment Reports

Export Market Outlook

Robert Keenan, Keenan Farms
President, California Pistachio Export Council

Since the California Pistachio Export Council's (CPEC) last report, the world pistachio market has been disturbed by supply chain issues resulting from the Covid-19 pandemic. In addition, CPEC export market governments have challenged U.S. pistachio exports into the foreign markets. The pistachio export market is extremely important for CPEC, and our membership has worked over the last year to remove obstacles in our foreign markets.

Fortunately, U.S. Congress made it possible for exporters to organize under the Export Trading Act (ETA) of 1982, which has benefited the CPEC membership and their grower suppliers. The ETA program is unique because it allows CPEC to discuss export prices, marketing and distribution, promotion, transportation, and insurance options and be free of antitrust issues. In turn, the program allows us to better serve our pistachio growers.

In a year that has posed new and old challenges for the U.S. pistachio industry, the importance of CPEC has only been made more evident. CPEC is a group of principals from independent pistachio processors who provide a collective effort to create stable markets for American pistachio exporters. As the percentage of our pistachio exports continue to increase, and the forecast of almost a two-billion-pound crop in ten years, CPEC becomes even more important.

The 2021 pistachio harvest was another record-breaking event. The U.S. domestic market, while it continues to gradually increase, is no match for our potential export market. The U.S. population is 330 million whereas, China and India each have approximately 1.3 billion population, and Europe is in excess of 500 million The demand by these export markets is now receiving a majority of the growers' production of processed pistachios.

As mentioned above, foreign market governments continue to challenge CPEC members exports. The Peoples Republic of China foreign food processing facility registration program tested the resolve of the U.S. government and CPEC membership. Not only were the requirements and potential penalties – if the CPEC member registration were not compliant – confusing but even the U.S. government could not persuade the PRC to resolve the issue. Entering the 2022 marketing year it appears our CPEC members have not been restricted by China's program.

The universal supply chain disruption caused by Covid-19 continued into 2021. The lack of employees, shipping containers, packaging, as well as amplified port congestion, all increased the cost of exporting pistachios. Delays at the ports causing delivery uncertainty created potential problems between the shipper and foreign customers. The supply chain problem was also experienced locally.

For several years, the Europe Commission (EC) has studied the proposal to implement an Ochratoxin A program to sample and test pistachios for the mycotoxin. While the EC studied the proposal for several years, the American Pistachio Growers and the California Pistachio Research Board worked with the U.S. Department of Agriculture and U.S. Trade

Representative to persuade the EC to use science as required by the World Trade Organization. However, the EC is going in a direction not followed by other export markets. It appears the EC is ignoring the science, using the "precautionary principle" and adopting more restrictions on allowable ppb. CPEC membership was pleased to learn from the EC that U.S. pistachios will have zero aflatoxin inspections, except for the usual spot sampling and testing as is done by the U.S Food and Drug Administration.

CPEC members are preparing for the increase in pistachio production by expanding their processing facilities. Already, U.S. pistachio growers are the world leaders with reference to production and product quality. CPEC members are continuing to increase existing export markets and open new markets. CPEC meetings allow membership to share market intelligence that in turn increases the exports. The first Covid year was a challenge not only for the processing, but also for the importers. The U.S. foreign consumers were limited with reference to shopping opportunities, and the importers were limited with reference to their supply chain problems. Fortunately, during the second Covid year many of these issues diminished and 2022 appears to be very promising. The first quarter of the 2021 crop has set a record.

We have been fortunate to realize that to provide the best return on investment for CPEC growers it is essential to open foreign markets by opposing tariffs and nontariff barriers. Even though 95 percent of our exports enter foreign markets at zero duty or minimums duty rates, we have to be vigilant for the possibility of increased tariffs, which happened in the Mexican NAFTA truck dispute and more recently with the EU. Not only are high tariffs a market barrier, but nontariff barriers such as nonscience, sanitary, and phytosanitary barriers pose issues as well. Any of these government actions can result in fewer exports and pressure on grower prices.

The California Pistachio Export Council's members currently include Arizona Nut Company, LLC; Keenan Farms, Inc.; Monarch Nut Company; Primex Farms, LLC; Setton Pistachio of Terra Bella, Inc.; and Zymex Industries, Inc. CPEC is organized under the Export Trading Act of 1982 and it received its certificate from the U.S. Department of Commerce and U.S. Department of Justice in 2003. The purpose of the Act is to encourage industries to export, and the Council members have taken advantage of the program to steadily increase pistachio exports.

Member Processors / Suppliers

The American Pistachio Growers leadership would like to formally acknowledge the considerable, consistent support of our Member Processors. This partnership is the core of our voluntary organization, and we encourage all growers to recognize their unique commitment to the success of our Association and the entire American pistachio industry.

				IN-SHELL						KERNELS											
	GROWER	HULLING & DRYING	ROASTING	RAW	NATURAL*	SALTED*	UNSALTED*	BULK	PACKAGED	RAW	SALTED*	UNSALTED*	DICED	MEAL/FLOUR	OIL	BULK	PACKAGED	FLAVORED**	CONFECTIONARY**	BUTTER/PASTE	KOSHER	EXPORT	ORGANIC
Arizona Nut Company 410 W. Pistachio Lane | Bowie, AZ 559.458.7272 | jheuler@apgrowers.com meridiangrowers.com	•	•	•	•	•	•	•	•		•	•	•				•					•	•	
Buchanan Hollow Nut Co. 6510 Minturn Road | Le Grand, CA 209.389.4597 | sharleen@bhnc.com BHNC.com	•	•	•	•	•	•	•	•	•	•	•	•		•		•	•	•			•	•	•
Eagle Ranch Pistachios 7288 Highway 54/70 | Alamogordo, NM 800.432.0999 | sales@heartofthedesert.com heartofthedesert.com	•	•	•		•	•	•	•	•		•	•				•	•	•	•		•		
Eriksson LLC/Ingleby USA P.O. Box 6280 | Visalia, CA 559.635.3138 | grs@inglebyfarms.com inglebyfarms.com	•	•		•				•														•	
Fiddyment Farms P.O. Box 245 563 Second Street, Suite 210 | Lincoln, CA 916.645.7244 | info@fiddymentfarms.com fiddymentfarms.com	•				•	•	•	•	•	•	•	•				•	•	•	•	•		•	
Horizon Nut LLC 26487 N. Hwy 99 | Tulare, CA 559.685.3663 | sales@horizonnut.com horizonnut.com	•	•	•	•	•	•	•	•	•	•	•	•				•	•				•	•	
Keenan Farms, Inc. 31510 Plymouth Avenue | Kettleman City, CA 559.945.1400 | zraven@keenanfarms.com keenanfarms.com	•	•	•	•	•	•	•	•	•	•	•	•				•	•	•	•		•	•	

*Roasted **Specialty

Member Processors / Suppliers

CONTACT THESE GROWER-OWNED SUPPLIERS FOR AMERICAN QUALITY PISTACHIOS DIRECT FROM THE ORCHARD.

					IN-SHELL						KERNELS												
	GROWER	HULLING & DRYING	ROASTING	RAW	NATURAL*	SALTED*	UNSALTED*	BULK	PACKAGED	RAW	SALTED*	UNSALTED*	DICED	MEAL/FLOUR	OIL	BULK	PACKAGED	FLAVORED**	CONFECTIONARY***	BUTTER/PASTE	KOSHER	EXPORT	ORGANIC
Meridian Growers 1625 Howard Road, #280 | Madera, CA 559.458.7272 | info@meridiangrowers.com meridiangrowers.com	•	•	•	•	•	•	•	•		•	•	•				•					•	•	
Monarch Nut Company 786 Road 188 | Delano, CA 661.721.1061 | kamie@monarchnut.com mungerfarms.com	•	•	•	•	•	•	•	•	•	•	•	•	•			•	•	•	•		•	•	
Nichols Farms 13762 First Avenue | Hanford, CA 559.584.6811 | sales@nicholsfarms.com nicholsfarms.com	•	•	•	•	•	•	•	•	•	•	•	•		•		•	•		•		•	•	•
Primex Farms, LLC 16070 Wildwood Road | Wasco, CA 661.758.7790 | info@primexfarms.com primexfarms.com	•	•	•	•	•	•	•	•	•	•	•	•				•	•	•	•		•	•	
Setton Pistachio of Terra Bella, Inc. P.O. Box 11089 9370 Road 234 | Terra Bella, CA 559.535.6050 | info@settonfarms.com settonfarms.com	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•
Touchstone Pistachio Company 1306 W. Herndon Avenue, Suite 101 | Fresno, CA 559.470.3510 | charlotte.avila@touchstonepistachio.com touchstonepistachio.com	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•	•	•
Zymex Industries, Inc. 168 Hawk Drive | Merced, CA 209.722.2770 | info@zymex.com zymex.com	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•					•	•	

*Roasted **Specialty

TOUCHSTONE
PISTACHIO Co

At Touchstone Pistachio Company, we are dedicated to growing, nourishing, and educating our communities. We fulfill our purpose by serving our customers every single day by adhering to three main principles: transparency, performance, and commitment.

HERE'S TO GROWING INTO 2022
#FORWARDTOGETHER

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19570 Avenue 88

Terra Bella, CA 93270

(559) 535-0110

LEARN MORE

touchstonepistachio.com

Setton Farms®

Since 1986

Family Values You Can Count On

With the support of our growers, Setton Pistachio of Terra Bella has been producing "America's Best Tasting Pistachios" for over 35 years. From our humble beginnings, to where we are today, our innovations, continuous improvements, expansions, and investments have made our family business one you can count on. Our proprietary grower support programs help our growers reduce cost, increase yield and improve quality. We invite you to contact our Grower Relations Manager, Jeff Gibbons to find out how we can help you make every nut count.

"When you're one of our growers you're part of us, part of our family."

Joshua Setton
President / CEO

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