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AMERICAN PISTACHIO GROWERS

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Annual Report 2022

he 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 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 800 members across the country, representing a \$2.9 billion-dollar industry and the only not-for profit trade association for the American pistachio.

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, Texas and Arizona.

We're here to ensure the economic viability of American-grown pistachios across the globe by: investing in nutrition & 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

Haiying Zhang, Director, Asian Markets

Wesley Wilson, Director, Member Services & Communications

Allie Jones, Director, Accounting

Amber Wilson, Director, Nutrition Research & Communication

Genaro Gonzales, Manager, Digital Content

Kendra Hall, Marketing Project Manager

Norene Foin, Executive Assistant/Office Manager

Lora Ferguson, Assistant, Global Marketing

Hannah Vincent, Administrative Coordinator, Membership







Hello to our members and supporters of American Pistachio Growers! First of all, I just want to say how I am constantly amazed at what you as growers and producers of agricultural products have to deal with. If it's not the weather--too hot or too cold, it's lack of water, labor availability, supply chain issues, increased costs, COVID related issues, regulations, pests and diseases. Yet, despite these and many more ongoing challenges that you face, you are some of the most vibrant, resilient and optimistic people I know. And pistachios, once a small commodity, is now consistently ranked as the 4th or 5th largest commodity in the State of California, and is routinely the 3rd highest valued export commodity! Kudos to you for your tremendous energy, hard work and perseverance!

Recently, I was re-reading one of my Annual Report articles from 2008. In that article I talked about the growing pistachio industry, all the new acres planted and the future production that was "just around the corner." Well, we are around that "corner," and now heading into another "corner" of pistachio growth. What's my point; we have known about this growth in acreage and production, and we have been planning for this day for a long time. APG has always had this day at the forefront of our decision making as we decide what specific programs and activities to undertake to promote, market and maintain high consumer demand ahead of the increasing production.

Also, issues that deal with legislation and regulation are right within the wheelhouse of American Pistachio Growers. We were established to help fight and direct those things that affect your ability to grow, harvest or market your product at the state and federal levels. It is our ability to have strength in numbers, a unified voice and credibility that can help shape or fix situations that you face every day. It is our most sincere desire to assist our industry in fixing any issue that you face.

Our formula has been successful because we have your direct involvement in our Committee and Board governance structure. With your expertise and direction, we are able to clearly establish the problem and determine an appropriate course of action.

We know your challenges will not get any easier, but we are ready to serve the industry in every way possible.

HERE ARE SOME HIGHLIGHTS FROM 2022:

- We sought out and received purchase of pistachios for USDA's food programs amounting to 11.97 million pounds, representing \$49.7 million dollars
- We lobbied Congress to increase the amount of funding for the Navel Orangeworm Sterile Fly Release program that is in the pilot stages of introduction, now at \$10.3 million
- We sat on and actively participated in the Specialty Crop Farm Bill Alliance, making sure that pistachios and specialty crops were adequately represented in the next Farm Bill, which will be debated in Congress in 2023
- We continue to effectively market American Grown Pistachios, both domestically and abroad, and have increased the number of markets in which we promote your product
- We continue to conduct a number of health and nutrition studies on pistachios, providing consumers with more reasons to consume American Grown pistachios, including the new antioxidant study that indicates pistachios rival the antioxidant power of many other commonly known foods.
- We Successfully implemented our 2022 Annual Conference, with the highest attendance on record for our pistachio industry and are gearing up for even bigger conferences in the future.

Please take time to read this edition of APG's Annual Report. We believe it will reinforce the value of this organization to the continued success of this incredible industry.

With a combination of talented in-house staff, expertise of consultants and grassroots involvement of members, the work of APG makes an important difference for our members.





Shaking more nuts off the trees at harvest is a benefit to growers,

processors, and the industry.

Now that pistachio growers have Dormex® it is possible to grow and harvest a more consistent, uniform crop—year after year.

This unique plant growth regulator works by inducing bud break. After a single application of Dormex®, leaf and bloom buds open earlier and more uniformly than before. Leaves begin producing more energy sooner to fuel growth as the blooms open and are pollinated.

IMPROVE YOUR BOTTOM LINE

Harvesting more can make your entire operation more efficient. Use less labor. Streamline transportation. Improve scheduling.

SYNCHRONIZE POLLINATION

A properly timed Dormex® application can help bring male and female trees into synchronous bloom for optimal pollination.

SHAPE YOUR TREES TO YIELD

More uniform bud break results in new lateral shoots from secondary and tertiary buds, as well as main terminal suppression.

EVEN OUT ALTERNATE BEARING CROPS

Dormex[®] can help even out alternate bearing years for certain crops or varieties. By opening more buds and creating more branching, it helps you get more consistent yields every year.

ONGOING RESEARCH WILL REFINE BEST MANAGEMENT PRACTICES

Dormex[®] is continuing to invest in local research and field scale trials. The purpose is to demonstrate how best to realize the agronomic and economic benefits of using Dormex[®] year after year.

Contact John Meyer 559.545.4701 or email john.meyer@alzchem.com DormexUSA.com







A MESSAGE FROM THE APG CHAIR

Dear Friends,

This last crop year, 2022, was a good, but not great year for most. Others were dramatically impacted by early season weather conditions, late season heat, and even rain. But we all know the opportunity is there for larger and larger crops, and with these larger crops comes the opportunity to promote our healthy product to many more consumers around the world.

As farmers, we are also watching the challenges our tree nut colleagues are facing due to a multitude of factors including: tariffs, supply chain issues, increased global production in various regions, weather, evolving water legislation and overproduction. I am reminded that our choice to assess ourselves in order to continue our international marketing, academic nutrition research on the health attributes of American grown pistachios and our successful lobbying efforts at the state and federal levels, is more important than ever. The work that APG does not only separates us from other programs in the industry, but provides the foundation for the continued international demand growth American grown pistachios continue to see.

The work American Pistachio Growers does on behalf of the industry starts with direction from our Board of Directors and Committee members. Regardless of size, every member of APG has the opportunity to have a voice in the direction this organization heads by serving on the various Committees or the Board of Directors. Whether your interest be in nutrition research, global marketing, government policies impacting the industry, or the work we do to provide valuable services and tools to growers, there is a place where your issues, interests and concerns can be heard. This collective voice is the foundation of APG and I would like to thank every Committee and Board

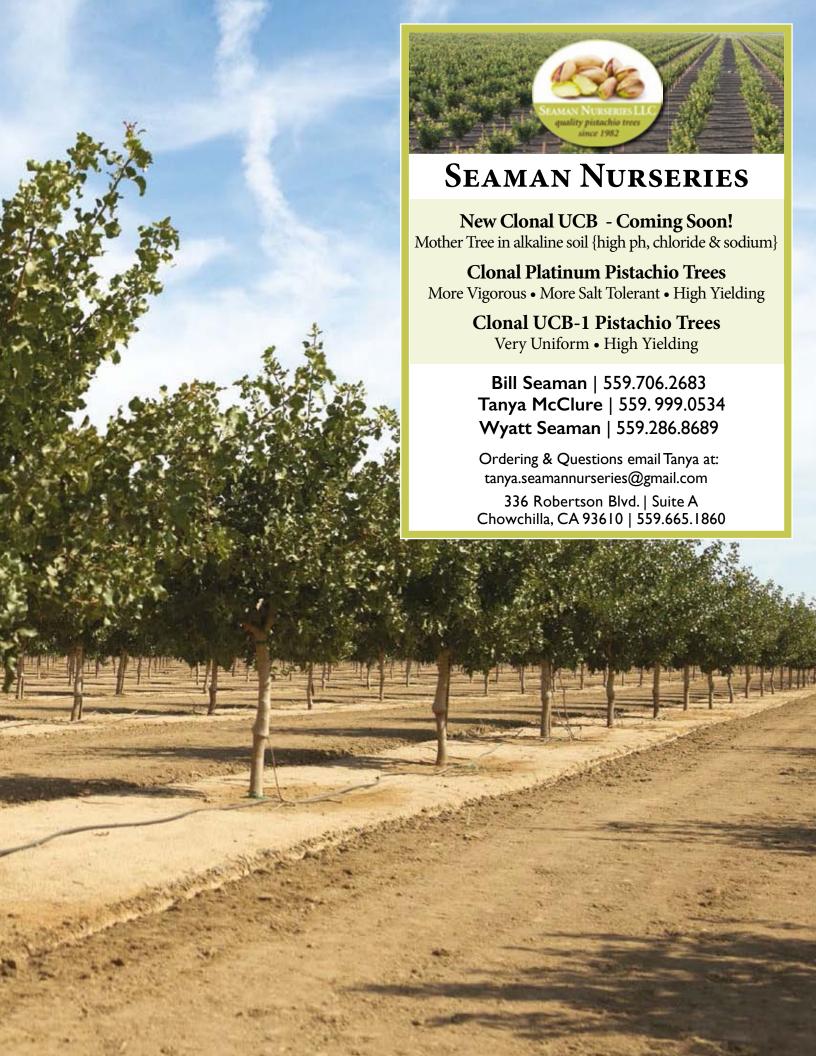


Dennis Woods, APG Chair

The success of APG and the industry as a whole is incredibly dependent on all of us working together by utilizing our united voice to further advance our mission.

representative that served over the last year. As voluntary representatives, your time, input and dedication to the organization and the industry is greatly appreciated. Simply put, thank you for all you have done and will continue to do in the future.

The success of APG and the industry as a whole is incredibly dependent on all of us working together by utilizing our unified voice to further advance our mission: to collectively advance the American pistachio industry through research, promotion, advocacy and programs that directly benefit our members. Through your continued support, together we can keep moving this industry forward.



BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



Dennis Woods – 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 graduation 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 remains the Chairman and CEO. On the farming front, he purchased his first farm, in 1980, and since then has acquired 250 acres of pistachios and 300 acres of open ground. Dennis was elected to the APG Board of Directors in 2018 and currently serves as the Chair of the Board and as an ex-officio member on all APG Committees.



Justin Wylie – Vice Chair Wylie Farms, Fresno, California Email: justinjwylie@gmail.com

Justin Wylie is a 5th-generation farmer and partner in Wylie Farms, a family ranch management business. His father and his uncle, Craig, and Chris Wylie, have been farming pistachios since they started budding young trees in the 1970s for Bob Peterson. Justin grew up in Merced and graduated from University of California, San Diego in 2002. He now works for CAPS, PGIM as a farm manager in Fresno and farms his own pistachios in Madera. Justin was elected to the APG Board of Directors in 2017, and he currently serves as the Vice Chair of the Board, the Chair of the APG Membership Services Committee, Vice Chair of the APG Marketing Communications Committee and member of the Executive Committee.



Rich Kreps Lark Farms, Madera, California Email: rkreps@ultragro.net

Rich Kreps is a Certified Crop Advisor, Sustainability Specialist, and member of the Central California section of CCAs. Rich and his wife Lee farm 40 acres of pistachios on the east side of Madera, California as well as an 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 Board Secretary/ Treasurer, Chair of the APG Nutrition Committee and Vice Chair for the APG Membership Services Committee.

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BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



Mia Cohen Setton Farms, Terra Bella, California Email: 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 and is a member of the Executive Committee.



Brian Watte
Brian Watte Farms, Tulare, California
Email: 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 as an alternate on the APG Marketing Communications Committee.



Rudy Placencia
Touchstone Pistachio Company, Fresno, California
Email: 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 currently Touchstone Pistachio Company, where he oversees the day-to-day operations of the company. He is proficient in consumer insights, marketing analytics and is highly experienced in sales in both the domestic and export markets. Rudy has served on the APG Board of Directors since 2021. He is also serving on the Executive Committee and Government Policies and Partnerships Committee.

Annual Report 2022

BOARD MEMBERS



Ali Amin
Primex Farms, Los Angeles, California
Email: Ali@Primex.us

Ali Amin is a 4th-generation pistachio grower and the founder of Primex International Trading, a Trader and Exporter of dried fruits and nuts, and Primex Farms a pistachio processing facility. He manages over 5,000 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 Marketing Committee 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.



Jamie Bledsoe Golden Genes, Inc., Riverdale, California Email: ggenes.jb@gmail.com

Jamie Bledsoe's family operates farms in Riverdale where they grow almonds, wine grapes and pistachios. Additionally, they are involved in a partnership, farm management and custom harvesting of pistachios. In the past Jamie has served as a director and chairman of school boards, Western United Dairymen, and as a director for California Dairies, Inc. Jamie was elected to the APG Board of Directors in 2020 and serves as the Chair of the APG Government Policies and Partnerships Committee.



William Bourdeau
Harris Farms, Coalinga, California
Email: williambourdeau@harrisfarms.com

William Bourdeau is a 5th-generation Central Valley native, born and raised in Coalinga, California. He has been around farming his entire life and currently works for Harris Farms overseeing 15,000 acres of diversified crops including 1,000 acres of pistachios. He received his degree from California State University, Fresno and an MBA from the University of Nevada, Reno. He also had the immense honor of serving in the Marine Corps and is proud to be a U.S. veteran. Throughout his career in the farming industry, he has been involved in many local organizations. In addition to serving on the APG Board of Directors, he is also currently the Vice Chair of the San Luis & Delta-Mendota Water Authority, Chair of the California Water Alliance, Chair of the Business Federation of the San Joaquin Valley, Chair of San Joaquin Sun, and a Board member of the Fresno State Ag Foundation. William was elected to the APG Board of Directors in 2022 and serves on the Finance Committee.

BOARD MEMBERS



Paul Huckabay Keenan Farming Company, Avenal, California Email: paul@keenanfarms.com

Paul Huckabay has 33 years of experience in fresh produce sales and sales management, and for the past 6 years has served as Vice President of Sales for Keenan Farms, Inc. He has gained tremendous knowledge throughout his career and is most proud of his ability to effectively communicate with people, build consensus and create strong and productive teams who work extremely well together. In addition to his professional experience, Paul has been very involved in his local Visalia Breakfast Lions Club where he has served as a Board Member and President and was a mentor for PMA's Foundation for Industry Talent Program. Paul was elected to the APG Board of Directors in 2022 and serves on the Marketing Communications Committee.



Raj Kahlon RHM Farms, Merced, California Email: Raj@rajkahlon.com

Raj Kahlon has farmed pistachios, almonds, walnuts and grapes in the Merced, Tracy and West Sacramento areas for over 25 years. He is very passionate about pistachios and wants to help growers be their best, and help ensure the future success of pistachios. Raj believes so strongly in the work of APG that he has hosted membership events highlighting APG marketing efforts in export markets, most notably, India. His knowledge of the Indian market is very beneficial in the expansion of exports in the region. Raj's passion extends beyond pistachios, as he also feels strongly about giving back to his local community and has generously provided funding for a new Agricultural and Industrial Technology complex on the Merced Junior College campus. Raj was elected to the APG Board of Directors in 2022.



Adam Kusmak Tularosa Pistachio Groves, Tularosa, New Mexico Email: akusmak@tularosa.net

Adam Kusmak has grown pistachios with his family in New Mexico since 1990, while also attaining both his bachelor's and master's degrees at New Mexico State University in Agriculture Economics. He has also participated as an Associate Member of the Arizona Pistachio Association. Lifelong learning is one of Adam's passions, as demonstrated by his attending the UC Davis Pistachio Short Courses, participating in the 2011 APG Leadership program, and APG media training. His family recently planted new pistachio trees in the Tularosa Basin. Collaborating with other stakeholders in the pistachio industry, his passion facilitates a network with current and prospective growers. Adam has served as an APG Board member in the past, and was re-elected in 2022. He currently serves on the APG Government Policies and Partnerships Committee and as an alternate on the APG Marketing Communications Committee.

BOARD MEMBERS



Asha Munger Munger Farms, Delano, California Email: asha.munger@mungerfarms.com

Going back to Asha's roots in India, every generation of her family has been in farming. Her family purchased their first pistachio orchard in 1986. Now they grow, harvest, process, and directly market pistachios and blueberries. In addition, they grow almonds, olives, wine grapes, and hazelnuts. As a 3rd-generation farmer, Asha has been working in the family business for more than 18 years. She received her degree in Business Administration with an Option in Leadership Management at Fresno State University as well as recently completing her certificate from the IFPA Executive Leadership Development Program at the Cornell SC Johnson College of Business. Her current role as the Senior Director of Corporate Services is expanding as she is transitioning into becoming the lead executive administrator for the company. Asha is a 2015 APG Leadership graduate and was elected to the APG Board of Directors in 2020.



Kristi Robinson K. Robinson Farms, Clovis, California Email: 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 21 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 reelected in 2020. She is the current and past Chair of the APG Leadership Committee, past chair of Nutrition, and has sat on all the APG Committees at some point.



Karun Samran Bapu Farming Company, Madera, California Email: 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 degree in Economics 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 of pistachio growers.

BOARD MEMBERS



Richard Searle Searle Ranch, Cochise, Arizona Email: richard2@vtc.net

Richard Searle is a 2nd-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 Arizona 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 Email: j.sheely15@gmail.com

Jake Sheely is a 4th-generation farmer and a 3rd-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 in the 2019-20 National Cotton Council "Emerging Leaders" program. Jake was elected to the APG Board of Directors in 2020 and is currently also serving as alternate for the Vice Chair of the Marketing Communications Committee.



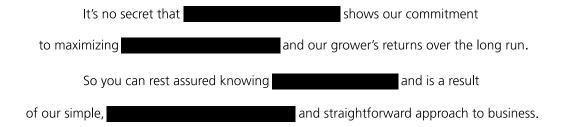
Jim Zion LJL Farming, LLC, Madera, California
Email: jzion@meridiangrowers.com

Jim Zion has been involved with APG since the beginning when the organization transitioned from Western Pistachio Association to American Pistachio Growers. He has held various roles at APG including Board member, Chairman of the Board, Chair of the Government Policies and Partnerships Committee and Marketing Committee member, as well as participated in various activities including the Miss California tour in China. He has also had the pleasure of testifying to government agencies about the importance of the American Pistachio Industry and what needs to be done to protect it. Jim firmly believes in and is 100% vested in the role and importance of APG to our industry not only in California, but other producing states such as Arizona, New Mexico, Texas and now Nevada. He feels APG is vital to building demand ahead of supply and being the voice of our industry to anyone that has influence over our livelihood. He currently serves on the Finance Committee, Government Policies and Partnerships Committee, Marketing Communications Committee, and is a member of the board for the State and Federal Pistachio PAC.

Annual Report 2022

Your pistachios and classified documents are safe with us.





For complete access contact us at **grower@meridiangrowers.com or 559.458.7272**



2022 COMMITTEES

EXECUTIVE

Dennis Woods, Chair*
Justin Wylie, Vice Chair
Rich Kreps, Secretary/Treasurer
Mia Cohen
Rudy Placencia
Brian Watte

FINANCE

Jim Zion, Chair Jim Hering, Vice Chair William Bourdeau 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'Neil
Rudy Placencia
Richard Searle
Joseph Setton
John Waymire
Larry Wilkinson

LEADERSHIP

Jim Zion

Kristi Robinson, Chair Kristin Dodd

MARKETING COMMUNICATIONS

Ali Amin. Chair Justin Wylie, Vice Chair / Jake Sheely, Alternate Caleb Adams / Nick Rush, Alternate Mia Cohen / Joseph Setton, Alternate Ahmad Foroutan / Open Seat, Alternate Rudy Hernandez / Adam Kusmak, Alternate Paul Huckabay / Elizabeth Keenan, Alternate Darwin Inman / Brian Watte, Alternate Charlotte Avila / Alyssa Valdez, Alternate Gary Smith / Sharon Roden, Alternate Michael Woolf / Karun Samran, Alternate Mark Wescott / Jeremy Blackwell, Alternate Kamie Munger / Open Seat, Alternate Jim Zion / Adam Orandi, Alternate Dennis Woods / Rich Kreps, Alternate Nutrition Committee Representative, Rich Kreps CPEC Representative, Bob Keenan

MEMBERSHIP SERVICES

Justin Wylie, Chair

Kirk Squire

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

NUTRITION (Subcommittee of Marketing)

Rich Kreps, Chair
Gilbert Garcia, Vice Chair
Steve Burcham
Rick Borges
Ahmad Foroutan
Jean Heuler
Drew Hoffman
Janice Lowder
Simi Robani
Sharon Roden
Gabrielle "Kiki" Sandrini
Elise Silvester
Patti Watte
Lee Smith

PISTACHIO PAC

Robert Lake, Chair Jimi Valov Jim Zion Dennis Woods

*Chair Woods is an ex-officio member of all Committees.

Annual Report 2022

REPORT OF INDEPENDENT AUDITORS

TO THE BOARD OF DIRECTORS AMERICAN PISTACHIO GROWERS



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, 2022, 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 Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and Government Auditing Standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than

for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Supplementary 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 as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated November 4, 2022 on our consideration of American Pistachio Growers' internal control over financial reporting and on 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 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.

Moss Adams UP

Fresno, California November 4, 2022



STATEMENT OF FINANCIAL POSITION

August 31, 2022

Assets

CURRENT ASSETS

Cash and cash equivalents	\$ 892,952
Investments	10,890,063
Dues and grants receivable	410,552
Prepaid expenses	373,630

Total current assets	12,567,197
SECURITY DEPOSIT PROPERTY AND EQUIPMENT, net	6,000 57,837
-	•

Total assets \$ 12,631,034

Liabilities and Net Assets

CURRENT LIABILITIES

Accounts payable	\$ 1,143,453
Accrued expenses and other liabilities	92,556

Total current liabilities 1,236,009

COMMITMENTS AND CONTINGENCIES (Note 8)

NET ASSETS

Total liabilities and net assets	\$ 12,631,034
Total net assets	11,395,025
Without donor restriction With donor restriction	11,343,619 51,406

STATEMENT OF ACTIVITIES

Year Ended August 31, 2022

	Without Donor Restriction	With Donor Restriction	Total
REVENUES, GAINS, AND OTHER SUPPOR	т		
Member dues	\$ 14,350,214	\$ -	\$ 14,350,214
Grant revenue	1,504,119	-	1,504,119
Annual conference	884,995	-	884,995
Annual report	33,000	-	33,000
Golf tournament	43,200	-	43,200
Interest and dividend income	38,166	-	38,166
Other income	500	-	500
Contributions	_	9,500	9,500
TOTAL REVENUES, GAINS, AND OTHER SUPPORT	16,854,194	9,500	16,863,694
Net assets released from restrictions Restrictions satisfied by payment of related expenses	18,271	(18,271)	-
Total revenues, gains, and other support after net assets released from restriction	16,872,465	(8,771)	16,863,694
EXPENSES			
Program services Management and general	12,804,868 2,699,290	-	12,804,868 2,699,290
TOTAL EXPENSES	15,504,158	-	15,504,158
Change in net assets	1,368,307	(8,771)	1,359,536
NET ASSETS, beginning of year	9,975,312	60,177	10,035,489
NET ASSETS, end of year	\$ 11,343,619	\$ 51,406	\$ 11,395,025

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STATEMENT OF FUNCTIONAL EXPENSES

Year Ended August 31, 2022

	Program	Management	
	Services	and General	Total
Marketing and promotion	\$ 9,379,944	\$ -	\$ 9,379,944
Salaries and wages	761,056	863,179	1,624,235
Governmental affairs	1,036,329	-	1,036,329
Annual conference expense	-	1,141,721	1,141,721
Research and development	575,024	-	575,024
Rent and office expense	303,016	216,440	519,456
Benefits	103,992	167,221	271,213
Membership retention	133,079	88,720	221,799
Annual report expense	36,386	-	36,386
Depreciation expense	15,066	10,761	25,827
Other expenses	18,271	76,042	94,313
Professional services	30,346	29,900	60,246
Uncollected dues	412,359	105,306	517,665
TOTAL EXPENSES	\$ 12,804,868	\$ 2,699,290	\$ 15,504,158

STATEMENT OF CASH FLOWS

Year Ended August 31, 2022

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	\$ 1,359,536
Adjustment to reconcile change in	
net assets to net cash	
from operating activities:	
Depreciation	25,827
Uncollected dues	517,665
Accrued interest and unrealized	
gain (loss) on investments	(25,109)
Change in operating assets:	
Receivables	(70,106)
Prepaid expenses	(21,538)
Change in operating liabilities:	
Accounts payable	(213,682)
Accrued expenses and other liabilities	(9,143)
Not and form or with a self-thing	1 500 150
Net cash from operating activities	1,563,450

CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of property and equipment	(28,530)
Purchases of investments	(13,864,916)
Proceeds from sale of investments	9,700,000
Net cash from investing activities	(4,193,446)
Net change in cash and cash equivalents	(2,629,996)
CASH AND CASH EQUIVALENTS, beginning of year	3,522,948
CASH AND CASH EQUIVALENTS, end of year	\$ 892,952

GOVERNMENT POLICIES & PARTNERSHIPS COMMITTEE REPORT



Chair Jaime Bledsoe
Government Policies
& Partnerships
Committee



Cadee ConditAPG Director,
Government Relations

STRATEGY

APG's governmental relations strategy focuses heavily on education and outreach to candidates and elected officials throughout California. APG members grow in 25 counties in California. We have made it a top priority to connect and educate elected officials in each county. APG has made great strides in elevating our presence in Sacramento. For the first time in APG's history, we, as an association, participated in several critical elections.



APG'S OUTREACH

APG is a member of the Alliance of California Farmers and Ranchers. Together we support candidates and members of the California State Legislature supporting the agriculture industry. We organize farm tours and policy summits for elected officials and candidates to showcase our industry. Time spent on agriculture tours allows APG to create and maintain critical relationships and educate members of the California State Legislation about the essential issues that face the pistachio industry.



25 COUNTIES HARVEST PISTACHIOS IN CALIFORNIA

These are legislators who represent these counties

Tehama County
Assembly District 3, James Gallagher (R)
Senate District 1, Brian Dahle (R)
Congressional District 1, Doug LaMalfa (R)
US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Glenn County

Glenn County
Assembly District 3, James Gallagher (R)
Senate District 1, Brian Dahle (R)
Congressional District 1, Doug LaMalfa (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Butte County
Assembly District 3, James Gallagher (R)
Senate District 1, Brian Dahle (R)
Congressional District 1, Doug LaMalfa (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Colusa County
Assembly District 4, Cecilia Aguiar Curry
Senate District 1, Brian Dahle (R)
Congressional District 1, Doug LaMalfa (R)
US Senate, Alex Padilla (D)
US Senate, Diane Feinstein (D)

Yolo County
Assembly District 4, Cecilia Aguiar Curry
Senate District 3, Bill Dodd (D)
Congressional District 4, Mike Thompson (D)
Congressional District 7, Doris Matsui (D)
US Senate, Alex Padilla (D)
US Senate, Diane Feinstein (D)

Sutter County
Assembly District 3, James Gallagher (R)
Senate District 1, Brian Dahle (R)
Congressional District 1, Doug LaMalfa (R)
US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Placer County

Placer County
Assembly District 1, Megan Dahle (R)
Assembly District 3, James Gallagher (R)
Assembly District 5, Joe Patterson (R)
Senate District 1, Brian Dahle (R)
Senate District 4, Marie Alvarado-Gil (D)
Senate District 6, Roger Neillo (R)
Congressional District 3, Kevin Kiley (R)
US Senate, Alex Padilla (D)
US Senate, Diane Feinstein (D)

DEL Assembly District 20, Liz Ortega (D) Assembly District 24, Alex Lee (D) SISKIYOU Senate District 7, Steve Glazer (D) Senate District 9, Nancy Skinner (D) SHASTA LASSEN Senate District 10, Aisha Wahab (D) PLUMAS SIFRRA US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D) SANTA CRIIZ IMPERIAL

Sacramento County
Assembly District 6, Kevin McCarty (D)
Assembly District 7, Josh Hoover (R) Assembly District 9, Heath Flora (R) Assembly District 10, Stephanie Nguyen (D) Assembly District 11, Lori Wilson (D) Senate District 6, Roger Neillo (R) Senate District 8, Angelique Ashby, (D) Congressional District 3, Kevin Kilev (R) Congressional District 6, Ami Bera (D) Congressional District 7, Doris Matsui (D) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Calaveras County

Assembly District 8, Angelique Ashby (D) Assembly District 9, Heath Flora (R) Senate District 4, Marie Alvarado- Gil (D) Congressional District 5, Tom McClintock (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Solano County

Assembly District 11, Lori Wilson (D) Senate District 3, Bill Dodd (D) Congressional District 4, Mike Thompson (D) Congressional District 8, John Garamendi (D) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Assembly District 11, Lori Wilson (D) Assembly District 14, Buffy Wicks (D) Assembly District 15, Timothy Grayson (D) Assembly District 16, Rebecca Bauer-Kahan Senate District 3, Bill Dodd (D) Senate District 7, Steve Glazer (D) Senate District 9, Nancy Skinner (D) Congressional District 8, John Garamendi (D) Congressional District 9, Josh Harder (D) Congressional District 10, Mark DeSaulnier (D) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Alameda County

Assembly District 14, Buffy Wicks (D)
Assembly District 16, Rebecca Bauer-Kahan (D) Assembly District 18, Mia Bonta (D) Senate District 5, Susan Talamantes Eggman (D) Congressional District 10, Mark DeSaulnier (D) Congressional District 12, Barbara Lee (D) Congressional District 14, Eric Swalwell (D) Congressional District 17, Ro Khanna (D)

San Joaquin County Assembly District 9, Heath Flora (R) Assembly District 13, Carlos Villapudua (D) Senate District 5, Susan Talamantes Eggman (D) Congressional District 9, Josh Harder (D) Congressional District 13, John Duarte (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Stanislaus County

Assembly District 9, Heath Flora (R) Assembly District 22, Juan Alanis (R) Senate District 4, Marie Alvarado Gil (D) Congressional District 5, Tom McClintock (R) Congressional District 9, Josh Harder (D) Congressional District 13. John Duarte (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Merced County

Assembly District 22, Juan Alanis (R) Assembly District 27, Esmeralda Soria (D) Senate District 4, Marie Alvarado Gil (D) Senate District 14, Anna Caballero (D) Congressional District 13, John Duarte (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Tulare CountyAssembly District 32, Vince Fong (R) Assembly District 33, Devon Mathis (R) Senate District 12. Shannon Grove (R) Senate District 16, Melissa Hurtado (D) Congressional District 20, Kevin McCarthy (R) Congressional District 21, Jim Costa (D) Congressional District 22, Davis Valadao (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Madera County

Assembly District 8, Jim Patterson (R) Assembly District 27, Esmeralda Soria (D) Senate District 4, Marie Alvarado Gil (D) Senate District 14, Anna Caballero (D) Congressional District 5, Tom McClintock (R) Congressional District 13, John Duarte (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Fresno County

Assembly District 8, Jim Patterson (R) Assembly District 27, Esmeralda Soria (D)
Assembly District 31, Dr. Joaquin Arambula (D) Assembly District 33, Devon Mathis (R) Senate District 12, Shannon Grove (R) Senate District 14, Anna Caballero (D) Senate District 16, Melissa Hurtado (D) Congressional District 5, Tom McClintock (R) Congressional District 13, John Duarte (R) Congressional District 20, Kevin McCarthy (R) Congressional District 21, Jim Costa (D) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Kings County

Assembly District 33, Devon Mathis (R) Senate District 16, Melissa Hurtado (D) Congressional District 20, Kevin McCarthy (R) Congressional District 22, David Valadao (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Kern County

Assembly District 32, Vince Fong (R) Assembly District 34, Tom Lackey (R)
Assembly District 35, Jasmeet Bains (D)
Senate District 12, Shannon Grove (R) Senate District 16, Melissa Hurtado (D) Congressional District 20, Kevin McCarthy (R) Congressional District 22, David Valadao (R) Congressional District 23, Jay Obernolte (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

San Luis Obispo County Assembly District 30, Dawn Addis (D) Assembly District 37, Gregg Hart (D) Senate District 17, John Laird (D) Senate District 21, Scott Wilk (R) Congressional District 19, Jimmy Panetta (D) Congressional District 24, Salud Carbajal (D) US Senate, Alex Padilla (D) US Senate Diane Feinstein (D)

Santa Barbara County
Assembly District 37, Gregg Hart (D)
Senate District 21, Scott Wilk (R)
Congressional District 24, Salud Carbajal (D) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Los Angeles County
Assembly Distrct 41, Chris Holden (D) Assembly District 42, Jacqui Irwin (D)
Assembly District 52, Wendy Carrillo (D) Assembly District 51, Rich Chavez-Zbur (D)
Assembly District 61, Tina McKinnor (D)
Assembly District 66, Al Muratsuchi (D) Senate District 24, Ben Allen (D) Senate District 25, Anthony Portantino (D) Senate District 27, Henry Stern (D) Senate District 35, Steve Bradford (D) Congressional District 27, Judy Chu (D) Congressional District 28, Adam Schiff (D) Congressional District 30, Brad Sherman (D) Congressional District 31, Pete Aguilar (D) Congressional District 33. Ted Lieu (D) Congressional District 34, Jimmy Gomez (D) Congressional District 35, Norma Torres (D) Congressional District 40, Lucille Roybal-Allard (D) Congressional District 43, Maxine Waters (D) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

San Bernardino County Assembly District 34, Tom Lackey (R) Assembly District 36, Eduardo Garcia (D) Assembly District 39, Juan Carrillo (D) Assembly District 41, Chris Holden (D) Assembly District 41, Units Holden (U)
Assembly District 45, James Ramos (D)
Assembly District 47, Greg Wallis (R)
Assembly District 50, Eloise Gomez Reyes (D)
Assembly District 53, Freddie Rodriguez (D)
Assembly District 58, Sabrina Cervantes (D) Assembly District 59, Phillip Chen (R) Senate District 18, Steve Padilla (D) Senate District 19, Monique Limon (D) Senate District 22, Susan Rubio (D) Senate District 23, Rosilicie Ochoa Bogh (R) Senate District 25, Anthony Portantino (D) Senate District 29, Josh Newman (D) Senate District 31, Richard Roth (D) Senate District 32, Kelly Seyarto (R) Congressional District 23, Jay Obernolte (R)
Congressional District 25, Raul Ruiz (D)
Congressional District 28, Judy Chu (D) Congressional District 33, Pete Aguilar (D) Congressional District 35, Norma Torres (D) Congressional District 40, Young Kim (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Riverside County

Assembly District 36, Eduardo Garcia (D) Assembly District 47, Greg Wallis (R) Assembly District 58, Sabrina Cervantes (D) Assembly District 60, Corey Jackson (D) Assembly District 63, Bill Essayli (R) Assembly District 71, Kate Sanchez (R) Senate District 18, Steve Padilla (D) Senate District 19, Monique Limon (D) Senate District 31, Richard Roth (D) Senate District 32, Kelly Seyarto (R) Congressional District 25, Raul Ruiz (D) Congressional District 35, Norma Torres (D) Congressional District 39, Mark Takano (D)
Congressional District 40, Young Kim (R)
Congressional District 41, Ken Calvert (R) Congressional District 48, Darrell Issa (R) US Senate, Alex Padilla (D) US Senate, Diane Feinstein (D)

Annual Report 2022



APG was pleased to participate in the California Foundation for Agriculture in the Classroom; one event reached 16,000 kids. Congratulations on reaching 16,000 students.

LEGISLATION

Thursday, September 1, 2022, the California State Legislature adjourned for their final Recess of the 2021-2022 Legislative Session. Governor Newsom signed 997 bills into law and vetoed 169.

In 2022 APG adopted a multistate legislative package in California, Arizona, and New Mexico.

APG'S TOP PRIORITY BILLS CALIFORNIA

AB 2101 Flora

California Carbon Sequestration and Climate Resiliency Project Registry: whole orchard recycling projects.

Existing law requires the Natural Resources Agency, no later than July 1, 2023, to establish and maintain the California Carbon Sequestration and Climate Resiliency Project Registry to identify and list projects in the State that drive climate action on the State's natural and working lands and seek funding from state agencies or private entities. Existing law provides that carbon sequestration projects listed on the registry may include natural and working lands-based carbon sequestration projects and direct air capture projects. Current law authorizes the agency, in collaboration with relevant state agencies and in consultation with diverse stakeholders, to create an application process for applicants to have their projects in the State listed on the registry, as provided.

This bill would expand the list of projects that may be included on the registry to include whole orchard recycling projects. The bill would define "whole orchard recycling" as the onsite grinding or chipping of whole trees during orchard removal and incorporating the ground or chipped biomass into the topsoil before replanting.

Status: Chaptered Signed into Law.

California's Celebration of Agriculture was held on March 23, 2022. The event returned to the West Steps of California's State Capitol, with well over 1,000 attendees. The event was a great success.



AB 2406 Aguiar-Curry

Intermodal marine terminals.

Existing law prohibits an intermodal marine equipment provider or intermodal marine terminal operator, as defined from imposing per diem, detention, or demurrage charges on an intermodal motor carrier relative to transactions involving cargo shipped by intermodal transport under certain circumstances, including when an intermodal marine terminal decides to divert equipment without 48 hours notice. This bill would also prohibit an intermodal marine equipment provider from imposing those charges, or extended dwell or congestion charges, commencing or continuing free time, as defined, or an intermodal motor carrier orbeneficial cargo owner, or other intermediary relative to transactions involving cargo shipped by intermodal transport under certain circumstances. The bill would specify that those circumstances include when the intermodal equipment provider decides to divert equipment without notice, as described above, and also include when the intermodal motor carrier documents or an unsuccessful attempt to make an appointment for either a loaded or empty container. The bill would also specify that those circumstances include when a booked vessel cancels, booking is moved to a later vessel or, when early return dates are otherwise unilaterally advanced or delayed after equipment has been picked as specified, and when the obstacles to the cargo retrieval or return of equipment are within the scope of responsibility of the carrier or their agent and beyond the control of the invoices or contracting party. Status: Chaptered Signed into Law





APG LeadOn group meets with Legislators on a trip to the State Capitol



NEW MEXICO

HM₁

Matthews House Memorial requests actions of several agencies, including: The New Mexico Department of Agriculture (NMDA), the Economic Development Department, and the Tourism Department compile a current inventory of agritourism businesses in the State and a current estimate of the value of agritourism as a part of tourism in New Mexico.

Status: Will be introduced in January 2023

ARIZONA

Arizona Water Authority Agency

In 2022, the Arizona State Legislature drafted legislation on behalf of Governor Doug Ducey. The Governor created a new State Agency, The Arizona Water Authority Agency. The legislation provided 100 million dollars to develop new water sources and buy water for Arizona. As of today, the agency has created and established the Water Infrastructure Finance Authority Board (WIFA). The Board's purpose is to oversee the funding of Arizona water projects that helps conserve Arizona's current water supplies and secures additional long-term and sustainable water sources for the State.

Status: Newly elected Governor Katie Hobbs, WIFA Board, and the Arizona State Legislature will have new legislation and proposals in 2023.

APG works directly with state lobbyists and other agriculture stakeholders. APG was actively involved in negotiating funds for agriculture in the state budget. Highlights from California's 2022 Budget. The 2022 Budget was the largest in any state in U.S. history.

BUDGET ACT OF 2022:

- \$1 million to the Strategic Growth Council to establish a California Agricultural Land Equity Task Force
- \$23.75 million for the Food Production Incentive Program
- \$1.07 million for CDFA and Integrated Pest Management
- \$8 million to DIR to adopt an Extreme Heat Action Plan
- \$10 million to CDFA for livestock enteric emissions research
- \$20 million to CDFA for alternative manure management plans
- \$60 million to CDFA for SWEEP
- \$48.75 million for immediate drought relief
- \$56 million for implementation of the Sustainable Groundwater Management Act
- \$127 million for drought resilience
- \$43 million for water rights modernization
- \$40 million for Multi-Benefit Land Repurposing Program

APG'S LEGISLATIVE ACCOMPLISHMENTS



APG members meet with Assembly member Adam Gray in State Assembly Chambers.

AB 2133 (Quirk)

APG and The Agriculture Industry Stop AB 2133 from going to the Governor's Desk. APG and more than 100 organizations stopped a last-minute greenhouse gas (GHG) emissions reduction proposal. AB 2133 was a top California Job Killer. The legislation would have changed the State's greenhouse gas (GHG) reduction goal from 40% of 1990 levels by 2030 to 55%. By the State's estimate, this proposal would have forced 17 million gas-powered cars off the road in the next ten years.

Status: Died

AB 2201 (Bennett)

would have required a county permitting construction, rehabilitation, or alteration of a groundwater well to obtain approval from the groundwater sustainability agency noting its consistent with the groundwater sustainability plan before approving the project.

Status: Died

SB 54 (Allen)

establish the Plastic Pollution Prevention and Packaging Producer Responsibility Act, which prohibits the sale, imports and use of single-use plastic packaging and food service ware in California and imposes minimum content requirements for plastic material, establishes recycling rates and source reduction of materials through extended producer responsibility programs. This bill was brought forth in lieu of a competing more onerous ballot measure. Agriculture was able to obtain exemptions for field pack, perishability, and food safety standards. **Status:** Signed and Chaptered into Law

SB 1084 (Hurtado)

would have prohibited foreign governments from purchasing, acquiring, leasing or holding an interest in agricultural lands in California. It would have also required CDFA to annually report the total amount of agricultural land under foreign ownership and how it's being used (water rights, desalination facilities, energy storage, etc.).

Status: Vetoed



2022 FEDERAL REPORT

INTRODUCTION

As we look back on the 2022 federal policy agenda, we see a landscape much changed by the Covid-19 pandemic, supply-chain challenges, inflationary pressures, war in the Ukraine, shipping container and transportation backlogs, severe western drought, and climate change. Our Congressional allies worked hard on your behalf this year to the fund Agricultural Research Service (ARS) and Animal and Plant Health Inspection Service (APHIS) USDA programs to fight against the navel orangeworm. The ARS research program established through USDA grant funding will help us to determine the effectiveness of the navel orangeworm program administered through APHIS. The APHIS funding will help us to expand the program and release increased numbers of sterile insects to combat the navel orangeworm in pistachio orchards.

This past year, the House and Senate Agriculture Committees and specialty crop stakeholders. including APG, began to turn their eyes towards the next Farm Bill. The Farm Bill must be reauthorized every five years, and many of the programs will expire in 2023. The past year of Farm Bill discussions have allowed Congressional committee members to hear what has worked and what has not worked through a series of hearings held on Capitol Hill as well in various farm states. The Specialty Crop Farm Bill Alliance, of which APG is a leader, began its work in identifying any needed changes to existing programs and any new policies or programs that are needed to better support the U.S. specialty crop industry. To be frank, the 2023 Farm Bill outlook appears daunting from a budgetary standpoint. There are many needed updates to existing programs and payments, but the funding pot is constrained due to large funding bills for Covid-19, infrastructure, inflation and climate change over the past two to three years. When asked about new programs to aid the current farm economy and the Farm Bill process, as a whole, Congressional agriculture leaders express some measure of uncertainty about the outcome. The 2022 midterm election placed another variable into the 2023 Farm Bill process with Republicans taking narrow control of the House of Representatives while the Senate remains narrowly controlled by Democrats.

What follows is a brief description of APG's policy accomplishments and work on behalf of you before the U.S. federal government.

FEDERAL WATER POLICY

In General

No major legislation was enacted during 2022 dealing with federal policies on water supplies in the western United States. However, the combination of the Biden Infrastructure law in late November of 2021 and the Inflation Reduction Act passed in July of 2022 provide a huge amount of funds – in total, \$12.2 billion – for the U.S. Department of Interior/U.S. Bureau of Reclamation to repair, improve and add to western water infrastructure. This will truly be a "once in a generation" investment for water supplies in the West.

REVIEW OF 2019 BIOLOGICAL OPINIONS

In February 2022, the Bureau of Reclamation (BOR) made public its intent to reinitiate consultation on the 2019 Biological Opinions (BiOps) which had been adopted during the Trump presidency. These BiOps have been the center of controversy for many years. The first step in the process is the preparation of an Environmental Impact Statement (EIS). Public meetings were held throughout the month of March to take comment regarding the scope of the EIS and the request to reinitiate consultation on the BiOps. The 2019 BiOps remain in effect, although some "safeguards" have been added in response to litigation over them.

IMPLEMENTATION OF INFRASTRUCTURE INVESTMENT AND JOBS ACT

Implementation of the Infrastructure Investment and Jobs Act, signed into law in November 2021, is a high priority for the Biden Administration and congressional members. The funds made available under this legislation were immediately available to be distributed by the various federal agencies with authority over the relevant programs. This legislation includes \$8.3 billion that is destined for an array of western water infrastructure projects over five years (FY2022-2026).

California Water Storage Projects

On October 17, 2022, the Department of Interior announced \$210 million in funding from the 2021 Infrastructure law for various projects in the West to address drought and other needed infrastructure projects. Three of the projects are located in California and include:

- *B.F. Sisk Dam:* \$25 million to the San Luis and Delta-Mendota Authority, to pursue the B.F. Sisk Dam Raise and Reservoir Expansion Project. Once complete, the project is estimated to provide approximately 130,000 acre-feet of additional storage. Earlier in 2022, the Bureau of Reclamation announced \$100 million would be invested in the B.F. Sisk Dam project; these funds also came from 2021 the infrastructure bill. This made for a total of \$125 million available in 2022 for work at Sisk.
- North of Delta Off Stream Storage (Sites Reservoir Project): \$30 million to pursue off stream storage capable of storing 1.5 million acre-feet of water. The project would utilize new and existing facilities to move water into and out of the Reservoir, with ultimate release to the Sacramento River system via existing canals, a new pipeline near Dunnigan, and the Colusa Basin Drain. This most recent \$30 million puts the total federal funding to date for the Sites project at approximately \$134 million.
- Los Vaqueros Reservoir Expansion Phase II: \$82 million to integrate approximately 115,000 acre-feet of additional storage through new conveyance facilities with existing facilities.

INFLATION REDUCTION ACT

What was originally to be the Biden Administration "Build Back Better" post-COVID program evolved into the *Inflation Reduction Act* (IRA), which was enacted in late summer.

In this bill, the U.S. Bureau of Reclamation received another approximately \$4.5 billion, with \$4 billion being directed to drought resiliency efforts. The drought resiliency provisions and funds were the result of late-in-the-process negotiations by a number of Senators, including California Senators Feinstein and Padilla and Arizona Senator Kyrsten Sinema.

The drought resiliency funds are to be directed to river basins that have experienced long-term drought, with the Colorado River basin being specifically mentioned. The funds are to be used for grants, contracts or financial assistance agreements for efforts to mitigate drought, including "compensation for a temporary or multiyear voluntary reduction in diversion of water or consumptive water use."

The \$4.5 billion in this legislation was another very large amount of funding for the Bureau of Reclamation to administer, in addition to the funds made available under the large Infrastructure bill enacted in November of 2021. The most recent funds are available on an immediate basis and will remain available until September 30, 2026.



SIGNIFICANT LEGISLATION ON FEDERAL WATER POLICIES INTRODUCED, BUT NOT ENACTED

House Republican Bill

In late September, Congressmen Valadao (R-CA), McCarthy (R-CA) and the entire California Republican delegation introduced a bill to address a number of facets of federal water policies in California. If finalized, the bill would be the first major federal legislation impacting California water supplies and infrastructure since the 2016 WIIN Act. One of the main aspects of the bill would require federal policy to return to the 2019 Biological Opinions, if the current effort on Voluntary Agreements does not come to fruition. The bill would also revive the storage provisions of the 2016 Act (which expired at the end of 2021) and extend them until 2028, as well as making it possible for federal funding for raising Shasta to be made available.

Upon introduction, the sponsors of the legislation were candid in recognizing that the bill had very little chance of making any progress through the end of 2022. However, they indicated they wanted to put all of their thoughts in a form that could move forward in 2023, if the Republicans were to gain the majority in the House – which of course did take place. With the Democrats in the majority in the U.S. Senate, however, it is challenging to see how far the Valadao bill can move in the Congress which will meet in 2023-2024. The bill may be modified before being introduced in the 118th Congress.

Senator Feinstein's "STREAM Act"

In mid-May, Senator Dianne Feinstein (D-CA) introduced the bill named the STREAM Act (S. 4231). The full name of the bill is the "Support to Rehydrate the Environment, Agriculture, and Municipalities Act." At the time of introduction of the legislation, Senator Feinstein's office issued a press release with the following highlights of the bill:

In combination with the bipartisan infrastructure law (passed in November of 2021), the funding in this bill would provide California with more than 1 million additional acre-feet of water per year on average (enough water for more than 6 million people), including: 425,000 additional acre-feet from off stream storage and groundwater storage projects (including construction of Sites Reservoir, expansion of Los Vaqueros Reservoir and the raising of B.F. Sisk Dam, plus other potential projects like the Sacramento Regional Groundwater Bank and Del Puerto Canyon Reservoir); 85,000 additional acre-feet from water desalination projects; and 532,000 additional acre-feet from water recycling projects.

Congressman Harder's "Stop Delta Tunnels Act"

In September 2022, Congressman Josh Harder (D-CA) introduced the "Stop Delta Tunnels Act" which, if enacted, would prohibit the U.S. Army Corps of Engineers from issuing a federal permit necessary for the State of California to build the Delta Conveyance Project. Congressmen John Garamendi (D-CA) and Jerry McNerney co-sponsored the bill. No similar bill was introduced in the Senate. While this bill did not move in the legislative process in 2022, it does signal that the controversy over the tunnel project is significant

NAVEL ORANGEWORM PROGRAM AND APPROPRIATIONS

Over the past three years, American Pistachio Growers (APG) has successfully petitioned Congress to fund the navel orangeworm (NOW) pilot program. For fiscal year 2020, Congress appropriated an initial \$6 million for the program; for FY2021, they increased the funding by \$2 million. Almost six months after the end of FY 2021, President Biden signed the FY22 appropriations bill into law in March 2022, in which is included \$8,160,000 for the navel orangeworm program. This funding will continue the USDA Animal and Plant Health Inspection Service (APHIS) laboratory in Phoenix, Arizona and the pilot project sterile insect rearing to combat the navel orangeworm.

Over the course of the NOW program, it has become apparent that more scientific research is needed to understand the impact of the program. APG worked with Agricultural Research Service, USDA (ARS) to develop a budget for this research, and a work plan was established at ARS for post-doc scientists to begin understanding the efficacy of the NOW program. Application was made to the USDA Section 7721 program (Plant Pest and Disease Management and Disaster Prevention Program) for the NOW research, and this short-term funding grant of \$1.2 million was awarded in early February 2022 for ARS to begin executing the work plan. Annual appropriations are needed, however, to continue the ARS research and the NOW sterile insect pilot program. For FY 2023, Congress appropriated \$10.3 million for APHIS. ARS received an increase in funding of \$1.8 million (total of \$3.6 million) in order for ARS to continue the research program established for NOW.



PATCH (INTERNAL KERNEL DISCOLORATION IN PISTACHIOS)

Pistachios, like most specialty crops, are usually sold by government grade standards. Most pistachios are sold using Agricultural Marketing Service, USDA (AMS) grade standards; other grade standards are the UN European Commission for Europe (UNECE) and Iranian grade standards. In 2019, an importer in China contacted the Agricultural Marketing Service, USDA about discoloration appearing on the surface of each cotyledon half; recently other buyers have made inquiries about the discoloration. (A series of studies demonstrated the discoloration is not caused by insects, and there is no different nutritional or taste difference between pistachio varieties with the discoloration). Since the grade standard regulation requires the Agricultural Marketing Service to score the discoloration, AMS contacted the Administrative Committee for Pistachios, with several industry and AMS meetings held to resolve the matter. During the meetings, it was decided that the ACP would prepare a grade standard eliminating any scoring of the discoloration and for the industry to petition AMS to accomplish the same goal by amending the AMS grade standards regulation.

As this project moves into 2023, there are two issues before the U.S. pistachio industry that must be resolved: the amendment of USDA grade standard that requires scoring of discoloration; educating buyers who do not understand the discoloration is organic (natural). APG and your federal representatives have set a course to accomplish these objectives successfully.

MYCOTOXINS

EU OTA Regulations

The regulation for the maximum limit (ML) of OTA in pistachios came into force January 1, 2023. The regulation is as follows:

- Pistachios to be subjected to sorting, or other physical treatment, before placing on the market for final consumer or use as ingredient in food -10.0ppb
- Pistachios placed on the market for final consumer or use as ingredient in foodstuffs - 5.0ppb

Aflatoxin - EC Inspection

In early November 2021, the EC announced that the increased inspections (20%) on pistachios entering Europe was no longer justified, and the requirement was removed. Your federal government relations team will continue to monitor this regulation closely particularly now that the EU will be testing for Ochratoxin.

Specialty Crop Block Grant Award for Ochratoxin A Research

In August 2022, AMS, USDA awarded a Specialty Crop Block Grant fund to Themis Michailides, Ph.D. and his team at UC, Davis in order to implement area-wide, long-term programs for biological control of aflatoxin/ochratoxin in nut crops in California. The grant award is \$337,257.

2023 FARM BILL

Over the past year, members of the U.S. agriculture industry have begun the important task of determining priorities for the next Farm Bill. The Farm Bill is renewed every five years, and the last iteration was signed into law in 2018. The 2023 Farm Bill will reauthorize the USDA programs in which the U.S. pistachio industry takes part, such as the Market Access Program, the Specialty Crop Block Grant Program, Tree Assistance Program, the Specialty Crop Research Initiative, Plant Pest and Disease Management and Disaster Prevention Program (Section 7721), Technical Assistance for Specialty Crops and others.

Richard Matoian is a member of the Specialty Crop Farm Bill Alliance (SCFABA) Steering Committee that has worked on proposals for the 2023 Farm Bill. The SCFBA has eleven committees that reviewed the existing titles of the 2018 Farm Bill for the purpose of updating the Specialty Crop Farm Bill programs. Many of the industry's program funding has not kept up with inflation and changing crops' requirements. The Alliance's objective is to urge congress to adopt the Alliance recommendations and increase specialty crops' program funding.

CREAATE Act of 2022 – Market Access Program

As part of the Farm Bill 2023 considerations, legislation was introduced over the past year in the hopes that it would be included in the upcoming Farm Bill. Bills were introduced in the House and the Senate

to increase the funding for the Market Access Program and the Foreign Cooperators Program (FMD), by Congressman Jim Costa (D-CA) and Senator Angus King (I-ME), respectively. MAP funding has been set at \$200 million annually since 2006 and FMD at \$34.5 million since 2002; the Act would increase MAP to \$400 million and FMD to \$69 million annually from 2024 to 2029.

According to Congressional estimates, the USDA Market Development, such as MAP, programs generate \$24.50 for every dollar invested and have helped create hundreds of thousands of jobs throughout their lifespan. While other competing countries have increased investment into their foreign export programs, the stagnant funding for MAP and FMD has not kept up with the times. The bill is supported by The Coalition to Promote U.S. Agricultural Exporters, of which APG is a member.

FOOD SAFETY

Food Safety Modernization Act – Proposed Rule on Pre-Harvest Agricultural Water in Standards for the Growing, Harvesting, Packing, and Holding of Produce for Human Consumption (Produce Safety Rule)

In late 2021, FDA announced a proposed rule that would amend the Produce Safety rule regulations for agricultural water standards, for pre-harvest water uses. This proposed rule came after FDA put the agricultural water requirements on hold after the Produce Safety regulations went into effect; the FDA, at that time, announced enforcement discretion for the agricultural water standards as a result of stakeholder input that the requirements were too confusing. "These proposed requirements are intended to address stakeholder concerns about the complexity and practical implementation of certain pre-harvest agricultural water requirements in the Produce Safety Rule while continuing to protect public health. The requirements also are designed to be adaptable to future advancements in agricultural water quality science." APG filed comments with FDA on the proposed rule.

Food Safety Modernization Act – Final Rule on Traceability

At the end of November 2022, the U.S. FDA published the final rule that implements the provision in the Food Safety Modernization Act (FSMA), that requires additional recordkeeping and traceability for foods deemed "high risk" and included on the Foods List, as created by FDA. The final rule has been almost ten years in the making; the compliance deadline is set for January 2026. Included on the Foods List is nut butter of all varieties, including pistachio butter.

SECTION 32 PISTACHIO BONUS BUY

APG has worked with Agricultural Marketing Service and Food and Nutrition Service, USDA to make pistachios available to schools, child care centers and food banks. In February 2022, AMS USDA purchased \$32,628,171 in pistachios. In August 2022, AMS USDA purchased just shy of \$10 million in pistachios.

PESTICIDE MATTERS

The APG MRL Database was been updated and published in Fall 2022. Usually, this report is finalized annually in February; however, due to California DPR's pesticide usage data delay in updating, the annual report was published later than usual. APG also publishes a monthly newsletter providing updates on Federal and State Pesticide news, along with global pesticide issues that impact export markets.

TRADE

People's Republic of China Facility Registration

Like the U.S. Food and Drug Administration, the government of China requires foreign food processing facilities to be registered if the U.S. facility intends to export to China. Unfortunately, unlike FDA, China's agency, the General Administration of Customs of China (GACC) continues to have problems in implementing the new registration requirements, especially for U.S. new food facilities registering after the implementation date of January 1, 2022 and those that are required to register through a competent authority. There was a breakdown of compliance understanding by world exporters to China over this past year. FDA continues in its attempt to resolve the problem with GACC. In November 2022, the U.S. government submitted concerns to the World Trade Organization about China's foreign food facilities registration requirements. APG stayed in contact with FDA and the Foreign Agriculture Service USDA in order to understand the issue and provide information on the U.S. pistachio industry.

Biden's China Strategy

The U.S. continues to reevaluate its approach towards China, impacting trade between the two largest economies in the world. President Trump's "Phase One" trade deal, which was meant to ease tensions by having China purchase a fixed amount of U.S. goods, was derailed by COVID and said by many to be unrealistic from the start. China failed to meet its commitments and the deal did not move into a Phase Two. As competition between the U.S. and China has intensified, the Biden administration unveiled new export controls on high-tech goods like microchips China needs to modernize. Additionally, hawkish voices on both sides of the aisle to revoke China's most-favored nation status pending the completion of a four-year trade review by U.S. Trade Representative Katherine Tai. Although the countries have reintroduced cooperation in some areas like climate change, the lack of progress on trade means Chinese tariffs on pistachios are likely to remain.

Trade Agreements

The Biden Administration has continued to eschew traditional free trade agreements in favor of limited "framework" agreements that do not include market access provisions. This has drawn the ire of lawmakers who see the U.S. is falling behind next to competitors that continue to reach FTAs with one another. The Indo-Pacific Economic Framework, or IPEF, is one such framework touted by the administration as an alternative to the Comprehensive and Progressive Trans-Pacific Partnership, or CPTPP, though the IPEF does not go as far as the CPTPP FTA would have. The UK, which had been pursuing an FTA with the U.S. post-Brexit, appears to have given up, with new Prime Minister Rishi Sunak acknowledging a deal was not forthcoming after his first visit to Washington in late 2022.

Biden Administration Trade Officials Confirmed

At the end of 2022, the Senate confirmed the U.S. agriculture trade officials responsible for advocating on behalf of U.S. growers and farmers in the global market. Alexis Taylor was confirmed by the Senate to be the USDA Undersecretary for Foreign Agriculture and Trade, after being favorably reported out of the Senate Agriculture Committee earlier in Fall 2022. Prior to her nomination and subsequent confirmation as USDA Foreign Agriculture Undersecretary, Ms. Taylor served as the Director of the Oregon Department of Agriculture. Doug McKalip was confirmed by the Senate to be the Agricultural Negotiator for the U.S. Trade Representative, after being favorably reported out of the Senate Finance Committee earlier in Fall 2022.

World Pistachio Trade Report

The World Pistachio Trade Report covering global imports and exports of pistachios by top producing and consuming countries was published and can be found on APG's website. The U.S. exported a record total of 254,018 MT of pistachios in 2022: 97,430 went to China/Hong Kong, 84,109 MT went to the EU and the UK, and 16,341 MT went to Canada and Mexico. In a positive sign, the exports to China/Hong Kong surpassed pre-COVID levels despite the continued tariffs on imported pistachios. The U.S. imported 2.337 metric tons of pistachios, some of which may be of U.S. origin. According to Islamic Republic of Iran Customs Administration Iran exported 155,813 metric tons of pistachios in 2021, down almost 25% from its 2020 exports, due to prolonged drought last year and 2021 being an "off year" for Iranian pistachios. Turkey exported 23,394 metric tons, but it is expected that some of these are of Iranian origin and being transshipped.



CLIMATE/ AG PROGRAMS

The Biden Administration has chosen to center "climate-smart agriculture" into USDA's long-term strategy, promoting sustainable practices through grant programs. Biden issued an executive order directing the Secretary of Agriculture to collect input on climate-smart agriculture (86 FR 7619) shortly after taking office; previous initiatives in climate-smart ag focused on commodity crops but the Administration's directive expands the scope to include specialty crops. Programs include the Sustainable Agriculture Research and Education (SARE), the Conservation Technical Assistance Program (CTA), various USDA Partnerships for Climate-Smart Commodities, the Environmental Quality Incentives Program (EQIP), the Agricultural Management Assistance (AMA), the Conservation Stewardship Program, the Regional Conservation Partnership Program (RCPP), and the Greenhouse gas Reduction through Agricultural Carbon Enhancement network (GRACEnet). Many of these programs are in the pilot phase where institutions receive grants to develop techniques with producers, and will continue to be expanded and developed as "green" initiatives become more and more important.

AGRICULTURE WORKFORCE AND IMMIGRATION

In 2021, the House passed the Farmworker Modernization Act that intends to update the agriculture guest worker program; the legislation, however, stalled in the Senate. In late 2022, though, a bipartisan and bicameral coalition of lawmakers negotiated an agreement before the end of 117th Congress intended to update the agriculture workforce and expand opportunities for farm workers to gain U.S. citizenship. Many specialty crop agriculture stakeholders supported the agreement, including Western Growers and the International Fresh Produce Association. The negotiations stalled, however, before the end of the 117th Congress and did not make it into law. Agriculture workforce and immigration are not believed to be on the agenda for the 118th Congress.

USDA DEBT RELIEF

In 2022, the USDA used funds appropriated to them by the American Rescue Plan (enacted, March 2021) and Inflation Reduction Act to provide relief for American farmers in debt. The Inflation Reduction Act set aside \$3.1 billion for distressed farmers, while also providing USDA \$2.2 billion in aid to producers who faced discrimination from USDA lending programs before January 2021. The \$3.1 billion was initially for minority farmers but that provision was struck down in court for violating the 14th Amendment. This assistance couldn't have come at better time with a current foreclosure moratorium ending in October, and 22% of USDA farm loans being delinquent. Additional funding announced includes \$550 million to assist minorities in gaining access to land, capital and agricultural markets, \$300 million to help farmers get access to land, capital and markets, and \$250 million for minority-serving colleges and universities attracting and retaining students who can find "careers in food, agriculture, and related disciplines, with an emphasis on federal government sector employment."

WATERS OF THE UNITED STATES (WOTUS)

At the end of 2022, the U.S. Environmental Protection Agency and the U.S. Army Corps of Engineers announced the final rule amending the definitions of the Waters of the United States (WOTUS). The definition of navigable waters was previously finalized in 2020; at the beginning of the Biden Administration, an executive order was issued to review the WOTUS regulations to reconsider the definition and determine whether the rule should be reconsidered. The final rule announced by the Biden Administration states, "The regulations established in this rule are founded on the familiar framework of the 1986 regulations and are generally consistent with the pre-2015 regulatory regime." Information on the implementation of this updated rule will be announced throughout the coming year.



Community Driven. Agriculture Focused.

Our community depends on agriculture and we're committed to financing each operation, one field at a time.





WE ARE FARM CREDIT

A network of customer-owned associations supporting California's rural communities and agriculture with reliable, consistent credit and financial services.



UPDATE FROM THE PISTACHIO PAC CHAIRMAN



Dr. Robert LakePAC Chairman

As you all know, the American Pistachio Growers Pistachio PAC is a key component of our association's mission to advance the interests of our members, to protect our industry and to increase opportunities for our growers. The PAC, supported directly by you, provides us the chance to educate members of Congress about the issues facing pistachio growers and to ensure their needs are addressed through legislation. Thanks to your continued support over the years, the Pistachio PAC is the largest specialty crop PAC in the entire United States. As always, the PAC supports both Republican and Democrat members choosing to focus on those from pistachio-producing states and districts.

The midterm elections mean that a whole host of new members will be joining Congress, including some from districts with pistachio acreage. The mission of the Pistachio PAC remains to facilitate education of members on issues that they would otherwise not know about. This means identifying members that sit on the powerful committees; the House and Senate Committees on Agriculture, Natural Resources, Finance, and Appropriations all control legislation relevant to the pistachio industry and agriculture in general. The Pistachio PAC supports candidates from pistachio-producing states that hold top spots on these committees, or are in line to take over the top spots in the future. In this way, we can get directly to the source of policy that benefits growers directly.

2022 saw, by and large, the end of the COVID-19 pandemic and a loosening of restrictions on travel and in person meetings, though they still have not returned to pre-

pandemic levels. APG members travelled to Washington for meetings with Congressional staff and federal agencies to discuss a host of issues, including the continued funding for water projects, navel orangeworm project, farm bill programs, international trade, USDA Bonus Buy, etc.

With the lifting of COVID restrictions, the annual golf tournament and PAC breakfast returned with high participation. Participation in the golf tournament is the PAC's cornerstone fundraising event and we are grateful for the support received for its reinstatement. Additionally, I would like to specially acknowledge those members of the PAC Presidents Club for their contributions. The Presidents Club is made up of growers that contribute the maximum amount of \$5,000 annually, another critical source of funding for the PAC. The contributions of these growers help the entire industry by increasing the PACs ability to conduct outreach and education.

I encourage you to thoroughly review the following to learn about the benefits and advantages received from membership with APG. I continue to urge all APG members to make an annual contribution to the pistachio PAC. All industries are competitive, and the government relations side is critical to fulfilling our objectives to promote a strong pistachio industry and good pistachio policy. Production continues to increase, so consumption and exports need to increase as well; the pistachio PAC helps address these needs on the federal level. The PAC has helped to make the industry strong and together we can make it stronger going forward.

APG MEMBERSHIP SERVICES COMMITTEE REPORT



The 2021/2022 fiscal year was one of renewed excitement and transformation as the pistachio industry, like the rest of the world, emerged from the global pandemic. After a nearly year and a half hiatus from any in-person member meetings and events, APG's Membership Services Committee and staff successfully reintroduced the organization's 2 main events: the Annual Member Luncheon and the Pistachio Industry Annual Conference. Though challenges continued to exist throughout the year, the safety of APG's members and the public was always the top priority, and both events were conducted safely and successfully. Through communication and teamwork, the Membership Services Committee and APG staff safely and successfully reconnected the industry.



American Pistachio Growers also welcomed 2 new members to the Membership Services team in 2021. The team worked with a renewed focus on education, communication, and connecting of growers, processors, and industry partners. The investments in new resources, opportunities, and partnerships are paving the way for renewed engagement and new opportunities for growers to connect and learn about the values of being members of American Pistachio Growers.

HIGHLIGHTS FROM MEMBERSHIP SERVICES EVENTS

September 2022 Pistachio Party at the Old Town Clovis Farmers Market

APG staff distributed samples and custom pistachio treats crafted by the culinary students at the Institute of Technology in Clovis, California. After missing a year, it was great to reconnect Central Valley residents to the popular annual event highlighting the many delicious ways pistachios can be included in recipes. The Old Town Clovis Farmers Market connects thousands of attendees through various vendors that also had the opportunity to receive free pistachios to incorporate in custom foods and trinkets that could be sold at booths. This annual tradition reminds Central California that their favorite healthy snack is grown in the heart of California by APG members.





February 2022 Member Mixer at the International Ag Expo

APG hosted a Mixer at the 2022 World Ag Expo in Tulare, California. This was the 1st opportunity for APG members to connect and discuss the 2021 harvest, while enjoying all the educational opportunities available, equipment displays and great food and drink the annual event always provides. The International Ag Expo is the largest event of its kind, and APG members appreciate the opportunity to connect with fellow growers and processors each year.



2022 APG PISTACHIO INDUSTRY ANNUAL CONFERENCE

Late February of 2022 saw the return of the largest pistachio focused industry event of its kind, the Pistachio Industry Annual Conference. The COVID-19 pandemic led to the cancellation of the 2021 Annual Conference, but APG was able to reintroduce the Annual Conference through extensive planning and cooperation to meet the guidelines for health and safety set by the State of California and the County of San Diego.

The Omni La Costa Resort & Spa served as the host resort to the over 1,300 attendees at the 2022 Annual Conference. Attendees heard updates on the state of the pistachio industry, a presentation on APG's global marketing efforts, and government issues being tackled by APG representatives at both state and federal levels. On the 1st day of the Annual Conference attendees were treated to a special appearance by pistachio grower and quarterback Josh Allen.



The event closed with a special presentation by NASA Astronaut, Captain Scott Kelly, and a Polynesian themed luau.





2022 Luau Costume Contest winners Shelley and Ed Davis

July 2022 American Pistachio Growers Annual Member Luncheon

APG grower and processor members were welcomed to Visalia, California for the Annual Member Luncheon. Members connected over lunch and presentations by Dr. Joel Kimmelshue on California's continued drought and the impact on pistachio acreage, and a special presentation by APG ambassador and 5-time Iditarod champion dog musher Dallas Seavey.





The American Pistachio Growers concluded another successful year of the LeadOn program. After a two-year hiatus, the LeadOn program continues to grow and educate future leaders of the pistachio industry through positive lectures from industry professionals and onsite tours.

A highlight of the program is a legislative tour led by APG State Lobbyist, George Soares of Kahn, Soares & Conway. LeadOn participants met with: Assemblymember Gray in the State Assembly Chambers discussed issues such as water and infrastructure; Assemblymember Devon Mathis; Deputy Deputy Director of the Department of Water Resources; and Paul Gosselin and DeeDee D'Adamo of the State Water Resources Control Board.

Topics of the program range from leadership skills to marketing, and water issues to food safety. The LeadOn class had the opportunity to participate in a hands on orchard tour lead by UCCE Farm Advisor, Emeritus, Bob Beede. Bob educated the group on the importance of soil health and how to look for indicators of heat stress in leaves.

Graduates are recognized at the annual American Pistachio Growers Conference for their level of commitment to the program and growing the pistachio industry. The program emphasizes the importance of educating future leaders of the industry to be fully equipped to participate in the democratic structure of American Pistachio Growers through committee and board involvement.



Assemblymember Adam Gray addresses the LeadOn participants in the State Assembly Chambers



UCCE Farm Advisor Emeritus, Bob Beede, demonstrates to LeadOn participants how to test leaves for heat stress



Orchard Tour at Fresno State with Bob Beede, UCCE Farm Advisor Emeritus



CLASS OF 2022:

Ty Alexander	Manulife Investment Management
Jeff Anderson	Pioneer Nursery
Hans Beeler	Beeler Industries
Victoria Bisbee	Semios
Clint Curti	Curti Co./Curti Tierra
Nathen Faulkner	Ingleby USA/Eriksson, LLC
Jose Felix	Westside Farm Management
Brody Feuerhaken	Amin AG
Janna Forbes	ROJO Farms
Ashley Hollis	Chandler Automation
Elizabeth Keenan	Keenan Farms Inc.
Madonna Lang	Watson Realty
Doenitz Lopez	Ingleby USA/Eriksson, LLC
Patrick M. Mares	AMA Pistachio Development
Stephen Nazaroff	Horizon Nut LLC
Dylan Rose	AMA Pistachio Development
Jeff Scheer	Setton Farms
Blake Schmiederer	Schmiederer Family Farms
Brian Spain	Landmark Irrigation



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KEENAN FARMS, INC.

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







Marketing Communications

Standing on the foundation of scientific research, APG's Marketing Communications programs promote the health benefits of pistachios in creative and targeted ways that increase demand. With approximately 70 percent of all U.S. product being exported, the global demand continues to grow for sustainable foods that are healthy and minimally processed. APG has created a niche product story that is of interest in every country: A sustainable, permanent crop grown in the American West that's not only a complete protein, but also very high in antioxidants. Thanks to funding from APG members, this good news helped increase shipments in each of the nine countries APG targeted in 2022.



Ali Amin,



Judy Hirigoyen, VP Global Marketing

Nutrition Research Subcommittee

APG's Nutrition Research Subcommittee is responsible for overseeing the program that funds pistachio research at credible universities globally. Since 2010, 45 pistachio-specific, peer-reviewed studies have been published in scientific journals. Using a formalized process for vetting research topics and proposals from high profile researchers across the world, the Nutrition Research Subcommittee decides how to best allocate APG research funds to further enhance the nutrition story of American pistachios. Our most recent and exciting news - that pistachios are very high in antioxidants (even higher than red wine!) - is the result of APG-funded research. Each study that is published provides new, science-backed reasons for consumers across the globe to buy and eat more pistachios.



Rich Kreps,

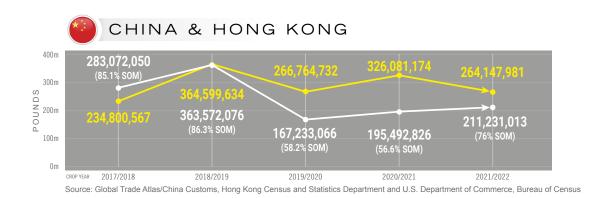


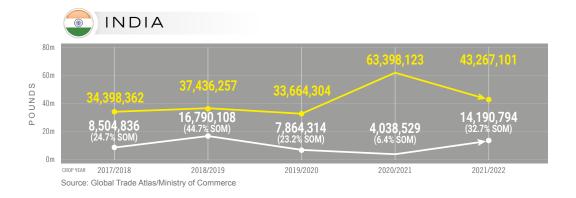
Amber Wilson, MS, RD Director, Nutrition Research & Communication

TOTAL CONSUMPTION AND U.S. SHARE OF MARKET

Total Consumption = (In-Country Production + Imports) - Exports

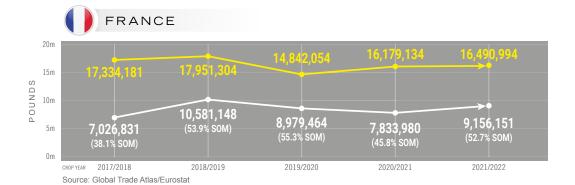
KEY ---> TOTAL CONSUMPTION (All Origins, In Pounds) ---> TOTAL U.S. IMPORTS (In Pounds)



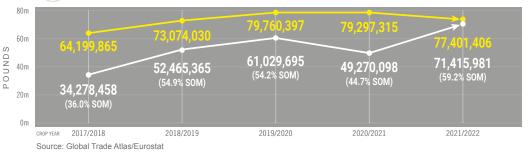




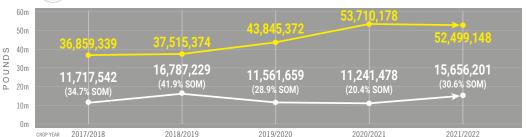












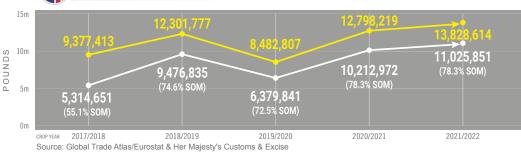
Source: Global Trade Atlas/Eurostat; Tree Nut Annual European Union Report #E42019-0001, #E42020-0058 & #E42021-0069, #E42022-0059





Source: Global Trade Atlas/Eurostat; Tree Nut Annual European Union Report #E42019-0001, #E42020-0058 & #E42021-0069, #E42022-0059; FAS - US Embassy Madrid

UNITED KINGDOM





Generating Demand

APG is committed to our long-term strategy of pursuing an educational approach to anchor American-grown pistachios as a valuable food that belongs in the human diet for good health. This approach has three specific steps:





First, APG funds nutrition research at respected institutions in the U.S., Europe and Asia

With these and other scientific findings, a case is made for the undeniable benefits of pistachios for weight management, heart health, diabetes, a complete protein, and overall health.

One important study, conducted by Cornell University and funded by APG, shows that pistachios have a very high antioxidant capacity, among the highest when compared to values reported in research of many foods commonly known for their antioxidant capacity. In fact, the antioxidant capacity of pistachios rivals blueberries, pomegranates, cherries, beets, and even red wine. The purpose of the research was to measure the level of antioxidant "capacity" of pistachios. In other words, to measure pistachios' ability to fight free radicals with antioxidants. The purpose of the research was to measure the level of antioxidant "capacity" of pistachios. In other words, to measure pistachios' ability to fight free radicals with antioxidants.

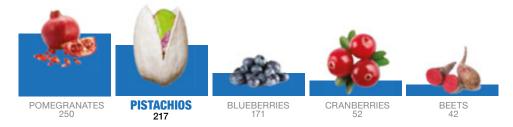
ANTIOXIDANT ACTIVITY OF COMMON FOODS

Researchers, led by Dr. Rui Hai Liu, used two methods of measuring antioxidants—the accepted measurement established by the United States Department of Agriculture, called ORAC, which stands for Oxygen Radical Absorbance Capacity; and CAA, short for Cellular Antioxidant Activity.^{1,2}

CRANBERRIES 8394 PISTACHIOS CHERRIES 5945 BLUEBERRIES POMEGRANATES RED WINE 4198

ORAC is the measurement of a food's ability to attack the free radicals in your body that are hard at work, damaging your cells. The higher the ORAC score, the more antioxidant potential there is in that food. As the name suggests, antioxidants prevent free radicals from damaging and oxidizing the cells in our bodies.

Cellular Antioxidant Activity (CAA)



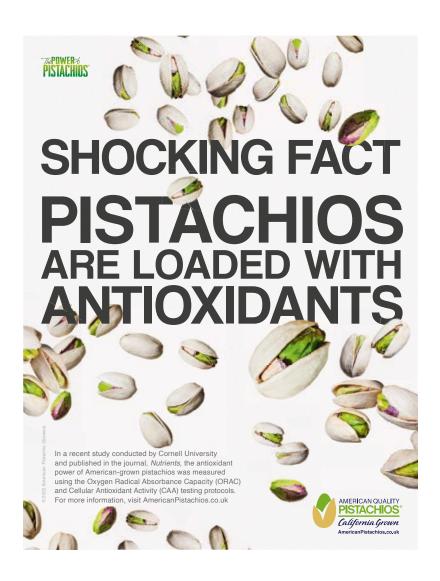
CAA is a new method that looks more closely at what might happen with cells in the human body. Antioxidants can protect from free radical damage by preventing the oxidation of cells. Free radical damage occurs from normal life processes (eating, breathing, exercising, environmental toxins).

- 1. Yuan W, Zheng B, Li T, Liu RH. "Quantification of Phytochemicals, Cellular Antioxidant Activities and Antiproliferative Activities of Raw and Roasted American Pistachios (Pistacia vera L)." Nutrients (2022): 14 (15): 302. https://doi.org/10.3390/nu14153002.
- Wolfe KL, et al. "Cellular Antioxidant Activity (CAA) Assay for Assessing Antioxidants, Foods, and Dietary Supplements." Journal of Agriculture and Food Chemistry. (2007): 55:8896-8907.
- 3. Song W, et al. "Cellular Antioxidant Activity of Common Vegetables." Journal of Agriculture and Food Chemistry. (2010): 58, 6621-6629. DOI: 10.1021/jf9035832.
- 4. Wolfe, K., Kang, X., He, X., Dong, M., Zhang, Q., and Liu, R.H. Cellular antioxidant activity of common fruits. J. Agric. Food Chem. 56 (18): 8418-8426, 2008.



Foods High in Antioxidants May Help Protect Your Body and Brain

Health professionals recommend antioxidants from food sources. such as pistachios, to help protect healthy cells from free radical damage in the body.^{5,6} In our body, oxidative damage can accelerate the aging process in our brains and skin. We experience this by not being as mentally sharp and getting more wrinkles. Antioxidants neutralize the free radicals, limiting or preventing the damage they cause. Foods that are high in antioxidants can be a powerful weapon against disease and premature aging of your body and brain.3,7,8 Pistachios have a high antioxidant capacity that rivals that of popular antioxidant-containing foods, and they are a plant-based, complete protein.



^{3.} Song W, et al. "Cellular Antioxidant Activity of Common Vegetables." Journal of Agriculture and Food Chemistry. (2010): 58, 6621-6629. DOI: 10.1021/jf9035832.

^{5.} Ellis, E. "Antioxidants - Protecting Healthy Cells" Academy of Nutrition and Dietetics. Published March 25, 2021. Accessed September 19, 2023. https://www.eatright.org/food/vitamins-and-supplements/types-of-vitamins-and-nutrients/antioxidants-protecting-healthy-cells

 [&]quot;Understanding Antioxidants" Harvard School of Public Health. Published January 21, 2019. Accessed September 16, 2022. https://www.health.harvard.edu/staying-healthy/understanding-antioxidants

^{7.} Luo J, Si H, Jia Z, Liu D. "Dietary Anti-Aging Polyphenols and Potential Mechanisms." Antioxidants (Basel). (2021, Feb 13): DOI: 10.3390/antiox10020283. PMID: 33668470; PMCID: PMC7918214.

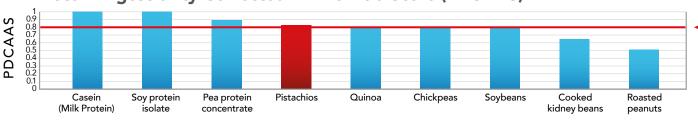
^{8.} Poles J, Karhu E, McGill M, McDaniel HR, Lewis JE. "The Effects of Twenty-Four Nutrients and Phytonutrients on Immune System Function and Inflammation: A Narrative Review." J Clin Transl Res. (2021, May 27): PMID:34239993.

GAME CHANGER

Pistachios are one of the very few plant-based foods high in antioxidants that are also a complete protein—meaning they have all nine essential amino acids normally found in animal-based proteins.



Protein Digestibility-Corrected Amino Acid Score (PDCAAS)^{2,3}



The Protein Digestibility Corrected Amino Acid Score (PDCAAS) evaluates protein quality based on both amino acids (the building blocks of protein) and how well the body digests it. The higher the PDCAAS score the better the quality of protein. According to PDCAAS, pistachios provide adequate levels of all nine essential amino acids, at 81 percent of casein, which is used as a reference food.

The protein quality of pistachios meets the Food and Drug Administration's requirement for labeling US grown pistachios to bear the claim, "A good source of protein." Pistachios contain all nine essential amino acids in adequate amounts and are considered a complete protein for ages 5 and above. This makes pistachios one of the few plant-based sources of complete protein.

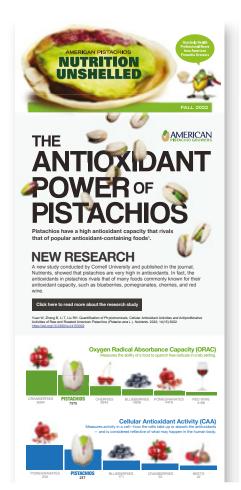
- AmericanPistachios.org/FDA
- 2. Bailey, H. M., & Stein, H. H. (2020). Raw and roasted pistachio nuts (Pistacia vera L) are "Good" sources of protein based on their digestible indispensable amino acid score (DIAAS) as determined in pigs. *Journal of the Science of Food and Agriculture*. https://doi.org/10.1002/jsfa.10429
- 3. Boye, Joyce & Wijesinha-Bettoni, Ramani & Burlingame, Barbara. (2012). Protein quality evaluation twenty years after the introduction of the protein digestibility corrected amino acid score method. *The British Journal of Nutrition*. 108. S183-S211. 10.1017/S0007114512002309.



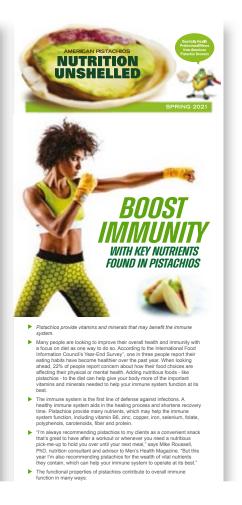


Second, APG is connecting with nutritionists, key opinion leaders and researchers through an unprecedented number of health and nutrition conferences throughout Europe, Asia and the U.S.

APG is hosting exhibits, presentation speakers and experts at the most important nutrition conferences in all markets. In addition, APG reaches out to a global audience of 18,849 health professionals who have subscribed to *American Pistachios Nutrition Unshelled*, APG's electronic newsletter with quarterly updates about research and the health benefits of pistachios.







NUTRITION CONFERENCES & SEMINARS

GERMANY

German Association for Nutrition and Dietetics (VFED) Conference

September 2021, Virtual

Ernährungsumschau - German Society of Nutritional Medicine Conference

October 2021, Bremen, Germany

VeggieWorld

March 2022, Dusseldorf, Germany

Ernährung Conference

June 2022, Bremen, Germany

ITALY

Spazio Nutrition Conference

October 2021, Milan, Italy

SPAIN

V National Food Day of NCP

March 2022, Valencia, Spain

Spanish Nutrition Society Conference

September 2022, Cartagena, Spain

UNITED KINGDOM

European Federation of Associations for Dietitians (EFAD)

October 2021, Europe, Virtual

International Sport and Exercise Nutrition Conference (ISENC)

December 2021, International, Virtual

UNITED STATES

Collegiate and Professional Sports Dietitian Association Annual Conference (CPSDA)

May 2022, Scottsdale, Arizona

Today's Dietitian Annual Symposium

May 2022, Fort Meyers, Florida

Today's Dietitian Immunity Webinar

August 2022 - Virtual

CHINA

Qiangiiang Clinical Nutrition Forum

September 2021, Qiangjiang, China

Guangdong Nutrition Society 2021 Annual Academic Conference

Conterence

November 2021, Guangdong, China

Nutritionists Seminars

March – July 2022, Virtual

CNS Sports Nutrition Seminar

May 2022, Virtual

INDIA

14th Apollo International Clinical Nutrition Update (AICNU)

September 2022, Bhubaneswar, India



VeggieWorld Conference, Germany



Spazio Nutrition Conference, Italy



Spanish Nutrition Society Conference, Spain



Today's Dietitian Annual Symposium, U.S.



Qiangjiang Clinical Nutrition Forum, China



Guangdong Nutrition Society 2021 Annual Academic Conferences, China

APG Nutrition Experts



Amber Wilson, MS, RD
Director, Nutrition Research
& Communication: APG



Dr. Arianna Carughi



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



Joey Blake, RD



Sherene Chou, MS, RD



Jordan Mazur, MS, RD



Scott Sehnert, MS, RD, CSCS, CSSD



Dr. Wiebke Elsner Germany



Dr. Matthias Riedl Germany



Dr. Ursula Manunzio Germany



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



Jeannette Higgs, BSc, RD



Dr. Nieves Palacio: Spain



Dr. Monica Bullo Spain



Dr. Magda Carlas



Snain



Dr. Giorgio Donegani



Martina Donegani, RDN



Dr. Sacha Sorrentino Italy



Dr. Sara Cordara



Dr. Sheng Ge



Zhang Pianhong



Zhao Xiaofeng



Kinita Kadakia Patel Sports Nutritionist



Payal Kothari, Integrative Nutrition Health Coach India



Samreedhi Goel Nutritionist and Fitness Expert



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



Ryan Fernando Nutritionist & Health Coach India



Ambika Dutt Nutritionist India



Pooja Banga Nutritionist India

Marketing Communications & Nutrition Research Program

American Pistachio Growers continues to uncover the health benefits of pistachios through research. Funding research studies which resulted in 45 peer-reviewed articles published in scientific journals since 2010, has provided a rock-solid foundation for APG's public relations, social media and advertising.





ANTIOXIDANTS CATEGORY

8 studies and 11 publications



ANTIMICROBIAL EFFECTS CATEGORY

4 studies and 5 publications



DIABETES AND METABOLIC SYNDROME

9 studies and 10 publications



PROTEIN ANALYSIS

1 study and 1 publication



HEART HEALTH

8 studies and 11 publications



POST-EXERCISE RECOVERY CATEGORY

1 study and 3 publications



WEIGHT MANAGEMENT AND SATIETY CATEGORY

6 studies and 8 publications



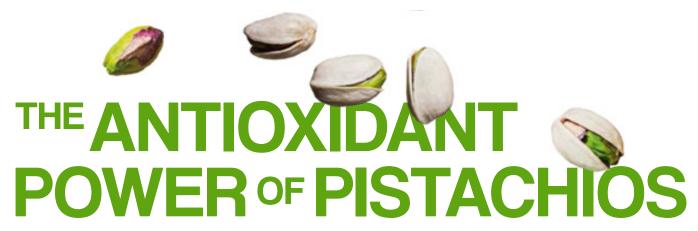
REVIEW OF MULTIPLE STUDIES ON THE HEALTH BENEFITS OF PISTACHIOS

6 publications

PISTACHIO ANTIOXIDANT CAPACITY RIVALS POPULAR ANTIOXIDANT-CONTAINING FOODS, INCLUDING BLUEBERRIES, POMEGRANATES, CHERRIES AND RED WINE

PISTACHIOS ARE AN ANTIOXIDANT POWERHOUSE

A new study published in the journal, *Nutrients*, finds that pistachios are very high in antioxidants.



PISTACHIOS HAVE A HIGH ANTIOXIDANT CAPACITY THAT RIVALS THAT OF POPULAR ANTIOXIDANT-CONTAINING FOODS, SUCH AS BLUEBERRIES, POMEGRANADES, CHERRIES, BEETS AND RED WINE.



INTRODUCTION

Antioxidant-rich foods are regularly encouraged as part of a healthy lifestyle, and research suggests that a diet high in antioxidants may even help to reduce the risk of death. While certain fruits and vegetables are often thought of as high-antioxidant foods, a new study conducted by Cornell University and published in the journal, *Nutrients*, produced surprising results. Pistachios are very high in antioxidants, among the highest when compared to values reported in research of many foods commonly known for their antioxidant capacity, such as blueberries, pomegranates, cherries, and even red wine.



ABOUT THE STUDY

Researchers from Cornell University wanted to better understand the potential mechanism behind the health benefits that have been linked to pistachios in recent studies. They analyzed pistachios to determine:

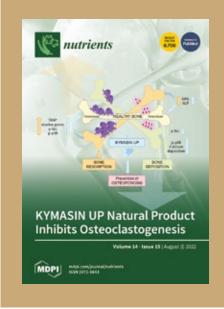
- The makeup of pistachio phytochemicals compounds within plants that may help to lower the risk of chronic diseases and keep the body working properly.
- · The antioxidant power of pistachios.
- Whether pistachio extracts can help to inhibit the growth of tumor cells (breast, liver and colon cancer cells) in a laboratory setting.

The researchers used the two different methods to measure the antioxidant potential of pistachios – Oxygen Radical Absorbance Capacity (ORAC) and Cellular Antioxidant Activity (CAA) – and found that pistachios have very high level of antioxidant activities. In fact, the antioxidants in pistachios rival that of many foods commonly known for being high in antioxidants, including blueberries, cherries, pomegranates and red wine.

Dr. Rui Hai Liu, lead researcher on the study, believes the high antioxidant activity of pistachios may to be due to the unique compounds in pistachios including vitamin E, carotenoids, phenolics and flavonoids. According to Dr. Liu, the combination or interaction of these beneficial antioxidants, bioactive compounds, along with other nutrients in pistachios, is likely what contributes to the many health benefits we have seen in pistachio studies from recent years.

WHAT THIS MEANS

We already knew that pistachios are packed with important nutrients and boast a complete source of plant-based protein. This new study elevates pistachios even further into superfood status by allowing us to show that pistachios rival those antioxidant-packed foods most familiar to consumers.



Additional Study Findings

The Cornell researchers also found that pistachio phytochemical extracts showed potent antiproliferative activities against human breast, liver and colon cancer cells in vitro with exceptionally high activity seen against the human breast cancer cells. Pistachio phytochemical extracts were shown to inhibit cancer growth in all three cancer cells (breast, liver and colon) without causing cytotoxicity to the cells. The researchers report that this area of study is worthy of future research to determine how pistachio extracts are blocking the growth of cancer cells as seen in this new study. Interestingly, population studies show an association with high frequency of nut consumption and reduced risk of certain cancers. [3], [4]

[1] Jayedi A, Rashidy-Pour A, Parohan M, Zargar MS, Shab-Bidar S. Dietary Antioxidants, Circulating Antioxidant Concentrations, Total Antioxidant Capacity, and Risk of All-Cause Mortality: A Systematic Review and Dose-Response Meta-Analysis of Prospective Observational Studies. Adv Nutr. 2018 Nov 1;9(6):701-716. doi: 10.1093/advances/nmy040. PMID: 30239557; PMCID: PMC6247336.

[2] Yuan W, Zheng B, Li T, Liu RH. Quantification of Phytochemicals, Cellular Antioxidant Activities and Antiproliferative Activities of Raw and Roasted American Pistachios (Pistacia vera L.). Nutrients. 2022; 14(15):3002. https://doi.org/10.3390/nu14153002

[3] Bao Y, et al. Association of Nut Consumption with Total and Cause-Specific Mortality N Engl J Med 2013; 369:2001-2011. DOI: 10.1056/NEJMoa1307352

[4] Aune D, Keum N, Giovannucci E, Fadnes LT, Boffetta P, Greenwood DC, Tonstad S, Vatten LJ, Riboli E, Norat T. Nut consumption and risk of cardiovascular disease, total cancer, all-cause and cause-specific mortality: a systematic review and dose-response meta-analysis of prospective studies. BMC Med. 2016 Dec 5;14(1):207. doi: 10.1186/s12916-016-0730-3. PMID: 27916000; PMCID: PMC5137221.





A new study published in the journal, *Applied Sciences*, found that pistachio extract is effective at inhibiting listeria bacteria in a laboratory setting¹.

INTRODUCTION

Antibiotic resistance has brought an increased interest in natural treatments whether in conjunction with antibiotics or alone. Plant extracts are full of beneficial properties and pistachios in particular have a variety of antioxidants and polyphenols, which may have a positive effect on health. Pistachio extract has been shown in other studies to be beneficial at killing the Staph and MRSA viruses. Researchers from the University of Messina, Italy, were curious to find out if pistachio polyphenol extracts may also be beneficial against other types of bacteria.

ABOUT THE STUDY

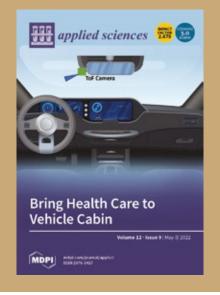
Researchers used pistachio polyphenol extracts to test whether the extract would be effective against different types of bacteria and yeast in a lab. Pistachio extract was found to be effective at stopping the growth of different types of bacteria, including the bacteria that causes listeriosis – one of the most serious foodborne illnesses.

Pistachios have many different types of antioxidants, including vitamin C, lutein and zeaxanthin and alpha and gamma tocopherol. The researchers of this study believe that the combination of antioxidants and polyphenols in pistachios may contribute to the antimicrobial effect of pistachios.

[1] Gervasi T, D'Arrigo M, Rando R, Sciortino MT, Carughi A, Barreca D, Mandalari G. The Antimicrobial Potential of Hexane Oils and Polyphenols-Rich Extracts from *Pistacia vera* L. *Applied Sciences*. 2022; 12(9):4389. https://doi.org/10.3390/app12094389

WHAT THIS MEANS

This study suggests that additional research into the antimicrobial effect of pistachio extracts may potentially be a starting point for the development of new antimicrobial products that could be used medicinally or for food preservation to enhance food safety for the food industry.





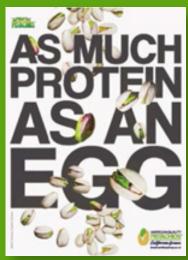
The third step takes all related scientific evidence, packages it in consumer-friendly communications, which we then turn into advertising (print and digital), social media, and a variety of public relations and media relations activities that resulted in

40.3 billion VIEWS of APG's advertisements, social media and articles and broadcasts about the health and fitness benefits of pistachios.

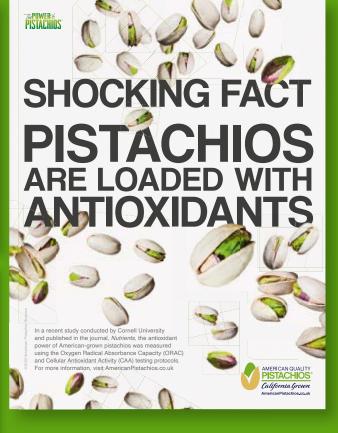


ADVERTISING RESULTS

1.5 billion total views











AMERICAN PISTACHIOS.ORG **RESULTS**

581 thousand consumers

clicked through to American Pistachios.org from APG's "Power of Pistachios" advertisements, social media and organic searches.







SOCIAL **RESULTS**

24.4 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., U.K., Germany, Italy, Spain and France); Twitter and Pinterest (U.S.); Weibo and WeChat (China).

























PUBLIC RELATIONS RESULTS

BUILDING CONSUMER DEMAND FOR U.S. PISTACHIOS GLOBALLY

4,350 articles, radio and television broadcasts

generated specifically by APG public relations efforts.

38.7 billion views

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

\$164 million

The 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.

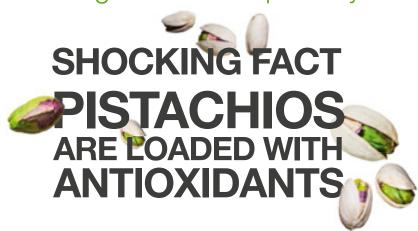
GLOBAL

PUBLIC RELATIONS: TOP RANKING STORIES (CROP YEAR 2022)

521 million (so far!)

consumer views of pistachios' high antioxidant publicity

In October 2022, APG announced the findings of a study that showed pistachios have a high antioxidant capacity that rivals popular antioxidant-containing foods such as blueberries, pomegranates, cherries, beets and even red wine.



1 billion views

of publicity generated by APG's Virtual Harvest Tour and Chef Cook-Along

in the U.S., China and India with American chefs Daniel Boulud, Amanda Freitag and Martin Yan, and growers Dominic Pitigliano and Kable Munger.











PUBLIC RELATIONS: TOP RANKING

CHINA

54 million views

of APG's Chinese New Year promotions: "The Perfect Chinese New Year Gift," "Chinese New Year's Eve Dinner Recipes" and "Holiday Dishes with American Pistachios by Chef Martin Yan."

255 million views

of publicity generated by the Miss California Tour in 20 cities across China to promote the complete protein benefits of pistachios as a healthy snack, as well as their versatility as an ingredient.



SOUTH KOREA

500,000 views

of *Men's Health* magazine's series of interviews with a Korean national rugby player, a sports nutritionist and famous celebrity. The interviews covered the benefits of the complete protein in pistachios for active lifestyles, their nutritional values and health benefits, as well as healthy recipes.

38 million views

generated by articles and press releases APG distributed to health and lifestyle publications about pistachios' complete protein message and immune boosting benefits, as well as their many health and nutritional benefits for athletes and active lifestyles.

MensHealth







STORIES (CROP YEAR 2022)

INDIA

19 million views

when renowned doctor and author, Dr. Muffazal Lakdawala, broadcasted the health benefits of eating American pistachios on 5 major FM channels.

56 million views

generated by dietitian and holistic health consultant Kavita Devgan's article, "Pistas Surely Pack a Punch," in the *Hindustan Times*, and video posted on APG's social media channels about the health benefits of American-grown pistachios, highlighting their complete protein benefits.



991 million views

of publicity generated by APG's "Pistachios for World Pasta Day" press release promoting pistachios as the perfect healthy, nutritious and crunchy ingredient for a healthy light pasta sauce. The press release also shared pistachios' many nutritional properties and, most importantly, that they are complete protein.

115 million views

of publicity generated by APG Zoom Talk, a series of interviews with a Michelin-Starred Chef, who demonstrated savory and sweet dishes with American pistachios, and an Olympic ice skating couple who spoke about the importance of healthy foods such as pistachios for performance and recovery, especially for winter sports.













PUBLIC RELATIONS: TOP RANKING

GERMANY

380,000 views

of Men's Health magazine's "Pistachios: The Perfect Summer Snack for Athletes," an advertorial sponsored by APG. The article included information about how the plant-based complete protein in pistachios help build and preserve muscle, as well as their nutritional values, their health benefits, healthy recipes, along with an interview with APG fitness influencer Doc Felix.

Samplings of pistachios by runners, cyclists, hikers, stand-up paddle boarders and

yogis in runs and boot camps across Germany.

MensHealth







SPAIN

27 million views

of publicity generated by an article APG released to the health and lifestyle publications featuring their ambassador and professional soccer player, Vicky Losada, who explains how pistachios are the perfect food for athletes. Vicky Losada currently captains FC Barcelona in Spain's Primera Division, and she is a member of the Spanish national team.

52,000 consumers reached by APG's series of nutrition and health podcasts

"Pistachea," where topics such as healthy recipes, fitness, cooking and leisure time, and healthy diets that include American pistachios are covered.





STORIES (CROP YEAR 2022)

UNITED KINGDOM

3.8 million views

of publicity generated by an article APG released to popular newspapers and online sports publications featuring their ambassadors and Olympic Gold Triathletes, Alistair and Jonny Brownlee. The Brownlees explained how American pistachios are a convenient complete protein snack that helps them refuel and recover after a workout.



UNITED STATES

KTLA, a popular television station in Los Angeles, California, interview with APG Nutrition Expert and Head Team Dietitian for the LA Rams, Joey Blake, who talked about pistachios as a healthy snack that fuels players. The interview was viewed over

3 million times

1.85 million views

of publicity generated by interviews from APG's media outreach of athlete ambassadors' Olympic gold triathletes Alistair and Jonny Brownlee, professional snowboarder Jeremy Jones, professional soccer player Vicky Losada and 5-Time Iditarod Champion Dallas Seavey.





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TOTAL U.S. PISTACHIO PRODUCTION 1979-1999

by Year from 1979-1999



YEAR	BEARING ACRES ⁽¹⁾	OPEN INSHELL	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.

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



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^[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

TOTAL U.S. PISTACHIO PRODUCTION 2000-2022

by Year from 2000-2022



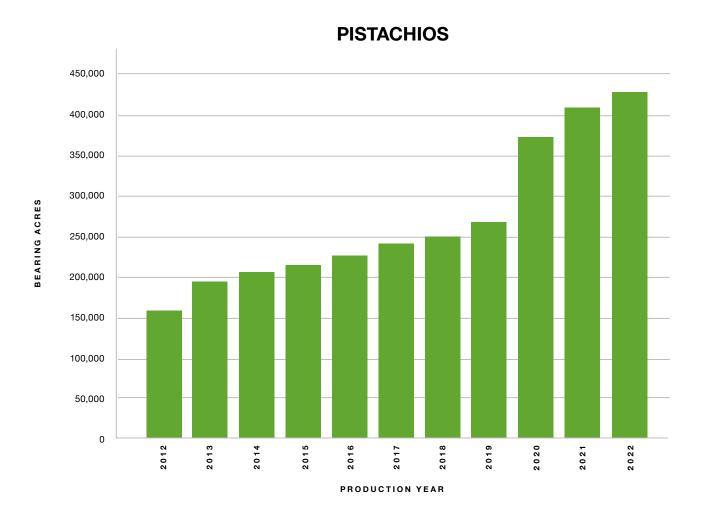
YEAR	BEARING ACRES ^[1]	OPEN INSHELL	CLOSED SHELL	SHELLING STOCK	TOTAL PRODUCTION (POUNDS)	YIELD (POUNDS PER ACRE)
2000	74,578	188,796,676	38,638,066	14,119,476	241,554,218	3,239
2001	78,000	125,849,554	26,356,995	8,088,733	160,295,282	2,055
2002	83,000	241,664,914	42,096,386	18,673,390	302,434,693	3,644
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 ^[2]	137,102	381,890,120	125,356,777	21,208,603	528,455,501	3,806
2011	152,944	343,786,231	87,550,309	16,559,761	447,896,301	2,902
2012	177,738	466,618,504	67,713,923	21,079,982	555,412,410	3,100
2013	202,997	382,681,859	70,427,894	22,445,434	475,555,187	2,312
2014	220,527	412,063,855	89,026,621	18,048,229	519,138,705	2,329
2015	232,655	207,135,271	54,144,987	13,425,383	274,705,641	1,161
2016	239,385	671,310,748	170,827,183	61,000,570	903,138,501	3,745
2017	270,010	463,815,722	100,192,518	41,716,763	605,725,003	2,397
2018	302,058	746,858,150	198,310,642	48,947,984	994,116,766	3,736
2019	339,745	582,111,271	134,116,879	32,332,447	748,560,597	2,566
2020	371,386	864,543,877	119,852,892	57,720,457	1,042,117,226	2,806
2021	408,766	986,404,293	106,836,726	73,542,165	1,166,783,184	2,822
2022	427,179	670,184,946	161,809,130	52,145,464	884,139,535	2,057

Sources: CPC & ACP Producer Delivery Reports & Acreage Surveys.

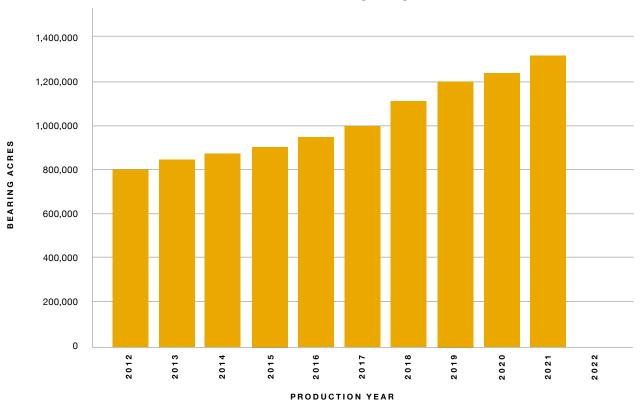
^[1] Bearing acreage for 1989 to date is defined as plantings six years and older. Bearing acreage prior to 1989 is defined as plantings seven years and older [2] Arizona & New Mexico data included starting in the 2010/2011 Crop Year. However acreage and yield numbers reflect California data only.

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

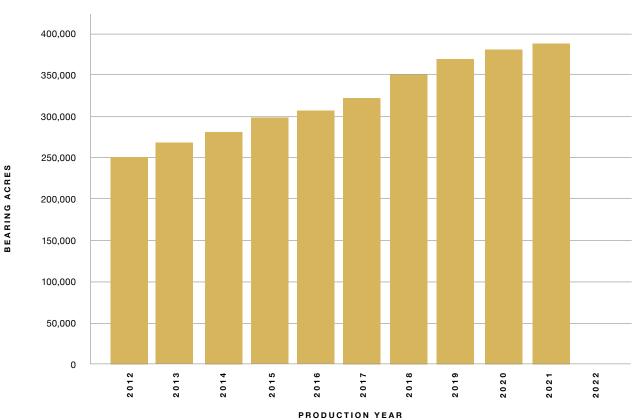
TREE NUT ACREAGE COMPARISON



ALMONDS

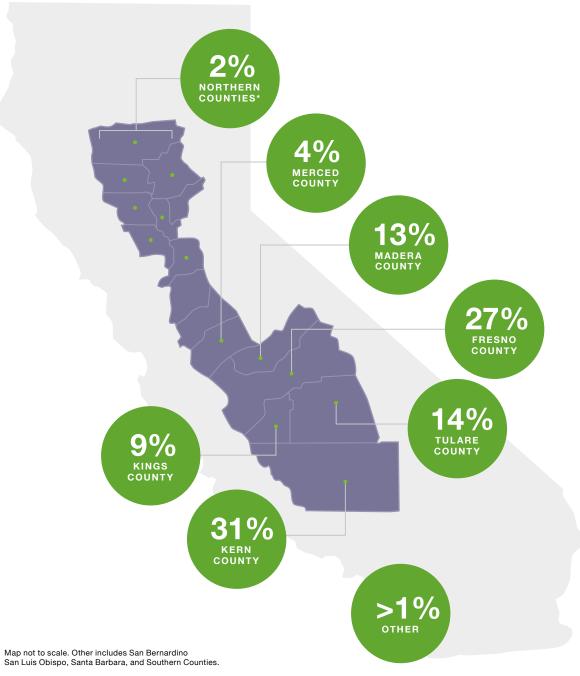


WALNUTS



2022 PISTACHIO BEARING ACREAGE, PRODUCTION AND YIELD PER ACRE

by District and County



2022 PISTACHIO BEARING ACREAGE, PRODUCTION AND YIELD PER ACRE

by District and County



AREA	BEARING ACRES*	OPEN INSHELL	CLOSED SHELL	SHELLING STOCK	TOTAL PRODUCTION (POUNDS)	YIELD/ BEARING ACRE (POUNDS)
KERN	130,337	183,982,835	44,780,795	12,728,241	241,491,871	1,853
SAN BERNARDINO (1)	382	139,545	52,749	18,498	210,792	552
SAN LUIS OBISPO	238	326,525	124,083	17,848	468,456	1,968
SANTA BARBARA	782	1,315,332	599,223	114,404	2,028,959	2,595
TULARE	60,762	76,648,478	20,034,871	9,255,865	105,939,214	1,744
FRESNO	112,503	224,426,443	50,153,547	14,442,238	289,022,228	2,569
KINGS	39,815	57,044,615	11,858,983	4,049,957	72,953,550	1,832
MADERA	54,325	79,644,122	22,854,593	6,844,878	109,343,593	2,013
MERCED	17,215	28,555,622	6,308,986	2,488,769	37,353,377	2,170
NORTHERN COUNTIES (2)	9,932	13,180,580	4,110,748	1,044,518	18,335,846	1,846
SOUTHERN COUNTIES (3)	888	1,109,951	354,908	84,282	1,549,141	1,745
CALIFORNIA TOTALS	427,179	666,374,048	161,233,486	51,089,498	878,697,027	2,057
AZ & NM TOTALS	N/A	3,810,898	575,644	1,055,966	5,442,508	N/A
TOTAL US PISTACHIO CROP		670,184,946	161,809,130	52,145,464	884,139,535	

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

Surveys

^{*}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.

⁽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, Stanislaus

^{***}District 4 is Arizona and New Mexico

CALIFORNIA PISTACHIO PRODUCTION HISTORY 1980-2000

by Year from 1980-2000



YEAR	TOTAL PRODUCTION	OPEN INSHELL	PERCENT OF TOTAL PRODUCTION	CLOSED SHELL*	PERCENT OF TOTAL PRODUCTION	SHELLING STOCK	PERCENT OF TOTAL PRODUCTION	YIELD (POUNDS/ ACRE)
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
2000	241,554,218	188,796,676	78.2%	38,638,066	16.0%	14,119,476	5.8%	3,239

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

Sources:



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^{1980 - 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 2001-2022

by Year from 2001-2022



YEAR	TOTAL PRODUCTION	OPEN INSHELL	PERCENT OF TOTAL PRODUCTION	CLOSED SHELL*	PERCENT OF TOTAL PRODUCTION	SHELLING STOCK	PERCENT OF TOTAL PRODUCTION	YIELD (POUNDS/ ACRE)
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
2022	878,697,027	666,374,048	75.8%	161,233,486	18.3%	51,089,498	5.8%	2,057

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

Sources

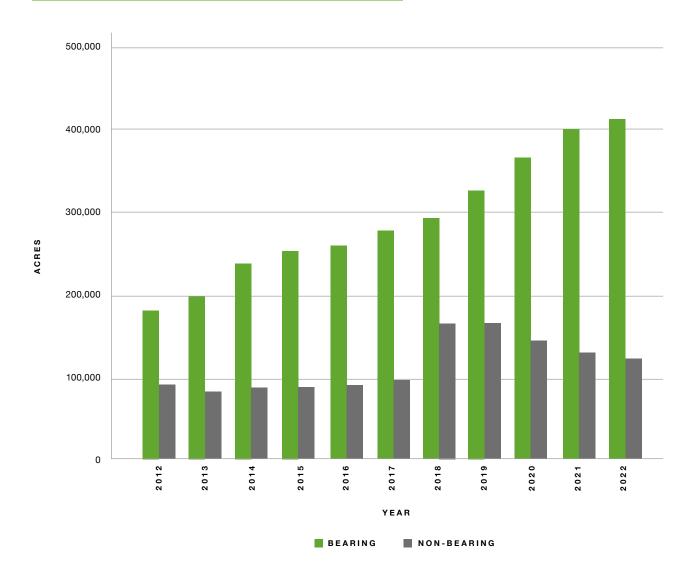
^{1980 - 2006:} California Pistachio Commission Processors' Producer Delivery Reports and Acreage Surveys.

^{2007 -} Present: Administrative Committee for Pistachios Processors' Producer Delivery Reports and Acreage Surveys.

BEARING VS NON-BEARING

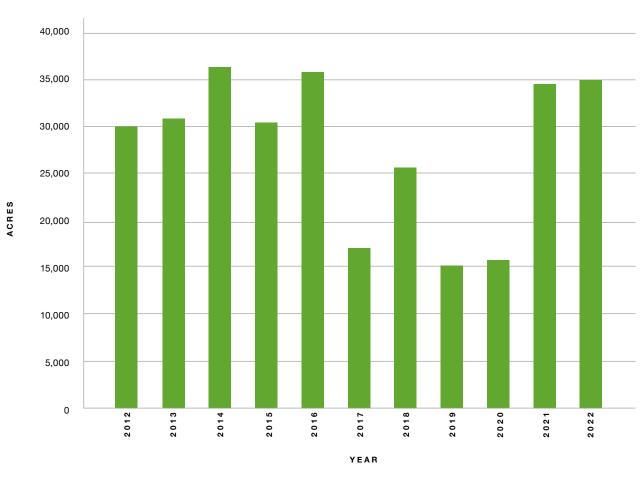
(In Acres)





ACREAGE NEW PLANTINGS - CALIFORNIA





ACREAGE NEW PLANTINGS

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CALIFORNIA PISTACHIO ACREAGE AND CROP VALUE 1979-1999



		ACRI	EAGE		YIE	ELD		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

⁷Acreage based on county pesticide permit records



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

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

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

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

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

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

CALIFORNIA PISTACHIO ACREAGE AND CROP VALUE 2000-2022



		ACRI	EAGE		YIE	ELD		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	34,388	2,822	1,153.5	2.52	2,906.82	7,111
2022	427,179	127,716	554,895	35,000	2,057	878.7	2022	average return una	available

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

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

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

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

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

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

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

⁷Acreage based on county pesticide permit records

PISTACHIO INDUSTRY OPEN INSHELL SHIPMENTS/ INVENTORY CARRYOVER HISTORY

CROP YEAR	NEW CROP (OPEN INSHELL) ^[1]	INVENTORY ADJUSTMENTS ^[2]	TOTAL SALABLE SUPPLY	DOMESTIC SHIPMENTS	EXPORT SHIPMENTS ^[3]	TOTAL SHIPMENTS	INVENTORY CARRYOUT/ CARRYIN
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

 $^{^1\!\}text{Only}$ open in-shell is reported as this is the industry standard for determining inventory carrover.

²Inventory adjustments include splitting and shelling adjustments as well as inventory adjustments resulting from processing loss and inventory corrections.

³Countries of destination may be found in Year End Shipment Reports (www.acpistachios.org/statistics.htm)

⁴District 4 data included starting with the 2010/2011 Crop Year

OPEN INSHELL SHIPMENTS/INVENTORY CARRYOVER HISTORY 2006-2022

CROP YEAR	NEW CROP (OPEN INSHELL) ^[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
2010/114	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)	803,443,934	184,157,798	439,400,199	623,557,997	179,885,937
2021/22	986,404,293	(211,547,436)	860,339,413	194,842,087	502,416,627	697,258,714	163,080,699

¹Only open inshell is reported as this is the industry standard for determining inventory carrover.

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²Inventory 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)

⁴District 4 data included starting with the 2010/2011 Crop Year





Ease your labor burdens

Semios provides Precision Agriculture As A Service™ which means you get **professional installation, monitoring, and maintenance** so you don't need to touch the tech.

Plus, talk to us about:

- Remote pump & valve control/automation with Altrac
- Semios weather & pest data integration with Agworld to inform spray recs





NOW mating disruption you can rely on

- ➤ Get targeted late season coverage & extra protection when your crop is most vulnerable with Semios Variable Rate Mating Disruption™
- > Save on labor with free installation, maintenance, and automated daily trap counts
- Improve spray timing with per-acre climate and degree-day tracking, spray condition forecasts, and NOW pest flight predictions



Get accurate per-acre chill tracking

- Track chill acumulation with per-acre chill hours and portions heatmaps, and chill forecasts
- > Compare chill across seasons



Adapt faster to water challenges

- > Manage soil salinity with first-of-its-kind Salt Map Tool
- > Track irrigation activity (PSI) in real-time
- Meet your irrigation goals with optimized irrigation suggestions, site-specific ET, soil moisture, and plant stress readings

PISTACHIO SHIPMENTS IN POUNDS

Years Ended August 31

		OPEN IN	ISHELL			0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		
DOMESTIC	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022
SEPTEMBER	10,313,269	12,430,928	12,999,930	13,156,012	0	0	0	0
OCTOBER	16,014,289	17,421,634	12,456,184	15,634,176	0	0	0	0
NOVEMBER	16,589,570	18,514,845	15,515,588	15,990,815	0	0	0	0
DECEMBER	19,815,842	16,567,337	18,129,883	17,868,077	0	0	0	0
JANUARY	15,826,754	13,450,115	17,902,073	20,575,014	0	0	0	0
FEBRUARY	12,845,046	11,281,145	15,278,845	16,732,092	0	0	0	0
MARCH	16,589,612	17,430,252	15,561,039	19,836,742	0	0	0	0
APRIL	16,145,273	10,926,033	14,695,977	12,841,737	0	0	0	0
MAY	15,472,483	12,919,088	13,351,453	12,772,336	0	0	0	0
JUNE	15,384,112	14,536,102	16,667,738	20,875,685	0	0	0	0
JULY	11,985,208	11,667,573	15,502,404	13,360,211	0	0	0	0
AUGUST	14,463,219	13,826,149	16,096,684	15,199,190	0	0	0	0
TOTAL DOMESTIC	181,444,677	170,971,201	184,157,798	194,842,087	0	0	0	0
SHIPMENTS	28.6%	35.4%	29.5%	27.9%	0.0%	0.0%	0.0%	0.0%
EXPORT	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022
SEPTEMBER	19,543,899	16,248,842	20,516,300	57,602,846	0	0	0	0
OCTOBER	19,543,899 55,073,857	16,248,842 47,613,315	20,516,300 47,876,438	57,602,846 60,046,122				0
					0	0	0	_
OCTOBER	55,073,857	47,613,315	47,876,438	60,046,122	0	0	0	0
OCTOBER NOVEMBER	55,073,857 87,553,423	47,613,315 55,317,251	47,876,438 76,367,661	60,046,122 62,672,999	0 0 0	0 0 0	0 0 0	0
OCTOBER NOVEMBER DECEMBER	55,073,857 87,553,423 30,817,840	47,613,315 55,317,251 21,530,641	47,876,438 76,367,661 56,534,335	60,046,122 62,672,999 24,020,891	0 0 0 0	0 0 0 0	0 0 0 0	0 0
OCTOBER NOVEMBER DECEMBER JANUARY	55,073,857 87,553,423 30,817,840 31,331,306	47,613,315 55,317,251 21,530,641 31,546,884	47,876,438 76,367,661 56,534,335 27,417,397	60,046,122 62,672,999 24,020,891 25,079,061	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY	55,073,857 87,553,423 30,817,840 31,331,306 30,745,542	47,613,315 55,317,251 21,530,641 31,546,884 24,208,586	47,876,438 76,367,661 56,534,335 27,417,397 28,264,700	60,046,122 62,672,999 24,020,891 25,079,061 35,187,046	0 0 0 0 0 0	0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0
OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY MARCH	55,073,857 87,553,423 30,817,840 31,331,306 30,745,542 47,127,227	47,613,315 55,317,251 21,530,641 31,546,884 24,208,586 28,800,733	47,876,438 76,367,661 56,534,335 27,417,397 28,264,700 29,558,336	60,046,122 62,672,999 24,020,891 25,079,061 35,187,046 39,373,689	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	0 0 0 0 0
OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY MARCH APRIL	55,073,857 87,553,423 30,817,840 31,331,306 30,745,542 47,127,227 35,788,923	47,613,315 55,317,251 21,530,641 31,546,884 24,208,586 28,800,733 23,766,503	47,876,438 76,367,661 56,534,335 27,417,397 28,264,700 29,558,336 29,998,884	60,046,122 62,672,999 24,020,891 25,079,061 35,187,046 39,373,689 31,252,948	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0
OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY MARCH APRIL MAY	55,073,857 87,553,423 30,817,840 31,331,306 30,745,542 47,127,227 35,788,923 28,926,374	47,613,315 55,317,251 21,530,641 31,546,884 24,208,586 28,800,733 23,766,503 17,871,432	47,876,438 76,367,661 56,534,335 27,417,397 28,264,700 29,558,336 29,998,884 28,257,992	60,046,122 62,672,999 24,020,891 25,079,061 35,187,046 39,373,689 31,252,948 43,016,956	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0
OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY MARCH APRIL MAY JUNE	55,073,857 87,553,423 30,817,840 31,331,306 30,745,542 47,127,227 35,788,923 28,926,374 28,626,381	47,613,315 55,317,251 21,530,641 31,546,884 24,208,586 28,800,733 23,766,503 17,871,432 17,993,421	47,876,438 76,367,661 56,534,335 27,417,397 28,264,700 29,558,336 29,998,884 28,257,992 35,839,042	60,046,122 62,672,999 24,020,891 25,079,061 35,187,046 39,373,689 31,252,948 43,016,956 56,340,997	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0
OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY MARCH APRIL MAY JUNE JULY	55,073,857 87,553,423 30,817,840 31,331,306 30,745,542 47,127,227 35,788,923 28,926,374 28,626,381 29,099,019	47,613,315 55,317,251 21,530,641 31,546,884 24,208,586 28,800,733 23,766,503 17,871,432 17,993,421 13,262,578	47,876,438 76,367,661 56,534,335 27,417,397 28,264,700 29,558,336 29,998,884 28,257,992 35,839,042 26,403,827	60,046,122 62,672,999 24,020,891 25,079,061 35,187,046 39,373,689 31,252,948 43,016,956 56,340,997 28,885,862	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0
OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY MARCH APRIL MAY JUNE JULY AUGUST	55,073,857 87,553,423 30,817,840 31,331,306 30,745,542 47,127,227 35,788,923 28,926,374 28,626,381 29,099,019 28,185,856	47,613,315 55,317,251 21,530,641 31,546,884 24,208,586 28,800,733 23,766,503 17,871,432 17,993,421 13,262,578 13,642,798	47,876,438 76,367,661 56,534,335 27,417,397 28,264,700 29,558,336 29,998,884 28,257,992 35,839,042 26,403,827 32,365,287	60,046,122 62,672,999 24,020,891 25,079,061 35,187,046 39,373,689 31,252,948 43,016,956 56,340,997 28,885,862 38,937,210	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0

Source: Administrative Committee for Pistachios Inventory/Shipment Reports

PISTACHIO SHIPMENTS IN POUNDS

Years Ended August 31

		CLOSED	SHELL			SHELLIN	g ѕтоск	
DOMESTIC	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022
SEPTEMBER	0	61,385	116,611	77,970	0	135,776	105,025	96,435
OCTOBER	245,205	69,258	60,940	63,530	285,238	198,916	189,144	235,391
NOVEMBER	0	102,012	0	6,100	0	0	0	0
DECEMBER	44,000	2,645	0	12,051	0	15,340	385,000	148
JANUARY	0	24,806	0	0	0	6,175	11,000	0
FEBRUARY	52,998	116,963	105,772	13	0	213,012	9,309	96,037
MARCH	44,785	115,721	0	106,000	6,126	14,304	88,000	334,000
APRIL	499,921	176,000	6,073	250	77,466	42,000	51,343	723
MAY	47,129	336,594	9,326	26	47,855	51,416	22,594	40,709
JUNE	44,801	70,489	49,932	906	23,833	60,588	21,850	2,621
JULY	0	-64,842	60,096	44,493	62,257	-8,578	29,270	1,427
AUGUST	0	1,255	196,250	661	0	402	66,515	59,897
TOTAL DOMESTIC	978,839	1,012,286	605,000	312,000	502,775	729,351	979,050	867,388
SHIPMENTS	1.1%	3.4%	6.7%	1.4%	3.1%	10.5%	30.3%	8.1%
EXPORT	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022
SEPTEMBER	2,639,800	1,625,036	1,145,120	1,567,612	2,480,500	792,059	20,672	69,016
OCTOBER	7,297,351	7,916,320	2,137,818	1,579,973	1,253,883	648,243	250,984	708,333
NOVEMBER	18,935,292	6,882,463	1,441,621	915,045	1,721,756	55,285	189,605	1,105,246
DECEMBER	3,785,391	1,086,000	615,740	924,694	603,018	1,513,000	86,021	63,182
JANUARY	2,476,284	2,078,573	520,000	1,272,867	1,464,965	1,768,000	0	134,024
FEBRUARY	4,343,358	2,097,700	839,016	991,293	1,389,040	792,000	589,124	400,101
MARCH	8,338,521	1,320,472	493,755	3,714,115	1,895,409	421,554	272,383	958,333
APRIL	7,267,577	2,645,096	264,573	1,372,885	614,426	88,022	236,263	1,640,613
MAY	5,332,841	1,021,777	212,357	2,745,392	826,168	4,022	18,582	874,992
JUNE	12,481,645	726,098	143,158	2,598,875	988,764	78,279	18,350	1,059,873
JULY	10,520,940	637,098	136,298	1,698,891	931,310	51,993	380,788	827,538
AUGUST	7,565,532	615,920	478,379	2,663,444	1,367,910	14,076	192,558	1,944,181
TOTAL EXPORT	90,984,532	28,652,553	8,427,835	22,045,086	15,537,149	6,226,533	2,255,330	9,785,432
SHIPMENTS	98.9%	96.6%	93.3%	98.6%	96.9%	89.5%	69.7%	91.9%

Source: Administrative Committee for Pistachios Inventory/Shipment Reports



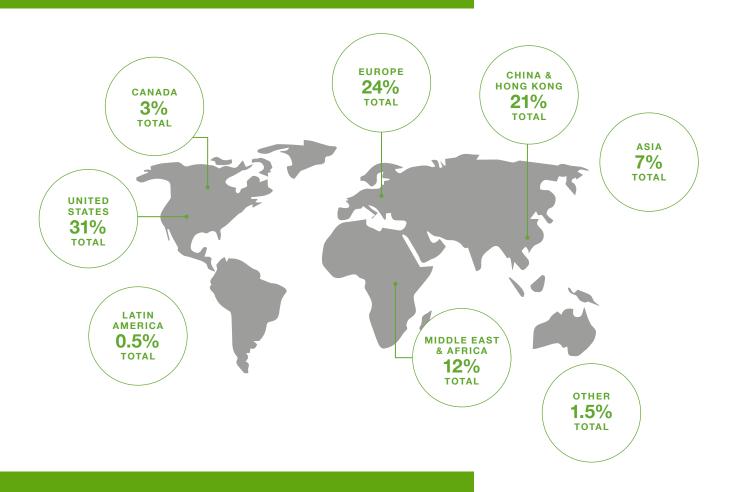
PISTACHIO SHIPMENTS IN POUNDS

Years Ended August 31

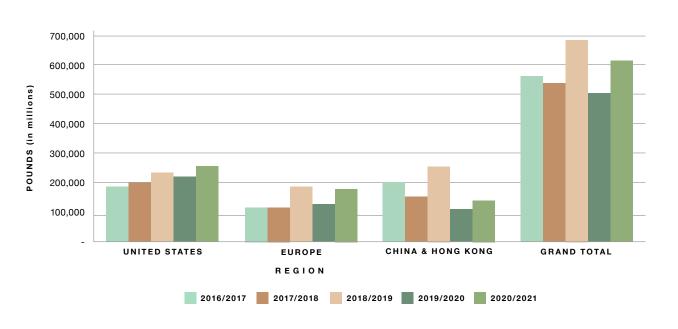
		KERN	IELS			GRAND	TOTALS	
DOMESTIC	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022
SEPTEMBER	2,980,868	3,395,431	5,329,066	5,329,066	13,294,137	16,023,520	18,550,632	18,659,483
OCTOBER	3,294,710	3,625,444	4,070,122	4,622,520	19,839,442	21,315,252	16,776,390	20,555,617
NOVEMBER	3,533,617	4,034,155	4,932,250	4,932,250	20,123,187	22,651,012	20,447,838	20,929,165
DECEMBER	3,428,002	3,534,888	5,235,660	5,824,537	23,287,844	20,120,210	23,750,543	23,704,813
JANUARY	3,696,971	4,551,688	4,798,799	5,459,792	19,523,725	18,032,784	22,711,872	26,034,806
FEBRUARY	3,277,720	4,462,633	4,396,158	5,391,000	16,175,764	16,073,753	19,790,084	22,219,142
MARCH	3,917,022	5,722,871	5,927,784	6,637,524	20,557,545	23,283,148	21,576,823	26,914,266
APRIL	3,210,878	3,688,465	6,367,641	5,587,834	19,933,538	14,832,498	21,121,034	18,430,544
MAY	3,497,740	3,572,708	4,666,752	5,138,067	19,065,207	16,879,806	18,050,125	17,951,138
JUNE	3,711,121	4,295,885	6,395,476	7,558,718	19,163,867	18,963,064	23,134,996	28,437,930
JULY	3,919,811	3,975,327	5,420,166	5,101,127	15,967,276	15,569,480	21,011,936	18,507,258
AUGUST	5,031,623	4,570,077	5,349,079	5,198,106	19,494,842	18,397,883	21,708,528	20,457,854
TOTAL DOMESTIC	43,500,083	49,429,572	62,888,953	66,780,541	226,426,374	222,142,410	248,630,801	262,802,016
SHIPMENTS	69.3%	71.4%	76.2%	62.8%	28.1%	37.7%	34.6%	31.4%
EXPORT	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022
SEPTEMBER	923,003	1,401,399	845,059	1,950,522	25,587,202	20,067,336	22,527,151	61,189,996
OCTOBER	953,692	904,770	1,143,067	2,273,785	64,578,783	57,082,648	51,408,307	64,608,213
NOVEMBER	1,354,306	2,039,335	1,332,751	2,763,181	109,564,777	64,294,334	79,331,638	67,456,471
DECEMBER	1,927,853	2,160,539	2,223,857	1,571,611	37,134,102	26,290,180	59,459,953	26,580,378
JANUARY	1,680,655	2,725,656	1,894,436	2,016,653	36,953,210	38,119,113	29,831,833	28,502,605
FEBRUARY	1,738,671	2,690,762	1,833,275	2,313,750	38,216,611	29,789,048	31,526,115	38,892,190
MARCH	1,704,611	2,175,461	2,252,842	2,625,303	59,065,768	32,718,220	32,577,316	46,671,440
APRIL	1,337,139	1,087,951	2,096,635	4,315,932	45,008,065	27,587,572	32,596,355	38,582,378
MAY	1,976,187	1,000,427	1,887,945	3,560,357	37,061,570	19,897,658	30,376,876	50,197,697
JUNE	1,428,179	1,150,228	1,586,963	5,712,888	43,524,969	19,948,026	37,587,513	65,712,633
JULY	2,361,339	998,715	1,199,954	5,106,515	42,912,608	14,950,384	28,120,867	36,518,806
AUGUST	1,848,811	1,460,511	1,356,394	5,271,227	38,968,109	15,733,305	34,392,618	48,816,062
TOTAL EXPORT	19,234,446	19,795,754	19,653,178	39,481,724	578,575,774	366,477,824	469,736,542	573,728,869
SHIPMENTS	30.7%	28.6%	23.8%	37.2%	71.9%	62.3%	65.4%	68.6%
YEAR TOTALS	62,734,529	69,225,326	82,542,131	106,262,265	805,002,148	588,620,234	718,367,343	836,530,885

Source: Administrative Committee for Pistachios Inventory/Shipment Reports

SHIPMENT DESTINATIONS



TOP DESTINATIONS



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EXPORTS BY DESTINATION IN POUNDS

Years Ended August 31

		OPEN I	NSHELL			ARTIFICIAL	LY OPENE)
COUNTRY	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022
ALGERIA	493,182	310,346	1,041,336	1,461,105	0	0	0	(
ARGENTINA	79,660	94,548	44,000	138,546	0	0	0	(
AUSTRALIA	5,763,249	3,975,435	2,996,539	2,947,517	0	0	0	(
BELGIUM	7,594,577	10,305,915	12,075,448	8,447,517	0	0	0	(
BRAZIL	541,514	298,074	149,561	226,911	0	0	0	
BULGARIA	331,650	245,950	451,800	675,725	0	0	0	
CANADA	17,581,863	16,097,232	18,635,376	18,729,386	0	0	0	
CHILE	649,675	415,144	1,509,542	1,297,557	0	0	0	
CHINA	98,241,354	70,363,118	122,281,474	144,056,058	0	0	0	
COLOMBIA	528,075	735,522		, ,	0	0	0	
			620,591	641,663				
COSTA RICA	57,505	64,585	72,170	35,000	0	0	0	
CYPRUS	115,900	108,400	160,000	91,750	0	0	0	
CZECH REPUBLIC	1,743,700	388,000	1,278,013	1,901,989	0	0	0	
DENMARK	0	0	0	0	0	0	0	
ECUADOR	115,750	136,000	259,750	295,189	0	0	0	
EGYPT	1,085,952	2,007,077	3,622,725	2,497,623	0	0	0	
FRANCE	9,258,161	6,767,206	7,940,852	10,456,401	0	0	0	
GERMANY	61,031,535	57,784,069	76,906,340	78,362,092	0	0	0	
GREECE	552,600	411,000	214,000	762,925	0	0	0	
GUATEMALA	48,000	32,000	50,074	75,648	0	0	0	
HONG KONG	70,069,408	29,333,796	28,833,876	19,707,217	0	0	0	
NDIA	15,043,375	3,242,350	7,507,595	17,404,262	0	0	0	
INDONESIA	42,256	52,006	60,231	147,086	0	0	0	
SRAEL					0	0	0	
	8,365,625	6,723,742	8,918,218	9,962,690				
TALY	8,722,800	7,035,251	10,586,472	10,885,443	0	0	0	
JAPAN	3,722,360	3,716,975	4,296,869	5,729,940	0	0	0	
KOREA	1,479,694	1,405,171	2,055,700	2,476,908	0	0	0	
_ATVIA	762,200	253,234	194,571	309,140	0	0	0	
_EBANON	442,212	75,350		150	0	0	0	
LITHUANIA	3,094,295	2,252,835	2,947,154	4,968,077	0	0	0	
LUXEMBOURG	17,505,400	3,959,587	14,251,219	3,256,000	0	0	0	
MALAYSIA	1,131,404	789,540	1,615,119	1,474,945	0	0	0	
MEXICO	6,178,830	6,137,669	9,718,116	12,445,519	0	0	0	
NETHERLANDS	18,893,750	6,203,030	13,565,137	13,681,429	0	0	0	
NEW ZEALAND	794,294	669,565	921,718	742,460	0	0	0	
NORWAY	339,000	325,550	387,125	594,868	0	0	0	
PERU	442,822	286,925	622,417	483,067	0	0	0	
POLAND	2,258,833	2,813,650	4,379,160	6,915,730	0	0	0	
PORTUGAL	2,236,833		923,250	88,000	0	0	0	
		531,531	,					
ROMANIA	758,600	203,122	129,800	513,200	0	0	0	
RUSSIA	49,500	259,000	3,300	135,300	0	0	0	
SAUDI ARABIA	13,093,112	12,527,010	13,058,563	17,734,971	0	0	0	
SINGAPORE	737,652	518,267	518,782	809,027	0	0	0	
SOUTH AFRICA	653,250	376,250	678,375	1,525,288	0	0	0	
SPAIN	23,254,612	24,487,298	24,842,532	26,498,151	0	0	0	
SWEDEN	235,950	375,750	0	276,800	0	0	0	
SWITZERLAND	1,573,750	1,332,000	1,896,000	1,684,000	0	0	0	
AHITI	5,443	62,009	643	643	0	0	0	
TAIWAN	1,772,392	1,515,442	1,816,800	1,623,900	0	0	0	
HAILAND	2,083,922	665,800	981,425	1,459,150	0	0	0	
HE PHILIPPINES	459,081	430,369	332,036	441,630	0	0	0	
URKEY	4,225,582	293,413	2,271,285	17,201,524	0	0	0	
JKRAINE	749,825	1,317,175	2,098,520	566,500	0	0	0	
JNITED ARAB EMIRATES	10,129,711	3,412,943	4,934,850	11,858,377	0	0	0	
JNITED KINGDOM	9,622,470	7,189,178	10,477,029	9,389,365	0	0	0	
/ENEZUELA	0	0	22,000	60,500	0	0	0	
VIETNAM	7,189,640	6,083,513	7,296,154	11,565,829	0	0	0	
OTHER	10,824,345	4,407,067	5,948,567	14,698,939	0	0	0	





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EXPORTS BY DESTINATION IN POUNDS

Years Ended August 31

		CLOSED	SHELL			SHELLIN	g ѕтоск	
COUNTRY	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022
ALGERIA	0	0			0	43,000	0	
ARGENTINA	0	0			0	0	_	
AUSTRALIA	0	0			0	0		
BELGIUM	0	0			0	0		
BRAZIL	0	0			0	0		
	-	-						
BULGARIA	0	0			0	0		
CANADA	0	0	0	0	0	0	0	0
CHILE	0	0			0	0		
CHINA	37,534,596	12,446,979	3,815,151	5,790,010	914,431	91,462	216,501	1,530,354
COLOMBIA	0	0			0	0		
COSTA RICA	0	0			0	0		
CYPRUS	130,000	44,000			0	0		
CZECH REPUBLIC	0	0			0	0		
DENMARK	0	0	0	0	0	0	0	0
ECUADOR	0	0	ŭ		0	0		
		-						
EGYPT	43,000	86,000	70.4	000	0	0	001	
FRANCE	0	0	704	862	0	0	994	554
GERMANY	220,000	0		150,367	0	0		35,895
GREECE	0	0			0	0		
GUATEMALA	0	0			0	0		
HONG KONG	34,169,217	10,962,231	2,251,709	1,012,601	4,028,942	248,530	368,020	1,144,963
INDIA	346,000	44,000			1,295,600	66,000		659,720
INDONESIA	0	0			0	0		
ISRAEL	0	0			0	0		
ITALY	2,932,600	1,137,106	440,941	2,365,731	303,650	88.000	1,242	695
JAPAN	0	0	110,011	2,000,701	0	0	1,212	000
				1 400				4.070
KOREA	0	0		1,408	0	0		4,078
LATVIA	0	0			0	0		
LEBANON	430,000	86,000		516,000	0	0		
LITHUANIA	0	0		51,807	0	0		
LUXEMBOURG	0	0			0	0		
MALAYSIA	0	0			0	0		
MEXICO	0	0		1,267	132,000	0		2,024
NETHERLANDS	0	0			0	0		
NEW ZEALAND	0	0		1,024	0	0		2,966
NORWAY	0	0		,	0	0		,
PERU	0	0			0	0		
POLAND	37,307	0		44,000	0	0		
				44,000				
PORTUGAL	0	0			0	0		
ROMANIA	0	0			0	0		
RUSSIA	0	0			0	0		
SAUDI ARABIA	129,000	-43,000			0	0		
SINGAPORE	0	0		43,975	0	0		
SOUTH AFRICA	0	0		282	44,000	0		816
SPAIN	0	0	12,857	44,457	0	123,500	91,027	117,347
SWEDEN	0	0			0	0		
SWITZERLAND	0	0			0	0		
TAHITI	0	0			0	0		
TAIWAN	0	0			0	0		
THAILAND	132,000	0			0			
						0		
THE PHILIPPINES	0	0	F10 :=:	F 222 ===	0	0	600	0.444
TURKEY	10,403,760	1,643,657	512,164	5,899,780	4,933,373	2,517,133	923,875	3,111,853
UKRAINE	0	0			0	0		
UNITED ARAB EMIRATES	0	0		860,000	301,000	0		
UNITED KINGDOM	0	0			0	0		
VENEZUELA	0	0			0	0		152,000
VIETNAM	1,184,052	2,070,630	1,391,044	4,010,386	1,534,153	3,048,908	641,329	2,335,399
OTHER	3,293,000	174,950	3,265	1,251,129	2,050,000	0,040,500	12,342	686,768
TOTALS	90,984,532	28,652,553	8,427,835	22,045,086	15,537,149	6,226,533	2,255,330	9,785,432



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www.westsideequipment.com

Source: Administrative Committee for Pistachios Inventory/Shipment Reports

EXPORTS BY DESTINATION IN POUNDS

Years Ended August 31

		KERN	NELS			TALS						
COUNTRY	2018/2019	2019/2020	2020/2021	2021/2022	2018/2019	2019/2020	2020/2021	2021/2022				
ALGERIA	0		60,000	39,180	493,182	353,346	0	1,500,285				
ARGENTINA	0	457	33,333	39,600	79,660	95,005	44,000	178,146				
AUSTRALIA	1,032,203	1,040,425	420,323	440,765	6,795,452	5,015,860	3,416,862	3,388,282				
BELGIUM	128,063	44,000	388,115	255,815	7,722,640	10,349,915	12,463,563	8,703,332				
BRAZIL	186,691	39,846	28,086	51,863	728,205	337,920	177,647	278,774				
BULGARIA	3,300	22,212		21,200	334,950	245,950	451,800	675,725				
CANADA	2,057,413	3,065,789	3,245,847	3,319,258	19,639,276	19,163,021	21,881,223	22,048,644				
CHILE	13,200	13,950	24,035	22,550	662,875	429,094	1,533,577	1,320,107				
CHINA	1,338,200	759,888	168,420	961,674	138,028,581	83,661,447	1 .	152,338,096				
COLOMBIA	10,800	2,400	9,595	11,050	538,875	737,922	630,186	652,713				
COSTA RICA	9,900	2,100	9,000	4,500	67,405	64,585	81,170	39,500				
CYPRUS	43,650	4,200	12,000	11,070	289,550	156,600	172,000	102,820				
CZECH REPUBLIC	22,500	29,500	12,000	17,580	1,766,200	417,500	1,278,013	1,919,569				
DENMARK	0	29,300	0	0	1,700,200	117,500	1,270,013	1,919,509				
ECUADOR	8,100	3,000	8,700	5,500	123,850	139,000	268,450	300,689				
		3,000	6,700	5,500		1						
EGYPT	0	000 170	400.070	00.500	1,128,952	2,093,077	3,622,725	2,497,623				
FRANCE	1,076,475	606,170	400,970	88,529	10,334,636	7,373,376	8,343,520	10,546,346				
GERMANY	951,191	1,906,218	1,932,508	2,977,619	62,202,726	59,690,287	78,838,848	81,525,973				
GREECE	104,736	22,200			657,336	433,200	214,000	762,925				
GUATEMALA	0		64	2,948	48,000	32,000	50,138	78,596				
HONG KONG	288,436	269,142	11,100	9,096	108,556,003	40,813,699	31,464,705	21,873,877				
INDIA	1,388,612	1,499,100	852,000	2,250,600	18,073,587	4,851,450	8,359,595	20,314,582				
INDONESIA	0				42,256	52,006	60,231	147,086				
ISRAEL	373,460	552,610	168,420	570,050	8,739,085	7,276,352	9,086,638	10,532,740				
ITALY	2,368,002	1,182,451	610,720	1,030,860	14,327,052	9,442,808	11,639,375	14,282,729				
JAPAN	609,300	661,410	1,640,320	2,736,720	4,331,660	4,378,385	5,937,189	8,466,660				
KOREA	251,570	397,665	605,270	561,670	1,731,264	1,802,836	2,660,970	3,044,064				
LATVIA	0				762,200	253,234	194,571	309,140				
LEBANON	119,990		78,950	103,200	992,202	161,350	78,950	619,350				
LITHUANIA	167,940	44,275			3,262,235	2,297,110	2,947,154	5,019,884				
LUXEMBOURG	0	645,064	175,676		17,505,400	4,604,651	14,426,895	3,256,000				
MALAYSIA	30,106	9,203	9,000	9,600	1,161,510	798,743	1,624,119	1,484,545				
MEXICO	92,392	114,971	114,954	327,692	6,403,222	6,252,640	9,833,070	12,776,502				
NETHERLANDS	649,200	908,395	815,200	1,116,140	19,542,950	7,111,425	14,380,337	14,797,569				
NEW ZEALAND	28,856	26,813	36,510	12,900	823,150	696,378	958,228	759,350				
NORWAY	43,000	25,000	49,000	66,000	382,000	350,550	436,125	660,868				
PERU	0	-,	-,	,	442,822	286,925	622,417	483,067				
POLAND	0				2,296,140	2,813,650	4,379,160	6,959,730				
PORTUGAL	0		68,400		298,350	531,531	991,650	88,000				
ROMANIA	0		33, 133		758,600	203,122	129,800	513,200				
RUSSIA	0	39,000	40,710	40,710	49,500	298,000	44,010	176,010				
SAUDI ARABIA	0	258,000	377,790	10,7 10	13,222,112	12,742,010	13,436,353	17,734,971				
SINGAPORE	220,031	10,996	20,400	43,470	957,683	529,263	539,182	896,472				
SOUTH AFRICA	30,000											
		80,818	5,190	19,560	727,250	457,068	683,565	1,545,946				
SPAIN	9,600	2,100	47,340	18,226	23,264,212	24,612,898	24,993,756	26,678,181				
SWEDEN	0	101.000			235,950	375,750	0	276,800				
SWITZERLAND	0	124,000			1,573,750	1,456,000	1,896,000	1,684,000				
TAHITI	0	42,900			5,443	104,909	643	643				
TAIWAN	13,000	29,300		30	1,785,392	1,544,742	1,816,800	1,623,930				
THAILAND	275,400	156,300	316,920	425,670	2,491,322	822,100	1,298,345	1,884,820				
THE PHILIPPINES	37,337	24,216	32,448	85,740	496,418	454,585	364,484	527,370				
TURKEY	2,745,744	1,510,005	3,427,239	15,733,623	22,308,459	5,964,208	7,134,563	41,946,780				
UKRAINE	6,600				756,425	1,317,175	2,098,520	566,500				
UNITED ARAB EMIRATES	144,879	46,948		143,084	10,575,590	3,459,891	4,934,850	12,861,461				
UNITED KINGDOM	1,238,290	1,163,140	1,051,220	1,049,910	10,860,760	8,352,318	11,528,249	10,439,275				
VENEZUELA	0			2,100	0	0	22,000	214,600				
VIETNAM	950,531	464,301	1,087,940	1,860,604	10,858,376	11,667,352	10,416,467	19,772,218				
OTHER	165,748	1,969,588	1,302,798	3,014,968	16,333,093	6,551,605	7,266,972	19,651,804				
TOTALS	19,234,446	19,795,754	19,653,178	39 481 724	578,575,774	366 477 824	468 635 206	573 728 869				

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ORCAL, Inc. 29454 Meadowview Rd. Junction City, OR 97448

EXPORT MARKET OUTLOOK



Robert Keenan Keenan Farms President, California Pistachio Export Council

Now that 2022 is behind us, it is a good time to reflect. The California Pistachio Export Council (CPEC) is a membership of seven¹ independent pistachio exporting processors joined together for the sole purpose of meeting the challenges of the myriad export issues which face the industry. The U.S. is an important market, but the maintenance and expansion of export markets is critical if we are to successfully find a home for the next one billion pounds. As the president of CPEC, I am pleased to announce our growing production is continuing to find good and sustainable markets around the world, due to the efforts of our membership.

CPEC was organized in 2003 with the purpose of exporting and marketing our grower members' pistachios in as many existing and new international markets as possible and the export numbers have proven our success. In 2003, the industry exported 35,355 MT, and in 2021, 254,018 MT. This was a seven-fold increase in almost two decades of CPEC existence. In 2030, the industry is expected to harvest two billion pounds, and if we use the current one billion U.S. production as a baseline, we will need to export 500,000 MT. Over the years the industry has commissioned several studies focused on future pistachio production. These studies have been helpful in guiding the CPEC membership in preparation to successfully market the increased production.

Marketing our exports involves not only the production of quality pistachios but also addressing numerous challenges such as inefficient supply chains, potential trade retaliation, new maximum levels for mycotoxins and pesticide residues, compliance with unreasonable foreign food safety programs, changing grade standards, container shortages, port congestion, and many other challenges. Allow me to briefly expand upon a few of these.

This past year we have faced a strong U.S. dollar. While beneficial in our domestic markets, this hinders us in our export markets. Lower exports and decreased income are the negative consequences due to a strong U.S. dollar. As the U.S. dollar strengthens, foreign buyers must pay more for U.S. grown pistachios, which can often force a decision between our pistachios or those of our global competitors. In 2022, we experienced a twenty-year high for the U.S. dollar, and experts predict that it will remain high in 2023.

Also, shipment delays and increased costs caused supply chain inefficiencies to continue into 2022 even after the worst of the pandemic had passed. The shortage of containers, global unrest and port congestion increased the cost of ocean shipping. Increased trucking costs were also accelerated by lack of drivers, wage increases, and rising fuel costs.

On another front, we are also facing challenges due to the regulatory requirements of other countries. When the World Trade Organization (WTO) adopted the Sanitary and Phytosanitary (SPS) rule, U.S. agriculture expected that non-tariff barriers would be removed or that there would be a mechanism to prevent non-tariff barriers. Unfortunately, the EU is not following science when establishing maximum residue levels for pistachios and maximum levels for

mycotoxins. The EU instead adopted the "precautionary principal," which bases the pesticide and contaminant regulations on hazard rather than risk. Increasingly, the EU is adopting MRLs that result in rejections of agricultural products that are safe and at very low risk to consume. The adoption of unreasonable MRLs create barriers for exports. A load of pistachios with an acceptable U.S. tolerance may exceed EU's maximum residue limit, thereby the load would be rejected upon arrival. If a load is rejected, the shipper has three possible outcomes: rework the load, return the load to the U.S., or destroy the load. And unfortunately, the EU determines the fate of the rejected load.

Also, the EU's new ochratoxin A (OTA) regulation will go into effect on January 1, 2023. The OTA regulation is stricter than the current EU aflatoxin regulation. It provides for a maximum limit of 5 ppb for processed in-shell raw pistachio and 10ppb of pistachios requiring further processing. The EU is not the only country adopting strict MRL pesticide levels. Although Japan and South Korea are not large pistachio markets, they have also imposed strict MRL levels making it difficult for pistachios to enter their markets.

In 2021, our key export markets were Europe and China; these two markets represented approximately 72 percent of U.S. pistachio exports. While both markets have increased tariffs on U.S. pistachios causing disruption to our exports, the EU tariff increase was resolved. (The EU tariff increases were caused by the U.S. and EU aircraft subsidies retaliation.) The tariffs from China continues however, because of the U.S. Section 232 steel and aluminum tariff increases.

Seldom do agricultural trade disputes result in tariff increases on non-agriculture products, but U.S. agricultural products are unfortunately always a candidate for retaliatory tariffs due to non-agriculture tariff increases. As we can all agree, it is risky that such a significant percentage of our pistachio exports are shipped to these two global markets...the proverbial case of having all our eggs in one basket. For this very reason it is imperative, that we continue to aggressively develop new markets to counterbalance any future barriers to established export markets. And this is precisely the strategy of CPEC.

India is a good example of a developing market. While our exports to India have fluctuated over the years, there is an upward trend of increased exports even with significant competition from Iran. Our exports to India have steadily increased, as a result of American Pistachio Growers' success in lowering the Indian tariff from 30 percent to 10 percent. But trade issues between the U.S. and India persist and have been somewhat volatile; for example, there have been numerous U.S. unfair trade petitions on Indian product imports in the last few years.

As is abundantly clear, expansion of markets is a long road and hard work. It requires a strong and focused commitment with a variety of marketing and sales approaches to successfully increase pistachio consumption and market penetration. By working together, the CPEC membership is uniquely qualified and positioned to expand these markets to create prosperous avenues for U.S. pistachios.

You may be asking how can competitors come together to accomplish this enormous task. Well forty years ago the U.S. Congress made it possible for exporters to organize under the Export Trading Act of 1982 (ETA). This has been of great benefit to the CPEC membership and their grower partners. The ETA program is unique since it allows CPEC to discuss export pricing, marketing, promotion, distribution, transportation and insurance options all free of antitrust issues. Bottomline, the program allows us to better serve our pistachio growers and to continue to allow our industry to prosper and thrive even in challenging times.

^{&#}x27;Horizon Nut, LLC; Keenan Farms, Inc; Meridian Nut Growers, LLC; Monarch Nut Company; Primex Farms, LLC; Setton Pistachio of Terra Bella, Inc; Zymex Industries, Inc.

MEMBER PROCESSORS / SUPPLIERS

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					ı	INS	HEL	L				ŀ	(ER	NEL	s								
	GROWER	HULLING & DRYING	ROASTING	RAW	NATURAL*	SALTED⁴	UNSALTED⁺	виск	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 85605 559.458.7272 info@meridiangrowers.com meridiangrowers.com	•	•	•	•	•			•		•						•					•	•	
Buchanan Hollow Nut Co. 6510 Minturn Road Le Grand, CA 95333 209.389.4594 bradrobson@yahoo.com BHNC.com	•	•	•	•	•	•	•	•	•	•	•	•		•		•	•	•			•	•	•
Eagle Ranch Pistachios 7288 Highway 54/70 Alamogordo, NM 88310 800.432.0999 sales@heartofthedesert.com heartofthedesert.com	•	•	•		•	•	•	•	•		•	•				•	•	•	•		•		
Eriksson LLC/Ingleby USA P.O. Box 6280 Visalia, CA 93290 559.635.3138 grs@inglebyfarms.com dll@inglebyfarms.com	•	•		•				•		•						•						•	
Horizon Nut LLC 26487 N. Hwy 99 Tulare, CA 93274 559.685.3663 tbagato@horizonnut.com horizonnut.com	•	•	•	•	•	•	•	•	•	•	•	•				•	•	•	•	•	•	•	
Keenan Farms, Inc. 31510 Plymouth Avenue Kettleman City, CA 93204 559.945.1400 info@keenanfarms.com keenanfarms.com	•	•	•	•	•	•	•	•	•	•	•	•				•	•	•	•		•	•	
Meridian Growers 1625 Howard Road, #280 Madera, CA 93637 559.458.7272 info@meridiangrowers.com meridiangrowers.com	•	•	•	•	•	•	•	•	•	•	•	•				•					•	•	•



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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.

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	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
Monarch Nut Company 786 Road 188 Delano, CA 93215 661.725.6458 kamie@monarchnut.com mungerfarms.com	•	•	•	•	•	•	•	•	•	•	•	•	•			•	•	•	•		•	•	•
Nichols Farms 13762 First Avenue Hanford, CA 93230 559.584.6811 sales@nicholsfarms.com nicholsfarms.com	•	•	•	•	•	•	•	•	•	•	•	•		•		•	•	•	•		•	•	•
Primex Farms, LLC 16070 Wildwood Road Wasco, CA 93280 661.758.7790 info@primexfarms.com primexfarms.com	•	•	•	•	•	•	•	•	•	•	•	•				•	•	•	•		•	•	
Setton Pistachio of Terra Bella, Inc. P.O. Box 11089 9370 Road 234 Terra Bella, CA 93270 559.535.6050 info@settonfarms.com settonfarms.com	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•
Touchstone Pistachio Company 5260 N. Palm Avenue, Suite 421 Fresno, CA 93704 559.470.3510 charlotte.avila@touchstonepistachio.com	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•	•	•
Zymex Industries, Inc. 168 Hawk Drive Merced, CA 95341 209.722.2770 info@zymex.com zymex.com	•	•	•	•	•	•	•		•	•	•	•		•	•	•					•	•	

Roasted* Specialty**

Annual Report 2022



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 2023
#FORWARDTOGETHER

FOR GROWER INFORMATION CONTACT

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OUR FACILITY

TERRA BELLA

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LEARN MORE touchstonepistachio.com



- Family-owned and operated for over 35 years, with a second generation in place for over 20 years.
- Invested in the industry's future, Setton Pistachio's continuous expansion and cutting-edge automation ensure a home for every pistachio.
- With over 100 years of combined pistachio growing experience and in-house proprietary technology applications, our grower team will help you maximize your crop quality and yield.
- You can count on us; when you're one of our growers, our expertise and relationships become yours.

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