

2025

ANNUAL REPORT





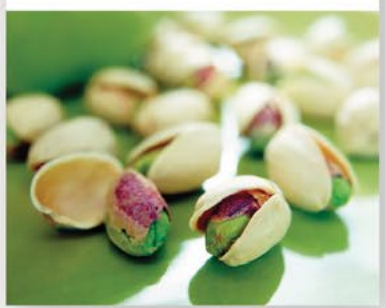
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AMERICAN PISTACHIO GROWERS

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INTRODUCTION

The story of the American pistachio is one of unparalleled success. From the first harvest in 1978 of 1.5 million pounds to the largest harvest of 1.57 billion pounds in 2025, 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 an almost \$5 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, Arizona, New Mexico and Texas.

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

Proactively propel the American pistachio industry forward through research, promotion, advocacy and member programs.

AMERICAN PISTACHIO GROWERS STAFF

Scott Fryer, *Vice President, Global Marketing*

Cadee Condit, *Vice President, Government Relations*

Amber Wilson, *Senior Director, Global Nutrition & Marketing*

Joe Coelho, *Director, Sustainability & Member Outreach*

Suzanne Devereaux-McKinstrie, *Director, International Marketing - Asia & Europe*

Genaro Gonzales, *Director, Digital Content & Brand Standards*

Jennifer Jones, *Director, Membership Development*

Nick Calderon, *Chief Financial Officer*

Norene Foin, *Manager, Office Administration & Assistant to President*

Hannah Doyle, *Manager, Member Communications & PR*

Jared Jurcak, *Manager, Creative Services*

Lora Ferguson, *Manager, Marketing Projects & Administrator*

Hannah Young, *Manager, Marketing - North America*

Kendra Hall, *Manager, Marketing - Europe*

Danielle Butbul, *Manager, Global Nutrition Research & Communications*

Andrew Rezendes, *Coordinator, Marketing - Digital Media*

Rajina Kahlon, *Coordinator, Membership Development*

Carlee Clark, *Coordinator, Grant Programs*

Catalina Gonzalez, *Administrator, Membership Development*

Yvette Vaz, *Bookkeeper*

A MESSAGE FROM THE INCOMING APG BOARD CHAIR

Justin Wylie

American Pistachio Growers
Board of Directors



“...we have fantastic tools available to drive demand at scale, differentiate pistachios, and stay ahead of where the market is going.”

I'm a grower first, and I've spent a lot of time working with APG and thinking about the future of this industry.

Our processors deserve a lot of credit for the work they're doing in the marketplace, delivering quality and building relationships all around the world. But the reality is we're competing against massive snack companies spending 9–15% of revenue on marketing, often hundreds of millions of dollars a year to defend and grow market share.

As an industry, we're likely closer to 1–3%. Even with the efficiency of generic marketing, that gap is significant. As a grower, in all the years I've listened to APG marketing presentations, nothing has stuck with me more than hearing it put that way. It forces the question: can the multiplier effect of generic marketing actually close that gap, or are we underinvesting?

We've had the advantage of competing against mostly unhealthy snacks, but that's changing. Food companies are adapting as consumers demand better options, and that competition is only going to increase.

At the same time, we don't have to look far to see the risk. Many specialty crops in California have seen strong growth followed by sharp price declines when supply outpaced demand, all while farming costs continued to rise.

That's why APG's role is so important. Through generic marketing along with the efforts of our member processors and nutrition research, we have fantastic tools available to drive demand at scale, differentiate pistachios, and stay ahead of where the market is going. There are still untapped markets that can absorb future production, but it's going to take continued investment to reach them. That is why it is so important we expand APG membership, allowing us to expand markets and opportunities for all growers. Collectively, we can keep building demand ahead of supply. If you are a member, thank you. If you are not, we encourage you to join hundreds of your fellow growers and keep the American pistachio industry healthy.

WHAT IS THE VALUE OF APG?

At American Pistachio Growers, our #1 objective is to make sure your pistachios continue to be sold in the marketplace. Because we are marketing a commodity, we have an advantage. Our mission is to make sure that all growers and processors benefit. We represent the entire industry with our marketing efforts. The marketing that we do has greater effect than just a brand. Here is an example of how our marketing is different than a brand's marketing.

BRAND
MARKETING

PISTACHIO
COMPANY A

Marketing
Message:
"Buy Brand Z
Pistachios"



Marketing
Message:
"Buy ANY
Brand of
Pistachios"



The Proof is in the Results

Last year, we ran a campaign to see what the effect was of our digital commodity marketing vs. a brand marketing campaign. The results speak for themselves. After millions of people viewed our digital ad on their phones, over 63,000 people who had never purchased pistachios over the past 2 years purchased pistachios - all kinds of brands. If we were just marketing Brand Z, our sales would have stopped there. But since we market for all brands, we were able to drive **61% more sales**, because they also bought other brands.*

62% purchased Brand X

34% purchased Any Private Label Brand

4% purchased other brands

*Catalina results- APG digital marketing campaign 2025.

There is a Real Risk Without Enough Marketing

At American Pistachio Growers, we encourage ALL to get involved with the promotion of pistachios as an industry. To ensure a healthy industry for the future, investment is needed.

The pistachio industry investment in marketing is significantly lower than other businesses as demonstrated by this chart.

Industry	% of Revenue Spent on Marketing	Why This Range?
Consumer Packaged Goods (CPG)	7%-25%	High dependence on brand visibility and mass-market promotion to drive volume and compete in crowded retail environments. Wide range due to different strategic priorities of each brand.
Professional Services	20-21%	Marketing and sales enablement play a major role in client acquisition and retention. Expertise must be consistently communicated to convert trust.
Retail	14-15%	Intense competition and the need for frequent campaigns to stay visible and attract foot traffic or online buyers.
Financial Services	9-10%	Balanced between brand trust-building and reliance on established networks and distribution channels.
Healthcare	6-7%	Growth driven largely by reputation, referrals, and B2B relationships instead of mass advertising.
American Pistachio Industry (Worldwide)	1-3%	Calculated by annual estimated marketing spend from assessments and estimated collective brands' marketing spend divided by estimated sales of pistachios.

Data Provided by Mercury Business Banking

A Call to Action

In order to maintain a bright future for the industry, especially as new crops start to bear fruit, additional marketing is needed. For those that contribute to APG, we thank you as an industry. If you are not contributing to APG assessments for marketing purposes, please consider doing so. It's your future.

A MESSAGE FROM THE OUTGOING APG BOARD CHAIR

Rich Kreps

American Pistachio Growers
Board of Directors Chairman



**“Every grower makes a difference...
Together, we can continue to elevate
the American pistachio industry.”**

As your Chairman over the past two years, it has been a privilege to witness our organization operate at an exceptional level. The APG team has worked tirelessly to engage with key industry partners both here at home and around the world. Through their efforts, APG has strengthened trusted relationships, expanded our global presence, and helped establish pistachios as the “it” nut in markets everywhere.

Thanks to this momentum, American Pistachio Growers has once again achieved a record-breaking production year. As the generic marketing arm for all growers and processors, APG continues to play a vital role in supporting strong demand and contributing to healthier, more stable prices across the industry.

Our transition into newer varieties, enhanced nutritional insights, and improved farming practices is already creating more consistent, predictable year-to-year production. Paired with robust research, powerful marketing initiatives, and strategic government relations, our industry is not only stable—it is thriving.

As I approach the end of my two-year term as Chairman, and with one year remaining on the board, we are implementing a new leadership practice to further strengthen continuity and effectiveness. I will step down as Chairman in January, and we are proposing that the

past chair continue serving on the Executive Committee for the following year. We believe this approach will support stronger governance and ensure a smooth transition of leadership. It has been an honor to work alongside such a dedicated and passionate volunteer board whose commitment to this industry—and to preserving family farming for future generations—is truly inspiring.

I do have one important request: our success depends on your participation. Supporting APG through assessments—an investment that advances the entire industry—allows us to build demand, advocate effectively, and protect long-term profitability. While many industries invest around 2% of their budgets in this type of work, pistachio growers contribute less than 0.5% of farm-gate income. Even with this modest support, we accomplish remarkable results. With full participation, we can do even more.

Every grower makes a difference. Encouraging neighbors and fellow farmers to support APG strengthens our ability to expand markets, secure better prices, and safeguard the future of family farms. Together, we can continue to elevate the American pistachio industry.

The APG staff is deeply committed to helping our industry flourish. After seeing their passion and performance over the past five years, I am confident we are in excellent hands.

Thank you sincerely for your trust, your support, and for the hard work each of you contributes to making this industry such a remarkable success.

AMERICAN PISTACHIO GROWERS

BOARD OF DIRECTORS



Mojgan Amin

Yazd, LP, Los Angeles, California
Email: mojgan@primex.us

Mojgan Amin comes from a diverse background, making her unique and resilient in the face of all the challenges that a business can present. She has a Bachelor of Science in mathematics with a minor in scientific computing from UCLA School of Engineering and a master's in legal studies with emphasis in business administration from UCLA School of Law. Though she has lived and worked most of her life in California, Mojgan has extensively traveled the world and lived and worked abroad, being exposed to many cultures. During the past 30 years, she has been involved in overseeing the operations for Primex group of companies, as a grower, processor and trader of nuts and dried fruits vertically integrated and invested in agriculture. Currently she is involved in the farming operation and oversees a range of people, from field workers to engineers, traders, QA directors, managers, MBA, CPA and other professionals taking care of orchards, processing and trading facilities. Mojgan was elected to the APG Board of Directors in 2025 and currently serves as the Vice Chair of the Sustainability Committee.



Jeff Anderson

AMA Pistachio Development LLC, Tulare, California
Email: jjcj50@gmail.com

Jeff Anderson is the Director of Grower Relations for Meridian Growers. He is a 2023 graduate of APG's Lead On program, past president of Valley Ag Boosters, and current board member for the California Water Alliance. Jeff has grown up in and around pistachios and made the decision to run for APG's Board of Directors due to having a desire to become more involved in the industry that his uncle and father have been instrumental in building. Prior to being elected to serve on the board, he regularly attended various APG committee meetings and board meetings which encouraged him to become more involved and try to help enact positive change. Jeff was elected to the APG Board of Directors in 2024 and serves on the Government Policies and Partnerships Committee, Membership Committee, and is the Chair of the Leadership 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, serves on the Pistachio PAC Committee, is a member of the Executive Committee, and is the Chair of the APG Government Policies and Partnerships Committee.

AMERICAN PISTACHIO GROWERS

BOARD OF DIRECTORS



William Bourdeau

Bourdeau Farms, LLC, Fresno, California
Email: bourdeaufarms@icloud.com

William Bourdeau is a fifth-generation Central Valley native, born and raised in Coalinga, California. He is the founder and CEO of Bourdeau Farms, LLC, Cal1 Enterprises, LLC, and a board member of the Westlands Water District. As a lifelong advocate for agriculture, William has dedicated his career to balancing efficiency and innovation and is committed to advancing industry priorities, addressing challenges such as water scarcity and labor issues, and ensuring a prosperous future for all growers. His extensive experience in farming and agribusiness, including leadership roles for many years at Harris Farms, positioned him to effectively represent pistachio growers with integrity and vision. 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 including the San Luis & Delta-Mendota Water Authority, the California Water Alliance, Business Federation of the San Joaquin Valley, the San Joaquin Valley Sun, and as 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, Nutrition Research Committee, Pistachio PAC Committee, is Vice Chair of the Government Policies and Partnerships Committee and a member of the Executive Committee.



Justin Curti

P & J Enterprise, Tulare, California
Email: curtifamilyinc@gmail.com

For over 100 years and four generations Justin Curti's family has been Dairy Farming in Tulare County. During the last 26 years he and his father have been farming pistachios in Tulare County. And for more than eleven years, Justin has served on multiple boards in the Dairy Industry. Those boards consist of: California Milk Advisory Board, Dairy Council of California, Dairy Cares, Dairy Justice Fund and Land O'Lakes. He now contributes all this experience to APG's Board of Directors after being elected to serve in 2024. Likewise, he is also currently serving on the Finance Committee, Government Policies & Partnerships Committee, and the Pistachio PAC Committee.



Brian Ezell

Setton Pistachio of Terra Bella, Inc., Terra Bella, California
Email: bezell@settonfarms.com

Brian Ezell represents Setton Pistachio of Terra Bella, Inc., and Rainbow IX Ranch located in Woodland, California. He is currently employed as the Sr. Director of Operations for Setton Pistachio and strongly believes that serving the industry in which he is employed is both a privilege and an obligation. Brian has 36 years of work experience in the nut industry along with a 20-year history of volunteer leadership within the nut industry. This history makes him uniquely qualified to support the short-term and long-term goals of the APG organization. Brian was elected to the APG Board of Directors in 2025 and currently serves on the Finance Committee and Membership Services Committee.

AMERICAN PISTACHIO GROWERS

BOARD OF DIRECTORS



John Heuler

A & P Ranch, Bowie, Arizona

Email: jheuler@apgrowers.com

John Heuler is a second-generation pistachio farmer whose family has been involved in the nut growing business since 1968. He obtained his Bachelor of Science degree in Business Administration from Pepperdine University, California, in 1986 and has been involved in farming pistachios, pecans, and almonds in both California and Arizona with decades of experience in hulling, processing, and shipping products all over the world. He is an advocate of embracing research and technology which includes marketing, farming, plant nutrition, and processing to adapt to a rapidly changing world. John was elected to the APG Board of Directors in 2023 and serves on the APG Government Policies and Partnerships Committee.



Paul Huckabay

Keenan Farming Company, Avenal, California

Email: paul@keenanfarms.com

Paul Huckabay has 35 years of experience in fresh produce sales and sales management, and for the past eight 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 as Chair of the Marketing Communications Committee.



Rebecca Kaser

Avellar-Moore Farms LP, Fresno, California

Email: rebecca@amfarms.com

Rebecca Kaser is a fourth-generation farmer and a second-generation pistachio grower. After graduating from Fresno State, she began working alongside her father cultivating pistachios and almonds. Today, Rebecca farms her own pistachio and almond orchards while raising her family and remaining deeply rooted in the agricultural community. As a 2014 LeadOn graduate, Rebecca has contributed to multiple APG committees, including Membership and Leadership, and currently serves as Vice Chair of the Membership Committee. She is also a 2025 Water Education Foundation Water Leader. In 2025, she was elected to the APG Board of Directors and is proud to continue ag-vocacy efforts on behalf of growers.

AMERICAN PISTACHIO GROWERS

BOARD OF DIRECTORS



Rich Kreps

Lark Farms, Madera, California
Email: rkreps@ultragro.com

Rich Kreps is a Certified Crop Advisor, Sustainability Specialist, member of the Central California section of CCA's, and a partner with Ultra Gro, a liquid fertilizer company in Madera. 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 APG Board Chair and is a member of the Executive Committee.



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 him attending the UC Davis Pistachio Short Courses, participating in the 2011 APG LeadOn 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.



Doenitz Lopez

Ingleby Farms/Eriksson, LLC, Riverdale, California
Email: dll@inglebyfarms.com

Doenitz Lopez brings 14 years of experience to the pistachio and nut industry. For the past seven years, he has worked as Plant Manager for Eriksson LLC, a grower/processor-owned company based in Burrell, California. Eriksson's vertically integrated model has allowed Doenitz to deepen his understanding of farm operations alongside processing and sales. In his role, he manages all aspects of hulling and drying coordination, oversees plant operations, and handles sales - ensuring quality and efficiency across the board. Working in agriculture has been an incredible honor, and he is passionate about contributing to the growth and sustainability of the pistachio industry. He brings to the APG Board a unique blend of experience in processing, marketing, sales, and farm practices - as well as a strong foundation rooted in discipline and leadership from his U.S. Army background. Doenitz joined the Board in 2025 and currently serves on the Marketing Committee and as Vice Chair of the Leadership Committee.

AMERICAN PISTACHIO GROWERS

BOARD OF DIRECTORS



Joel Perkins

Double J Farms, Tulare, California
Email: jperkins@horizonnut.com

A graduate of California State University, Fresno in Business Administration, Joel Perkins spent the first nine years of his career working as a CPA in Fresno. In 2005, he began working for an almond handler in Five Points as a Controller, soon transitioning to General Manager and CEO. Leaving the almond industry in 2016, Joel then spent a year as a domestic trader of almonds, pistachios, walnuts, and hazelnuts. In 2017, he joined Horizon Nut Company as CEO. Joel was elected to the APG Board in 2023 and currently serves as Chair of the APG Finance Committee.



Kristi Robinson

K. Robinson Farms, Clovis, California
Email: kristirsf@gmail.com

For as long as Kristi Robinson can remember, growing pistachios has been an integral part of her life. At the age of two her family moved to the Central Valley where her dad began managing and developing almond and pistachio orchards. Today Kristi owns a small orchard in western Fresno County. She has served on several APG Committees including Marketing, Membership, a By Law Ad Hoc, and has been the Chair of the Leadership and Nutrition Committees. She was honored to represent APG at an APG sponsored pistachio baking seminar with celebrity chef Nancy Silverton in China. Kristi is a past APG Board Member and was reelected to serve in 2024.



Karun Samran

Bapu Farming Company, Madera, California
Email: karun@bapu.company

As a Central Valley native, Karun Samran's life has centered on agriculture. His family farms almonds, pistachios, tomatoes, and wine-grapes throughout the valley while also processing and marketing their own almonds. He earned a degree in Economics from the University of California, Berkeley and came back home because he understood the importance of the next generation's involvement in this industry. Karun is a 2018 graduate of APG's LeadOn program and serves on the board for Chowchilla Water District. He was instrumental in forming APG's new Sustainability Committee and initiated a grassroots effort to form the Chowchilla Subbasin Growers. Karun is a past APG Board Member who was reelected in 2024 and serves on the Government Policies and Partnerships Committee, as Chair of the Sustainability Committee and as an alternate on the Marketing Committee.

AMERICAN PISTACHIO GROWERS

BOARD OF DIRECTORS



Jacob Sheely

Sheely Family Farms, Lemoore, California

Email: j.sheely15@gmail.com

Jacob Sheely is a second-generation pistachio farmer in Kings County, continuing a four-generation family farming legacy. The Sheely family also farms cotton, tomatoes, wheat, and garbanzo beans in the Lemoore/Stratford areas of California. In addition to growing pistachios, Jacob also manages pistachio acreage, totaling over 1,100 acres. He is a 2014 APG LeadOn graduate and participated in the 2019-20 National Cotton Council “Emerging Leaders” program. He currently serves as the Vice Chair of the APG Marketing Communications Committee, along with serving on the Horizon Growers Board and the Board of Cotton Inc. He was re-elected to serve a second term on the Board of Directors in 2024.



Michael Woolf

Mike Woolf Farming Company, Fresno, California

Email: mtwoolf@att.net

Michael Woolf has been involved with the pistachio industry since 1985 when his family planted their first orchards near Cantua Creek. He is a past Director and Chairman of the Western Pistachio Association which preceded APG and has been a dues paying member every year. Michael believes the future financial health of the pistachio market depends heavily on the continued growth of our export markets and feels strongly that focus should be placed on India to help achieve this. His experience with APG throughout the years has confirmed that the organization is successful in leveraging assessment dollars to promote the benefits of pistachios globally - which goes a long way in growing sales and shipments. Michael was elected to the APG Board of Directors in 2025 and currently serves as Chair of the Nutrition Committee.



Justin Wylie

Wylie Farms, Fresno, California

Email: justinjwylie@gmail.com

Justin Wylie is a fifth-generation farmer and part owner of Wylie Farms, a family business based in Madera, California, specializing in the management of pistachio and citrus orchards. Building on a legacy started by his father, Craig, and uncle, Chris, who were pioneers in pistachio farming since the 1970s under the mentorship of industry legend Bob Peterson, Justin continues to innovate and advocate for agriculture. He is passionate about regenerative practices while supporting the broader needs of pistachio farmers throughout the industry. Justin was re-elected to serve on the Board of Directors in 2024 and is currently the Vice Chair of the Board, Chair of the Membership Committee, and a member of the Executive Committee.

AMERICAN PISTACHIO GROWERS

2025 COMMITTEES

Executive

Rich Kreps, Chair
Justin Wylie, Vice Chair
William Bourdeau, Secretary/Treasurer
Jamie Bledsoe
Michael Woolf

Finance

Joel Perkins, Chair
Justin Curti, Vice Chair
William Bourdeau
Brian Ezell
Stewart Fellner
Jim Hering
Mitchell Keenan

Government Policies & Partnerships

Jamie Bledsoe, Chair
William Bourdeau, Vice Chair
Jeff Anderson
Justin Curti
John Heuler
Darwin Inman
Kion Kashefi
Adam Kusmak
Madonna Lang
Matt Leider
Larry Lowder
Kent Naraghi
Tim O'Neill
Karun Samran
Richard Searle
Joseph Setton
John Waymire
Larry Wilkinson
Jim Zion
Tyler Zion

Leadership

Jeff Anderson, Chair
Doenitz Lopez, Vice Chair
Mindy Cunha
Kristin Dodd
Rebecca Kaser
Jonathan Romero
April Ramos
Hector Vaca
Matthew Malcolm (non-voting)

Marketing Communications

Paul Huckabay, Chair
Jake Sheely, Vice Chair
Mia Cohen
Ahmad Foroutan
Elizabeth Keenan
Darwin Inman
Michelle Carter
Mike Woolf
Jeremy Blackwell
Ali Amin
Mindy Cunha
Kellen Coelho
Doenitz Lopez
Alternates: Elizabeth Carranza,
Karandeep Gill, Adam Kusmak,
Karun Samran, Brian Watte
CPEC Representative

Nutrition

(Subcommittee of Marketing)

Michael Woolf, Chair
John Heuler, Vice Chair
Rick Borges
William Bourdeau
Mia Cohen
Bob Engleman
Ahmad Foroutan
Jean Heuler
Drew Hoffman
Tim Lamascus
Janice Lowder
Elise Silvester
Lee Smith
Patti Watte
Stephen Nazaroff

Membership Services

Justin Wylie, Chair
Rebecca Kaser, Vice Chair
Jeff Anderson
Bob Engleman
Brian Ezell
Jeff Gibbons
Elizabeth Carranza
Mindy Cunha
Elizabeth Keenan
Mike Smith
Brian Spain
Aaron Salsedo
Kirk Squire
Hector Vaca
Martin Herrera (non-voting)
Scott Schuil (non-voting)

Sustainability

Karun Samran, Chair
Mojgan Amin, Vice Chair
Samuel Daud
Bob Engleman
Mike Smith
Kirk Squire
Justin Wylie
Kevin Rost (non-voting)

Pistachio PAC

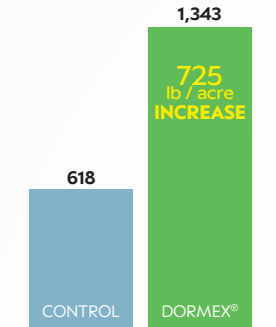
Robert Lake, Chair
Jamie Bledsoe
William Bourdeau
Justin Curti
Matt Leider
Jimi Valov
Jim Zion



TRUSTED & PROVEN INCREASES YIELDS YEAR AFTER YEAR

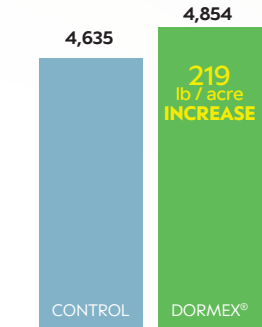
DORMEX® PISTACHIO TRIAL RESULTS 2022 - 2025

The results are in and Dormex® continues to consistently increase yields every year! Even in "ON" years.



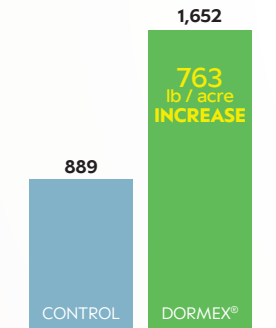
2022 Trial
"OFF" YEAR
Sprayed at CP 65
SPRAYED 2/24/2022
KERMAN & PETERS VARIETIES

2022 Trial **INCREASED** yield by **725 lbs. per acre vs the control**. Sprayed February 24 at 65 Chill Portions.



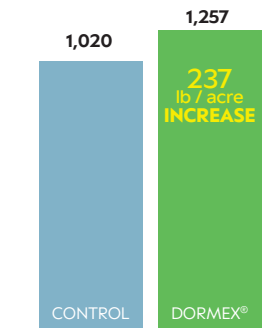
2023 Trial
"ON" YEAR
Sprayed at CP 70
SPRAYED 2/18/2023
KERMAN & PETERS VARIETIES

2023 Trial **INCREASED** yield by **219 lbs. per acre vs the control**. Sprayed February 18 at 70 Chill Portions.



2024 Trial
"OFF" YEAR
Sprayed at CP 59
SPRAYED 2/22/2024
KERMAN & PETERS VARIETIES

2024 Trial **INCREASED** yield by **763 lbs. per acre vs the control**. Sprayed February 22 at 59 Chill Portions.



2025 Trial
"ON" YEAR
Sprayed at CP 68
SPRAYED 2/24/2025
GOLDEN HILLS & RANDY

2025 Trial **INCREASED** yield by **237 lbs. per acre vs the control**. Sprayed February 24 at 68 Chill Portions.



Buds Not Syncing? Let's talk Dormex®



For more information visit DormexUSA.com

or contact John Meyer at [559.545.4701](tel:559.545.4701) | John.Meyer@alzchem.com

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AMERICAN PISTACHIO GROWERS

REPORT OF INDEPENDENT AUDITORS

REPORT OF INDEPENDENT AUDITORS

TO THE BOARD OF DIRECTORS
AMERICAN PISTACHIO GROWERS



Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of American Pistachio Growers (the Organization), which comprise the statement of financial position as of August 31, 2025, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of August 31, 2025, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States (Government Auditing Standards). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether 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 one year after the date that the financial statements are available to be issued.

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 scepticism 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 December 15, 2025, 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 the Organization's 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.

Baker Tilly US, LLP

Fresno, California
December 15, 2025

STATEMENT OF FINANCIAL POSITION

August 31, 2025

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$ 173,614
Investments	5,936,870
Member dues receivable	115,750
Grants receivable	2,948,170
Other receivable	14,823
Prepaid expenses	643,369

Total current assets	9,832,596
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SECURITY DEPOSIT

6,000

PROPERTY AND EQUIPMENT, net

86,531

OPERATING LEASE RIGHT-OF-USE (ROU) ASSETS

274,006

TOTAL ASSETS

\$ 10,199,133

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts payable	\$ 1,894,756
Accrued expenses and other liabilities	106,928
Operating lease liabilities, current portion	106,978

Total current liabilities	2,108,662
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OPERATING LEASE LIABILITIES, net of current portion

172,657

Total liabilities	2,281,319
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COMMITMENTS AND CONTINGENCIES (NOTE 8)

NET ASSETS

Without donor restriction	7,896,140
With donor restriction	21,674

Total net assets	7,917,814
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TOTAL LIABILITIES AND NET ASSETS

\$ 10,199,133

AMERICAN PISTACHIO GROWERS

STATEMENT OF ACTIVITIES

Year Ended August 31, 2025

	Without Donor Restriction	With Donor Restriction	Total
REVENUES, GAINS, AND OTHER SUPPORT			
Member dues	\$ 11,169,369	\$ -	\$ 11,169,369
Grant revenue	3,561,851	-	3,561,851
Annual conference	1,367,755	-	1,367,755
Annual report	23,500	-	23,500
Golf tournament	700	-	700
Interest and dividend income	298,469	-	298,469
Unrealized gain on investments	139,938	-	139,938
Contributions	46,510	12,080	58,590
	<u>16,608,092</u>	<u>12,080</u>	<u>16,620,172</u>
NET ASSETS RELEASED FROM RESTRICTIONS			
Restrictions satisfied by payment of related expenses	<u>22,282</u>	<u>(22,282)</u>	<u>-</u>
	<u>16,630,374</u>	<u>(10,202)</u>	<u>16,620,172</u>
EXPENSES			
Program services	16,405,806	-	16,405,806
Management and general	3,997,590	-	3,997,590
	<u>20,403,396</u>	<u>-</u>	<u>20,403,396</u>
CHANGE IN NET ASSETS	(3,773,022)	(10,202)	(3,783,224)
NET ASSETS, beginning of year	<u>11,669,162</u>	<u>31,876</u>	<u>11,701,038</u>
NET ASSETS, end of year	<u><u>\$ 7,896,140</u></u>	<u><u>\$ 21,674</u></u>	<u><u>\$ 7,917,814</u></u>

STATEMENT OF FUNCTIONAL EXPENSES

August 31, 2025

	<u>Program Services</u>	<u>Management and General</u>	<u>Total</u>
Marketing and promotion	\$ 11,762,618	\$ -	\$ 11,762,618
Salaries, wages and related benefits	1,233,405	1,435,876	2,669,281
Annual conference expense	-	1,465,888	1,465,888
Research and development	1,213,254	-	1,213,254
Membership retention	787,269	524,846	1,312,115
Governmental affairs	1,094,823	-	1,094,823
Rent and office expense	133,308	133,308	266,616
Travel, auto and meetings expense	110,321	110,321	220,642
Insurance	15,828	15,828	31,656
Professional services	-	101,895	101,895
Annual report expense	15,403	-	15,403
Other expenses	22,282	23,222	45,504
Depreciation expense	17,295	17,295	34,590
Credit loss expense	-	169,111	169,111
	<u> </u>	<u> </u>	<u> </u>
Total expenses	<u>\$ 16,405,806</u>	<u>\$ 3,997,590</u>	<u>\$ 20,403,396</u>

STATEMENT OF CASH FLOWS

Year Ended August 31, 2025

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	\$ (3,783,224)
Adjustment to reconcile change in net assets to net cash from operating activities:	
Depreciation	34,590
Credit loss expense	169,111
Unrealized gain on investments	(139,938)
Change in operating assets:	
Member dues receivable	(87,004)
Accrued interest receivable	33,915
Grants receivable	(1,877,643)
Other receivables	(14,823)
Prepaid expenses	(167,963)
Operating lease right-of-use assets	109,884
Change in operating liabilities:	
Accounts payable	598,738
Accrued expenses and other liabilities	(79,952)
Operating lease liabilities	<u>(108,549)</u>
Net cash from operating activities	<u>(5,312,858)</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Purchases of property and equipment	(18,229)
Purchases of investments	(9,919,072)
Proceeds from sale of investments	<u>15,000,000</u>
Net cash from investing activities	<u>5,062,699</u>

NET CHANGE IN CASH AND CASH EQUIVALENTS

(250,159)

CASH AND CASH EQUIVALENTS, beginning of year

423,773

CASH AND CASH EQUIVALENTS, end of year

\$ 173,614



FARM CREDIT

AgWest Farm Credit | American AgCredit
CoBank | Fresno Madera Farm Credit

Community Driven. Agriculture Focused.

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



SCAN ME



WE ARE FARM CREDIT

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

GOVERNMENT POLICIES & PARTNERSHIPS COMMITTEE REPORT



APG's Government Relations Strategy focuses on promoting American-grown pistachios at the state and federal levels in California, Arizona, New Mexico, and Texas. Our goal is to build and sustain strong, long-term relationships with policymakers from both parties to influence and shape public policy, while maintaining a robust and effective State and Federal PAC to support candidates who champion the pistachio industry.

APG ADVOCACY UPDATES

APG holds board positions on both the California and Arizona Business Roundtables, allowing us to engage on key agricultural and business policy issues. Through the California Business Roundtable, we continue to align on state-level priorities affecting the industry, while our involvement with the Arizona Business Roundtable fosters collaboration to support cross-border agriculture and regulatory alignment. APG attended the first annual board meeting in Arizona on October 8, 2025, further strengthening these relationships and advancing APG's policy goals.

Alliance of California Farmers and Ranchers Community Fund

APG hosted its annual **Fall Policy Summit**, and it was one of the most successful conferences to date. We were honored to welcome **18 elected officials and 10 candidates** from across the political spectrum.

Each election cycle, the Alliance focuses on supporting **moderate candidates**, both Republican and Democrat, who are open to learning about and advocating for California agriculture. Our mission is to **educate candidates and elected officials** about the critical role agriculture plays in our state's economy and communities—and it's working.

In the last election cycle, we achieved a **97% win rate**, a testament to the effectiveness of our engagement strategy. These relationships have directly contributed to a **productive and successful legislative session**.



APG and Food Frontier

American Pistachio Growers partnered with Food Frontier to elevate global awareness of food insecurity and highlight the nutritional and sustainability value of pistachios. As global food systems evolve to meet urgent ecosystem, climate, and economic challenges, change will require bold innovation spanning technology, policy, business, culinary advancements, and finance. To support this effort, APG met with global leaders and innovators at The Hague, the World Horti Center, the Bio Base Europe Pilot Plant, Ghent University Biotechnology Campus, Agrotopia, and a U.S. Embassy reception to advance collaboration and share solutions.

Terra Madre – Ginger Elizabeth Collaboration

American Pistachio Growers took part in Terra Madre Sacramento, a regional extension of the global Slow Food movement that brings together producers, advocates, and thought leaders to support sustainable agriculture and resilient local food systems. APG partnered with Chef Ginger Elizabeth to showcase the versatility and culinary excellence of pistachios, highlighting their nutritional and environmental value to farm-to-table, culinary, and community audiences while strengthening relationships across the food and agriculture network.

3rd Annual Cooking with Pistachios

APG hosted the third annual “Cooking with Pistachios” event in Sacramento in partnership with the Problem Solvers Caucus, and it was a resounding success. Elected officials from across California attended to cook and learn firsthand about the versatility and benefits of pistachios, making it a standout event for both the industry and policymakers.



Washington, DC Board Fly-In

APG's Board of Directors hit the ground running in Washington, D.C. in July. We were there to advocate on behalf of all our valued members, and the team delivered. Over the course of three days, we held 19 meetings with Congressional and Senate offices from California, Arizona, New Mexico, and Texas. We also met with leadership at USDA and the Foreign Agricultural Service. Our discussions focused on the importance of strong trade relationships and the critical role of Market Access Program funding in supporting our industry.



Mexican Snack Tax

APG is proud to report significant progress toward eliminating the Mexican Snack Tax on pistachios. After three years of focused work, the initial health study commissioned in Mexico—designed to support removing pistachios from the snack tax list—has been completed, and the findings are overwhelmingly positive. APG's nutrition team is finalizing edits before publication, and once released, the study is expected to substantially strengthen our advocacy efforts. In addition, we have built a robust cross-border coalition with U.S. elected officials and members of the Mexican Congress and Senate to advance this priority.





FEDERAL REPORT & OUTLOOK

APG's Successful Legislative Wins

APG's Legislative Division was proactive on a wide range of issues affecting the pistachio industry in 2025. Among them, three bills were introduced in the California Legislature that were especially important to growers and processors, and APG successfully dealt with each.

AB 1264 would have designated pistachios as an “ultraprocessed” food, and potentially reversed much of what the industry has achieved in demonstrating the healthy nature of pistachios for the consumer market. APG successfully amended this bill to prevent pistachios from being designated as ultraprocessed foods. Had APG not done so, growers and processors could have lost significant sales in the \$101.6 billion healthy snack market alone. If growers and processors lost:

- as little as 5.0% of this market, they would have lost \$19.0 million in revenue (\$39 per bearing acre)
- 20.0% of this market, they would have lost \$76 million in revenue (\$155 per bearing acre)
- as much as 75.0% of this market they would have lost \$284.6 million in revenue (\$583 per bearing acre)

SB 295 would have prohibited companies from using pricing algorithms that include competitor data, a practice commonly used to set retail prices. APG successfully opposed the passage of this bill because it would have made it difficult for processors and growers to reach optimal pistachio prices in domestic and international markets. For processors, attorney fees for ensuring that their pricing methods comply with the law and defending against unwarranted claims of violating SB 295 could have run from \$400 to over \$1,000 per hour. For growers, when they receive prices lower than what is optimal in the marketplace, they lose margins, and when prices are higher than what is optimal, they lose sales and incur added storage costs. as little as 5.0% of this market, they would have lost \$19.0 million in revenue (\$39 per bearing acre)

- When prices are lower than optimal, lost margins of \$30.6 million (\$63 per bearing acre) could occur for every 1.0% that the optimal price should have been higher
- When prices are higher than optimal, sales decline and inventory and storage costs rise by about \$33.2 million (\$68 per bearing acre) for every 1.0% that the optimal price should have been lower

Overall, the efforts of APG's Legislative Division on just these three bills potentially saved growers and processors between \$59 Million – \$1.1 Billion

Retaining as little as \$19 million to as much as \$284.6 million in sales in the healthy snack market by not allowing pistachios to be designated an ultraprocessed food

Saving growers with acreage adjacent to abandoned/neglected fields as much as \$9 million from additional pest management costs and crop losses

Preventing revenue losses of \$30.6 million to \$831.0 million that could have occurred if the pricing methods used by processors and growers did not result in crop and retail prices achieving optimal levels to maximize revenues in domestic and international marketplaces

UPDATE FROM THE PISTACHIO PAC CHAIRMAN

Dr. Robert Lake

PAC Chairman



“ **We are currently riding a wave of momentum, but the work is far from finished.** ”

The American Pistachio Growers Political Action Committee (PAC) serves as the strategic engine of our industry's future. It is the mechanism that ensures when decisions are made in Washington, D.C., the voice of the pistachio grower is not just heard - it is heeded. By maintaining a strong presence on Capitol Hill, we actively shape the legislative environment to allow our industry to thrive.

Because of your contributions, we have moved beyond simple advocacy to achieve genuine political influence.

Pistachio PAC is proud to maintain our standing as the largest specialty crop PAC in the United States. This distinction is not an accident; it is the result of a deliberate, bipartisan strategy. We invest in policymakers in both political parties who understand agriculture. Whether dealing with tax codes, appropriations, or regulatory burdens, we maintain robust relationships on both sides of the aisle to ensure our issues remain a priority for the decision-makers who control our fate.

We are currently riding a wave of momentum, but the work is far from finished. With the Farm Bill negotiations intensifying, trade dynamics

shifting, and vital farm aid funding on the line, our engagement has never been more urgent. Through our work with the Specialty Crop Farm Bill Alliance (SCFBA) and direct lobbying, we are fighting to secure safety nets and open markets. We are educating a new crop of lawmakers on the specific needs of the pistachio industry - needs they will only understand if we are there to explain them.

Our community remains our greatest strength. The annual Corky Anderson Golf Tournament and our PAC Breakfast continue to be pivotal events that energize our base and fund our mission. I also want to extend a sincere thank you to the PAC Presidents Club - our leaders contributing \$5,000 annually. Your generosity provides the fuel required to keep our industry at the forefront of the national conversation.

I ask every member to view the Pistachio PAC not as a donation, but as a business necessity. As our production volume climbs, we must aggressively expand our domestic footprint and unlock international markets. A well-funded PAC is the insurance policy that protects that growth.

Let's maintain the momentum we have built. By renewing your commitment today, you ensure that we can continue advocating, educating, and delivering results - preserving a prosperous industry for the growers of today and the generations to come.



Grow With a Partner Built for the Long Term

At Keenan Farms, we don't just process pistachios—we build lasting partnerships that deliver consistent returns, scale with your operation, and open doors to global demand.



Global Demand for Keenan Quality

A strong international customer base that actively seeks out Keenan Farms pistachios.



Built To Handle Your Crop

The capacity, technology, and infrastructure to process and market your pistachios efficiently and reliably.



Consistently High Returns

Proven, competitive grower returns, year over year.



Communication & Transparency

Clear, honest, and timely communication—because trust matters.



Processing



Marketing



Distribution



Global Sales

Interested in growing with Keenan Farms?

Contact Zack Raven

grow@keenanfarms.com | (559) 945-1400 | keenanfarms.com

MEMBERSHIP SERVICES COMMITTEE REPORT



The 2024/25 fiscal year saw continued growth and strong engagement across the pistachio industry through well-attended APG member events focused on networking, knowledge-sharing, and delivering value to members.

Membership Team:

Joe Coelho: Director Sustainability & Member Outreach
Jennifer Jones: Director, Membership Development
Jared Jurcak: Manager, Creative Services
Hannah Doyle: Manager, Member Communications & PR
Rajina Kahlon: Coordinator, Membership Development
Catalina Gonzalez: Administrator, Membership Development

2025 MEMBER EVENT HIGHLIGHTS

2025 Pistachio Industry Annual Conference – Monterey, CA

Framed by Monterey's ocean views and mild coastal climate, the 2025 Pistachio Industry Annual Conference created an inviting setting for the industry to come together. Over three days, growers, processors, researchers, and industry partners connected through engaging sessions and opportunities to build meaningful, lasting relationships. More than just an educational event, the conference highlighted the relationships, shared knowledge, and collaborative spirit that continue to move the American pistachio industry forward. The conference wrapped up with a lively casino night, offering a fun and festive way for attendees to celebrate and close out a truly memorable and productive event.





2025 International Ag Expo Member Mixer – Tulare, CA

American Pistachio Growers hosted its annual Member Mixer at the International Ag Expo, continuing a tradition that has spanned more than a decade. The event offered growers and associate members a valuable opportunity to connect, share insights, and discuss the upcoming season while enjoying pistachio ice cream and refreshments. The mixer remains a highlight of APG's calendar, fostering community and collaboration across the pistachio industry.



2025 Insights Day - Visalia, CA

American Pistachio Growers hosted its second Pistachio Industry Insights Day at the Visalia Convention Center, bringing together over 500 attendees for a full day of education, exhibitor showcases, and industry updates. The event highlighted innovation and APG initiatives while offering multiple opportunities for networking throughout the day. It concluded with a networking happy hour that fostered connection across the industry.

4th Annual Pistachio Week – California

American Pistachio Growers celebrated the pistachio harvest by partnering with more than 30 locally owned restaurants across the Central Valley for the 4th Annual Pistachio Week. Throughout the week, local media featured participating restaurants and pistachio-inspired menu items while also highlighting the dedication and expertise required to grow this healthy and flavorful nut. APG is proud to see Pistachio Week continue to expand each year to different regions up and down California!





2025 Fresno State Tailgate & Game Sponsorship – Fresno, CA

American Pistachio Growers once again hosted a Member Appreciation Tailgate at Valley Children's Stadium in conjunction with a Fresno State football game. More than 100 growers, family members, and staff attended the event, which provided an opportunity to connect, enjoy the game-day atmosphere, and strengthen relationships within the APG community. The gathering reinforced APG's commitment to recognizing its members and fostering a strong, connected pistachio industry.

2025 Fresno Grizzlies – Fresno, CA

APG welcomed members and their families to a Fresno Grizzlies baseball game, offering a fun, family-friendly opportunity to connect. Attendees enjoyed refreshments while watching the game and networking with fellow members, strengthening relationships within the APG community in a relaxed and enjoyable setting.



2025 Holiday Toy Drive – Fresno, CA

American Pistachio Growers hosted its annual Shelling Out Holiday Cheer Toy Drive in benefit of Toys for Tots. Growers and industry partners gathered during the holiday season to connect with peers while contributing unwrapped toys to support children and families in need. APG extends its sincere appreciation to all who participated and generously donated, helping to spread holiday cheer and make a meaningful impact in the communities we serve.





SUSTAINABILITY REPORT

Joe Coelho

American Pistachio Growers
Director of Sustainability & Member Outreach



Profitability as the Foundation of Sustainability

At APG, we define sustainability differently than many organizations. For pistachio growers, sustainability begins with profitability — without economic stability; environmental stewardship, water conservation, soil improvement, and community contributions cannot take hold. In 2025, every initiative we undertook was intentionally designed to help growers reduce cost, improve resource efficiency, and navigate a rapidly changing regulatory and economic landscape.

From pest management to water strategy, from soil health to technology adoption, 2025 marked a turning point: growers increasingly sought practical tools, real data, and grounded research. Our program responded by expanding demonstrations, building major collaborations, launching statewide initiatives, and elevating our role in research, communication, and grower engagement.

Demonstrations & Technical Collaborations: Practical Solutions Growers Can Use Now

This year was APG's strongest yet in hands-on research and field demonstrations. Across California — and even extending into Arizona for specific trials — we executed dozens of projects aimed at giving growers real, firsthand experience with technologies and practices that reduce cost and improve efficiency.

An area of focus was sustainable spray technology, where APG coordinated Smart Apply LiDAR sprayer trials with Dr. Joel Siegel of USDA-ARS and Belcorp Ag/John Deere. These tests demonstrated that pesticide use can be reduced by approximately 40–90%, depending on canopy size and density, all while maintaining or improving pest control efficacy and coverage. This translates directly into material savings, fewer tank refills, reduced fuel use, and fewer labor and tractor hours. The impact of this

work is being recognized by John Deere in their annual Economic Impact report.

In parallel, APG expanded demonstrations of WeedSeeker® 2 see-and-spray herbicide systems, which consistently reduced herbicide consumption by 30–80% through optical weed targeting. The result is lower chemical cost, greater labor, fuel, and machinery efficiencies, and a meaningful step toward industry evolution alongside the state's Sustainable Pesticide Management roadmap.

Electrostatic spray technology through OnTarget was also showcased, vastly enhanced fuel and labor efficiencies all while producing highly uniform canopy deposition using less spray volume. Efficacy work by Dr. Siegel showed equal control to standard fan spray rigs.

We also coordinated evaluations of reduced-risk pest management tools such as topically-applied solar protection, SpearLep for Navel

Orangeworm and Lime Sulfur Ultra for Gill's mealybug. These were excellent opportunities for growers to test tools that could mitigate heat or evaluate new chemistries while still protecting yield and quality.

Grower participation in 2025 was higher than ever, reflecting the industry's desire to find new efficiencies as costs continue to rise.

Regional IPM & Decision Support: A Milestone Achievement

Perhaps one of the most significant accomplishments of the year was securing a \$1 million Cdfa BIFS grant to build a Regional Integrated Pest Management (IPM) Network for Navel Orangeworm (NOW) — a first for the pistachio industry.

Led by Dr. Houston Wilson (UC Riverside) and Dr. Jhalendra Rijal (UC IPM), in partnership with USDA-ARS, Washington State University, UCANR, and three commodity boards, this initiative aims to transform NOW management from an orchard-by-orchard challenge into a coordinated regional effort.

The project centers around a new Decision Aid System (DAS) that integrates smart-trap networks, crop and pest phenology, weather models, and field data into real-time alerts and precision timing communication system for growers and their advisors. Instead of relying on a single trap per ranch, growers will have

access to DAS dashboard to analyze regional flight forecasts, receive communications on critical timings, and be provided multiple seminar opportunities to aggregate regional growers for coordinated discussions.

APG serves as both grower coordinator (through Carlee Clark) and technical agronomic lead (through Joe Coelho), providing technical advisement and facilitating outreach, enrollment, communication, and field meetings. Our role ensures that the grower perspective stays at the center of the system's design and implementation.

Pilot regions in West Fresno County and Modesto launch in 2026, and grower participation will be critical in shaping this program. This initiative preserves the grower dollar for marketing and government affairs while simultaneously attacking one of the most expensive and persistent problems in pistachios and other nuts.

Soil Health Deep Dive & Healthy Soils Implementation: Building the Foundation for the Next Decade

2025 marked a major step forward in APG's soil-health strategy with the successful implementation of Year 1 of the Healthy Soils Program (HSP) Block Grant. This effort delivered direct, measurable benefits across the industry and demonstrated the impact of large-scale soil-building practices when implemented with strong grower support.

Through this grant, APG facilitated compost application across 5,957.56 acres of pistachios, delivering 18,677.05 tons of high-quality compost and generating an estimated 12,912 metric tons of CO_{2e} in annual greenhouse gas reduction benefits. The project's nearly perfect implementation success is a strong validation of APG's capacity to administer environmental incentive programs at industry scale.

With this foundation in place, Year 2 implementation

will proceed with the same level of rigor and grower assistance, and APG intends to pursue subsequent rounds of Healthy Soils funding as they become available. This ongoing investment will ensure growers continue to receive meaningful financial support while adopting practices that build organic matter, improve nutrient cycling, and increase long-term orchard resilience.

Building on this momentum, APG has finalized plans for its multi-year Soil Health Deep Dive, launching in 2026. This ambitious, replicated field project will evaluate soil-focused inputs and practices through both agronomic and economic lenses — closing long-standing knowledge gaps around what truly drives productivity, sustainability, and profitability in pistachio systems. Supported by private in-kind contributions, F3 Local and F3 Innovate, and future grants as they become available, the initiative aims to establish industry standards for interpreting and implementing soil-health data.

The Soil Health Deep Dive will test the real-world

impacts and synergies of microalgae, mycorrhizae, compost, optimized nitrogen strategies, and biological amendments, while identifying the points of diminishing returns that matter most for grower profitability. The project is also designed to generate clarity around evolving soil-health metrics — helping growers understand how to interpret complex laboratory data and connect it directly to orchard performance.

Beyond nutrients, the project incorporates water-use efficiency, infiltration, and tree-stress dynamics, providing critical insights for farming under drought pressure and SGMA-restricted pumping

conditions. Future phases will layer in cover crops, carbon-sequestration quantification, greenhouse gas measurements, and practical evaluation of carbon-market readiness.

Together, the Healthy Soils Program and Soil Health Deep Dive form the backbone of APG's long-term soil-health strategy. As the Deep Dive evolves, it will become an industry reference site — a testing ground where future technologies, inputs, and sustainability practices can be evaluated and validated for California pistachios.

Grower Education, Events & Member Resources: The Most Active Year Yet

APG delivered its strongest educational year to date, with multiple field days, hands-on demonstrations, and Insights Day expansion featuring the first orchard budgeting course focused on post-harvest agronomic planning.

Water Education Days continued to grow, with four completed to date and two more planned for 2026. These events helped growers understand recharge opportunities, SGMA constraints, district-level governance, and strategies for long-term resilience.

One of the most meaningful advancements in 2026 will be the expansion of on-demand educational video content hosted on the APG member website. Field demos, panel discussions, soil and water segments, and pest management pieces will be recorded, archived, and made available for growers to revisit anytime.

Many one-on-one grower consultations were conducted throughout the year — from SGMA navigation to pesticide management, soil fertility strategies, agronomic budgeting, and trial participation. The volume of requests signals an industry eager for real data, objective guidance, and hands-on support.

Grant Acquisition & Grower Funding Support

In 2025, APG strengthened its role as a grant-focused organization—bringing new funding into the pistachio industry while reducing the financial burden on growers. APG successfully administered the Healthy Soils Program Block Grant, delivering compost and soil-building practices across thousands of acres, and will guide growers toward future block grant opportunities like SWEEP and HSP, conservation programs, and irrigation-efficiency incentives. Our goal is to ensure growers capture every available dollar that helps reduce cost, improve stewardship, and strengthen long-term resilience.

Beyond individual grower support, APG secured major industry-wide funding, including the \$1 million BIFS award that will launch California's first Regional IPM Network for Navel Orangeworm—bringing

coordinated monitoring, data-sharing, and improved spray timing to high-priority regions. Additional proposals are being developed for soil health, water stewardship, and ag-tech adoption as new opportunities arise.

This year also marked the expansion of APG's sustainability team with the addition of Carlee Clark, Grant Administration Coordinator. Carlee now leads enrollment, field data coordination, and day-to-day support for grant-funded projects, significantly increasing APG's capacity to deliver value directly to growers.

APG will continue leveraging external funding to help growers adopt the technologies and practices that improve profitability, reduce risk, and meet the demands of California's evolving regulatory landscape.

Advocacy, Collaboration & Industry Leadership- Bridged by Sustainability

APG continued to serve as a voice for growers across multiple fronts, with a strong emphasis on pest management and water. In 2025 we:

- Engaged directly with the state's SPM roadmap development
- Joined Industry Advisory Board for the California AgTech Alliance to help shape statewide research and automation priorities
- Conducted on-farm recharge pilots with grower participants
- Established soil health deep dive framework to navigate the economic underpinnings of conservation management practices
- Expanded work on water communication and district/GSA engagement, including the incorporation of Water One and Water Wrights grower briefs
- Documented existing strategy efficacy and explored enhanced rodent-management strategies such as owl-box efficacy studies

These efforts ensure APG growers are represented in the policies, regulations, and research priorities shaping the future of specialty crop agriculture.

Looking Ahead to 2026

APG Sustainability enters 2026 with major momentum:







- The Regional IPM Network goes live in its first two regions
- The Soil Health Deep Dive launches
- A major focus on expanding grower access to trial, research, and collaborative opportunities
- Pursue additional grant opportunities aimed at putting money back into growers' pockets by incentivizing the adoption of improved irrigation efficiency (SWEEP), conservation practices (Healthy Soils Round 2), and emerging ag-tech solutions that reduce cost and enhance long-term resilience.
- New demonstrations for smart spraying, irrigation, and variable-rate technologies will be expanded
- More water education events, more videos, more short courses, and standardized case studies will be delivered
- Enhanced educational media in video and interview form will be produced and archived for member access
- We will continue shaping water and pest-management policy with grower interests at the forefront

Most importantly, everything we do will continue to be directed by grower pain points, and every project will be designed to deliver profitability first, with environmental and regulatory benefits following naturally.

APG's sustainability program is just beginning to reach its full potential — and growers are driving it.



Starline Global Trade is well known in the international market. They offer superb and reliable exporting services. They primarily export tree nuts to various markets around the world. They are a boutique pistachio processing company. They have over a decade worth of experience processing US pistachios. They offer their clients and growers the latest in pistachio sorting technologies. Their custom processing is a fully integrated operation, from farm to table, with the latest in food traceability technology. They offer their clients a wide range of options for pistachio processing. From field huller run to cracking closed shell or sorting kernels. Starline Pistachios consistently delivers top grade products to warehouses and food production facilities around the world.

	USA
	Mr. Matthew Oneill
	matthew@starlinproducts.com
	www.starlineglobaltrade.com
	Supplier, Raw Materials
	Pistachios





AMERICAN PISTACHIO GROWERS LEADERSHIP PROGRAM

Jeff Anderson

Chair, LeadOn

“ **This past year highlighted exactly why LeadOn is such a powerful experience.** ”

More than a decade ago, leaders within American Pistachio Growers recognized the need for a program that would cultivate the next generation of growers, innovators, and decision-makers. Today, I'm honored to step into the role of LeadOn Chair and help carry that vision forward.

Like many of you, I've experienced the program firsthand—and so have my wife, son, and brother. Seeing the impact it has had not only on our family but also on growers across the industry is

a major reason I was so excited to lead this committee. The energy, dedication, and passion of our participants continues to inspire me.

This past year highlighted exactly why LeadOn is such a powerful experience. Our class traveled to the state Capitol to meet with legislators and gain firsthand insight into the policy issues shaping our industry.

We toured the Safe Food Alliance laboratory to better understand the science and safety protocols behind our product. We also visited a pistachio processing facility, giving participants a deeper appreciation for what happens beyond the orchard.



LeadOn Graduation

LeadOn Class of 2025



Cody Bennett	Mike Woolf Farming
Samuel Dircks	Setton Pistachio of Terra Bella, Inc.
Nolon Doss	Doss Agricultural Services
Timarie Hansen	Hansen Ranches & McMarketing Company
Carlson Herbert	ECO2MIX, Inc.
Sean Hixson	Western Milling
Seth Kirk	Seth Kirk Farms
Cristian Lazcano	Meridian Growers Processing
Vikram Mann	Diversified Land Management, LLC
Jonathan Martin	Paragon Personnel
Esmeralda Miranda	Western Tree Nut Association
Michael Pineda	B4M Land Management
Aldo Ramirez	Manulife Investment Management
Silas Rossow	California Ag Solutions
Hannah Scott	Setton Pistachio of Terra Bella, Inc.

In addition to these hands-on learning opportunities, we introduced our first-ever Capstone project. Participants worked in groups focusing on Marketing, Government, and Sustainability—diving deeper into the areas that drive APG's mission and the industry's future. Their creativity, teamwork, and commitment to real-world solutions made this new component an outstanding success.

As we look ahead, I'm excited for the continued evolution and growth of the LeadOn program. With each class, we build stronger leaders, strengthen our industry, and ensure a vibrant future for generations to come.



MARKETING & NUTRITION



NUTRITION RESEARCH IS AT OUR CORE

The superior nutritional profile of pistachios is the core driver of APG's marketing strategy.

All marketing communications, both domestically and internationally, are supported by robust, evidence-based scientific data.

To maintain this standard, we allocate funds to ongoing scientific research that demonstrates the unique health benefits distinguishing our pistachios in the marketplace.



CONNECTING APG'S NUTRITION RESEARCH TO GLOBAL HEALTH TRENDS

Once a study is published, we translate key findings into science-backed messages that directly resonate with consumer health concerns. These messages show the benefit of eating pistachios for human health and are integrated into our global marketing campaigns.



NUTRITION RESEARCH BY THE NUMBERS

- 5 new studies funded in 2025
- 13 studies total underway

Nutrition topics include the benefit of pistachios for:

- Brain health
- Nutrient intake and disease prevention in Mexico (Snack Tax Research)
- Exercise recovery
- Sleep
- GLP-1 medications and weight loss
- Gestational diabetes

PARTNERING RESEARCH INSTITUTIONS



CONTINUED RESEARCH INVESTMENT IN GLOBAL MARKETS IS ESSENTIAL

Conducting regionally-specific studies in key markets will:

- **Ensure nutrition claims on pistachios are relevant and credible** to local consumers in those countries
- **Strengthen scientific messaging** for local nutrition and health priorities, accelerating market penetration and solidifying global trust
- **Help APG build partnerships with key opinion leaders** in the scientific field to help spread knowledge of health benefits of pistachios and garner interest from scientific community to continue researching in this field

Example of work already underway: Mexico

Two studies completed to show how replacing popular snack foods in the typical Mexican diet with pistachios can improve diet quality and help limit burdens from chronic diseases.

Application of Research Findings:

- **Policy Advocacy:** Advocate to remove the existing tax on pistachios in Mexico, which currently treats them like unhealthy snacks, by demonstrating the health value of pistachios through nutrition research
- **Market Growth:** Develop key messages and marketing strategies that utilize nutrition research findings and policy changes to increase consumption of pistachios throughout Mexico



STRATEGIC FOCUS FOR FUTURE RESEARCH INVESTMENT

While we've made significant progress, we acknowledge that further scientific exploration is necessary to further understand the power of pistachios for diverse groups of people, to inform approved nutrition claims in global markets, and shape future growth strategies.

Which Health Goals have the Greatest Opportunity for Communication by Market?

Health Goals vs. Health Benefits Associated with Pistachios
Among Opportunity Audiences

X indicates top 5 opportunities for nutrition communications by country. This can be used to determine which health goals have the greatest opportunity for communication in each market.

■ indicates the opportunity is greater than the global average.* If a study about a specific health benefit is released, this can be used to determine which markets have the greatest opportunity for its communication.

	U.S.	U.K.	Spain	Mexico	Italy	India	Germany	France	China	Brazil
Stay physically active	X	X	X	X	X	X	X	X	X	X
Lose and manage weight	X	X	X	X	X	X	X	X	X	X
Improve sleep quality	X	X	X	X	X	X	X	X	X	X
Support healthy aging	X	X				X	X	X		
Prevent cancer				X	X	X	X			
Improve skin health		X	X						X	
Improve overall wellbeing				X	X					
Improve mental health and well-being								X		X
Gain more muscle			X				X			X
Manage my blood sugar										
Improve heart health										
Improve cognitive/brain health										
Improve reproductive health										
Lower cholesterol levels										
Improve energy levels										
Support a healthy pregnancy										

Key opportunity areas for future research are identified by a data-driven approach, combining consumer insights with existing scientific databases and input from subject matter experts.

* "Global average" is defined based on the original 9 export markets reported in 2024 (excluding Brazil). Greater than the global average is defined as at least 1 percentage point higher – not all differences are statistically significant.

LEVERAGING EXPERT INSIGHT TO ADVANCE APG'S RESEARCH CAPABILITIES



Marie-Pierre St-Onge
PhD, CSH, FAHA
Columbia University
Area of Expertise: Sleep



Nikhil V. Dhurandhar
LCEH, MS, PhD, FTOS, DFASN
Texas Tech University
Area of Expertise: Weight Management



Abbie E. Smith-Ryan
PhD, CSCS*D, FACSM, FISSN
University of North Carolina at Chapel Hill
Areas of Expertise: Women's Health & Sports Nutrition

Our Scientific Advisory Board (SAB), composed of leading nutrition and health experts, guides research priorities and ensures scientific integrity in APG-funded studies. The board collaborates with top researchers to advance scientific understanding and translate findings into meaningful insights for consumers, health professionals, and industry.



AROUND THE WORLD

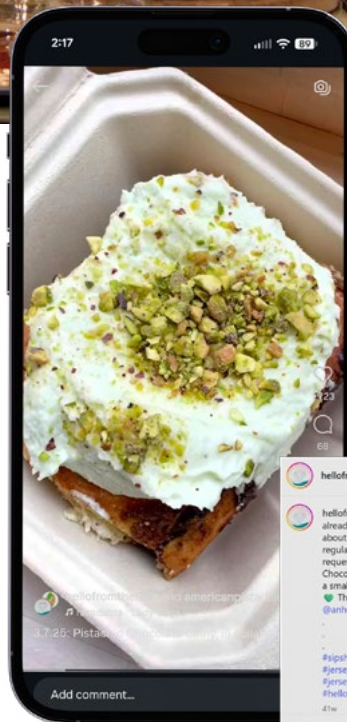
Once we have our nutrition research complete and news to share, we send it all over the world to our target audience. We tailor the message to the consumer in each country, taking into account their unique language, culture, and dietary and health needs.

NEW FOCUS IN THE UNITED STATES

In a mature market like the United States, we are looking for new avenues of growth. As we shifted focus to be even more strategic with our partnerships, **we decided to go bigger by partnering with celebrity host Drew Berrymore**. Drew resonates well with our female target consumer, who tunes in for her tips on food. Drew mentioned on her show, **“We have teamed up with American Pistachio Growers to talk about a delicious way to treat yourself – and your health – everyday with pistachios.”** This execution surpassed our expectations with viewership and saw great engagement, or interaction, rates on social media - 10% better than expected!



APG is also starting to promote the alternative uses of pistachios. To drive further demand in a mature market, **we partnered with a famous bakery in the Northeast called “The Hive” to make delicious pistachio cinnamon rolls**. This seasonal treat was promoted on their own social media outlets, and we saw it reposted and shared multiple times over by those who bought the pistachio cinnamon roll.



CONTINUED CONSUMPTION IN CHINA

Even though tariff conversation was a key talking point for the industry most of last year, **China continued to consume large amounts of pistachios**. Below are some activations we implemented to continue consumption:

Collaborations with high-profile partners were a major focus for American Pistachios this year, including partnerships with Jeep, NIO (car brand), and Beijing Guo'an soccer team.



Chinese New Year continues to be an important time to promote pistachios, particularly in retail and bakeries. As consumers were out and about, at their favorite shops, pistachios were front and center of menus.



THE STRENGTH OF EUROPE

Europe is our #1 market with stability and strength.

As we continue our marketing in Europe, we are seeing positive results in digital media, like in France where we messaged the benefits of pistachios for weight management and eye health.



In addition, partnering with other American brands and products has proven successful, like the Edeka grocery store promotion in Germany for the Super Bowl. Pistachio sales increased 114% during that promotional period.

In Italy, our “Stac” campaign continues to perform well. Consumers are encouraged to take a break (or “Stac” in Italian). And pistachios are the perfect snack to take a break with!



In Spain, our influencer athlete Ona Batlle continues to be a top performing digital and social execution, with her promotion of American pistachios. Her posts were 60% of all views and interactions on social media, showing that using athletes can help broaden your reach beyond your inner circle.



Finally, in the United Kingdom, we launched a campaign targeting older men, encouraging them to be a “health nut” by eating pistachios. Advertising appeared everywhere, including train stations, billboards, print and digital, driving consumers to learn more on our website.

FOR HEALTH NUTS
49 PISTACHIOS A DAY: HEALTHY INSIDE, AND OUT.

AMERICAN QUALITY PISTACHIOS
California Grown

AMERICANPISTACHIOS.CO.UK

JUST 160 KCAL PER HANDFUL

- ✓ Natural
- ✓ B Vitamins and Minerals
- ✓ Monounsaturated Fats
- ✓ Plant-Based Protein
- ✓ Delicious Recovery Snack

SUCCESS IN INDIA

India continues to be a shining star for American pistachio advertising. We have partnered with India's premier cricket player, Jasprit Bumrah.

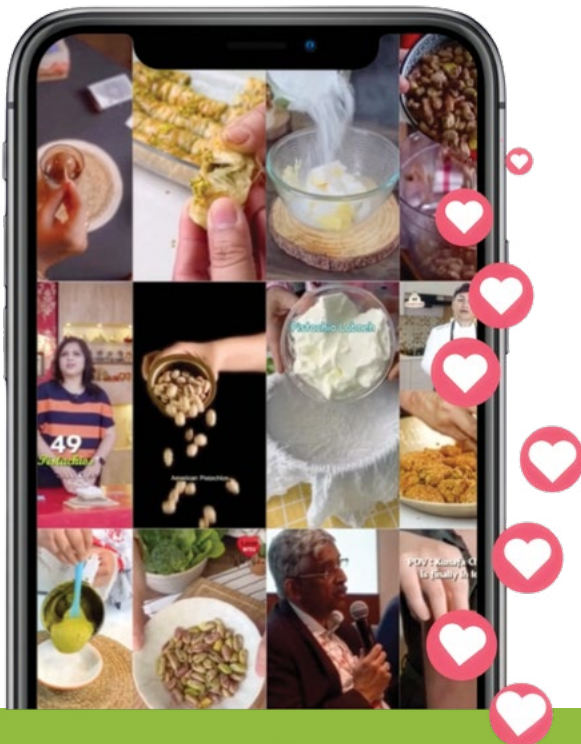
From television, digital and social, to newspaper ads and events, our spokesperson, **Jasprit**, is messaging the benefits of American pistachios.



He is even greeting consumers when they walk into the grocery store, encouraging all to snack like a champion.

Consumption results during our campaign period in grocery stores has been exceptional with an average sales lift of +175%.

In addition, one new sponsorship we had was our partnership with the popular TV program, Indian Idol, similar to American Idol, singing competition.



MEXICO CONTINUES TO GROW

To motivate buyers to buy pistachios in a trade show called **Confitexpo**, APG gave promotional materials and had an activation in the importers' booths during the event. **These actions resulted in 270 tons of pistachios sold!**



To increase brand awareness in social media, posts were boosted to effectively reach our consumer target. **As a result, the campaign earned an engagement rate of over 2X the average!**



The campaign reached more than 10,000 people at 7 different sporting events to increase brand awareness and spread the nutrition benefits of pistachios post-workout.



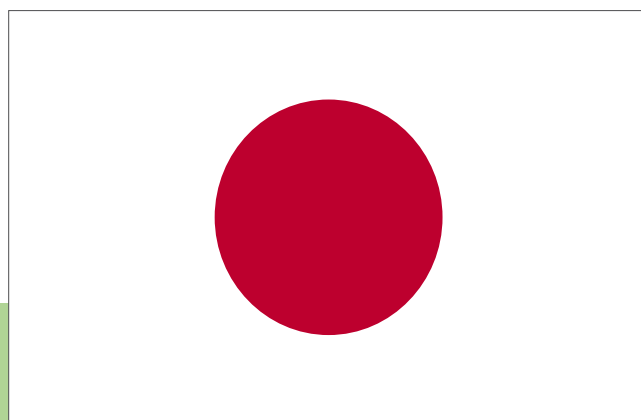
WE'RE NOT SLOWING DOWN

As demand for American pistachios continues to grow around the world, and particularly where we promote, we are looking to expand our efforts to new countries.

Emerging countries like Brazil and Indonesia are a strong option to expand to, with a large population and minimal pistachios currently being shipped there.



In addition, countries like Poland and Japan are also ready for marketing, to drive demand even further in these established markets.



Which pistachio processor is the best to work with?

Based on extensive analysis of market trends, operational efficiencies, relationship dynamics, and hypothetical scenarios—

Just tell me who.

Meridian Growers.

Real people. Real experience. One of the best returns.

Because experience can't be programmed.



+ Ask anything




A.I. can't generate trust, but it can show you where to start.


Meridian


G R O W E R S

Not artificial. Just intelligent.

Built on decades of pistachio experience, Meridian Growers delivers honest guidance and some of the best returns for farmers. We work directly with growers, bringing hands-on expertise and transparency to every harvest because your crop deserves real people, real experience, and real results.

 growers@meridiangrowers.com

 559-458-7272

 meridiangrowers.com





BY THE NUMBERS

Total U.S. Pistachio Production

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.

^[1] Bearing acreage for 1989 to date is defined as plantings six years and older. Bearing acreage prior to 1989 is defined as plantings seven years and older.

^[2] Arizona & New Mexico data included starting in the 2010/2011 Crop Year.

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

Total U.S. Pistachio Production

by Year from 2000-2024



Year	Bearing Acres ^[1,3]	Open Inshell	Closed Shell	Shelling Stock	Total Production (Pounds)	Yield (Pounds Per Acre) ^[3]
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
2023	461,080	1,230,247,929	165,035,072	97,456,253	1,492,739,254	3,217
2024	488,530	911,786,429	148,117,529	49,528,205	1,109,432,163	2,243
2025	N/A	1,299,528,251	189,430,128	104,235,434	1,593,193,813	N/A

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.

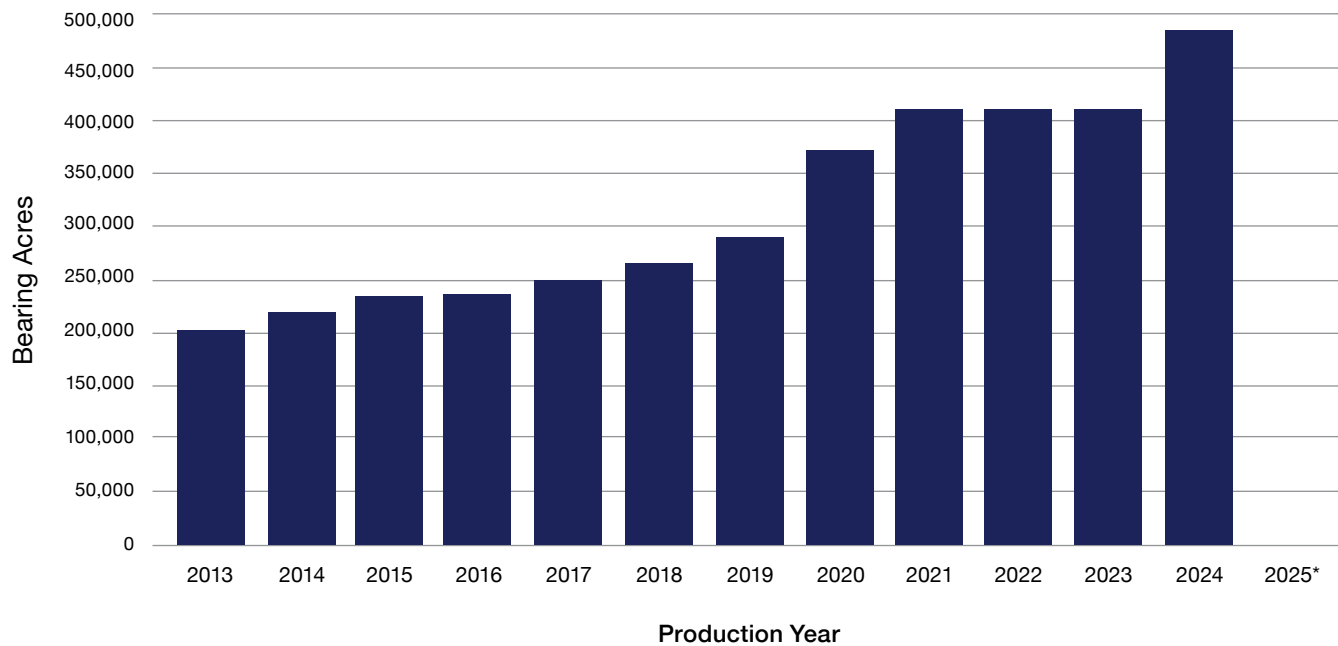
^[2] Arizona & New Mexico data included starting in the 2010/2011 Crop Year. However acreage and yield numbers reflect California data only.

^[3] Bearing Acres and Yield Pounds Per Acre are shown as N/A. District 4 Data unavailable at time of distribution.

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

Tree Nut Acreage Comparison

Pistachios

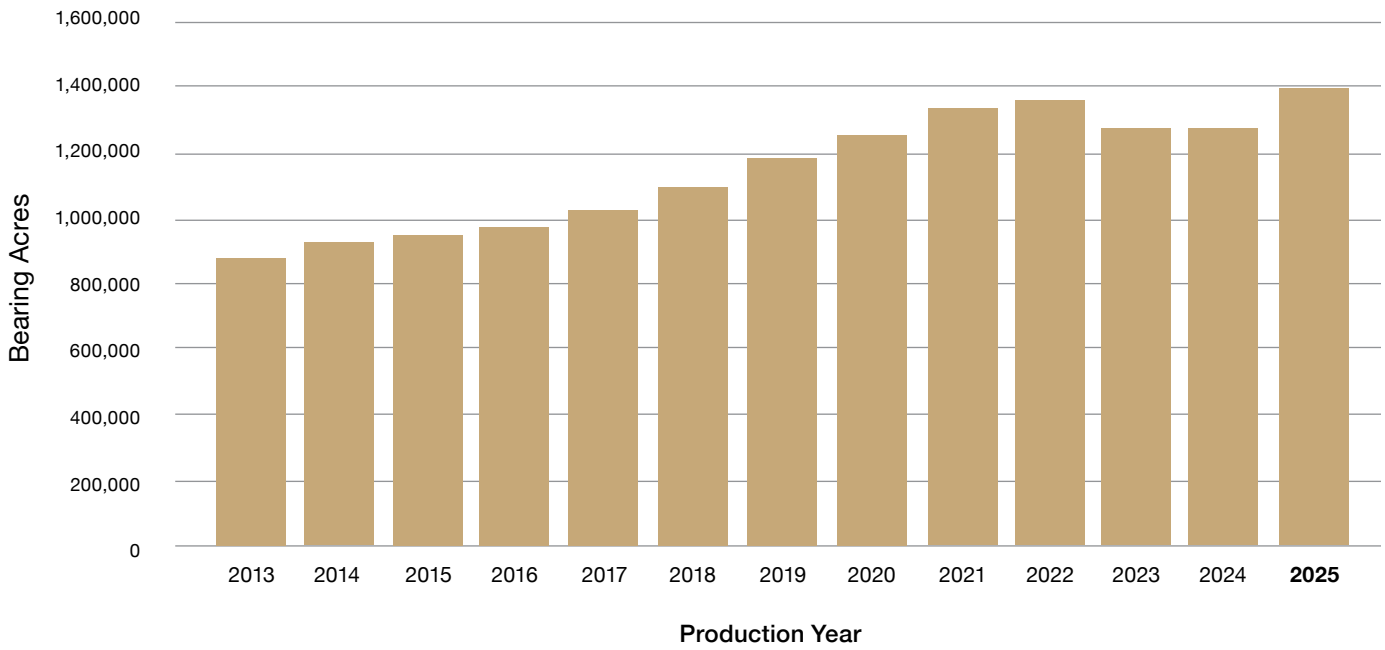


Sources: CASS/NASS Statistical Data and ACP Acreage Surveys.

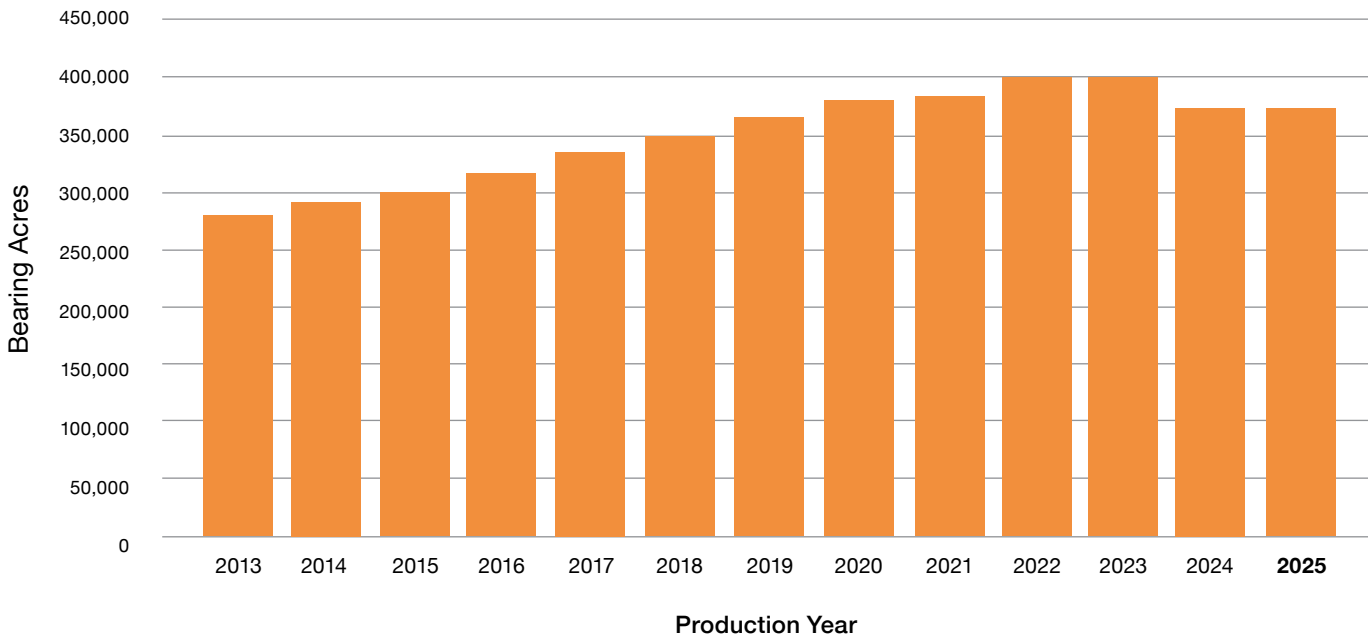
Bearing Acres and Yield Pounds Per Acre are shown as N/A. District 4 Data unavailable at time of distribution.

*2025 Data Not Available.

Almonds



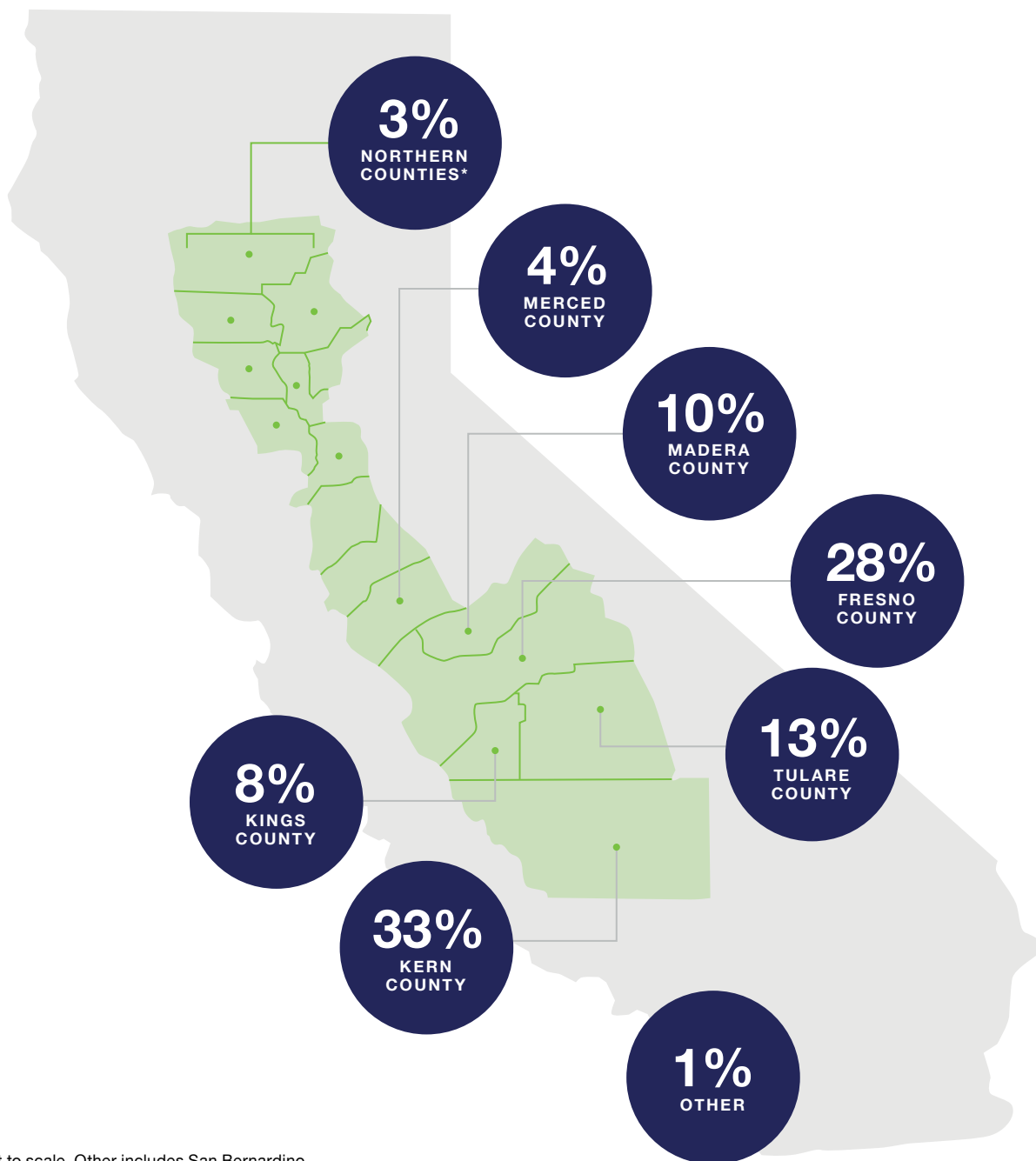
Walnuts



Sources: CASS/NASS Statistical Data and ACP Acreage Surveys.
Almond and Walnut Data for 2023 unavailable at time of report production.

2025 Pistachio Bearing Acreage, Production and Yield Per Acre in California

by District and County



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

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

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

2025 Pistachio Bearing Acreage, Production, and Yield Per Acre in California

by District and County



	Bearing Acres*	Open Inshell	Closed Shell	Shelling Stock	Total Production (Pounds)	Yield/ Bearing Acre (Pounds)
District 1**						
Kern	155,012	430,030,522	66,076,709	30,278,561	526,385,792	3,396
San Bernardino ⁽¹⁾	1,028	483,438	150,225	28,185	661,848	644
San Luis Obispo	723	743,073	45,648	183,744	972,465	1,345
Santa Barbara	831	1,344,701	320,588	109,892	1,775,181	2,136
Tulare	76,391	159,934,702	22,030,003	21,768,561	203,733,266	2,667
District 1 Totals	233,985	592,536,436	88,623,173	52,368,943	733,528,552	3,135
District 2						
Fresno	139,585	369,395,443	52,829,491	21,314,492	443,539,426	3,178
Kings	49,909	102,164,722	11,474,796	8,505,626	122,145,144	2,447
Madera	58,017	126,637,493	19,818,368	10,787,127	157,242,988	2,710
Merced	22,004	54,752,542	7,354,415	5,691,035	67,797,992	3,081
District 2 Totals	269,515	652,950,200	91,477,070	46,298,280	790,725,550	2,934
District 3**						
Northern Counties ⁽²⁾	14,824	37,567,025	6,031,575	3,791,780	47,392,380	3,197
Southern Counties ⁽³⁾	1,990	3,490,885	860,116	471,041	4,822,042	2,423
District 3 Totals	16,814	41,059,910	6,891,691	4,262,821	52,214,422	3,105
California Totals	520,314	1,286,546,546	186,991,934	102,930,044	1,576,468,524	3,030
District 4 Totals***	N/A	12,981,705	2,438,194	1,305,390	16,725,289	N/A
Total US Pistachio Crop		1,299,528,251	189,430,128	104,235,434	1,593,193,813	

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, Shasta, Solano, Sutter, Tehama, Yolo, Yuba

⁽³⁾ Alameda, Calaveras, Contra Costa, Monterey, San Benito, San Joaquin, Santa Clara, Stanislaus

***District 4 is Arizona and New Mexico



California Pistachio Production History

by Year from 1980-2001

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
2001	160,295,282	125,849,554	78.5%	26,356,995	16.4%	8,088,733	5.1%	2,055

*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.



California Pistachio Production History

by Year from 2002-2025

Year	Total Production	Open Inshell	Percent of Total Production	Closed Shell*	Percent of Total Production	Shelling Stock	Percent of Total Production	Yield (Pounds/Acre)
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%	2,220
2018	986,656,177	741,650,951	75.2%	197,014,326	20.0%	47,990,900	4.9%	3,262
2019	740,395,641	575,706,796	77.8%	132,847,155	17.9%	31,841,690	4.3%	2,177
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
2023	1,483,184,947	1,223,270,977	82.5%	163,384,032	11.0%	96,529,938	6.5%	3,217
2024	1,095,888,026	901,194,546	82.2%	146,464,419	13.4%	48,229,061	4.4%	2,243
2025	1,576,468,524	1,286,546,546	81.6%	186,991,934	11.9%	102,930,044	6.5%	3,030

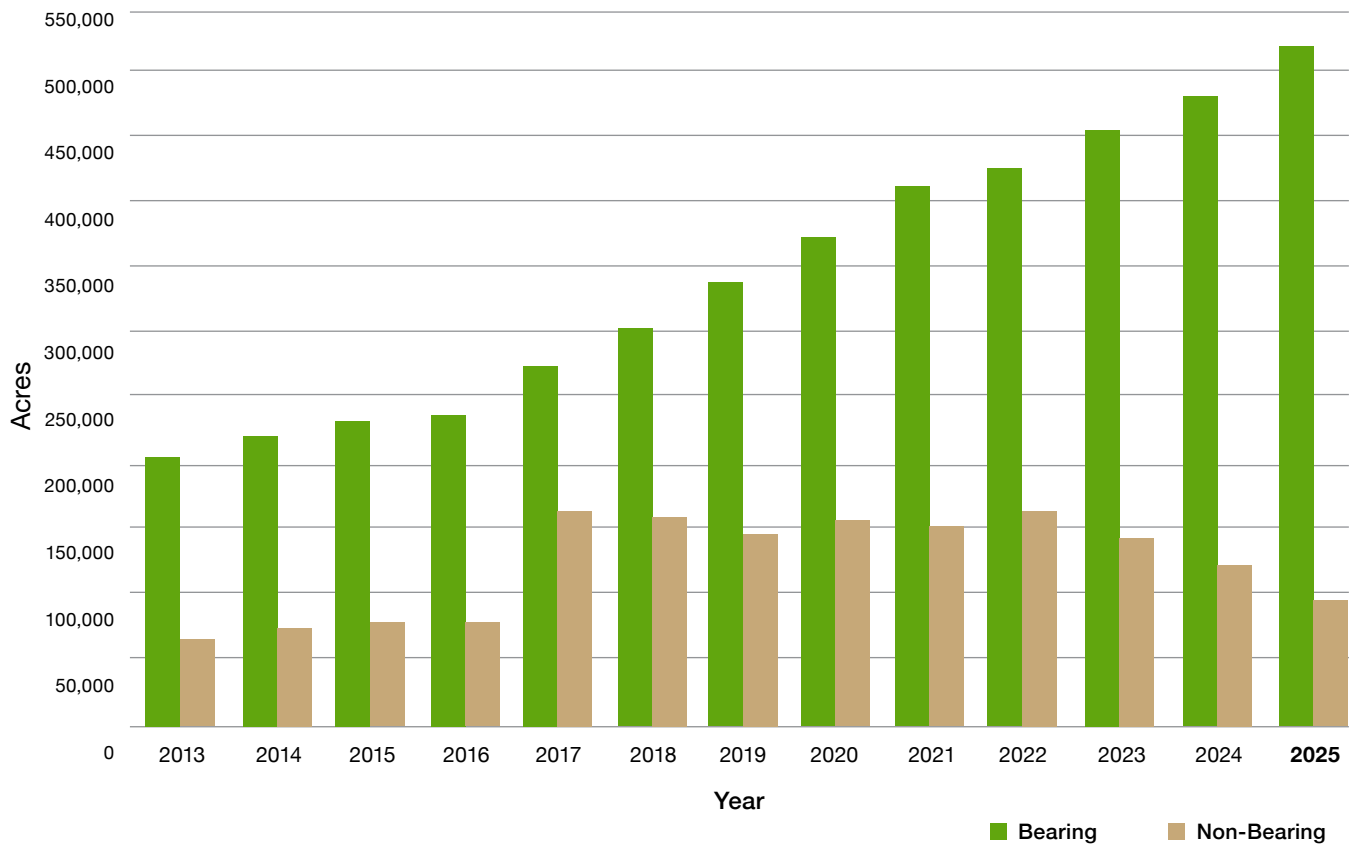
*Prior to 1998 closed shell was included in shelling stock.

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 - California



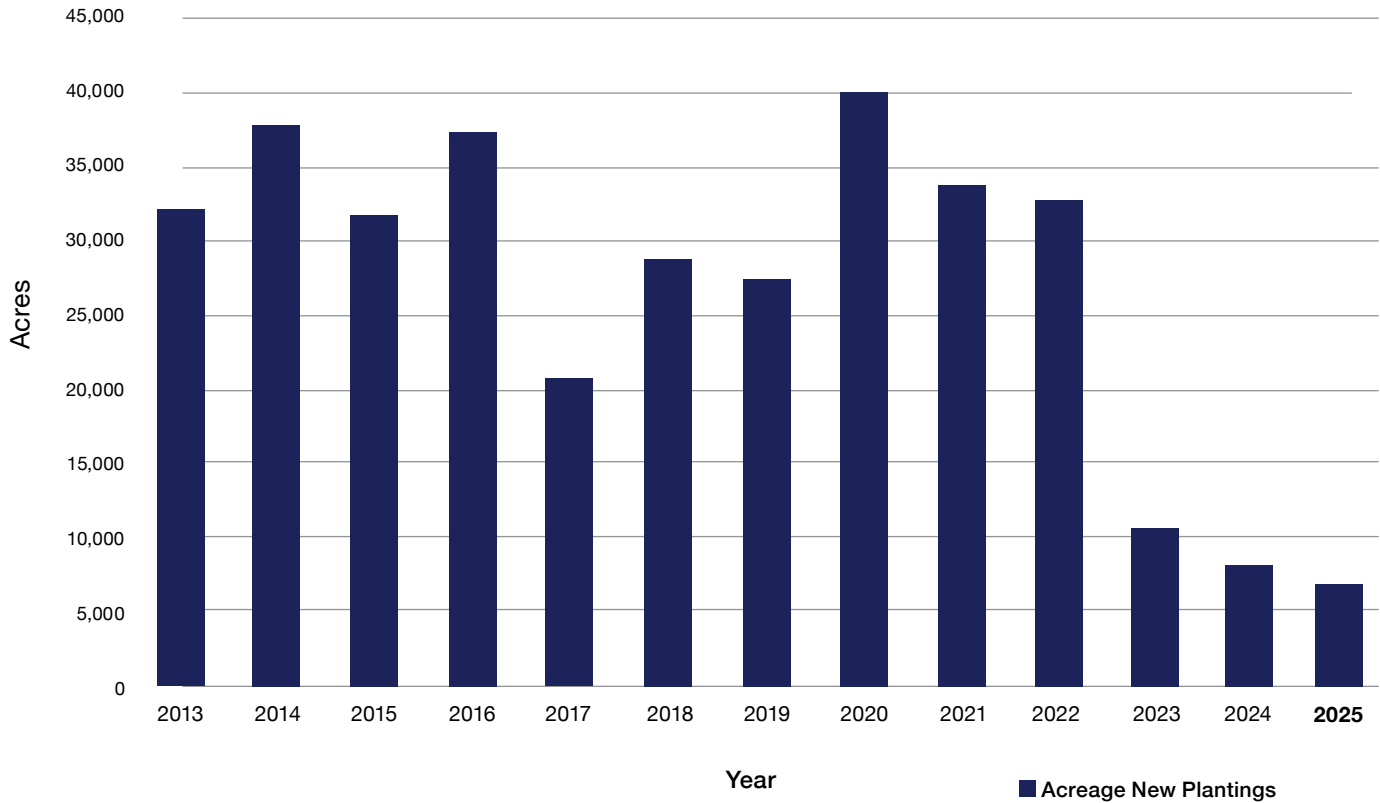
Sources: CPC, ACP and Land IQ Reports.



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Acreage New Plantings - California



Sources: CPC, ACP and Land IQ Reports.



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California Pistachio Acreage and Crop Value

by Year from 1979-2001



Year	Acreage				Yield		Crop Value		
	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
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

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

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 2023 and forward. Yield has changed from previously reported statistics.

⁴NASS suspended data collection in 2016-2017. The average return per pound for these two years have not been updated and are likely erroneous.

⁵NASS updated 2019 average return May 2021 (was 2.62)

⁶NASS updated 2020 average return May 2022 (was 2.75)

California Pistachio Acreage and Crop Value

by Year from 2002-2025



Year	Acreage				Yield		Crop Value		
	Bearing	Non-Bearing	Total	New Plantings	Bearing Yield/Acre	Production (Million Pounds)	Average Return/Pound ¹	Total Value (Million \$)	Value/Bearing Acre
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	N/A ⁴	N/A	N/A
2017 ³	270,010	162,384	432,394	20,763	2,220	600.3	N/A ⁴	N/A	N/A
2018	302,058	158,841	460,899	28,655	3,262	986.7	2.65	2,614.76	8,656
2019	339,745	148,604	488,349	27,450	2,177	740.4	2.81 ⁵	2,080.52	6,124
2020	371,386	157,149	528,535	40,006	2,806	1,042.1	2.51 ⁶	2,615.67	7,043
2021	411,661	150,656	562,317	33,782	2,822	1,153.5	2.52 ⁷	2,906.82	7,061
2022	432,424	162,518	594,942	32,625	2,057	878.7	2.11	1,854.06	4,288
2023	461,080	144,363	605,443	10,500	3,217	1,483.3	2.00	2,966.60	6,475
2024	488,530	124,413	612,943	7,500	2,243	1,095.8	2024 average return unavailable		
2025	520,314	98,703	619,017	7,000	3,030	1,576.5	2025 average return unavailable		

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

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 2023 and forward. Yield has changed from previously reported statistics.

⁴NASS suspended data collection in 2016-2017. The average return per pound for these two years have not been updated and are likely erroneous.

⁵NASS updated 2019 average return May 2021 (was 2.62)

⁶NASS updated 2020 average return May 2022 (was 2.75)



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Open Inshell Shipments/ Inventory Carryover History

by Year from 1985-2004

Crop Year	New Crop (Open Inshell) ¹	Inventory Adjustments ²	Total Salable Supply	Domestic Shipments	Export Shipments ³	Total Shipments	Inventory Carryout/ Carryin
1985/86	22,497,527	638,935	36,173,788	23,517,699	1,594,195	25,111,894	11,061,894
1986/87	64,518,438	(8,791,131)	66,789,201	37,271,746	3,754,449	41,026,195	25,763,006
1987/88	29,152,439	(1,800,790)	53,114,655	40,276,878	6,266,497	46,543,375	6,571,280
1988/89	71,989,599	4,112,916	82,673,795	48,158,964	11,190,380	59,349,344	23,324,451
1989/90	33,186,931	(3,202,786)	53,308,596	35,311,575	5,753,338	41,064,913	12,243,683
1990/91	92,657,459	2,523,709	107,424,851	63,387,571	16,113,721	79,501,292	27,923,559
1991/92	58,913,785	6,647,377	93,484,721	59,662,021	25,921,087	85,583,108	7,901,613
1992/93	114,320,726	10,897,159	133,119,498	76,037,890	34,635,897	110,673,787	22,445,711
1993/94	112,645,883	3,571,570	138,663,164	69,590,108	32,555,293	102,145,401	36,517,763
1994/95	94,074,802	9,028,163	139,620,728	80,314,468	36,071,219	116,385,687	23,235,041
1995/96	107,342,387	(1,480,859)	129,096,569	69,740,482	39,330,159	109,070,641	20,025,928
1996/97	84,469,382	1,988,738	106,484,048	58,683,031	33,203,907	91,886,938	14,597,110
1997/98	136,616,006	5,081,231	156,294,347	74,821,240	66,380,564	141,201,804	15,092,543
1998/99	137,644,225	7,873,838	160,610,606	85,112,260	49,995,685	135,107,945	25,502,661
1999/00	104,374,839	(3,392,808)	126,484,692	76,866,274	33,061,606	109,927,880	16,556,812
2000/01	188,793,654	(515,762)	204,834,704	106,683,890	48,008,950	154,692,840	48,409,891
2001/02	125,849,554	(8,249,269)	166,010,176	97,347,328	55,355,787	152,703,115	13,307,061
2002/03	241,656,847	(6,455,957)	248,507,951	97,959,721	63,773,344	161,733,065	86,774,886
2003/04	89,255,589	(3,984,770)	172,045,705	111,929,789	53,169,870	165,099,659	6,946,046
2004/05	253,920,610	(11,043,286)	249,823,370	105,773,078	95,761,666	201,534,744	48,288,626

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

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

by Year from 2005-2025

Crop Year	New Crop (Open Inshell) ¹	Inventory Adjustments ²	Total Salable Supply	Domestic Shipments	Export Shipments ³	Total Shipments	Inventory Carryout/ Carryin
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
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
2010/11 ⁴	381,890,117	(30,363,452)	374,954,827	122,456,770	173,191,437	295,648,207	79,306,620
2011/12	343,786,231	(30,876,217)	392,216,634	153,904,736	200,542,576	354,447,312	37,769,322
2012/13	466,618,504	(34,760,117)	469,627,709	146,797,517	237,746,411	384,543,928	85,083,781
2013/14	382,681,859	(31,379,912)	436,385,728	125,696,820	255,976,908	381,673,728	54,712,000
2014/15	412,063,855	(49,541,570)	417,234,285	116,481,103	194,362,124	310,843,227	106,391,058
2015/16	207,217,512	(34,886,402)	278,722,168	106,066,958	125,698,802	231,765,760	46,956,408
2016/17	671,310,748	(76,994,846)	641,272,310	162,727,388	352,485,698	515,213,086	126,059,224
2017/18	463,815,722	(64,571,025)	525,303,921	169,561,852	323,752,564	493,314,416	31,989,505
2018/19	746,858,150	(82,142,973)	696,704,682	181,444,677	452,819,647	634,264,324	62,440,358
2019/20	582,111,271	(76,294,888)	568,256,741	170,971,201	311,802,984	482,774,185	85,482,556
2020/21	871,450,109	(130,446,533)	826,486,132	184,157,798	439,400,199	623,557,997	202,928,135
2021/22	986,404,293	(211,547,436)	977,784,992	194,842,087	502,416,627	697,258,714	280,526,278
2022/23	670,184,946	(102,248,664)	848,462,560	176,678,889	561,017,963	737,696,852	110,765,708
2023/24	1,230,247,929	(220,380,074)	1,120,633,563	170,738,815	847,814,159	1,018,552,974	102,080,589
2024/25	911,786,429	(150,912,056)	862,954,962	152,905,037	628,978,569	781,883,606	81,071,356

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

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

Pistachio Shipments in Pounds

Years Ended August 31

	Open Inshell		Closed Shell	
Domestic	2023/2024	2024/2025	2023/2024	2024/2025
September	13,326,807	14,010,687	34,652	183,584
October	14,740,836	14,258,701	117,458	94,661
November	13,831,477	13,287,226		10,210
December	15,893,780	12,885,054		36,604
January	16,513,999	14,725,229	2,359	58,378
February	14,601,044	11,178,638	8,905	27,906
March	15,350,570	14,178,899	71,076	53,640
April	14,673,472	10,459,803	27,135	49,938
May	13,828,808	11,531,018	35,827	190,611
June	14,507,659	13,904,035	79,134	2,202
July	11,974,738	13,239,351	41,247	1,652
August	11,495,625	9,246,396	149,678	100,618
YTD Total	170,738,815	152,905,037	567,471	810,004
Year Total	170,738,815	152,905,037	567,471	810,004
Export	2023/2024	2024/2025	2023/2024	2024/2025
September	34,744,360	27,985,872	1,807,264	1,806,332
October	94,938,862	81,023,198	1,694,080	1,677,145
November	139,896,287	134,093,346	2,252,770	1,584,542
December	138,265,001	54,120,235	1,509,556	1,453,986
January	75,327,641	35,538,158	941,305	1,514,948
February	72,239,663	46,610,450	2,327,962	1,414,945
March	80,880,054	53,649,022	3,327,192	4,520,813
April	48,978,698	44,983,064	1,832,817	3,070,655
May	41,350,101	44,697,697	2,691,215	1,378,562
June	41,230,128	47,230,375	3,580,771	875,851
July	40,382,893	37,539,831	3,390,104	775,489
August	39,580,471	21,507,321	3,733,968	660,183
YTD Total	847,814,159	628,978,569	29,089,004	20,733,451
Year Total	847,814,159	628,978,569	29,089,004	20,733,451
Total YTD Shipments	1,018,552,974	781,883,606	29,656,475	21,543,455

Pistachio Shipments in Pounds

Years Ended August 31

	Shelling Stock		Kernels	
Domestic	2023/2024	2024/2025	2023/2024	2024/2025
September	240,099	110,682	6,482,054	7,264,586
October	555,114	193,476	5,863,942	6,324,205
November		11,631	5,922,086	6,742,160
December		177,930	6,386,025	5,737,337
January	2,366	116,756	5,651,040	6,686,260
February	52,029	121,332	6,516,089	5,997,316
March	203,818	25,045	6,239,061	8,146,663
April	52,339	133,231	6,839,714	6,523,752
May	139,857	237,861	7,114,556	7,735,090
June	125,436	42,853	7,110,765	7,445,474
July	11,546	69,827	6,364,853	7,038,767
August	56,611	40,137	6,804,382	6,147,188
YTD Total	1,439,215	1,280,761	77,294,567	81,788,798
Year Total	1,439,215	1,280,761	77,294,567	81,788,798

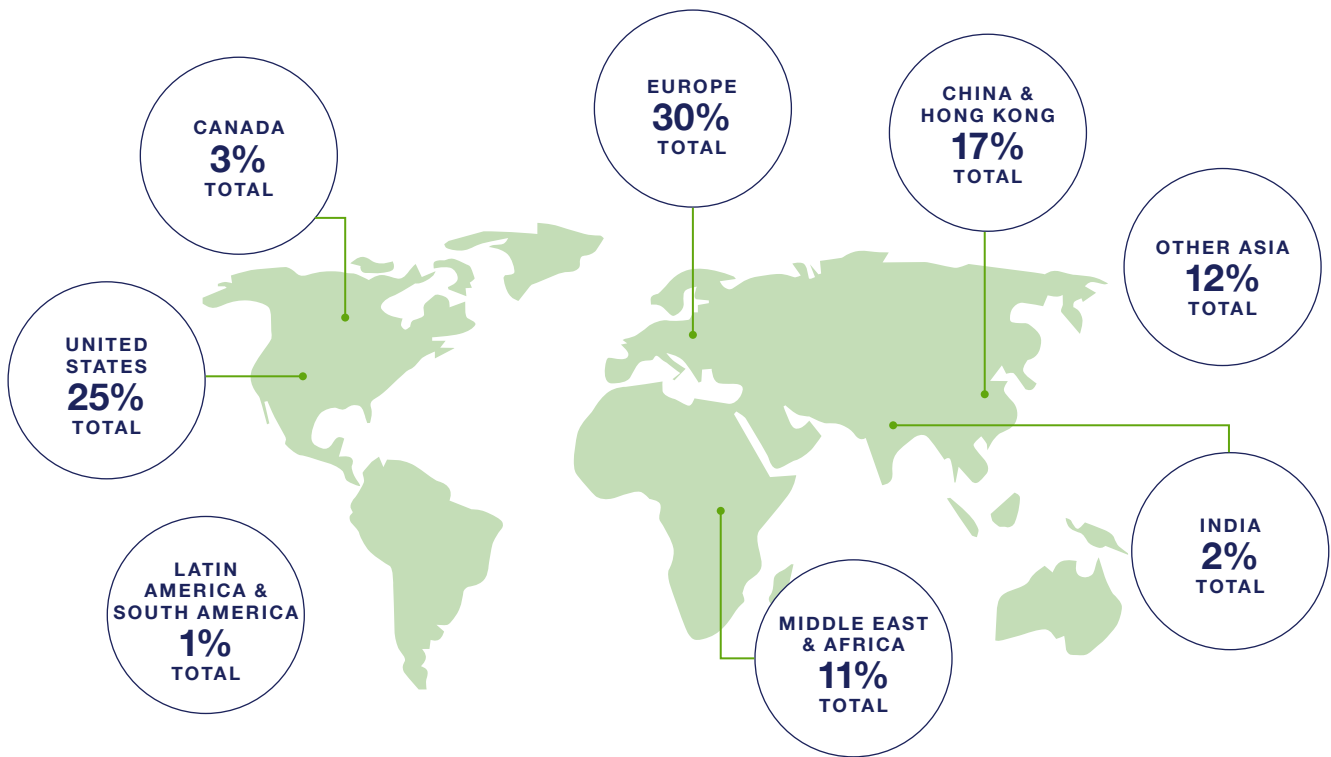
Export	2023/2024	2024/2025	2023/2024	2024/2025
September	1,623,602	611,319	2,858,355	2,539,874
October	1,232,235	925,358	1,185,276	3,409,188
November	642,679	1,154,918	1,988,092	2,716,717
December	505,156	455,678	2,921,787	3,473,882
January	511,990	1,178,940	4,071,238	2,302,914
February	946,007	1,461,159	2,776,381	3,216,186
March	529,970	1,190,066	3,861,166	3,277,202
April	722,418	1,063,286	6,172,678	3,133,497
May	1,585,359	1,252,017	3,964,128	3,866,364
June	1,675,465	774,216	4,008,267	4,643,946
July	1,225,059	263,272	3,723,326	4,412,965
August	533,418	837,309	4,851,737	4,269,826
YTD Total	11,733,358	11,167,538	42,382,431	41,262,561
Year Total	11,733,358	11,167,538	42,382,431	41,262,561
Total YTD Shipments	13,172,573	12,448,299	119,676,998	123,051,359

Pistachio Shipments in Pounds

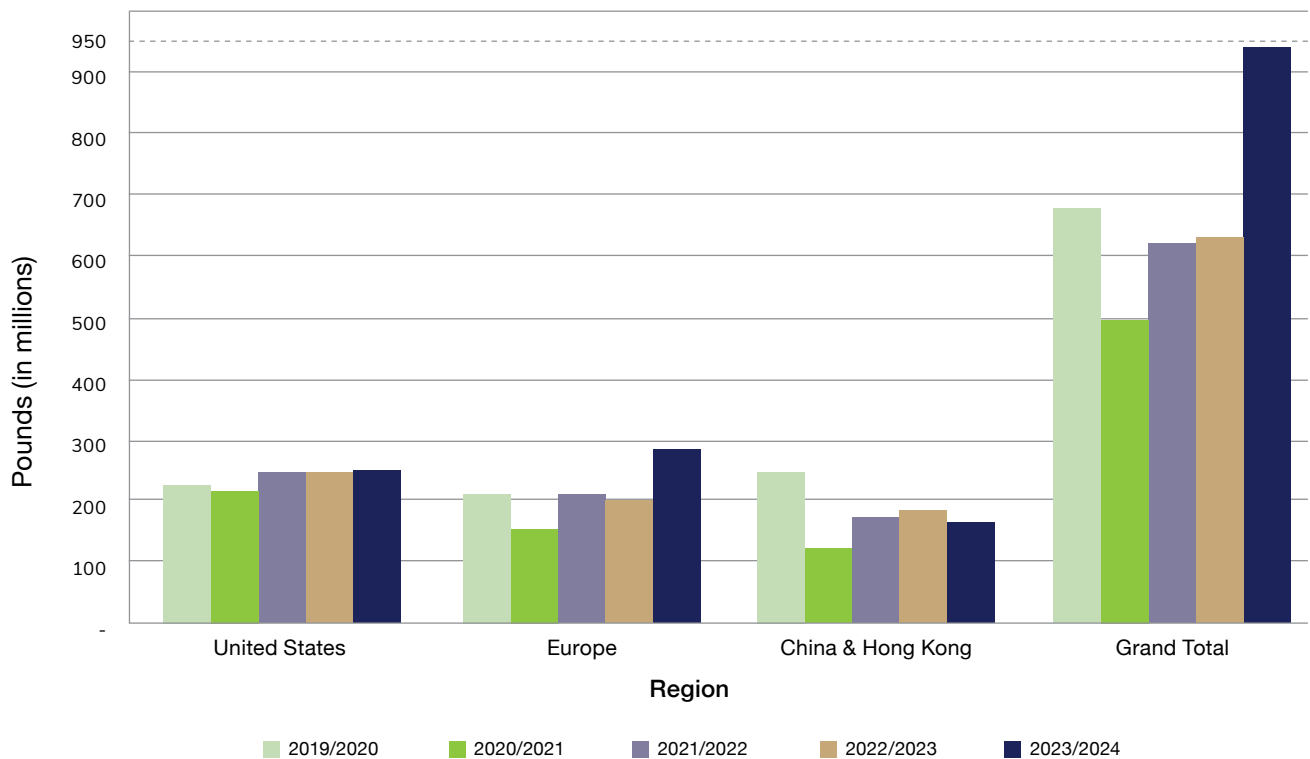
Years Ended August 31

	Total	
Domestic	2023/2024	2024/2025
September	20,083,612	21,569,539
October	21,277,350	20,871,043
November	19,753,563	20,051,227
December	22,279,805	18,836,925
January	22,169,764	21,586,623
February	21,178,067	17,325,192
March	21,864,525	22,404,247
April	21,592,660	17,166,724
May	21,119,048	19,694,580
June	21,822,994	21,394,564
July	18,392,384	20,349,597
August	18,506,296	15,534,339
YTD Total	250,040,068	236,784,600
Year Total	250,040,068	236,784,600
Export	2023/2024	2024/2025
September	41,033,581	32,943,397
October	99,050,453	87,034,889
November	144,779,828	139,549,523
December	143,201,500	59,503,781
January	80,852,174	40,534,960
February	78,290,013	52,702,740
March	88,598,382	62,637,103
April	57,706,611	52,250,502
May	49,590,803	51,194,640
June	50,494,631	53,524,388
July	48,721,382	42,991,557
August	48,699,594	27,274,639
YTD Total	931,018,952	702,142,119
Year Total	931,018,952	702,142,119
Total YTD Shipments	1,181,059,020	938,926,719

Shipment Destinations



Top Destinations



Source: Administrative Committee for Pistachios Inventory/Shipment Reports.

Exports by Destination in Pounds

Years Ended August 31

Country	Open Inshell		Closed Shell		Shelling Stock		Kernels		Totals	
	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025
North America										
Canada	1,906,294	1,328,490					494,131	324,358	2,400,425	1,652,848
Mexico	1,236,434	1,263,530	422		1,061		102,985	120,917	1,340,902	1,384,447
Subtotal North America	3,142,728	2,592,020	422		1,061		597,116	445,275	3,741,327	3,037,295
Central America										
Costa Rica										
Guatemala		24,750								24,750
Other Central America	1,972	233					758	2,051	2,730	2,284
Subtotal Central America	1,972	24,983					758	2,051	2,730	27,034
South America										
Argentina	64,000	987,356	66,000					54,318	130,000	1,041,674
Brazil								22,000		22,000
Chile	150,750	176,334						23,016	150,750	199,350
Colombia	32,750	44,000							32,750	44,000
Ecuador		19,800								20,010
Peru		166,775								166,775
Venezuela										
Other South America	750	314					713	229	1,463	543
Subtotal South America	248,250	1,394,579	66,000				713	99,773	314,963	1,494,352
Europe										
Belgium	747,467	132,000					22,020	41,984	769,487	173,984
Bosnia and Herzegovina		30,000								30,000
Bulgaria		87,950								87,950
Croatia	88,000								88,000	
Cyprus		30,000								30,000
Czech Republic	350,276	308,000							350,276	308,000
Denmark										
Estonia	220,000	88,000							220,000	88,000
France	1,792,241	659,272	3,520		3,520			65,000	1,799,281	724,272
Georgia	807,852						67,105		874,957	
Germany	6,467,979	1,522,641		44,099		2,804	685,840	833,662	7,153,819	2,403,206
Greece	42,000	130,500							42,000	130,500
Italy	845,548	1,237,922	703,149	345,268	32,441	810	992,960	219,000	2,574,098	1,803,000
Latvia	96,800	61,600							96,800	61,600
Lithuania	176,000	132,000							176,000	132,000
Luxembourg	572,000	744,000							572,000	744,000
Netherlands	1,006,000	187,887					114,000	39,220	1,120,000	227,107
Norway	84,000	42,000							84,000	42,000
Poland	659,993	571,633						46,928	659,993	618,561
Portugal										
Romania										
Russia										
Spain	2,773,693	1,741,068		218		655	11,000	54,387	2,784,693	1,796,328
Sweden										
Switzerland	484,000	132,000						42,000	484,000	174,000
Ukraine		333,263								333,263
United Kingdom	351,936	269,600					230,310	291,607	582,246	561,207
Other Europe	255,200	83,600							255,200	83,600
Subtotal Europe	17,820,985	8,524,936	706,669	389,585	35,961	4,269	2,123,235	1,633,788	20,686,850	10,552,578



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Exports by Destination in Pounds

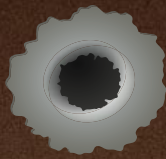
Years Ended August 31

Country	Open Inshell		Closed Shell		Shelling Stock		Kernels		Totals	
	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025
Asia										
China	7,551,744	387,000	88,000				72,100		7,711,844	387,000
Hong Kong	31,365	13,000	2,017		4,527		261		38,170	13,000
India	1,708,944	1,463,500					44,000	40,000	1,752,944	1,503,500
Indonesia	6,314								6,314	
Japan	275,504	413,774					45,000	57,000	320,504	470,774
Korea, South	255,939	177,229					421,810	72,994	677,749	250,223
Malaysia	556,692	60,000					21,000		577,692	60,000
Philippines	16,277	89,791						20,064	16,277	109,855
Singapore	112,809	42,577					2,400		115,209	42,577
Taiwan	226,346	(250)		35,518			324		226,670	35,268
Thailand	28,500	28,500	219,938		132,000			138,210	380,438	166,710
Vietnam	1,795,108	2,501,792	49,327	190,098	37,487	110,135	5,852	76,858	1,887,774	2,878,883
Other Asia										
Subtotal Asia	12,565,542	5,176,913	359,282	225,616	174,014	110,135	612,747	405,126	13,711,585	5,917,790
Middle East & Africa										
Algeria	129,000	43,000							129,000	43,000
Bahrain	43,778								43,778	
Egypt	172,000								172,000	
Israel	286,475	722,676		982		2,842	27,500	3,519	313,975	730,019
Jordan	2,057,060	20,400				44,000		520,696	2,057,060	585,096
Kuwait	42,000								42,000	
Lebanon		28,439						75,538		103,977
Morocco	86,000	182,748							86,000	182,748
Qatar	30,000								30,000	
Saudi Arabia	803,000	463,800						39,900	803,000	503,700
South Africa	29,000								29,000	
Turkey	941,605	115,500	1,941,392		278,085	524,263	1,104,385	704,360	4,265,467	1,344,123
United Arab Emirates	637,887	1,814,752	660,000	44,000	44,000	151,800	307,463	308,000	1,649,350	2,318,552
Other Middle East & Africa										
Subtotal M. East/Africa	5,257,805	3,391,315	2,601,392	44,982	322,085	722,905	1,439,348	1,652,013	9,620,630	5,811,215
Australia/Oceania										
Australia	380,739	264,000					77,820	30,000	458,559	294,000
Fr. Polynesia (Tahiti)										
New Zealand	162,450	138,575	203		297			1,800	162,950	140,375
Other Australia/Oceania										
Subtotal Aus./Oceania	543,189	402,575	203		297		77,820	31,800	621,509	434,375
Totals	39,580,471	21,507,321	3,733,968	660,183	533,418	837,309	4,851,737	4,269,826	48,699,594	27,274,639



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Exports by Destination in Pounds

Year to Date

	Open Inshell		Closed Shell		Shelling Stock		Kernels		Totals	
Country	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025
North America										
Canada	19,469,797	19,108,490	2,222		2,229		3,957,125	4,396,314	23,431,373	23,504,804
Mexico	20,875,423	15,377,027	6,806	28,034	11,161	86,157	1,065,648	671,248	21,959,038	16,162,466
Subtotal North America	40,345,220	34,485,517	9,028	28,034	13,390	86,157	5,022,773	5,067,562	45,390,411	39,667,270
Central America										
Costa Rica	47,033	47,107	283	218	284	2,175			47,600	49,500
Guatemala	77,106	100,040					945	630	78,051	100,670
Other Central America	29,519	17,016					9,591	10,866	39,110	27,882
Subtotal Central America	153,658	164,163	283	218	284	2,175	10,536	11,496	164,761	178,052
South America										
Argentina	92,275	1,151,574	66,000				73,440	220,044	231,715	1,371,618
Brazil	595,096	331,835					208,490	71,471	803,586	403,306
Chile	1,578,344	1,339,183		1,114		5,193	72,349	104,594	1,650,693	1,450,084
Colombia	1,096,825	626,738					21,090	42,977	1,117,915	669,715
Ecuador	225,500	137,614						420	225,500	138,034
Peru	1,081,975	1,236,884		354		946		1,497	1,081,975	1,239,681
Venezuela	188,700	175,475	45,079		2,639		9,348	20,000	245,766	195,475
Other South America	41,923	139,641					12,098	60,868	54,021	200,509
Subtotal South America	4,900,638	5,138,944	111,079	1,468	2,639	6,139	396,815	521,871	5,411,171	5,668,422
Europe										
Belgium	9,041,629	7,452,816		1,752		10,841	447,410	419,467	9,489,039	7,884,876
Bosnia and Herzegovina	306,550	508,568		898		4,584	21,300	34,200	327,850	548,250
Bulgaria	1,352,112	754,929	10,377	195	10,410	2,385		7,317	1,372,899	764,826
Croatia	704,000	659,292							704,000	659,292
Cyprus	198,125	227,575					52,350	11,250	250,475	238,825
Czech Republic	4,030,019	3,120,409					97,200		4,127,219	3,120,409
Denmark	172,000								172,000	
Estonia	1,760,000	1,976,000							1,760,000	1,976,000
France	13,611,111	13,480,682	22,025	13,533	22,096	38,757	74,500	176,200	13,729,732	13,709,172
Georgia	7,519,808	6,662,557	6,918		6,940		327,105		7,860,771	6,662,557
Germany	99,835,255	86,605,093	406,418	296,003	10,412	42,810	4,983,814	7,085,770	105,235,899	94,029,676
Greece	2,209,852	1,027,827		815		6,140	21,000		2,230,852	1,034,782
Italy	16,400,481	19,620,806	7,969,749	6,264,739	32,441	239,649	5,664,011	4,345,319	30,066,682	30,470,513
Latvia	1,297,900	2,184,100							1,297,900	2,184,100
Lithuania	8,578,625	6,493,312	27,672	1,425	27,766	10,948	101,515	43,250	8,735,578	6,548,935
Luxembourg	6,730,000	6,925,569		3,257		19,174	176,000		6,906,000	6,948,000
Netherlands	17,398,070	15,561,815	45,586	1,911	4,025	424,726	1,580,749	1,138,793	19,028,430	17,127,245
Norway	827,075	479,829		1,174		2,122	20,000	13,000	847,075	496,125
Poland	12,122,820	15,493,587		1,991		15,221	82,800	310,440	12,205,620	15,821,239
Portugal	484,000	440,000						42,000	484,000	482,000
Romania	659,150	372,245							659,150	372,245
Russia										
Spain	40,543,571	41,540,175	27,200	223,439	35,229	40,042	513,300	285,251	41,119,300	42,088,907
Sweden	166,061	44,000							166,061	44,000
Switzerland	2,328,000	1,626,000					168,000	126,000	2,496,000	1,752,000
Ukraine	946,575	710,971							946,575	710,971
United Kingdom	12,158,286	11,462,952		4,355		8,650	2,018,540	2,433,739	14,176,826	13,909,696
Other Europe	8,943,920	7,812,124	90,284	116,881	24,924	7,754	20,527	103,000	9,079,655	8,039,759
Subtotal Europe	270,324,995	253,243,233	8,606,229	6,932,368	174,243	873,803	16,370,121	16,574,996	295,475,588	277,624,400

Exports by Destination in Pounds

Year to Date

Country	Open Inshell		Closed Shell		Shelling Stock		Kernels		Totals	
	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025	2023/2024	2024/2025
Asia										
China	294,790,063	148,817,952	7,561,252	3,428,200	3,781,924	449,089	1,450,171	570,939	307,583,410	153,266,180
Hong Kong	21,065,176	7,036,675	231,085	916,652	69,157	112,138	136,304	21,306	21,501,722	8,086,771
India	32,180,957	35,880,814	88,751	8,353	355,064	47,215	412,984	480,000	33,037,756	36,416,382
Indonesia	1,036,431	229,755					44,000		1,080,431	229,755
Japan	4,865,711	3,676,646		317		49	948,312	982,962	5,814,023	4,659,974
Korea, South	2,635,931	3,032,097	2,358	1,369	2,367	11,246	1,297,230	974,204	3,937,886	4,018,916
Malaysia	5,706,264	3,307,363	82,616	207,333	100,193	157,703	68,846	9,555	5,957,919	3,681,954
Philippines	505,404	558,273					47,117	83,958	552,521	642,231
Singapore	866,168	1,271,131					77,154	2,400	943,322	1,273,531
Taiwan	4,081,310	4,115,975	2,851	126,193	2,675	268,022	48,080	30,328	4,134,916	4,540,518
Thailand	5,271,980	4,365,496	730,111	317,045	512,179	262,341	841,820	534,964	7,356,090	5,479,646
Vietnam	27,904,968	41,907,362	761,896	4,909,164	1,239,106	2,194,813	4,946,578	3,475,916	34,852,548	52,487,255
Other Asia										
Subtotal Asia	400,910,363	254,199,539	9,460,920	9,914,626	6,062,665	3,502,616	10,318,596	7,166,332	426,752,544	274,783,113
Middle East & Africa										
Algeria	1,619,070	983,391							1,619,070	983,391
Bahrain	826,847	385,486					7,500		834,347	385,486
Egypt	792,386	1,366,607							792,386	1,366,607
Israel	8,874,404	9,095,025	3,341	2,303	3,353	13,010	389,029	865,605	9,270,127	9,975,943
Jordan	11,769,756	4,307,996	2,112,000	1,724,000		484,000	1,464,000	3,313,625	15,345,756	9,829,621
Kuwait	2,185,000	546,000							2,185,000	546,000
Lebanon	1,298,050	1,111,239	440,000	88,000	400,000			197,804	2,138,050	1,397,043
Morocco	4,242,275	3,731,950		68,583		8,474	126,000	581	4,368,275	3,809,588
Qatar	394,144	547,812							394,144	547,812
Saudi Arabia	19,753,075	13,622,000					286,200	207,900	20,039,275	13,829,900
South Africa	317,000	144,470		243		1,537	14,400	21,300	331,400	167,550
Turkey	42,868,956	15,602,070	7,405,634	1,878,320	3,777,527	4,349,219	6,844,009	6,234,975	60,896,126	28,064,584
United Arab Emirates	24,836,292	23,121,819	937,340	94,559	1,296,000	1,832,434	670,143	802,684	27,739,775	25,851,496
Other Middle East & Africa	5,544,790	2,709,273					9,301		5,554,091	2,709,273
Subtotal M. East/Africa	125,322,045	77,275,138	10,898,315	3,856,008	5,476,880	6,688,674	9,810,582	11,644,474	151,507,822	99,464,294
Australia/Oceania										
Australia	4,673,921	3,350,045	2,357		2,368	2,640	363,689	235,548	5,042,335	3,588,233
Fr. Polynesia (Tahiti)	171,625						43,950		215,575	
New Zealand	1,006,812	986,030	793	25	889	405	44,700	39,800	1,053,194	1,026,260
Other Australia/Oceania	4,882	135,960		704		4,929	669	482	5,551	142,075
Subtotal Aus./Oceania	5,857,240	4,472,035	3,150	729	3,257	7,974	453,008	275,830	6,316,655	4,756,568
Totals	847,814,159	628,967,569	29,089,004	20,733,451	11,733,358	11,167,538	42,382,431	41,262,561	931,018,952	702,142,119

EXPORT MARKET OUTLOOK

Ahmad Foroutan

California Pistachio
Export Council President



Navigating Supply, Demand, and Export Market Conditions

In the global agricultural landscape, few commodities have experienced the meteoric rise that pistachios have seen in recent years. At the heart of this growth lies California, the world's leading producer of pistachios, responsible for over 99% of the United States' production. As we move to enter 2026, the industry faces a complex interplay of supply, demand, and evolving export market conditions. The California Pistachio Export Council (CPEC) plays a pivotal role in steering the industry through these dynamics, ensuring that California pistachios maintain their premium status on the global stage. Founded under the U.S. Export Trading Company Act of 1982 and formally organized in 2003 with a certificate from the U.S. Dept. of Commerce and Dept. of Justice, CPEC is composed of eight major pistachio processors in California whose mission is to monitor and help coordinate export market activity, gather information on export conditions, and help stabilize market outcomes for U.S. pistachios abroad through balancing supply with demand.

Supply Pattern

California's pistachio supply has expanded significantly over the past decade. Advances in irrigation technology, favorable climate conditions, and the maturation of thousands of newly planted acres have led to record-breaking harvests year after year. Looking back at the previous four crop years, 2022 marked an off-year with 885 million pounds of production followed by the on-year of 2023 with 1.49 billion pounds then off-year of 2024 with 1.11 billion pounds, and finally 2025 with 1.54 billion pounds as of October 20th. These lower lows and higher highs in California's pistachio production validate the upward trajectory of the pistachio supply. While this surge in supply is a testament to the industry's resilience and innovation, it also presents challenges in balancing production with global demand.

Emerging Demand Pattern

Historically pistachios have been consumed in their inshell form as a healthy snack. This type of consumption continues to grow, and demand continues to rise through the work of organizations such as American Pistachio Growers (APG) and CPEC. Advances in automation and technology have enabled the pistachio industry to introduce an alternative to traditional inshell consumption. Pistachio kernels have proven to not only be a viable form of product category, but also one that may one day overtake the traditional way of inshell consumption. Convenience of use has created two distinct types of demand for pistachio kernels; demand from consumers for a healthy and easy to eat snack, and demand from the food industry for a unique and versatile ingredient.

The global consumer demand for pistachio kernels has grown significantly in recent years, driven by rising consumer awareness of health and nutrition benefits, ease of consumption, and changing dietary preferences. Pistachio kernels are valued not only for their distinctive flavor and vibrant color, but also for their nutritional benefits, including high protein, fiber, healthy fats, and antioxidants. As more consumers adopt plant-based and heart-healthy diets, pistachio kernels have become a preferred snack and ingredient in both developed and emerging markets.

In the food industry, pistachio kernels are increasingly used in confectionery, bakery, dairy, and savory products. Their versatility and visual

appeal make them popular in ice creams, pastries, and snack mixes. Additionally, manufacturers favor pistachios as a premium ingredient that enhances both texture and perceived quality.

The rising demand by the food industry and consumers alike has made pistachio kernels one of the most sought after product category in the global markets. In fact, for the first time in 2025, despite having one of the biggest crops, global demand for pistachio kernels created a floor for the pricing of the inshell pistachio and continues to remain the main driver behind the price stability of California pistachios. CPEC members are credited for 77% of the US kernel export during 2023 crop year and 75% of the US kernel export during 2024 crop year.

Export Market Highlights

California pistachios are exported to over 50 countries, with China, India, the Middle East, and Europe representing the most significant markets. Each region presents unique opportunities and challenges:

- **China:** As one of the largest importers of California pistachios, China's demand has surged in recent years. However, trade tensions and tariff uncertainties have occasionally disrupted flows and forced majority of shipments to China to be rerouted through indirect channels. Following a meeting in late October between President Trump and President Xi Jinping of China, there is a renewed hope that most if not all of reciprocal tariff will be rolled back and removed.
- **India:** India's pistachio market is expanding rapidly, driven by festive consumption and the growing popularity of Western-style snacks. Several years ago, CPEC members identified India as a market with great potential for American pistachio. Since then, APG has invested annually in targeted advertising and culinary collaborations to boost awareness and demand. Despite the fact that the Indian market historically purchased its pistachio needs from Iran, penetration of the American pistachio into this market has become deeper and wider with every passing year as a result of marketing efforts by APG.
- **Middle East:** Traditionally a stronghold for pistachio consumption, the Middle East remains a vital market. Countries like the UAE, Qatar, and Saudi Arabia have long favored pistachios in both sweet and savory dishes. In 2025, demand remained robust, even though competition from Iranian and Turkish pistachios remains real.
- **Europe:** European consumers are increasingly drawn to pistachios for their nutritional value and versatility. Sustainability and traceability are key concerns in this market, prompting California growers and processors to adopt more transparent and eco-friendly practices. Europe with its stringent import policies and high standards for quality remains a relatively safe and reliable market for the American pistachio industry.

Conclusion

The California pistachio industry is navigating a complex landscape of rising supply, evolving demand, and global competition. With crop production expected to reach new heights, stakeholders must work collaboratively to ensure that the export market can absorb this growth. The California Pistachio Export Council plays a vital role in this effort, fostering international relationships and promoting the state's pistachios as a premium product. By focusing on innovation, sustainability, and strategic market expansion, California's pistachio growers are well-positioned to thrive in the years ahead.

MEMBER PROCESSORS/ SUPPLIERS

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

	PROCESSING										SPECIALTY									
	GROWER	HULLING & DRYING	ROASTING	INSHELL PISTACHIOS					PISTACHIO KERNELS					FLAVORED	CONFECTIONARY	BUTTER/PASTE	KOSHER	EXPORT	ORGANIC	
				RAW	NATURAL	SALTED	UNSALTED	PACKAGED	RAW	SALTED	UNSALTED	DICED	MEAL/FLOUR							OIL
Arizona Nut Company 410 W. Pistachio Lane Bowie, AZ 85605 559.458.7272 559.458.7270 info@meridiangrowers.com meridiangrowers.com	●	●	●	●	●													●	●	
Buchanan Hollow Nut Co. 6510 Minturn Road Le Grand, CA 95333 209.389.4594 209.389.4321 bradrobson@yahoo.com bhnc.com	●	●	●	●	●	●	●	●	●	●	●							●	●	●
California Pistachio Orchards, LLC 30650 Quebec Ave. Kettleman City, CA 93239 559.880.9005 dawnda@cporchards.com	●	●		●				●	●										●	
Eagle Ranch Pistachios Heart of the Desert, Inc. 7288 Highway 54/70 Alamogordo, NM 88310 800.432.0999 575.434.2132 sales@heartofthedesert.com heartofthedesert.com	●	●	●		●	●	●	●	●		●	●						●		
Eriksson LLC/Ingleby USA 19210 S. Westlawn Ave. Riverdale, CA 93656 559.635.3138 dll@inglebyfarms.com	●	●		●				●	●										●	
Horizon Nut LLC 26487 N. Hwy 99 Tulare, CA 93274 559.685.3663 dinman@horizonnut.com horizonnut.com	●	●	●	●	●	●	●	●	●	●	●							●	●	●

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.

	PROCESSING										SPECIALTY												
	INSHELL PISTACHIOS					PISTACHIO KERNELS																	
	GROWER	HULLING & DRYING	ROASTING	RAW	NATURAL	SALTED	UNSALTED	BULK	PACKAGED	RAW	SALTED	UNSALTED	DICED	MEAL/FLOUR	OIL	BULK	PACKAGED	FLAVORED	CONFECTIONARY	BUTTER/PASTE	KOSHER	EXPORT	ORGANIC
Keenan Farms, Inc. P.O. Box 99 Avenal, CA 93204 31510 Plymouth Avenue Kettleman City, CA 93239 559.945.1400 559.945.1414 info@keenanfarms.com keenanfarms.com	●	●	●	●	●	●	●	●	●	●	●					●	●	●			●	●	
Meridian Growers 1625 Howard Road 280 Madera, CA 93637 559.458.7272 559.458.7270 info@meridiangrowers.com meridiangrowers.com	●	●	●	●	●	●	●		●	●	●		●		●				●	●	●	●	
Nichols Farms 13762 First Avenue Hanford, CA 93230 559.584.6811 559.688.1603 sales@nicholsfarms.com nicholsfarms.com	●	●	●	●	●	●	●	●	●	●	●		●		●	●	●	●			●	●	●
Primex Farms, LLC 16070 Wildwood Road Wasco, CA 93280 661.758.7790 661.758.7797 info@primexfarms.com primexfarms.com	●	●	●	●	●	●	●	●	●	●	●					●	●	●			●	●	
Setton Pistachio of Terra Bella, Inc. P.O. Box 11089 Terra Bella, CA 93270 9370 Road 234 Terra Bella, CA 93270 559.535.6050 559.535.6089 info@settonfarms.com settonfarms.com	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			●	●	●
Zymex Industries, Inc. 168 Hawk Drive Merced, CA 95341 209.722.2770 209.722.2280 info@zymex.com zymex.com	●	●	●	●	●	●	●	●	●	●	●					●					●	●	



Since 1986



The Gold Standard



Family-led and trusted since 1986

Founded in 1986, a family-owned and operated company with multi-generational industry leadership in place for over 20 years.



Invested in the pistachio industry's future

As the kernel market leader, we offer the best quality pistachios in the industry, supported by a strong global customer base and a commitment to new product development. We continue to expand through cutting-edge technology and automation, a firm focus on sustainability, and our proud membership of the American Pistachio Growers.



Grower-focused expertise

Our elite grower services team, with over 100 years of combined experience, has access to Setton's proprietary technology to maximize your crop yield, quality, and return.

Contact our Senior Director of Grower Services & Farming, Jeff Gibbons, to find out how together we can make every nut count!

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

Joshua Setton
President / CEO

