



CENTRAL CALIFORNIA ALMOND GROWERS ASSOCIATION

Post Office Box 338 ♦ Kerman, California 93630-0338

CCAGA ♦ *GROWING STRONGER EVERYDAY* ♦ NEWSLETTER ♦ SUMMER 2018 ♦ *Vol. 12, No. 2*

FSMA Requires a Change to Delivery Tickets

For the 2018 hulling and shelling season we will be utilizing a newly redesigned Delivery Ticket. Certain wording has been changed on this important document to bring us into compliance with the federally mandated Food Safety and Modernization Act. The changes to the ticket are required and it is imperative that this new document is presented at the scale at the time of delivery next season. Any older Delivery Tickets will no longer be accepted. **Please throw away all of your old Delivery Ticket booklets immediately.**

Utilization of this new Delivery Ticket is mandatory. It is necessary to bring us into compliance with Federal law. Please know in advance that should a truck come across any of our scales with a pre-2018 Delivery Ticket, it will be MANDATORY for the truck to get off the scale, fill out the information onto a new Delivery Ticket form and then get back in line to complete the transaction. This occurrence will certainly slow in-bounds at the scale considerably, so PLEASE PREPARE ACCORDINGLY.

Date Set for Pre-Season Grower Meeting

Save the date! The Association's annual Pre-Season Grower Meeting has been set for Thursday, July 26, 2018 at Pardini's, located at 2257 West Shaw Avenue, Fresno, CA 93711. This will be the only meeting in advance of what appears will be another very large hulling and shelling season. Please try and attend! The program will begin with lunch at 11:30 AM. There will be presentations by our Chairman and the Management Team on critical topics relevant to our receiving your field run loads and plant operations for the season ahead. This is important information that you need to know. Delivery Tickets will be available for pick up at the luncheon. Help us to prepare for the meeting by calling 559-846-5377 to reserve your seat.

Ranch Stockpiling Allowance Set for 2018

Do you have adequate space on your ranch to store some, or all of your harvested almond production? If so, the Association will make it worth your while. If you have space and are interested in this opportunity, then the Board of Directors has approved and directed management to pay 2 cents per eligible meat lbs. as an incentive for deliveries of Almond production into either our Kerman or Sanger locations. The program is limited to the first 3,000,000 meat pounds signed up with our office before the start of the harvest season. Included with this newsletter is some additional

information. As almond acreage continues to expand, please consider this option to alleviate the expansive volumes we must offload into our stockpile yards.

Report on the 55th Annual Meeting

This year's annual meeting was held on Tuesday, June 12, 2018 at TorNino's Banquet Hall in Fresno. It was a very special evening in which we celebrated the 55th Annual Dinner Meeting of the Association.

Chairman James McFarlane gave a report on the prior season and provided a vision for the future. He also thanked the Board and staff for their efforts last season in which another shelling record was broken when 120,484,511 lbs. of meat equivalent were shelled compared to 109,287,465 lbs. in 2017. President Kelley then reported on the season ahead and stated that the Association has budgeted for a crop size of 118,546,584 lbs. for the upcoming harvest season. He also reported that at this time it appears that the Association would not be repaying the entire Operating Retain to our members due to low hull prices received last season. This is attributable to difficulties in the dairy sector and low prices for competing products used in the dairy ration. We also experienced less hull volume than expected. Therefore, the net cost of hulling net of trucking in 2016 will be .37 cent per meat pound. He went on to note that the cost of hulling last season was exceedingly competitive with other shelling operations in our area that charged between 4.0 and 7.0 cents, (plus trucking), as the cost of hulling last year's crop. He went on to report that members who delivered crop in 2013 received a check in repayment of the 2013 Crop Revolving Fund (Capital Fund) at or following the Annual Dinner.

Jeff Yribarren, a member of the Election Certification Committee, gave a report on the results of a recent election for two seats for Directors whose terms were expiring. Seat 4 held by Tom Chandler and Seat 5 held by Jeff McKinney were re-elected to their respective seats on the Board for another three-year term. They ran unopposed as no other nominations for challengers were received.

To close out the evening the audience had the pleasure of listening to the hilarious comedic talents of Jim Pelley, a former writer and performer on Saturday Night Live from 1978 through 1994.

Changes to Your Membership? Please let us know soon!

Each year we often have growers who request changes to their memberships. Sometimes these requests for changes are made during the shelling season which is frequently too late to get them in place. This can cause a delay in payments to our members from their handlers, and for hulling fees from those handlers to be delayed to the Association. It can also cost us a great deal of time in trying to correct paperwork to reflect needed changes.

Are there changes you have made to your farm which we should know about? If so, please make sure not only to let your handler know, but to let us know as well. We will work as fast as we can to make sure the revision is in place before the first load of your production is delivered. Please be aware that the time to make these changes is not when the shelling season is already under way; it should be done before the harvest season commences! To do otherwise will only cause delays.



President's Report

There is another large almond crop that will be knocking on our doors soon and the crops appear to only get larger in the years ahead. Even the 2018 crop appears to be another potential record breaker despite a substantial freeze in our area during the pollination period. We have

become used to seasons that test our capabilities, but the continual growth of the almond industry is pushing us toward a point where our shelling capacity will be maximized. Will we be ready for a new tidal wave of almonds that will be delivered in the days ahead? I believe we shall and I would like to explain some of the improvements and ideas we have for the future.

- We installed a third scale at the office in Kerman that is now fully operational and will help alleviate pressure during the peak delivery period.
- A third scale position has been added to the counter in the office to accommodate this scale.
- Another stockpile belt-loader has been purchased and delivered to our Kerman site. This is the ninth belt-loader for Kerman and will certainly help to offload field run loads quicker.
- A new electrical panel has been completed at the Sanger Shelling operation, which will help improve sheller efficiency and prevent downtime.

An idea upon which Management is currently working is for an improvement to the K-1 sheller that will utilize new decking and increased conveyances to increase efficiency. This was a real success when we made modifications to the K-2 sheller in 2015 and we achieved a staggering 38% increase in efficiency last

season while maintaining quality. This change alone will prevent us from having to build a new sheller, which would cost over twice as much. It will secure our future in making sure we have excess shelling capacity to meet future demands of our industry. We hope to have this change implemented for the 2020 shelling season.

Lastly, due to the improvement in the price of hulls, the Board of Directors has directed management to charge a hulling fee of 3 cents per meat equivalent pound, which shall be allocated as a Capital Retain. This is a change from last year when the Association had a 5 cent hulling fee. This is certainly good news for our members and we continue to be the lowest cost sheller in our area of operation. As you can tell by our actions we are continually focused on making sure that the best home for your almonds is here with Central California Almond Growers Association.

CORE VALUE

Adding the greatest potential value to the Members' product with the