

THE NUTCAST

Valley Harvest
Nut Co., Inc.



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October 2020

VOTING

Valley Harvest Nut has received a lot of information from organizations that support almond farmers and the almond industry. **WAPA** (Western Agricultural Processors Association) & **ALMOND ALLIANCE** are on the front line supporting legislation that benefits you and us and refutes legislation that negatively impacts our livelihood.

They have taken a stance on **Prop. 15**, so we encourage you to learn it's impact.

There are several other propositions that may impact your business. **It's time to study the Voter Information Guide carefully.**

*Voting is a right for
United States citizens...
Vote Tuesday, 11/3/2020*



Market Report

We are well into the 2020 almond harvest. We are at about one half of our expected receipts from you, our growers. You are probably about done with your harvest and wondering why we are only half way. With the huge harvest this year, almonds are stockpiled at shellers waiting "their turn" to run through the equipment. We've heard there are so many piles that some shellers could be running into December and maybe even January!

The 3-billion pound objective estimate for 2020 is an increase of 15% from 2019 crop receipts. Interestingly, although almonds are in stock piles, the industry incoming is currently up 25% **from last year at this time**. So, either there are more almonds than anticipated or the harvest is running earlier and faster than last year.

Sales for the industry and for Valley Harvest are also up from last year. With product moving at record rates, we have seen prices increase also. It behooves us to continue to sell at the increased prices and "not be greedy" expecting that prices will continue to increase. There is speculation that buyers, taking advantage of the early lower prices because of the predicted huge crop, have and are purchasing for their future needs

now. That could very well lead to a slowing of sales going forward. If sales slow, prices will decline once again. So, the adage "make hay while the sun shines" applies even to the almond industry and to Valley Harvest. While it has been our practice to not contract very many buyers, this year we have done more contracting than in our past.



Inedible almonds have been manageable this year. Nonpareils came in very clean. It is interesting to us to note that Independence, harvested at the same time as Nonpareils, have higher inedible counts, nearly 1% more. We also are noticing that while the Nonpareils and Independence have been significantly more dry than last year's crop, the middle and later varieties have more moisture. Still, with even these factors, we have very few deliveries that require a charge for cleaning. Most of our growers are receiving a bonus for clean almonds.



Our plant has implemented precautions for Covid-19 with most of our employees wearing masks and practicing social distancing. **We are THANKFUL everyday for very healthy employees.**

C.F.A.P. Round 2 - Apply before 12/11/20

The Federal Government opened a Round 2 of Coronavirus Food Assistance Program payment to growers and you are eligible to apply before December 11, 2020. This program pays approximately 10% of your gross almond income from January 1, 2019 - December 31, 2019.

1. Call FSA for an appointment, (209) 491-9320, choose option 2.
2. Compute your 2019 almond income.
3. Complete AD-3117. Locate a PDF 'fill in' version online at farmers.gov/cfap or search AD-3117.
4. Complete sections: 1-Recording State, 3-Recording County, Part B-Producer Information, Part F-Sales Commodities (write your 2019 total almond income on the **CROP** line, (we previously told you 'miscellaneous', but no worries if your paperwork has been submitted already), and Part I-Producer Certification.

Take the completed form to your FSA appointment. *You can also submit the completed form online, but know that you will receive more paperwork to be completed by you before the payment can be made.*