

# Almond



A D V A N T A G E

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## **Celebrating Harvest and Looking Forward to Fall**

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As the growing season comes to an end, we hope harvest is safe and successful. The culmination of months of hard work deserves recognition. As we transition into fall, we are excited to share some of our upcoming events. Pg. 4

## **2023-2024 Legislative Session Concludes**

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The California State Legislature concluded its work for the 2023-2024 legislative session on August 31st, just before midnight. In the final week, legislators held marathon sessions to address around 800 remaining bills, with several failing to meet the midnight deadline. Pg. 8

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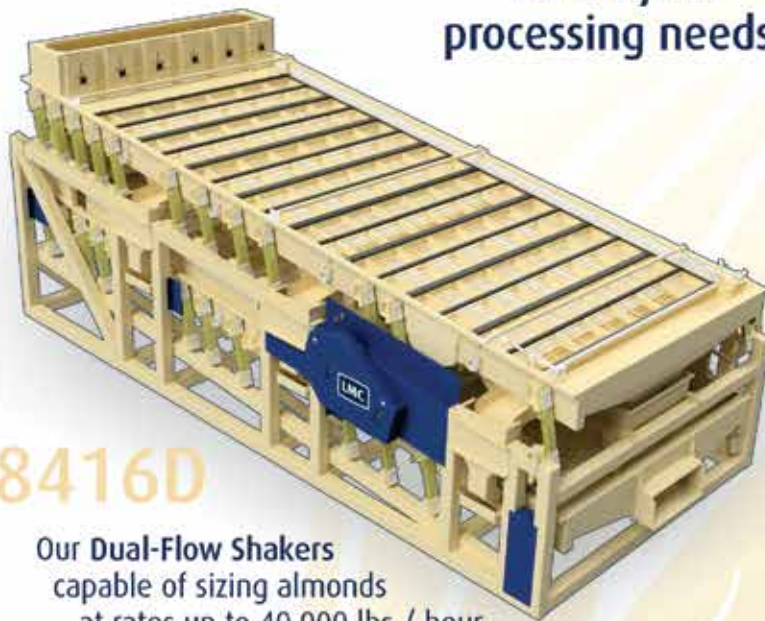
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# CELEBRATING HARVEST AND LOOKING FORWARD TO FALL

By: Blake Vann, Vann Family Orchards

As the growing season comes to an end, we hope harvest is safe and successful. The culmination of months of hard work deserves recognition. As we transition into fall, we are excited to share some of our upcoming events. These events are opportunities to connect and network and are crucial to our ongoing efforts to promote and celebrate the almond industry.

We'll kick off the holiday season with our Almond PAC Fundraiser and Almond Champion of the Year Reception at the Del Rio Golf and Country Club. This event is special as we come together to recognize those who have demonstrated extraordinary leadership in education, coalition building, and partnerships that support the advancement of California agriculture and our almond industry.

Our team will be at the Annual Grape, Nut, and Tree Fruit Expo and the Annual Tree and Vine Expo in November. These expos are excellent opportunities to connect with industry colleagues, and I encourage you to stop by our booth to say hello. Make sure to see the schedule below for dates and location information.

We'll close out the year at The Almond Conference in December, where we will host our annual holiday soirée, Movers & Shakers, at The Citizen Hotel. This event offers attendees a unique chance to network and mingle with key industry stakeholders as they sip almond cocktails. While at the conference, come see us at booth #1333 at the SAFE Credit Union Convention Center.

Finally, I want to express my heartfelt gratitude to everyone who has renewed their membership with us. Your commitment is not only appreciated but vital to our collective success. It's through your continued support that we can advocate for the interests of our industry.

Thank you for being a part of this journey. I look forward to seeing many of you at our upcoming events and continuing to work together to ensure a bright future for California almonds.

## UPCOMING EVENTS

**November 6, 2024**

**Almond PAC Fundraiser and Almond Champion of the Year Reception**  
Del Rio Golf and Country Club  
801 Stewart Rd, Modesto, CA 95356

**November 8, 2024**

**Annual Grape, Nut and Tree Fruit Expo**  
Big Fresno Fairgrounds  
1121 S Chance Ave, Fresno, CA 93702

**November 12, 2024**

**Annual Tree and Vine Expo**  
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**December 10 - 12, 2024**

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# NAVIGATING THE 2024 ALMOND HARVEST WITH DONNY HICKS

By: Donny Hicks, RPAC, LLC

As the 2024 almond harvest comes to an end, growers are reflecting on the season's challenges and opportunities. In a recent conversation on the Almond Alert podcast, Donny Hicks, Grower Relations for RPAC, LLC., shared his insights on the season, including the progress of the harvest, technological advancements, and strategies that ensured a high-quality yield.

## Harvest Outcomes and Challenges

The 2024 harvest started strong, with growers in the South San Joaquin Valley shaking trees early in the season. As the harvest moved north to the Sacramento Valley, growers faced various challenges, particularly intense heatwaves that caused temporary stress to the trees. Despite these hurdles, the harvest progressed smoothly and stayed on track overall.

One of the critical concerns this season was pest management. While the threat of navel orangeworm was lower than expected, the presence of the Carpophilus beetle in some orchards was a concern. Hicks emphasized that early intervention and vigilant monitoring helped many growers prevent significant damage and maintain the quality of their crops.

## Quality Control and Technological Innovations

Quality control played a crucial role in this year's harvest success. Hicks highlighted how proper sanitation practices, especially in older orchards, helped reduce reject rates. Many growers also benefited from the use of conditioners, which removed foreign materials and ensured that only the highest-quality nuts reached processors.

Technological advancements in irrigation management were also pivotal. Hicks discussed how neutron moisture sensors and automated irrigation systems optimized water use, particularly during the critical hull split phase. Given this year's extreme heat, effective water management was essential to maintaining tree health and achieving optimal yield.

## Looking Ahead: Preparing for 2025

With the 2024 harvest behind us, growers are already planning for the next crop season. Hicks suggests focusing on post-harvest activities such as pruning, nitrogen and potash application, and cover cropping to improve soil health and maximize yield potential for 2025. Additionally, with the increasing importance of pollinators in the almond industry, establishing pollinator habitats will be key to supporting future crops.

The almond market has shown some positive developments, with prices beginning to rebound after a challenging few years. Although the 2024 crop was substantial, the manageable carryover from last year and improved market conditions provide hope for better times ahead.

You can catch the full interview with Donny Hicks on all major podcast platforms or by visiting [almondalliance.org/almond-alert-podcast](https://almondalliance.org/almond-alert-podcast). Stay informed on the latest almond industry updates by tuning into Almond Alert, the Almond Alliance's bimonthly podcast.








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## 2023-2024 LEGISLATIVE SESSION CONCLUDES

By: Erin Norwood, Norwood Associates, LLC

The California State Legislature concluded its work for the 2023-2024 legislative session on August 31st, just before midnight. In the final week, legislators held marathon sessions to address around 800 remaining bills, with several failing to meet the midnight deadline.

The last 24 hours of the session were marked by significant conflict between key political figures: Speaker Robert Rivas, Senate President Pro Tem Mike McGuire, and Governor Gavin Newsom. The trio clashed publicly over several controversial issues, including measures to reduce electricity rates and cut gas prices. Governor Newsom attempted to push last-minute legislation imposing new requirements on oil refineries, but lawmakers rejected it. In response, Newsom called a Special Session to address gas prices. While the Assembly complied, the Senate, led by McGuire, refused to participate, with McGuire stating that the Senate Democratic caucus was unanimously against reconvening for a special session.

The special session must occur before November 30th, when the two-year legislative session officially ends. This development could lead to an intriguing off-session, especially with the upcoming election year. Below is a roundup of some of the most controversial end-of-session issues.

**Warehouse Setbacks:** AB 98, a controversial bill requiring at least 300 feet between new warehouses and sensitive sites like homes, schools, and hospitals, narrowly passed in the Senate and quickly moved through the Assembly, despite Republican opposition. The bill was a last-minute effort by Speaker Rivas, with Assemblymembers Eloise Reyes and Juan Carrillo authoring the legislation.

**Hydrogen Permitting:** SB 1420 (Caballero) passed with bipartisan support, expediting permitting for hydrogen projects that don't use fossil fuel-derived

materials. The bill is expected to benefit projects funded by the California Energy Commission's hydrogen program, the federal hydrogen program ARCHES, and the upcoming \$10 billion climate bond, Proposition 4.

**Corporate Emissions:** SB 219 (Wiener), a follow-up to last year's SB 253, passed just before the midnight deadline. The bill extends the California Air Resources Board's deadline by six months to draft rules for implementing climate disclosure laws. Although Governor Newsom pushed for further reforms, the bill's author held firm. Another climate-related bill, AB 2331 (Gabriel), which focused on reporting voluntary carbon offsets, failed due to disagreements between the author and the Governor's office.

**Water Issues:** AB 460 (Bauer-Kahan) passed on the final day, introducing fines for water users who violate State Water Resources Control Board limits, with penalties ranging from \$1,000 to \$10,000 per day, depending on whether the limits are during flood or drought conditions. The bill originally sought broader reforms, but a coalition of farmers, businesses, and water utilities pushed back, arguing it would infringe on water rights.

**Pesticide Use:** The Legislature continued to challenge the Department of Pesticide Regulation (DPR) by proposing one-off pesticide bans. AB 1963 and AB 2552, both authored by Assemblymember Laura Friedman, advanced to the Governor. AB 1963 mandates that the DPR reevaluate paraquat by January 1, 2029, while AB 2552 would ban first-generation anticoagulant rodenticides (FGARs) chlorophacinone, and warfarin. Both bills were softened through negotiation, with AB 2552 securing an agricultural exemption.

Governor Newsom has until September 30th to sign or veto these bills. A more detailed summary of bills tracked by the Almond Alliance will be provided in the coming months.



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## FEDERAL ELECTION INSIGHTS

By: Cole Rojewski, RBW Group

The 2024 presidential race has dramatically turned with President Biden's unexpected withdrawal and endorsement of Vice President Kamala Harris as the Democratic nominee. This sudden shift has reshaped the political landscape, pitting Harris against former President Donald Trump in what promises to be a closely contested general election.

Harris faces the challenge of distinguishing herself from the Biden administration while maintaining party unity. Recent polls show a tight race, with a Quinnipiac University poll indicating Trump leading Harris by a narrow 49% to 47% margin; others have Harris leading slightly. However, these early numbers may shift as voters adjust to the new matchup.

Kamala Harris has officially selected Minnesota Governor Tim Walz as her running mate for the 2024 presidential election. This announcement was made during a lively rally in Philadelphia, where Harris described Walz as "the kind of vice president America deserves." The event marked the beginning of their campaign together, emphasizing a strong sense of unity and excitement among Democrats as they prepare for the November election.

Walz, who has a diverse background as a teacher, high school coach, veteran, legislator, and governor, was introduced by Harris as someone who would be "ready on day one." The selection of Walz concluded a swift decision-making process following President Biden's withdrawal from the race and his endorsement of Harris. This choice is seen as a strategic move to appeal to voters in key battleground states, where both Harris and Walz will be focusing their campaign efforts.

The announcement has already had a significant impact on Harris's campaign, with reports indicating

that it raised \$36 million within the first 24 hours following the selection of Walz. This financial boost adds to Harris's impressive fundraising achievements, fueled by grassroots support and enthusiasm for the campaign. As the Democratic ticket gears up for the election, Harris and Walz are positioning their campaign as a "battle for the future," aiming to challenge the Republican ticket of Donald Trump and JD Vance.

Meanwhile, Trump's campaign must pivot from their strategy against Biden to address Harris directly. The former president's recent selection of Sen. J.D. Vance as his running mate signals a doubling down on his MAGA base.

As the race unfolds, both campaigns will focus on the 11 battleground states and two swing congressional districts (the 2nd Congressional Districts of both Maine and Nebraska) that could determine the election's outcome. With core supporters likely to remain loyal to their respective parties, the fight for independent voters will be more critical than ever.

Meanwhile, the national outlook for the 2024 House elections remains fluid, but Republicans are increasingly bullish about their chances to regain control. With a narrow margin currently separating the two parties, every race counts, and the GOP is optimistic about flipping several key districts. Redistricting challenges and incumbent retirements have created opportunities for both parties, but Republicans are particularly focused on swing districts in states like California, Texas, and New York.

Key races include California's Congressmen John Duarte, Davida Valadao, Mike Garcia, and Ken Calvert, who are facing a tough reelection battle. Other key races include Texas's 15th District, where

**(con't pg 12)**



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## FEDERAL ELECTION INSIGHTS (Con't)

By: Cole Rojewski, RBW Group

Monica De La Cruz is defending her seat in a rapidly changing demographic landscape, and in New York, the 3rd District race is heating up as Republican candidates vie to capture the seat left open by George Santos, who recently withdrew from the race amid legal troubles and federal charges.

National issues such as the economy, immigration, and healthcare are expected to play pivotal roles in shaping voter preferences. The cost of living and inflation remain top concerns for many voters, while immigration policies and healthcare access remain hotly debated topics. Both parties are ramping up their fundraising efforts and campaign strategies to address these issues and sway undecided voters in critical battleground districts.

With high stakes and intense competition, the 2024 House elections promise to be a defining moment in the nation's political landscape.

The battle for control of the Senate in 2024 is becoming intensely competitive, with Republicans also feeling increasingly bullish about their chances to flip the chamber. Democrats are defending 23 of the 34 seats up for election, including several in battleground states.

In Arizona, the race is a toss-up as Democratic Rep. Ruben Gallego faces Republican Kari Lake for the open seat vacated by retiring independent Kyrsten Sinema. Michigan's open seat, following Democratic Sen. Debbie Stabenow's retirement, sees Rep. Elissa Slotkin as the Democratic frontrunner against Trump-endorsed former Rep. Mike Rogers. In Montana, Democratic incumbent Jon Tester is challenged by Republican Tim Sheehy in a state that favored Trump in 2020.

Nevada's first-term Democratic Sen. Jacky Rosen is defending her seat against Republican Sam Brown in a competitive swing state. Ohio features Democratic Sen. Sherrod Brown seeking reelection against Trump-endorsed Bernie Moreno in a Republican-leaning state. Pennsylvania's Democratic Sen. Bob Casey is running for a fourth term against Republican Dave McCormick in a crucial battleground. Lastly, Wisconsin's Sen. Tammy Baldwin is up against Republican Eric Hovde, with the state being a closely watched swing area in both Senate and presidential races.

Given the number of Democratic-held seats up for election in competitive states, Republicans are feeling optimistic about their chances to regain control of the Senate. However, Democrats hope strong incumbents and favorable political trends in some states can help them maintain their narrow majority. The outcome of these races will have significant implications for the balance of power in Washington and the ability of either party to advance their legislative agenda in the coming years.

As we navigate the turbulent waters of the 2024 election cycle, the political landscape continues to evolve rapidly. Vice President Kamala Harris's emergence as the Democratic nominee has reshaped the presidential race, setting the stage for a highly competitive contest against former President Donald Trump. In the House, Republicans are optimistic about flipping key districts amid ongoing national issues like immigration and inflation. Meanwhile, the Senate battle is intensifying, with several critical races in battleground states that could determine control of the chamber. Stay tuned for further updates and analysis as we provide insights into this pivotal election season.



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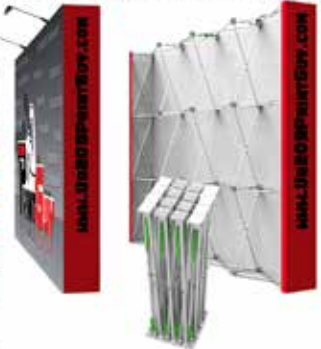
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# The Report

## Winton-Ireland, Strom & Green Insurance Agency

### Almond Alliance Edition

## Understanding Trade Credit Insurance

Extending credit to your clients isn't just a nice perk, it's expected in today's business climate. Credit not only enhances the purchasing power of your customer base, but it can also attract prospects who may not have otherwise been able to buy from you.

However, offering credit has the potential for disaster, as just one late payment or customer insolvency can put stress on your organization's cash flow and profitability. That's where trade credit insurance can help. Trade credit insurance—also known as credit insurance - is a form of insurance that transfers risk for businesses seeking to protect their accounts receivable against nonpayment.

## Allianz Trade Credit Policy

As the world's oldest and largest trade credit insurance carrier, Allianz Trade has in-depth trade knowledge in every major global economic market. With field offices and representation in over 52 countries, Allianz Trade is well-positioned to offer unique perspectives into the international markets in which our clients are doing business.

With the largest global database of business intelligence coupled with a proprietary risk model that grades each country and buyer based on over 30 different data metrics, some proprietary and some non-proprietary, we give our policyholders the comfort of knowing we've insured their trade risk, and we're actively monitoring their buyers for signs of deterioration.



## Inside this issue...

Understanding Trade Credit

Allianz Trade Credit

Benefits of Trade Credit

Trade Credit at Work



Bradley Sauerbrei - Allianz



Jeremy Benjamin - WIS&G



Brandon Olesen - WIS&G

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## Benefits of Trade Credit Insurance

- Improved sales - Businesses with trade credit insurance can boost their sales by offering customers and prospects more favorable credit terms while eliminating the need for costly letters of credit.
- Access to new markets - Trade credit insurers offer protection against unique export risks by providing businesses with the market knowledge needed to make informed decisions in foreign markets.
- Insolvency protection - In regard to sales made on credit terms, trade credit insurance protects organizations from the risk of a customer default or insolvency.
- Cash flow relief - Trade credit insurance provides cash flow relief when a business's customers become insolvent or do not pay their bills on time. Losses can be indemnified, allowing the business to maintain its cash flow.
- Reduced concentration risk - Trade credit insurance mitigates risks for businesses whose bottom line is dependent on a select number of customers.
- Accounts receivable support - Trade credit insurers offer businesses access to professional trade credit analysts who can share best practices with a company's credit department.
- Collection services - Trade credit insurance provides access to cost-effective collection services.

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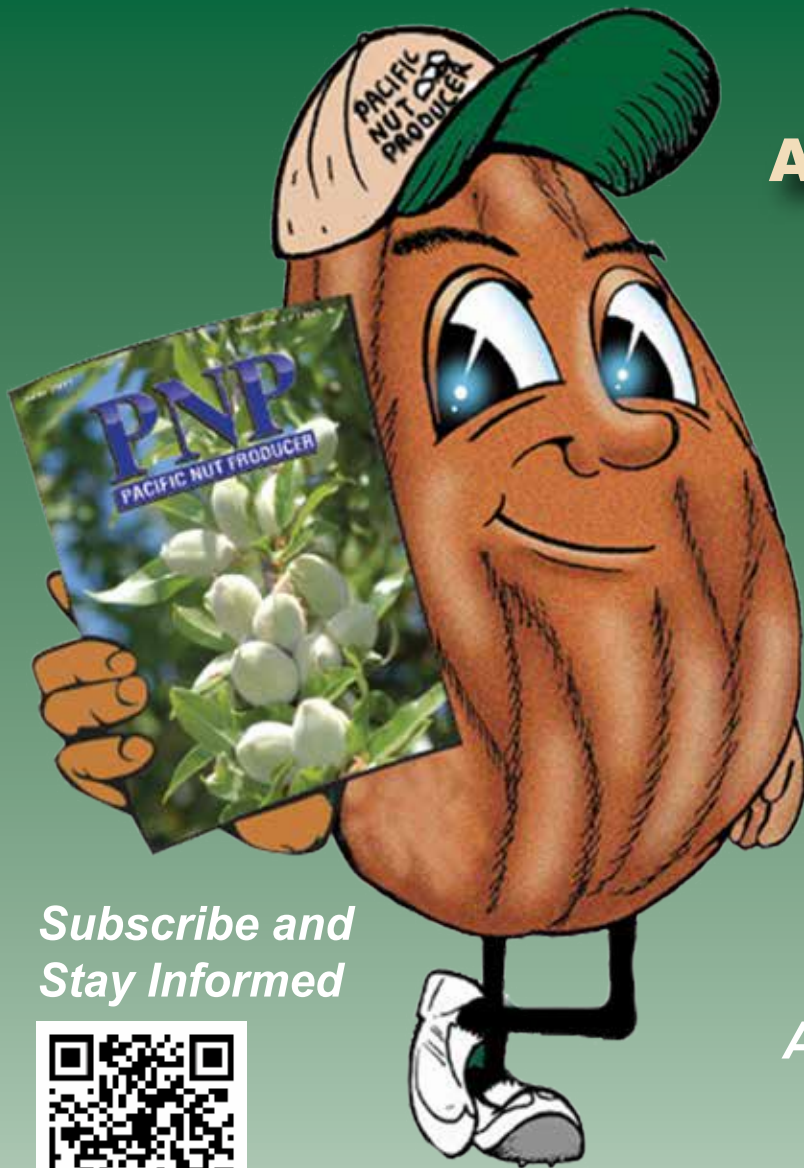
- Screen and analyze risk from new buyers before you agree to payment terms.
- Provide an insured limit before trading with them so you can rest easy knowing it's insured against loss.

In the event of some unforeseen circumstance, our claims and collections teams are ready and available to provide you with the necessary support to help you collect or pay claims on what is owed to you. We help our clients recover debts worldwide while claims payments provide a stable cash flow, ensuring operational stability.



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## NEW CONVENTION COMMITTEE TAKES THE HELM FOR 2025 ALMOND ALLIANCE CONVENTION

The Almond Alliance is thrilled to introduce the new Convention Committee for the 2025 Annual Convention. This year's team includes a mix of industry professionals ready to plan a convention that truly reflects the needs of the almond community.

Leading the committee is Katie Staack from Grizzly Nut, who also serves as the Vice Chair of the Almond Alliance. Joining her are Amanda Hernandez from TriCal, Almond Alliance Board Member Lori Coburn from Campos Brothers, Jason Bayer from Exact Corp, Maricela Luna from Golden Empire Shelling, and Almond Alliance Board Member Bill Lyons from Mapes Ranch L.P.

Mark your calendars! The 43rd Annual Almond Alliance Convention will take place from April 28th to May 1st, 2025, at Town and Country in San Diego. This year's theme is "Making It Happen," capturing the industry's drive to tackle challenges head-on and push forward with innovation and resilience.

Expect a packed agenda with sessions on the latest industry trends, hands-on workshops, and plenty of opportunities to connect with fellow almond professionals. Whether you're here to learn, network, or find new ways to grow your business, this convention is where it all comes together.

Convention registration will open Tuesday, January 14, 2025. Sponsorship opportunities are available now, offering businesses a chance to get in front of key players in the industry. For more details, visit [almondalliance.org](http://almondalliance.org) or contact Annie Romero at [aromero@almondalliance.org](mailto:aromero@almondalliance.org).

We can't wait to see you in San Diego!





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# HEAT ILLNESS PREVENTION - OUTDOOR AND INDOOR REGULATIONS

By: Stacy Henderson, Henderson Hatfield, A Professional Company

California employers now have the obligation to take steps to protect workers from heat illness in both indoor and outdoor workplaces. The Regulations are found in 8 Cal. Code Regs. §§3395 (outdoor) and 3396 (indoor). The following is Cal/OSHA’s chart comparing the Indoor and Outdoor Heat Illness Prevention Standards:

Requirement	Outdoor	Indoor
<b>Scope and Application</b>	<ul style="list-style-type: none"> <li>Applies to outdoor workplaces</li> </ul>	<ul style="list-style-type: none"> <li>Applies to indoor workplaces when the indoor temperature is greater than 82°F</li> </ul>
<b>Provide Clean Drinking Water</b>	<ul style="list-style-type: none"> <li>Provide access to potable water that is fresh, suitably cool, and free of charge</li> <li>Located as close as possible to work areas</li> </ul>	<ul style="list-style-type: none"> <li>Provide access to potable water that is fresh, suitably cool, and free of charge</li> <li>Located as close as possible to work areas and cool-down areas</li> </ul>
<b>Access to Shade and Cool-Down Areas</b>	<ul style="list-style-type: none"> <li>For outdoor workplaces, shade must be present when temperatures are greater than 80°F. When temperatures are less than 80°F, shade must be available upon request</li> <li>For indoor workplaces, provide access to at least one cool-down area which must be kept at a temperature below 82°F</li> <li>Shade and cool-down areas must be:               <ul style="list-style-type: none"> <li>Blocked from direct sunlight</li> <li>Large enough to accommodate the number of workers on rest breaks so they can sit comfortably without touching each other</li> <li>Close as possible to the work areas</li> </ul> </li> <li>For indoor workplaces, the cool-down areas must be kept at less than 82°F and shielded from other high-radiant heat sources</li> </ul>	
<b>Cool-Down Rest Periods</b>	<ul style="list-style-type: none"> <li>Encourage workers to take preventative cool-down rest periods</li> <li>Allow workers who ask for a cool-down rest period to take one</li> <li>Monitor workers taking such rest periods for symptoms of heat-related illness</li> </ul>	
<b>High-Heat Procedures</b>	<ul style="list-style-type: none"> <li>Have and implement procedures to deal with heat when the temperature equals or exceeds 95°F</li> <li>Procedures must include:               <ul style="list-style-type: none"> <li>Observing and communicating effectively with workers</li> <li>Reminding workers to drink water and take cool-down rest breaks</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li><i>Not applicable to Indoor Workplaces</i></li> </ul>
<b>Assessment and Control Measures</b>	<ul style="list-style-type: none"> <li><i>Not applicable to Outdoor Workplaces</i></li> </ul>	<ul style="list-style-type: none"> <li>Measure the temperature and heat index and record whichever is greater whenever the temperature or heat index reaches 87°F (or temperature reaches 82°F for workers working in clothing that restricts heat removal or high-radiant-heat areas)</li> <li>Implement control measures to keep workers safe. Feasible engineering controls must be implemented first.</li> </ul>
<b>Monitoring the Weather</b>	<ul style="list-style-type: none"> <li>Monitor outdoor temperature and ensure that once the temperature exceeds 80°F, shade structures will be opened and made available to the workers</li> </ul>	<ul style="list-style-type: none"> <li>For indoor workplaces that are affected by outdoor temperatures, train supervisors on how to check weather reports and how to respond to hot weather advisories</li> </ul>

(con't pg 28)



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# HEAT ILLNESS PREVENTION - OUTDOOR AND INDOOR REGULATIONS (Con't)

By: Stacy Henderson, Henderson Hatfield, A Professional Company

	<ul style="list-style-type: none"> <li>• When it is at least 95°F, implement high-heat procedures</li> <li>• Train supervisors on how to check weather reports and how to respond to weather advisories</li> </ul>	
<b>Emergency Response Procedures</b>	<ul style="list-style-type: none"> <li>• Provide first aid or emergency response to any workers showing heat illness signs or symptoms, including contacting emergency medical services</li> </ul>	
<b>Acclimatization</b>	<ul style="list-style-type: none"> <li>• Closely observe new workers and newly assigned workers working in hot areas during a 14-day acclimatization period, as well as all workers working during a heat wave</li> </ul>	
<b>Training</b>	<ul style="list-style-type: none"> <li>• Employers must provide training to both workers and supervisors</li> </ul>	
<b>Heat Illness Prevention Plan</b>	<ul style="list-style-type: none"> <li>• Establish, implement, and maintain an effective written Outdoor Heat Illness Prevention Plan that includes procedures for providing drinking water, shade, preventative rest periods, close observation during acclimatization, high-heat procedures, training, prompt emergency response</li> </ul>	<ul style="list-style-type: none"> <li>• Establish, implement, and maintain an effective written Indoor Heat Illness Prevention Plan that includes procedures for providing drinking water, cool-down areas, preventative rest periods, close observation during acclimatization, assessment and measurement of heat, training, prompt emergency response, and feasible control measures</li> </ul>

Every employer who may be subject to the outdoor and/or indoor heat illness prevention regulations should review the following Cal/OSHA websites: [Indoor Heat Illness Prevention Resources](#) and [Outdoor Heat Illness Prevention Resources](#), which include FAQs and facts sheets containing extremely helpful information, as well as Model Heat Illness Preventions Plans that Employers can customize for their operations.

It is absolutely imperative that employers ensure they have the required postings and written plans, and that they conduct proper training and maintain documentation of the training to minimize the risk of heat illness suffered by their workers, as well as exposure to very costly citations issued by Cal/OSHA and lawsuits filed by current and former employees. Any employer that does not have an employee dedicated to compliance with safety laws and regulations is well advised to utilize an experienced and reputable Safety Consultant. If you need a referral to an excellent Safety Consultant, let me know!



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