



PROGRAM

2023
THE ALMOND CONFERENCE
**Connecting
the Dots**
GROWERS // HANDLERS // CUSTOMERS // CONSUMERS

california
almonds
Almond Board of California



Save the Date

THE ALMOND CONFERENCE

2024

DECEMBER 10-12

SAFE Credit Union Convention Center

Flip Over For Opening Reception Drink Ticket

Dear Almond Community Members and Stakeholders,

Clarice Turner, incoming president and CEO, and Richard Waycott, outgoing president and CEO, would like to welcome you to The Almond Conference 2023. As you may know, Clarice joined the Almond Board of California in her new position in September. Richard and Clarice are transitioning responsibilities, and Richard's last day at the Almond Board will be Dec. 31. Please be sure to seek out Clarice during the conference and give her a warm almond welcome to the industry. Clarice brings a vast professional [background](#) to the Almond Board, including experience with major consumer brands and food service industries.

Our industry remains in dire economic times. After many years of production and economic growth, where global consumption seemed limitless, the industry now finds itself discussing oversupply as it grapples with significantly higher costs of production and stubbornly low pricing. Large carry-in inventories continue at abnormally high levels even though production has dropped by 500 million pounds from its high point four years ago.

Consumer behavior has also changed as the world emerged from the lockdowns of the pandemic. Many markets took on different patterns as work and home life adopted new and perhaps permanent habits. Certainly, the continued semi-remote office environment for many workers has offered an array of different snacking choices, given the easy access to the home pantry and refrigerator. To position almonds at the heart of these new consumer choices, marketing and communicating with consumers have required alterations.

So, we all face a complex decision in our businesses: Where do we focus our energy and investments based on what we truly can control or influence, and what modifications do we need to make to mitigate the impact of the political-economic factors largely outside our control? The Almond Board is no different. The Board of Directors, committees and staff remain fully focused on driving global demand, evolving the unique nutritional benefits of almonds, preventing or eliminating regulatory and market access barriers, and producing agricultural research results that benefit farming operations.

Despite this year's challenges, we have also experienced some real wins. In the last year, we have undertaken a Deloitte-led

deep dive to determine further global market development opportunities. This will require rebalancing our present market investment portfolio, finding new approaches to stimulate product innovation and making initial forays into secondary markets. Just in the past few months, we launched a new promotional campaign with German consumers focused on the natural origins of almonds, sponsored the ICC Cricket World Cup in India and kicked off the *Own Your Prime* partnership with Deion Sanders.

The *Own Your Prime* campaign highlights recent nutrition research linking almond consumption with enhanced muscle recovery and reduced fatigue and tension. Additional ABC-funded nutrition research that was recently published positively links eating almonds before meals to improved blood sugar control, reversing nearly one-quarter of the study's prediabetic participants to normal blood sugar levels in 12 weeks. And in news that is always welcome, another Almond Board study further supported a growing body of science that shows almond consumption contributes to weight loss with the added benefit of improving heart health.

In conjunction with consumer promotional programs, the Almond Board has continued to communicate broadly on who we are as an industry and how we support agricultural efficiency and the environment, strategically leveraging third-party experts to reliably speak on behalf of the industry's stewardship efforts. Recent partnerships with *The Los Angeles Times* and the leading bi-weekly German women's magazine, *Brigitte*, emphasized the efficiency of our water use, the four crops produced with the water we do use, the very positive contributions our orchards make to absorbing and sequestering carbon, and the nearly zero waste profile of our industry from farm to fork.

Through the efforts of the Almond Board of California, U.S. trade representatives and many others, the Indian government recently rescinded the retaliatory tariffs assessed on California almond imports. Ongoing consultations have been underway for months to prevent an escalation in EU port inspections for aflatoxin, which could result in an uptick in the rejections of consignments. Long-term Almond Board-funded production research (10 years) conducted by UC ANR identified rootstocks that reduce dependency on conventional chemistry to overcome soil diseases, and a two-decades-long project has concluded that orchard pruning elevates costs with no yield improvements, saving growers \$7,500-\$14,000 per acre.

These topics and many more will be addressed this year. The conference kicks off at 10:30 a.m. on Tuesday, Dec. 5 with a series of important production research sessions. As was the case last year, food trucks will be available for lunch outside the Convention Center entrance 11:00 a.m.-2:00 p.m. The Trade Show will open its doors at 1:00 p.m., followed by the State of the Industry presentation from 2:00-3:30 p.m. This year, ABC Board Chair Alexi Rodriguez, Clarice and Richard will anchor the presentation along with invited guest speakers. Following the State of the Industry presentation, the Trade Show floor will remain open until 6:00 p.m. allowing time for you to mingle with exhibitors, friends and colleagues while enjoying the opening reception.

Wednesday dawns with registration opening at 7:00 a.m. followed by the must-attend Grower Breakfast from 8:00-9:30 a.m., which will provide expert information on grants and incentives, never more needed than in these tough economic times. The expert panel will share insights related to selecting appropriate funding opportunities and completing applications and will be open to audience questions. In addition, a new and improved Incentive and Grower Support Zone will be strategically located just outside Ballroom A where the breakfast will take place. Production research and global trade sessions will be held throughout the day, so please consult the agenda. The Trade Show will be open 9:00 a.m.-4:00 p.m., dedicated Poster Sessions with researchers will take place 9:30-10:30 a.m. and 1:00-2:30 p.m., and for those not attending the keynote speaker luncheon, food trucks will be available 11:00 a.m.-2:00 p.m.

Wednesday's keynote speaker luncheon will feature the fascinating development journey of Korean retail foods company HBAF as told by Kirsty Kim, HBAF's manager and company representative. Kirsty and Murielle Kim, the ABC director of consumer and trade programs in Korea and Japan, will explore the amazing story of HBAF's founding and rapid rise to a leading brand in Korea and across Asia. Unique flavors, innovative packaging and cutting-edge promotions have been HBAF's hallmarks, and you will have the chance to sample their products as part of the luncheon menu.

Wrapping up events on Wednesday will be the Gala evening with cocktails, dinner and entertainment (Oakdale musician Ava Grace, plus a surprise guest entertainer) from 6:00-9:00 p.m. During the evening, we will recognize the Almond Leadership

Program Class of 2023 as well as present this year's industry achievement awards, including a farewell tribute to Richard for his 21 years leading the Almond Board of California. If you haven't done so already, be sure to purchase your luncheon and Gala dinner tickets at the registration booth.

The third day of the conference, Thursday, Dec. 7, starts off with registration opening at 7:00 a.m. followed by the must-attend Building Global Demand for California Almonds session from 8:00-9:15 a.m. In this session, you will learn about ABC's market development activities and insights relevant to global almond consumption. A broad range of topics will then be covered during the balance of the day, including updates on biomass and production research and on the many efforts undertaken and underway at the Almond Alliance. The Trade Show will be open 9:00 a.m.-12:00 p.m., with the last conference sessions wrapping up at 1:00 p.m. Food trucks will be available outside the Convention Center entrance from 10:30 a.m.-1:30 p.m.

Many thanks to the metal sponsors of this year's conference: AMVT, LLC, Borrell USA, TOMRA Food, Qcity, Inc., Bayer Crop Science, TriCal Group, Satake, BM&M Screening Solutions, BASF Corp and The Ag Center. These companies and our many exhibitors have remained ever supportive of ABC, the conference and the industry. We are very grateful to all of them for the tremendous contributions they make to the almond community every year.

We wish you a very enjoyable Almond Conference 2023 and hope it will exceed your expectations as we continue our endeavors to be the very best industry we can be!

Sincerely yours,



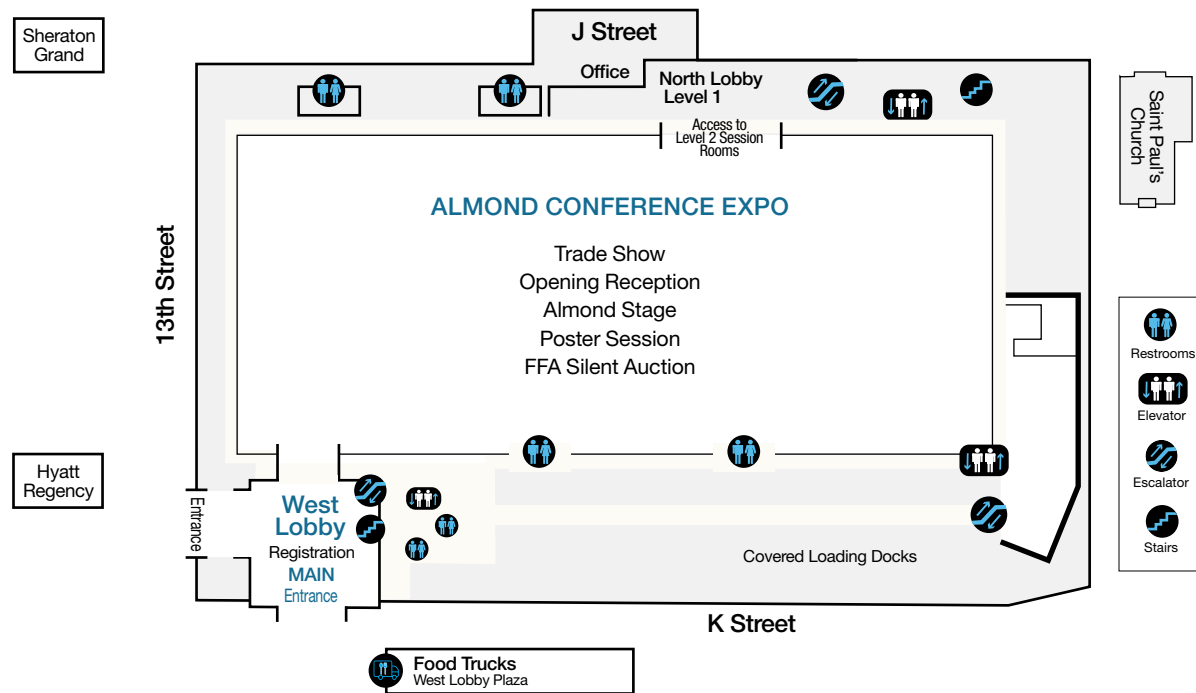
Richard Waycott
President and CEO,
Outgoing



Clarice Turner
President and CEO,
Incoming

Convention Center Map

Level 1 Map



Level 2 Map

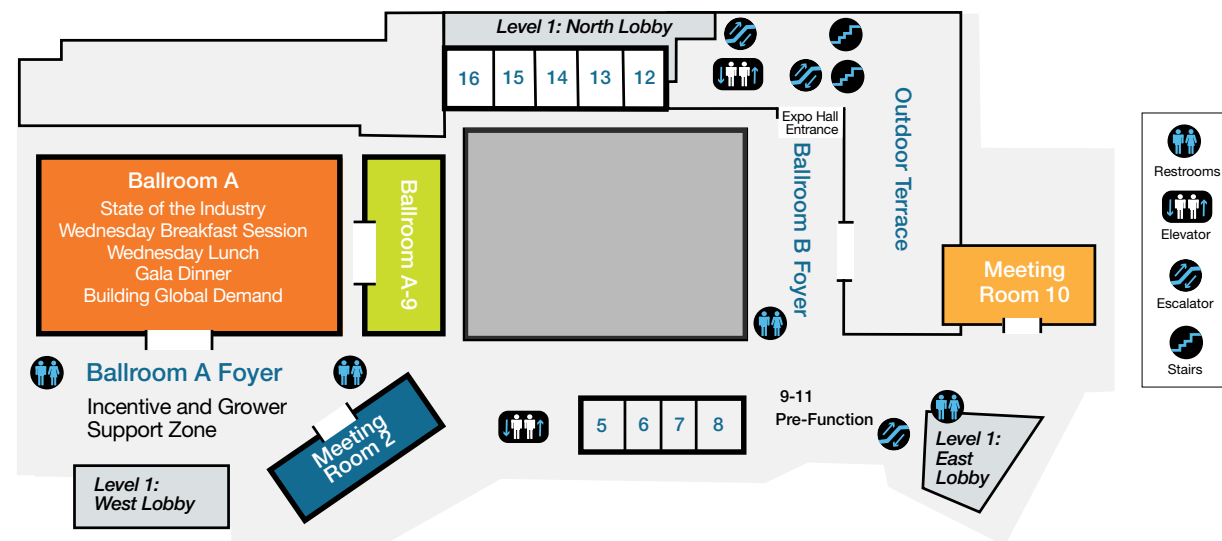


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Almond Stage Presentations

Tuesday | December 5



Sorting Platforms of the Future: Engaging Software Upgrades for Continuous Improvement of Optical Sorting Platforms

5:30–5:50 p.m.

Brendan O’Donnell, Global Category Director - Nuts & Dried Fruits, TOMRA Food

Optical sorters contain the highest level of technology and processing power of any other equipment in an almond processing plant. The processing power in many of these machines is capable of inspecting, classifying, and accepting or rejecting thousands of almonds per second. In this session, we will learn how upgrades to software can add new features to existing machines, improve resolutions and performance, and pull additional efficiencies from sorters that are already operating in your plant.

Wednesday | December 6



Borrell USA: Proving How Design and Technology Lead to Greater Efficiency and Yield

9:40–10:00 a.m.

Charles Boddy, Sales Manager, Borrell

Find out how our designs and our technology result in increased efficiency in all the different almond processes: pre-cleaning, hulling, shelling, mechanical sorting (separators, smart sorter), value added and blanching. Explaining the criteria behind the designs and the excellent results obtained in terms of quality and reduced consumption—of electricity and other energy (gas, steam) as well as water—all of huge importance in today’s environment.



Deep AI: The Game Changer

10:00–10:30 a.m.

Oscar Sandoval, Regional Manager, AMVT

Want to learn the endless possibilities of utilizing deep artificial intelligence in sorting? Come join us for an explanation of how we have managed to utilize deep artificial intelligence in optical sorters to target those hard defects and foreign materials not thought possible before.



Improving Operations and Profitability by Connecting the Dots

1:10–1:30 p.m.

Raf Peeters, CEO, Qcify

Come and witness how Qcify’s new suite of patented machines and sensors enable real-time data analytics and process control resulting in better decision making as well as improved operational performance and profitability. Especially in years of low almond and commodity prices, increasing efficiency and reducing operating costs will set up your operation for the future. It’s all about “Connecting the Dots.”



Overcoming Barriers to Adoption for Continuous Fertigation

1:40–2:00 p.m.

Devin Clarke, Agronomy Solutions Manager, Yara North America

Addressing the challenges and opportunities of continuous fertigation management for improvements in crop nutrition management, ecosystem services, and grower prosperity.

Thursday | December 7



Almond Leadership Program Special Project Presentation

10:40–11:00 a.m. | Program Participant

Join us for the award-winning Almond Leadership Program Special Project presentation, selected by the participants and mentors of the program. Visit the Almond Board booth for presentation topic and presenter.



CEU Information

CEU Instructions: How to Receive Credit

Via attendance table – located outside of the session room

1. **A staff member will be present** at the attendance table outside of each session room to help assist participants with the process.
2. **Attendees will check in** before the session starts by filling out the sign-in sheet and scantron if applicable.
3. **Attendees will fill out** the scantrons with required information and leave them at the CEU table in front of the session room.
4. **Attendees will provide** name, email address, license type and number, and credit type that they wish to receive.
5. **Attendees must check out** at the end of the session on the sign-in sheet. Certificates of attendance are only available after the session and only provided to attendees leaving the room at the end of the applicable session.

Monitoring

One to two ABC staff members will be present at each session for monitoring attendance. Staff will monitor any attendees who leave at any point during session. They will remind these attendees of their credit being denied and won't allow them to check out at the end of the session.

Certificates

- **Attendance information will be tracked** and compiled after the sessions.
- **Course Completion Certificates will only be provided** to attendees that were present for the entire duration of each session.
- **Course Completion Certificates will be available** at the end of the sessions on the CEU table outside the session room.
- **No partial credits** will be offered.



Time/Location	Session	DPR Credit/Unit	CCA Credit/Unit	CDFA-Irrigation and Nitrogen Management (INMP) Credit/Unit
Tuesday December 5				
10:30–11:45 a.m. Ballroom A-9	Pollinators: Update on Endangered Species Protection and Grower Opportunities	1 Hour Other	1 Hour Integrated Pest Management	
10:30–11:45 a.m. Meeting Room 10	Plant Bug Issues This Year and Beyond and Available Management Tools	1 Hour Other	1 Hour Sustainability	
12:30–1:45 p.m. Ballroom A-9	Developing a Disease Management Strategy When Prices Are Low	1 Hour Other	1 Hour Crop Management	
Wednesday December 6				
10:30–11:30 a.m. Meeting Room 2	A Year-Long Management Strategy for Navel Orangeworm	1 Hour Other	1 Hour Integrated Pest Management	
2:45–4:00 p.m. Ballroom A-9	Automation—A Key to Precision Irrigation Management		1 Hour Precision Ag	1 Hour Irrigation Management
2:45–4:00 p.m. Meeting Room 10	Pesticides and Pest Management: From the Orchard to the Table	.5 Hour Laws and Regulations .5 Hour Other		
Thursday December 7				
11:30 a.m.–1:00 p.m. Meeting Room 10	Test Prep: Private Applicator Certificate (aka the brown card)	* Applied - Pending Approval		

*Above are credits applied for. Please check the CEU kiosk for hours granted.

Tuesday Conference Agenda

DECEMBER 5

Almond Conference Expo: 1:00–6:00 p.m.

Sessions: 10:30 a.m.–3:30 p.m.

Food Truck Village: 11:00 a.m.–2:00 p.m.

Registration Hours: 8:00 a.m.–6:00 p.m.

Food Safety Hot Topics: Aflatoxin Factors and MOSH/MOAH

10:30–11:45 a.m.

Meeting Room 2

Pollinators: Update on Endangered Species Protection and Grower Opportunities

10:30–11:45 a.m.

Ballroom A-9

Plant Bug Issues This Year and Beyond and Available Management Tools

10:30–11:45 a.m.

Meeting Room 10

Food Truck Village

11:00 a.m.–2:00 p.m.

West Lobby Plaza

Feed More Hulls to Cattle and Poultry

12:30–1:45 p.m.

Meeting Room 2

Developing a Disease Management Strategy When Prices Are Low

12:30–1:45 p.m.

Ballroom A-9

Coffee Break

1:00–2:00 p.m.

Ballroom A Foyer

Sponsored by TriCal Group



State of the Industry

2:00–3:30 p.m.

Ballroom A

Dedicated Trade Show Time and Opening Reception

3:30–6:00 p.m.

Almond Conference Expo

Sponsored by Alzchem LLC

Dormex & Sitofex



Food and
Beverage



Refreshments

Tuesday Session Descriptions

Connecting the Dots
2023

Food Safety Hot Topics: Aflatoxin Factors and MOSH/MOAH

10:30–11:45 a.m.

Meeting Room 2

Moderator: Brian Dunning (ShoEi Foods)

Speakers: Dawit Gizachew (Purdue University), Tim Birmingham (ABC), Guangwei Huang (ABC)

This session covers the latest research findings on factors impacting aflatoxin contamination and prevention and will detail the survey results about mineral oil prevalence in almonds.

Pollinators: Update on Endangered Species Protection and Grower Opportunities

10:30–11:45 a.m.

Ballroom A-9

Moderator: Josette Lewis (ABC)

Speakers: Josette Lewis (ABC), Aubrey Bettencourt (Almond Alliance), Laurie Davies Adams (Pollinator Partnership)

Adding pollinator habitat in and around orchards can add value to your operation. Learn about cost-sharing opportunities and how the Almond Board of California and the Almond Alliance are working to protect growers in the face of state and federal endangered species decisions.

Plant Bug Issues This Year and Beyond and Available Management Tools

10:30–11:45 a.m.

Meeting Room 10

Moderator: Lauren Fann (ABC)

Speakers: Mel Machado (Blue Diamond Growers), Kent Daane (UC Berkeley), Mateo Marquez (Integral Ag.)

Learn more about the rising concern of leaffooted bugs and stink bugs causing feeding damage and about the research that has been conducted to help manage these pests.

Food Truck Village

11:00 a.m.–2:00 p.m.

West Lobby Plaza

Feed More Hulls to Cattle and Poultry

12:30–1:45 p.m.

Meeting Room 2

Moderator: Guangwei Huang (ABC)

Speakers: Pratima Acharya Adhikari (MSU), Katie Swanson (UC Davis), Ruihong Zhang (UC Davis), Keith Schneller (ABC)

Come learn about the latest research findings on using hulls as a feed supplement for cattle and chickens and as a potential solution for reducing enteric methane in livestock. The session also offers an update on hull access to the China feed market.

Developing a Disease Management Strategy When Prices Are Low

12:30–1:45 p.m.

Ballroom A-9

Moderator: Lauren Fann (ABC)

Speakers: Wes Asai (Pomology Consulting), Themis Michailides (UC ANR), Jim Adaskaveg (UC Riverside)

This session will focus on techniques to develop a disease management plan when the return on investment is low, including finding the best ways to prevent disease from occurring and what you can do to manage disease problems.

Coffee Break

1:00–2:00 p.m.

Ballroom A Foyer

Sponsored by TriCal Group



State of the Industry

2:00–3:30 p.m.

Ballroom A

Speakers: Alexi Rodriguez (ABC Board of Directors Chair), Clarice Turner (ABC), Richard Waycott (ABC)

The California almond industry continues to face unprecedented challenges. During the annual State of the Industry session, you will get a full picture of the current global, agricultural and almond industry economics and trends. Almond Board Chair Alexi Rodriguez, new CEO Clarice Turner and outgoing CEO Richard Waycott, along with other experts, will address learnings from this year and review aggressive new initiatives to drive global demand in the face of changing economic forces and consumer behavior, and they will detail recent strides in production and human nutrition.

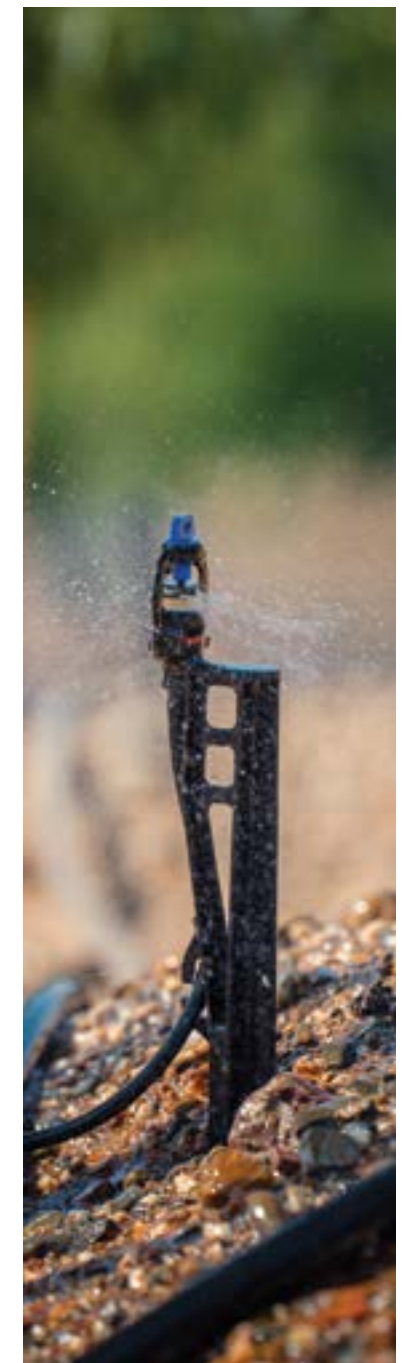
Dedicated Trade Show Time and Opening Reception

3:30–6:00 p.m.

Almond Conference Expo

Sponsored by Alzchem LLC

Dormex & Sitofex



Wednesday Conference Agenda

DECEMBER 6

Almond Conference Expo: 9:00 a.m.–4:00 p.m.
 Sessions: 8:00 a.m.–4:00 p.m.
 Food Truck Village: 11:00 a.m.–2:00 p.m.
 Registration Hours: 7:00 a.m.–4:00 p.m.

 **Grower Breakfast Session: Understanding Funding Opportunities**

8:00–9:30 a.m.
 Ballroom A
 Sponsored by Farm Credit



Dedicated Trade Show Time

9:30–10:30 a.m.
 Almond Conference Expo

 **Researcher Meet and Greet Coffee Hour**

9:30–10:30 a.m.
 Poster Session in the Almond Conference Expo

A Year-Long Management Strategy for Navel Orangeworm

10:30–11:30 a.m.
 Meeting Room 2

Optimizing Critical Orchard Practices: Research on Avoiding Pruning, Increasing Fertigation Efficiency and Fine Tuning Orchard Configuration

10:30–11:30 a.m.
 Ballroom A-9

Our Global Trade Report Card: How Are Almonds Doing?

10:30–11:30 a.m.
 Meeting Room 10

 **Food Truck Village**

11:00 a.m.–2:00 p.m.
 West Lobby Plaza

 **Lunch**

11:30 a.m.–1:00 p.m.
 Ballroom A
 Sponsored by Yosemite Farm Credit



Dedicated Trade Show Time

1:00–2:30 p.m.
 Almond Conference Expo

Researcher Meet and Greet

1:00–2:30 p.m.
 Poster Session in the Almond Conference Expo

Regenerative, Climate Smart, Organic: What These Mean for Growers and How They Can Add Value

2:45–4:00 p.m.
 Meeting Room 2

Automation—A Key to Precision Irrigation Management

2:45–4:00 p.m.
 Ballroom A-9

Pesticides and Pest Management: From the Orchard to the Table

2:45–4:00 p.m.
 Meeting Room 10

 **Gala Cocktail Hour**

6:00–7:00 p.m.
 Ballroom A Foyer

 **Gala Dinner**

7:00–9:00 p.m.
 Ballroom A



Wednesday Session Descriptions

Connecting the Dots
 2023

 **Grower Breakfast Session: Understanding Funding Opportunities**

8:00–9:30 a.m.
 Ballroom A

Moderator: Jesse Roseman (ABC)
Speakers: Kelli Evans (Evans Farming), Caddie Bergren (UC ANR), Roger Isom (Western Agricultural Processors Association), Aaron Fukuda (Tulare Irrigation District), Johnnie Siliznoff (NRCS)

Technical assistance and grants can aid on-farm efficiency and financial resiliency for almond growers, particularly during difficult economic times. Alongside this year's upgraded Incentive and Grower Support Zone outside Ballroom A, this year's Grower Breakfast will provide more information on grants and incentives, directly from experts. The panel will share insights related to selecting appropriate grants and completing applications and will be open to audience questions.

**Anyone may attend this session. However, if you would like to add on breakfast, visit an Onsite Registration kiosk to see if tickets are still available.*

Sponsored by Farm Credit



Dedicated Trade Show Time

9:30–10:30 a.m.
 Almond Conference Expo

 **Researcher Meet and Greet**

9:30–10:30 a.m.
 Poster Session in the Almond Conference Expo

A Year-Long Management Strategy for Navel Orangeworm

10:30–11:30 a.m.
 Meeting Room 2

Moderator: Lauren Fann (ABC)
Speakers: Justin Nay (Integral Ag.), Joel Siegel (USDA), Mel Machado (Blue Diamond Growers), Tim Birmingham (ABC)

The navel orangeworm continues to be the number one pest in the almond industry. This session will look at managing NOW with a year-long approach to help reduce populations in the orchard.

Optimizing Critical Orchard Practices: Research on Avoiding Pruning, Increasing Fertigation Efficiency and Fine Tuning Orchard Configuration

10:30–11:30 a.m.
 Ballroom A-9

Moderator: Sebastian Saa (ABC)
Speakers: Roger Duncan (UC ANR), Brian Bailey (UC Davis), Patrick Brown (UC Davis), Thomas Harter (UC Davis), Franz Niederholzer (UC Davis)


Come learn about the range of the Almond Board of California's cutting-edge production research, including research about the impacts of orchard configuration on yield and pruning costs, a comparison of continuous and episodic fertigation benefits and an analysis of productivity in organic versus conventional almond orchards. Experts will offer valuable insights into these research projects and more.

Our Global Trade Report Card: How Are Almonds Doing?

10:30–11:30 a.m.
 Meeting Room 10

Moderator: Julie Adams (ABC)
Speakers: Jonathan Hoff (Monte Vista Farming), Keith Schneller (ABC), Timothy Harrison (Intersnack)

Growing demand for almonds starts with minimizing obstacles—whether it's tariffs or technical issues. Come hear what the Almond Board of California has been doing to keep shipments flowing.

 **Food Truck Village**

11:00 a.m.–2:00 p.m.
 West Lobby Plaza

 **Lunch***

11:30 a.m.–1:00 p.m.

Ballroom A
Moderator: Murielle Kim (ABC)
Speaker: Kirsty Kim (HBAF Company, South Korea)

HBAF is a true phenomenon in Asia and around the globe. The company launched its now hugely popular honey butter almond brand in South Korea nearly a decade ago during a craze for honey butter products, subsequently expanding to become a major influence in Asia, so much so that HBAF is a tourist favorite as both a treat and a souvenir for visitors to Korea. The now-global business is built on creativity, innovation, a keen eye for opportunities and a winning combination of taste, branding and packaging design. Come hear the story of an almond company's journey whose products quickly rose to become one of *Saveur Magazine's* Top 100 Favorites from the World of Food.

**Visit an Onsite Registration kiosk to see if tickets are still available.*

Sponsored by Yosemite Farm Credit



Dedicated Trade Show Time

1:00–2:30 p.m.
 Almond Conference Expo

Researcher Meet and Greet

1:00–2:30 p.m.
 Poster Session in the Almond Conference Expo

Continued on page 11



Wednesday Session Descriptions

Regenerative, Climate Smart, Organic: What These Mean for Growers and How They Can Add Value

2:45–4:00 p.m.

Meeting Room 2

Moderator: Josette Lewis (ABC)

Speakers: Amelie Gaudin (UC Davis), Tanya Gemperle-Goncalves (Gemperle Family Farms), Zac Ellis (ofi), Joe Gardiner (Treehouse California Almonds)

Learn about the research into the benefits of regenerative, climate smart and organic farming practices, hear from growers and learn about the resources available to help growers try new practices.

Automation—A Key to Precision Irrigation Management

2:45–4:00 p.m.

Ballroom A-9

Moderators: Tom Devol (ABC), Sebastian Saa (ABC)

Speakers: Sebastian Saa (ABC), Andrew McElrone (USDA ARS), James Nichols (HotSpot Ag), Jacob Christfort (Ranch Systems), Andres Olivos (OLIVOS Irrigation), Guillermo Valenzuela (Wiseconn)

Discover the power of irrigation automation to enhance water and nutrient efficiency. The session begins with an irrigation research portfolio overview and insights into the T-Rex project addressing optimal irrigation needs, followed by a panel of top industry experts discussing how to execute successful automation projects, from basic to complex.

Pesticides and Pest Management: From the Orchard to the Table

2:45–4:00 p.m.

Meeting Room 10

Moderator: Gabriele Ludwig (ABC)

Speakers: Karen Morrison (California Dept. of Pesticide Regulation), Alinne Oliveira (Bryant Christie Inc.), Ian Darling (Monte Vista Farming)

This session will explore how growers' pest management decisions in the orchard are being impacted by regulations and reputation at the state, federal and global level.

Gala Cocktail Hour

6:00–7:00 p.m.

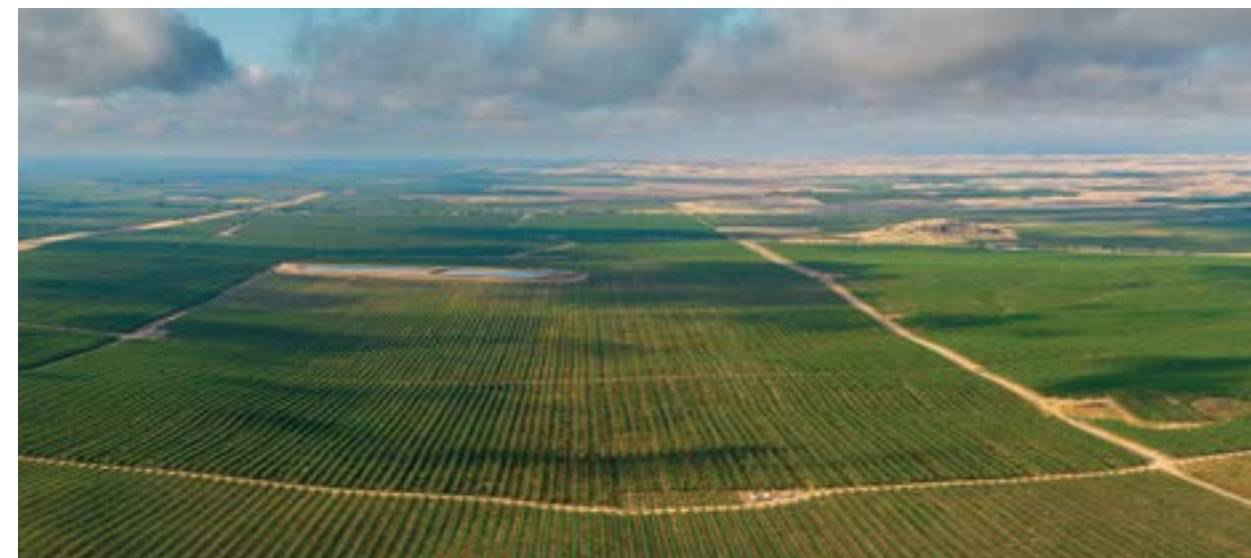
Ballroom A Foyer

Gala Dinner

7:00–9:00 p.m.

Ballroom A

The Almond Conference annual gala returns on Wednesday night. We'll enjoy a combination of industry fellowship, sumptuous dining and local music, beginning with a cocktail hour. After dinner we'll recognize the annual Almond Achievement Award winners, and we'll also celebrate and say goodbye to Richard Waycott, who is leaving the Almond Board of California after 21 years of service to the almond industry and all his industry friends. Enjoy this evening of food, friendship, music and festivities before heading out for this year's unofficial celebrations.



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LISTEN TO THE ALMOND JOURNEY PODCAST!

Brought to you by the Almond Board, this podcast explores how industry members are making things work on their operations to drive the industry forward. Find it now wherever you get your podcasts.

Thursday Conference Agenda

DECEMBER 7

Almond Conference Expo: 9:00 a.m.–12:00 p.m.
 Sessions: 8:00 a.m.–1:00 p.m.
 Food Truck Village: 10:30 a.m.–1:30 p.m.
 Registration Hours: 7:00 a.m.–12:00 p.m.

 **Coffee Break**
 7:30–8:30 a.m.
 Ballroom A Foyer
Sponsored by Satake



Building Global Demand for California Almonds
 8:00–9:15 a.m.
 Ballroom A

Adapting Management Practices in Challenging Times: Exploring the Pros and Cons
 9:30–10:30 a.m.
 Ballroom A-9

Farming Forward: Policy & Political Trends and American Almonds from State and Federal Perspectives
 9:30–10:30 a.m.
 Meeting Room 10



Dedicated Trade Show Time
 10:30–11:30 a.m.
 Almond Conference Expo

 **Food Truck Village**
 10:30 a.m.–1:30 p.m.
 West Lobby Plaza


Value Added Almond Co-Products: Food, Fiber and Energy
 11:30 a.m.–1:00 p.m.
 Meeting Room 2

Replanting an Almond Orchard in Today's Financially Challenging World
 11:30 a.m.–1:00 p.m.
 Ballroom A-9

Test Prep: Private Applicator Certificate (aka the brown card)
 11:30 a.m.–1:00 p.m.
 Meeting Room 10

Thursday Session Descriptions



 **Coffee Break**
 7:30–8:30 a.m.
 Ballroom A Foyer
Sponsored by Satake



Building Global Demand for California Almonds
 8:00–9:15 a.m.
 Ballroom A

Speakers: Emily Fleischmann (ABC)
 Mickey Citarella (SRG)
 Elena Hemler (ABC)
 Danielle Veenstra (ABC)
 Laura Morin (ABC)
 Sudarshan Mazumdar (ABC)
 Dariela Roffe-Rackind (ABC)
 Kathryn Martino (ABC)

The No. 1 priority of the Almond Board is building worldwide demand for California almonds. In fact, 80% of Almond Board funding goes to driving global demand. In this general session for all attendees, you'll hear about the current macro trends that are impacting consumer purchase decisions and specific examples of how the Almond Board is driving demand now and into the future. And attendees will have a chance to win a signed football from ABC spokesperson Deion "Coach Prime" Sanders.

Adapting Management Practices in Challenging Times: Exploring the Pros and Cons
 9:30–10:30 a.m.
 Ballroom A-9

Moderator: Sebastian Saa (ABC)

Speakers: Garrett Bowman (Bowman Orchards), Brandon Rebiero (Gold Leaf Farming), Franz Niederholzer (UC ANR)


Delve into the possibilities of adapting your strategic management during challenging times. You'll get insights from experts in irrigation, pest control and harvest operations, and they'll detail outcomes and pitfalls of shifting management practices and offer a collective outlook on orchard management.

Farming Forward: Policy & Political Trends and American Almonds from State and Federal Perspectives
 9:30–10:30 a.m.
 Meeting Room 10

Speaker: Aubrey Bettencourt (Almond Alliance)

Join the Almond Alliance for an in-depth analysis of the legislative and political environment and its direct influence on the almond industry. Explore the distinct viewpoints of state and federal representatives, and gain valuable insights into what's coming and how the almond industry and community are positioning for the future.

Dedicated Trade Show Time
 10:30–11:30 a.m.
 Almond Conference Expo

 **Food Truck Village**
 10:30 a.m.–1:30 p.m.
 West Lobby Plaza

Value Added Almond Co-Products: Food, Fiber and Energy
 11:30 a.m.–1:00 p.m.
 Meeting Room 2

Moderator: Josette Lewis (ABC)

Speakers: Jordan Solomon (Ecostrat), Taylor Heisley-Cook (The Hurd Co.), Paul Kephart (NutJobs), Roland Laux (Re-Nut)

Hear from companies innovating new products and value from almond hulls, shells and woody biomass, including upcycled foods, clothing fibers and attracting investment in manufacturing and bioenergy in the Central Valley.

Replanting an Almond Orchard in Today's Financially Challenging World
 11:30 a.m.–1:00 p.m.
 Ballroom A-9

Moderator: Sebastian Saa (ABC)

Speakers: Brent Holtz (UC ANR), Matt Cox (Capay Farms), Greg Browne (USDA ARS), Roger Duncan (UC ANR)

Explore the intricate process of replanting an almond orchard in a financially challenging environment. Gain insights into holistic approaches with information about whole orchard recycling and fundamental planting techniques. Learn about orchard infrastructure considerations and alternatives to soil fumigation and about valuable new rootstock resources.

Test Prep: Private Applicator Certificate (aka the brown card)
 11:30 a.m.–1:00 p.m.
 Meeting Room 10

Speaker: Anna Genasci (Stanislaus County Farm Bureau)

Beginning in January 2024, all private applicators will need to retake the new exam. This useful test prep session will cover why things are changing and will review key topics to help growers successfully pass.





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THE VOICE OF AMERICAN ALMONDS



ALMOND ALLIANCE

The Almond Alliance is the leading authority in state and national policy, championing American almond farmers, industry, and community for the continued global growth, innovation, and success of American almonds and agriculture. The Alliance is dedicated to providing resources and solutions for our members, ensuring industry success and growth opportunities.

- ✓ Actively supports legislation that advances the American Almond industry
- ✓ AA represents the Almond community in policy, politics, and regulatory affairs
- ✓ Provides Membership Resources

ALMOND POLITICAL ACTION COMMITTEE

Created by the Almond Alliance in 2014, the California Almond Industry Political Action Committee (Almond PAC) protects our industry and promotes shared interests within the community. The Almond PAC capitalizes on individual contributions and collectively distributes them strategically to key candidates for Congressional and California statewide elections.

- ✓ State & Federal Political Contributions

ALMOND ALLIANCE FOUNDATION

By focusing on education and philanthropy, the foundation plays a crucial role in ensuring that farmers and their communities have the resources and knowledge they need to blossom.

- ✓ Education
- ✓ Philanthropy
- ✓ Policymaker/Industry Tours
- ✓ State & Federal Programs



POLLINATOR ALLIANCE

An Almond Alliance Initiative, Pollinator Alliance is a hub for California almond growers, providing resources and programs that protect, nurture, and promote our symbiotic relationship with pollinators. In partnership with Great Valley Seed, Pollinator Alliance is developing native plant and seed supplies. For more information about the program, visit PollinatorAlliance.Farm.

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VISIT THE INCENTIVE AND GROWER SUPPORT ZONE!

The *Incentive and Grower Support Zone* is returning to The Almond Conference! This is **THE** place to learn about government incentives and other forms of support. Many of these incentive programs began as research projects with funding from the Almond Board of California with proven agronomic benefits.

Grower incentives, through federal, state and local programs, provide funding for adoption of many practices of interest to almond growers. New this year is the inclusion of Resource Conservation Districts, many of which have received block grants to fund growers.

Examples of available funding include:

- More efficient irrigation, distribution uniformity testing and nutrient management systems
- Groundwater recharge
- Cleaner on-farm equipment
- Low-dust harvesters
- Habitat projects including pollinator hedges
- Navel orangeworm mating disruption and integrated pest management
- Planning grants and many other practices

Located on
Level 2 in the
Ballroom A Foyer

The tables with agency staff and program materials are located on Level 2 in the Ballroom A Foyer, right off the top of the escalators.

Just keep an eye out and you can't miss it.

Complementing the Incentive Zone this year, the Grower Breakfast session will focus on Understanding Funding Opportunities, with expert speakers covering the range of incentive and grant opportunities. Don't miss this session on Wednesday, Dec. 6 at 8:00 a.m. in Ballroom A.



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Helping you connect the dots!

Visit the Almond Board's Booth for your Industry Resources

Booth #1018

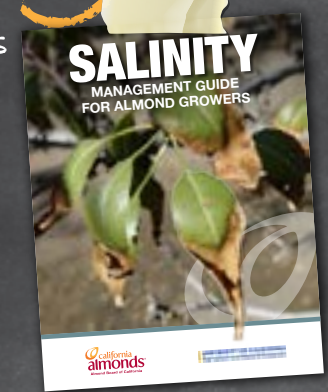
DEFENSIVE PLAYS

- NEW LOOK!** Pest ID
- Weed ID
- Disease + Deficiency ID
- Spray Drift Poster
- Irrigation Checklist



OFFENSIVE PLAYS

- WOR Guide
- Salinity Guide **NEW!**
- Cover Crops BMPs
- Recharge Guide
- Nitrogen BMPs
- Honey Bee BMPs
- Rootstock Guide
- Irrigation Resources



GUIDE TO CALIFORNIA ALMONDS

VARIETIES AND SIZES*

ALMOND PRODUCTION BY COUNTY

ALMOND VARIETIES

USDA GRADING PARAMETERS

USDA GRADES

FORMS

FLOURS

SCOPED

COOED

BUTTER OR PASTE

MEAL OR FLOUR

OIL

FRONT OFFICE

- Research Update
- Almanac
- Fast Facts
- Almond Poster
- Tech Kit **NEW!**



Almond Leadership PROGRAM

Congratulations to the 2023

Almond Leadership Program Graduates



- Alana Ambrosino, Ripon Manufacturing Company
- James Broaddus, BASF US Crop Agricultural Solutions
- Destiny Camden, BeeHero
- Chris Chavez, ofi
- Megan Chicoine, Manulife Investment Management
- Lincoln Denlinger, Salida Ag Chem
- Lauren Dutra, Ceres Imaging
- Brian Ganyo, Bayer Crop Science
- Robert Gray, Burchell Nursery
- Darryl Hadlich, Wiseconn
- Thomas Martin, Trécé Inc.
- Erick Mendonca, Miller Chemical
- Vance Millwee, Treehouse California Almonds, LLC
- Mitchell Moreda, RPAC, LLC
- Diane Power, Century 21
- Matthew Reamer, AgReserves, Inc.
- Tylor Wilbourn, Beekeeper

Visit this year's class members during the Wednesday Poster Session to hear about their special projects.



Apply today for the 2024 Almond Leadership Program

THINK YOU HAVE WHAT IT TAKES TO BE A LEADER IN THE CALIFORNIA ALMOND INDUSTRY?

Applications for the 2024 Almond Leadership Program are due by 11:59 p.m. Friday, December 8, 2023.

Please visit Almonds.com/AlmondLeadershipProgram to learn more about this program and view the application.

California FFA Foundation

Supporting Our Future Leaders



The 2023 Almond Leadership Program participants have already raised more than \$20,000 for the California FFA Foundation through fundraisers and special events! Help us build upon this amount and continue to fund scholarships for high school students planning to attend college with an ag-related major.

Don't Miss the FFA Silent Auction

The silent auction is open in the Almond Conference Expo during the following days:

Tuesday: 1:00–6:00 p.m.

Wednesday: 9:00 a.m.–3:00 p.m.

The auction will close out at 3 p.m. on Wednesday. Winners need not be present. If you are not present, FFA staff will contact you to collect payment and item delivery.



EMERALD



The Almond Conference

Special thanks to the 2023 Emerald Sponsor, Qcify, who is graciously matching silent auction proceeds raised, up to \$10,000.

A Special Thanks

to the following FFA Chapters for assisting at The Almond Conference: Liberty Ranch FFA, Madera FFA and Turlock FFA

Poster Session Location + Map

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<i>Weed Research and Extension</i> |
| 2 HORT22-Shackel
<i>Irrigation Management Using Sensors</i> | 30-33 HORT66-Brown
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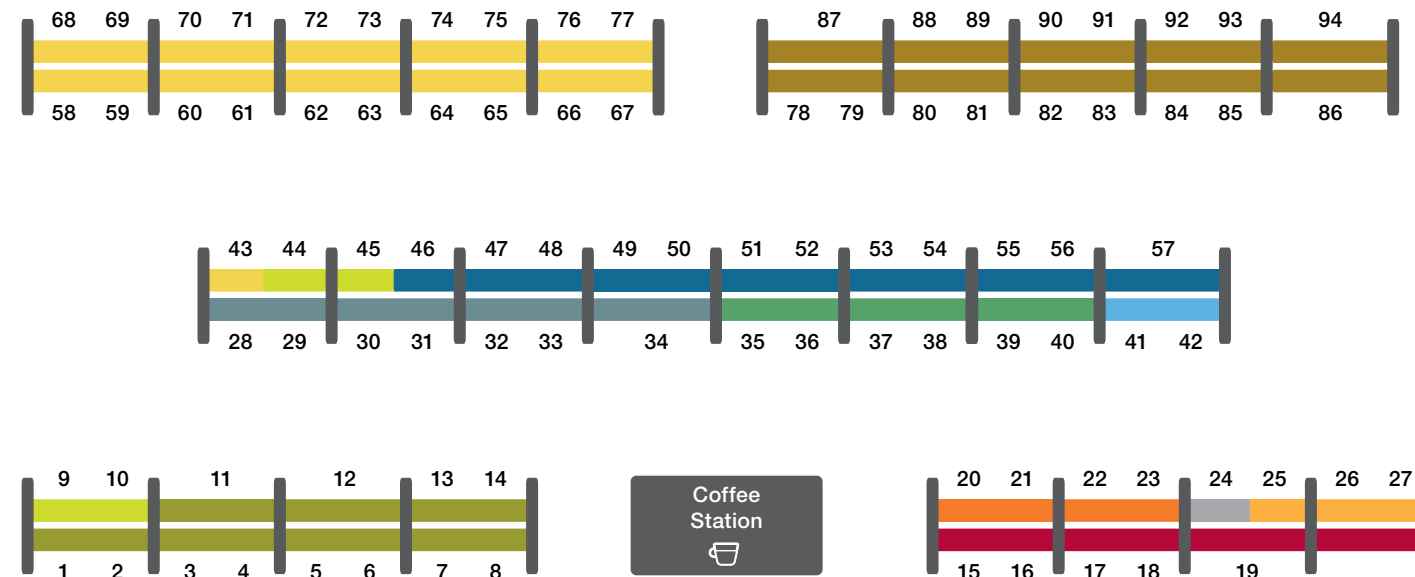
Researcher Meet and Greet Coffee Hour

Wednesday, December 6
9:30-10:30 a.m.
(coffee hour)
1:00-2:30 p.m.

Stay up to date with the latest Almond Board-funded research projects. Research posters will be on display in the Almond Conference Expo during exhibit hours. Make sure you stop by during Wednesday's designated Poster Session times to meet with researchers.

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*2023 Almond Leadership Program Participant



Poster Topics Key

- | | | | |
|--------------------------------|-----------------|----------------------------------|--------------------|
| ■ Almond Leadership Program | ■ Breeding | ■ Irrigation | ■ Pests & Diseases |
| ■ Almond Quality & Food Safety | ■ Environmental | ■ Orchard Configuration & Growth | ■ Pollination |
| ■ Biomass | ■ Harvest | ■ Partnerships | ■ Soil Health |

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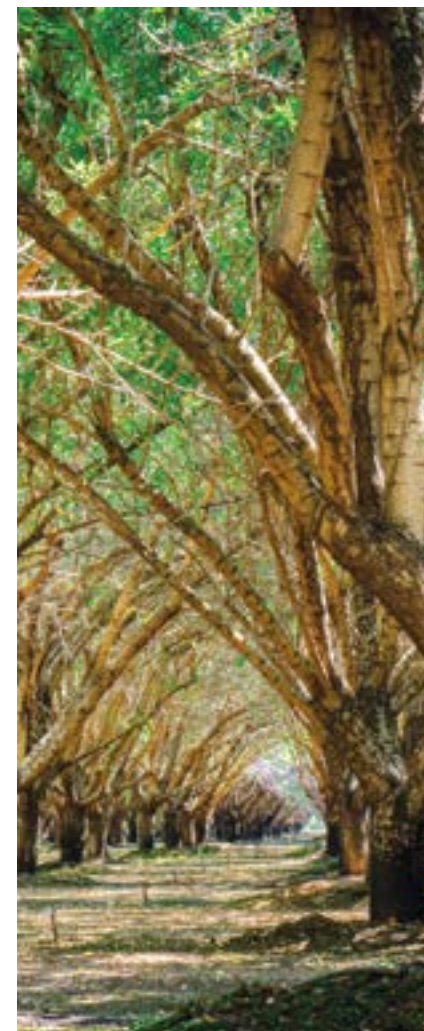
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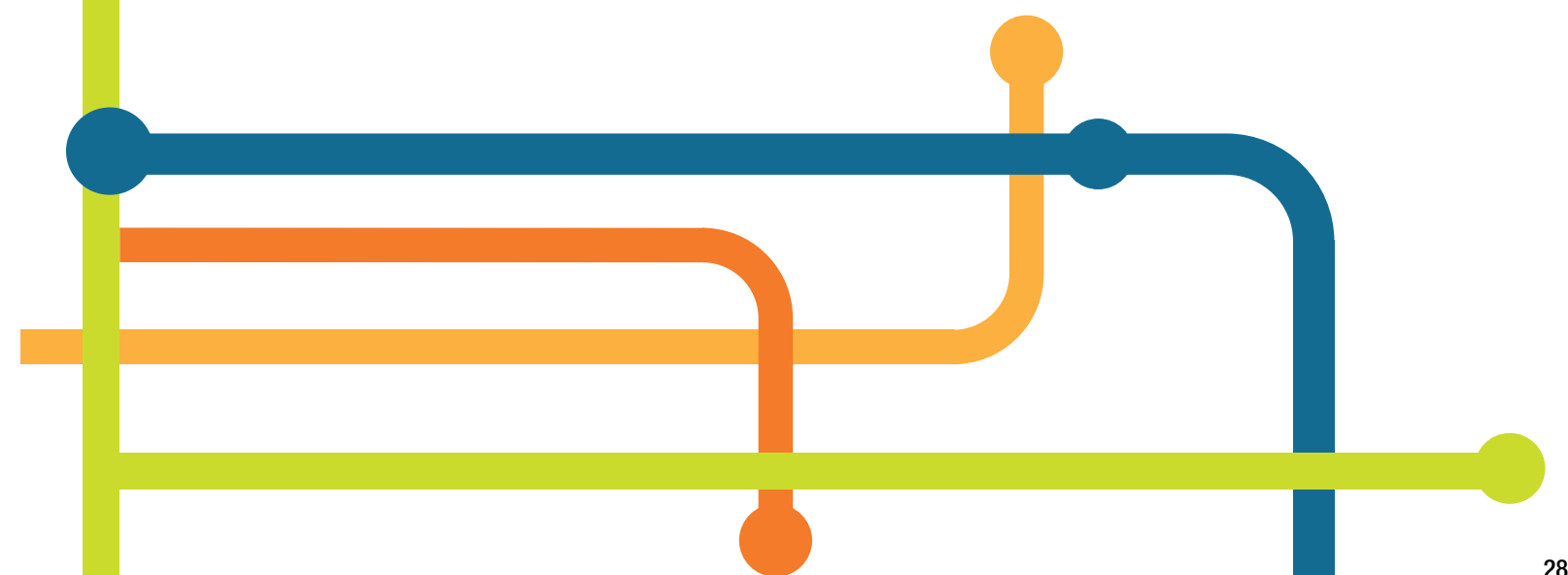
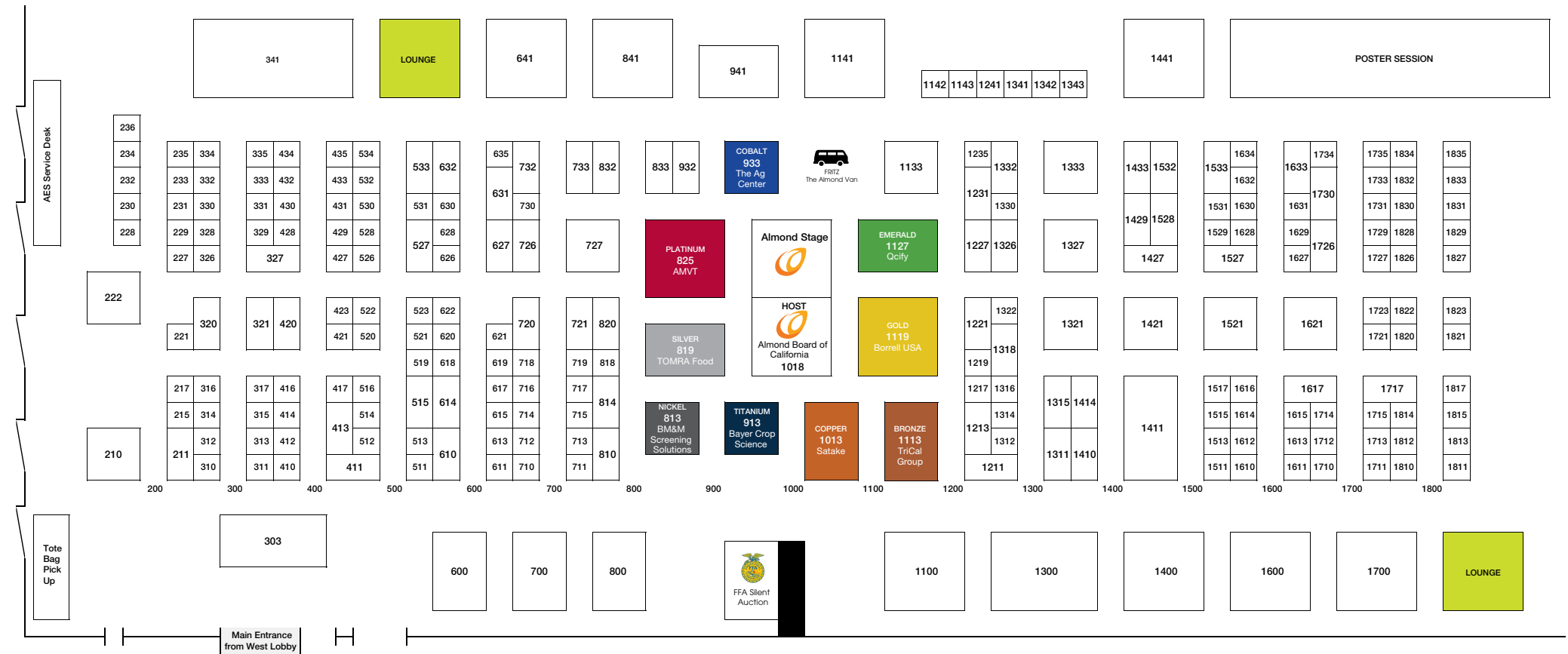
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Michelson Laboratories, Inc.	412	Strategic Ag Solutions	1611		
Miller Chemical and Fertilizer, LLC	631	SummitAgro-USA	333		
Mitchell Insurance Services	330	Suterra	814		
Napasol North America	719	SWAN Systems	512		
National Nut Grower	617	T.G. Schmeiser Co., Inc.	432		
Netafim	516	Teleos Ag Solutions	1631		
NETZSCH Premier Technologies, LLC	527	TEP, Inc	1211		
NewGen Energy	932	Thomas Manufacturing Company LLC	217		
Novozymes BioAg	721	TOL Incorporated	1300		
The Nursery Company	1521	TOMRA FOOD	819		
Onset - HOB0 Data Loggers	1517	Trécé Inc.	1221		
Optimum Sorting & MPA Solutions	1327	TRICAL GROUP	1113		
Orchard Machinery Corporation	1600	True Organic Products Inc	1513		
Orchard-Rite / Pacific Distributing Inc.	1100	Tule, a part of CropX	1827		
Oxy-Low B.V.	328	Turlock Walnut Company	534		
Papé Machinery Agriculture & Turf	1441	UFP Packaging	733		
Pearl Crop	621	Urschel Laboratories, Inc.	1322		
Pearson Realty	1326	USDA Natural Resources			
Phenix Equipment Inc.	312	Conservation Service (NRCS)	1832		



Almond Conference Expo Map





CONFERENCE HOURS

REGISTRATION HOURS:

Tuesday, December 5
8:00 A.M.–6:00 P.M.

Wednesday, December 6
7:00 A.M.–4:00 P.M.

Thursday, December 7
7:00 A.M.–12:00 P.M.

EXHIBIT HALL HOURS:

Tuesday, December 5
1:00–6:00 P.M.

Wednesday, December 6
9:00 A.M.–4:00 P.M.

Thursday, December 7
9:00 A.M.–12:00 P.M.

SESSION HOURS:

Tuesday, December 5
10:30 A.M.–3:30 P.M.

Wednesday, December 6
8:00 A.M.–4:00 P.M.

Thursday, December 7
8:00 A.M.–1:00 P.M.

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