



Minutes of the American Pecan Council Meeting

Virtual Zoom Meeting
Tuesday, September 30, 2025
10:30 am CT.

Agenda

See Agenda Attached.

Attendees

See Attendee List Attached.

I. CALL TO ORDER

Mr. Larry Don Womack, Chair, called the meeting of the American Pecan Council (Council or APC) to order at 10:30 a.m. CT on September 30, 2025, after notice was properly given to the Council.

II. ROLL CALL

Ms. Garner confirmed that a quorum was present.

III. NEW BUSINESS

ISSUES PERTAINING TO CHINA INVESTIGATION

Ms. Warden presented an overview of China's anti-dumping investigation into pecan imports from the United States and Mexico, undertaken pursuant to WTO procedures. She noted that outcomes may include company-specific dumping margins and industry-wide tariffs.

She noted that the investigation is proceeding on an accelerated schedule, with an October 15th deadline for entities that wish to register and reserve the option to participate. Ms. Warden emphasized that registration does not obligate companies to submit data for the investigation.

Ms. Warden recommended that, while the Council is prohibited from lobbying activities, APC initiate coordination efforts on behalf of the industry and engage qualified U.S. and China-based legal counsel experienced in anti-dumping matters. There was discussion regarding authorizing the Council to allocate up to \$250,000 originally budgeted for China marketing funds to support legal engagement and preliminary strategic planning. She further clarified that companies referenced in China's public announcement were identified through import registration records, not because of any specific allegations. Staff has also communicated with U.S. companies known to have exported to China.

Ms. Varela reported that the United States Department of Agriculture (USDA) has been in communication with the U.S. Department of Commerce to ensure awareness of the matter. She noted that Commerce provided sample materials, drawn from prior cases involving other



commodities, to illustrate the types of information that may be required, as official questionnaires have not yet been released.

Mr. Redding, providing comments for informational purposes, emphasized that the investigation constitutes a legal proceeding under the authority of China's Department of Commerce. He outlined the extensive timelines, procedural requirements, and possible documentation obligations for companies that choose to participate. He underscored the importance of retaining counsel with substantial trade law experience to guide interactions with Commerce, USDA, and potentially USTR.

Ms. Warden reiterated that counsel would enable APC to understand procedural requirements and to assess the potential implications of participation. She further noted that engagement letters for both U.S. and China-based counsel would require USDA and Office of General Counsel approval.

Members discussed the potential costs, the geopolitical environment, and the likelihood of achieving a favorable outcome. Staff clarified that the request was limited to securing preliminary legal guidance and that the initial funding authority could be set at a lower level. Ms. Warden added that minimum engagement costs could begin at approximately \$1,000 for registration-related support.

Members agreed that the committee could reconvene if additional funding authority became necessary.

Following discussion, members concurred that retaining counsel to monitor developments and provide initial strategic guidance was appropriate. Members expressed support for a \$50,000 spending ceiling, which staff noted would allow counsel to initiate work through the October 15th registration deadline and provide an initial assessment of next steps.

Motion:

Mr. Worn motioned to authorize engagement of the attorneys within a \$50,000 limit. The motion was seconded by Mr. Frank Salopek. A roll-call vote was then requested.

Roll-Call Vote:

15 Yes | 0 No | 1 Abstain

Result: Motion passed.

UPDATE ON PROMOTIONAL AND EDUCATIONAL MATERIALS

Ms. Warden reported that, following discussions at the NPSA meeting and with the Grades and Standards Committee, staff developed new sales materials to support industry education regarding the voluntary USDA grades and standards. Industry members expressed interest in



highlighting a 65% halves / 35% pieces specification, which is not currently defined within the voluntary grades. This specification was incorporated into proposed printed sales materials and will be featured in an upcoming issue of the International Nut and Dried Fruit Council magazine. Council members discussed potential market benefits of promoting this specification.

Mr. Stephens made a motion to approve the materials as presented, and the motion was seconded by Mr. Medina. The motion carried unanimously.

IV. ADJOURNMENT

Mr. Wright to adjourn the meeting. The motion was seconded by Mr. Stephens and the motion passed. The meeting was adjourned at 11:05 a.m. Central Time.



AMERICAN PECAN COUNCIL MEETING AGENDA

September 30, 2025
10:30 a.m. Central Time

Virtual Meeting

- I. CALL TO ORDER**
- II. ROLL CALL**
- III. NEW BUSINESS**
 - A. Issues pertaining to China investigation**
- IV. ADJOURNMENT**



Attendee List

Council Members Present:

Justin Jones
Dr. Lenny Wells
Lawton Pearson
Lalo Medina
Randy Stephens
Larry Don Womack
Alexander Wright
Frank Salopek
Josh Bowman
Evo Soria
Jared Miller
Brandon Harrell
Will Easterlin
Erika Hinsberger

Taylor Moses
Brent Brinkley
Molly Willis
Chad Selman
Vada Lucas
Brycen Salopek
Deborah Walden-Ralls
Mark Hendrixson
Jeff Worn
Steve Zaffarano
Jake Montz
Greg Salopek
Mark Hamilton

Due to the vacancy in Central Region Grower Seat 1, Ms. Moses, as an alternate for seat 1, was seated in the Member seat for the duration of the meeting.

Due to the vacancy in Western Region Grower Seat 1, Mr. Brycen Salopek, as the alternate, was seated in the Member seat for the duration of the meeting.

Due to the vacancy in Eastern Region Sheller Seat 1, Mr. Worn, as the designated alternate was seated in the Member seat for the duration of the meeting.

Due to the vacancy in Central Region Sheller Seat 2, Mr. Montz, as the designated alternate was seated in the Member seat for the duration of the meeting.

USDA Attendees:

Jennie Varela, USDA AMS
Kerry Harmon, USDA

Brandon Drummond, APC staff
Emma Garner, APC staff
Kristi Mosquera, APC staff
Bailey Rayfield, APC staff
Gabrielle Teixeira, APPB staff
Carl Sanders, APC staff
Joy Glass, APC staff

APC Staff Present:

Anne Warden, APC staff
Serena Schaffner, APC staff

Additional Attendees:

Bob Redding