



AMERICAN PECAN
COUNCIL

AMERICAN PECAN COUNCIL FULL

COUNCIL

**WEDNESDAY APRIL 22,
2020**

10:00 a.m. Central Time

Zoom Meeting:

<https://zoom.us/j/366736126?pwd=enUwS1JXbzFDdldYakorME96ejZYZz09>

or

Dial In: (346) 248-7799

Meeting ID: 366 736 126

Password: 228782

MINUTES

I. CALL TO ORDER

- A. Chairman Mike ADAMS called the meeting of the General Council to order at 10:04 a.m. The following Council members were in attendance:

REGION	SEAT	MEMBER	ALTERNATE
Eastern Grower	1	X - Buck A. PAULK	Angie ELLIS
Eastern Grower	2	X - Trent MASON	Randy HUDSON
Eastern Grower	3	X - Molly WILLIS	
Eastern Sheller	1	X - Jeff WORN	Adam HARRELL
Eastern Sheller	2	X - Lawrence WILLSON	
Central Grower	1	X - Mike ADAMS	Jennifer IVEY
Central Grower	2	X - Michael L. SPRADLING	Lalo MEDINA
Central Grower	3	X - Billy Scott LANDGRAF	Mike MEDIAN
Central Sheller	1	X - Dan ZEDAN	Steve ZAFFARANO
Central Sheller	2	X - William D. YORK, Jr.	
Western Grower	1	X - Louie J. SALOPEK	Frank SALOPEK
Western Grower	2	X - G.L. STRALEY	Les DAVIET II
Western Grower	3	X - Phillip ARNOLD	John HEULER
Western Sheller	1	X - Bruce CARIS	Deborah RALLS

Western Sheller	2	X - Sonja ROEDER	Blake HOUSTON
Accumulator		X - J.B. EASTERLIN	Chad SELMAN
Public		VACANT	Ron HAYS

STAFF:

Alexander J. OTT	-	American Pecan Council
Jeff SMUTNY	-	American Pecan Council
Emma GARNER	-	American Pecan Council
Julianna KECK	-	American Pecan Council
Deborah BARNETT	-	American Pecan Council
Courtney SMITH	-	American Pecan Council

OVERSIGHT:

Abby CAMPOS	-	USDA/MOAD
Chris NISSEN	-	USDA/MOAD
Tom NALEPA	-	USDA/AMS
Nancy HUBBLE	-	USDA/FAS
Heather PICHELMAN	-	USDA/PED

EAST REGION:

Janice DEES	-	USPGC
Matthew BAILEY	-	Pecan Report
Jeb BARROW	-	NPF
Miley ADAMS	-	GPGA
Paul QURIOS	-	NPF
Samantha MC CLOUD	-	GPGA/Pecan Grower Magazine
Sean CALLANAN	-	Callanan & Callanan
Brad ELLIS	-	USPGC
Bob REDDING	-	NPF
Chuck FREEMAN	-	Grower
Jon KREUGER	-	NPSA
Justin JONES	-	Grower

CENTRAL REGION:

Katherine CLARK	-	Pecan South
Blair KREBS	-	TPGA
Alison MC MILLON	-	Weber Shandwick
Molly MCFERRAN	-	Weber Shandwick
Sarah YAFFE	-	Weber Shandwick
Charles ROHLA	-	Nobel Foundation
Will CULLERS	-	
David GREY	-	
Johnny MARTINEZ	-	Texas Department of Agriculture

Diane TERRELL - NPSA
Larry Don Wallmack - Grower
Mateus FLORES
Jim LUSCOMBE

WEST REGION:

Kourtney CHASE - Grower
Mark HENDERSON - Grower
David SALOPEK - Grower

B. Having received a sufficient number of Council members a quorum was established at 10:19 a.m., Central Time.

C. CHAIRMAN UPDATE & EXECUTIVE DIRECTOR UPDATE

Chairman ADAMS thanked everyone for being on the council call. These are very unique times and appreciated everyone's patience. He also thanked everyone for continuing to work together for the industry.

D. APPROVAL OF PREVIOUS MINUTES

February 18, 2020 meeting minutes were reviewed.

- MOVED by Louie SALOPEK, duly seconded by Scott LANDGRAF and unanimously carried THAT the Minutes of February 18, 2020 be approved. **(MOTION 4-22-2020 #1)**

II. GOVERNANCE COMMITTEE

A. AUDITED FINANCIALS

Each year, the Council's financials are audited. This is a requirement by the US Department of Agriculture. Diane Terrell, a representative from Eide Bailly, reviewed the Financial Statements and Supplementary Information together with an Independent Auditor's Report.

- MOVED by Dan YORK, duly seconded by Trent MASON and unanimously carried THAT the Council approve the 2018-2019 Audited Financials. **(MOTION 4-22-2020 #2)**

B. APPROVAL OF AUDITORS

Each year, the Council must have its financials audited. Eide Bailly conducted the 2016-2017, 2017-2018, and 2018-2019 FY audits. To ensure that the Council's audit is conducted for the 2019-2020 FY, an auditor must be approved by the Council. Because this went out to bid last year, another bid is not required until after the referendum. The recommendation is to approve Eide Bailly for the next fiscal year. Budget for this item will be approved in August.

- MOVED by Trent MASON, duly seconded by Louie SALOPEK and unanimously carried THAT the Council approve Eide Baily for the 2019-2020 FY financial audit. **(MOTION 4-22-2020 #3)**

C. FINANCIALS

The financials were presented by GL STRALEY. Chairman Mike ADAMS wanted to go on record thanking GL STRALEY for all his hard work and time commitment.

- MOVED by Phillip ARNOLD, duly seconded by Dan ZEDAN and unanimously carried THAT the financials be approved as presented. **(MOTION 4-22-2020 #4)**

D. FAIR ACT STUDY

Every five years, a Federal Marketing Order must conduct a study that demonstrates the benefits of the Order. This is a requirement under the Federal

Activities Inventory Reform (FAIR) Act. In order to conduct the study, the American Pecan Council must hire a reputable firm or University to conduct the study.

In order to meet this requirement, the APC will grant authority to the Committee to distribute the Request for Proposal and select a proposal to conduct the study. The costs of the study should not exceed \$50,000. Once the study is completed, the study will be released to the Council and industry.

- MOVED by Phillip ARNOLD, duly seconded by Louie SALOPEK and unanimously carried THAT the Council approve \$50,000 from the 2019-2020 Contingency Fund to conduct the FAIR ACT study as required by the USDA and THAT the Council grant authority to the Governance Committee to select and approve the contractor to conduct the study. **(MOTION 4-22-2020 #5)**

E. ASSESSMENT CONSIDERATION FOR 2020-2021 FY

As you may know, the National Pecan Federation has submitted a proposal to create a Research & Promotion (R&P) Board for the Pecan industry. If successful, the newly created American Pecan Promotion Board (APPB) would conduct marketing and research activities while collecting assessments from both US and foreign producers. As a result of the program, it has been stated that the U.S. industry would not pay any additional assessments to create the program. Specifically, the U.S. industry pays three cents per pound on improved varieties and two cents for native and substandard varieties.

In order to ensure that the industry does not pay more than current assessments, the APC would have to review and approve a lowering in the assessment rate. The Governance Committee will review with the Council a proposal to ensure that the assessment rate will be reduced to ensure that the U.S. industry does not pay more than current rates. Furthermore, the APC has spent an average of 71% of its budget on Marketing and promotion activities over the last two years. Should these activities be moved to the new Research and Promotion program, the remaining APC activities will be covered on a one cent per pound assessment. These activities include: Market Access Program and Emerging Market Activities, grades &

standards, Section 8(e) activities, compliance, industry relations, and data and statistics reporting.

On a side note, the APC will have to adopt a budget in August for the 2020 – 2021 FY. This will assist staff in preparing a budget based on the new assessment rate approved by the Council. Should the R&P program not be ready for an October 1, 2020 start date, the Council will have to determine other actions to bridge the gap in promotion funding or repeal the reduction and wait an additional year to ensure that market programs are funded for the 2020 – 2021FY. Should the Council decide to lower the assessment rate beginning October 1, 2020, then the Council is providing enough time for USDA to review the necessary assessment motion and have it in place prior to the start of the new fiscal year. While at the same time, this action still provides enough time for the Council to review the program and assessment and adjust, if needed, during the August budget approval meeting.

Discussion points included:

Mr. REDDING with NPF discussed what the additional funds would be used for. Specifically, generic promotion and research for pecans. Furthermore, WORN and ADAMS addressed imports. Funds from imported pecans would be collected and how the funds would be used to increase the marketability of pecans. Furthermore, it was noted that the new R&P program would not increase the burden on domestic producers. Should the APC reduce its funding level to the proposed resolution, and the R&P is adopted, the same total assessment for domestic industry would remain at the current level.

Logistical questions on how the program should be managed were addressed. It was noted that the industry preferred that the same staff and management of the APC should manage both programs. Councilmembers provided some input on the additional pecan supply and the need for additional funds and assessments for the industry.

SPRADLING asked how the two programs would work together and would there be organic exemptions. He also asked how current existing research and contracts would work. It was mentioned that these contracts would have to be approved by the new R&P program. It was also noted that activities and research projects are year to year so the transition would be smooth. Organic exemptions are outlined in the proposal.

- **MOVED** by Phillip ARNOLD, duly seconded by Scott LANDGRAF and unanimously carried **THAT** the Council approve the Governance Committee's recommendation for the assessment rate for the 2020-2021 FY and adopts the following resolution:

- Resolution: The APC, with this resolution, does hereby support the promulgation and eventual implementation of a Research and Promotion Program (R&P) for Pecans as proposed by the National Pecan Federation (NPF) in the attached Letter as adopted by the Board of the NPF.
- The Motion: Be it so moved that APC recommends to the Secretary, contingent upon the R&P Program for Pecans becoming effective through a Federal Order, a revision in the assessment rate for pecans under the FMO to:
 - \$.01 (one cent) per inshell pound for improved pecans
 - \$.00 (zero) for native pecans qualifying for the assessment under the R&P Program
 - \$.02 (two cents) for native pecans not qualifying for the assessment under the R&P Program

- \$.00 (zero) for substandard pecans qualifying for the assessment under the R&P Program
- \$.02 (two cents) for substandard pecans not qualifying for the assessment under the R&P Program
- The Motion shall further stipulate that the American Pecan Council reserves the right to revisit this resolution at their August meeting to ensure that the R&P is going to be implemented by October 1, 2020. If not, the APC may withdraw its assessment reduction and continue with its three cents for the 2020 – 2021 year to ensure that marketing and promotion activities are fully funded. **(MOTION 4-22-2020 #6)**

It is noted in the minutes that Councilmembers wanted to make sure that the APC would be management of the program and that the program would be started in line with October fiscal year. Concerns were noted for minutes.

III. INTERNATIONAL COMMITTEE

- A. REQUEST FOR PROPOSAL STUDIES FOR EU & UK
- B. UNIFIED EXPORT STRATEGY
- C. EMERGING MARKET PROGRAMS
- D. AMEND BUDGET TO REFLECT MAP & EMP DOLLARS FOR 2019 – 2020 ALLOCATION

In accordance to USDA budget approval procedures, the Council must amend its projected income portion of its existing budget to reflect Market Access Program (MAP) dollars and Emerging Market Program (EMP) dollars. Currently, the APC will receive nearly \$634,000 in MAP dollars and will be applying for \$500,000 in EMP programs. It should be noted that there is no guarantee that the APC will receive \$500,000 in EMP dollars. However, by placing in the full request the Council will not require another amendment to the budget once announced. Additionally, these dollar expenditures are approved by the International committee and may only be used for projects submitted to the Foreign Agriculture Service (FAS).

- MOVED by Sonja ROEDER, duly seconded by Dan ZEDAN and unanimously carried THAT the Council approve the amended income portion of the 2019-2020 FY budget to reflect MAP and EMP dollars.
(MOTION 4-22-2020 #7)

IV. INDUSTRY RELATIONS COMMITTEE

- A. ELECTRONIC REPORTING

In an effort to streamline the collection of information, the American Pecan Council (APC) has set to develop an industry tab for the website that will assist in electronic forms and gathering data. APC staff has been working with Fishhook Development for the development of the electronic reporting project. Throughout the summer and early fall of 2019, the American Pecan Council team worked with Fishhook Development to specify functional requirements and detailed wireframe documents to clearly outline system

information architecture and its intended visual implementation in the applications. Although we have been awaiting the final approval of the revised reporting forms, we have kept moving forward on the platform. The project has made great progress and is scheduled to have a testable version available in May. Based on the feedback received for a working group, we will make any necessary adjustments. The handler reporting platform will officially be launched at the beginning of the upcoming crop year.

B. FORM AMENDMENTS

On December 18, 2018, American Pecan Council approved several form changes which took the amount of monthly reporting forms from six to three with one year-end report. APC staff has been working with USDA to help the revised forms work through the approval channels. The final rule for changes to reporting requirements was published April 8, 2020. The new reporting forms will be utilized for the upcoming crop year. APC staff will begin educating the industry on the new and improved forms in preparation for the upcoming crop year.

C. INDUSTRY AUDIT

During fall 2018 through 2019, Moss Adams conducted the first round of audits on Twenty-five percent of pecan handlers. Moss Adams applied the agreed upon procedures to the Form 4's and Form 7's submitted to the Council office for the 2016 crop year. The 2016-2017 crop year audits are complete. Throughout 2020, Moss Adams will be conducting handler audits for the 2017 crop year and 2018 crop year. Moss Adams will be reviewing all required documentation for each crop year. Currently, Moss Adams is conducting the 2017 crop year audits. By the end of this year, APC will be current with all handler's audits. The next handler audits will begin 2021 on the current 2019 crop year reporting form documentation.

Due to the national concern with COVID-19, travel has been canceled. With uncertainty during this time, USDA approved to complete the remaining reviews as desk audits in order to remain on schedule with the completion date. All documentation requirements and procedures remain the same.

D. INDUSTRY COMMUNICATION PLAN

Communicating industry activities, metrics, and other updates to all constituents in the pecan industry is a high priority. Each month, industry has received a newsletter, pecan industry position report, marketing impact report, as well as other industry e-blasts. We also regularly update the industry toolkit and resources page. We have received feedback on different aspects of communications. During the Industry Relations committee call on May 6th, we will be discussing a strategy to ensure our communications to the broader industry are as effective and informative as possible. Please feel free to join the committee call. Details are included below.

WEDNESDAY
MAY 6, 2020
3:00 p.m. Central Time

Join by computer or conference call:

<https://zoom.us/j/9332672488?pwd=RHRsaFBDSktQWndFc1IBK0FEQ1Bsdz09>

CONFERENCE CALL
ZOOM DIAL IN:

+ 1 669 900 6833 US
Meeting ID: 933-267-248
Password: 322280

E. NASS SURVEY

On August 21, 2019, the Council approved to fund two NASS Surveys. The American Pecan Council (APC) has funded National Agricultural Statistics Service (NASS) to prepare and implement two surveys of pecan growers, collect data from selected pecan growers, set estimates, and publish the results in the December *Crop Production* report for the 2019 forecast, and the preliminary and finalized Pecan Production, Price, and Value by variety report (PDI). The states surveyed were Arizona, Georgia, New Mexico, Oklahoma, and Texas for the 2019 crop year.

The December crop estimate numbers were published on December 10, 2019. The Preliminary PDI survey was published on January 23, 2020. The final PDI survey will be released on Tuesday May 5, 2020 at 3:00pm EST.

December 2019 Crop Estimate (Page 8)-<https://downloads.usda.library.cornell.edu/usda/esmis/files/tm70mv177/b2774b38v/2b88qv196/crop1219.pdf>

Preliminary January PDI Survey<https://downloads.usda.library.cornell.edu/usda/esmis/files/5425kg32f/9w032k11w/9306tf61w/pecnpr20.pdf>

Final PDI Survey will be available at the link below
<https://usda.library.cornell.edu/concern/publications/zs25x846c>

The results from the December Crop Production Forecast Report and the Pecan Production, Price, and Value by variety Report, coupled with American Pecan Council's Pecan Industry Position Reports and the Land IQ data funded by the Council, will provide stakeholders with more insight and data regarding the pecan industry. The data collected from this survey will also help set pecan acreage and production estimates at the state and U.S. level.

F. LAND IQ

For the 2019-2020 FY, APC has contracted with Land IQ to conduct the following projects:

- Mapping for Eight Major Producing States
- Hurricane Michael Impacts
- Mapping for Eight Additional States

Mapping for Eight Major Producing States

Beginning with the 2017 crop year, Land IQ has produced an eight-state assessment of

“improved” pecan acreage. The eight states analyzed included Alabama, Arizona, California, Georgia, Louisiana, New Mexico, Oklahoma and Texas. Currently only Arizona, New Mexico and California have been analyzed. Land IQ is currently completing the mapping of pecan acreage for Alabama, Georgia, Louisiana, Oklahoma and Texas for the 2018-19 year. After the acreage was mapped, an analysis of age was performed for all 2017 mapping. Land IQ utilizes a time-series analysis to determine when the acreage was planted. Approximately 66% of acres were planted prior to 1989.

Hurricane Michael Impacts

Hurricane Michael, which hit Georgia in October of 2018, had significant impacts on the pecan growers in the state. Utilizing the base mapping from 2017 and recently available imagery from 2019 from USDA NAIP, Land IQ is now completing the mapping to determine the impacts of the hurricane on pecan acreage. An initial assessment has been completed, utilizing publicly available imagery which involved approximately 64,904 (36%) of 180,093 total Georgia pecan acres. Although this partial assessment only covers 36% of the state’s acreage, it is estimated that it captures 65% to 85% of pecans lost statewide due to Hurricane Michael.

Remaining Seven States Mapping

In order to capture the entire industry (15 states), the scope was expanded to include the seven remaining states including Arkansas, Florida, Kansas, Mississippi, North Carolina and South Carolina. Land IQ has been working on completion of the outlined surveys. They are currently awaiting availability of some imagery to finalize results. APC will keep industry updated on the completion of the project. Land IQ will be presenting findings at the meeting in August.

V. MARKETING COMMITTEE

G. REVIEW OF 2019 - 2020 (FIRST SIX MONTHS) ACTIVITIES

The Marketing Committee updated the Council during the April 22nd meeting. To date, marketing activities have resulted in almost 400,000,000 impressions. Top of the awareness levels are the highest on record at 24%. Pecans share of voice with consumers ranked second at 24% ahead of all other tree nuts with the exception of almonds. The **iHeart Media** campaign concluded with close to 200 million impressions and over 9000 commercials. In April, **Weber Shandwick** encouraged consumers to celebrate National Pecan Month. Over the next 6 months, **Weber Shandwick** has campaigns ready to message on plant based diets. The topic is timely due to the complications with Covid-19. In addition, we will continue to engage influencers to provide content centered around the holidays and entertaining.

Our Work with **Aspire IQ** has really been taking shape:

- **Pecans at Home:** This campaign is focused on working with 7 micro lifestyle creators for content around how people can add pecans in their day right now as added energy and nutrition while being stuck at home. The goal is to speak to everyday viewers with content they can relate to given the current pandemic. This includes choosing pecans as a healthy snack while watching Netflix, pre-workout fuel, and adding pecans to their kid's lunch/snack. The total campaign cost came to \$1,750. Influencer content is in the review process and will be scheduled to go live once approved by USDA.
- **Wrap-up report:** Moving forward, when we wrap up each campaign, we will use a standardized reporting template to show the campaign stats, wins and learnings. We'll use this template so our reports are consistent from campaign to campaign.

H. REVIEW OF 2019 – 2020 (NEXT SIX MONTHS) ACTIVITIES

Eat Well Global has been busy engaging with Registered Dieticians and Nutritionists

- We are currently planning 2020/2021 projects for the Marketing Committee’s review
- Nutritional Influencer Partnerships: Take a peek at Mary Ellen’s content: o https://www.instagram.com/p/B_clZSNastJ/
o <https://www.milkandhoneynutrition.com/recipes/simple-pecan-no-bake-energy-bites/>
- We are still attending conferences, albeit virtually, including Today’s Dietitian Spring Symposium 2020 (TDSS): o Due to Coronavirus, TDSS will now be a virtual event. As an event sponsor, APC’s branding and messaging will still be in front of attendees. This includes a virtual expo hall sponsor video (**PW: p3c@n**) introducing health professionals to our brand and encouraging them to sign up for the Pecan Powerhouses Network
- Our Network of Pecan Supporters in the Dietician world is expanding with our Pecan Powerhouses Network: o Beginning to plan Q2 newsletter that will reach out to our network of 150 dieticians.
o One-off communications with current members is nurturing relationships with these impactful pecan representatives and we continue to build our membership list!

VI. GRADES, STANDARDS & RESEARCH COMMITTEE

I. K-COE – ASSURANCE QUALITY STANDARDS

In August 2019, APC approved to start developing a voluntary assurance quality program for the industry. APC has partnered with KCoe Isom to develop the program. Phase 1 of the program is complete which involved a materiality assessment that prioritized topics and issues of importance to stakeholders. This analysis helps the industry focus its quality assurance strategy on the most crucial topics. This lays the foundation for creating an industry- wide quality assurance program that growers and processors can use to unify their efforts, increase efficiencies, and promote a product that is grown and processed under defined standards. Based on the assessments, the U.S. pecan industry’s material topics were organized into four main categories: Food Safety, Efficient Production & Resource Management, Neighbors & Employees, and Productivity & Economic Viability.

We are currently in Phase 2 of the project which involves developing the sustainability program standard, governance process, and quality management system. Based on the materiality assessment, KCoe Isom has created the initial draft of the industry- wide standard and provided it to APC staff on April 17th for review. The next steps for the project is bringing the first version of the standard to the working group for feedback and input. The final draft of the standard will be presented to Council in August.



J. INSHELL & KERNEL STANDARDS

APC recently approved revised standards for both Inshell and Shelled Meats. APC staff submitted both standards as a package to USDA. The SCI division of USDA has been reviewing the standards and is near completion. We are expecting to receive feedback from SCI division by the end of April. APC staff will work with USDA to ensure the standards align with USDA guidelines. Once the format aligns, APC staff will submit the standards for final approval.

VII. NEW BUSINESS

Louie SALOPEK noted that the APC team that has been put together is great. He felt strongly that it could not have been done without the leadership of Mike Adams.

Mike ADAMS thanked the committees, the working groups, and other supporters. ADAMS was very grateful of all the time and effort put into making this all work. He thanked the USDA and other groups for their support. ADAMS also thanked the APC Staff for all their efforts and arranging the ZOOM meeting during these different times.

VIII. ADJOURNMENT

- MOVED by Louie SALOPEK, duly seconded by Mike STRALEY, and unanimously carried THAT the council meeting be adjourned at 12:54 p.m. **(MOTION 4-22-2020 #8)**

Deborah Barnett
Operations Manager

SUMMARY OF ACTIONS FOR APRIL 22, 2020

MOTION 4-22-2020 #1

MOVED by Louie SALOPEK, duly seconded by Scott LANDGRAF and unanimously carried THAT the Minutes of February 18, 2020 be approved.

MOTION 4-22-2020 #2

MOVED by Dan YORK, duly seconded by Trent MASON and unanimously carried THAT the Council approve the 2018-2019 Audited Financials.

MOTION 4-22-2020 #3

MOVED by Trent MASON, duly seconded by Louie SALOPEK and unanimously carried THAT the Council approve Eide Baily for the 2019-2020 FY financial audit.

MOTION 4-22-2020 #5

MOVED by Phillip ARNOLD, duly seconded by Louie SALOPEK and unanimously carried THAT the Council approve \$50,000 from the 2019-2020 Contingency Fund to conduct the FAIR ACT study as required by the USDA and THAT the Council grant authority to the Governance Committee to select and approve the contractor to conduct the study.

MOTION 4-22-2020 #6

MOVED by Phillip ARNOLD, duly seconded by Scott LANDGRAF and unanimously carried THAT the Council approve the Governance Committee's recommendation for the assessment rate for the 2020-2021 FY and adopts the following resolution:

- Resolution: The APC, with this resolution, does hereby support the promulgation and eventual implementation of a Research and Promotion Program (R&P) for Pecans as proposed by the National Pecan Federation (NPF) in the attached Letter as adopted by the Board of the NPF.
- The Motion: Be it so moved that APC recommends to the Secretary, contingent upon the R&P Program for Pecans becoming effective through a Federal Order, a revision in the assessment rate for pecans under the FMO to:
 - \$.01 (one cent) per inshell pound for improved pecans
 - \$.00 (zero) for native pecans qualifying for the assessment under the R&P Program
 - \$.02 (two cents) for native pecans not qualifying for the assessment under the R&P Program
 - \$.00 (zero) for substandard pecans qualifying for the assessment under the R&P Program
 - \$.02 (two cents) for substandard pecans not qualifying for the assessment under the R&P Program

- The Motion shall further stipulate that the American Pecan Council reserves the right to revisit this resolution at their August meeting to ensure that the R&P is going to be implemented by October 1, 2020. If not, the APC may withdraw its assessment reduction and continue with its three cents for the 2020 – 2021 year to ensure that marketing and promotion activities are fully funded.

MOTION 4-22-2020 #7

MOVED by Sonja ROEDER, duly seconded by Dan ZEDAN and unanimously carried THAT the Council approve the amended income portion of the 2019-2020 FY budget to reflect MAP and EMP dollars.

MOTION 4-22-2020 #8

MOVED by Louie SALOPEK, duly seconded by Mike STRALEY, and unanimously carried THAT the council meeting be adjourned at 12:54 p.m.