



AMERICAN PECAN COUNCIL

FULL COUNCIL

TUESDAY

July 25, 2023

10:00 a.m. Central Time

https://us02web.zoom.us/j/84564079949?pwd=QnllS2U1YlgxT2t4d0dNNk5tOVhCdz09

or

Dial In: +1 346 248 7799

Meeting ID: 845 6407 9949

Passcode: 826105

MINUTES

I. CALL TO ORDER – Larry Don Womack, Chairman, 10:02

A. ROLL CALL

Trent MASON called the roll. The following Council members were present:

Eastern Region Growers

Seat	Member		Alternate
1	Trent Mason (GA)	X	Angie Ellis (GA)
2	Justin Jones (GA)	X	Brent Brinkley (GA)
3	Lenny Wells (GA)		Molly Willis

Central Region Growers

Seat	Member		Alternate
1	Shannon F. Ivey (TX)	X	Lalo Medina (TX) X
2	Mike Spradling (OK)	X	Randy Stephens (TX) X
3	Larry D. Womack (TX)	X	Billy Scott Landgraf (OK)

Western Region Growers

Seat	Member		Alternate
1	Louis J. Salopek (NM)	X	Kortney Chase (NM)
2	Frank P. Salopek (NM)		Deborah W. Ralls (AZ) X
	Phillip Arnold (NM)	X	John L. Heuler (CA) X

Eastern Region Growers

	1	Jeff Worn (GA)	X	Vacancy
2		Alex Willson	X	John D. Taylor

Central Region Shellers

	Seat	Member		Alternate
	1	Steve Zaffarano (TX)	X	Pending
2		Jared Miller		Vacancy

Western Region Shellers

	Seat	Member		Alternate
	1	Pending		Vacancy
2		Vacancy		Vacancy

Accumulator

	Seat	Member		Alternate
1		Will Easterlin (GA)	X	Mark Hamilton (OK)X

Public Member

	Seat	Member		Alternate
1		Ron Hays (OK)		Dr. Steve BLIZZARD (TX)

STAFF:

Alexander OTT	American Pecan Council
Jeff SMUTNY	American Pecan Council
Deborah BARNETT	American Pecan Council
Kristi MOSQUERO	American Pecan Council
Alexis ARD	American Pecan Council
Emma GARNER	American Pecan Council
Lesley ONEAL	American Pecan Council

OVERSIGHT:

Abigail MAHARAJ	USDA
Chris NISSEN	USDA

GUEST:

Maggie PEPPER  
 Gayla THORNTON  
 Ashlie LEWIS  
 Cathrine CLARK  
 Blair KREBS  
 Kevin RANDOPH  
 Will CULLERS  
 Jenny HEEP  
 Matthew BAILEY

Deborah W. RALLS agreed to perform as a voting member for Frank SALOPEK who is absent.

- B. ESTABLISH QUORUM  
A quorum was established at 11:05 a.m.

- C. CHAIRMAN UPDATE & EXECUTIVE DIRECTOR UPDATE

Chairman WOMACK thanked everyone for attending today’s meeting. He also thanked all that have been supporting the Pecan Industry by attending many events in different states.

Executive Director Alex OTT spoke about helping with a smooth transition as many changes are being made in the APC office.

- D. APPROVAL OF PREVIOUS MINUTES

- 1) March 21, 2023

**MOVED** by Louie SALOPEK, and duly seconded by Phillip ARNOLD, unanimously carried THAT the Council approve the minutes of March 21, 2023, as presented. **(MOTION 7/25/2023 #1)**

- II. **CONSENT ITEMS**

- A. Approval of Legal Counsel for Employee/Contractor Related Activities
- B. Approval of Line-Item Transfers with Oversight by Chairman
- C. Approval of No-Costs Extensions with Oversight by Chairman
- D. Approval of Utilizing Reserve Dollars to Assist in Funding 2023 – 2024 Budget
- E. Approval of Committees to Approve Contractors for Committee-Related Activities
- F. Approval of International Committee to approve MAP & EMP Expenditures

**MOVED** by Trent MASON, duly seconded by Deborah W. RALLS and unanimously carried THAT the Council approve the Consent Items as listed A through F. **(MOTION 7/25/2023 #2)**

- III. **GOVERNANCE COMMITTEE**

- A. FINANCIALS

Treasurer Lalo MEDINA presented a short overview of the current financials.

- B. REVIEW & APPROVAL of FINANCIAL AUDIT – Presented by Eide Baily

Kevin RANDOPH presented the Eide Baily financial audit report.

**MOVED** by Louie SALOPEK, duly Seconded by Justin JONES and unanimously carried THAT Council approve the financial audit, year ending September 30, 2022 as presented. **(MOTION 7/25/2023 #3)**

- C. APPROVAL OF COMPLIANCE PROGRAM 2023-2024

Jeff SMUTNY gave a explanation of the E-Compliance Program.

**MOVED** by Louie SALOPEK, duly seconded by Randy STEPHENS and Unanimously carried THAT the Council approve the E-Compliance Program for 2023-2024 as presented. **(MOTION 7/25/2023 #4)**

- D. UPDATE ON ADJUSTMENT OF HANDLER SEATS

**MOVED** by Deborah W. RALLS, duly seconded by Shannon IVEY, and unanimously carried THAT the Council approve the proposed amendments regarding the adjustment of handler seats. **(MOVED 7/25/2023 #5)**

**IV. INTERNATIONAL COMMITTEE**

Will EASTERLIN said that they are very happy with the meetings in Europe and happy that we are engaging the Garden in India.

A. UPDATE ON INTERNATIONAL PROJECTS

Jeff SMUTNY gave an overview of all the marketing activities.

**V. INDUSTRY RELATIONS COMMITTEE**

Justin JONES shared the positive impact of getting out to different industry events. Having Members of the Council and staff spending time in many different states face-to-face, and having great interaction has been productive and very positive.

A. UPDATE ON INDUSTRY RELATIONS ACTIVITIES

Emma GARNER gave an overview of Industry Relations activities.

**VI. MARKETING COMMITTEE**

Steve ZAFFRANO and Jeff SMUTY gave a report on current marketing activities. Alexis ARD explained the summer marketing programs.

A. APPROVAL OF MARKETING POLICY STATEMENT FOR 2023 – 2024

**MOVED** by Trent MASON, duly seconded by Phillip ARNOLD and unanimously carried THAT the Council approved the proposed Marketing Policy for 2023/2024. **(MOVED 7/25/2023 #6)**

**VII. GRADES, STANDARDS & RESEARCH COMMITTEE**

A. VOLUNTARY QUALITY ASSURANCE PROGRAM UPDATE

Trent MASON spoke about whether the pecan industry wants a Grades and Standard program. in order to move forward there needs to be more industry support and input on the future of the program. A presentation was given about the history of the program and the current status of the program. Also, updated report was given about the Shelf-life study from NAPS being conducted through the University of Georgia.

**VIII. APPROVAL OF TOTAL GENERAL BUDGET**

**Projected Revenue**

Projected Revenue	Dollars	% of Revenue
23-24 Improved	\$2,610,000	40%
23-24 Native/Seedlings	\$0	0%
23-24 Substandard	\$0	0%
2023 MAP Funding	\$1,700,000	26%
2023 EMP Funding	\$500,000	7%
Past Outstanding	\$400,000	6%
Carry Over		
- Shelf-Life	\$100,108	11%
- IRI	\$150,000	
- Health Research	\$385,000	
Reserve Dollars	\$635,108	11%
<b>TOTAL</b>	<b>\$5,845,108</b>	<b>100%</b>

**Projected Expenditures**

Departments	Budget 2022 - 2023	Budget 2023 - 2024	% of Budget
Industry Relations	\$505,000	\$505,000	9%
General Administration	\$420,800	\$420,800	7%
Compliance	\$250,000	\$250,000	4%
Contract/Management/Staff	\$573,000	\$573,000	10%
Marketing	\$914,000	\$914,000	15%
Grades & Standards	\$80,000	\$80,000	1%
International Relations	\$2,625,000	\$2,625,000	45%
Contingency	\$542,200	\$477,308	9%
<b>TOTAL</b>	<b>\$5,910,000</b>	<b>\$5,845,108</b>	<b>100%</b>

**NO-COSTS EXTENSIONS FOR 2022 - 2023 (Continued Projects from Current Year)**

Departments	Budget 2023 - 2024
Research	
Shelf-Life Study	\$100,108
IRI	\$150,000
Health Research	\$385,000
<b>TOTAL</b>	<b>\$635,108</b>

**MOVED** by Louie SALOPEK, duly seconded by Randy STEPHENS, and unanimously carried THAT Council Approve the 2023-2024 FY Budget. **(MOTION 7/25/2023, #7)**

**IX. NEW BUSINESS**  
N/A

**X. ADJOURNMENT**

Larry Don WOMACK announced the adjournment of the meeting at 11:02 a.m.

The Council held an Executive Session.

During Executive Session, the Council agreed to renew the vendor contracts for the 2023-24 FY: Analytical Edit, E. Garner Consulting, LLC and KJM Ventures, LLC. In addition, the Council agreed to consider Alex Ott in the interim, should there be a delay of the start of the new Executive Director.

