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OUR FUTURE DEPENDS ON US



WHERE DO YOU LIVE?

- In the Past?
- In the Present?
- In the Future?

PAST TO PRESENT - I

Dusting Pecan tree with Mule Power



Current Spraying Technology



PAST TO PRESENT - II

Shaking Pecan Trees onto Canvas



Modern Pecan Harvester



THE FUTURE – ON THE WAY

Driverless Tractor



Driverless Air Blast Sprayer



The Future, with an estimated 200,000 new acres in the past 10 years in North America



**WHERE WILL OUR MARKETS BE?
ASIA, INDIA, AFRICA, EUROPE, UNITED STATES?
Potentially One Billion Pounds in 5-10 years in No. America.**



PECAN MARKETING IN THE FUTURE

- Cash to the grower?
- Grower pools?
- Co-ops?

SUPPLY AND DEMAND

- Pecans are a global commodity **DEPENDANT ON EXPORTS.**
- Almonds are reportedly now beginning to have trouble maintaining pricing as the thousands of new acres recently planted are coming into full production.
- Our ability to export is dependent on politics and pricing.

GROWER ORGANIZATIONS

- American Pecan Board
 - US Pecan Council
- Regional Grower Organizations
- State Grower Organizations and Commodity Boards
 - Can they keep up?

VERTICAL INTEGRATION

- Large companies that grow, process and market are here and expanding rapidly.
- Price competition to a point.
- Ability to sit on the side lines.

WHAT CAN THEY DO BETTER?

- Economies of scale in selling and buying.
 - Afford to invest in new technology.
 - On the farm.
 - In the plant.
 - Sales

LABOR

- Immigration.
- Local labor.
- Robots.
- Driverless equipment.

WAGES AND WORK HOURS

- Higher minimum wages.
- Loss of overtime exemption.
- Once a few more states start chipping at the wall, more will follow, as will the federal government.

• WORKERS WILL MIGRATE TO HIGHER PAY AND LESS HOURS!

IT'S THE BEGINNING OF THE WORLD NOT THE END!

- The future lies before us. The past is gone. Be pro-active.
- The present is the time when we can plan for our future.
- **Someone once told me that 1% of the people in the world decide what happens, the second 1% make it happen and the other 98% wonder what happened. Be part of the first 2% that plans what will happen and makes it happen, the way you want to.**