

U.S.



PECANS

♥ NATURE'S HEALTH FOOD ♥

USPGC

U.S. Pecan Growers Council



President Kevin J. Ivey
Clint, TX





US
PECANS

My Family of Nine



Clint, Texas







SOIL REMEDIATION





PLOWING WITH TRACKHOE



LASER LEVELING





US
PECANS



Other Crops in my area :

- ELS Pima Cotton
- Acala Cotton
- Alfalfa
- Chili Pepper
- Vegetables
- Forage

Along Border of USA and Mexico



U.S. Pecans Mission Statement



The mission of the U.S. Pecan Growers Council is to develop strategies and expand international activities that increase the prospects for promotions and sales of U.S. pecans in foreign markets. The primary goal is to promote the pecan as a healthy and nutritious snack food and as a key ingredient in both consumer and industrial recipes. Those activities leverage funding from private industry, the APC and funds from the federal marketing programs administered by USDA/Foreign

USPGC Funding Prior to the FMO

US Pecan Industry

Southeastern Pecan Growers Association

State Pecan Growers Associations and Commodity Commissions

Western Pecan Growers Association



Georgia Pecan Commission

Texas Pecan Growers Association

Pecan Shelling and Accumulator Companies

Georgia Pecan Growers Association

New Mexico Pecan Growers Association



Current Funding Structure



State Pecan Growers Associations and Commodity Commissions

Southeastern Pecan Growers Association

Western Pecan Growers Association

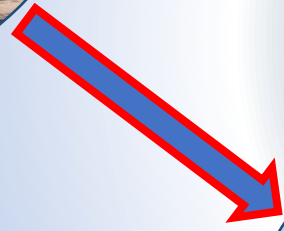
Pecan Shelling and Accumulator Companies

Georgia Pecan Growers Association

New Mexico Pecan Growers Association

Texas Pecan Growers Association

Georgia Pecan Commission



USDA Organizational Chart

USDA SECRETARY

Deputy Secretary

Chief Economist

Director,
National Appeals
Division

Director of
Communications

Inspector
General

General Counsel

Office of the
Chief Financial
Officer

Office of Budget
and Program
Analysis

Assistant
Secretary for
Congressional
Relations

Assistant
Secretary for
Administration

Assistant
Secretary for
Civil Rights

Chief
Information
Officer

Under Secretary for
Natural Resources
and Environment

Under Secretary for
Farm and Foreign
Agricultural Services

Under Secretary for
Rural Development

Under Secretary for
Food, Nutrition, and
Consumer Services

Under Secretary for
Food Safety

Under Secretary for
Research, Education,
and Economics

Under Secretary for
Marketing and
Regulatory Programs

-Forest Service
-Natural Resources
Conservation Service

-Farm Service Agency
-Foreign Agricultural
Service
-Risk Management
Agency

-Rural Utilities Service
-Rural Housing Service
-Rural Business
Cooperative Service

-Food and Nutrition
Service
-Center for Nutrition
Policy and Promotion

-Food Safety and
Inspection Service

-Agricultural Research
Service
-National Institute of
Food and Agriculture
-Economic Research
Service
-National Agricultural
Library
-National Agricultural
Statistics Service

-Agricultural Marketing
Service
-Animal and Plant
Health Inspection
Service
-Grain Inspection
Packers and Stockyards
Administration

National Pecan Organizations Oversight at the Federal Level

USDA SECRETARY

Deputy Secretary

- Chief Economist
- Director, National Appeals Division
- Director of Communications
- Inspector General
- General Counsel
- Office of the Chief Financial Officer
- Office of Budget and Program Analysis
- Assistant Secretary for Congressional Relations
- Assistant Secretary for Administration
- Assistant Secretary for Civil Rights

Chief Information Officer

USPGC

APC

- Under Secretary for Natural Resources and Environment
- Under Secretary for Farm and Foreign Agricultural Services
- Under Secretary for Rural Development
- Under Secretary for Food, Nutrition, and Consumer Services
- Under Secretary for Food Safety
- Under Secretary for Research, Education, and Economics
- Under Secretary for Marketing and Regulatory Programs

- Forest Service
- Natural Resources Conservation Service

- Farm Service Agency
- Foreign Agricultural Service
- Risk Management Agency

- Rural Utilities Service
- Rural Housing Service
- Rural Business Cooperative Service

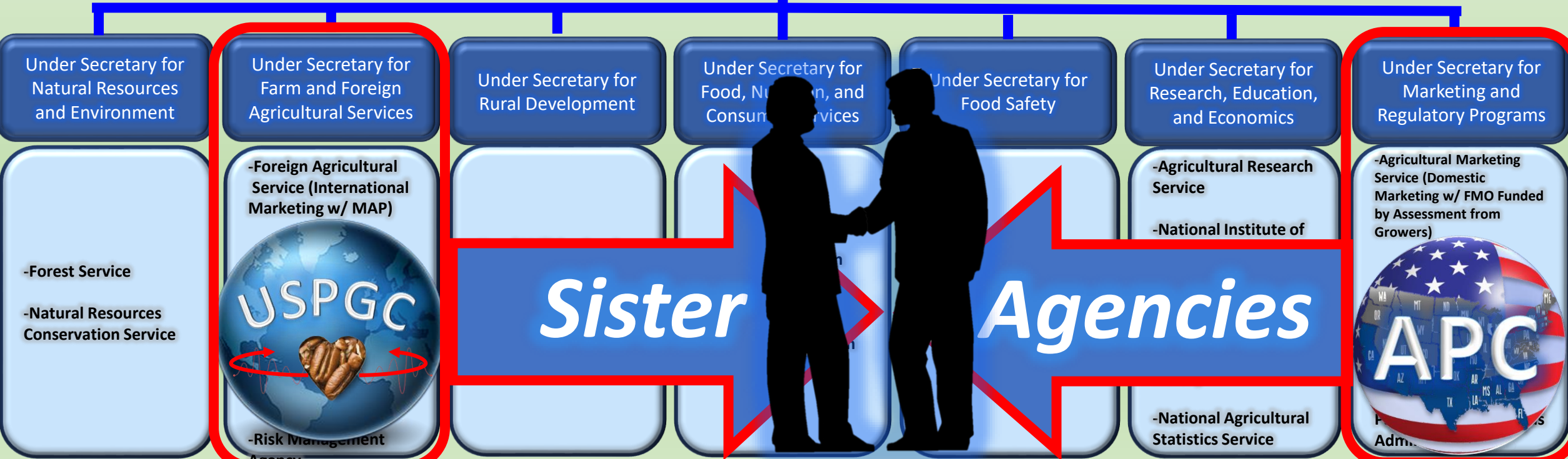
- Food and Nutrition Service
- Center for Nutrition Policy and Promotion

- Food Safety and Inspection Service

- Agricultural Research Service
- National Institute of Food and Agriculture
- Economic Research Service
- National Agricultural Library
- National Agricultural Statistics Service

- Agricultural Marketing Service
- Animal and Plant Health Inspection Service
- Grain Inspection Packers and Stockyards Administration

The Two Organizations are Working Together for Success for Entire Pecan Industry!



International Marketing



USPGC has concentrated its strategies in 5 priority markets

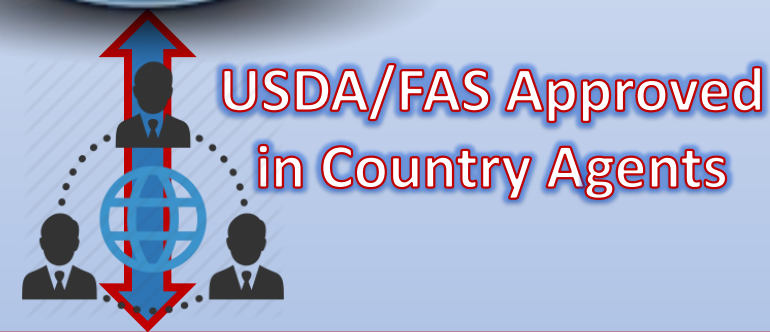





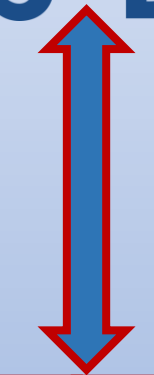
Information Highway



U S D A



-  **ESR**
Export Sales Reporting
Information on U.S. export sales, by commodity and country of destination, updated weekly.
-  **GAIN**
Global Agricultural Information Network
Insight and analysis from FAS's overseas offices on issues affecting agricultural production and trade.
-  **GATS**
Global Agricultural Trade System
Current and historical data on international trade in agricultural, fish, forest and textile products.
-  **PS&D**
Production, Supply and Distribution
Data on production, supply and distribution of agricultural commodities for the U.S. and key producing and consuming countries.



AUGUST 2018 China Mission



- China International Tree Nuts Conference, Zhuhai, China

- CFNA China Chamber of Commerce of Foodstuffs and Native Produce



戎卫东
Mr. Rong Weidong

副会长 Vice President

中国食品土畜进出口商会
CFNA

中国食品土畜进出口商会

戎卫东
Mr. Rong Weidong

副会长 Vice President

中国食品土畜进出口商会
CFNA

大会
Free Nuts Conference 2018

2018中国国际坚果大会
Free Nuts Conference 2018



China International Tree Nuts Conference
 August 1-3, 2018
 Zhuhai, China
 中国国际坚果大会
 2018年8月1-3日, 中国珠海

Tree Nut Global Statistical Review

全球树坚果数据统计报告

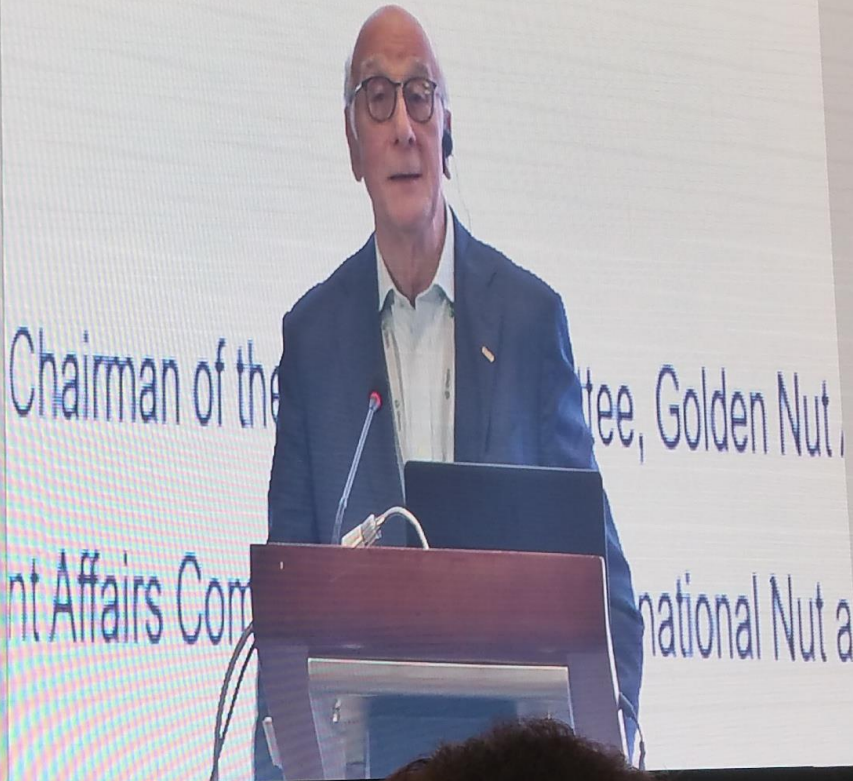
Mr. Pino Calcagni

Co-founder, Vice Chairman, Chairman of the Statistics Committee, Government Affairs Committee of the INC, International Nut and Dried Fruit Council

Pino Calcagni先生

国际干坚果委员会 (INC) 创始人之一, 现任INC副主席, 数据委员会主席, 科研与政府事务委员会主席

Pino Calcagni, Italy



China International Tree Nuts Conference
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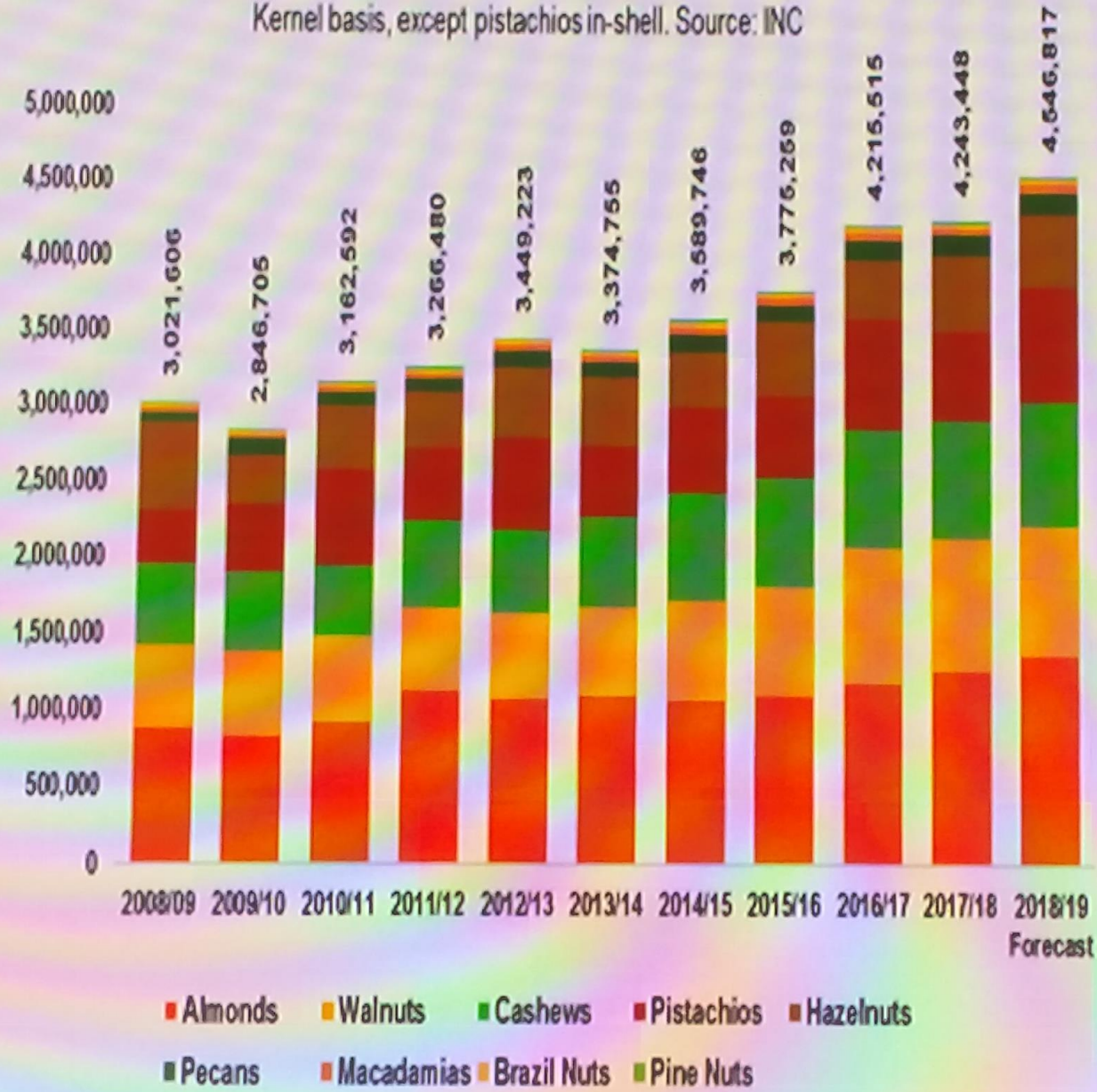
Co-founder, Vice Chairman, Chairman of the Statistics Committee, Golden Nut Award and Chairman of the Scientific and Government Affairs Committee of the INC, International Nut and Dried Fruit Council

Pino Calcagni先生

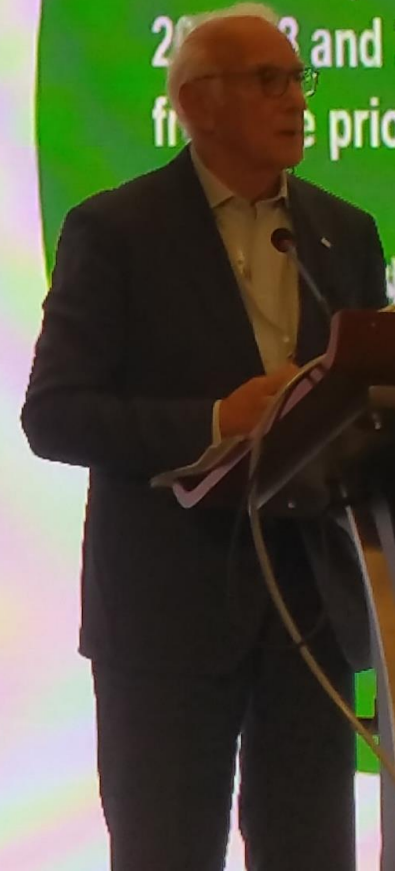
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World Tree Nut Production (Metric Tons)

Kernel basis, except pistachios in-shell. Source: IINC



This season, world tree nut production is forecasted at over 4.5 million MT, 7% up from 2017/18 and 30% up from the prior 10 years



珠海国际
Zhuohai International Co., Ltd.

International Trade – USA Pecan Exports

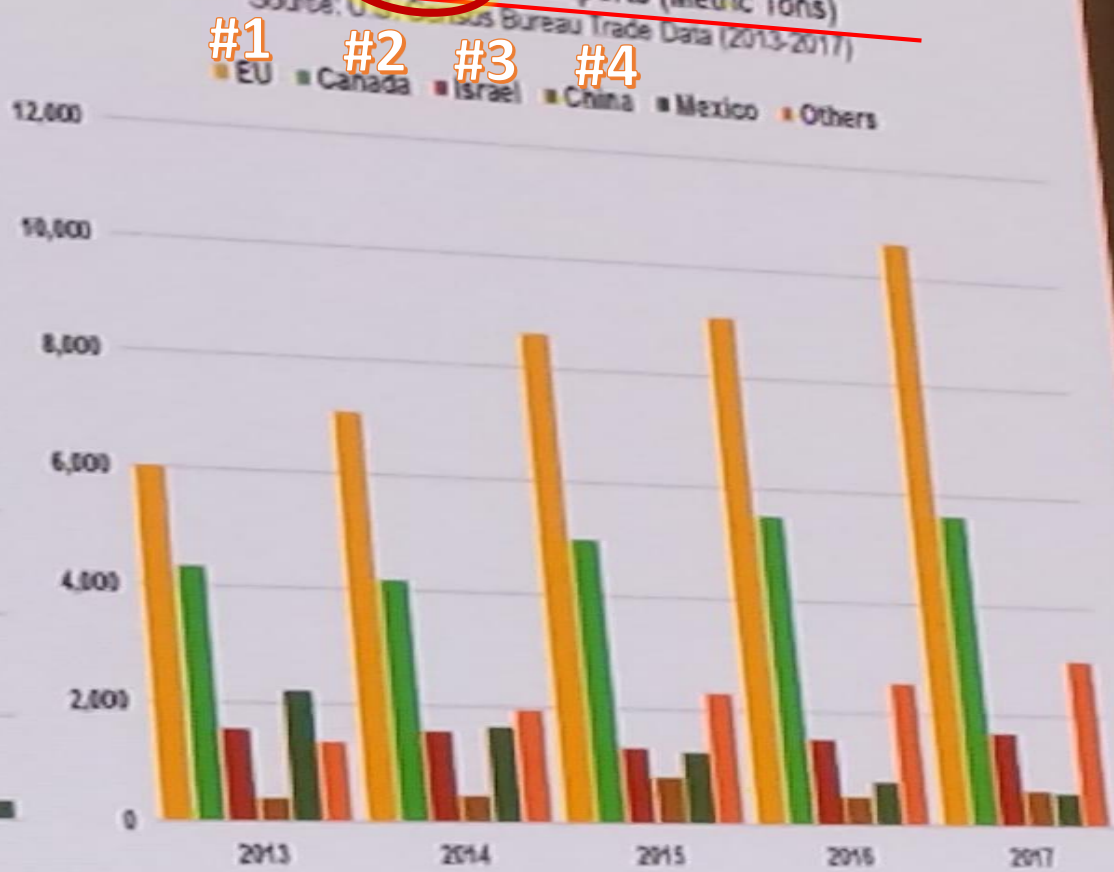
国际贸易——美国碧根果出口



Pecan in-shell USA Exports (Metric Tons)
 Source: U.S. Census Bureau Trade Data (2013-2017)



Pecan shelled USA Exports (Metric Tons)
 Source: U.S. Census Bureau Trade Data (2013-2017)





Kevin Ivey
President USPGC



Carlos Aldeco
Office of the Ministry of Agriculture
of Mexico In China



Alfonse Visser
ADM/Golden South Africa



Professor Liu:
China Pecan Growers



Fi Asia Food Ingredients Show October 2018



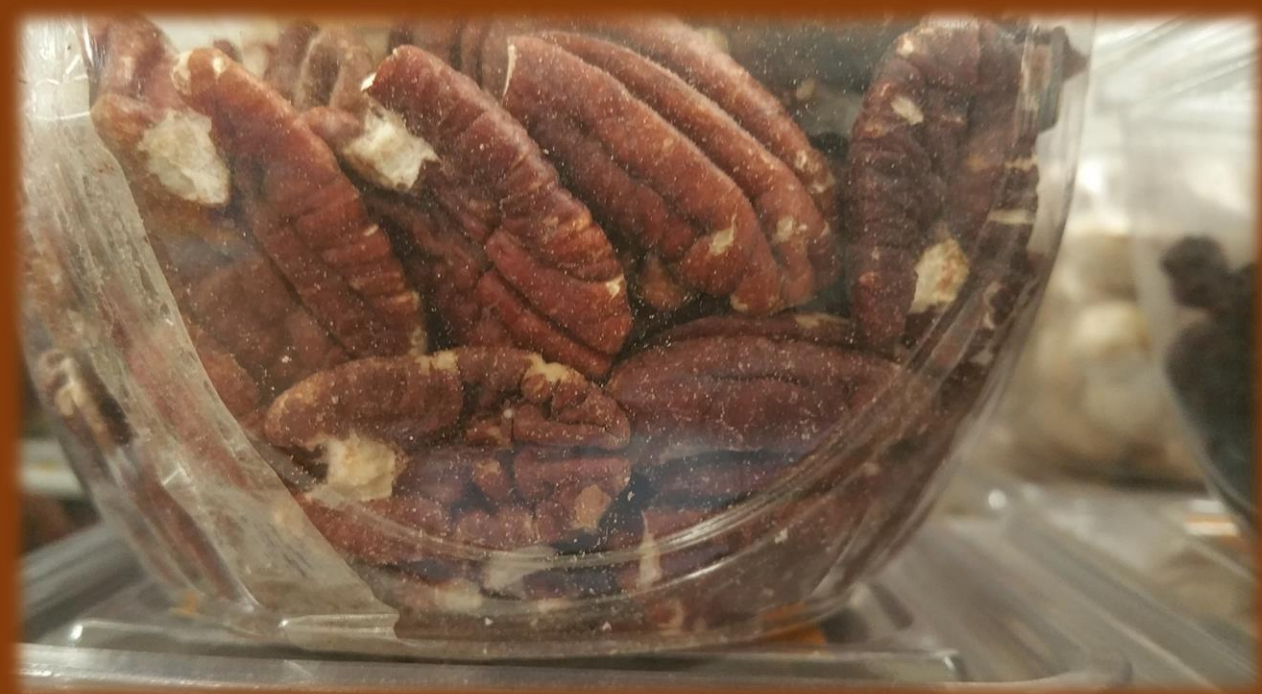
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NANJING, CHINA OCT. 2017

- Chinese Pecan Farm Tour
- CRSNA Conference w/ Madame Weng
- ABC Cooking Studio Promotions



Chinese Pecan Farm Tour

欢迎美国碧根果种植协会会长艾维先生一行莅临指导！

郁岗峰园艺有限公司



Chinese Government Pecan Research Facility

江苏省农林果试



Pecan Tree planted in
1956 from pecans
obtained from USA.
Chinese Government
Research Facility.



U.S. Pecan Exports to Hong Kong and Mainland China 2013- 2018



<i>Year</i>	<i>Import Market</i>	<i>In-shell Volume (MT)</i>	<i>In-shell Value</i>	<i>Shelled Volume (MT)</i>	<i>Shelled Value</i>	<i>Total Volume (MT)</i>	<i>Total Value</i>
2013	Hong Kong	22,603	\$112,162,897	207	\$1,777,237	22,810	\$113,940,134
	Mainland China	397	\$ 1,668,073	132	\$1,337,137	<u>529</u>	<u>\$ 3,005,210</u>
	<i>Combined Total</i>					23,339	\$116,945,344
2014	Hong Kong	21,964	\$118,768,252	227	\$2,165,482	22,191	\$120,933,734
	Mainland China	229	\$ 1,095,902	133	\$1,347,965	<u>362</u>	<u>\$ 2,443,867</u>
	<i>Combined Total</i>					22,553	\$123,377,601
2015	Hong Kong	20,863	\$118,888,540	435	\$4,313,844	21,298	\$123,202,384
	Mainland China	1,910	\$ 11,105,939	236	\$2,839,649	<u>2,146</u>	<u>\$ 13,945,588</u>
	<i>Combined Total</i>					23,444	\$137,147,972
2016	Hong Kong	18,660	\$112,439,979	176	\$ 2,151,576	18,836	\$114,591,555
	Mainland China	3,519	\$ 21,667,654	147	\$ 1,942,387	<u>3,666</u>	<u>\$ 23,610,041</u>
	<i>Combined Total</i>					22,502	\$138,201,596
2017	Hong Kong	24,494	\$154,067,380	192	\$ 2,746,754	24,699	\$157,083,604
	Mainland China	4,311	\$ 28,535,488	205	\$ 3,016,224	<u>4,503</u>	<u>\$ 31,282,242</u>
	<i>Combined Total</i>					29,202	\$188,365,846
2018 (Nov)	Hong Kong	8,834	\$ 55,213,852	77	\$ 1,249,268	8,911	\$ 56,463,120
	Mainland China	1,262	\$ 7,884,130	206	\$ 2,929,568	<u>1,468</u>	<u>\$ 10,813,698</u>
	<i>Combined Total</i>					10,379	\$ 67,276,818



U.S. Pecan Exports to Vietnam *2013 - 2018*

<i>Year</i>	<i>In-shell Volume (MT)</i>	<i>In-shell Value</i>	<i>Shelled Volume (MT)</i>	<i>Shelled Value</i>	<i>Total Volume (MT)</i>	<i>Total Value</i>
2013	6,389	\$32,380,778	3	\$ 36,650	6,392	\$32,417,428
2014	16,565	\$87,418,325	184	\$1,272,054	16,749	\$88,690,379
2015	8,239	\$45,820,848	196	\$1,214,548	8,415	\$47,035,396
2016	5,436	\$33,466,500	334	\$2,412,265	5,770	\$35,878,765
2017	8,731	\$56,242,037	82	\$ 992,535	8,813	\$57,234,572
2018	2,593	\$16,219,288	70	\$ 959,612	2,963	\$17,178,900

The majority of pecans, especially in-shell, are transshipped to other markets.



U.S. Pecan Exports to South Korea 2013-2018

<i>Year</i>	<i>In-shell Volume (MT)</i>	<i>In-shell Value</i>	<i>Shelled Volume (MT)</i>	<i>Shelled Value</i>	<i>Total Volume (MT)</i>	<i>Total Value</i>
2013	169	\$ 879,257	284	\$3,057,943	453	\$ 3,937,200
2014	38	\$ 212,340	389	\$4,444,128	427	\$ 4,656,468
2015	48	\$ 267,439	453	\$5,172,747	501	\$ 5,440,186
2016	15	\$ 82,616	610	\$7,771,392	625	\$ 7,794,008
2017	87	\$1,002,000	650	\$9,084,811	737	\$10,086,811
2018	52	\$ 752,340	580	\$8,053,812	632	\$8,806,152



U.S. Pecan Exports to the European Union 2013-2018

<i>Year</i>	<i>In-shell Vol MT</i>	<i>In-shell Value</i>	<i>Shelled Vol MT</i>	<i>Shelled Value</i>	<i>Total Volume MT</i>	<i>Total Value</i>
2013	810	\$ 5,662,255	6,137	\$ 62,232,251	6,947	\$ 67,894,506
2014	644	\$ 3,769,296	7,247	\$ 76,142,407	7,891	\$ 79,911,703
2015	828	\$ 4,589,852	8,871	\$ 96,107,950	9,699	\$100,697,802
2016	2,615	\$14,687,810	8,500	\$113,725,521	11,115	\$128,413,331
2017	1,120	\$ 7,029,956	10,290	\$149,022,763	11,400	\$155,581,780
2018	209	\$ 2,023,815	10,655	\$140,410,538	10,684	\$142,434,353

US
PECANS



Thank You From USPGC

- Janice Dees, International Project Director
- Douglas Freeman, Freeman International Consulting
President
- Kevin J. Ivey, First Vice President
- Brad Ellis, Second Vice President
- Leslie Daviet, Third Vice President
- Randy Hudson,

谢谢！

