



# Update

The bimonthly newsletter of Corona-College Heights Orange & Lemon Association, a nonprofit citrus cooperative serving California's citrus growers and buyers since 1899

June 2021

## Report from the Field

### District 1: Kern and Tulare counties (Nenna)

**Navels:** We will finish by the end of May. This was a nice crop with good size.

**Lemons:** We are finished for the season.

**Valencias:** This was a similar crop to last season. We currently see good sizing (88-113-72) and quality. We will start harvesting the first part of June.

*D1 Field Representative Maribel Nenna can be reached at (559) 907-7560 or via email at [Maribel@cchcitrus.com](mailto:Maribel@cchcitrus.com).*

### District 2: Ventura and Santa Barbara counties (Strickland)

**Lemons:** We are on the second pick and should finish up by the end of June.

**Valencias:** This is an extremely light crop—50 percent less than last season but with larger sizes, and currently strong with good color. Harvest will start early June.

*D2 Field Representative Fred Strickland can be reached at (805) 218-7130 or via email at [fred@cchcitrus.com](mailto:fred@cchcitrus.com).*

### District 2: Riverside and San Diego counties (Sevilla/Gutierrez)

**Lemons:** Cleanup picks are finished; looking toward the new crop.

**Grapefruit:** We have started harvesting the Stars, which is a much heavier crop than last year with smaller sizes. Most fruit is peaking on 40s and smaller with nice quality.

**Navels:** We have finished for the season. Fruit was much stronger and lighter than last year.

**Valencias:** This was a very light crop—at least 50 percent less than last season. Fruit size was larger, with fair to good quality. Harvesting is expected to start the end of May or early June.

**Lemons:** Most groves have been picked a second time; there will be a small, cleanup pick in June/July.

### District 3: Riverside and Imperial counties (Sevilla/Gutierrez)

We have finished harvesting in the desert. It's early, but the bloom looks heavy, and we anticipate a good crop set on lemons and grapefruit. Mangos appear to have a good set for this season.

*D2 and D3 Field Representative Ruben Gutierrez can be reached at (951) 323-9875. Garff Hathcock can be reached at (714) 920-0192. ♦*



*Association includes 9,500+ acres and more than 400 growers of California Citrus*



*Organic and conventional citrus and specialty fruit growers*



*Self-funded, grower-owned cooperative*



*Transportation savings and convenience*



*Year-round, state-of-the-art packing facilities and marketing strategies*



## Citrus Market Report

**Navels** (conventional) will finish the end of May. Demand has improved in May, but FOBs are not where we would like to see them though are stronger than last year. Overall quality was good. Organic Navels are finished for the season and had good pricing and movement.

**Lemons** (conventional) are 70% harvested. Fruit quality has been good, with market demand fair to good. Food service has started to come back, and we are seeing better demand on the standards and smaller size fruit. Argentina is expected to send more fruit than last year starting the end of May/early June. Chile will follow with fruit arriving in June. Mexico will start to arrive early July. Overall pricing has increased from April to May, and we expect to see good demand until all the imports hit sometime in late June. Organic Lemon demand currently exceeds supply. California organic lemons were about 20% less this year, and Mexico is getting a later start than normal. Some of the Mexican organic lemons were affected by the freeze that went through Texas mid-February.

**Grapefruit** (conventional) demand from California came earlier due to the Texas freeze, and the industry set some record high FOBs for California fruit. Pricing has been strong with fair to good movement, particularly on larger sizes. We anticipate strong pricing for the remainder of the season. The Texas freeze came after Texas had harvested all the Organic Grapefruit. The current market has brisk demand at strong pricing, particularly on larger sizes. We anticipate a strong market until the end of the season.

**Valencias** (conventional) in D1 are about the same but extremely light in D2. Overall, the industry will be off from last year. Navels are in the market now and expected to go until late July. The demand currently is good on the 113/138 but sluggish on larger sizes. We expect to get started on Valencias in early June. Demand is anticipated to be strong for Organic Valencias starting in June. Mexican organic Valencias are in the market now at lower FOBs, and the Organic Navels are just finishing. This will be a very light crop, and we anticipate higher FOBs and good demand on all sizes and grades. ♦

## 2020: A Year in Review

**2020** started off as most seasons do that have heavy crops on lemons, Valencias and Navels. Movement was fair, with lower pricing on Navels and Desert Lemons. Navels had smaller fruit with some quality issues, particularly out of District 2. The early lemons were competing directly with the imports, which put downward pressure on pricing on the front end. Then the pandemic hit.

There was a significant and immediate impact on food service business, and an initial effect on retail business. However, once the consumer realized citrus had a health benefit in fighting off the virus, there was strong demand from the retail sector. In addition, there were some government subsidies which benefited citrus. This created a wide range in pricing on each product depending on size and grade (40 percent of the lemon movement is food service

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## Stats from the Packinghouse

as of May 5, 2021 (does not include organic or chem-free totals)

**Lemons in storage: 136,118 cartons**

Variety-District	Fancy	Choice	ORC	Standard	Juice	Total
Lemons-D1	67.4%	16.6%	0.0%	0.4%	15.6%	100.0%
Lemons-D2	35.6%	39.5%	0.0%	0.3%	24.6%	100.0%
Lemons-D3	40.5%	26.5%	0.0%	5.2%	27.8%	100.0%
Navels-D1	71.6%	20.5%	0.0%	2.3%	5.6%	100.0%
Navels-D2	59.9%	16.3%	0.0%	0.0%	23.8%	100.0%
Ruby Grapefruit-D3	47.0%	17.5%	0.0%	19.4%	16.1%	100.0%
Rio Grapefruit-D3	52.6%	21.8%	0.0%	6.6%	19.0%	100.0%
Star Grapefruit-D1	73.5%	12.2%	0.0%	0.0%	14.3%	100.0%
Star Grapefruit-D2	45.0%	5.3%	24.6%	8.2%	16.9%	100.0%
Star Grapefruit-D3	51.6%	18.6%	0.0%	18.7%	11.1%	100.0%
Minneola-D1	91.4%	0.0%	0.0%	0.0%	8.6%	100.0%
Minneola-D3	65.1%	22.1%	0.0%	0.0%	12.8%	100.0%
Daisy-D3	68.5%	0.0%	0.0%	0.0%	31.5%	100.0%
Tangos-D3	48.0%	0.0%	0.0%	0.0%	52.0%	100.0%
Fairchild-D3	70.7%	0.0%	0.0%	0.0%	29.3%	100.0%

## CCH Update

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### Officers:

**President:** John Demshki

### Board of Directors:

Matt Witman, Chairman

John Gless

David Roberts

Al Stehly

Kenneth Doty

Jim Barkley

Tom Dorsey

### CCH Pool Payment Policy

#### **For all fruit varieties except lemons:**

Monthly pools are advanced to growers 45 days from the close of receiving for that pool. Final payment will be made 90 days from the close of receiving for that pool. On season pools, advance dates and final payment have not been determined.

#### **For lemons:**

Monthly pools will be advanced 45 to 60 days from the end of the month of the pool harvest and will close approximately 120 days from the end of the month harvested. **District 1** pools will continue to be monthly. **District 2 local** (Riverside and San Diego) pools will be monthly. **District 2 north** (Ventura and Santa Barbara) will be a season pool from 1/1 through 10/31; November and December are monthly pools. Advances will be made 5/15, 7/15, 9/15, and 11/15, with a final payment on 12/15. November and December pools will be advanced like any other monthly lemon pool. **District 3** pools will continue to be weekly throughout the season.

The Pool Payment policy is subject to change based on market and fruit conditions. If CCH is unable to comply with this advance policy, growers will be notified. If you have any questions, please contact Garff Hathcock at (714) 920-0192.

## Estimated Pool Closing Schedule (as of May 4, 2021)

The projected schedule estimates when the major open pools will be closed and paid. Closing dates listed are estimates only and subject to change based on market conditions. **Not all pools are included in this report; contact Grower Accounting for more information.**

Pool Name	First Date Received	Last Date Received	45-day Advance	Final Date
Mi 1-1	2/18/2021	03/31/21	05/15/21	06/29/21
Mi 2-10	2/22/2021	02/28/21	04/14/21	05/29/21
Mi 3-1	12/21/2020	01/31/21	03/17/21	05/01/21
Na 1-4	1/2/2021	01/31/21	03/17/21	05/01/21
Na 1-5	2/1/2021	02/28/21	04/14/21	05/29/21
Na 1-6	3/1/2021	03/31/21	05/15/21	06/29/21
Na 1-7	4/3/2021	04/30/21	06/14/21	07/29/21
Na 1-8	5/1/2021	picking	picking	picking
Na 1-10	4/24/2021	04/30/21	06/14/21	07/29/21
Na 1-11	5/1/2021	picking	picking	picking
Na 1-31	1/4/2021	02/04/21	03/21/21	05/05/21
Na 1-22	1/8/2021	01/31/21	03/17/21	05/01/21
Na 1-23	2/4/2021	02/28/21	04/14/21	05/29/21
Na 1-24	3/14/2021	03/31/21	05/15/21	06/29/21
Na 2-1	1/4/2021	01/31/21	03/17/21	05/01/21
Na 2-2	2/1/2021	02/28/21	04/14/21	05/29/21
Na 2-3	3/3/2021	03/31/21	05/15/21	06/29/21
Na 2-4	4/1/2021	04/30/21	06/14/21	07/29/21
Na 2-10	1/6/2021	01/31/21	03/17/21	05/01/21
Na 2-11	2/4/2021	02/28/21	04/14/21	05/29/21
Le 1-4	1/12/2021	01/31/21	03/17/21	05/01/21
Le 1-5	2/5/2021	02/28/21	04/14/21	05/29/21
Le 1-6	3/2/2021	03/31/21	05/15/21	06/29/21
Le 1-7	4/1/2021	04/30/21	06/14/21	07/29/21
Le 1-8	5/1/2021	picking	picking	picking
Le 1-20	4/8/2021	04/30/21	06/14/21	07/29/21
Le 2-1	1/2/2021	01/31/21	03/17/21	05/01/21
Le 2-2	2/1/2021	02/28/21	04/14/21	05/29/21
Le 2-3	3/1/2021	03/31/21	05/15/21	06/29/21
Le 2-4	4/1/2021	04/30/21	06/14/21	07/29/21
Le 2-5	5/1/2021	picking	picking	picking
Le 2-7	1/7/2021	picking	picking	picking
Le 2-10	1/5/2021	01/31/21	03/17/21	05/01/21
Le 2-11	2/1/2021	02/28/21	04/14/21	05/29/21
Le 2-12	3/1/2021	03/31/21	05/15/21	06/29/21
Le 2-13	4/1/2021	04/30/21	06/14/21	07/29/21
Le 2-14	5/1/2021	picking	picking	picking
Le 2-31	3/1/2021	03/31/21	05/15/21	06/29/21
Le 2-50	3/20/2021	03/31/21	05/15/21	06/29/21
Le 2-51	4/2/2021	04/30/21	06/14/21	07/29/21
Le 2-81	1/12/2021	01/31/21	03/17/21	05/01/21
Le 2-82	2/2/2021	02/28/21	04/14/21	05/29/21
Le 2-83	3/1/2021	03/31/21	05/15/21	06/29/21
Le 2-84	4/7/2021	04/30/21	06/14/21	07/29/21
Le 2-85	5/1/2021	picking	picking	picking
Le 3-13	1/15/2021	01/31/21	03/17/21	05/01/21
Le 3-14	2/6/2021	02/28/21	04/14/21	05/29/21
Le 3-15	3/2/2021	03/31/21	05/15/21	06/29/21
Le 3-16	4/21/2021	04/30/21	06/14/21	07/29/21
Le 3-48	12/29/2021	01/02/21	02/16/21	04/02/21
Le 3-49	1/4/2021	01/09/21	02/23/21	04/09/21
Le 3-50	1/11/2021	01/16/21	03/02/21	04/16/21

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## CCH Board Makes Changes

After 35 years as a CCH Director and Chairman of the Board, Charlie Colladay has retired. CCH growers have benefitted greatly from his sage advice and guidance. We will miss him and wish him a happy retirement.

CCH has two new board members and a new Chairman. Below we briefly introduce all the members of the current board who will use their wealth of professional and agricultural experience to guide CCH into the future:

**Jim Barkley** is a CPA who brings more than 40 years of diverse financial, accounting and business consulting experience to his role as interim CFO and controller for two citrus-related ag entities with CCH. He previously served on non-profit boards in the arts and fraternal organizations. Jim looks forward to adding his financial insight and business experience to the Board and help CCH evolve with the challenging landscape of California agriculture.

**Tom Dorsey** is currently farming citrus in the California desert. He is a 2<sup>nd</sup> generation famer and has been farming citrus the last 29 years. Tom has also been running his own real estate/general building contractor business for the past 38 years. Tom is excited to help CCH navigate the future of the citrus industry in California.

**Ken Doty** is a 4<sup>th</sup> generation farmer in Santa Barbara County and has been farming citrus and avocados in the Goleta area for 40 years and has been CCH Director for the past 22 years. Ken has also served on the California Farm Bureau Board for the last 10 years. Ken will help CCH maximize grower returns and help establish CCH as one of the leaders in the California citrus arena.

**John Gless** is a 3<sup>rd</sup> generation farmer and has been farming citrus in California for the past 70 years. He currently farms in all three districts in California and is one of the leaders in the California citrus industry and has been a CCH Director for more than 30 years. John has served on several industry-related boards and brings a wealth of knowledge and understanding of the industry. John is focused on helping CCH maximize grower returns, modernize packing operations and leading CCH into the future as an industry leader.

**David Roberts** is a 3<sup>rd</sup> generation farmer and is currently farming citrus in the San Joaquin Valley. Dave has been a CCH Director since 1990 and is Chairman of the Board at California Citrus Mutual. He has served on several other industry-related boards and will continue to offer his insight and understanding of the California citrus industry.

**Al Stehly** is a 3<sup>rd</sup> generation farmer and is currently farming citrus in the San Diego County area for the last 43 years. In addition, Al and his wife own and operate a farm management company and a vineyard operation. Al has been a CCH Director for the past 30 years and is currently serving as a board member for the California Farm Bureau.

**Matt Witman** is CCH's new Chairman of the Board. Matt has been a CCH Director for the past 25 years and is a 3<sup>rd</sup> generation farmer growing citrus in the San Diego County area for the past 40 years. Maximizing grower returns is the goal, and CCH will continue to do this with innovative marketing, state-of-the-art packing and with growers who continue to produce the finest citrus in the state. ♦



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**CHANGE SERVICE REQUESTED**

**Estimated Pool Closing Schedule (continued)**

Pool Name	First Date Received	Last Date Received	45-day Advance	Final Date
Le 3-51	1/18/2021	01/23/21	03/09/21	04/23/21
Le 3-52	1/25/2021	01/30/21	03/16/21	04/30/21
Le 3-53	2/1/2021	02/06/21	03/23/21	05/07/21
Le 3-54	2/8/2021	02/13/21	03/30/21	05/14/21
Le 3-55	2/15/2021	02/20/21	04/06/21	05/21/21
Le 3-56	2/22/2021	02/27/21	04/13/21	05/28/21
Le 3-57	3/1/2021	03/06/21	04/20/21	06/04/21
Rg 3-1	3/22/2021	03/31/21	05/15/21	06/29/21
Rg 3-10	3/12/2021	03/31/21	05/15/21	06/29/21
Rr 3-1	11/16/2020	04/20/21	06/04/21	07/19/21
Rr 3-12	1/16/2021	01/31/21	03/17/21	05/01/21
Rr 3-13	2/4/2021	02/28/21	04/14/21	05/29/21
Rr 3-14	3/6/2021	04/23/21	06/07/21	07/22/21
Sr 1-1	3/5/2021	picking	picking	picking
Sr 2-1	4/19/2021	picking	picking	picking
Sr 2-10	1/9/2021	01/31/21	03/17/21	05/01/21
Sr 2-11	2/19/2021	02/28/21	04/14/21	05/29/21
Sr 2-12	3/3/2021	03/31/21	05/15/21	06/29/21
Sr 2-13	4/24/2021	04/30/21	06/14/21	07/29/21
Sr 3-1	3/10/2021	03/31/21	05/15/21	06/29/21
Va 2-1	4/20/2021	04/30/21	06/14/21	07/29/21

**2020 (continued from page 2)**

driven, along with a good percentage of Standard and Choice grades on oranges and grapefruit).

The most significant impact for CCH was on the labor force. Keeping the workforce safe and intact was extremely challenging, in addition to the stress and strain on employees.

CCH implemented procedures and precautions to ensure the safety of the labor force, but many employees still became infected with the virus, which ultimately had an effect on productivity at both plants.

CCH supplemented with temporary labor, but at times struggled to have enough labor to meet demand. By Fall, most of the workforce had returned, eager to work. CCH is now back to full operating capacity and is extremely grateful and thankful for the employees' dedication and loyalty to the organization.

CCH looks forward to a stronger 2021 season. The food service sector is coming back as the nation recovers and pandemic restrictions loosen.

The 2021 lemon and Valencia crops are down in volume from 2020. We are optimistic that pricing will reflect volume decline. The grapefruit season is off to historical FOBs as a result of the unfortunate freeze in Texas and northern Mexico. Navels are finishing up with a stronger season than 2020. We are optimistically anticipating better returns and a strong workforce for the remainder of the season. ♦