



Update

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

September 2021

Report from the Field



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

District 1: Kern and Tulare counties (Nenna)

Navels: We have estimated the current crop. Southern Kern County appears to have a decent crop with good sizes and quality. The Northern part of the Valley seems to be lighter than last season but with good size structure and quality.

Lemons: We are currently estimating, but the crop appears to be a good set.

Valencias: We are winding up the Valencias for the season.

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

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

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

Grapefruit: We have finished the Stars for the season and are in the middle of the Ruby harvest. Next year's crop appears to be less than this year—30 to 40 percent, with the Ruby being off about 15 percent.

Navels: We are currently estimating the upcoming Navel crop. It appears to be a good set.

Valencias: This season was exceptionally light; however, the upcoming season looks very heavy.

Lemons: We have cleaned everything up for the season.

District 2: Ventura and Santa Barbara counties (Strickland)

Lemons: We are on the final cleanup picks for the season. We anticipate some harvesting in December. The new crop appears to be slightly heavier in comparison to this season, but it's still too early to be sure.

Valencias: We are finished for the season. It was an extremely light crop—70 percent less than last season. The new crop appears to be heavy.

D2 Field Representative Fred Strickland can be reached at (805) 218-7130 or via email at fred@cchcitrus.com. Garff Hathcock can be reached at (714) 920-0192 or via email at garff@cchcitrus.com.

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

Lemons: Lemons look very heavy for this season. We will start harvesting after Labor Day. We are seeing more wind and thrip damage in most areas than we typically see. Sizing is coming along.

Grapefruit: The crop appears to be lighter than last season—maybe 20-30 percent less.

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



Citrus Market Report

Conventional

Grapefruit: We have finished the Star Ruby season and are currently harvesting the Marsh Ruby in District 2. Movement is fair to good with strong pricing. We should finish the Ruby mid- to late September. Texas will not have much volume this upcoming season due to the unfortunate freeze they experienced last February. This should allow for strong pricing all year long.

Lemons: There are plenty of imports in the market with lower pricing on both coasts. Argentina has finished shipping for the year. We anticipate Argentina will end up shipping 30-40 percent more lemons to the U.S. compared to last year. Last they shipped 2.3 million cartons; we anticipate they will ship more than 3 million cartons once every container has landed and been unloaded. Chile will continue to ship to the U.S. until the end of September. They have sent 1,400 containers, about 400 containers less than last year during the same time. Mexico has shipped less than last season at the same time and will most likely have less fruit this season due to the same freeze that hit Texas. We anticipate the market improving in terms of pricing and movement mid-October—once the imports are out of the way.

Navels: The 2022 crop appears to be slightly off from last year, and the Mandarin market is substantially off according to many reports. This should improve the overall demand on Navels this upcoming season from the retailers who will have fewer Mandarins on the shelf.

Valencias: We are seeing good demand on 138s and 113s as kids have returned to school and the Navels are finished for the season.

Organic

Grapefruit: We are finished with the Stars and the Rubys. The same situation exists with Texas on the organic side. There will be little to no fruit available next season, and we are hearing that the Mexican crop is 30-40% off from last year. This should allow for good demand and high pricing.

Lemons: Demand is brisk, with very little California fruit available. The desert most likely will not get under way until mid- to late September. Organic Mexican fruit crossed 22 loads last week, but the quality is suspect and most of the growing areas are down in terms of volume and have

(Continued on last page)

Stats from the Packinghouse

as of August 26, 2021 (does not include organic or chem-free totals)

Lemons in storage: 30,099 cartons

Variety-District	Fancy	Choice	ORC	Standard	Juice	Total
Lemons-D1	68.3%	14.9%	0.0%	0.5%	16.3%	100.0%
Lemons-D2	32.0%	36.8%	0.0%	4.9%	26.3%	100.0%
Lemons-D3	40.8%	24.7%	0.0%	5.2%	29.3%	100.0%
Navels-D1	69.4%	18.2%	0.0%	2.7%	9.7%	100.0%
Navels-D2	59.9%	16.3%	0.0%	0.0%	23.8%	100.0%
Valencia-D1	41.7%	38.6%	0.0%	3.6%	16.1%	100.0%
Valencia-D2	43.4%	33.8%	0.0%	0.0%	22.8%	100.0%
Ruby Grapefruit-D2	80.5%	8.3%	0.0%	0.0%	11.2%	100.0%
Ruby Grapefruit-D3	47.0%	17.2%	0.0%	6.3%	29.5%	100.0%
Rio Grapefruit-D3	47.7%	19.4%	0.0%	3.4%	29.5%	100.0%
Star Grapefruit-D1	76.5%	12.7%	0.0%	1.5%	9.3%	100.0%
Star Grapefruit-D2	68.4%	10.9%	4.8%	2.1%	13.8%	100.0%
Star Grapefruit-D3	43.5%	18.1%	0.0%	10.2%	28.2%	100.0%
Minneola-D1	91.4%	0.0%	0.0%	0.0%	8.6%	100.0%
Minneola-D3	63.8%	19.8%	0.0%	0.0%	16.4%	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%

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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 August 25, 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
Na 1-8	5/1/2021	05/31/21	07/15/21	08/29/21
Na 1-11	5/1/2021	05/31/21	07/15/21	08/29/21
Le 1-8	5/1/2021	05/31/21	07/15/21	08/29/21
Le 1-20	4/8/2021	04/30/21	06/14/21	08/29/21
Le 2-4	4/1/2021	04/30/21	06/14/21	08/29/21
Le 2-5	5/1/2021	05/31/21	07/15/21	09/15/21
Le 2-6	6/2/2021	06/30/21	08/14/21	09/28/21
Le 2-7	1/7/2021	picking	picking	picking
Le 2-8	7/2/2021	07/31/21	09/14/21	10/29/21
Le 2-13	4/1/2021	04/30/21	06/14/21	08/29/21
Le 2-14	5/1/2021	05/31/21	07/15/21	09/15/21
Le 2-15	6/3/2021	06/30/21	08/14/21	09/28/21
Le 2-16	7/2/2021	07/31/21	09/14/21	10/29/21
Le 2-51	4/2/2021	04/30/21	06/14/21	08/29/21
Le 2-84	4/7/2021	04/30/21	06/14/21	08/29/21
Le 2-85	5/1/2021	05/31/21	07/15/21	09/15/21
Le 2-86	6/2/2021	06/30/21	08/14/21	09/28/21
Le 2-87	7/6/2021	07/31/21	09/14/21	10/29/21
Le 3-16	4/21/2021	04/30/21	06/14/21	08/29/21
Le 3-58	8/19/2021	picking	picking	picking
Mg 3-10	8/12/2021	picking	picking	picking
Mg 3-11	8/16/2021	picking	picking	picking
Rg 2-1	8/18/2021	picking	picking	picking
Rg 3-1	3/22/2021	03/31/21	05/15/21	08/29/21
Rr 3-1	11/16/2020	04/20/21	06/04/21	08/29/21
Sr 1-1	3/5/2021	06/30/21	08/14/21	09/28/21
Sr 2-1	4/19/2021	08/14/21	09/28/21	11/12/21
Sr 2-13	4/24/2021	04/30/21	06/14/21	08/29/21
Sr 2-14	5/7/2021	05/31/21	07/15/21	09/15/21
Sr 2-15	6/1/2021	06/30/21	08/14/21	09/28/21
Sr 2-16	7/3/2021	07/31/21	09/14/21	10/29/21
Sr 2-17	8/4/2021	picking	picking	picking
Sr 3-1	3/10/2021	03/31/21	05/15/21	08/29/21
Va 1-1	6/7/2021	06/30/21	08/14/21	09/28/21
Va 1-2	7/1/2021	07/31/21	09/14/21	10/29/21
Va 1-3	8/2/2021	picking	picking	picking
Va 1-20	6/4/2021	06/30/21	08/14/21	09/28/21
Va 1-21	7/17/2021	07/31/21	09/14/21	10/29/21
Va 2-1	4/20/2021	04/30/21	06/14/21	08/29/21
Va 2-2	5/7/2021	05/31/21	07/15/21	09/15/21
Va 2-3	6/1/2021	06/30/21	08/14/21	09/28/21
Va 2-4	7/16/2021	07/31/21	09/14/21	10/29/21
Va 2-5	8/4/2021	picking	picking	picking
Va 2-7	5/11/2021	05/31/21	07/15/21	08/29/21
Va 2-8	6/1/2021	06/30/21	08/14/21	09/28/21
Va 2-10	5/10/2021	05/31/21	07/15/21	08/29/21
Va 2-11	6/3/2021	06/30/21	08/14/21	09/28/21
Va 2-12	7/1/2021	07/31/21	09/14/21	10/29/21
Va 2-13	8/6/2021	picking	picking	picking
Va 2-50	8/9/2021	picking	picking	picking

California citrus crop insurance programs keep improving

by Nielsen & Associates Insurance

Until 1990, there was no perception of loss for California citrus producers. Our office had sent out mailings to all the citrus growers in the state in 1989 and 1990 explaining the Federal MPCCI crop insurance program. There were only about 50 policies in force in December 1990. Our office had written a dozen of them. The ad program appeared to have been a complete waste of time and money. We had no idea how wrong we were! Our timing couldn't have been better, as our phones started ringing off the hook.

There was, however, a new wrinkle added to the Federal Multiple Peril Crop Insurance (MPCI) program for new purchases. Farmers were required to sign up for three years to guard against adverse selection. The program was a huge success in 1991 with most growers signing up for some level of protection. At the same time, a small group of citrus processors, along with California Citrus Mutual, asked for a program to protect their working capital. We were able to design a private insurance program that provided coverage for the cartons a packer did not pack and, for CCM, cartons they did not receive revenue from. It also was a huge success, with many crop insurance companies eventually copying the policy we designed so they, too, could help protect the packinghouses.

Today, almost all citrus growers purchase some level of insurance, as do many of the packers. It is easy to understand why, when the cost is as little as 2 percent of the limit purchased. Most growers select a limit that protects both their cultural cost and debt service. The closing date to purchase federal programs is November 20th, but it is for *next* season, not for the current crop on the tree. When the MPCCI coverage fails to provide the necessary amount of protection, we are able to supplement it with private insurance.

Innovation over the years has also added federal programs based on revenue guarantees for Navels instead of carton history. Some of these revenue programs have worked better than others, and we are once again working with CCM and the companies to come up with a product that works well for the growers. The private insurance products are for the peril of freeze only and are based on a dollar amount chosen per acre triggered by the percent of damage limit selected. There is a new young citrus tree freeze program in the works that could be launched soon.

Most citrus growers today consider crop insurance a cultural cost. Nielsen & Associates Insurance is proud of its history of helping growers and packers for the last 30 years in cooperation with CCM. ♦

For more information, contact Alexis Silveira, Director of Membership and Communication at California Citrus Mutual, at (559) 592-3790 or via email at alexis@cacitrusmutual.com.



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Citrus Market Report (continued from page 2)

experienced heavy rain for the past week. Pricing is good but has come off the summer highs we saw in June and July.

Valencias: There is brisk demand with a very light crop. We will be finished by mid-September. It's the earliest finish we have had.

Mangos: We have started the mango season, and demand appears to be good with most of the fruit committed to programs. This is a good size crop and pricing is strong. The Mexican product is finishing up earlier than normal, which allows for the California Organic Mango to occupy a good percentage of the Retail Shelf Space. ♦

A perfect storm is brewing at the NLRB

provided by Barsamian & Moody, The Employers' Law Firm

The recently confirmed General Counsel of the National Labor Relations Board, Jennifer Abruzzo, recently issued her first memorandum that indicates that significant changes are coming to federal and state labor laws. It suggests that the NLRB intends to focus its resources over the next few years to make it easier for unions to organize workers. It also confirms that the Biden-era NLRB aims to be an activist agency that aggressively rolls back Trump-era policies that restored balance to federal and state labor laws. It also indicates that the agency will focus on expanding the NLRB's application of the "Protecting the Right to Organize (PRO) Act," the labor movement's wish-list bill that would make it easier for unions to organize workers.

The memorandum is bad news for both union and non-union employers and serves as an early warning sign that employers need to begin taking steps to prepare for increased union-organizing activity. The NLRB board will soon be dominated by career pro-union attorneys that will greatly tip the scales in favor of unions and will surely present challenges for all employers. To learn about steps you can legally take to remain union free, contact Barsamian & Moody at (559) 248-2360. ♦

Correction

In the June *CCH Update* newsletter, we introduced all the current CCH Board members, but the description for David Roberts contained an error that we will correct by reprinting his description below. We apologize for the error.

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

