

## CY 2023 Year to Date Demand Highlights

as of 2/12/24 - $6^{\text {th }}$ month of the Crop Year

|  |  | Shipments |  |
| :---: | :---: | :---: | :---: |
|  |  | January | Crop to Date |
| Overall: | CY'23 | 236 | 1,381 |
|  | CY'22 | 230 | 1,272 |
|  | Increase: In \% | 2.7\% | 8.6\% |
|  | In millions/lbs. | 6.3 | 109.1 |
| Domestic | CY'23 | 63 | 361 |
|  | CY'22 | 67 | 363 |
|  | Increase: In \% In millions/lbs. | $\begin{array}{r} \hline-5.4 \% \\ (3.6) \end{array}$ | $\begin{array}{r\|} \hline-0.6 \% \\ (2.1) \end{array}$ |
|  | In milions/lbs. | (3.6) | (2.1) |
| Export | CY'23 | 173 | 1,019 |
|  | CY'22 | 163 | 908 |
|  | Increase: In \% | 6.1\% | 12.2\% |
|  | In millions/lbs. | 9.9 | 111.2 |


| Committed <br> Not Shipped |
| ---: |
| 637 |
| 840 |
| $-24.1 \%$ |
| $(203)$ |
| 262 |
| 349 |
| $-24.9 \%$ |
| $(87)$ |
| 375 |
| 4491 |
| $-23.6 \%$ |
| $(116)$ |


| Total CY YTD Sales |  | Domestic | Export | Total |
| :---: | :---: | :---: | :---: | :---: |
|  | CY'23 | 623 | 1,395 | 2,018 |
| (Includes Shipments | CY'22 | 712 | 1,400 | 2,112 |
| \& Commitments not | Increase: In \% | -12.5\% | -0.3\% | -4.4\% |
| Shipped). | In millions/lbs. | (89) | (5) | (94) |

## CY 2023 Year to Date Demand Highlights - continued as of $2 / 12 / 24$ - $6^{\text {th }}$ month of the Crop Year

## California Industry Historical Supply and \% Sold by End of January

| Crop | Committed \& Shipped by End | Total S | leable ply | Total Ta Crop Yea | t/Actual hipments | $\begin{aligned} & \text { Total Net } \\ & \text { (= Gross } \end{aligned}$ | ible Crop Inedible) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | of January | Pounds | \% Sold | Pounds | \% Sold | Pounds | \% Sold |
| CY 23 | 2,018 | 3,147 | 64\% | 2,662 | 76\% | 2,347 | 86\% |
| CY 22 | 2,112 | 3,365 | 63\% | 2,565 | 82\% | 2,527 | 84\% |
| CY 21 | 2,080 | 3,471 | 60\% | 2,634 | 79\% | 2,863 | 73\% |
| CY 20 | 2,410 | 3,506 | 69\% | 2,898 | 83\% | 3,056 | 79\% |
| CY 19 | 1,871 | 2,822 | 66\% | 2,372 | 79\% | 2,507 | 75\% |
| Avg CY19-CY22: |  | 64\% |  | 81\% |  | 77\% |  |

On Pace $=+/-3 \%$ of prior 4 year average
CY23 Outlook Carry-out = 485 million


## CY 2023 Year to Date Demand Highlights - continued as of 2/12/24 - 6th month of the Crop Year

|  |  | In M/lbs. |
| :---: | :---: | :---: |
| Total Saleable Supply: |  |  |
| Full Year 2023 Outlook: | as of 2/9/24 | 3,147 |
| Full Year 2022 Actual: |  | 3,365 |
| Increase/(Decrease) in Saleable S | upply: | (217) |
| Target Shipment Increase in CY'2 | 3 vs. CY'22: | 97 |
| Balance to Ship for the Remainder of the Year |  |  |
| Target Shipments: Feb '24-July '24: | Total: | 1,281 |
|  | Per Month: | 214 |
| Actual Shipments: Feb '23-Jul '23: | Total: | 1,293 |
|  | Per Month: | 215 |
| Difference: CY'22 vs. CY'23 Balance of the Year Shipments: Variance in \%: | Total: | (12) |
|  | Per Month: | (2.0) |
|  |  | -0.9\% |

## CY 2023 Year to Date Demand Highlights - continued as of 2/12/24 - 6th month of the Crop Year



## California Almond Export Shipment Demand Comparison CY' 22 vs. CY'23 - as of 2/12/24-6th month of the Crop Year



## California Almond Industry Monthly Shipments CY'23 Outlook vs. Prior three Crop Years



## CY'23 - January 2024 ABC Position Report Summary \& Market Status as of 2/12/24

- January 2023 shipments of 236 million were up by +6.3 million pounds ( $+2.7 \%$ ) vs. the prior year. This performance sets a new record for the month of January. Year-to-Date shipments now total 1.381 billion vs. 1.272 billion last year ( +109.1 million pounds or $+8.6 \%$ ) as of the end of January. The Total Committed and Shipped figure at the end of January 2024 of 2.018 billion is down by -94 million pounds ( $-4.4 \%$ ) vs. the end of January 2023. The Industry's overall sold percentage at the end of January is $64 \%$ of the total estimated supply and $86 \%$ sold to the estimated 2.347 billion pounds of net crop receipts ( 2.45 billion pounds gross less $4.2 \%$ loss \& exempt). CY'23 Commitments not yet shipped of 637 million are down -203 million ( $-24.1 \%$ ) than seen at the end of January 2023. This lower committed not shipped figure reflects the hesitancy of sellers to offer until they fully understand the size and quality of their inventories vs. a lack of demand. Demand has remained strong from all markets as is reflected in the strong shipment figures.
Domestic Shipments - January shipments of 63 million were down by -3.6 million pounds ( $-5.4 \%$ ) vs. last year. YTD Shipments of 361 million are down by -2.1 million ( $-0.6 \%$ ) vs. last year. Total Committed and Shipped volume at the end of January of 623 million represents an 89-million-pound decrease vs. last year (-12.5\%).
Export Shipments - January shipments of 173 million were up by +9.9 million pounds ( $+6.1 \%$ ) vs. last year. YTD Shipments of 1.019 billion are up +111.2 million ( $+12.2 \%$ ) vs. last year. Total Committed and Shipped volume at the end of January of 1.395 billion represents a 5 -million-pound decrease vs. last year ( $-0.3 \%$ ).
New Sales - New Sales for the month of January were 236 million pounds (down -114 million pounds or $-33.0 \%$ vs. last year) Last year's record level of new sales of 350 million was unusually high which in turn led to lower new sales figures in the following 3 -months. We expect new sales in the coming 3 -month period to be higher than last year ( 200 million per month or higher vs. the historically low average seen last year of 150 million per month for the February - April period.
General Market Activity - Buying interest/activity during the second half of January through February $12^{\text {th }}$ remained strong across all markets and we can anticipate the coming months will continue the year-to-date pattern of strong and steady new sales that we have seen throughout this crop year vs. the spikes and valleys of buying activity seen during the 2022/23 crop year.


## 2023 California Almond Crop Size Outlook

As of the end of January, USDA crop receipts are 2.389 billion vs. 2.499 billion last year ( 110 million less or down $4.5 \%$ ). Last year an additional 72 million pounds were reported to the USDA between February and July.

This year, we see that figure (balance left to report) ending up closer to 50 million pounds based on what we know is left to be reported. If we are correct, that would put the final crop in the range of $2.44-2.45$ billion pounds vs. the final 2022 USDA crop receipts of 2.571 billion pounds ( $-4.8 \%$ or 121 million pounds less). These figure are of course a comparison of the gross crop size. With the high in-edibles that came with this 2023/24 crop (4.2\% vs. $2.12 \%$ last year), the net edible supply from the $2023 / 24$ crop will end up being down 180 million vs. last year and the total supply, with the slightly smaller carry-in, will be down 217 million pounds (-6.5\%) vs. the 2022/23 crop year sellable supply.

# California Almond Crop Crop Receipt and Inedible Analysis - CY16-CY23YTD 

Based on USDA Receipt Data from the ABC Position Reports - January

|  | Nonpareil Crop |  |  |  | Total Crop |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Inedibles |  |  |  | Inedibles |  |  | Nonpareil |  | Total Crop |  |
| $\begin{aligned} & \hline \text { Crop } \\ & \text { Year } \\ & \hline \end{aligned}$ | End of Jan <br> Receipts | YTD Thru January | July Y/E | Change In \% | End of Jan Receipts | YTD Thru January | July Y/E | $\begin{gathered} \text { Change } \\ \text { In \% } \end{gathered}$ | July Y/E <br> Receipts | YTD Dec \% Received | July Y/E <br> Receipts | YTD Dec \% Received |
| 2016 | 797 | 1.28\% | 1.25\% | -0.03\% | 1,993 | 1.24\% | 1.22\% | -0.02\% | 814 | 98.0\% | 2,131 | 93.5\% |
| 2017 | 905 | 2.29\% | 2.31\% | 0.02\% | 2,224 | 2.41\% | 2.42\% | 0.01\% | 922 | 98.2\% | 2,264 | 98.2\% |
| 2018 | 890 | 1.90\% | 1.91\% | 0.01\% | 2,255 | 1.71\% | 1.73\% | 0.02\% | 891 | 99.9\% | 2,268 | 99.4\% |
| 2019 | 1,042 | 1.56\% | 1.56\% | 0.00\% | 2,522 | 1.64\% | 1.65\% | 0.01\% | 1,049 | 99.3\% | 2,550 | 98.9\% |
| 2020 | 1,275 | 1.35\% | 1.36\% | 0.01\% | 3,042 | 1.39\% | 1.41\% | 0.02\% | 1,296 | 98.3\% | 3,115 | 97.7\% |
| 2021 | 1,101 | 2.02\% | 2.01\% | -0.01\% | 2,849 | 1.96\% | 1.96\% | 0.00\% | 1,132 | 97.3\% | 2,919 | 97.6\% |
| 2022 | 968 | 2.02\% | 2.04\% | 0.02\% | 2,493 | 2.10\% | 2.12\% | 0.02\% | 997 | 97.1\% | 2,571 | 97.0\% |
| 2023 | 925 | 4.71\% |  |  | 2,389 | 4.19\% |  |  | 950 | 97.3\% | 2,450 | 97.5\% |
| $\square$ = Average Inedibles got better by Year End = Average Inedibles got worse by Year End = Current Outlook for 2023 Crop as of 2/9/24 |  |  |  |  |  |  |  |  |  |  |  |  |

Analysis of CY'23 USDA Inedible \% by County
ABC Postion Report - All Varieties - Through January

| County | Kernel Lbs | Inedible Lbs | \% of Inedible | Total USDA <br> Receipts | Receipts $>5 \%$ | \% of Receipts $>5 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Alameda | 749,105 | 13,908 | 1.86\% | 18 | 5 | 27.78\% |
| BUTTE | 46,245,242 | 1,036,981 | 2.24\% | 4,160 | 349 | 8.39\% |
| CALAVERAS | 876,746 | 27,867 | 3.18\% | 12 | 1 | 8.33\% |
| COLUSA | 123,349,568 | 6,746,917 | 5.47\% | 5,892 | 2,530 | 42.94\% |
| CONTRA COSTA | 1,677,443 | 14,374 | 0.86\% | 64 | - | 0.00\% |
| DEL NORTE | 108,616 | 6,555 | 6.04\% | 7 | 4 | 57.14\% |
| EL DORADO | 81,720 | 3,684 | 4.51\% | 4 | 2 | 50.00\% |
| FRESNO | 439,803,441 | 23,660,129 | 5.38\% | 19,130 | 7,672 | 40.10\% |
| GLENN | 80,725,305 | 2,496,983 | 3.09\% | 4,753 | 700 | 14.73\% |
| HUMBOLDT | 74,151 | 4,106 | 5.54\% | 10 | 6 | 60.00\% |
| Inyo | 140,101 | 4,837 | 3.45\% | 5 | 2 | 40.00\% |
| Kern | 388,078,451 | 18,273,348 | 4.71\% | 12,889 | 4,836 | 37.52\% |
| Kings | 65,234,931 | 3,628,824 | 5.56\% | 2,162 | 1,025 | 47.41\% |
| Madera | 231,096,163 | 10,861,178 | 4.70\% | 10,277 | 3,752 | 36.51\% |
| Mariposa | 46,422 | 7,666 | 16.51\% | 4 | 1 | 25.00\% |
| Mendocino | 32,618 | 2,556 | 7.84\% | 4 | 2 | 50.00\% |
| Merced | 231,720,450 | 9,151,219 | 3.95\% | 10,131 | 2,799 | 27.63\% |
| Modoc | 44,698 | 2,443 | 5.47\% | 2 | 1 | 50.00\% |
| MONO | 15,680 | 223 | 1.42\% | 1 | - | 0.00\% |
| Monterey | 408,127 | 19,240 | 4.71\% | 18 | 7 | 38.89\% |
| Napa | 140,449 | 9,415 | 6.70\% | 5 | 3 | 60.00\% |
| Orange | 22,002 | 718 | 3.26\% | 1 | - | 0.00\% |
| Placer | 2,328,276 | 36,990 | 1.59\% | 126 | 13 | 10.32\% |
| Riverside | 19,824 | 1,384 | 6.98\% | 3 | 2 | 66.67\% |
| Sacramento | 6,144,877 | 104,224 | 1.70\% | 246 | 26 | 10.57\% |
| San Benito | 123,990 | 4,475 | 3.61\% | 1 | - | 0.00\% |
| San Francisco | 10,872 | 304 | 2.80\% | 1 | - | 0.00\% |
| San Joaquin | 150,281,763 | 3,268,263 | 2.17\% | 7,981 | 794 | 9.95\% |
| Sierra | 2,191 | 53 | 2.42\% | 1 | - | 0.00\% |
| Solano | 21,800,342 | 457,847 | 2.10\% | 1,295 | 130 | 10.04\% |
| Sonoma | 25,174 | 847 | 3.36\% | 3 | - | 0.00\% |
| Stanislaus | 352,503,413 | 10,705,530 | 3.04\% | 16,550 | 2,937 | 17.75\% |
| Sutter | 20,162,700 | 542,741 | 2.69\% | 1,408 | 232 | 16.48\% |
| Tehama | 26,633,347 | 497,176 | 1.87\% | 1,736 | 126 | 7.26\% |
| TULARE | 131,807,854 | 6,587,336 | 5.00\% | 4,896 | 1,769 | 36.13\% |
| TUOLUMNE | 75,219 | 860 | 1.14\% | 4 | - | 0.00\% |
| YOLO | 61,997,097 | 1,885,596 | 3.04\% | 2,831 | 528 | 18.65\% |
| YUBA | 4,276,329 | 114,152 | 2.67\% | 296 | 47 | 15.88\% |
| Grand Total | 2,388,864,697 | 100,180,949 | 4.19\% | 106,927 | 30,301 | 28.34\% |

## Summary by Region

| 2023 Edible vs. Inedible - January Report |  |  |  |
| :--- | ---: | ---: | ---: |
| Region | Total Crop |  | Inedible |
|  |  | \% Inedibles |  |
| Northern | $394,032,251$ | $13,939,851$ | $3.54 \%$ |
| Central | $969,601,852$ | $34,080,047$ | $3.51 \%$ |
| Southern | $1,025,230,594$ | $52,161,051$ | $5.09 \%$ |
| Grand Total | $2,388,864,697$ | $100,180,949$ | $4.19 \%$ |


| Count of Total Receipts vs <br> Receipts Greater Than 5\% TtI In-Edible |  |  |  |
| :--- | ---: | ---: | ---: |
| Month | TTL Rec | $>5 \%$ | As a \% |
| August | 4,353 | 1,246 | $28.62 \%$ |
| September | 30,223 | 7,848 | $25.97 \%$ |
| October | 32,853 | 8,938 | $27.21 \%$ |
| November | 23,197 | 6,756 | $29.12 \%$ |
| December | 12,457 | 4,208 | $33.78 \%$ |
| January | 3,844 | 1,305 | $33.95 \%$ |
| February |  |  |  |
| March |  |  |  |
| April |  |  |  |
| May |  |  |  |
| June |  |  |  |
| July |  |  |  |
| Grand Total | 106,927 | 30,301 | $28.34 \%$ |

## 2023/24 California Almond Industry Current Demand Outlook - as of 2/12/24

As we consider the demand side of the equation, we know that year-to-date Industry shipments are up by $8.6 \%$ vs. last year at the end of January (+111 million). With February 2024 shipments expected to be close to last year (at least 235 million vs. the 246 million last February), year-to-date shipments would still be 100 million pounds or more ahead of last year's shipments by the end of February. As you will see on the chart on page 16 of this report ( 2023 Outlook column in blue shading), the Industry only needs to see an overall increase of $3.8 \%$ in shipments for the entire crop year to bring the carry-out below 500 million which would be the lowest level seen since 2019 based on the supply factors mentioned above.

As we have shown on page 6 of this report, we do not expect to achieve the record level of shipments seen in March 2023 as that was an unusually high level for the month of March. However, the April through July period last year produced historically low combined shipments of only 766 million pounds ( 191.5 million lbs./month) vs. the prior two-year average (CY20 \& CY21) of 935 million pounds ( 233.7 million lbs./month). This is a drop of 169 million or $-18 \%$ vs. the prior two-year average. This year we expect better (and more normal) shipments in the April through July period. During this period this year we expect total shipments of at least 811 million (203 million lbs./month). For reference, the year-to-date average monthly shipments for August through January have averaged 231 million lbs./month. Thus, we expect that the last four months of this crop year should easily make up any shortfall experienced in March shipments this year vs. the prior year. In the end, we expect the 2023/24 crop year to end up with shipments totaling 2.662 billion vs. last year's figure of 2.565 billion and leaves a carry-out supply of 485 million into the CY' 24 season.

The total at the end of the year is what matters, not the monthly or quarterly swings in shipments that are only a part of the journey to the final year-end shipments.

## California Almond Industry 2024/25 Outlook <br> Acreage \& Supply - as of 2/12/24

As we discussed in last months report, we expect the 2024 California Almond Industry to have a bearing acreage footprint no larger than we had in 2023 ( 1.36 million best-case scenario) due to the continued high level of removals and reduced planting activity that has been seen since 2021. This is a result of the very poor almond growing economics seen over the past 3 years (the cost to grow the almonds has been below the grower return price due to historically low wholesale almond prices as well as low production yields due to weather during bloom or drought conditions).

California is no longer in drought and at this point and we do not expect to see another hard freeze that will impact the crop as negatively as we experienced CY'22 in the Northern Region. However, we do strongly believe that this coming 2024 crop will be less than optimal in terms of yield per acre vs. historical averages. This is because we continue to see and hear about a lot of sub-optimal almond farming practices over the past year. Many growers have not been able to afford to pay for "normal" almond growing operations (fertilizers, winter sanitation, bees, pruning, etc.) due to the negative cash flow they have experienced over the past few years. This is one of the reasons why the 2023 crop ended up so much smaller than expected besides poor bloom weather in 2023. Going into January 2024, the economics are considerably worse than at this time last year due to the continued low almond prices, higher growing costs, and the low yields experienced in 2023. The lack of farming inputs always leads to smaller yields, both short-term and long-term.

As you will see on page 16 of this report, even if the 2024 bloom weather is very good, we don't expect a crop larger than 2.85 billion. As mentioned in last month's report, a good average state-wide yield/acre is about 2,200 lbs. (vs. the projected 1,801 lbs./acre in 2023 ). If we have "normal" weather issues during the 2024 bloom (some periods of rain and windy days), a figure as low as 2.65 billion seems possible based on how so many orchards have been farmed this past year. Either of these two scenario keeps supply and demand in relatively good balance vs. what we have experienced the past 3 years (CY'20 through CY'22).

## California Almond Industry <br> Crop Year 2024 Bloom \& Weather Outlook - as of 2/12/24

As of this writing, the 2024 California almond bloom is just getting started. Scattered flowers across many orchards could be seen in the Central and Northern regions as of Friday 2/9/24 but not consistently from row to row, or tree to tree. Visual observations would say bloom in those areas is less than $2 \%$ at best. Once you move southward from Stanislaus county, the progression of bloom was noticeably less with sightings of any open flowers the exception vs. the rule.

We expect bloom to progress slowly going forward as the current weather forecast shows mild temperatures and a lot of cloud cover over the next 10 days in the growing regions. In fact, those hoping for perfect bloom weather are about to get disappointed as California is projected to have a lot of storm activity through the $22^{\text {nd }}$ of February. The Northern and Central growing regions will see the most weather impact during this period with at least 8 days of measurable rain from $2 / 14-2 / 22 / 24$. High winds are associated with the storms coming in from $17^{\text {th }}-20^{\text {th }}$ and very little sunshine will be seen between $2 / 14-2 / 22$. As of today, the forecast is the Northern Region will get about 4 inches of rainfall and the Central Region will receive about $3^{\prime \prime}$ inches of rainfall from the $14^{\text {th }}$ through the $22^{\text {nd }}$ of February. The Southern Region (Fresno County southward) will receive between 1 inch to 2 inches of rainfall during this same period. A bit more sunshine for the Southern Region but not much more than in the other regions.

Longer range weather models today are showing additional storms on 2/25-2/26/24 as well as from 2/28-3/2/24. However, the reality of this longer-term forecast is yet to be seen.

The good news is none of the forecast models so far are showing any chance of frost or freeze for the next 16-days. Otherwise, what we can say is the next 10 days look to be less than ideal for pollination (bee-activity) in all regions but specifically in the case of the Northern and Central Regions. The following 2 pages show the forecast for rainfall in total through March $1^{\text {st }}$ as well as the daily forecast for the main growing areas through the $22^{\text {nd }}$ of February.


Current Forecast Models showing a very wet California through March 1, 2024

GFS 16-DayTotal Precipitation Accumulation Model as of 12am on 2/14/24 covering the period of $2 / 14-3 / 1 / 24$.

Orland，CA 10－Day Weather Forecast +N
锅 GREENWOOD STATION｜CHANGE $V$
HOURLY

Fresno，CA 10－Day Weather Forecast $\star$ A高 $63^{\circ}$ EDISON STATION｜CHANGE $V$


Modesto，CA 10－Day Weather Forecast $\star$ तr
造 $63^{\circ}$ CENTRAL MODESTO STATION $\mid$ CHANGE $V$


Shafter，CA 10－Day Weather Forecast th
道 $66^{\circ}$ HIGHTS CORNER STATION｜CHANGE $V$
HOURLY

California Almond Industry- Historical Supply \& Demand CY'11 through CY'22 with CY'23 Outlook \& CY'24 Estimates - as of 2/12/24


## California Bearing Acreage \& Yield/Acre - Almonds



2,600
2,400
2,200
2,000
1,800
1,600
1,400
1,200
1,000
800
600

0

Crop Year

## California Almond Industry Saleable Supply

## (In millions of pounds)



Source: All historical figures come from Almond Board Reports.
2022 Final: Based on Gross Crop Size of 2.571 billion less $-1.67 \%$ In-edible/Loss and a carry-in supply of 837 million from CY'21.
2023 Outlook: 2.45 billion less $-4.2 \%$ In-edible/Loss and a carry-in of 800 million as of 2-12-24

## World Almond Production for Major Producing <br> Countries (Gross Crop Production)



Figures for 2021 are based on INC Official Almond Production Statistics Chart Updated in October 2022. Crop Year 2022 Actuals \& 2023 Estimates are based on figures used for INC 2023 Official World Production Chart as of 5/15/23. Figure for U.S. in 2023 is based on the current outlook as of 2/12/24. Spain CY23 figure revised to 90,000 MT in September 2023 as extreme drought through the summer of 2023 had a negative impact on their crop (original estimate was 128,500 MT in May of 2023


Note: All actual figures are based on ABC Crop Year (Aug - Jul).

[^0]
[^0]:    2022 Final shipments resulted in a 800-million-pound carry-out into CY'23.
    2023 Estimated shipments will result in a 485-million-pound carry-out into CY'24.

