

**TESTIMONY OF
GLENN HONAKER**

Pecan Federal Marketing Order Hearing

Docket No. AMS-FV-15-0023; FV15-986-1

Central Region - Dallas, Texas - July 23 and 24, 2015

My name is Glenn Honaker. It's spelled G-L-E-N-N H-O-N-A-K-E-R. I live in Fort Stockton, Texas. I have worked with Belding Farms since 1975, and I have been the farm manager since 1994. Attached is a copy of my resume. Belding Farms is a pecan farm located about eight miles southwest of Fort Stockton, Texas. We have over 2,205 acres of pecans currently in production. Last year we produced over 4.4 million pounds of pecans, with a ten-year average of 5.25 million pounds of pecans. On our farm we grow improved varieties of pecans (more than \$750,000 of annual gross revenues from pecans).

Under the Small Business Administration guidelines, we would be considered a large pecan grower.

I have reviewed the economic analysis summary prepared by Dr. Marco Palma, specifically, the projected average price increase from promotion of 6.3¢ per in shell pound versus the average 2.5¢ per in shell pound cost. Overall, I am aware of the costs that a federal marketing order may impose on the farm and I do not believe those costs are unduly burdensome. Further, I believe that the benefits

of the federal marketing order to the farm will greatly outweigh any costs associated with it.

In recent years, I have seen wide variation in the prices we have received from our pecan crop. Such wide variation in pricing makes it extremely difficult to plan for the future operation of the farm. While prices for pecans go up and down dramatically from year to year, the cost of production have steadily increased. Cost of fertilizer, insecticides and equipment have all increased in recent years regardless of the price we receive for our crop.

Further, the lack of accurate market information on the anticipated size of the pecan crop in any given year also makes it difficult to negotiate a fair price for our crop and to make reasonable business decisions about investments in the farm. Increased price stability and more accurate market information would greatly benefit the farm.

I think our farm and the industry would also benefit in the future from grade, size, quality, packaging, shipping protocols, and other handling requirements as we compete with other tree nuts for shelf space and consumer attention.

I understand that under the proposed order, only growers with more than thirty acres of pecans or more than 50,000 pounds of average production per year over the last four years will be allowed to vote on the proposed order. In my opinion, this threshold is reasonable because a grower that does not meet this

threshold is not a commercial grower. Any grower that is smaller than the proposed threshold could not justify the cost inherent in such a small production and is most probably merely a seller of pecans from older trees that happen to be on his or her property, a hobby farmer or one that does not plan to put all commercial inputs (fertilizer, water, etc.) on his farm.

I am a current Board member of the Western Pecan Growers Association and a current Board member of the Texas Pecan Board. Also, I am the past President of the Western Pecan Growers Association as well as the past President of the Texas Pecan Growers Association. The proposed American Pecan Council will in no way conflict with the Texas Pecan Growers Association or the Western Pecan Growers Association, which are local growers associations. In all cases I think the American Pecan Council will be a helpful coordinating organization for the many growers associations in the production area. I have been informed about the process of securing a federal marketing order and I have been given an opportunity to participate in this process.

In conclusion, I give my personal endorsement and full support of the proposed federal marketing order for pecans and encourage the Secretary to implement the order as proposed by the American Pecan Board.

I would be glad to answer any questions anyone may have.

RESUME

William Glenn Honaker

ghonaker@beldingfarms.com

P.O. Box 66

Fort Stockton, Texas 79735

432-290-1335

EMPLOYMENT

Farm Manager

Belding Farms, LLC

705 S. FM 2037

Fort Stockton, Texas 79735

432-395-2460

JOB REQUIREMENTS

- Manage employees and resources
- Manage agricultural operations
- Prepare and administer annual Operating Budget
- Prepare and implement Marketing Plan
- Prepare annual Operating Report evaluating performance of operation

EDUCATION

Fort Stockton High School graduated 1968

Texas A&M University, B.S. Animal Science 1972

EMPLOYMENT HISTORY

1994 – Present – Farm Manager, Belding Farms, LLC

Belding Farms is a 6600 acre irrigated farm consisting of 2205 acres of pecans and 4395 acres of outland.

1981 – 1994 – Orchard Foreman , Belding Farms

1975 – 1981 – Crops and Livestock Foreman, Belding Farms

1973 – 1974 – Salesman, Stockton Ford, Fort Stockton, Texas

1972 – 1973 – Employed on Honaker Family ranching operation, Fort Stockton, Texas

AFFILIATIONS

Texas Pecan Growers Association	Board of Directors	1992 – 1993
Western Pecan Growers Association	Board of Directors	1996 – Present
Texas Pecan Board	Board of Directors	1998 – Present
Texas Pecan Growers Association	Board of Directors	2001 – 2006
Western Pecan Growers Association	President	2001 – 2003
Texas Pecan Growers Association	President	2002 – 2004
Middle Pecos Groundwater Conservation District	President	2000 - 2013



Texas Pecan Board

P. O. Box 5976
Bryan, Texas 77805

July 21, 2015

The Honorable Tom Vilsack
Secretary of Agriculture
1400 Independence Avenue, S.W.
Room 200-A
Washington, D.C. 20250

Dear Secretary Vilsack:

The Texas Pecan Board wishes to express our support of the Federal Marketing Order for Pecans being promulgated by the American Pecan Board. Our industry has and continues to face issues of price and supply instability in the market. This situation inhibits our effort to provide a consistent quality supply of pecans to domestic consumers that supports a profitable return to producers and processors. We believe that a Federal Marketing Order will contribute to a more stable market environment that is favorable to growers, buyers, shellers, and consumers.

The Texas Pecan Board goes on record in favor of the Order and greatly appreciates your support.

Respectfully submitted,

B. Michael Adams
President

Glenn Honaker
Vice-President

Cc: The Honorable Edward M. Avalos
Office of the Under Secretary
Marketing and Regulatory Programs
U.S. Department of Agriculture
Jamie L. Whitten Federal Building
1400 Independence Avenue, S.W., Room 228-W
Washington, D.C. 20250

The Honorable Anne L. Alonzo
Administrator
Agriculture Marketing Service
U.S. Department of Agriculture
South Agriculture Building
1400 Independence Avenue, S.W., Room 3069
Washington, D.C. 20250