



**United Fresh Produce Association  
Grower-Shipper Board Meeting  
October 3, 2011  
Hyatt Regency Washington on Capitol Hill  
Washington, DC**

**Meeting Summary**

**Board Members Participants**

Chairman Fred Williamson, Andrew & Williamson Produce  
Vice Chairman Will Steele, Frontera Produce  
Bill Brim, Lewis Taylor Farms  
Aaron Fox, Fox Packaging  
Jim Gerecke, Desert Glory  
Tom Deardorff, Deardorff Family Farms  
Jose Garcia, Rene Produce  
Cindy Jewel, Cal Giant  
Doug Kling, Village Farms  
Andrew Pandol, Pandol Bros.  
Andrew Schwartz, Rosemont Farms  
Kathy Madison (sub for Kaari Stannard), New York Apple Sales

**United Fresh Produce Association Staff**

Ray Gilmer, Vice President of Communications

**Board Members Unable to Attend**

Phil Herbig, WES Pak Sales  
Martha Montoya, Los Kitos Produce  
David Mixon, Seald-Sweet International  
Gordon Robertson, Sun World International

**Welcome & Introductions**

Chairman Williamson called the meeting to order at 9:00 a.m., welcomed the board members, guest and thanked everyone for attending.

Finally, he asked the board to review the summary of the January board meeting. Andrew Schwartz motioned to approve the summary with no changes, Andrew Pandol seconded. The motion carried.

**Guest Speaker Julie Manes, United Fresh**

Chairman Williamson introduced guest speaker Julie Manes, United's director of government relations, to provide an update on legislation requiring mandatory E-Verify of workers. Julie told the board that United was urging a viable guest worker program as part of any new E-Verify requirement. She urged the board to speak with lawmakers to convey the industry opposition to mandatory E-Verify.

**Guest Speaker Burleson Smith, United Fresh**

Chairman Williamson introduced guest speaker Burleson Smith, vice president of sustainability, to update the board about United's new Center for Global Produce Sustainability. Burleson shared how the first meeting of the center's advisory council was scheduled during the United Fresh Washington Public Policy Conference. The center is working to bring stakeholders together on standards and practices to better understand definitions of sustainability in produce.

**Compensation Survey Results and Promotion**

The board then took up the industry compensation and benefits survey project. Ray Gilmer updated the board about distribution of the compensation report and marketing in industry trade publications to encourage sales.

The board has recommended that United consider updating the compensation report at 18-24 month intervals.

**Ulysses Farming Project**

Andrew Pandol introduced Ben Tiernan and Michael Ton, representing advertising agency ONE/x of Los Angeles, to describe the Ulysses Farming Project to the board. The project supports agricultural training of U.S. military veterans. The board asked Andrew Pandol, Doug Kling and Ray Gilmer to explore ways that United could promote and support the project.

**Recall Insurance**

Andrew Schwartz, Tom Deardorff and other board members asked United to look into the viability of large-scale recall insurance for the produce industry. Ray Gilmer said he would discuss it with United's Tom Stenzel to explore options.

**Washington Public Policy Conference Preview**

Ray Gilmer provided a quick preview of the speakers and agenda for the WPPC.

**Conclusion**

With no further business, Chairman Williamson thanked everyone for coming and adjourned the meeting at noon.