

**CITY OF VISALIA
REQUEST FOR PROPOSAL
RFP# 24-25-02**

Purchasing Division
707 W. Acequia Avenue
Visalia, CA 93291

**Proposal
For Farm Management Services**



A&K Precision Management
11945 Avenue 274, Unit B
Visalia, CA 93277
(559) 707-5286
kevinrost17@outlook.com
abelarroyo87@gmail.com

A&K Precision Management
11945 Avenue 274, Unit B, Visalia CA 93277

February 5th, 2025

Re: RFP#24-25-02
Farm Management Services

To Whom It May Concern:

We are pleased to offer herewith our proposal for the following farm management services contract for the City of Visalia:

100 acres of established pecans (2013)
156 acres of established pecans (2014)
189 acres of established pecans (2015)

Total farmed acres: 445 acres

A&K Precision Management, under the direction of Jeb Headrick Farming (A&K), has had the privilege of providing custom farm management services for the City of Visalia at the above properties since March 2019. In the five years that we have been managing the properties, we have overseen a transition from sub-optimal to currently thriving and healthy acreage. We hope to be able to continue our relationship with the City of Visalia and continue this positive track record going forward.

A&K Precision Management is owned and operated by Mr. Kevin Rost and Mr. Abel Arroyo, who are active in the day-to-day management of the Company's operations and collectively have 30 years' experience farming permanent crops in the Visalia area. You will be working directly with the owners of the Company.

Attached is our proposal to continue to farm the City of Visalia's pecan acreage as A&K transitions into a consultative role. We are excited to provide this proposal to the City and look forward to the opportunity to continue our partnership with the City of Visalia. For questions and discussion regarding our proposal, please contact either of us via email or phone (559) 707-5286.

We look forward to further discussions at your convenience.

Regards

Mr. Kevin Rost
Owner-Operator

Mr. Abel Arroyo
Owner Operator

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(A) GENERAL INFORMATION

<p>Firm Name Address Telephone Number Email Address</p>	<p>A&K Precision Management 11945 Avenue 274, Unit B Visalia, CA 93277 (559) 707-5286 kevinrost17@outlook.com abelarroyo87@gmail.com</p>
<p>Account Representatives</p>	<p>For questions regarding this proposal:</p> <p>A&K Precision Management 11945 Avenue 274, Unit B Visalia, CA 93277 (559) 707-5286 kevinrost17@outlook.com abelarroyo87@gmail.com</p> <p>For billing, pricing and other account information:</p> <p>A&K Precision Management 11945 Avenue 274, Unit B Visalia, CA 93277 (559) 707-5286 kevinrost17@outlook.com abelarroyo87@gmail.com</p>
<p>Type of Organization</p>	<p>General Partnership Federal Tax ID # 85-3883391</p>
<p>Ownership Disclosure Form</p>	<p>100% owned and operated by Rost Management LLC (50%) and Arroyo Ag Advising (50%).</p> <p>Rost Management is 100% owned by Mr. Kevin Rost; Arroyo Ag Advising is 100% owned by Mr. Abel Arroyo.</p>

<p>Personnel</p>	<p>A&K employs a full-time, year-round staff of approximately 2 personnel, increasing at various times to between 40 and 70 personnel, based on the seasonal needs of our clients throughout the year, through long-standing relationships with subject-matter experts depending on the tasks required.</p> <p>See Section C: Staff Qualifications and Related Experience.</p>
<p>References & Referrals</p>	<p>Jeb Headrick Farming Campesinos Farm Labor Inc. Wilbur Ellis Apollo Ag Technology Faith Farms Services</p> <p>See Also Section C: References & Referrals</p>
<p><u>Surety Information:</u> General & Automotive Liability Workers Compensation General Liability</p>	<p>See Section F: Permits, Licenses & Insurance</p>

(B) PROPOSED PROJECT APPROACH

A&K will exercise good faith and utilize best judgment, in consultation with the City, to undertake on its behalf the duties and responsibilities to manage the property. We will use our best efforts to not incur excessive costs or expenses.

We propose continuing the same approach to farming as to that provided by Jeb Headrick Farming since assuming the farm management role for these properties in March 2019. As we have been working with Jeb Headrick Farming on the subject property for the last 5 years, we are intimately familiar with the property's characteristics and farming efforts required. Such continuity in farm practices will eliminate any surprises (cultural, financial) and maximize tree and soil health. Specifically, we would assume responsibility for and provide everything necessary to facilitate the successful management of the 445 acres of and pecans, including the following key areas and activities:

We will continue to farm the property in a good, farmer-like manner in accordance with the usual standards of good farming and husbandry required. Specifically:

1. Water Management & Irrigation

- a. A&K will maintain and repair of all irrigation systems, sprinklers, pumps, reservoirs and the application of any chemicals required.
- b. Irrigation management will be based on orchard needs and include the following strategy:
 - i. Water scheduling based on orchard needs;
 - ii. Ensure micro-irrigation system is function at design specifications;
 - iii. Irrigation scheduling based on stress-testing with pressure bombs.
 - iv. Chemical shock treatments and hose chemical treatments for improved water quality in reservoirs and irrigation systems.
 - v. Usage of technology such as, but not limited to, moisture probe software.

2. Pruning & Tree Maintenance

- a. A&K will maintain a tree management program to include:
 - i. Pruning towers (machine), manual and electric pruning;
 - ii. Hedging;
 - iii. Stacking;
 - iv. Chipping;
 - v. Shredding brush;
 - vi. Tying;
 - vii. Installing and removing tree protectors
 - viii. Suckering;
 - ix. Removing excess tree weight:
 - x. Installing and removing tree stakes as required;
 - xi. Budding / grafting.

3. Pest Control Management, Fertilizer and Chemical Application

- a. A&K will provide and apply all chemicals and fertilizers as required throughout the year.
- b. Spray strategy as follows:
 - i. Engine-driven sprayers for maximum coverage to ensure control of targeted pests.
 - ii. Pecans: 300 gallons / acre @ 2 mph.
- c. Weed strategy as follows:
 - i. Spray weeds with boom sprayers to maximize herbicide efficacy.
 - ii. Surgical spraying using new technology to target specific weeds that is expected reduce chemical expenses over a 5-year period by up to 50% (not reflected in year 1 budget).
- d. Mr. Jeb Headrick, as advisor to A&K, has long-standing and well-maintained relationships with senior administration officials at the local charter school which is in the vicinity of the subject property, Sycamore Valley Academy, so that spray applications are always performed with the utmost safety considerations in mind.

4. Harvest

- a. A&K will oversee the harvesting of pecans, including:
 - i. Pre-harvest preparations;
 - ii. Actual harvest, including arranging crews and equipment as required;
 - iii. Daily on-site harvest supervision;
 - iv. Transportation of harvested product to nut processors as agreed with the City of Visalia;
 - v. Post-harvest clean-up and other related tasks.
- b. The costs associated with all harvest activities are not included in this proposal. A&K is happy to consult with the City of Visalia to review partner and cost options, and oversee all harvest activities once logistical decisions have been made by the City.

5. Farm Labor Management

- a. A&K will provide crews for all day-to-day farming tasks throughout the year including weeding, replanting, repairs, pest control, and all tasks required for the proper management and maintenance of the orchards.

6. Equipment

- a. A&K will provide all the equipment required to perform the farm management services, including mowing, discing, spraying, tractors, ATV's, and trucks.

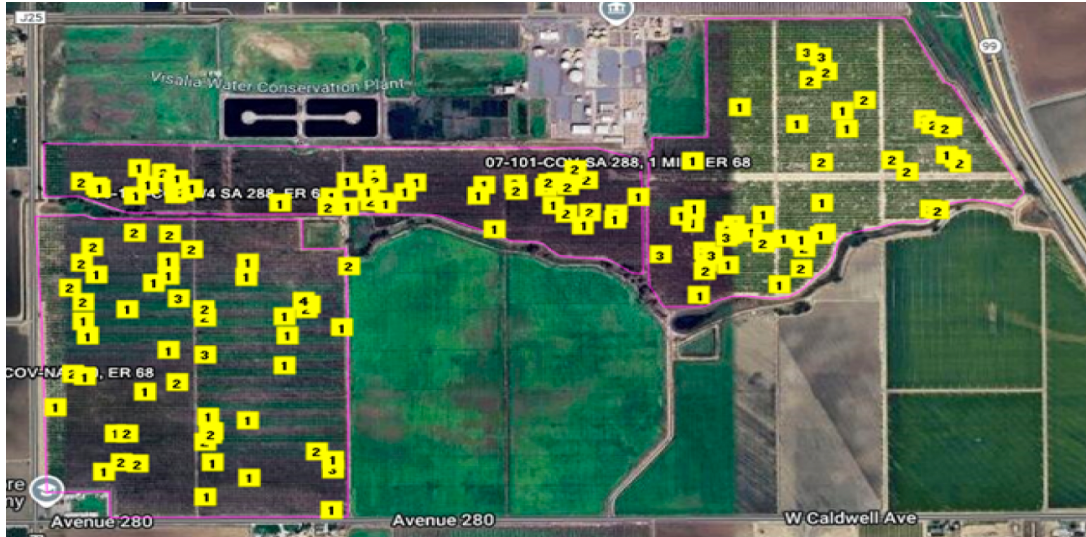
- b. A&K does not own any of its own cultural equipment. This allows us maximum flexibility in tailoring equipment specific to the needs of the orchard: the City of Visalia can be assured that only the most suitable equipment will be utilized. A&K's ability to customize farm equipment and cross-utilize row-crop implements gives us an advantage over users of conventional orchard equipment given the wide tree spacing (35 feet) of the City of Visalia's pecans to help control costs.

7. Regulatory Filings

- a. A&K will prepare and file all regulatory filings on behalf of the City of Visalia, including the Nitrogen Management Plan [the fees associated with NMP submissions are not included in the budget and are the direct responsibility of the City of Visalia).

8. Stewardship

- a. A&K will implement best practices regarding sustainability and ecology for the long-term health of the land under our farm management through water conservation and adoption of materials such as bio pesticides that are less impactful.
- b. A&K proposes partnering with the City of Visalia, always in the context of economic sensibilities, to promote positive, regenerative farming techniques and eliminate any negative perceptions around farming through education and bridging the gap between farm science and public perception.
- c. Mr. Kevin Rost and Mr. Abel Arroyo, as owner-operators of A&K will personally manage the Company's activities, on-site, to ensure that the City of Visalia's needs are met, and goals are achieved to the highest degree of quality and results. The following imagery shows the number of times the owners of A&K were on-site in 2024:



9. Technology (Examples)

- a. A&K will be using electrostatic sprayers for maximum spray efficacy and reduced chemical costs. This technology improves the efficacy – and lowers the cost – of services provided, not only to increase productivity but also to offset the rising cost of inputs such as labor and chemicals.
- b. Water management software.
- c. Weather station technology.
- d. Soil mapping technology.
- e. Digital reporting.

Before:
Broken limbs, heavy weeds



After:
Robust tree health; heavy crop set and yields



Services Included in Proposal

The following services and activities are included in this proposal and specifically the budget in Section D:

- The application of pesticides, rodenticides, herbicides, fungicides, and other chemicals as needed.
- Operation of the City of Visalia's irrigation system on the subject properties.
- Irrigation of the subject properties, including coordination with the Wastewater Plant and/or Water District.
- General upkeep of the subject properties.
- Harvesting, dehydrating of the crops.
- Coordinating and ordering of new trees.
- Planting of new trees, young tree training, budding, tipping, and tying mature tree pruning, stacking and disposing of brush, dead tree removal and replanting.
- Regular fertilizing and application of nutritional sprays and soil amendments.
- Assisting the City of Visalia with general decisions about the property.
- Other duties as generally required to manage the farming operations.

Affiliated Entities

A&K may engage in the services of two affiliated entities to fulfill the services under this proposal. Both entities are owned 100% by the owners of A&K, and provide services to unrelated third parties under custom farming agreements:

Rost Management LLC	Owned 100% by Mr. Kevin Rost. Provides farm management, irrigation management and compliance services to commercial clients.
Arroyo Ag Advisors	Owned 100% by Mr. Abel Arroyo. Provides Pest Control Advisory (PCA), Agronomy and Farm Business Development services to commercial clients.

No Financial or Beneficial Interest in Crop

A&K confirms, by submission of this proposal, that it retains no financial or beneficial interest in the crop produced on the subject properties, and that all revenue received from the sale of the crops shall be payable directly to the City of Visalia.

Services Excluded from Proposal

The following services and activities are not included in this proposal, the costs for which are assumed to be the responsibility of the City of Visalia. A&K is willing to discuss whether or not it is appropriate for the City of Visalia to transfer responsibility for these activities to A&K, but for clarity's sake, the **cost** for the provision of these activities **is not included** in this proposal:

- Access to, and usage of, affluent water from the City of Visalia Wastewater Treatment Plant.
- Access to, and usage of, water wells and various booster pumps on site (A&K and the City of Visalia shall determine the number of wells available for use based on the acres in production).
- Payment of water assessments.
- Payment for water, including district water costs, well pumping costs, booster pumping costs, including the provision of electric or power generators, if required.
- Payment of electric bills for water pumps (well and booster).
- Payment of property taxes.
- Payment for trees to establish new or replacement plantings, if required.
- Regulatory fees associated with Nitrogen Management Plan (NMP) and other regulatory filings.
- Sale of crops (A&K will consult with City of Visalia to identify post-harvest handlers to market and sell the City of Visalia's crops, proceeds for which will be remitted directly to the City of Visalia).

Client Meetings

A&K will host regularly scheduled meetings with the City of Visalia's designated representative, on a monthly basis (or as frequent as the City chooses) to review:

- Orchard Maintenance
- Tree Health
- Harvest and Post-Harvest Strategies
- Crop Returns & Profitability
- Tree Replacement & Planting Strategies
- Budget and Projected Costs
- Pecan Market Updates
- Trends and Developments in Overall Agricultural Industry.

Harvest & Post-Harvest Recommended Activities

A&K and the City of Visalia's representative will discuss harvest and post-harvest strategies for the pecan crops. A&K understands that the pecan crop is being handled by HNH Nut Company (31881 Road 160, Visalia CA 93292).

Based on past performance, but dependent on review and cost considerations, discussion with and approval from the City of Visalia, A&K recommends HNH Nut Company to continue for the contract period as handler for the City of Visalia's pecan crops harvested from the subject acreage.

A&K maintains positive relationships with other potential buyers in case the City's relationship with HNH Nut Company deteriorates or fails to meet the City's and A&K's mutual expectations.

(C) STAFF QUALIFICATIONS & RELATED EXPERIENCE

A&K manages over 2,000 acres of permanent crops in the Visalia area. The owners of A&K Precision Management are:

Mr. Kevin Rost

- Born in Hanford, CA
- Resident of Visalia, CA
- PCA License # 145507 QAL#135389
- Senior Partner, Crop Production Manager, Irrigation Consultant, Business Advisor
- MBA with an emphasis on Regenerative Agriculture and Sustainability
- BS – Regenerative Agriculture and Sustainability
- AS – Plant Science and Precision Agricultural
- 15 years' experience as a Farm Manager, Crop Consultant, Irrigation Consultant, Business Advisor, Community Development Ambassador, and Urban Agriculture Business Consultant.

Mr. Abel Arroyo, Pest Control Advisor

- Born in Hanford, CA
- Resident of Coalinga, CA
- Agronomist, CCA CDFA # 215727, PCA # 142468, Categories ABCDEF
- Senior Partner/Crop Production Manager
- CSU Fresno B.S Crop Production Management
- WHC Coalinga A.S Agricultural Sciences & Technology
- WHC Coalinga A.S Agricultural Plant Sciences
- Cal Polytechnic Advance Irrigation & Design BREA Certified
- ESRI Global Advance Geospatial Certified
- Class A License with all endorsements
- 19 years' experience Specialty Crop Advisor on Horticultural Environment, Ag Crop Sciences, Ag Production Sciences, Ag Production Systems.

As owner-operators, Mr. Rost and Mr. Arroyo will be responsible for all day-to-day activities on the subject properties, and will be the City's primary points of contact on all matters.

A&K will be contracting certain labor activities through Jeb Headrick Farming – a strategic decision to provide key cultural continuity on the subject properties. For example, all irrigation and fertilizer applications will be overseen, under Mr. Rost and Mr. Arroyo's direction, by Mr. Esteban Negrete, who has been the lead irrigator on the subject properties since 2019.

REFERENCES & REFERRALS

A&K provides the following references for whom it currently provides custom farming services on over 2,000 acres, including:

Steve Ozuna	Harris Farms	17,000 acres of Pistachios, Almonds, Row Crops
Illume Agriculture		10,000 acres of Almonds, Grapes
Don Headrick	Self	1,000 acres of Pistachios, Almonds and Forage
City of Visalia	City of Visalia	445 acres of Walnuts & Pecans
David Soultis		300 acres of Pistachios
Doug Anderson	Self	250 acres of Pistachios
West Hills College		230 acres of Pistachios & Row Crops
Mario Semios	MS3 – Dairy	75 acres of Pistachios

Additional references include the following:

Blake Houston Owner of HNH Nut Company

Telephone numbers will be made available upon request.

“Over the last two years, the City of Visalia’s pecans have been the highest quality product out of all 79 growers for whom we market.”

- Blake Houston, Owner HNH Nut Company

RELATED EXPERIENCE

As aforementioned, A&K Precision Management has been contracted by Jeb Headrick Farming for the farm management and crop production of the subject properties since March 2019 and under Mr. Headrick’s direction provides Farm Management Services on behalf of JHF to the City of Visalia.

(D) PROPOSED FEE STRUCTURE & SCHEDULES

A&K Precision Management proposes an annual budget for services and responsibilities outlined under this proposal of \$1,351,296, including harvesting costs, as follows:

Commodity		Pecans	
Acreage		445	
DESCRIPTION	2025 UPDATED PROPOSAL		
<u>FIXED COSTS</u>			
Farm Management (\$16.50/acre/month)	\$	198	
PCA Consulting Fee	\$	24	
<u>VARIABLE COSTS</u>			
Water management (sprinklers, pumps reservoirs and related chemicals)	\$	177	
Pruning incl. machine pruning, stacking, chipping/shredding, tying,	\$	250	
Chemicals, purchase and application	\$	902	
Fertilizers, purchase and application	\$	488	
Harvesting & hulling	\$	726	
Other manual labor (weeding, multiple tasks, replanting, repairs)	\$	99	
Farm equipment	\$	173	
GRAND TOTAL	\$	3,037	
	FIXED	\$ 98,790	7%
	VARIABLE	\$ 1,252,506	93%
		\$ 1,351,296	100%

This budget assumes the responsibilities as outlined in Section B. If the City of Visalia and A&K determine that it is necessary to amend the scope of services for which A&K will be responsible for, then the above budget will be amended to mutually-agreed levels.

The budget is intended to be a guideline for the City of Visalia and not a ‘Not-to-Exceed’ number. For example, from time to time, A&K may identify needed but unbudgeted activities (for example, additional sprays in response to higher than expected pest pressure) that will result in additional costs. In such events, A&K will discuss the costs and risks with the City of Visalia’s representative before proceeding with the activity following the City of Visalia’s approval. Such activities may (or may not) result in an overall ‘budget variance’. Further budget variances may arise due to the volatility of input costs for such items as diesel, chemicals and fertilizer.

Harvesting, hulling and processing costs will be variable based on the size of the crop harvested. The amounts included in the project budget are based on projected yields; actual yields (and therefore costs) will vary.

2025 Management Fees

A&K’s bid includes the following management fees for 2025, as follows:

	<u>Per Acre Per Month</u>	<u>Total Per Acre</u>	<u>Total \$</u>
Management Fee	\$16.50	\$198	\$88,110
PCA Consulting Fee	\$2.00	\$24	\$10,680
TOTAL	\$18.50	\$225	\$98,790

To offset inflationary costs, A&K proposes an annual increase on the engagement anniversary, equal to the lesser of (a) 3.00% or (b) the annual cost of living increase as per the Bureau of Labor Statistics for West Urban Region B/C.

Labor Rates

The annual budget includes the following hourly costs for labor provided:

General Farm Labor	\$25.50/ hour
Machine Hedging	\$240/ hour
Manual Pruning	\$28.75/ hour
Electric Pruning	\$36.22/ hour (includes cost of pruning tool)

Farm labor will be provided by Campesinos Farm Labor Contracting, Inc. Section F (Permits, Licenses and Insurance) includes documentation relating to Campesinos for the City’s review. Rates are inclusive of regulatory taxes and insurance. The City of Visalia can be assured that A&K will pass labor costs through *at cost, without markup*.

Equipment Rates

The above budget includes the following general services and equipment rates, including labor. Items marked with an asterisk (*) do not include labor, which will be billed separately based on actual hours worked. We intend to bill work in line with the category calendar budget attached.

Activities Charged by the Acre (if needed):

Activity	Rate	Per
Discing – 1 pass	\$21	Acre
Discing – 2 passes	\$37	Acre
Float – 1 pass	\$22	Acre
Mower – 2 passes	\$27	Acre
Mower – 1 pass	\$16	Acre
Mulcher	\$22	Acre
Ripping – 1 pass	\$22	Acre
Ripping – 2 passes	\$33	Acre
Round Harrow	\$19	Acre
Spring tooth (Kubota) – 1 pass	\$19	Acre
Spring tooth (Kubota) – 2 passes	\$33	Acre
Weed Spraying w/ Boom Sprayer (Kubota)	\$27	Acre
Planter (Cover Crop)	\$22	Acre
Dry Fertilizer/Amendment Application	\$22	Acre

Activities Charged by the Hour (if needed):

Activity	Rate	Per
105 w/ tractor-trailer to drop stakes	\$82	Hour
Backhoe	\$82	Hour
Backpack Sprayer*	\$11	Hour
Bubble tank	\$22	Hour
Chainsaw*	\$16	Hour
Checking Sprinklers w/ van or truck	\$27	Hour
Flat Roller	\$27	Hour
Forklift	\$38	Hour
Gophers	\$22	Hour
Loader w/ Spade	\$109	Hour
Quad / ATV / RTV	\$27	Hour
Scraping	\$65	Hour
Driver Delivery – Equipment Trailer	\$60	Hour
Driver Delivery - Pickup	\$60	Hour
Tractor 105 Kubota	\$82	Hour
Tractor 105 Kubota + Batch Mixer or Bubble Tank	\$82	Hour
Truck + Batch Mixer or Bubble Tank	\$60	Hour
Water Truck	\$82	Hour
Weed Spraying (spot) – Small Tractor (blue)	\$67	Hour
Foreman Oversight (day or nightwatch)	\$55	Hour

The City of Visalia will be billed based on actual hours or acres worked at the above rates.

Chemical Applications

A&K’s proposed budget includes the following costs for fertilizer, nutrient sprays, soil amendments and chemical (pesticide, herbicide, fungicides and rodenticides) applications:

Per Acre	Fertilizer, Nutrient Sprays & Soil Amendments	Chemicals & Application Equipment Cost
Pecans	\$488	\$902

The budget includes the cost of material and application. Included in this section is A&K’s proposed schedule, which outlines by month each application and its budgeted cost. Changes in the acquisition cost of materials (up or down) will result in budget variances, which A&K cannot predict at this time. **A&K will not markup the cost of chemicals to the City of Visalia.**

Canopy Orchard Spraying

Per acre rates for canopy orchard spraying (insecticides and nutrients) will be as follows:

	Application Rate (Gallons per Acre)				
	100	200	250	300	400
MPH	Price per Acre				
2.00	\$ 53.00	\$ 55.00	\$ 60.00	\$ 65.00	\$ 70.00
2.50	\$ 45.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00
3.00	\$ 39.00	\$ 48.00	\$ 53.00	\$ 58.00	\$ 63.00

*Subtract \$2.00 for every increase of 0.5 mph
Add \$1.00/acre for sonar sprayer*

Harvesting and Dehydrating

A&K’s proposed budget includes the following costs for harvest and post-harvest handling of walnuts and pecans. This is provided for guidance only: A&K will provide guidance and recommendations to the City of Visalia as to harvest strategy.

Per Acre	Pecans
Harvest / Post-Harvest	\$726 / acre

The budget assumes 2,000 lbs/acre of pecans. Actual costs will vary based on actual volume harvested and the number of picks required. The budget assumes 1 pick for pecans.

Billing and Payment

A&K proposes billing the City of Visalia based on the following schedule:

Date	Amount	Due
01/01/25	1/12 th of Approved Budget	01/31/25
02/01/25	2/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	02/28/25
03/01/25	3/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	03/31/25
04/01/25	4/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	04/30/25
05/01/25	5/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	05/31/25
06/01/25	6/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	06/30/25
07/01/25	7/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	07/31/25
08/01/25	8/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	08/31/25
09/01/25	9/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	09/30/25
10/01/25	10/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	10/31/25
11/01/25	11/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	11/30/25
12/01/25	12/12 th of Approved Budget Plus Additional Amount Due / (Credit) from Prior Months' Under / (Over) Billing; Less Amounts Previously Paid	12/31/25

Payment Terms will be Net 30. Invoices will be accompanied by backup documentation supporting all itemized charges. If the City and A&K agree to modify the approved budget, A&K will modify the monthly invoices accordingly.

All invoices will be payable to A&K Precision Management.

Reporting

On a quarterly basis (following June 1st, September 1st, and December 1st), A&K will provide the City of Visalia with a detailed report comparing actual costs incurred to-date against budget, together with projected costs yet to be incurred over the remainder of the contract period (year), in order to determine whether it will be necessary to adjust the budget for the remainder of the contract period (year). Mr. Rost & Mr. Arroyo will meet with the City of Visalia's representative, at least once a quarter, to review these progress reports for decision-making purposes. Any adjustment to the budget will be subject to review and approval by the City of Visalia before formal adoption.

Following the harvesting of the crops and as soon as practical following the sale of the crops by the post-harvest marketers, A&K will provide the City of Visalia with a profit and loss report for the pecan crop, by block. To assist in these efforts, the City of Visalia will authorize the post-harvest marketers to provide the necessary sales information to A&K, where required.

(E) CONFLICTS OF INTEREST

A&K Precision Management, as a Company, and Mr. Kevin Rost and Mr. Abel Arroyo, individually, hereby do certify that:

- 1) They do not have any financial, business, or other relationship with the City or any member of City staff that may have an impact on the outcome of the project.

- 2) They do not have any current clients who has a financial interest in the outcome of the project.

(F) PERMITS, LICENSES & INSURANCE

Insurance certificates for A&K Precision Management will be provided upon successful award.

A & K PRECISION MANAGEMENT
KEVIN W ROST GEN PTR
318 SAN MADELE AVE
COALINGA, CA 93210

Date of this notice: 11-13-2020

Employer Identification Number:
85-3883391

Form: SS-4

Number of this notice: CP 575 B

For assistance you may call us at:
1-800-829-4933

IF YOU WRITE, ATTACH THE
STUB AT THE END OF THIS NOTICE.

WE ASSIGNED YOU AN EMPLOYER IDENTIFICATION NUMBER

Thank you for applying for an Employer Identification Number (EIN). We assigned you EIN 85-3883391. This EIN will identify you, your business accounts, tax returns, and documents, even if you have no employees. Please keep this notice in your permanent records.

When filing tax documents, payments, and related correspondence, it is very important that you use your EIN and complete name and address exactly as shown above. Any variation may cause a delay in processing, result in incorrect information in your account, or even cause you to be assigned more than one EIN. If the information is not correct as shown above, please make the correction using the attached tear off stub and return it to us.

Based on the information received from you or your representative, you must file the following form(s) by the date(s) shown.

Form 1065

03/15/2021

If you have questions about the form(s) or the due date(s) shown, you can call us at the phone number or write to us at the address shown at the top of this notice. If you need help in determining your annual accounting period (tax year), see Publication 538, *Accounting Periods and Methods*.

We assigned you a tax classification based on information obtained from you or your representative. It is not a legal determination of your tax classification, and is not binding on the IRS. If you want a legal determination of your tax classification, you may request a private letter ruling from the IRS under the guidelines in Revenue Procedure 2004-1, 2004-1 I.R.B. 1 (or superseding Revenue Procedure for the year at issue). Note: Certain tax classification elections can be requested by filing Form 8832, *Entity Classification Election*. See Form 8832 and its instructions for additional information.

A limited liability company (LLC) may file Form 8832, *Entity Classification Election*, and elect to be classified as an association taxable as a corporation. If the LLC is eligible to be treated as a corporation that meets certain tests and it will be electing S corporation status, it must timely file Form 2553, *Election by a Small Business Corporation*. The LLC will be treated as a corporation as of the effective date of the S corporation election and does not need to file Form 8832.

To obtain tax forms and publications, including those referenced in this notice, visit our Web site at www.irs.gov. If you do not have access to the Internet, call 1-800-829-3676 (TTY/TDD 1-800-829-4059) or visit your local IRS office.

IMPORTANT REMINDERS:

- * Keep a copy of this notice in your permanent records. This notice is issued only one time and the IRS will not be able to generate a duplicate copy for you. You may give a copy of this document to anyone asking for proof of your EIN.
- * Use this EIN and your name exactly as they appear at the top of this notice on all your federal tax forms.
- * Refer to this EIN on your tax-related correspondence and documents.

If you have questions about your EIN, you can call us at the phone number or write to us at the address shown at the top of this notice. If you write, please tear off the stub at the bottom of this notice and send it along with your letter. If you do not need to write us, do not complete and return the stub.

Your name control associated with this EIN is A&KP. You will need to provide this information, along with your EIN, if you file your returns electronically.

Thank you for your cooperation.

Keep this part for your records.

CP 575 B (Rev. 7-2007)

Return this part with any correspondence so we may identify your account. Please correct any errors in your name or address.

CP 575 B

9999999999

Your Telephone Number Best Time to Call

DATE OF THIS NOTICE: 11-13-2020

EMPLOYER IDENTIFICATION NUMBER: 85-3883391

FORM: SS-4

NOBOD

INTERNAL REVENUE SERVICE
CINCINNATI OH 45999-0023
[Barcode]

A & K PRECISION MANAGEMENT
KEVIN W ROST GEN PTR
318 SAN MADELE AVE
COALINGA, CA 93210

File# 2021-0120	Kings County Clerk-Recorder 1400 W. Lacey Blvd Hanford, CA 93245	This space reserved for County Clerk Recorder
Type of Filing (Check one) <input checked="" type="checkbox"/> Original <input type="checkbox"/> New Filing <small>(Change(s) in facts from previous filing)</small> <input type="checkbox"/> Refile <small>(No Change(s) in facts from previous filing)</small> Previous file #	FICTITIOUS BUSINESS NAME STATEMENT	
THE FOLLOWING PERSON (PERSONS) IS (ARE) DOING BUSINESS AS: (Please print of Type)		
* Fictitious Business Name (please number if more than one business name) A&K PRECISION MANAGEMENT		
Street address of principal place of business: 318 SAN MADELE AVE		Mailing address if different: 318 SAN MADELE AVE
City: COALINGA State: CA Zip: 93210	County: FRESNO	City: COALINGA State: CA Zip: 93210
*** REGISTERED OWNER(S): (If more than four owners, attach additional sheet showing owner information)		
1 Full Name: KEVIN WILLIAM ROST Residence Address: 6510 IDAHO AVE City: HANFORD State: CA Zip: 93230 If Corporation or LLC - Print State of Incorporation/Organization:	2 Full Name: ABEL ARROYO Residence Address: 318 SAN MADELE AVE City: COALINGA State: CA Zip: 93210 If Corporation or LLC - Print State of Incorporation/Organization:	
****THIS BUSINESS IS CONDUCTED BY: (Check one) [required registration with the CA Secretary of State]		
<input type="checkbox"/> An Individual <input checked="" type="checkbox"/> A General Partnership <input type="checkbox"/> A Limited Partnership <input type="checkbox"/> A Limited Liability Company <input type="checkbox"/> An unincorporated Association – other than a Partnership <input type="checkbox"/> A Corporation <input type="checkbox"/> A Trust <input type="checkbox"/> Co-Partners <input type="checkbox"/> Married Couple <input type="checkbox"/> Joint Venture <input type="checkbox"/> State or Local Registered Domestic Partners <input type="checkbox"/> Limited Liability Partnership		
****The registrant commenced to transact business under the fictitious business name or names listed		11/13/2020 <small>(Insert N/A if you haven't started to transact business)</small>
I declare that all information in this statement is true and correct. A registrant who declares as true any material matter pursuant to this section that the registrant knows to be false is guilty of misdemeanor punishable by a fine not to exceed one thousand dollars (\$1,000).		
Signature of Registrant:	Phone Number: _____	
Printed Name and Title: KEVIN W ROST OWNER <small>(Printed name and Title of Person Signing -See instructions for authorized signatories/titles)</small>		
This statement was filed with the County Clerk-Recorder of Kings County on the date indicated by the filing stamp in the upper right corner.		
NOTICE - IN ACCORDANCE WITH SUBDIVISION (A) OF SECTION 17920 A FICTITIOUS BUSINESS NAME STATEMENT GENERALLY EXPIRES AT THE END OF FIVE YEARS FROM THE DATE ON WHICH IT WAS FILED IN THE OFFICE OF THE COUNTY CLERK-RECORDER EXCEPT AS PROVIDED IN SUBDIVISION (B) OF SECTION 17920 WHERE IT EXPIRES 40 DAYS AFTER ANY CHANGES IN THE FACTS SET FORTH IN THE STATEMENT PURSUANT TO SECTION 17913 OTHER THAN A CHANGE IN THE RESIDENCE ADDRESS OF A REGISTERED OWNER. A NEW FICTITIOUS BUSINESS NAME STATEMENT MUST BE FILED BEFORE THE EXPIRATION.		
THE FILING OF THIS STATEMENT DOES NOT OF ITSELF AUTHORIZE THE USE IN THIS STATE OF A FICTITIOUS BUSINESS NAME IN VIOLATION OF THE RIGHTS OF ANOTHER FEDERAL, STATE OR COMMON LAW (SEE SECTION 14411 ET SEQ. BUSINESS AND PROFESSIONS CODE)		
I HEREBY CERTIFY THAT THIS COPY IS A CORRECT COPY OF THE ORIGINAL STATEMENT ON FILE IN MY OFFICE KRISTINE LEE, KINGS COUNTY CLERK		BY: Deputy
Rev. 1/2015		FBN



Tulare County Agricultural Commissioner/Sealer

Tom Tucker, Agricultural Commissioner

Sealer of Weights and Measures

Christopher Greer, Assistant Agricultural Commissioner

Sealer of Weights and Measures

PEST CONTROL ADVISER REGISTRATION 2024 Registration

DEPARTMENT OF PESTICIDE REGULATION LICENSING/CERTIFICATION PROGRAM <h3 style="text-align: center;">PCA</h3> <p style="text-align: center; font-size: small;">AGRICULTURAL PEST CONTROL ADVISER LICENSE</p> <p>LICENSE #: 142468 EXPIRES: 12/31/2024 Categories: ABCDEFG Issued: 1/1/2023</p> <p>ABEL ARROYO 318 SAN MADELE AVE COALINGA, CA 93210</p> <div style="text-align: center; margin-top: 10px;"> <p style="font-size: x-small;">This License must be shown to any representative of the Director or Commissioner upon request.</p> </div>	<div style="border: 1px solid black; padding: 5px;"> <p style="text-align: center; font-weight: bold; font-size: small;">OFFICE USE ONLY</p> <p>Reg #: 142468</p> <p>Reg Date: 1/2/2024</p> <p>Reg. Exp Date: 12/31/2024</p> <p>County: TULARE</p> </div>
--	--

Agent Name	ARROYO, ABEL		
PCA License #	142468	Lic Expiration:	12/31/2024
	Categories	ABCDEFG	
Mailing Address	318 SAN MADELE AVE		
City	COALINGA	State	CA
		Zip	93210
Primary Phone	(559) 365-4981	Alternate Phone	(559) 866-5667
		Fax 1	
Cell Phone	(559) 365-4981	Email	AARROYO@WILBURELLIS.COM
Firm Name	WILBUR ELLIS		
Records Address	12550 S COLORADO AVE		
City	HELM	State	CA
		Zip	93627

The Tulare County Agricultural Commissioner will accept as fulfilling the requirements of the California Food and Agricultural Code section 12003 (g), any agricultural pest control recommendation that bears one or more of the following:

My handwritten signature, My printed name,

My agricultural pest control advisers license number, and / or The following business name:
 WILBUR ELLIS

Registrant has received direction on how to obtain the Responsibilities and Worker Safety Packets online.

THIS REGISTRATION IS VALID ONLY IF THE FORM HAS BEEN APPROVED AND SIGNED BY A QUALIFIED REPRESENTATIVE OF THE TULARE COUNTY DEPARTMENT OF AGRICULTURE.

OFFICE USE ONLY

Copy of License Attached:
 YES NO

Check one:

Home County Registration

OR

2nd County Registration:

Registration Fee \$: 500

Registrant Print Name: ABEL ARROYO

Registrant Signature: *Abel Arroyo*

Registrant Title: PCA

Date: 1/2/2024

Tom Tucker,
 Agricultural Commissioner, By: *Tom Tucker*

Date: 1/2/24

Email: puenoi@tularecounty.ca.gov • Website: <http://agcomm@co.tulare.ca.us>

4437 S Laspina St • Tulare CA 93274 • Phone (559) 684-3352 • Fax (559) 713-3770

State of California
Department of Industrial Relations
Division of Labor Standards Enforcement
Licensing & Registration Unit
1515 Clay Street, Ste. 1902
Oakland, CA 94612



Registration Number:
FLC000221875

Farm Labor Contractor VERIFICATION

- This document is your official verification.
- If asked, you must be able to provide a copy of this verification form.
- You are required to print and retain this form in your records.

Effective Date	Expiration Date
6/27/2024	6/26/2025

Business Name:
Campeinos Farm Labor Contracting Inc
DBA


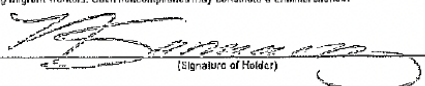
Workers Compensation Insurance Expiration Date:
November 22, 2024


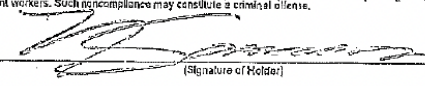
Main Office:
311 C St Suite A
Lemoore, CA 93245

Bond Issuer: Western Surety Company
Bond Effective Date: August 29, 2023

ALTERATIONS WILL VOID THIS VERIFICATION

LABOR COMMISSIONER

<p>Farm Labor Contractor Certificate of Registration FLC-R-WE-CA-58182340-0426</p> <p>EIN: 81-1389850 Representative Name: Nora Adriana Sanchez Certificate Holder: CAMPEÑINOS FARM LABOR CONTRACTING, INC.</p> <p><small>The person named above is registered pursuant to the Migrant and Seasonal Agricultural Worker Protection Act and is authorized to perform the following activities covered by the Act: Recruit, solicit, furnish, hire and employ.</small></p> <p>Authorizations Driving: Not Authorized Transportation: Not Authorized Housing: Not Authorized</p> <p><small>Driving Authorization is valid only on the condition that the person issued this certificate of registration maintains a current valid driver's license for the type of vehicle being driven.</small></p>	 <p>WAGE AND HOUR DIVISION UNITED STATES DEPARTMENT OF LABOR</p> <p>Valid Dates: 4/30/2024 - 4/29/2026 Amended: 4/30/2024</p> <p>Address: 311 C St Suite A Lemoore, California 93245 - 2931</p> <p><small>This Certificate is based on the Migrant and Seasonal Agricultural Worker Protection Act and regulation issued thereunder, and on my application for registration. It may be revoked or suspended, its renewal denied, for non-compliance with the Act or regulation, including applicable requirements for transporting and housing migrant workers. Such non-compliance may constitute a criminal offense.</small></p> <p> (Signature of Holder)</p>
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<p>Farm Labor Contractor Employee Certificate of Registration FLCE-R-WE-CA-93182342-0426</p> <p>Employee Name: NORA ADRIANA SANCHEZ</p> <p><small>The person named above is registered pursuant to the Migrant and Seasonal Agricultural Worker Protection Act and is authorized to perform the following activities covered by the Act: Recruit, solicit, furnish, hire and employ.</small></p> <p>FLC Certificate Holder: CAMPEÑINOS FARM LABOR CONTRACTING, INC. Number: FLC-R-WE-CA-58182340-0426</p> <p>Authorizations Driving: Not Authorized</p> <p><small>Driving Authorization is valid only on the condition that the person issued this certificate of registration maintains a current valid driver's license for the type of vehicle being driven.</small></p>	 <p>WAGE AND HOUR DIVISION UNITED STATES DEPARTMENT OF LABOR</p> <p>Valid Dates: 4/30/2024 - 4/29/2026 Amended: 5/20/2024</p> <p>Address: 311 C St Suite A Lemoore, California 93245 - 2931</p> <p><small>This Certificate is based on the Migrant and Seasonal Agricultural Worker Protection Act and regulation issued thereunder, and on my application for registration. It may be revoked or suspended, its renewal denied, for non-compliance with the Act or regulation, including applicable requirements for transporting and housing migrant workers. Such non-compliance may constitute a criminal offense.</small></p> <p> (Signature of Holder)</p>
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CAMPFAR-01

SMOORE

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/22/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER License # 0E02096

JiBuduo & DeFendis Insurance Brokers, LLC
P.O. Box 5479
Fresno, CA 93756-5479

CONTACT NAME: Sherria Moore
PHONE (A/C, No, Ext): 4587 FAX (A/C, No): (661) 322-9714
EMAIL ADDRESS: sherria.moore@dibu.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A: Hanover Atlantic Insurance Co Ltd	
INSURER B: United Financial Casualty Co.	11770
INSURER C: Preferred Employers Insurance Company	10900
INSURER D:	
INSURER E:	
INSURER F:	

INSURED
Campesinos Farm Labor Contracting, Inc.
311 C St, Suite A
Lemoore, CA 93245

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

TYPE OF INSURANCE	ADDL. INSUR. (INSR. / WVD)	POLICY NUMBER	POLICY EFF. (MM/DD/YYYY)	POLICY EXP. (MM/DD/YYYY)	LIMITS
A COMMERCIAL GENERAL LIABILITY <input checked="" type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> SUBJECT <input type="checkbox"/> LOC OTHER:		5103135	11/22/2023	11/22/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Per occurrence) \$ 100,000 MED EXP (Any one person) \$ Excluded PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
B AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED. RETENTION \$		061705666	5/26/2023	5/26/2024	COMBINED SINGLE LIMIT (Per accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ EACH OCCURRENCE \$ AGGREGATE \$
C WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in WA) Y/N <input type="checkbox"/> N/A if yes, describe under DESCRIPTION OF OPERATIONS below		FLN1730172	11/22/2023	11/22/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
3 day Notice of Cancellation and 10 day Notice for Nonpayment will be delivered per policy provisions.

CERTIFICATE HOLDER	CANCELLATION
	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE

ACORD 25 (2016/03)

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The ACORD name and logo are registered marks of ACORD

COPY



Western Surety Company

RIDER

To be attached to and form part of Bond No. 62895560

It is hereby mutually agreed and understood by and between Western Surety Company and CAMPEÑINOS FARM LABOR CONTRACTING INC.

that instead of as originally written; the bond is changed or revised in the particulars checked below:

- Principal Name changed to:
- Principal Address changed to:
311 C STREET SUITE A, LEMOORE, CA 93245
- Vehicle/Vessel/Hull Information changed to:
- Lost Instrument Information changed to:
- Identification Number changed to:
- Penalty Amount changed to:
- Additional or Event Location:
- Effective Date changed to:
- Expiration Date changed to:
- The following bond information changed:

But in no event shall Western Surety Company's total liability for all locations exceed the aggregate amount set forth in the bond, regardless of the number of years this bond remains in force, the number of claims made, or the number of renewal premiums payable or paid.
It is further understood and agreed that all other terms and conditions of this bond shall remain unchanged.

This Rider becomes effective on the 3rd day of August, 2021.

Signed this 3rd day of August, 2021.

WESTERN SURETY COMPANY

By: Paul T. Bruflat
Paul T. Bruflat, Vice President

Form F9586



Western Surety Company

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS:

That WESTERN SURETY COMPANY, a corporation organized and existing under the laws of the State of South Dakota, and authorized and licensed to do business in the States of Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming, and the United States of America, does hereby make, constitute and appoint

Paul T. Bruffat of Sioux Falls,
State of South Dakota, its regularly elected Vice President

as Attorney-in-Fact, with full power and authority hereby conferred upon him to sign, execute, acknowledge and deliver for and on its behalf as Surety and as its act and deed, the following bond:

One FARM LABOR CONTRACTOR

bond with bond number 62895560

for CAMPESINOS FARM LABOR CONTRACTING INC.

as Principal in the penalty amount not to exceed: \$75,000.00

Western Surety Company further certifies that the following is a true and exact copy of Section 7 of the by-laws of Western Surety Company duly adopted and now in force, to-wit:

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, any Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys-in-Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

In Witness Whereof, the said WESTERN SURETY COMPANY has caused these presents to be executed by its Vice President Paul T. Bruffat with the corporate seal affixed this 3rd day of August, 2021.

ATTEST

P. Leitheiser
P. Leitheiser, Assistant Secretary

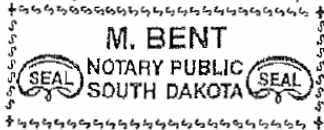
By Paul T. Bruffat
Paul T. Bruffat, Vice President



STATE OF SOUTH DAKOTA }
COUNTY OF MINNEHAHA } ss

On this 3rd day of August, 2021, before me, a Notary Public, personally appeared Paul T. Bruffat and P. Leitheiser

who, being by me duly sworn, acknowledged that they signed the above Power of Attorney as Vice President and Assistant Secretary, respectively, of the said WESTERN SURETY COMPANY, and acknowledged said instrument to be the voluntary act and deed of said Corporation.



M. Bent
Notary Public

My Commission Expires March 2, 2026

To validate bond authenticity, go to www.cnasurety.com > Owner/Obligee Services > Validate Bond Coverage.



Department of Agriculture/ Measurement Standards

680 N. CAMPUS DR. STE B HANFORD, CA 93230
Phone: (559)852-2830 Fax: (559)582-5251

FARM LABOR CONTRACTOR REGISTRATION

Thursday, January 4, 2024

DATE EXPIRES: 12/31/2024

LICENSE NUMBER: 221875

PHONE: (559) 904-9944

BUSINESS NAME: CAMPESINOS FARM LABOR CONT. INC FEE: \$50.00

ADDRESS: 311 C STREET, SUITE A

EMAIL: campesinosflc@gmail.com

CITY: LEMOORE

STATE: CA ZIP: 93245

AGENT NAME: NORA ADRIANA SANCHEZ

REGISTRATION INFORMATION AND WORKER SAFETY INFORMATION REVIEWED -- YES NO

I CERTIFY THAT THE ABOVE INFORMATION IS CORRECT AND THAT I HAVE RECEIVED THE CONDITIONS FOR REGISTRATION AS A FARM LABOR CONTRACTOR FROM THE COUNTY OF KINGS, AND THAT I HAVE ALSO RECEIVED INFORMATION REGARDING MY RESPONSIBILITIES TO MY EMPLOYEES IN THE AREA OF WORKER SAFETY.


FARM LABOR CONTRACTOR SIGNATURE

01/04/24
DATE


AGRICULTURAL COMMISSIONER SIGNATURE

1/4/24
DATE



Tulare County Agricultural Commissioner/Sealer

Tom Tucker, Agricultural Commissioner
Sealer of Weights and Measures
Christopher Greer, Assistant Agricultural Commissioner
Sealer of Weights and Measures

FARM LABOR CONTRACTOR REGISTRATION 2024 Registration

Attach Copy of FLC Card

OFFICE USE ONLY	
Reg No:	221875
Reg Date:	11/1/2024
Reg Exp Date:	12/31/2024
County:	TULARE

Please mail a copy of your renewed license when you receive it to keep your registration valid.
Registration is no longer valid when your license has expired.

Firm Name	CAMPESINOS FARM LABOR CONTRACTING INC.		
FLC License #	FLC000221875	LicenseExpiration:	12/31/2024
Mailing Address	PO BOX 487		
City	LEMOORE	State	CA Zip 93245
Primary Phone	(559) 904-9944	Alternate Phone	(559) 924-2701 Fax 1 (559) 924-2702
Cell Phone		Email	CAMPESINOSFLC@GMAIL.COM
Contact Name	SANCHEZ, NORA		
Records Address	311 C STREET SUITE A		
City	LEMOORE	State	CA Zip 93245

Additional Contact Name for Farm Labor Contractor with the authority to Sign.

Additional Contact Name 2		Phone 2	
Additional Contact Name 3		Phone 3	

Registrant has received direction on how to obtain the Responsibilities and Worker Safety Packets online.

THIS REGISTRATION IS VALID ONLY IF THE FORM HAS BEEN APPROVED AND SIGNED BY A QUALIFIED REPRESENTATIVE OF THE TULARE COUNTY DEPARTMENT OF AGRICULTURE.

OFFICE USE ONLY		Registrant Print Name:	Nora Sanchez
Copy of License Attached:	<input checked="" type="radio"/> YES <input type="radio"/> NO	Registrant Signature:	<i>[Signature]</i> Date: 11/1/24
Registration Fee \$	28	Registrant Title:	President
Registration Fee Received:	<input checked="" type="radio"/> YES <input type="radio"/> NO	Tom Tucker,	<i>[Signature]</i>
		Agricultural Commissioner, By:	Date: 11/3/2024

Email: puenoi@tularecounty.ca.gov • Website: <http://agcomm@co.tulare.ca.us>

4437 S Laspinia St • Tulare CA 93274 • Phone (559) 684-3352 • Fax (559) 713-3770

(G) ATTACHMENTS:

- Pesticide Budget Monthly
- Amendment and Fertilizer Budget Monthly
- Pathway to profitability

2025 City of Visalia Pecans

Month	Application	Cost	Type of Spray	Products	Pest	Rate	UOM	Water Volume	Cost	
February		\$ 15.00	Cover Cropping	Kamprath Blend	Weed Suppression	100	lbs	0	\$ 46.00	
March	Air Blast Spray	\$ 58.00	Fungicide/Scab/Nutrition	Badge 2x	Fungicide	8	lb	200	\$ 39.52	
				Benveiro Zn	Zinc	1	gal	200	\$ 15.50	
				Foli-gro Boron	Boron	0.5	gal	200	\$ 9.25	
				Ndmeand Entourage 2: Nitrogen/Polymer		1	gal	200	\$ 16.50	
			Embrace EA	Adjuvant	8oz/100	oz	200	\$ 6.88		
								Total	\$ 87.65	
April	Air Blast Spray	\$ 58.00	Nutrition	Benveiro Zn	Zinc	1	gal	200	\$ 15.50	
				Foli-gro Boron	Boron	0.25	gal	200	\$ 4.63	
				Ndmeand Entourage 2: Nitrogen/Polymer		1	gal	200	\$ 16.50	
								Total	\$ 36.63	
April	Herbicide Application	\$ 25.00	Pre-emergent	Bone Max	Adjuvant	4 qt/100	qt	40.0	\$ 7.80	
				Cheatue EZ	Fleabane (preemergenc	8.0	floz	40.0	\$ 15.63	
				Prowl	Sowthistle	2.0	qtr	40.0	\$ 22.00	
				Goal 2xl	Broad Leaf	8.0	oz	40.0	\$ 4.00	
				Glystar	Broad Leaf	32.0	oz	40.0	\$ 7.75	
				Mor-Act	Adjuvant	2.0	pt	40.0	\$ 9.75	
								Total	\$ 22.09	
May	Air Blast Spray	\$ 58.00	Fungicide/Scab	Abound	Scab/Fungicide	12	oz	300	\$ 11.34	
				Sparra	Fungicide	1	qtr	300	\$ 11.50	
				Macho 4.0	Aphid	3.2	oz	300	\$ 3.75	
				Benveiro Zn	Zinc	1	gal	300	\$ 15.50	
				Ndmeand Entourage 2: Nitrogen/Polymer		2	gal	300	\$ 33.00	
			Embrace EA	Adjuvant	8oz/100	oz	200	\$ 6.88		
								Total	\$ 81.97	
July	Herbicide Application	\$ 25.00	Herbicide/Pre emergent	Bone Max	Adjuvant	4 qt/100	qt	40.0	\$ 7.80	
				Cheatue EZ	Fleabane (preemergenc	8.0	floz	40.0	\$ 9.69	
				Prowl	Sowthistle	2.0	qtr	40.0	\$ 19.50	
				Goal 2xl	Broad Leaf	8.0	oz	40.0	\$ 3.00	
				Glystar	Broad Leaf	32.0	oz	40.0	\$ 3.75	
				Mor-Act	Adjuvant	2.0	pt	40.0	\$ 9.75	
								Total	\$ 53.49	
June	Air Blast Spray	\$ 58.00	Fungicide/Scab/Aphid	Sonata	Scab/Blight	64	floz	300	\$ 12.75	
				Benveiro Zn	Zinc	1	gal	300	\$ 16.50	
				Movento	Aphid	8	oz	300	\$ 49.38	
				Embrace EA	Adjuvant	8oz/100	oz	300	\$ 6.88	
								Total	\$ 85.50	
June	Air Blast Spray	\$ 58.00	Aphid	Sivanto	Aphid	14	oz	300	\$ 26.24	
			Embrace EA	Adjuvant	8oz/100	oz	300	\$ 6.88		
								Total	\$ 33.11	
August	Herbicide Application	\$ 25.00	Pre Harvest Burn down	Bone Max	Adjuvant	4 qt/100	qt	40.0	\$ 7.80	
				Ground	Rely 280	Fleabane	28	oz	40.0	\$ 13.13
				Mor-Act	Adjuvant	2.0	pt	40.0	\$ 9.75	
								Total	\$ 10.12	
August	Air Blast Spray	\$ 58.00	Fruit Wash/Bud Retention	RNA Fruit Wash	Honey dew	2.0	pt	300.0	\$ 31.75	
				Benveiro Zn	Zinc	1	gal	300	\$ 15.50	
				Embrace EA	Adjuvant	8oz/100	oz	300	\$ 6.88	
								Total	\$ 54.13	
		\$ 438.00								
								CPP Cost/Acre	\$ 464.67	
								Application Cost	\$ 438.00	
								Total Acres	445	
								Total Cost with App	\$ 902.67	
								Total Cost	\$ 206,778.65	

City of Visalia						
Pecans 445						
Crop Nutrition						
March						
Event	Products	Rate	UOM	Total Gal/Lbs	Price Per gal/lb	Total Cost
Amendments	Wired Sulfur	500	lb	83437.50	\$0.38	\$ 31,289.06
April						
Event	Products	Rate	UOM	Total Gal/Lbs	Price Per gal/lb	Total Cost
Fertilizer Application	6-21-0	9	gal	4005.00	\$5.50	\$ 22,027.50
Fertilizer Application	UAN	15	gal	6675	\$2.07	\$ 13,817.25
Fertilizer Application	Humic 6 %	1	gal	445	\$7.50	\$ 3,337.50
May						
Event	Products	Rate	UOM	Total Gal/Lbs	Price Per gal/lb	Total Cost
Fertilizer Application	6-21-0	9	gal	4005.00	\$5.50	\$ 22,027.50
Fertilizer Application	UAN	15	gal	6675	\$2.07	\$ 13,817.25
Fertilizer Application	Humic 6 %	1	gal	445	\$7.50	\$ 3,337.50
June						
Event	Products	Rate	UOM	Total Gal/Lbs	Price Per gal/lb	Total Cost
Dry Fertilizer App	SOP	250	lb	111250	\$0.38	\$ 41,718.75
Dry Fertilizer App	Pelletized Gypsum	250	lb	111250	\$0.24	\$ 26,700.00
July						
Event	Products	Rate	UOM	Total Gal/Lbs	Price Per gal/lb	Total Cost
Fertilizer Application	KTS	5	gal	2225	4.63	\$ 10,301.75
Fertilizer Application	Puric Salute	0.5	gal	222.5	12.5	\$ 2,781.25
August						
Event	Products	Rate	UOM	Total Gal/Lbs	Price Per gal/lb	Total Cost
Fertilizer Application	KTS	5	gal	2225	4.63	\$ 10,301.75
Fertilizer Application	Puric Salute	0.5	gal	222.5	12.5	\$ 2,781.25
September						
Event	Products	Rate	UOM	Total Gal/Lbs	Price Per gal/lb	Total Cost
Fertilizer Application	KTS	5	gal	2225	4.63	\$ 10,301.75
Fertilizer Application	Puric Salute	0.5	gal	222.5	12.5	\$ 2,781.25
October- Post Harvest Application Tentative						
6-21-0		10	gal	\$4,450.00	\$5.25	\$ 23,362.50
Till-it 9% Zinc Duo		1	gal	445.00	\$17.50	\$ 7,342.50
Till-it Humic 6%		1	gal	445.00	\$7.50	\$ 3,337.50
					Amendment Total Cost	\$31,289.06
					Fertilizer Total Cost	\$186,032.25
					Total Cost	\$217,321.31
					Total Cost/Ac	\$488.36

City of Visalia - Forward-Looking 5 Year Estimates, 2026-2030

December 18th, 2024

Disclaimers

Forward-looking prices and costs are estimates only and based on best available information from suppliers as of December 2024. A&K Precision Management does not guarantee future costs, yields or market prices or any other components of growing, harvesting or market practices or which A&K does not exercise any kind of control. A&K is providing these projections as requested by the City of Visalia and they are not to be relied upon as guarantees of future results.

A&K Management will manage the ranch based on the cultural needs identified at the time; we are not proposing the manage to the budget. These numbers are intended to provide very high-level guidance as to the future profit potential of the ranch. Critical in the achievement of the City's financial objectives will be meeting with A&K Management on at least a quarterly basis in order to make the best cultural decisions.

Commodity	Pecans	Acreage	2025 UPDATED PROPOSAL	Yr / Yr	2026 2027 2028 2029 2030					
					2026	2027	2028	2029	2030	
FIXED COSTS										
Farm Management (\$16.50/acre/month)			\$ 198	3.00%	\$ 204	\$ 210	\$ 216	\$ 223	\$ 230	
PCA Consulting Fee			\$ 27	3.00%	\$ 28	\$ 29	\$ 30	\$ 30	\$ 31	
VARIABLE COSTS										
Water management (sprinklers, pumps reservoirs and related chemicals)			\$ 177	2.50%	\$ 182	\$ 186	\$ 191	\$ 196	\$ 200	
Pruning incl. machine pruning, stacking, chipping/shredding, tying,			\$ 250	2.50%	\$ 256	\$ 263	\$ 269	\$ 276	\$ 283	
Chemicals, purchase and application			\$ 902	3.00%	\$ 929	\$ 957	\$ 986	\$ 1,015	\$ 1,046	
Fertilizers, purchase and application			\$ 488	3.00%	\$ 503	\$ 518	\$ 533	\$ 549	\$ 566	
Harvesting & hulling			\$ 726	3.00%	\$ 748	\$ 770	\$ 793	\$ 817	\$ 842	
Other manual labor (weeding, multiple tasks, replanting, repairs)			\$ 99	3.00%	\$ 102	\$ 105	\$ 108	\$ 111	\$ 115	
Farm equipment			\$ 173	2.50%	\$ 177	\$ 181	\$ 186	\$ 190	\$ 195	
GRAND TOTAL			\$ 3,040		\$ 3,128	\$ 3,219	\$ 3,312	\$ 3,408	\$ 3,507	
			FIXED \$ 100,128	7%	\$ 103,129	\$ 106,223	\$ 109,409	\$ 112,692	\$ 116,072	
			VARIABLE \$ 1,262,604	93%	\$ 1,288,747	\$ 1,326,042	\$ 1,364,421	\$ 1,403,917	\$ 1,444,562	
			\$ 1,262,631	100%	\$ 1,391,876	\$ 1,432,264	\$ 1,473,831	\$ 1,516,609	\$ 1,560,634	

PROJECTED YIELDS (*)	ACRES	YIELD PER ACRE
2013 Plantings	100	2,100
2014 Plantings	156	1,400
2015 Plantings	189	800
	445	1,300

PROJECTED				
2026	2027	2028	2029	2030
Jan 2027	Jan 2028	Jan 2029	Jan 2030	Jan 2031
2,750	3,250	3,500	3,500	3,500
31%	18%	8%	0%	0%
2,300	2,750	3,250	3,500	3,500
64%	20%	18%	8%	0%
1,750	2,300	2,750	3,250	3,500
119%	31%	20%	18%	8%
2,168	2,672	3,094	3,394	3,500
67%	23%	16%	10%	3%

ESTIMATED FOB's (*)	2025
\$ / Lb	\$ 1.65

PROJECTED				
2026	2027	2028	2029	2030
\$ 1.72	\$ 1.78	\$ 1.86	\$ 1.93	\$ 2.01

PROJECTED FINANCIAL RETURNS PER ACRE (*)	FOB	2025	2026	2027	2028	2029	2030
		\$ 2,145	\$ 3,720	\$ 4,769	\$ 5,743	\$ 6,551	\$ 7,026
	(Farming)	\$ (2,314)	\$ (2,380)	\$ (2,448)	\$ (2,519)	\$ (2,591)	\$ (2,665)
	(Harvest)	\$ (726)	\$ (748)	\$ (770)	\$ (793)	\$ (817)	\$ (842)
	Net Return	\$ (895)	\$ 592	\$ 1,550	\$ 2,431	\$ 3,143	\$ 3,519
	Total	\$ (398,106)	\$ 263,662	\$ 689,744	\$ 1,081,601	\$ 1,398,731	\$ 1,566,011

SENSITIVITY ANALYSIS

Projected Profit / (Loss) per Acre, based on Certain FOB's and Yield:

Farming Costs per Acre	\$ 3,040
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MARKET FOB	YIELD (LBS / ACRE)									
	1,000	1,250	1,500	1,750	2,000	2,250	2,500	2,750	3,000	3,250
\$ 1.50	\$ (1,540)	\$ (1,165)	\$ (790)	\$ (415)	\$ (40)	\$ 335	\$ 710	\$ 1,085	\$ 1,460	\$ 1,835
\$ 1.55	\$ (1,490)	\$ (1,102)	\$ (715)	\$ (327)	\$ 60	\$ 448	\$ 835	\$ 1,223	\$ 1,610	\$ 1,998
\$ 1.60	\$ (1,440)	\$ (1,040)	\$ (640)	\$ (240)	\$ 160	\$ 560	\$ 960	\$ 1,360	\$ 1,760	\$ 2,160
\$ 1.65	\$ (1,390)	\$ (977)	\$ (565)	\$ (152)	\$ 260	\$ 673	\$ 1,085	\$ 1,498	\$ 1,910	\$ 2,323
\$ 1.70	\$ (1,340)	\$ (915)	\$ (490)	\$ (65)	\$ 360	\$ 785	\$ 1,210	\$ 1,635	\$ 2,060	\$ 2,485
\$ 1.75	\$ (1,290)	\$ (852)	\$ (415)	\$ 23	\$ 460	\$ 898	\$ 1,335	\$ 1,773	\$ 2,210	\$ 2,648
\$ 1.80	\$ (1,240)	\$ (790)	\$ (340)	\$ 110	\$ 560	\$ 1,010	\$ 1,460	\$ 1,910	\$ 2,360	\$ 2,810
\$ 1.85	\$ (1,190)	\$ (727)	\$ (265)	\$ 198	\$ 660	\$ 1,123	\$ 1,585	\$ 2,048	\$ 2,510	\$ 2,973
\$ 1.90	\$ (1,140)	\$ (665)	\$ (190)	\$ 285	\$ 760	\$ 1,235	\$ 1,710	\$ 2,185	\$ 2,660	\$ 3,135
\$ 1.95	\$ (1,090)	\$ (602)	\$ (115)	\$ 373	\$ 860	\$ 1,348	\$ 1,835	\$ 2,323	\$ 2,810	\$ 3,298
\$ 2.00	\$ (1,040)	\$ (540)	\$ (40)	\$ 460	\$ 960	\$ 1,460	\$ 1,960	\$ 2,460	\$ 2,960	\$ 3,460
\$ 2.05	\$ (990)	\$ (477)	\$ 35	\$ 548	\$ 1,060	\$ 1,573	\$ 2,085	\$ 2,598	\$ 3,110	\$ 3,623
\$ 2.10	\$ (940)	\$ (415)	\$ 110	\$ 635	\$ 1,160	\$ 1,685	\$ 2,210	\$ 2,735	\$ 3,260	\$ 3,785
\$ 2.15	\$ (890)	\$ (352)	\$ 185	\$ 723	\$ 1,260	\$ 1,798	\$ 2,335	\$ 2,873	\$ 3,410	\$ 3,948
\$ 2.20	\$ (840)	\$ (290)	\$ 260	\$ 810	\$ 1,360	\$ 1,910	\$ 2,460	\$ 3,010	\$ 3,560	\$ 4,110
\$ 2.25	\$ (790)	\$ (227)	\$ 335	\$ 898	\$ 1,460	\$ 2,023	\$ 2,585	\$ 3,148	\$ 3,710	\$ 4,273
\$ 2.30	\$ (740)	\$ (165)	\$ 410	\$ 985	\$ 1,560	\$ 2,135	\$ 2,710	\$ 3,285	\$ 3,860	\$ 4,435
\$ 2.35	\$ (690)	\$ (102)	\$ 485	\$ 1,073	\$ 1,660	\$ 2,248	\$ 2,835	\$ 3,423	\$ 4,010	\$ 4,598
\$ 2.40	\$ (640)	\$ (40)	\$ 560	\$ 1,160	\$ 1,760	\$ 2,360	\$ 2,960	\$ 3,560	\$ 4,160	\$ 4,760
\$ 2.45	\$ (590)	\$ 23	\$ 635	\$ 1,248	\$ 1,860	\$ 2,473	\$ 3,085	\$ 3,698	\$ 4,310	\$ 4,923
\$ 2.50	\$ (540)	\$ 85	\$ 710	\$ 1,335	\$ 1,960	\$ 2,585	\$ 3,210	\$ 3,835	\$ 4,460	\$ 5,085

PROPOSED MANAGEMENT FEE STRUCTURE

Provided to City of Visalia

From

A&K Precision Management

	<u>Per Acre</u> <u>Per Month</u> (445 acres)	<u>Per Acre,</u> <u>2025</u>	<u>Total</u> <u>Annual</u> <u>\$</u>
Farm Management	\$16.50	\$198	\$88,110
PCA Consulting Fee	\$2.00	\$24.00	\$10,680
TOTAL	\$18.50	\$225	\$98,790

The above rates are effective January 1st, 2025.

Fees for 2026 and beyond are subject to change based on the lesser of (a) 3.00% and (b) the annual cost of living increase as per the Bureau of Labor Statistics for West Urban Region B/C.

Mr. Kevin Rost
Owner-Operator

Mr. Abel Arroyo
Owner-Operator