



## YOUR GUIDE TO MEMBERSHIP



**WESTERN GROWERS** is on the front line in Sacramento, Phoenix and Washington, D.C. fighting on our members' behalf. We never stop working to make sure you have what you need to produce the healthy food that feeds the world.

# WE'RE HERE TO SUPPORT YOU

## ✓ COLLECTIONS, CONTRACTS, PACA SUPPORT

- We assist members in collections on both slow paying and disputed sales contracts.
- We offer guidance and support in PACA (Perishable Agricultural Commodities Act) trust actions, contract reviews and more.

Contact: Tom Oliveri ([toliveri@wga.com](mailto:toliveri@wga.com)) at 949-885-2269

## ✓ FINANCIAL SERVICES

- We offer Investment Services for both businesses and individuals—retirement planning, 401(k) retirement plans for your employees, generational transfers, bilingual education & support for employees and more.

Contact: Matt Lewis ([mlewis@wga.com](mailto:mlewis@wga.com)) at 949-885-2379

## ✓ GOVERNMENT AFFAIRS

- We have in-house and contracted lobbyists in Sacramento, Phoenix and Washington D.C. fighting for our members on:
  - Immigration
  - Water Supply
  - Food Safety / Food Security / Sustainability
  - Union-backed Legislation
  - Environmental Regulatory Issues (pesticide use, water quality, air quality management, etc.)
  - Occupational Safety & Health Regulatory Issues (heat illness, tractor safety, etc.)
  - Health Care Reform
  - Pest prevention & Management Issues
  - Climate Change
  - Federal Farm Policy (Farm Bill)

Contacts:

### Federal Government Affairs

Dennis Nuxoll ([dnuxoll@wga.com](mailto:dnuxoll@wga.com)) at 202-296-0191

Ken Barbic ([kbarbic@wga.com](mailto:kbarbic@wga.com)) at 202-296-0191

### California Government Affairs

Gail Delihant ([gdelihant@wga.com](mailto:gdelihant@wga.com)) at 916-446-1435

Matthew Allen ([mallen@wga.com](mailto:mallen@wga.com)) at 916-446-1435

### Arizona Government Affairs

AnnaMarie Knorr ([ajaja@wga.com](mailto:ajaja@wga.com)) at 602-266-6147 x7456

## ✓ HUMAN RESOURCES & LEGAL SUPPORT

- We conduct an annual Professional Compensation & HR Practices Survey to collect and measure info on executive level, sales, plant/office/field positions and benefits info. WG Regular members are invited to participate; participants receive the survey data for free. Non participants (WG members only) may purchase the data. Visit [www.agsalary.com](http://www.agsalary.com) for more info or to sign up.

Contact: Karen Timmins ([ktimmins@wga.com](mailto:ktimmins@wga.com)) at 949-885-2295

- We offer a Personnel Procedures Manual. Designed to provide you with the latest employment policies and procedures.

Contact: Karen Hansen ([khansen@wga.com](mailto:khansen@wga.com)) at 949-885-2254

- Our HR / Legal hotline offers guidance on general employment law and HR-related inquiries.

Contact: HR / Legal Hotline at 877-942-4529

- We host a monthly webinar to keep members updated and informed about pressing legal issues important to their business.

Contacts:

Karen Timmins (HR) ([ktimmins@wga.com](mailto:ktimmins@wga.com)) at 949-885-2295

Jason Resnick (Legal) ([jresnick@wga.com](mailto:jresnick@wga.com)) at 949-885-2253

## ✓ INTERNATIONAL TRADE

- We provide assistance with international trade negotiations and issues related to export, transportation and logistics.

Contact: Ken Gilliland ([kgilliland@wga.com](mailto:kgilliland@wga.com)) at 949-885-2267

## ✓ LABOR SERVICES

- We help members access the H-2A temporary worker program by completing paper work, filing the applications, interfacing with state workforce agency, U.S. Department of Labor, U.S. Customs and Immigration Services and Department of State.

Contact: Jason Resnick ([jresnick@wga.com](mailto:jresnick@wga.com)) at 949-885-2253

## ✓ MEDIA AND COMMUNICATIONS

- We focus on media relations to strategically boost WG members' public policy objectives.
- We publish Spotlight bi-weekly and WG&S Magazine monthly to keep members informed on critical industry news.

Contact: Wendy Fink-Weber ([wfweber@wga.com](mailto:wfweber@wga.com)) at 949-885-2256

WESTERN GROWERS IS THE ASSOCIATION YOU WANT TO BELONG TO

“Westside Produce has been a Western Growers member for 18 years, which includes two generations. During this time, they have consistently supported me and our business with guidance and important industry information. In addition to the support we’ve received, they continue to be a respected voice for us in the halls of government. We are grateful that they continue to fight on behalf of the agriculture industry. We can’t put a dollar amount on the value of our Western Growers membership.”

—Garrett Patricio, Westside Produce, Firebaugh, CA

## ✓ MEMBERSHIP

- We offer the following membership classifications:
  - Regular membership: growers, packers, shippers of fresh market fruit, nuts or vegetables.
  - Non-Fresh Regular membership: CA/AZ businesses growing a non-fresh commodity.
  - Associate membership: businesses affiliated with agriculture, but not fitting the Regular member classification category.
    - Associate members receive the same services/benefits as Regular members.
  - Other membership classifications are available for out of state companies.
- We host an educational, entertaining, networking-filled Annual Meeting every November, visit: [www.wgannualmeeting.com](http://www.wgannualmeeting.com)  
*Contact: Randy Hause (rhause@wga.com) at 949-885-2265*

## ✓ PINNACLE CLAIMS MANAGEMENT, INC.

- Pinnacle is a full-service health care benefits third party administrator for companies who want to self fund.  
*Contact: David Zanze (dzanze@pinnacletpa.com) at 949-885-2209*

## ✓ SCIENCE & TECHNOLOGY

- The S&T department is staffed with nationally known experts in the produce-related field, working with committees in DC, regulators, legislators, universities and scientists.
- We spearheaded the development of the Leafy Green Marketing Agreement. WG is currently leading the effort to make this agreement national.
- We launched the Growers’ Technology Solution (GTS) to help members navigate traceability, sustainability and food safety issues.
- We host a monthly “Lunch & Learn” webinar to help members stay up to speed on key issues such as food safety developments, FSMA, water quality regulation, nutrient management and more.  
*Contact: Hank Giclas (hgiclas@wga.com) at 949-885-2205*

## ✓ TRANSPORTATION

- The Western Growers Transportation Program leverages our relationship with one of the largest logistics companies, C.H. Robinson Worldwide to offer member-only pricing and increased capacity to transport produce.
- Combines the freight volume of WG members to attract a robust cost-effective, and energy-effective transportation solution.
- Transportation solutions are customized to meet your individual business requirements.

*Contact: Ken Gilliland (kgilliland@wga.com) at 949-885-2267*

## ✓ WESTERN GROWERS FOUNDATION

- Our goal is to create and sustain an edible garden in every willing California and Arizona school.
- We strive to create healthy farms, food and individuals. Western Growers Foundation promotes sound science, food safety and nutrition education.

*Contact: Paula Olson (paula.olson@wga.com) at 949-885-2249*

## ✓ WESTERN GROWERS INSURANCE SERVICES

- Direct sales force for Western Growers Assurance Trust, the largest provider of health benefits for the ag industry.
- Full Service Broker: Health Benefits, Property & Casualty, Workers’ Compensation and Personal Lines.
- Loss Control / Safety Services (training for Heat Illness Prevention/equipment/First Aid, etc., on-site inspections, and more).
- Health Care Reform guidance, proprietary cost estimating tools, and consultation to ensure ACA compliance.

*Contact: Craig Ohlsen (cohlsen@wga.com) at 949-885-2351*

## ✓ WESTERN GROWERS UNIVERSITY

- We provide customized bilingual training when and where you need it.
  - Leadership/Management and Supervisory Skills
  - Sexual Harassment Prevention Training
  - HR & Employment Law
  - Business Skills

*Contact: Adriana Robles (arobles@wga.com) at 949-885-2297*

**TO LEARN MORE ABOUT WESTERN GROWERS, VISIT [WWW.WGA.COM](http://WWW.WGA.COM)**

# YOUR GUIDE TO MEMBERSHIP

Our products and services are designed with you in mind - from our health benefits tailored for agriculture to government advocacy, logistics solutions, employee training, industry compensation data, networking and more – we are here to support the success of our industry.

**Western Growers is on your side – let us know how we can help you.**

**Do you have questions about Western Growers' services that are not answered here?**

**Feel free to contact any of our subject matter experts identified per department or call 888-982-7685.**



**Western Growers**  
17620 Fitch Street, Irvine, CA 92614  
888-982-7685  
[www.wga.com](http://www.wga.com)