

The Harvest

CULTIVATING KNOWLEDGE, GROWING COMMUNITY

Fall Edition

YOUR UNITEDAG CONNECTION TO HEALTH, AG, AND COMMUNITY

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Editor's Note

Fall is a season that holds special meaning in agriculture. Across our communities, the harvest represents the culmination of months of hard work, dedication, resilience, and collaboration. It is also a time to reflect on what we have accomplished together while preparing for the season ahead.

In this Fall edition of The Harvest Quarterly, we're excited to share the many ways UnitedAg continues to grow and evolve alongside the agricultural community we serve. From expanding access to care and introducing new resources to strengthening partnerships and engaging with members throughout our communities, there is a lot happening at UnitedAg.

A Season of Harvest, Health & New Beginnings

Much like the harvest itself, our progress is made possible by people working together toward a shared purpose. We are grateful for the continued partnership and trust of the agricultural community and look forward to building on that momentum throughout the remainder of the year.

We hope you enjoy this Fall edition of The Harvest Quarterly and wish you and your families a healthy, safe, and abundant fall season.

Maribel Ochoa

MARIBEL OCHOA
EDITOR-IN-CHIEF

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47TH ANNUAL CONFERENCE

April 14-15, 2027
VEA Newport Beach
Newport Beach, CA

By Chandrea Miller
Photos Courtesy of Martin V. Photography

Learn more & subscribe for updates:
unitedagconference.org

Where Leadership Meets the Coast: A First Look at UnitedAg's 47th Annual Conference

There are conferences you attend, and then there are conferences you experience.

UnitedAg's 47th Annual Conference, set against the stunning backdrop of Newport Beach, California, promises to be the latter. Hosted at the elegant **VEA Newport Beach**, a Marriott Resort & Spa, this gathering is shaping up to be a memorable blend of inspiration, connection, leadership, and coastal luxury.

Perched above the Pacific with sweeping views of the ocean and bay, VEA Newport Beach offers an atmosphere that feels both sophisticated and relaxed, the kind of destination where big ideas come easily. With its modern coastal design, upscale amenities, and easy access to everything that makes Newport Beach iconic, the resort creates an ideal setting for meaningful conversations, fresh thinking, and unforgettable moments beyond the meeting room. From sunlit terraces to stylish gathering spaces, VEA brings a sense of California ease to every part of the conference experience.

And that experience extends well beyond the resort. One of the signature highlights of the Conference will be a sunset yacht cruise with Newport Star Cruises, an evening designed to capture the magic of the coast while giving attendees a chance to unwind, connect, and celebrate. Guests can look forward to gliding through Newport Harbor and along the picturesque coastline as the sun dips into the Pacific, casting golden light across the water.

Featured Speakers

The heart of any great conference is the people and ideas that shape it, and our 47th Annual Conference will feature a speaker lineup that brings leadership, inspiration, and real-world insight to the stage.



Donnie Campbell

The real-life coach whose personality and leadership style helped inspire the beloved character Ted Lasso, brings a heartfelt and energizing perspective to the conference stage. Celebrated for his optimism, authenticity, and ability to draw the best out of teams, Campbell represents the power of encouragement, resilience, and human connection in leadership. His story is a reminder that kindness and competitiveness are not opposites — they are often the very qualities that build winning cultures.



Michael Abrashoff

Former U.S. Navy Captain Michael Abrashoff is widely recognized for his groundbreaking leadership story aboard the USS Benfold, where he transformed one of the Navy's lowest-performing crews into one of its best. Known for his practical, people-first approach to leadership, Abrashoff speaks powerfully about accountability, communication, trust, and how exceptional performance starts with empowering others. His message resonates across industries because it is rooted in a simple but profound belief: leaders create the culture that determines success.



Darren Reinke

Darren Reinke is an author, executive coach, and founder of Group Sixty, where he helps leaders and organizations build stronger, more authentic and resilient teams. He is the author of The Savage Leader: 13 Principles to Become a Better Leader from the Inside Out, a practical guide to developing exceptional leadership. Known for his engaging style and experience-driven perspective, Reinke offers audiences relevant takeaways on growth, strategy, and navigating challenges with clarity and purpose.

Beyond the keynote stage, attendees will also have opportunities to connect in more personal and interactive ways through a curated lineup of activities designed to combine fun, wellness, and camaraderie.

Conference offerings will include a golf tournament and a cooking class, giving guests the chance to step out of the session rooms and into experiences that spark conversation and community. Whether perfecting a swing on the course or collaborating over fresh flavors in the kitchen, these activities are designed to make the conference feel as dynamic and engaging as the industry leaders attending it.

At the 2027 Conference, inspiration won't just happen at the podium. It will happen over ocean views, aboard a yacht at sunset, on the golf course, and around the table.

In Newport Beach, leadership will meet lifestyle, and the result will be a conference to remember.



GET READY FOR FLU SEASON THIS FALL: STAY INFORMED & PROTECTED



As we head into Fall, now is a great time to prepare for flu season and take simple steps to protect yourself, your family, and your workplace. Getting an annual flu shot is an important part of preventive care and can help reduce the risk of illness and its impact on our families, workplaces, and communities.

For agricultural employers, flu season can also affect the health and productivity of the workforce. Encouraging employees to stay up to date on recommended vaccinations and providing convenient access to preventive care can help create a healthier workplace. UnitedAg is making it easier for members to prepare with educational resources and convenient opportunities to get vaccinated this fall.

Bring Flu Shots Directly to Your Workplace

Scheduling is now open for UnitedAg's fall on-site flu shot events, beginning **September 21**. Eligible member companies* located within a 25–30 mile radius of a UnitedAg Health & Wellness Clinic can host an on-site event, giving employees convenient access to flu shots without having to leave the workplace.

**Please note: Eligibility criteria must be met to schedule an on-site flu shot event.*

On-site events are designed to make vaccination simple and efficient while helping employers encourage greater participation in preventive care. Help your team prepare for the upcoming flu season.

Reserve your flu shot event: unitedag.org/flu

Have questions about scheduling?
Contact **jresendiz@unitedag.org**.

Get Ready for the Fall Flu Season with Our OPS Forum Webinar

Join us for the 2026 Flu Shot Campaign OPS Forum on **Tuesday, September 8 at 2:00 pm** to get the latest information on this year's campaign, including key dates, clinic and on-site vaccination opportunities, on-site event requirements and eligibility, and important operational details. We'll also review what teams need to know to coordinate events and help ensure a smooth rollout this flu season.

Register for OPS Forum: unitedag.org/opsforum

This fall, take a proactive approach to your health. Stay informed, stay protected, and help your workplace get ready for flu season.

Learn More and Get Moving with Hinge Health

Virtual Musculoskeletal Care Designed to Help You Move, Feel, and live better

We're excited to announce a new benefit available through Teladoc Health: Hinge Health, a personalized virtual care program designed to help you reduce pain, recover from injuries, and improve mobility all from the comfort of home.

Whether you're dealing with everyday joint and muscle aches, recovering after an injury, or experiencing pelvic pain and discomfort, Hinge Health connects you with expert care and support tailored to your needs.

Specialized Care, Personalized for You

Hinge Health combines virtual physical therapy, gentle exercise therapy, educational resources, and dedicated support from real healthcare professionals who are focused on helping you feel your best.

With Hinge Health, you can get help for:

- Back and neck pain
- Joint and muscle discomfort
- Recovery from injuries or surgery
- Pelvic health concerns
- Preventing future pain and stiffness

Convenient Care from Anywhere

Your program is personalized to your goals and schedule, making it easier to fit care into your daily life. Through the app, you'll receive guided exercise sessions, progress tracking, and ongoing support from licensed physical therapists and health coaches.

No commuting. No waiting rooms. Just expert care when and where you need it.

Why Employees Love Hinge Health

- Convenient virtual access to care
- Personalized treatment plans
- Support from real physical therapists and coaches
- Easy-to-follow exercise programs
- Designed to help reduce pain and improve movement

Get Started Today

If joint or muscle pain has been slowing you down, Hinge Health can help you take the next step toward feeling better. Scan the QR code or use the registration link to activate your Hinge Health benefit through Teladoc Health.



Scan the code to Sign Up:
hinge.health/unitedag-join

Resources
Watch the Webinar:
unitedag.org/hinge

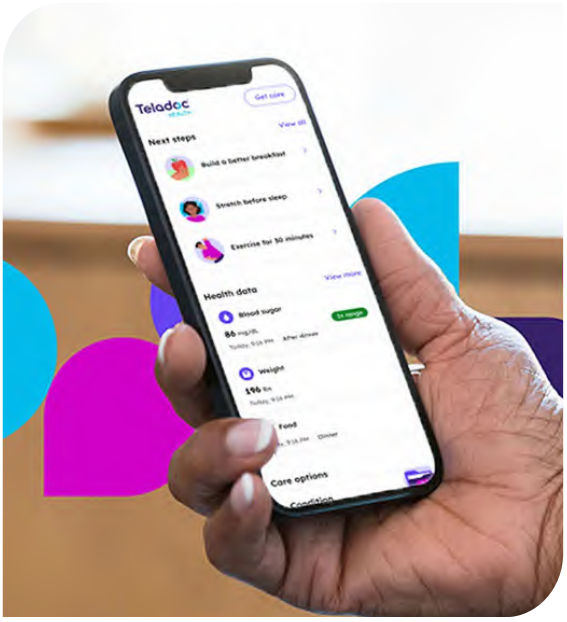
Download the Slide Deck:
unitedag.org/hinge-deck

***For HSA plans, Hinge Health services are subject to the applicable deductible, coinsurance and diagnosis**
*Eligibility to receive Hinge Health Enso is based on the program in which you are placed, fulfillment of clinical eligibility criteria, and completion of a qualifying number of exercise sessions.
Members and dependents 18+ enrolled in a UnitedAg health plan are eligible.

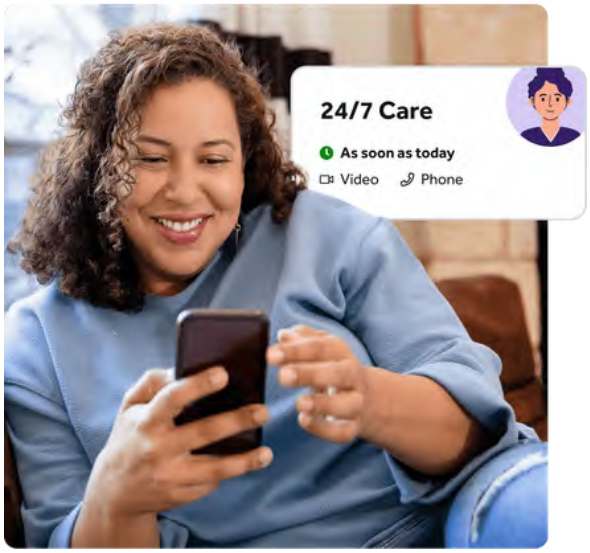
One App, More Ways to Access Care with Teladoc Health

Managing your health shouldn't mean managing multiple apps and platforms. Teladoc Health brings virtual care services together into one connected app, giving members one convenient place to access care* find support, and manage their health.

With one app, members can access a growing range of services based on their eligibility and health needs:



- **24/7 General Medical Care:** Get care anytime for non-emergency needs like allergies, sinus infections, cold and flu symptoms, and more.
- **Mental Health:** Access support for your emotional well-being, from self-guided digital programs to licensed therapy and medication management.
- **Diabetes Management:** Get personalized tools and ongoing support to help manage diabetes and build healthier habits.
- **Dermatology:** Submit photos of a skin concern and receive a response from a board-certified practitioner within 24 hours, including treatment or a prescription when needed.
- **Nutrition:** Connect with registered dietitians for personalized nutrition guidance based on your health needs and goals.
- **Specialty:** With MSK* or also known as Hinge, get a personalized exercise program and health coach support to help manage musculoskeletal pain. With Tobacco Cessation, get support to quit, including guidance from a registered nurse and prescribed medications when appropriate.



By bringing these services together, Teladoc Health makes it easier to navigate your benefits and connect with the right care when you need it, all from one convenient app.

Get Started with Teladoc Health

Explore your available services, learn more about your benefits, and get started through UnitedAg's dedicated Teladoc Health website or scan the QR code: **TeladocHealth.com/UnitedAg**

**HSA plans are subject to copay and deductible for all Teladoc services. Some exclusions may apply.*
**MSK services are considered physical therapy and are subject to applicable plan benefits, deductible, coinsurance and diagnosis.*



Marcus Montgomery
2026 Maurice McMillan Scholarship Award Recipient
Almont Orchards, Inc.

PLANTING THE SEEDS FOR FUTURE LEADERS IN AG

2026–27
AEF Scholarship Program

Apply today: futureagleaders.org
Application deadline: December 31, 2026

Education has the power to open doors, create opportunities, and prepare the next generation to lead in agriculture.

Since 1989, UnitedAg has supported the educational and leadership goals of its members, employees, and their families. That commitment grew with the establishment of the Agribusiness Education Foundation (AEF) in 2000, which has since awarded more than $2.1 million to over 1,200 students pursuing their educational goals.

Today, AEF continues to invest in the future through its Educational and Vocational Scholarship Programs. **More than $100,000 in educational scholarships are awarded annually**, supporting students from community college through master's and doctorate programs, including the prestigious $10,000 Maurice McMillan Scholarship.

For UnitedAg members actively employed by a member company, the Vocational Scholarship Program also awards up to $10,000 each year to support certification and accreditation programs that can help advance their careers in agriculture.

Every scholarship is an investment in more than an education. It is an investment in the people, skills, and future leaders who will continue moving agriculture forward. Applications for the 2026–27 scholarship year are now open. Take the next step toward your future and apply for an AEF scholarship today!

Help the next generation take the next step. Share these scholarship opportunities with an eligible student and learn more at **futureagleaders.org**.





THIS IS AG! PODCAST FEAT. HILARY CRAIG, MISFITS MARKET

By Chandrea Miller
Photos Courtesy of Misfits Market

Scan to listen to episode 47!

Reducing Waste, Rethinking the Food System

What happens when agriculture, technology and a determination to reduce food waste come together? You get a company willing to challenge one of the most established systems in America: the way we buy our food. UnitedAg's *This Is Ag!* podcast recently welcomed **Hilary Craig of Misfits Market** for a conversation with UnitedAg CEO Kirti Mutatkar about innovation, leadership and the evolving connection between farms, food companies and consumers.

Misfits Market was founded on a simple observation: perfectly good food was being discarded because it didn't meet the traditional standards of grocery stores. Produce might be too small, too large, oddly shaped or simply part of excess inventory. Instead of viewing those products as waste, Misfits Market saw opportunity.

Today, the company has grown far beyond its original "ugly produce" concept. Misfits Market operates as an online grocery store delivering across the lower 48 states and works with farms and emerging food brands to create a more efficient, accessible and less wasteful food system. That mission made Craig a natural guest for *This Is Ag!*, where conversations frequently explore the people, ideas and experiences reshaping agriculture.

Finding Opportunity in the Imperfect

Misfits Market's story offers an important reminder about innovation: sometimes progress begins by looking differently at something everyone else has learned to overlook. The traditional food supply chain can leave behind products for reasons that have little to do with taste or quality, from cosmetic imperfections and packaging changes to excess inventory. Misfits Market built its business around finding value within those inefficiencies and connecting food with consumers rather than allowing it to go to waste.

That philosophy continues to evolve. In 2025, Misfits Market expanded its footprint as a full grocery platform while increasing support for smaller producers and emerging brands that can face barriers entering traditional grocery channels. For UnitedAg and the agricultural community it serves, Craig's story offers a valuable look at what happens beyond the farm gate. Agriculture doesn't end at harvest. It continues through distribution, retail, technology, and ultimately the choices consumers make about the food they bring home.

Craig's appearance on *This Is Ag!* captures what the podcast was created to do: bring together compelling voices from across the agricultural and food ecosystem and encourage listeners to think differently about leadership, business, and the future of the industry. Sometimes the next great idea isn't about creating something entirely new. It's about seeing new possibilities in what was already there.

Hosted by Kirti Mutatkar, *This Is Ag!* Podcast goes beyond job titles and résumés to uncover the personal leadership journeys behind some of agriculture's most interesting voices. Since launching in 2022, the podcast has grown to average approximately 6,000 listeners per month, connecting agricultural leaders and industry supporters through stories of leadership, resilience, and innovation.

Listen to the episode: unitedag.org/thisisag

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RANCHO CIELO YOUTH CAMPUS

CULTIVATING COMMUNITY WITH RANCHO CIELO

By Chandrea Miller
Photos Courtesy of Maribel Ochoa

In Salinas, the heart of California's "Salad Bowl of the World," agriculture has always been about more than what grows in the ground. It is about people, opportunity, hard work, and communities coming together to build a stronger future.

That spirit was on full display August 24–28 as Rancho Cielo Youth Campus hosted its 11th Annual Veggie Box & BBQ Fundraiser, with UnitedAg proud to support the event as a sponsor.

The annual fundraiser brought together two missions that are deeply connected: supporting young people through education and vocational training while helping provide fresh, locally grown food to families in need. Proceeds directly benefit Rancho Cielo's programs, which provide students with hands-on career training in areas including Ag Technology & Mechatronics, Welding & Fabrication, Auto & Diesel Repair, Classic Car Restoration, Construction, and Culinary Arts.

In just two days, 17,000 Veggie Boxes were packed and delivered, filled with fresh produce showcasing the extraordinary agricultural bounty of the Salinas Valley. From strawberries and lettuce to artichokes and Brussels sprouts, each box represented the region and the people who make it one of the most productive agricultural communities in the world.

Supporters purchased boxes for themselves or donated them to families in need through organizations including the Boys & Girls Clubs of Monterey County, Salvation Army Salinas, The Food Bank for Monterey County, Second Harvest Food Bank, Hartnell College, and many more. The week culminated on Friday, August 28, with a BBQ lunch prepared on-site by Rancho Cielo's culinary team and volunteers.

Cultivating the Next Generation
For UnitedAg, supporting Rancho Cielo is a natural extension of our commitment to agriculture and, most importantly, the people behind it. By providing young people with practical skills, mentorship, and pathways to meaningful careers, Rancho Cielo is investing in the future workforce of the Central Coast and industries essential to agriculture and the regional economy.

An event of this scale is truly a community effort. **A special thank you to the more than 200 volunteers, sponsors, Rancho Cielo's board, leadership, students, and Mike and Kim Costa of Costa Farms for leading the charge and helping make this year's fundraiser a success**. We also thank the UnitedAg clinical team and staff for hosting the hydration station and helping keep volunteers and attendees refreshed throughout the event.

Together, these efforts demonstrate what can happen when agriculture and community come together to invest in the next generation and give back to local families.

For more information about Rancho Cielo's fundraisers, visit: ranchocieloyc.org/fundraisers

Go Behind the Mission: Scan to Hear from CEO Chris Devers on the *This is Ag!* Podcast

FRESH PRODUCE AND FLORAL COUNCIL

Produce & Floral
Showcase





UNITEDAG CONNECTS WITH THE PRODUCE INDUSTRY AT THE FPFC HOLIDAY SHOWCASE

August 26–27, 2026
The Westin South Coast Plaza
Costa Mesa, California

The fresh produce and floral industries came together August 26–27 for the Fresh Produce & Floral Council's 2026 Produce & Floral Holiday Showcase at The Westin South Coast Plaza in Costa Mesa, CA. This year's theme, "A Showcase for All Seasons," celebrated the holidays and seasonal moments that keep produce and floral at the center of celebrations throughout the year from Halloween and Thanksgiving to the Super Bowl and Valentine's Day.

The two-day event brought together growers, shippers, retailers, buyers and other industry professionals for education, networking and a firsthand look at the products and ideas shaping the year ahead. Programming began Wednesday with leadership, produce and floral summits, followed by a welcome reception. The event featured an opening plenary, educational breakout sessions, networking lunch and buyer meetings before the exhibit hall opened for an afternoon showcase of seasonal products, promotions and innovations.

UnitedAg was proud to showcase at this year's event and connect directly with the growers, employers and industry professionals who help California agriculture thrive. The Showcase provided an opportunity for our team to share more about UnitedAg, our health benefits and services, and our ongoing commitment to supporting the health and well-being of the agricultural community.

For UnitedAg, showcasing at industry events is about more than having a presence it is about showing up for the industry we serve. The FPFC Produce & Floral Holiday Showcase gave our team an opportunity to strengthen relationships, exchange ideas and engage with industry partners while celebrating the innovation, people and businesses that keep fresh produce and floral at the heart of traditions across the country.

Learn more about the Fresh Produce & Floral Council at www.fpfc.org.

FALL FITNESS CHALLENGE

The start of a new season is always a good time to take stock and reevaluate. No matter how old you are, the end of summer/start of fall feels like a new beginning, like it did when you were school-aged.

Run with this feeling and use this time to relaunch your fitness activities. The timing feels good—daylight is still long and there's not yet a chill in the air. Challenge yourself to establish a good habit or reignite a dormant one before closing out the year

Connect with Nature

Spending time outdoors is good for your body and mind. Knowing that the temperate weather is in its waning months should drive you to grasp those last great days outside. Incorporate your physical activity into your time outside. Consider:

- Daily jogs through local parks or on nature trails. Switch it up to see the sunrise a couple days each week.
- Walking lunch breaks. Grab a friend or two and take a tour of the area.
- Get your wheels rolling by biking, skating or scooting a loop through your neighborhood.
- Pick up a paddle and learn pickleball. Play on outdoor courts until the weather changes. Then find an indoor court.
- Try classes that meet in local parks. They can range from yoga and tai chi to bootcamps and dance classes.



What's your number?

There are always new combinations of fitness activities being developed by athletic and personal trainers and shared online. While not every combination will work for everyone, something could work well for you. Pick one and commit. Challenge yourself to try it for a week, and if it's not for you, try another one. See which one of these trending fitness routines is your lucky number.



3-3-3

Each week, aim for three moderate-intensity days and three lower-intensity (active recovery) days.2 Mix and match activities to include three sessions each of strength (resistance) and cardio. With this plan, the goals are clear, and you'll rarely get bored.

5-5-5-30

Dive into this workout as soon as you wake up, before the day (and your mind) gets cluttered. It's five push-ups, five squats, five lunges (per leg) and a 30-second plank. Start by doing one cycle. When you feel strong enough, add another set of reps. Before you know it, you'll see and feel the difference.

6-6-6

This workout is a version of interval training we can all embrace. Start with an easy walk for a six-minute warm-up, follow it with a brisk walk for six minutes and then take an easy six-minute cool-down stroll. Do this series six times each week and you'll have accomplished more than 100 minutes of activity

12-3-30

It's a high-intensity treadmill workout.3 After a warm-up, the goal is to walk at a 12% incline at 3 miles per hour for 30 minutes. Work up to five days each week to help hit your fitness goals, burn calories, improve your cardiovascular health and tone lower-body muscles.

15-15-15

This is a cross-training series loved by celebrities (or at least that's what they say). Spin (or cycle) for 15 minutes (including warm-up), switch to an elliptical machine for 15 minutes and run (or walk briskly) on a treadmill for 15 minutes (including cool-down). Done back to back, 45 minutes of cardio work is efficient activity.

**Adapted from materials provided by Teladoc Health.*

DIABETES FRIENDLY FALL RECIPES

Autumn is full of family and great food, but it can be tricky with diabetes.
Enjoy the season worry-free with these healthy, diabetes-friendly recipes.

Cauliflower Mashed "Potatoes"



This creamy, low-carb alternative is full of flavor and makes a perfect accompaniment to turkey or roast.

Ingredients:

- 1 medium cauliflower, cut into florets
- 2 garlic cloves, peeled
- 1 tbsp olive oil or butter
- Salt and pepper to taste

Directions:

1. Steam the cauliflower and garlic cloves in a steamer basket or boil in water until tender, about 10-12 minutes.
2. Drain and transfer to a large bowl or food processor.
3. Add olive oil or butter, salt, and pepper, then mash until smooth or pulse in the food processor until creamy.
4. Serve warm as a side dish.

Low-Sugar Pumpkin Pie



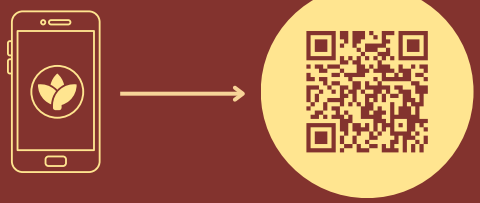
This low-sugar pumpkin pie delivers all the flavor without the blood-sugar spike.

Ingredients:

- 1 can (15 oz) pumpkin puree
- 2 large eggs
- 1/2 cup sugar substitute (ex. Stevia or Monk Fruit)
- 1 tsp cinnamon
- 1/2 tsp ginger
- 1/4 tsp nutmeg
- 1/4 tsp salt
- 1 tsp vanilla extract
- 1 pre-made whole wheat pie crust

Directions:

1. Preheat your oven to 375°F (190°C).
2. In a large bowl, whisk together the pumpkin, eggs, sugar substitute, cinnamon, ginger, nutmeg, salt, and vanilla extract until smooth.
3. Pour mixture into the crust and smooth the top.
4. Bake for 40-45 minutes, or until the filling is set and a toothpick inserted comes out clean.
5. Let the pie cool before serving.



Scan to subscribe to Healthy U & Saludable (Spanish), our monthly health & wellness newsletter



UPCOMING EVENTS

OPS Forum: 2026 Flu Shot Campaign

September 8 at 2:00 pm
Online Webinar
Register: unitedag.org/opsforum

HealthChats: Importance of Vaccines

September 17 at 10:00 am
Online Webinar
Register: unitedag.org/healthchats

CharlasSaludables: Importancia de las vacunas

September 17 at 3:00 pm
Online Webinar
Register: unitedag.org/healthchats

Virtual Townhall

November 12 at 11:00 am
Virtual Meeting
Register: unitedag.org/townhall

47th Annual Conference

April 14 - 15, 2027
VEA Newport Beach
Learn More: UnitedAgConference.org

Save the Date

UNITEDAGCONFERENCE.ORG

April 14-15, 2027

47th Annual Conference

VEA NEWPORT BEACH
NEWPORT BEACH, CALIFORNIA



An Exclusive Offer for Our First 100 Subscribers!

Join the 2027 Conference mailing list and be among the first 100 subscribers to **receive 30% off** standard Conference registration. Visit **unitedagconference.org** to subscribe!

Scan to subscribe!

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