



**OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS**

**PRESIDENT'S COLUMN**




By  
**Debra Keenan**  
NAICC  
2015 President

## Networking, Growing Our Knowledge and Expanding Our Understanding

Networking in a consulting business is extremely important. Networking is defined as the exchange of information or services among individuals, groups, or institutions; specifically: the cultivation of

productive relationships for employment or business.

I feel that NAICC members have a business advantage. We have the knowledge and understanding combined together is a vast wealth of knowledge. Our members include the following: Independent crop consultants provide a full range of services to growers in integrated crop and farm management programs, working directly with farmers on a daily basis, advising them in areas such as watershed management, integrated pest management, animal waste management, global information systems technology, and research trials. The primary mission of these professionals is implementing scientific and technological advances to enhance environmental sustainability and profitability on clients' farms. Our contract researchers are as diverse as the talented professionals who call themselves by that term, but generally include field trials to

test the efficacy of agricultural products, residue studies, and environmental fate tests performed to support applications to the Environmental Protection Agency for pesticide registration permits. The facilities owned and operated by these highly skilled scientists are located in all parts of the globe, and their expertise with varied crops in diverse locations affords access by the marketers of crop inputs to a great depth of knowledge and experience.

The NAICC Executive Board met in Chico, California for the fall board meeting on October 21-25, 2015. My goal was to accomplish all of the agenda items and to educate the members on production agriculture in California. I wanted to show the board what exactly goes into the production of crops like almonds, walnuts and olives. I set up a couple of tours to educate the members on what goes into growing, processing and marketing the crops.



*Our first tour was of Riverwest Almond Processing plant.*



*Our second tour was of Musco Olive processing. We learned about the processing of table olives and also pitting the olives.*

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*Our third tour was of an almond and walnut huller and sheller, owned by the Koehnert Family.*



*Our final tour was of California Olive Ranch where they produce high quality olive oil.*

The board had a great educational opportunity that allowed them to see how all of our hard work pays off with the production of high quality foods. I feel that we as a board worked together growing our knowledge and our understanding.



## 2016 NAICC Annual Meeting and AG PRO EXPO

The 2016 NAICC Annual Meeting and AG PRO EXPO will be held at the January 27-30 in Orlando, FL. Visit <http://www.buenvistapalace.com/default-en.html> to see the beautiful property which is located across the street from Disney Springs! The online hotel reservations site is [https://secure3.hilton.com/en\\_US/hi/reservation/book.htm?inputModule=HOTEL&ctyhocn=MCOBUHH&spec\\_plan=0124NA&arrival=20160124&departure=20160130&cid=OM,WW,HILTONLINK,EN,DirectLink&fromId=HILTONLINKDIRECT](https://secure3.hilton.com/en_US/hi/reservation/book.htm?inputModule=HOTEL&ctyhocn=MCOBUHH&spec_plan=0124NA&arrival=20160124&departure=20160130&cid=OM,WW,HILTONLINK,EN,DirectLink&fromId=HILTONLINKDIRECT). You can also make reservations by calling 1-800-774-1500. The deadline to receive the NAICC discount is 5:00 p.m. Eastern on December 24, 2015.

Registration information for the meeting and AG PRO EXPO is available at <http://naicc.org/meetings/2016-annual-meeting/>



## Happenings on the Hill

### EPA CERTIFICATION AND TRAINING

EPA has received and considered a number of requests to extend the public comment period on the proposed changes to the certification of pesticide applicators rule.

EPA will grant a 30-day extension to the public comment period on the proposed changes to the certification rule. Comments must be submitted no later than December 23, 2015. Comments can be submitted via [www.regulations.gov](http://www.regulations.gov) under docket number EPA-HQ-OPP-2011-0183.

A formal announcement of the 30-day extension to the comment period will be published in the Federal Register shortly.

### WORKER PROTECTION STANDARDS (WPS)

NAICC Past President James Todd travelled to Washington, DC to meet with EPA officials regarding the final rule on Worker Protection Standards. This meeting was requested by members of the Pesticide Policy Coalition where they expressed concerns on changes made to WPS. Todd expressed concern about the changes made to the certified crop advisor exemption, taking away the exemption for employees. He requested EPA to consider revising this section allowing for employees with a higher education be exempted as well as the certified crop consultant. He also explained that the 3 gallon water for decontamination was extremely difficult for consultants when on ATVs. Lastly he expressed concerns about the requirement for coveralls and the dangers for heat exposure. EPA officials stated that cotton coveralls were acceptable. Todd encouraged EPA to clarify this and other points in follow up documents.

EPA published (Federal Diary) its previously issued final rule on WPS which is “intended to enhance the protections provided to agricultural workers, pesticide handlers and others under WPS by strengthening elements of the existing regulations such as training, notification, pesticide safety and hazard communication information, use of general protective equipment and providing the supplies for routine washing and emergency decontamination. EPA expects this final rule to prevent unreasonable adverse effects from exposure to pesticides among agricultural workers and pesticide handlers, vulnerable groups (such as minority and low income populations, child farmworkers and farmworker families) other persons who may be on or near agricultural establishments, and to mitigate family-owned farms, in the final rule EPA has expanded the existing definition of ‘immediate family’ and continued the existing exemptions from many provisions of the WPS for owners and members of their immediate families”.

Agricultural organizations are considering legal challenges to EPA’s revised WPS standards. In addition, they argue that the EPA failed to adequately assess the rule’s costs/benefits. Members of the Pesticide Policy Committee (PPC) are requesting additional comment period time. Industry officials have stated EPA has disregarded their cost concerns and that many of the changes fail to improve safety.

Farmworker advocate groups have praised the WPS revisions as a significant step toward bringing farmworkers similar protections as in other industries.

A minor provision in a rule changed recently by EPA could close off a potential career path for some migrant farmworkers who work with pesticides. The provision may prevent workers without U.S. issued identifications from obtaining a necessary certification permitting them to work with hazardous pesticides. EPA has admitted the proposed rule is not totally clear. The provision is part of an EPA proposal to tighten the minimum standards states must meet when they grant certification to pesticide applicators. The proposal doesn’t clarify whether identification issued by foreign governments would be acceptable. EPA stated that if foreign issued identification is not acceptable, it could become difficult for some migrant farmworkers to obtain applicator certificates, especially in the 38 states that won’t grant driver’s licenses to undocumented immigrants. As a result, these farmworkers would be effectively disqualified from jobs that require them to handle hazardous pesticides.

### CROP INSURANCE

In late October, the bi-partisan Senate/House Ag Committee announced they stood united against re-opening discussion on the Farm Bill regarding new cuts to the Crop Insurance Program. The Committee stated the proposed cuts to crop insurance in the budget agreement would undermine a critical risk management tool for American agricultural producers and consumers. The Committee further stated that cuts had already been made. On November 4, critics of the Crop Insurance Program proposed cutting \$24 billion from the program; a much greater amount than what was included in the congressional budget agreement. House and Senate bills have been introduced that would cut \$19 billion over 10 years by eliminating Harvest Price Option of revenue policies. The remainder of the cuts would be derived by decreasing returns to crop insurance companies and insurance agents and cutting farmers’ premium subsidies. The legislation, known as Assisting Family Farmers through insurance Reform (AFFIRM) Art includes a \$3 billion reductions in insurers’ rate of return and is included in the budget the President signed into law on November 2. Senate and House leaders have pledged to reverse the cut before it can take effect. The new proposed bill represents a collection of cuts that have been proposed to crop insurance in recent years. The provision would include a \$40,000 cap on premium subsidies and a means test for premium subsidies that when combined would save \$2.3 billion over ten years. Growers with more than \$250,000 in adjusted gross income would be ineligible for premium subsidies under the bill. In addition, the new bill would limit administrative

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and operating costs for insurers to \$900 million and is estimated to save the government \$3 billion over ten years.

## FAA

A federal task force has been established to develop registration rules for drones. The recent announcement states a committee has been charged with recommending a registration process for unmanned aircraft systems used for recreational purposes. Agricultural applications (farmers, suppliers, etc.) will have to wait until the FAA issues its final rules that would govern the use of small UAS in agriculture and other enterprises. The proposed regulations, published by the FAA last spring, would require commercial operators to comply with a certification process and includes passing an exam. The rules for agricultural uses aren't expected to be announced until sometime in 2016. FAA is working to create a category that allows for smaller drone model usage. For now, users in this category are not permitted, unless an exemption has been granted by the FAA.

## IRS

As of late October, Congress failed to pass legislation that would expand IRS Section 179 (maximum deductions-bonus depreciation for equipment and some other items) before December 31. The maximum deduction is currently \$500,000. If the bonus section isn't granted, the maximum deduction for equipment such as combines, tractors, etc. would be \$25,000. The stepped up provision wasn't extended until the end of 2014 and farmers/ranchers fear the same action again this year. Congress has passed the 179 expansion but the Senate has taken no action. New equipment must be in service before the end of the year in order to qualify.

## EPA

**NPDES:** EPA is highlighting the NPDES impacts of the Clean Water Act jurisdiction rule to show that the rule is a permitting limitation under the water law and therefore should be reviewed by the appellate courts rather than the many district courts where challenges to the rule are pending.

**CWA:** The U.S. Court of Appeals for the 6th Circuit has scheduled an oral argument for December 8, 2015 to consolidate litigation over EPA and the U.S. Army Corps of Engineers joint CWA jurisdiction rule. A three judge panel will decide if appellate or district courts have authority to hear suits over the rule. Some states along with industry groups opposed to the rule have favored review in the district courts while EPA (and its supporters-including environmental groups and other states) favor the appellate courts.

**Carbon Dioxide Emissions:** The EPA has stated they will not use regulatory authorities provided under the Toxic Substances Control Act to cut carbon dioxide emissions. The Center for Biological Diversity issued a petition asking the EPA to conclude carbon dioxide poses an unreasonable risk and therefore should be banned or restricted. EPA denied the petition for a revised test rule. The requested test rule would have required manufacturers and processors that generate carbon dioxide to determine carbon dioxide's toxicity, persistence and other characteristics.

**EPA-Cost-Benefit Concerns:** The U.S. Chamber of Commerce is urging the Senate majority to advance a regulatory reform bill that would create additional requirements for EPA and other agencies to issue expensive regulations. The U.S. Chamber of Commerce states the legislation would help resolve concerns that the EPA has created false/misleading cost benefit analysis for its major air/water/other rules. The proposed legislation would revise the Administrative Procedures Act and require federal agencies to better explain the rationale behind new rules and be more open and transparent when writing the rules. The Chamber is in support of Senate rule 2006 and House rule 185 that seeks to tighten scrutiny of EPA cost-benefit analysis.

**WOTUS:** Senate Democrats blocked a bill that would force the Administration to replace the CWA rule. The Senate majority quickly advanced a resolution of disapproval that would kill the rule. The replacement measure needed 60 votes to move forward but lost by a vote of 57-41. After the cloture motion failed, a GOP fallback measure was introduced. A simple majority was needed and the Senate voted 55-43 to take it up. Both votes were considered largely symbolic because the White House has issued veto threats.

**GMO's:** Food industry organizations, led by the Grocery Manufacturers Association, are pressing lawmakers to block mandatory state GMO labeling laws and pass legislation that would create a voluntary national labeling standard. The House of Representatives approved the bill in July by a 275-150 vote. It is unclear at this time the law's status in the Senate. Unless a bill sponsor from the Democrat side of the Senate co-sponsors the bill, it may not pass.

# Dale Carnegie Workshop and Florida Farm Tour Added to 2016 NAICC Annual Meeting Program

## Florida Farm Tour – Sponsored by BASF

Tuesday, January 26 12:00 noon – 6:00 p.m.

(lunch will be provided)

\$45.00 per person

Register at <http://naicc.org/meetings/2016-annual-meeting/>

Barnes Farms, LLLP is a family run 5th generation farm that resides in Hastings, Florida. The farm has made many changes to remain sustainable. While the farm once grew chip potatoes and cabbage, in 2000 the Barnes family began a new venture. They still farm cabbage, but added cucumbers, watermelons, cantaloupes, squash and zucchini to their crop list. Barnes Farm plants, grows, harvests, and packs 11 months out of the year, and does so in the safest way possible for their customers and consumers with a Global Food Safety Certification. This is all accomplished with little waste involved by working with Food Banks and also local cattlemen to take the entire extra product not marketable. In fact, Barnes Farm was the very first farm in North East Florida to work with Second Harvest and Farmers Feeding Florida!

Blue Sky Farms was established in Hastings, Florida, in 1987, by farmer Danny Johns. Danny Johns is a recognized leader in Northeast Florida Agriculture. He and his family have a long history in agriculture through innovation. The Johns family has been growing many varieties of potatoes and different produce in St. Johns County for over four generations. The blue fingerling potato was first grown in Florida, on Blue Sky Farms. Blue Sky has remained a valued part of the community by providing the freshest produce possible land giving generously to charitable organizations.

## Dale Carnegie Leadership Seminar

Wednesday, January 27 8:00 am-12:00 noon

\$40.00 per person

Register at <http://naicc.org/meetings/2016-annual-meeting/>

*Engage and Present...key skills to tap into MORE of your leadership potential in 2016!*

Changing demographics, generational diversity, and ever expanding technology require that today's leaders constantly be improving themselves and their skills. Yet, with more on our plates than ever, we must be certain we use our limited time to work on skill areas that make the greatest impact in today's marketplace. According to the Gallup organization, companies and leaders that effectively engage their employees outperform their competition by as much as 202%. Warren Buffet states that you can increase your value to your employer by over 50% by mastering communication/presentation skills. Thus, two key areas that all leaders should be developing for today's business environment include employee engagement (in particular engaging the millennial generation) and the ability to persuasively present and communicate their ideas. For over 100 years Dale Carnegie has been helping leaders master these skills to maximize their potential. Now, you have the same opportunity! Come join us for a Dale Carnegie Leadership Seminar where we will tap into more of your leadership potential by understanding, planning, and then using your engagement and presentation abilities!

## Spouses and Companions – An Integral Part of The NAICC Family

By Trisha Easton

As our thoughts turn to attending the upcoming NAICC meeting in Orlando, I'd like to encourage us to take a closer look at an oft overlooked group of those who will be with us - SPOUSES and COMPANIONS. During the 2015 NAICC meeting in Reno, numerous spouses answered 10 questions as a part of a survey. The questions and the summary of their answers are below. The answers may be just what we expected, but a few offer a little surprise.

1. What is your favorite part of NAICC?  
Seeing old friends, making new ones; NAICC is more like family than not  
The nice places we go, an opportunity to see new places of the USA  
New shopping opportunities; and all the better if it's with friends
2. What is it that keeps you, as a spouse, coming back to NAICC?  
The friends, the people  
I care about the people here, they care about me.  
I enjoy traveling with my spouse

3. Do you participate in the Spouse Activities? Why or why not?  
Yes; they are fun and an opportunity to talk to others  
Yes, the activities are a way to meet new people and catch up with old friends  
No; I like staying in the room by myself or exploring on my own,  
I find other ways to see the people here  
Yes, if there is shopping!!!  
Yes, if it's not shopping!!!
4. What do you see as your role at NAICC?  
Supporting my husband  
Having fun; helping where I can  
Enjoying the time here; enjoying the opportunities  
Promoting NAICC, FEAE, encouraging new people to participate

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5. What do you see as your role in agriculture?  
Supporting my husband  
Being informed to say something if a question about agriculture comes up  
I'm not the expert, but I eat like everyone else, it's important to support agriculture in any way one can  
Agriculture is so important; I try to encourage others to learn more
6. What have you gained from meeting other spouses that attend NAICC?  
Deep friendships  
Fun times  
Appreciation of the similarities and differences; we come from different parts of the country, the world, our own experiences, yet we are all rather wonderful
7. Is NAICC part of your annual family vacation?  
Yes, definitely  
Sometimes  
It used to be the big family vacation; now that the kids are grown it's one of a few smaller vacations  
I would consider it to be; we like the people and the times we are in a group and the times we are alone
8. Do you arrive early, or stay a few extra days in the area to sightsee?  
Depends on the location  
Depends on our schedule  
The tours help with that if we're too busy to go on our own  
Sometimes, I just want to get home after being gone, but sometimes it's better to stay and relax

9. Are there favorite locations at which you hope the NAICC meetings will be held?  
Hawaii; Florida; The Midwest could be nice; a resort off the Caribbean; Someplace with cheap airfare; Albuquerque; Someplace easy to drive; San Francisco; Colorado if the weather is good; oh anywhere, the location doesn't matter it's the people
10. What would you like NAICC members to know about being a spouse / companion at NAICC?  
Inform the Spouses that there ARE activities, and that one CAN participate.  
  
Too often spouses don't even know about the tours until after the meetings start, and it's too late to sign up. Or spouses don't even attend at all, thinking there is nothing here for them  
I am glad I've come so many years; and people really are nice  
  
I would like to encourage those who don't attend to think about it; we are a great bunch  
  
I wish more spouses from the sponsors would attend; it can be complicated, but I'd like to get to know them as well.  
  
Do you have a family member that has attended NAICC in the past? Great! I hope to see them this year as well. Do you have a spouse or other family member who has never attended? I hope that this year they will be able to join you in Orlando, and enjoy all the camaraderie, and find ways to support you in your work. And... Don't forget to share with them the information they need to make this year's NAICC meeting the best it can be for them, and for you.

## QA Corner:

### Opportunities Abound for QAs in Orlando

#### Pre-Conference GLP Training:

We are offering a new online registration process that will make selecting the right course quicker and easier. Early enrollment is recommended as space is limited – to avoid disappointment, register soon! For more information and to register for the training, go to [naicc.org](http://naicc.org). Course descriptions are below:

#### Basic GLP Training:

This fun and interactive course is tailored to personnel who are new to the GLPs, or have changed positions within the GLP arena, and wish to understand how their new role relates to the regulations. Come and learn how others interpret the regulations. This course is designed to help you become better prepared when applying the GLPs to your job function. Games and quizzes designed to make this a unique experience that will give you what you need for success.

#### Refresher GLP Training:

This session will cover a variety of scenarios and training that will encourage you to think outside the box and challenge your GLP knowledge. You will gain insight to a variety of perspectives, from field, lab and sponsor personnel. Just when you think you knew it all, this course has some surprises in store for you.

#### Practical Field Workshop:

Do you like to get your hands dirty? Do you absorb information best when it is hands-on learning? You have come to the right place and will find this field sampling workshop is perfect for you. Expect to learn sampling techniques, equipment maintenance, data documentation and review, related to field studies.

#### QA Networking Luncheon & Mentor Program:

Do you find yourself confused, and have no one to talk to? Are there days when you wish you had someone to help you solve a problem? If so, this is your chance to connect with other QA professionals to receive advice or simply bounce ideas and questions off of. Please join us for a QA networking luncheon sponsored by Pioneer Hi-Bred International and EPL Bio Analytical Services. This is a great opportunity for you to inquire about our mentoring program. Space is limited so register early. Information will be provided with your NAICC registration information. All QA professional are welcome so please come and share your expertise with others.

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## QA

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### QA Track Sessions During the Conference:

Does the thought of electronic data scare you? Do you constantly second guess how it should be treated? With the ever evolving changes in technology, join Stu Mertz, Stephen Lamitola and Michael Regehr as they discuss previous years EPA issues, challenges that electronic data causes in a regulated environment and GLP computerized systems from an OECD perspective at the Idiosyncrasies of Electronic Data session. Auditing electronic data is not the only compliance issues that a QA professional faces. During the session Top 10 QA Findings, Randy Fuller, Kim Suckow and Tracey Froggatt will share findings they have seen during laboratory, field or sponsor audits and how they have addressed them. If you are interested in compliance but long to understand the research side of things, attending The Big Picture Process and Development will give you just that, a look at what it takes to bring a chemical (TBD) or Biotech product (Laura Privalle) from development to market. Is all of this overwhelming to the QA newbies out there? I have just the thing

to help you relax and start to get a grasp on the path you are about to take. 10 Things I Wish I Knew When I Started QA is a panel discussion put on by Torrance Lee, Kim Watson, Paul Toll and Cathy Webster. This is an interactive session to bring guidance and support to our new QA people. The speakers will be ready to answer any questions you may have, whether you come from a sponsor, lab or field background. Lastly, we will continue to have the ever so popular GLP Game Show. This is your opportunity to show off your compliance knowledge and skills by coming and playing the game as Jennifer Jarrell & Kimberly Brown test your ability to answer questions correctly.

### Saturday QA Breakfast Breakout:

Even though the conference has come to an end, a QA's job is never done. So why not reflect on the week and enjoy breakfast with your QA colleagues. This collaborative time will allow us to look back at the sessions, discuss hot topics and subjects that may have surprised you. We would love to hear your suggestions for future topics.

## Helping Grow Your Business with Good Science & Compliance

**Instructors:** Mark Lehr, Francisca Liem, Dan Myers

**Course cost:** \$1,795

**(\$200 off for additional persons from same company)**

Announcement: 2016 EPA Workshop on Good Laboratory Practices, Feb 9-12, Marriott Pleasanton Hotel, Pleasanton, CA Last time offered was in fall 2013 when government shutdown canceled the event. Go to [www.go.ncsu.edu/glp](http://www.go.ncsu.edu/glp) for details, cost, and to sign up when course opens for enrollment, probably during first week of November.

A comprehensive 3 1/2 - day seminar that reviews the EPA's Good Laboratory Practice (GLP) Standards compliance monitoring program. Taught by Regulators. Learn how to assure the quality and integrity of test data submitted to the agency under FIFRA and TSCA. Learn what policies, practices and procedures you must have in place to meet EPA GLP regulations and how to avoid potential EPA enforcement actions. Benefit from a FREE mock facility inspection! Do not wait; course usually fills quickly.



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