From My Desk... an Update on the Board Meeting...and Gearing up for New Orleans!

Bill Cox, our incoming president, and I recently attended a meeting in St. Louis with the American Society of Farm Managers and Rural Appraisers (ASFMRA). We were treated royally. We were invited to two receptions. We attended educational sessions that were very good and that most of you would have found interesting. We had two sessions on biotechnology that were most informative.

I don't think any of us quite realize the technological revolution we are entering. It takes a good imagination to fathom what is about to happen. I just hope we can harness it all, make sense of it and utilize it. Surely there will be a way for companies to get paid for all the new technology other than by our United States producers alone! There are very exciting times ahead for those who are willing to take hold.

Bill and I met many of the members and officers of ASFMRA and American Society of Agricultural Consultants (ASAC). Our Executive Board has signed a Memorandum of Understanding with ASFMRA for a joint meeting with both groups in 2007. While each organization will have its own program, we'll meet in the same hotel and have a joint exhibit hall. We'll benefit through this larger networking opportunity – just think of the information that can be shared! This is an opportunity we've studied for several years and we've now decided to give a try. These folks are highly organized and they have a well run meeting. They are looking forward to meeting with us in 2007.

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You’ll also be happy to know that your board had a productive meeting in Raleigh, North Carolina, October 24 & 25. This organization is in good hands. Each member of that hard-working board – and Allison – are looking out for your and NAICC’s best interests, and our profession’s future. I am honored to work with such an outstanding group. Please tell them thanks when you see them. (They’ll also listen to any suggestions you may have to give!)

After the meeting, Dorothy and I visited with Martha and Billy McLawhorn in New Bern, North Carolina (about two hours closer to the coast than Raleigh). We visited with some of Billy’s clients and saw his large cotton fields (average size is nine acres). My hat is off to Billy and his crew to manage this. From what I saw and heard he does an excellent job for his clients. He and Martha treated us very well.

We also got to visit with another outstanding consultant from North Carolina, Bill Peele and his wife, Dale. And now we’re counting down the days to our Annual Meeting in New Orleans in January! It’s going to be a great meeting. The program is in place, thanks to Roger Carter and the committee who worked with him. If you want something done, put Roger in charge!

By now you’ve already received your registration packet and viewed the program, which will include Hunt Shipman as our keynote speaker. As Chief of Staff of the Senate Agriculture Committee and a highly respected influential on Capitol Hill, his address will be one you won’t want to miss! So stop, fill out your registration form and get it in the mail. I’m anxious to see each of you in New Orleans, the Big Easy!

Many Opportunities to Win at the Annual Meeting!

A shotgun, a beautiful print, a fancy turquoise necklace...these are just a few of the raffle prizes you could win at the NAICC Annual Meeting.

The raffle – which benefits the Richard L. Jensen Scholarship fund and the Dads in DC fund – will be held Friday night during the Mardi Gras Party. (The first $1,000 will go to the scholarship fund.)

Tickets will be sold by Board members and at registration during the week leading up to the party. All the prizes will be displayed during the meeting in the exhibit hall and at the Mardi Gras party for attendees to view prior to the drawing.

Attendees must be at the party to win, and tickets will be drawn throughout the evening. If no one claims a winning ticket, another will be drawn until someone stands up to receive their prize. The first winner will get first choice of the raffle items and so on until all prizes are claimed.

The exception is the shotgun – a separate raffle will be held for this item, donated by FMC. A predetermined number of tickets will be sold, available from board members and the registration desk throughout the meeting. The drawing will also take place during the Mardi Gras party. All proceeds from the shotgun raffle will go to the scholarship fund. The balance of the proceeds from the other...
Generosity of Annual Meeting Sponsors Unprecedented!

The level of support NAICC receives through its sponsors has always been one of the Alliance’s biggest strengths. Without the time and resources of our valuable Sustaining Members and other partners, we simply would not be able to accomplish our mission.

And this year we’re thrilled to say that interest in sponsorship has been absolutely overwhelming! In fact, more companies have expressed a desire to be involved at more generous levels than in previous years. (Some companies even contacted Headquarters and asked to be invoiced prior to receiving their invitations for sponsorship!)

We believe this is a tribute to the efforts we’re making (with success!) to help ensure a more level ground for our consultants – and for American agriculture as a whole. And since we’re expecting more than 450 attendees this year, it’s obvious others are interested in being part of our success!

At this year’s Annual Meeting, please take the time to thank each of the sponsors below for their year-long dedication to our profession. You’ll also find sponsors’ names listed on the Annual Meeting program and on ribbons and signs around sponsored activities throughout the meeting.

Bayer CropScience – Bayer CropScience is once again sponsoring our New Member Recruitment Campaign. This includes funding the new member drive and generously covering Annual Meeting registration and meal costs for all new members.

Bayer CropScience’s sponsorship of the 2004 Annual Meeting t-shirts is also much appreciated. These wearable mementos will ensure NAICC’s Annual Meeting stays in the minds of attendees many months after the gathering!

Co-sponsors of the President’s Lunch and Awards Ceremony (Friday, January 23) are Delta & Pine Land Company and C&P Press. At this special function, the Incoming President’s plans for the year will be announced. Prestigious awards will be given, and members who’ve served NAICC for years will be recognized.

FMC is generously sponsoring the Mardi Gras Party & Shrimp/Crawfish Boil, which will be held Friday, January 23. Networking, fun and food are the agenda for this gathering. Remember to buy your raffle tickets in support of the Richard L. Jensen Memorial Scholarship Fund prior to this event. A shotgun, donated by FMC, will be part of the raffle.

On Thursday, January 22, Monsanto will be sponsoring the scrumptious continental breakfast. This get-together is a great time to great old friends and visit with other attendees during the opening break in the exhibit hall. Enjoy New Orleans famous beignets!

Monsanto is also generously supplying LCD projectors at the meeting, and attendees will surely want to thank the company for sponsoring the goody bags they’ll go home with... full of authentic Louisiana goodies!

Many thanks also to the Louisiana Department of Agriculture for sponsoring the items that will go into the bags!

Thank you goes to Syngenta Crop Protection for sponsoring NAICC’s new Cash Back Program. The first 250 people to register at the NAICC registration desk – and who stay at the Hyatt at least three nights – will be provided with $10 in cash or check at registration. They’ll also receive a room key featuring Syngenta’s logo. A big thank you to Syngenta also for having their Consultant Symposium 2003 just prior to the opening of the NAICC Annual Meeting.

BASF is sponsoring the NAICC Consultant of the Year Award program again in 2004. In addition to recognition in Ag Professional magazine and NAICC News, this sponsorship includes a COTY plaque, and funding for meeting travel, hotel, meal and registration costs for the 2004 Annual Meeting. A keepsake and a reference tool, the 2004 Annual Meeting Program is being sponsored by Pioneer Hi-Bred. It’s a guide no one wants to be without during the meeting, and many members hang on to them for years afterward.

The ever-popular NAICC Farm Tour is also being sponsored by Pioneer Hi-Bred this year. Attendees will tour the Bunge Grain export and barge facility in Destrehan, LA, and then it’s off to one of Louisiana’s own treasurers, a historical plantation home.

Please be sure to thank Pioneer Hi-Bred for also providing LCD projectors for the meeting, as well.

New members and those coming to the Annual Meeting for the first time will get a warm welcome at the Dow AgroSciences sponsored New Members’ & First Timers’ Reception, Friday evening, January 23. With this year’s attendance expected to be over 450, this event will serve as a great first impression for many new faces.

Stoneville Pedigreed Seed Company, Gowan Company, and Helena Chemical Company are sponsoring three of the Coffee Breaks provided throughout the meeting. These breaks provide a great opportunity for members to stroll through exhibits, touch base with companies, ask about new technologies, and sample delicious New Orleans delicacies.

Thanks goes to Louisiana State University Ag Center, Young and Young Associates and Gustafson for generously providing Audio Visual Support throughout the meeting. Having the right equipment will ensure our 2004 meeting is a professional – and memorable – one, for both presenters and listeners.

Again, NAICC appreciates the generosity of its many sponsors. It’s an honor to work with each of these companies, and we’ll benefit not only from their generosity at the Meeting, but also from the insights of their people.

Still Seeking Donations!

NAICC is seeking additional prizes for the raffle – please let the NAICC HQ know if you have a prize you’d like to add to the drawing. A wide variety of raffle items will raise the interest level – and participation – in the raffle, and it will help us raise more money for two worthy activities: the scholarship fund and Dads in DC!

Many thanks to the Raffle Committee for their hard work getting this program together – Bill and Marcene Cox, Grady and Barbara Coburn and Bob and Barbara Glodt.
Consultant Symposium 2003, will be held January 20 and 21 at the Hyatt Regency New Orleans. The agenda will include technical meetings and the latest on crop production techniques. Invitations to this meeting have been sent to the company’s southern consultants.

NASA’s AG 2020 program is sponsoring a GeoSpatial Workshop, scheduled for January 21 from 8:00 a.m. to noon at the Hyatt Regency. Topics will include the latest technology for handheld computers and GPS receivers, current software for handheld devices, a hands-on demonstration of the AG 2020 iCrop software and applications for crop consulting. Because space is limited at this workshop, please register in advance by emailing Keith Morris at keith.morris@ssc.nasa.gov or calling him at (228) 688-2692.

Gylling Data Management is hosting the Fifth Annual ARM 7 Tips and Techniques workshop, from 1:00 to 5:00 p.m. on January 20 at the Hyatt Regency. If you have questions on how to use ARM and have limited time, this is a perfect opportunity to receive in-depth training from the original program author, Steven Gylling. Visit www.gdmdata.com/meetings.htm or contact Francine Rowland at francine@gdmdata.com or 785-565-0793 for details and registration information.

Generously hosted by Bayer CropScience, NAICC’s October 24-25, 2003, Board Meeting in Raleigh, North Carolina, was a productive one.

The meeting was held at the company’s Research Triangle Park facilities, where members got to meet with Al Luke, the company’s Southern Region Sales Director, and Jon Mixson, Foliar Insecticide Manager. The former was presented a plaque commemorating Bayer CropScience’s long standing support of NAICC, and the latter reviewed 2004 plans for the ScoutLink program, in which NAICC will continue to actively participate.

Business items the Board addressed included the Doane survey, which was approved. Look for more information on that topic via email. (Continued on page 4)
The USDA Technical Service Provider Program was also discussed at length. A plan of action was formed to address the issues impeding NAICC’s ability to fully benefit from the Memorandum of Understanding between NAICC and the Natural Resource Conservation Service.

The Board determined that the 2006 Annual Meeting will be held at the Marriott Starr Pass Resort in Tucson, AZ, January 18–21.

During their trip, Board members were able to meet with several friends of NAICC, including John Anderson and Jim Hudson of Monsanto. The Board dined with Ron Stinner, Director of the Southern Regional IPM Center at North Carolina State University. NAICC is on the SRIPMC Advisory Committee. One of NAICC’s board members will represent NAICC on the committee each year.

The Board made the most of their trip to North Carolina by touring headquarters of Cotton, Inc., in Cary. There they met with Pat O’Leary, Director of Research for the company. Several board members also visited a local tobacco, cotton and sweet potato farming operation in Johnston County and had the opportunity to attend the 2003 North Carolina State Fair.

“It was a great meeting, a great setting and we accomplished what we set out to do,” said Ray Young, NAICC President. “We appreciate Bayer CropScience’s hospitality.” (Coincidently, NAICC’s Allied Industry Committee members last visited the Research Triangle Park facility on June 4, 2002 — Bayer CropScience’s first official day. Hence, NAICC was the first organized group of visitors to the Research Triangle Park location.)

Send in Your Nomination for Consultant of the Year!

It’s not too late to nominate a colleague or yourself for the 2004 Crop Consultant of the Year awards. Three deserving individuals, each representing a different geographic area, will be selected to receive the award, sponsored by NAICC and BASF.

Rewards for the three Consultants of the Year will include a plaque and special recognition during the NAICC President’s Lunch and Awards Ceremony held in conjunction with the Annual Meeting. The winners will also receive editorial recognition in Ag Professional magazine and in NAICC News. As part of the award, meeting travel, hotel, meal and registration costs for the 2004 Annual Meeting will be covered for the winners.

Applications can be downloaded from the NAICC Website at http://www.naicc.org applications/COTY.pdf. (All applications will be reviewed by the NAICC awards committee, and five finalists will be selected. A committee of NAICC members and representatives from BASF and Ag Professional magazine will then select the three winners.)

RECRUITMENT REMINDER!

Don’t forget to take advantage of Bayer CropScience’s generous new member recruitment campaign. All new NAICC members who join by January 2004 will receive a free registration package, valued at over $350, to the 2004 NAICC Annual Meeting in New Orleans!

As part of the campaign, an overall “Top Recruiter” will be named, awarded a plaque and given one complimentary Annual Meeting registration for the 2005 Annual Meeting. Top recruiters from each state who recruit two or more new members will be announced and presented with a plaque during the Awards Luncheon at the Meeting. Contact NAICC Headquarters for more information.

ELECTION REMINDER!

The deadline for postmarking ballots November 24 — please make sure your voice is heard in our 2004 election.

Help NAICC Save Money! Get Your NAICC News Online!

Please consider getting your NAICC newsletter and other pertinent NAICC communications via e-mail — or simply download the information from our Website. Not only will the information be more timely, NAICC will benefit by saving money on postage (money that could be spent on pertinent programs like the Annual Meeting, Dads in DC, and new membership services).

To add your name to the electronic newsletter list, simply submit the enclosed form to NAICC Headquarters.

Name: ____________________________ Date: ____________________________
Company: ____________________________ E-mail: ____________________________

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