



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
Bob Glodt
NAICC
President

Seattle in '08

On Tuesday April 17, I received word from Ray Brownfield, ASFMRA's president, informing me that the ASFMRA Executive Council voted not to meet with NAICC in 2008. Ray told me that the reasons for this decision were financial concerns and the desire to have a meeting closer to their membership base.

I believe it is important that I provide an explanation of the details of these events to our membership in a clear way. I'll do that one issue at a time.

NAICC members can rest assured that both organizations have had and continue to have a good relationship. NAICC and ASFMRA worked together as a team in 2007 and had excellent joint events in Atlanta. The same team spirit that existed then exists today. Both organizations are pleased with the joint accomplishments achieved in 2007. I can say without hesitation that there were no "people problems," disputes or

unresolved issues that contributed to ASFMRA's desire not to meet together in '08.

NAICC is proud that approximately 70 percent of our members attended the annual meeting in Atlanta. I want to personally thank all who attended for your continued support of the meeting and especially those of you who braved the weather and made it to Atlanta. I know many of you spend long hours in airports — even on the tarmac — yet persevered to join us!

By all accounts, the 2007 NAICC Annual Meeting and joint AG PRO EXPO events were profitable to NAICC and beneficial to our members. The inaugural AG PRO EXPO was a positive experience and we left looking forward to another great year with ASFMRA in Seattle.

When ASFMRA cancelled arrangements for Seattle, NAICC became a separate piece of business for the city. The contracts called for use of the convention center for exhibits and meetings, with the hotel rooms across the street at the Sheraton. The Sheraton was not willing to renegotiate as they had a "second option" on the space and sleeping rooms. That group was twice our size and it is our understanding that they were willing to pay more per night than we were.

So Allison Jones, NAICC executive vice president, contacted various locations — including San Antonio, San Diego, Louisville, Orlando, New Orleans, Memphis, Nashville, Seattle, Ft. Worth, Houston, Austin and Oklahoma City — for possible

2008 locations. Allison was instructed to find a site that could accommodate our group (members and sponsors) without incurring additional fees or expenses above those we would have had with ASFMRA. As it turned out, we had several options from which to choose but after weighing all the facts, the board still preferred Seattle.

Allison recently returned from Seattle, where she secured the Westin Seattle as our location for the 2008 NAICC Annual Meeting. There are three things that turned out to be a better deal for NAICC after all:

First, the Westin is exactly what our members expect in a convention hotel! We are all under one roof and will NOT have any trouble finding old friends, making new ones and networking with our peers.

Second, the exhibit hall is large enough to accommodate all of the AG PRO EXPO exhibitors who were in Atlanta. The tradeshow in Atlanta was a great experience and we are already making plans to welcome our friends and partners from the ag industry. We learned a lot last year and plan to make the 2008 event better than ever.

Finally, now that we are back to hosting our own meeting, we can resume our original January dates. We look forward to seeing all of our exhibitors and members in Seattle, January 23-27, 2008.

We wish ASFMRA all the best. And we look forward to seeing you, our members, friends and partners, in Washington next year!

Members, Samuelson, AG PRO EXPO Help Make '07 Annual Meeting Wildly Successful

With almost almost two-thirds of NAICC's membership in attendance, the 2007 Annual Meeting was a raving success! Even the challenges of the Midwest snow storms didn't dampen attendance, and we commend those who weathered lengthy airport waits to join us.

The opportunity to network with members from the American Society of Ag

Consultants and American Society of Farm Managers and Rural Appraisers was one of the highlights of this year's event. All participants seemed to enjoy sharing insights and developing alliances within the larger group of ag professionals. The opportunity to participate in all groups' educational sessions was well received, with much crossover between groups throughout the meeting.

Another huge highlight was the membership luncheon with Orion Samuelson speaking. More than 800 people attended! His speech was insightful and witty, as was that delivered by the Georgia Commissioner of Agriculture, Tommy Irvin. Other speakers, including Monsanto Company's Dr. Robert T. Fraley, were topnotch.

New to the '07 meeting was the Emerging Ag Innovations session, wherein ASFMRA and NAICC combined their similar workshops for two hours of innovation information. The session received a great response, and NAICC hopes to model the approach in future meetings.

Also successful were the networking dinner and raffle. We raised \$7,600 and danced the night away to delightful music with friends from ASAC and ASFMRA.

All of this knowledge-sharing, networking and plain old fun would not be possible without the support of so many. A HUGE thank you to our NAICC and AG PRO EXPO

sponsors for all they've done for the Annual Meeting and throughout the year. Next time you see them, please pass on your personal thanks.

Albaugh, Inc.
Bayer CropScience
Cerexagri, Inc.
CORE Realty Holdings
Coxco Ag Services, Inc.
Delta and Pine Land Company
DuPont Agriculture and Nutrition
Farm Credit Banks
FMC

Georgia Association of Professional Ag Consultants
Gowan
Helena Chemical
LG Seeds
MANA Crop Protection
Mapshots, Inc.
Monsanto Company
Mycogen Seeds/DOW Agro Sciences/Phytogen
NC+ Hybrids
RiceTec
Syngenta Crop Protection and Syngenta Seeds

NAICC Committees Hard At Work.



Research Education Committee



Like Mother, Like Daughter – Emily and Theresa Wyatt Help With NAICC Registration



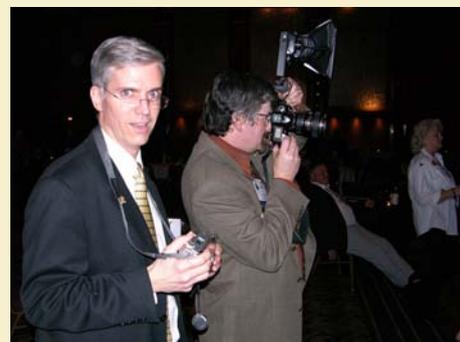
Consultant Education Committee



Roger Carter Entertains Ray Young During the Convention



International Outreach Committee



NAICC's Own Paparazzi...
photo by Bob Glodt



Rhett Butler and Scarlet O'Hara or is it Bob and Barbara Glodt?



Barbara Glodt Is Escorted by NAICC Members (from left) Dennis Hattermann, Bruce Niederhauer, Allen Scobie and Andrew Watson.



Patrick Stephenson from AICC Won't Be Left Out!



Three Lovely Ladies

NAICC HEADED WEST FOR 2008 ANNUAL MEETING

Get ready to experience "anything but ordinary" in Seattle next January! NAICC will hold its Annual Meeting in the coffee capitol, where the Waterfront and Pike Place Market beckon, a ferry ride will make you fall in love with the area's beauty and open air seafood restaurants and a burgeoning wine industry will whet

your appetite.

From The Space Needle to Safeco Field, the Seattle Aquarium to the Native American Tillicum Village, Seattle is a delight to explore. Once you're there, it's an easy trip from the airport to the Westin Seattle. You'll find the mild temperatures welcoming, and while you may need an

umbrella, rest assured January is not the city's rainiest month!

So mark your calendars now for Seattle, January 23 - 27, 2008, and get ready to experience the city known for character, jet engines, espresso, whale watching and so much more.

NAICC Comes Face to Face with Nation's Leaders at Annual Crawfish Boil

More than 225 government leaders and influencers were on hand for NAICC's recent Crawfish Boil, an annual event held in Washington, D.C., to raise awareness about the Alliance and the ag industry at large.

This year's "Boil" counted two Congressmen among its guests, along with dozens of House and Senate staff members, personnel from EPA and USDA and representatives from commodity groups and other non-profits on Capitol Hill.

In addition, more NAICC members than in years past financed their own trips to meet and greet decision-makers, boosting our visibility and sharing in the fun. They

were on hand to distribute new NAICC brochures and to partake in a new menu item: an alligator dish (sauce picante) that supposedly rivaled even the Crawfish Boil's traditional Crawfish Etouffée! Both the new brochure and the alligator recipe can be found at www.naicc.org.

A resounding Thank-You goes out to all who supported this year's Boil. Without the financial, planning and culinary support, it simply wouldn't be a success. We also would not be able to have an impact in Washington without the active presence of so many members at the Boil and at other high visibility events like this one.



Congressman Rodney Alexander (LA-5) is welcomed by fellow Louisianan and friend Miss Dorothy (Young).

The ONLY Independent Consulting Certification

by Paul Groneberg, CPCC-I

You can certify your Independence as a professional. The NAICC Certified Professional Crop Consultant (CPCC) Program offers all the advantages of other ag industry certifications plus a certification category that will identify you as an independent contractor. This applies to independent crop consultants, ag professionals and individuals who do contract research.

Agricultural clients value independence because they know that independent contractors are not tied to product sales. They also realize how much can be gained through working with certified independent crop consultants – their profits often exceed consulting fees by three to five times or more!

There are three categories for NAICC Certification:

1. CPCC is a general category for all Professional Crop Consultants.
2. CPCC-I are the only professional consultants, independent of product sales, who derive income only from services or are employed by a firm that only sells services.
3. CPCC-R is our newest category for professionals who perform Contract Research. Researchers can certify as CPCC-R and/or CPCC-I.

Dual certifications are offered at discounted rates.

Why Certify?

- The only CPCC certification program has been enthusiastically received by Washington, D.C. policymakers, because of its rigorous standards.
- A CPCC certification provides exemption from the following WPS requirements: personal protective equipment and requirements for emergency assistance and decontamination supplies.
- Independence makes consultants more marketable.

Additional benefits of an NAICC certification:

- The program is specific to Consulting and Contract Researchers.
- Those involved receive a higher level of education/training.
- CPCC's are clearly identified as independent from product sales.
- Those certified become members of a professional crop consulting society, which provides opportunity for networking, enhanced learning and credibility.
- CPCC's are provided a voice through NAICC, the nation's leading independent crop consulting organization.

Finally, please be aware that the CPCC program is only one of three programs recognized under the Worker Protection Standard provisions that exempt certified or licensed crop advisors (and persons performing crop advising tasks under their supervision) from some WPS requirements. EPA is working with NAICC to review the current exemptions. This alone is enough reason for you to be certified under the NAICC program!

Qualification requirements for CPCC:

Education – Candidates must verify a minimum of a Bachelors Degree.

Experience – Requirements include a Bachelors degree plus six years of consulting or research related experience, a Masters degree and five years of work related experience or a doctorate and four years of work expertise. A reduction in the number of years of experience is being considered.

Testing – If you've already earned another certification, this may not be necessary.

Case Study – You will be required to showcase a field example from your consulting work.

For full details and application forms go to www.naicc.org. If you have questions, contact Allison Jones at (901) 861-0511 or Paul Groneberg, Certification Board Chairman, at (320) 760-7941.

PMN Offers Free Trial Subscription for First-Time NAICC Subscribers

NAICC members who are first-time subscribers of the Plant Management Network's (PMN) online resources are eligible for a free personal subscription through August 31, 2007! This generous offer was extended to NAICC because of its partnership and support of the PMN and its non-profit mission to provide science-based solutions for agriculture.

The collective scope of PMN's peer-reviewed journals, found at www.plantmanagementnetwork.org, include agronomy, entomology, nematology, soil science, seed science, plant disease, rangeland management and other disciplines important to crop consultants. Journal titles include Crop Management, Plant Health Progress, Forage and Grazinglands and Applied Turfgrass Science.

PMN's non-journal resources include Crop Management Seed Variety Trials; Plant Disease Management Reports, a compilation of efficacy tests on chemical and non-chemical means of pest control; PMN's

Soybean Rust Information Center; PMN's Image Database, which offers a collection of nearly 3,000 photos of plant diseases and other agricultural images; and the PMN Plant Science Database, a searchable collection of more than 5,000 fact sheets, management recommendations and other solutions provided by PMN's university, corporate and nonprofit partners.

First-time subscribers can follow the fol-

lowing steps to gain access.

STEP 1: Sign up for PMN Update at <http://www.plantmanagementnetwork.org/update>.

STEP 2: Browse the suite of journals and resources from the following link: <http://www.plantmanagementnetwork.org/subscriptions/benefits/>.

STEP 3: When prompted for a username/password, type crop for the user-

name and consult for the password. The password will be effective until August 31st.

After that time NAICC members can continue their subscriptions to the entire suite of resources at the discounted rate of \$38 yearly. For more information please contact Phil Bogdan, Partner-Subscriber Relations, at pbogdan@scisoc.org or (651) 994-3859.

Scholarship Applications Still Being Accepted

Applications for the Richard L. Jensen, Ph.D. Memorial Scholarship are being accepted through the end of the month. If you know of a worthy student, please encourage him/her to complete an application and return it to the NAICC headquarters ASAP. Applications can be found at <http://www.naicc.org/Applications/Scholarship.cfm>.

Scholarship criteria are as follows:

1. Applicant to be pursuing a four-year

degree in a major or discipline related to Crop Production, such as soil sciences, entomology, plant pathology, weed science, etc.

2. Completed a minimum of two years toward a four-year degree.

3. Held at least one summer internship/work with a crop-consulting, or ag contract research firm with preference to an NAICC member company.

4. Presently enrolled in the discipline of studies cited in item 1.

5. Submit to the Review Board an application to include:

a. Application

b. Transcripts

c. Work History

d. Reason scholarship is desired

e. Resumé

f. Proof of enrollment in college/university.

6. Two letters of reference attached, or mailed separately.

Treasurers Report – First Quarter 2007

Dennis Hattermann, NAICC Treasurer

The NAICC accountant continues to transfer and/or renew certificates of deposit and money market funds into higher paying vehicles (typically above 5%) as suggested by the Treasurer last year. There is still a small percentage (~14%) of Alliance funds in CDs paying less than 5% which mature at later dates (i.e. 2008 and 2010). These funds total \$47,089 through March distributed in three separate CDs. These will be transferred to higher paying CDs/money market funds as they mature (if higher interest rates are available at the time). The total invested in checking and savings is

\$338,530 as of March 31, 2007 compared to a total of \$284,036 at the same time last year (March 2006 balance sheet).

Accounts receivable are somewhat higher at \$51,111 as of March 31, 2007 versus \$37,352 at the same time last year. This is due, at least in part, to the later date of the annual meeting this year resulting in later payment of dues. A total of \$8,260 is < 30 days old and \$4,921 has been on the books for less than 60 days. If the <30 and <60 day A/R is subtracted, the total A/R is essentially the same as last year. Also from the balance sheet the Dads in DC Fund total bal-

ance is \$21,756 as of the end of March versus \$15,641 at the same time last year.

For the first three months of 2007, the Alliance realized total income of \$16,246 in January, \$255,040 in February, and \$15,692 in March for a total income of \$286,978 for the first quarter. Expenses were \$14,490, \$199,966 and \$15,776, respectively, for total of \$230,232 for the same time period. Net income was \$1,756, \$55,075 and (\$85), respectively, for a total net income of \$56,746 for this first quarter of 2007. This compares to a total net income of \$16,384 for the first quarter of 2006.

HELP WANTED

Coastal Research Services Inc., a small Paso Robles, California based contract ag field research company, is hiring a full time researcher. The job is two-fold: conducting pesticide efficacy research and performing Quality Assurance functions for GLP residue trials. Efficacy and GLP field research experience is required, QA experience would be helpful but training will be supplied. Salary will be based on experience; benefits include paid vacation, holiday, & sick leave; company sponsored retirement plan; and health insurance. If interested please contact Michelle Mitchell at 805-674-5831 or at mitchell@emailcrs.com.



National Alliance
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