



OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

**PRESIDENT'S COLUMN**



By  
*Dennis Hattermann*  
NAICC  
2011 President

## Insight in to the History of GLP Field Research

When I started project management of crop residue and environmental fate studies 20 years ago, field scientists were still getting used to the new EPA Good Laboratory Practice (GLP) regulations that were made law just a year before. It was a time when tight management was necessary to assure successful study completion and compliance with the new law. Nothing could be taken for granted and there was no substitute for being on site for study initiation to see with your own eyes such things as field layout,

equipment conformation and calibration and the facility and personnel doing the "hands on" work. Most were eager to please and to conform to the new regulations but some were reluctant. Despite the grumbling by some, most would still provide a quality product (i.e. study) from their efforts which is a tribute to the dedication of these people.

Well that was then and this is now. The industry has matured as well as the people I started working with nearly 2 dozen years ago. There are also some new faces who have known no other life than GLP. There is no option for them and they have been well trained and the importance of GLP compliance has been imprinted into their mode of operation. Although there is still no substitute for a study director being on-site, everyone now that has been in the business awhile, in my experience is doing an excellent job of conducting studies and capturing data in a multitude of formats.

Speaking of formats, there are now several. It seems every major company is now coming out with their own version of electronic notebook. It amazes me how the field scientists can adapt to these many programs with all their quirks and issues. Some

cooperators actually prefer the electronic format but most that I have talked with still prefer paper. Advantages of paper are you can always write on paper even if your computer battery goes dead or the program freezes or is just plain uncooperative. No one is tempted to steal a paper notebook from your truck while you are at lunch but they may use creative measures to take your laptop computer.

The advantage of the electronic format is primarily expediency in data manipulation and report writing (primarily an advantage for the project manager or report writer). Although the format war may not really be the same as DVD taking over VHS, there are some similarities. There is a chance that the electronic format may someday be the only format, some say it is inevitable. No matter what your crystal ball tells you regarding the future format(s), one thing is clear to me. We have a number of good people with invaluable experience in their field (no pun intended) in whom I have a lot of confidence in when I place my trust (and in turn the trust of my clients) in their hands. I am grateful for this because it helps me sleep at night.

## NAICC Signs Historic MOU with NRCS

NAICC is pleased to announce that on June 15, 2011, a Memorandum of Understanding was signed between NAICC and the USDA Natural Resource Conservation Service. This MOU allows Certified Professional Crop Consultants (CPCC and CPCC-I) to serve as Technical Service Providers and help farmers and ranchers implement conservation plans in a more timely and efficient manner.

Dennis Hattermann, Ph.D., NAICC president, Allison Jones, NAICC executive vice president and Glenn Luedke, NAICC governmental affairs assistant were on hand. Hattermann and NRCS Chief David White both signed the documents as part of the ceremony. Five other associations participated in the ceremony including Agricultural Drainage Water Management Coalition, The Irrigation Association, The Society for Range Management, The Wildlife Society, and The Association of Consulting Foresters.

Participants from NRCS in addition to Chief David White included Tony Kramer, NRCS Deputy Chief; Dwayne Howard, TSP Team Leader; Dana Larsen, Natural Resource Specialist-TSP Team; Doug Toewes, Conservation Irrigation Engineer; and Melissa Hammond, Acting Director, Public Affairs.

NAICC met with Dwayne Howard and Dana Larsen in March and worked out the details of the MOU. According to Howard, "The NAICC certified professional consultants provide their knowledge, expertise and skills to private land managers as Technical Service Providers. This MOU will help further the conservation mission of those land managers and NRCS in a scientifically-based manner. NRCS is looking forward to a long and productive relationship with NAICC TSPs in providing conservation assistance in nutrient management, pest management, conservation crop rotations and other practices that will help protect water, soil and air quality."

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Continued from page 1.

NAICC signed a similar MOU in 2003. Since that time, the Government Affairs Committee (GAC) has worked with NRCS to improve on the process. Under the guidance of current GAC chairman Stan Winslow, CPCC-I, the current Technical Service Provider process is much more streamlined and easier for TSPs to hit the ground running once registered.

NAICC Governmental Affairs Chairman Stan Winslow states, "I am very pleased with this revised MOU. NRCS has put a team of three people in place, who are committed to make the TSP program work. They have recognized our Certification Program and the level of expertise possessed by NAICC members. As a result our members who are CPCC-I and CPCC certified will be recognized (or reinstated) as TSP's following a basic registration process. These Certified members will also be automatically approved to write plans in five conservation categories, which are listed below. There will still be several categories which will require additional training.

With the recognition of our Certification Program as a means of gaining TSP certification; I encourage everyone who is not certified to apply and complete the process. CPCC-I/CPCC will now open TSP doors which were previously closed to us. I personally am anxious to gain the CMNP certification, because it will soon be a requirement to write basic nutrient management plans for areas I work which drain into the Chesapeake Bay (I am hearing that this may become a requirement for other impaired drainage basin across the US.)

Finally, I want to thank all the members of the GAC committee and Allison for their valuable input into this process. The draft documents created opened the eyes of the NRCS staff and greatly helped them to understand the many areas of expertise our members possess."

The purpose of this MOU is to establish a general framework for cooperation between NAICC and NRCS to recommend NAICC certified individuals for possible acceptance into the NRCS TSP program. Under this MOU, NAICC will recommend qualified individuals to NRCS who meet CPCC-I and CPCC standards, and NRCS may consider such individuals for acceptance as third party TSPs. It is the intent of both parties that this cooperative effort will

be for the mutual benefit of each party, as well as program participants who wish to avail themselves of technical services provided by TSPs.

This MOU recognizes that an individual who has met NAICC standards and is certified as a CPCC-I or CPCC also meets the performance proficiencies established and agreed to by both parties for providing conservation assistance in the respective areas listed below: ( In other words, if you are CPCC-I or CPCC certified ,you can write plans under the categories listed below.)

- Nutrient Management, Organic and Inorganic with additional State specific requirements where applicable
- Integrated Pest Management for Conventional and/or Organic Systems
- Integrated Pest Management Herbicide Resistant Weed Conservation Planning
- Conservation Crop Rotation
- Irrigation Water Management

This MOU recognizes that an individual who has met NAICC standards and is certified as a CPCC-I or CPCC also meets the performance proficiencies established and agreed to by both parties for providing conservation assistance in the respective areas listed below provided they have met all other NRCS certification requirements associated with these practices: (Additional training will be required to write plans in these categories)

- Buffers
- Comprehensive Nutrient Management Plans with additional NRCS and State specific requirements where applicable
- Grazing/Forages
- Tillage and Erosion
- Vegetative Land Stabilization

To become a TSP through NAICC, you must be certified as a CPCC or CPCC-I and complete NRCS training required. Tim Pilkowski and Dana Larsen with NRCS in Washington have been invited to conduct this training at the 2012 NAICC Annual Meeting in Reno, NV, January 16-17. Details and registration materials will be available in September 2011.

## HR 872 Reported Out of Senate Ag Committee

The Senate Committee on Agriculture, Nutrition and Forestry on June 21, 2011 approved H.R. 872, the Reducing Regulatory Burdens Act of 2011. Committee Chairman Lucas urged Senate Majority Leader Harry Reid to bring the bill to the floor for swift Senate passage. The bill has been placed on the Senate Legislative Calendar under "General Orders" for future consideration.

"I commend the Senate Agriculture Committee for advancing H.R. 872. I urge Majority Leader Reid to join this important, bipartisan effort and send the

bill to the Senate floor for a vote. The cost of inaction is far-reaching and significant, and would be a crushing blow to an already struggling economy," said Chairman Frank D. Lucas.

On March 31, the U.S. House of Representatives passed the bill in a bipartisan vote, 292-130. The bill intends to correct a 2009 ruling by the U.S. 6th Circuit Court in the case of National Cotton Council v. EPA, requiring National Pollutant Discharge Elimination System (NPDES) permits for four types of pesticide applica-

tions "to, over or near" water, as required under the Clean Water Act. This court ruling creates an unnecessary, duplicative layer of regulation for U.S. agriculture, public health officials and government alike, with no quantifiable environmental benefit, as pesticide applications are currently regulated under the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA), which helps to ensure safety for human health and the environment.

# Fundamentals of Soil Science

The Soil Science Society of America has developed a unique, introductory soil science course – “Fundamentals of Soil Science,” designed for the practitioner hoping to build their knowledge and skills in the topics most needed for a fundamental understanding of Soil Science. The course will be taught online, using distance education technologies. Registration is open through August 17.

The first session begins on Monday, August 22, 2011 with an orientation. Classes will meet online on Wednesdays from August 24-November 9, 2011. Times are 7:00 to 9:00 pm Eastern/ 6:00 to 8:00 pm Central/5:00 to 7:00 pm Mountain/4:00 to 6:00 pm Pacific.

The Fundamentals in Soil Science Course is designed to provide an overview of the fundamental concepts in soil science: Genesis, Classification and Morphology, Physics, Chemistry, Fertility, Biology, and Land Use. Each of the six sections will be taught for a two week period. Instructors will use the Fundamentals Performance Objectives (POs) as a guide for discussing topics within each section, but will not go through each objective individually. However, students are encouraged to ask questions regarding specific POs if needed. The objective of the course is to provide the student with a formalized way to build their fundamental knowledge and skills

within the different areas of soil science to enhance their professional skills and/or to prepare to take the Fundamentals of Soil Science Exam.

This course is taught via distance learning, but instructors will supplement lecture material with additional readings and practical examples to illustrate the concepts and provide practical examples of how the concepts are used in practice. This course is not designed to teach a student how to take the Fundamentals Exam, but instead is designed to complement the student's existing knowledge of soil science and help the student understand the principles behind the POs.

The cost of the course is \$495 plus the cost of additional resources. Full participants in the course who hold the SSSA CPSS and/or CPSC certification(s) and/or American Society of Agronomy CCA and/or CPAg certification(s) will automatically receive CEUs. The CEU review is currently pending. Lecture quizzes must be passed in order to receive the CEUs for this course. However, you may submit proof of course participation to the NAICC headquarter in order to receive credits. Detailed information, the syllabus, and registration is available at: [www.soils.org/education/fundamentals](http://www.soils.org/education/fundamentals). For more information contact Marta Krist at 608/268-4955 or [mkryst@sciencesocieties.org](mailto:mkryst@sciencesocieties.org)

## Did You Know?

Did You Know that the NAICC membership database is fully searchable by crop, region, certified professional crop consultant designation, state, GLP cropping trial region and membership category?!

How is that for easily accessible information at your fingertips?

So come on, take a fresh look at [www.naicc.org](http://www.naicc.org)! We promise you'll get something out of it every time you visit.

## NAICC ANNUAL MEETING AND AG PRO EXPO DATES

January 18-22, 2012

RENO, NEVADA

Peppermill Resort Spa Casino  
<http://www.peppermillreno.com>

January 23-26, 2013

JACKSONVILLE, FL

Hyatt Jacksonville

January 29- February 1, 2014

NEW ORLEANS, LA

Sheraton on Canal

## SPOTLIGHT ON THE STATES

### WAPAC Hires New Executive Secretary

The Wisconsin Association of Professional Ag Consultants (WAPAC) has named Carla Hargrave as their Executive Secretary. Carla is a native of Berlin, WI where she and her husband own a cash crop farm. Previously she worked for five years at UW-Extension as Green Lake County Agriculture Agent.

Carla replaces Judy Branstrum who served as Executive Secretary for 17 years. Judy worked closely with Allison Jones and Michelle Hoffman at the 2006 joint meeting with the ASFMRA and NAICC in Atlanta. (Judy's husband is a member of ASFMRA.) They also worked together for the 2010 Focus on Precision meeting in Green Bay, WI.

“Carla and I have already visited and are looking forward to working together. We'll miss Judy but wish her well with her new association management endeavor.” stated Jones.

The Wisconsin Association of Professional Agricultural Consultants (WAPAC) was formed in 1987 to provide a unified voice for professionals advising farmers in Wisconsin. WAPAC's diverse membership includes crop consultants, animal nutritionists,

veterinarians, farm managers, educators and a wide array of farm service industry advisors, giving the Association many sources of experience from which to tap for problem solving. WAPAC's annual meeting and its New Horizons Seminar provide forums for the exchange of ideas of a technical nature as well as the more practical matters of operating a consulting business. The Association exists to foster professionalism and a high level of ethics within its membership. Members subscribe to a code of ethics based on the ARCPAC's model which is designed to maintain integrity and the reputation of agricultural professionals. WAPAC's goal is to promote agricultural consulting as a true profession and to elevate the public's perception of the role of consultants in agriculture.

### Young Endowed Assistantship in Louisiana Row Crop IPM Started by LACA

*(Reprinted with permission from the Louisiana Ag Consultants Association LACA)*

For over half a century, Ray Young has been a cornerstone of agriculture. His story starts during the Depression with a family that valued hard work and faith. Mr. Ray made his first cotton crop

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*Continued from page 3*

at age 13, farming three acres behind a mule on a hill farm in Union Parish. During the late 1940's and early 1950's, he spent his summers scouting cotton in a Ford Model A while a student of agriculture at what was then known as the Louisiana Polytechnic Institute in Ruston. This vocation of working for farmers to help them manage crops formed the foundation that he would build on during much of his life. It was during his time in college that he met his future wife, Ms. Dorothy Burns. She was one of 11 children, and learned early the value of education and perseverance from her mother. These two were married in 1952, just weeks before Mr. Ray left to serve as a fighter pilot in the U.S. Navy during the Korean War. After his service, he returned to school and completed a MS degree in entomology from Louisiana State University. He worked with prominent agricultural entomologists such as Dan Clower, Dale Newsom, Jim Brazzel and many others, learning the science behind the applied decision-making process used in crop protection.

Mr. Ray actually began his professional career in 1949 when he started scouting for a cotton producer, Dan Logan, in Northwest Louisiana. Most of those involved in Southern agriculture believe this was the birth of the cotton consulting business in the United States. Upon completing his military service and graduate education, he decided to start his professional agricultural consulting business in another region and moved to Wisner – south of Monroe - in 1955. It was here that he and Ms. Dorothy decided to make their home and raise a family. It's also where Mr. Ray began the task of knocking

on doors to ask producers to let him work as their consultant. That strategy has worked for over six decades.

As both a farmer and consultant, he distinguished himself as a knowledgeable and skilled cotton scout when the field of crop consulting was still in its infancy. Ms. Dorothy pursued her educational goals, earning both BS and MS degrees in education, while raising the couple's four children (Tony, Jesse, June, and Peggy). The couple worked hard to develop a family business, training and nurturing dozens of young "cotton scouts," many of whom went on to successful careers as crop consultants. It is quite possible that Mr. Ray has mentored more agricultural professionals than anyone currently active in this field. His willingness to share information, offer encouragement, and promote the efforts of the consulting industry is unparalleled among the groups he has served.

Mr. Ray and Ms. Dorothy's efforts were never limited to their own success. Both have been actively involved in a variety of community affairs and are passionate advocates on behalf of American agriculture. They are active in state and national agricultural organizations, lending their considerable talents and influence to the advancement of agricultural education, promoting agrarian interests, supporting research efforts, and transferring technology to clientele. When a void in agricultural lending occurred in his region, Mr. Ray, all too familiar with the financial struggles faced by farmers, was instrumental in the formation of the Louisiana Land Bank, serving with distinction on its board of directors for years. Respected by his peers for his general knowledge of agriculture,

he has become a sought-after expert and a tireless lobbyist for national issues – making numerous trips to Washington, DC, on behalf of this industry he dearly loves.

For over half a century, Ray Young has quietly gone about his business, of contributing in his way to the success of agriculture. His efforts to improve the lives of farmers and their families across the U.S. have been done without ever seeking acknowledgement or accolades. Although many people personally are aware of his dedication, it is important to his friends and family that future generations of farmers, consultants, agricultural industry personnel, and students share in his legacy. Ms. Dorothy has been with him every step of the way as an active participant in his career accomplishments.

Anyone who has been associated with the crop production industries has likely heard of Mr. Ray and Ms. Dorothy. Farming is a wonderful way of life that hopefully will never end and there are many young people who will not have the privilege to share this experience with a true Southern gentleman and Southern belle. To preserve their contributions for future generations, it is very appropriate that a process has been initiated to fund the "Ray and Dorothy Young Endowed Assistantship in Louisiana Row Crop IPM." It is the sincere hope from a committee of family and friends that this assistantship will be used to support the education of the next agricultural consultants who will follow in their footsteps.

## Crop and Research Consulting...Never a Dull Moment!



*Photo by John Hecht, Crop Quest, Inc.*

# Jensen Memorial Scholarship Application Deadline Approaching

The deadline for the Richard L. Jensen, Ph.D. Memorial Scholarship is September 15, 2011. The Jensen scholarship is awarded to a deserving 3rd year student who is pursuing an Agriculture degree related to crop production and commemorates the life of one of the early members of the National Alliance of Independent Crop Consultants.

Open to any student meeting the qualifications, the application and other information should be sent to the NAICC headquarters and post-marked no later than September 15, 2011 in order for the Scholarship Committee to determine the recipient. The winner will be notified in October. A copy of the application and required attachments is included in this newsletter.

## RICHARD L. JENSEN, PH.D., MEMORIAL SCHOLARSHIP CRITERIA

Pursuing a four-year degree in a major or discipline closely aligned to crop production, such as Soil Sciences, Agronomy, Entomology, Horticulture, Plant Pathology, Weed Science, contract ag research or pursuing a Doctorate in Plant Medicine. Completed a minimum of one year toward a four-year degree

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

Submit to the Review Board an application to include:

THESE ARE IN ADDITION TO THE APPLICATION

- a) Application
- b) Transcripts

- c) Work History
  - d) Reason scholarship is desired
  - e) Résumé
  - f) Proof of enrollment in college/university
- Two letters of reference attached, or mailed separately.

We encourage NAICC members and friends to nominate someone for the \$2000 scholarship or forward an application to a worthy student since preference is given to relatives and employees of NAICC members. Copies can be obtained from the NAICC website (<http://www.naicc.org/feae/scholarship.cfm>), from the NAICC headquarters, or from the FEAE by contacting FEAE Secretary James Todd at [james\\_e\\_todd@yahoo.com](mailto:james_e_todd@yahoo.com).

## Field Study Scientist, Raleigh, NC area

Bayer is seeking a highly motivated individual to join the BioAnalytics Molecular Characterization Team as a Field Study Scientist. This position is based at Bayer's Innovation Center in the Raleigh, NC area. In this role you will participate in the registration studies of genetically modified (GM) crops by supporting regulatory studies within the molecular characterization (MC) team, with specific responsibility for those conducted in the field and at third party contract laboratories (CROs).

### Required Skills/Experience:

Ph.D., M.S. or B.S. degree in a Plant Biology technical discipline or related scientific field

Minimum 2 year's relevant experience in a scientific/field trial/compliance environment.

Experience in agricultural biotechnology regulatory studies;

Excellent knowledge and understanding of technical and analytical aspects of laboratory (ELISA, PCR) and field procedures associated with regulatory studies;

Advanced persuasive abilities and negotiation skills in order to influence current and potential external consultants;

Excellent technical communication, organizational and time management skills.

Ability to travel, domestically and internationally, approximately 25%.

### Preferred Qualifications

Ph.D., M.S. or B.S. degree in Plant Biology, Plant Molecular Biology, Molecular Biology or Agronomy; Agronomy experience;

Knowledge in molecular biology and DNA/protein testing; Familiarity with quality management systems and/or 40CFR160 standards.

### Benefits

Bayer offers a wide variety of competitive compensation and benefit programs.

**Bayer is an Equal Opportunity Employer.**

Please view more complete job information at <http://www.bayerjobs.com> - Search by Site: USA-NC - job title: Field Study Scientist.



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# FOUNDATION FOR ENVIRONMENTAL AGRICULTURE EDUCATION

## SCHOLARSHIP APPLICATION DEADLINE **September 15, 2011**

NAICC's Foundation for Environmental Agriculture Education (FEAE) provides a \$2000 scholarship each year. It is awarded to a deserving 3rd year student in Agriculture with a major in Crop Production or an allied subject.. Known as the Richard Jensen Scholarship, it commemorates the life of one of the early members of the National Alliance of Independent Crop Consultants.

Open to any student meeting the qualifications, application information and forms are available in **PDF format**. Completed applications are due by September 15, 2011 in order for the Scholarship Committee to determine the recipient. The winner will be notified in early September.

**Send it to NAICC at the address given following the application form.**

### **SCHOLARSHIP CRITERIA:**

#### **RICHARD L. JENSEN, PH.D., MEMORIAL SCHOLARSHIP**

1. Pursuing a four-year degree in a major or discipline closely aligned to crop production, such as Soil Sciences, Agronomy, Entomology, Horticulture, Plant Pathology, Weed Science, contract ag research or pursuing a Doctorate in Plant Medicine.
2. Completed a minimum of one year toward a four-year degree
3. Presently enrolled in the discipline of studies cited in item 1.
4. Submit to the Review Board an application to include: THESE ARE IN ADDITION TO THE APPLICATION
  - a) Application
  - b) Transcripts
  - c) Work History
  - d) Reason scholarship is desired
  - e) Résumé
  - f) Proof of enrollment in college/university
5. Two letters of reference attached, or mailed separately.

Applications to be received through September 15, 2011. The award check will be awarded in October of 2010 upon presentation of verified registration for the fall term.

Application follows:

# JENSEN MEMORIAL SCHOLARSHIP APPLICATION

Date: \_\_\_\_\_ Name: \_\_\_\_\_

## Permanent Address

Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

## Campus/Mailing Address

Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email address: \_\_\_\_\_

Home phone: \_\_\_\_\_ Cell: \_\_\_\_\_

## Current Status

College/University: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Entering transfer student? Yes  No

If yes, transferring from: \_\_\_\_\_

Are you currently a full-time student in a 4-year university? Yes  No

If yes, are you a: Sophomore  Junior  Senior

Semester hours attained by end of year: \_\_\_\_\_

Major: \_\_\_\_\_ G.P.A. \_\_\_\_\_

Anticipated Degree: \_\_\_\_\_ Graduation Date: \_\_\_\_\_

Previously Attended Colleges: \_\_\_\_\_

Percentage of college expenses you are responsible for: \_\_\_\_\_

SCHOLARSHIP APPLICATION

Do you have any family members on the FEAE board or selection committee?

Yes

No

If yes, please provide names: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Have you received any other scholarships?

Yes

No

If yes, please list the total amount received and scholarships below:

\$ \_\_\_\_\_ from: \_\_\_\_\_

\_\_\_\_\_

Please list any other post-high school courses, training seminars, etc., that you have taken and/or participated in that contribute to your knowledge of the field of crop production/protection. Include grades or evaluative assessment of your participation. Attach additional pages as needed.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please list awards and honors you have received in high school and college.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please list offices and/or positions of responsibility you have held in crop production/protection related organizations and describe what you have learned from the experience (include committees and chairs you have held).

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

SCHOLARSHIP APPLICATION

Please list any community service in which you have participated:

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Please list prior work experience (including volunteer work), whether related to crop production/protection or not. Begin with most current:

<i><b>Employer</b></i>	<i><b>Job Title &amp; Duties</b></i>	<i><b>Dates</b></i>
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Please list your career goals:

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**Mail to:  
NAICC  
Foundation for Environmental Agriculture Education  
349 East Nolley Drive  
Collierville, TN 38017  
Phone: (901) 861-0511  
Fax: (901) 861-0512  
[www.naicc.org](http://www.naicc.org)**