



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
Debra Keenan
NAICC
2015 President

NAICC Productivity Depends on Its Members

In September's *NAICC News* I issued a call for members to re-invest in their involvement in NAICC committees or to volunteer for a committee in 2016. In my six years on the Executive Board, I have heard over and over again from new members the following questions:

- What exactly do the various committees do?
- Can anyone participate on committees?
- How do I get more involved?

Gary Coukell worked very hard last year to come up with a set of SOPs for each committee. It has been one of my goals to build on what Gary has put in place. Most of the committees are appointed. However, the Allied Industry Committee members, comprised of Sustaining Members, are elected from among their peers.

There are so many ways a member can get involved on a committee: 1) On the online membership form/renewal, select the committees that you are interested in, (As President-Elect you utilize this list extensively), 2) email the EVP, Allison Jones at allisonjones@naicc.org to express your interest or to get more information about a specific committee, and 3) at this time of year, the President-Elect is developing the committees for the next

year, and you may be approached by either the President-Elect (Dan Moser), or by a 2016 committee chair and asked to serve on a committee.

Some basic information about NAICC Committees is as follows: each committee is comprised of a Committee Chair person appointed by the President (occasionally two people act as co-chairs); committee volunteers are from the membership; and the President appoints an Executive Board liaison for each committee. The role of the Board Liaison is to sit in on committee meetings when possible and to function as the point of contact between the Committee Chair and the Executive Board. A few committees also have sub-committees within their structure, and for the most part these subcommittees also have a Chair that functions the same way, but typically report to the larger oversight committee (details below). All committees meet on Wednesday afternoon at the Annual Meeting with the exception of the Allied Industry Committee which meets on Friday, (so look at your program, or the annual meeting app and get involved!). Most committees will hold several conference call meetings throughout the year or conduct committee business via email communication.

One thing that I did not realize when I was a new member was that any member in good standing can serve on any of the committees. Here is a brief description of each committee to help you decide where you would like to serve:

Allied Industry Committee is made up of eleven elected Sustaining Members and two Voting members, (appointed by the President). The purpose of this committee is to recommend ways that NAICC and industry can work more closely on projects they have in common. This committee also identifies areas of mutual concern and provides an avenue of communication. All Sustaining members are members of the

Be a part of The Foundation's (FEAE) Silent Auction by donating and/or taking home one-of-a-kind items from throughout North America and Europe! Whether you are providing items for the silent auction or are one of the successful bidders, you are sure to have a great time. Proceeds from the auction go toward instrumental educational programs that benefit our industry at large.

Allied Industry Committee. A Working Group within this committee evaluates papers for the Emerging Technology Session using the current criteria and specifications.

One of the most vital committees is the **Annual Meeting Coordination Committee (AMC)** tasked to plan, coordinate, and find speakers for the program of the next annual meeting, with input from the Consultant Education (CEC), Research Education (REC) and Quality Assurance Education (QAEC) Sub-Committees. This committee is chaired by the President-Elect.

The **Certification Board** is appointed by the President and finalizes, administers and modifies the NAICC Certification program as needed.

An integral part of NAICC and the Executive Board decision-making process comes from information from the **Governmental Affairs Committee (GAC)**.

Continued on page 2.

President's Column

Continued from page 1.

It is made up of three subcommittees: **GAC-Crop Consultant** (GAC-C); **GAC-Researcher & QA** (GAC-R), and the **Crawfish Boil on the Hill** (CBOH).

The GAC monitors and discusses legislation and regulatory issues and policies, pending, proposed and needed, specifically those that will directly impact NAICC members, but also general agricultural, environmental and food issues on which NAICC may be consulted or wish to express an opinion. The committee assists the Executive Vice President and the NAICC Legislative Assistant, both who provide information to the membership through newsletter articles and mailings and identifies issues and develops talking points for the NAICC Board prior to hill visits.

The **Crawfish Boil on the Hill** (CBOH) subcommittee plans the annual CBOH event to be held in conjunction with the March Executive Board meeting in Washington, D.C. NAICC hosts Congressmen, Senators, Congressional staff, USDA, EPA and other agency personnel, as well as invited commodity and Ag association groups/ representatives for an evening of good food and networking opportunities.

The **Education Outreach Committee** (EOC) has two subcommittees: **Consultant Education** and **Researcher/QA Education**. They are responsible for developing educational opportunities for members outside of the annual meeting. Currently this committee is responsible for planning and promoting the Focus on Precision Ag workshop, the GLP Training course and other regional workshops held annually.

Although it is seldom needed, the **Ethics and Grievance Committee** (E&G) reviews any grievances one member may file against a fellow member, and if necessary, would submit to any recommendations stemming from a review to the Executive Board. They also periodically review the NAICC Code of Ethics and recommend updates as needed.

The **International Outreach Committee** works to establish contact with other consulting organizations outside of the U.S. and to look for opportunities to cooperate on educational programs

and information exchange. Through contact with international consulting organizations and international members, keeps NAICC informed of issues facing consultants in other countries. This committee also acts as liaison to the Global Alliance of Independent Crop Consultants.

The committee responsible for marketing the association to sustaining members and current membership is called the **Marketing Committee**. The committee is also responsible for the Consultant of the Year award program and ideas and suggestions for the NAICC website, NAICC.ORG.

The committee responsible for recruitment of new members as well as periodic examination of the eligibility of all members is the **Membership Recruitment, Retention and Rules Committee or the MRRR**. Members also head up the New Members Boot Camp held at the Annual Meeting and act as a liaison to new members during their first two years of membership. The committee consists of one of the five Directors, and a minimum of three other appointed members.

The **Newsletter Subcommittee** is under the jurisdiction of the MRRR. This committee works with the Executive Vice President to source and accumulate articles for the *NAICC News* that are of interest to the membership and current events in crop and research consulting businesses and in agriculture.

Our newest committee, just finishing up its first year, is the **State Affiliates Relations Committee**. The committee was developed to work with the State consulting organizations to create more involvement from consultants on the national level. They are also focused on helping create new consulting/researcher associations in states that do not already have an organization.

The **Leadership Program Committee** is responsible for developing, and implementing certain portions of, the NAICC Leadership Program (NAICCLP).

The Executive Board will be traveling to my hometown, Chico, CA for the Fall Board meeting. We will be working on the SOPs, goals, the program among other pertinent issues. I have also set up a tour of an Almond Processing Plant, Olive Processing Plant and having the board watch harvesting of walnuts. It should be a very

NAICC ROOM RATES at Buena Vista Palace reduced AGAIN!

Rates are now \$145 per night. EVP Allison Jones visited the Buena Vista Palace earlier this month and reported to the Executive Board that the construction that will take place during our event will not affect our meeting. The new front desk area is large enough to accommodate our arrival and the pool is already under going elaborate updating. There will be a smaller spa pool available at our hotel or you can take a free shuttle to the Hilton ½ block away and enjoy their pool. The staff was so accommodating and offered to lower the rate another \$5 per night! If you have already made your reservation, the price will be adjusted accordingly.

The new link for reservations has been revised since Hilton took over management of the property.

https://secure3.hilton.com/en_US/hi/reservation/book.htm?inputModule=HOTEL&ctyhcn=MCOBUHH&spec_plan=0124NA&arrival=20160124&departure=20160130&cid=OM,WW,HILTONLINK,EN,DirectLink&fromId=HILTONLINKDIRECT

Call for GLP Scenarios

Do you have an interesting GLP situation that has you puzzled?...Something that may not necessarily be black and white?...or there may be more than one way to handle?...or that just has you frazzled? If so, please share your GLP "scenario" with us so that we can incorporate it in the GLP Refresher Training course in the pre-NAICC GLP training session.

Please email your scenario to either Mark Tumey at marktumey@comcast.net or Tanya Gibson at tanya.gibson@precisionstudymgt.com.

2016 AG PRO EXPO January 27 - 29

Register Your Booth Now

Want to connect with potentially every attendee at the 2016 Annual Meeting? The most effective and efficient way is by hosting an Exhibit Hall booth at the AG PRO EXPO! The Exhibit Hall is the central hub for all NAICC Annual Meeting activity including attendee meals, refreshment breaks, special events and evening activities. Your booth will be right in the middle of all the action – how easy is that? This year, we expect more than 75 leading crop and research consultant booths on the Expo floor. Don't miss out.

- All registrations include registration packet, name badge, Exhibit Hall meal tickets and admission
- After NAICC Members and sponsors are assigned booth spaces, all other are first come, first served

Leave a lasting impression on agricultural decision makers – go to <http://naicc.org/meetings/2016-annual-meeting/booth-registration/>.

Registration details:

- NAICC Members receive a discounted fee of \$830 for exhibit booths; all others, \$1245
- One complimentary registration is included with booth fee; additional registrations are available (\$415/member; \$830/non-member)



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. 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 will be available in late October.



Happenings on the Hill

WORKER PROTECTION STANDARDS (WPS)

The US Environmental Protection Agency (EPA) released a final rule on the Worker Protection Standard which is the first update on the program in over 20 years. The regulations address protections relating to farm workers that work in fields treated by pesticides. Rules also apply to pesticide handlers that mix or make pesticide applications. Crop consultants were classified as handlers in the previous rule.

Under the previous rule, crop consultants were able to determine the necessary Personal Protective Equipment (PPE) for themselves and their employees working under their direct supervision in a field during an REI. They are also exempted from providing decontamination supplies and emergency assistance for themselves and employees.

Changes to the crop advisor exemption now include:

- Only certified crop advisors are exempt from labeling PPE and WPS requirements as specified in the exemption.
- Employees of the certified or licensed crop consultant must use label required PPE while working in a field during an REI
- Employer must provide all required WPS protections, or rely on the PPE substitutions allowed under the crop advisors.

EPA did add flexibility for crop advisors and their employee. Now they can wear standard set of PPE (coveralls, shoes plus socks and chemical-resistant gloves made of any waterproof material, and eye protection if the labeling of the pesticide product applied requires protective eyewear for handlers, as outlined in rule) or the existing PPE specified on the pesticide labeling for early-entry.

In other areas, the regulation states that annual mandatory training must be provided for farm workers, new no-entry application exclusion zones be established and mandatory record keeping of pesticide application and farm worker training changed to every two years (previously 5 years). The new ruling also mandates alignment with the U.S. Department of Labor's standards for personal protective equipment such as respirators that includes a fit test and medical evaluation. Anyone under the age of 18, up from age 16, is prohibited from handling pesticides, except for an exemption for immediate family for farm owners. Regulations go into effect one year and 60 days

after it is published in the FEDERAL REGISTER. New requirements for safety training, pesticide safety information and requirements to suspend applications when anyone is in an application exclusion zone will not be effective until two years after the date of publication.

Many issues are not clear, such as reciprocity between states, civil and criminal liabilities, etc. State Departments of Agriculture will enforce regulations in all states except California, New York and New Jersey where the Department of Environmental Regulation will enforce rules. Some state regulators immediately voiced concern they may not be able to comply with the new rules until certain state laws and programs are changed. There is discussion among numerous Ag groups to request a 60 extension in order for some of these concerns to be addressed by EPA.

USDA

USDA reports sales from organic farms have increased 72% since 2008. Sales of organic products totaled \$5.5 billion and the National Agricultural Statistics Service 2014 survey indicates there are just over 14,000 certified exempt and organic farms in the U.S. The top five commodities in organic sales were milk, eggs, broiler chickens, lettuce and apples. The 2014 study indicated that 63% of the sales were to wholesale markets.

POLLINATOR ISSUES

Federal and state agriculture officials are urging the EPA to halt its plan to preclude certain pesticide applications as part of a federal effort to protect bees. They argue that EPA has failed to follow procedures outlined in FIFRA and should assess the economic ramifications in the proposal before restricting pesticide applications. In an additional statement, USDA and the National Association of State Departments of Agriculture (NASDA) state EPA's proposal fails to comply with either the risk-based analysis or proper rule making procedures outlined under the pesticide law. NASDA stated that they have serious concern the EPA's process for developing the proposed label language is not FIFRA compliant or based on a sound-science risk based assessment approach.

WOTUS

Appeals Court halts EPA's WOTUS rule

Agriculture Committee Chairman K. Michael Conaway (R-TX) issued the following statement after the 6th Circuit Court of Appeals in Cincinnati put a halt to the Obama Administration's WOTUS rule nationwide.

"This is a tremendous victory for agriculture and the 18 states that challenged the EPA on its egregious power

Continued on page 5.

Continued from page 4.

grab. I have vocalized my concerns since the EPA and Army Corps first proposed this rule, knowing that farmers and ranchers – the best and original stewards of our nation's land and water – would suffer dire consequences if the agencies pushed forward without consulting the very people the rule would affect. I am encouraged by the court's decision to stay this rule and the court's acknowledgment that the states have demonstrated a substantial possibility of success on the merits of their claims against the EPA. As the states continue challenging the rule, we will continue with our efforts in Congress to defeat the implementation of WOTUS," said Conaway.

TOXIC SUBSTANCE CONTROL ACT (TSCA)

A bi-partisan group of U.S. Senators seeking to overhaul the TSCA indicate they may have enough votes to allow the bill to reach the Senate floor. They assume opponents will allow the bill to be presented for discussion. The key stumbling block is the junior Senator from California, who along with colleagues, have vowed to use the rules to get the bill "fixed". Numerous amendments have been threatened and that would slow movement on the bill. The Senate majority does not want to spend a lot of time on something that will prevent action on other items before the session ends. TSCA became law in 1976.

Some supporters of the Senate legislation have agreed to revisions that include an increase of TSCA fees and expediting some chemicals programs.

EPA

EPA has published a revised list of pesticide registration service fees applicable to specified pesticide applications and tolerance actions. The registration service fees for covered pesticide service applications received after October 1, 2015 increased by 5%.

IRS

Farm organizations, small businesses and others (over two thousand) have requested the Congress to approve a seamless, multi-year or permanent extension of expired or expiring tax provisions (similar to those related to small business expensing and bonus depreciation). The groups stated that failure to extend these provisions is equal to a tax increase and injects instability and uncertainty into the economy. Farm organizations have put a priority on tax code provisions that provide farm/ranch businesses the ability to deduct expenses immediately instead of depreciating them over time. The House Ways and Means committee (H.R.2510) was expected to vote to permanently extend the 50 percent bonus depreciation which expired at the end of 2014.

WHY BE A MEMBER OF GAIAC? **(Global Alliance of Independent Agricultural Consultants)**

By Bruce Niederhauser

First, I am going to tell you WHY you should be a member from my personal perspective. I was born and raised in Mexico City, Mexico in 1956. My Father was a plant breeder on a research station for 30 years. I feel very fortunate to have lived and traveled over the years in Central America, North America, Caribbean, Canada, Europe and Asia. I can tell you from my tiny perspective that this world, which is 4.5 billion years old and the people in it, is just simply incredible! However, with 195 world nations and a current 7.1 billion world population, with projections close to 10 billion by 2050, food production and sustainability is a very real and potential problem.

As you read this, I assume of course that you are involved in agriculture in one form or another. So this is the point at which we at GAIAC would like you to become a member of a future GLOBAL FORCE in agriculture! Our Global Alliance currently has 39 individual members from 7 different countries and one industry member. You can go to our website www.GAIAC.org and read about whom we

are, our goals, current leadership and membership. If your primary language is not by chance English, you just need to select the translation tool for 90 different languages and you are set!

The GAIAC membership categories are on the website under the membership tab and are categorized as: Full, Associate, Provisional, and Sustaining memberships. You may apply on line at the website for the appropriate category that you qualify for. The good news is that for the Full, Associate and Provisional memberships the first year fee of \$50 dollar dues is waived. So you can join for free now! The Sustaining category fee is a voluntary non pre-determined amount.

At the 2016 NAICC annual meeting in Orlando on Thursday January 28th, there will be a GAIAC annual meeting. Please think about attending and becoming a member of GAIAC. You will enjoy the International perspective and it will open up your World!



NAICC Dues Renewal

Renewal notices were sent electronically last month. Second notices went out October 15. Dues must be received by October 31 in order to guarantee your spot in the 2016 directory. Also remember to go to the NAICC website and update your profile if your listing has changed (or send an email to allisonjones@naicc.org with any changes).



Nominations Open for Consultant of the Year Deadline is October 30, 2015

Do you know an NAICC member who has demonstrated exemplary performance this year? Consider nominating him/her for 2015 Consultant of the Year (COTY). Once again, BASF is generously sponsoring the recognition of three NAICC leaders to be honored at the 2016 Annual Meeting.

Winners will receive complimentary hotel, airfare and registration! Nomination forms are available at <http://naicc.org/membercenter/forms-applications>. Remember, nominations must be received by October 30, 2015.

Certification Reminder

CPCC certification fees and 36 CEUs are due to the NAICC headquarters by March 1. You may mail your check or credit card information to the NAICC headquarters or go to <http://naicc.org/member-center/ceu-renewal/> to renew and report your CEUs online

Richard L. Jensen, Ph.D. Memorial Scholarship Applications

Richard L. Jensen, Ph.D. Memorial Scholarship Applications are available at <http://thefae.org/jensen-scholarship/>.

Application deadline is November 1, 2015.

We encourage you to share the application with your summer employees or college students working toward an Ag degree. Students working for NAICC members qualify for preferred status. Three scholarships are provided by NAICC's Foundation for Environmental Agriculture Education (FEAE):

- One \$3,000 award is given to a deserving third-year student in Agriculture with a major in Crop Production or allied subject.
- Two \$1,500 awards are given to deserving college students in Agriculture.

Allison Jones

Executive Vice President

Debra Keenan, B.S./M.S.

President



National Alliance
of Independent
Crop Consultants

349 E. Nolley Drive / Collierville, TN 38017
Office: 901.861.0511 Fax: 901.861.0512
E-mail: Allison.Jones@naicc.org
www.naicc.org

Research 2000
PMB 298, 236 W. East Ave., Ste. A
Chico, CA 95926
Office: 530.892.1829
Fax: 530.892.1829
Mobile: 530.521.6148
E-mail: research2000@sunset.net