



A professional society representing the nation's crop production and research consultants

PRESIDENT'S COLUMN



By
Matt Winslow
NAICC
2021 President

Carbon Market Outlook for Consultants

By *Matt Winslow*

Carbon markets have been the topic of many discussions, meetings, and webinars this year. Consultants in some areas have already added carbon and nutrient trading as an additional service available to their growers. In addition to advising growers on gas emission reduction such as conservation tillage, nitrogen fertilizer use efficiency, growing cover crops, and helping farmers manage conservation and nutrient management programs, consultants may have the opportunity to become USDA recognized carbon credit verifiers.

During the NAICC Consultant Education Webinar #2 on February 2, 2021, Dr. Adam Chambers, lead scientist working with Environmental Markets activities under Natural Conservation Resource Service's (NRCS) Energy and Environmental Markets Team, reviewed their role in environmental and carbon markets. He applauded those in agriculture who are actively working to reduce emissions and talked about ways

to reduce and trade carbon credits through cropland and animal agriculture. He also stated that he saw consultants being an integral part of the Technical Service Provider (TSP) portion of any carbon trading program.

Recently, the Senate passed the Growing Climate Solutions Act of 2021. According to the bill's official summary, "This bill authorizes the Department of Agriculture (USDA) to establish a voluntary Greenhouse Gas Technical Assistance Provider and Third-Party Verifier Certification Program to help reduce entry barriers into voluntary environmental credit markets for farmers, ranchers, and private forest landowners. A voluntary environmental credit market is a market through which agriculture and forestry credits may be bought or sold."

However, the bill states that an assessment of carbon markets must be conducted by USDA and the Environmental Protection Agency (EPA) before USDA develops the certification program. The program also calls for an advisory committee to make recommendations regarding the list of protocols and qualifications, best practices, and voluntary environmental credit markets.

According to the supporters of the bill, the new program will streamline and standardize the process and assist farmers in realizing more return on their investments. As a third-party verifier, consultants can help cut through the roadblocks and complexity of the carbon credit process. NAICC is tracking developments with this program and will plan to provide more educational opportunities in the future.



PRESS RELEASE

Long-time LACA Full Member and current Executive Board Secretary, Robert "Hank" Jones of RHJ Ag Consulting in Winnsboro, LA has been named Interim Trustee on the National Cotton Council Foundation Board. Hank is also currently serving as Chairman of the Beltwide Consultant's Conference. Hank is also a Voting Member of the National Alliance of Independent Crop Consultants.

Serving alongside Hank as an Interim Trustee on the NCC Foundation Board is Rogers Leonard of Integrated Crop Consulting, LLC in St. Joseph, LA. Rogers held an Affiliate membership in the LACA for many years while working within the LSU AgCenter system, and now serves LACA as a Full Member as an independent crop consultant.

These appointments are tasked with aiding the process of establishing permanent Board seats for cotton agricultural consultants across the U.S. Previously, independent agricultural crop consultants had no avenue for membership within the NCC.

LACA just recently joined the NCC as an Affiliate member with the hope and anticipation that our membership might pave the road for involvement to bring benefits to our cotton consultants and their producer clients.

Congratulations and thanks to Hank and Rogers on their being appointed to this very important role within the NCC.



Happenings on the Hill

By Rick Kesler, Governmental Affairs Liaison

Neonics Get Win

Congressman Blumenauer (D-OR) had written an amendment to his bill, Saving America's Pollinators Act (SAPA) that would have restricted Congressional funds from being used for registration/re-registration of neonicotinoid pesticides. NAICC was able to cooperate with the Pesticide Policy Coalition (PPC) and support a letter that led to the withdrawal of that amendment. The bill, introduced on June 23, was referred to the Subcommittee on Biotechnology, Horticulture, and Research which has yet to act.

Endangered Species Act (ESA)

Biological Evaluations (BE) and Critical Habitats are part of the Endangered Species Act. The initial BE for neonicotinoids is expected late this summer and the final BE is planned for June 2022. Following those, EPA is expected to issue its Biological Opinion late in 2022 and the USDA Forest Service, the Fish and Wildlife Service, and the National Marine Fisheries Service (Services) should issue their opinion sometime after that, with the final Biological Opinion issued after that. There will also be public comment periods during this time.

If that seems like a long time, consider that the Malathion ESA has taken 5 years so far. Its final BE entailed 1,778 species and 784 critical habitats. As of now, those numbers have been reduced to 78 species and 23 critical habitats.

One thing to keep in mind is that under FIFRA, EPA is directed to consider both risks and benefits. Under the ESA, EPA is only allowed to look at risks – no benefits.

An insight from the Triazine and Glyphosate BE's, is that EPA and the Services seem more willing to look at all available data (i.e. usage information from comments.), and that EPA was willing to make adjustments with carbaryl based on input from public comments.

EPA Revokes Tolerances for Chlorpyrifos

In a disturbing, and potentially precedent setting action, EPA has revoked all tolerances for chlorpyrifos. Instead of following its own process for the review of chlorpyrifos, EPA has allowed the Ninth Circuit Court of Appeals to insert its subjective judgement in place of a science-based review. There are a lot of details around this cancellation that are not known yet, but they should be forthcoming shortly.

At time of printing, NAICC is actively working with CropLife and other ag groups and awaiting an EPA Q&A response about chlorpyrifos this week. We will send emails with pertinent information as soon as possible.

See press release in response to this revocation by the Ag Retailers Association (ARA) President and CEO Daren Coppock.

ARA NEWS RELEASE



**FOR IMMEDIATE
RELEASE**
August 18, 2021

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EPA Revocation of Tolerances for Chlorpyrifos is a Disturbing Precedent for Pesticide Regulation

ARLINGTON, Va. (Aug. 18, 2021) – Today [Agricultural Retailers Association](#) (ARA) President and CEO Daren Coppock released the following statement in response to the U.S. Environmental Protection Agency's (EPA) action against chlorpyrifos:

"ARA is extremely disappointed in the decision to revoke all tolerances for chlorpyrifos. This product has been an essential tool for growers who need to control insect pests so they can deliver the quality produce consumers expect to grocery shelves.

"EPA has been following a time-honored statutory process for the registration review of chlorpyrifos. Farmers, retailers, and the public all benefit from, and have the right to expect, a science-based process for reviews of pesticide products. In this case, however, the Ninth Circuit Court of Appeals has substituted its judgement for the scientific expertise of the Agency and dictated to EPA a demand to revoke tolerances.

"Not only is this an unjustified usurpation of the Agency's authority and expertise, but canceling tolerances for a product that remains registered for use creates uncertainty for users. The product is legal to apply for its registered use, but any residue means that the product that the application protected cannot be sold. By issuing this mandate, and EPA not fighting it, anti-pesticide activists have executed an end run around the statute that is supposed to govern these decisions. It's a disturbing precedent from an Agency publicly committed to science-based decisions.

"ARA urges EPA to reconsider this decision and use every legal avenue available reassert its statutory authority to be the regulator of these products. If not, this will result in a flood of additional lawsuits by anti-chemical activists seeking the same end-run that will jeopardize the continued use of other essential pesticides. Consumers have benefited from a farmer's ability to control pests and minimize damage to quality that can result without that control. This decision is problematic for this specific tool, but even more troubling is the precedent that may be set."

NAICC ANNUAL MEETING AND AG PRO EXPO



January 24 - 28, 2022

Rosen Centre Hotel • Orlando, FL

NAICC 2022 Annual Meeting & AG PRO EXPO Orlando, FL - January 24-28

NAICC's family will be back together again for fun, fellowship, networking, and learning! The NAICC Annual Meeting and AG PRO EXPO will be held live and in-person, January 24 - 28, 2022 at the Rosen Centre® Hotel in Orlando, Florida. The hotel is located on International Boulevard less than 15 minutes from the Orlando International Airport and close to the area's best shopping, dining, and revered theme parks.

There are daily scheduled shuttles to and from The Rosen Centre® to area theme parks and complimentary transportation to Shingle Creek Golf Club (Limited seating, Advance reservations required.) Rosen Centre Guest Services will gladly arrange attraction tickets, shuttle transportation, golf tee times, tours and more.

The Rosen Centre® boasts serene accommodations and luxurious amenities including complimentary Wi-Fi and nine restaurants/ lounges with cuisine ranging from gourmet to deli fare. Attendees traveling to Orlando no longer have to leave their beloved Fifi or Fido behind. Pets are VIPs (Very Important Pets) at Rosen Hotels! In fact they offer a special VIP Package where

pets are welcomed with open paws at all Rosen Hotels & Resorts® hotels. For more information about this package click [RCH_DogPolicy_05.2016.pdf](#) (rosenhoteles.com)

The Spa at Rosen Centre® invites you to leave your stress at the door and bask in rejuvenation from head to toe in treatments that soothe the mind, nourish the body and invigorate the spirit. The SPA is an escape that is all about pampering, relaxation and complete wellness.

The Rosen Centre® has a 24-hour fitness center that features new Paramount XL circuit training machines. It has an expansive tropical swimming pool and 2 whirlpools. The Rosen Centre® has comp'd the fitness center fee for NAICC attendees. Golf is at the nearby 18-hole, championship Shingle Creek Golf Club and Brad Brewer Golf Academy—Guests receive preferred tee times and complimentary transportation.

Registration materials for the 2022 NAICC Annual Meeting & AG PRO EXPO and The Rosen Centre® Hotel reservations portal will be available mid-September.

NAICC Offers Three Pre-Meeting Workshops For 2022

EFFICACY TRAINING

On Monday, January 24, 2022, beginning at 8:00 am – 4:30 pm, with registration and continental breakfast beginning at 7:30 am, NAICC is hosting our fourth Efficacy Research Workshop focusing on how to conduct good efficacy trials. Invited speakers will share their knowledge about nematode, miticide, and herbicide efficacy trial conduct. Also covered is an introduction to insecticides with insecticide application decision scenarios, as well as a presentation on fungicide efficacy research. The afternoon will close with a talk on product application techniques appropriate for trial objectives.

Attendance certification and CEUs for CPCC-I, CPCC-R, CCA and PCAs will be provided at the end of the workshop. The cost is \$140.

GLP TRAINING FOR RESEARCH AND QUALITY ASSURANCE PROFESSIONALS

This popular workshop will be held on Tuesday, January 25, 2022, from 8:00 am – 12:00 pm. Registration and continental breakfast begin at 7:30 am. Three workshops will be offered.

Basic GLP Training: Limited to 100 participants. This session is aimed at those with 0-2 years GLP experience. It gives a basic overview of the GLP regulations with emphasis on the responsibilities of QA, Study Directors and Principal Investigators as it relates to your role in a GLP environment. The session is designed to be interactive and will provide you the opportunity to hear how others interpret the regulations and how to best apply them to your job function.

Refresher GLP Training: Limited to 60 participants.

This course will refresh and challenge your GLP knowledge and has something for everyone. You will be encouraged to think outside the box when interpreting the GLPs. Material will cover topics relevant to field, lab, and sponsor GLP personnel, utilizing real-life scenarios and group discussion. We will also focus on a particular GLP area/topic for deeper understanding. GLP experts/consultants will be present to moderate and answer questions.

Practical Field Workshop Application: Limited to 25 participants.

This hands-on workshop will focus on application techniques, equipment, data documentation, and GLP compliance. This session is designed to provide practical information on overall trial conduct, GLP compliance issues, industry best practices, and efficiency in capturing raw data for field research personnel and QA professionals conducting/auditing GLP studies.

Attendance certification and CEUs for CPCC-I, CPCC-R, CCA, SQA and PCAs will be provided at the end of the workshop. The cost is \$125.

CONSULTANT'S WORKSHOP – FALL ARMY WORM

The Global Alliance of Independent Ag Consultants (GAIAC) and NAICC will host their fourth joint consultant's workshop on Tuesday afternoon, January 25, 2022, from 1:00 pm – 5:00 pm. (date subject to change to Wednesday morning). Registration and continental breakfast begin at 7:30 am.

Fall Armyworm: Sharing information and management solutions of a historic pest from the Americas with practitioners in areas of recent Eastern Hemisphere introductions.

Fall Armyworm (FAW), *Spodoptera frugiperda*, is a tropical pest species of historic significance in the temperate climates of the Americas. Two races have been identified: a rice strain with a host preference for rice, various small grains and forage grasses and a corn strain feeding on maize, sorghum, and cotton. In 2016 FAW was confirmed in Africa and has spread east through Asia and in 2020 was detected in Australia. During the 2021 North American growing season FAW populations were especially damaging in corn and sorghum. Research Entomologists along with GAIAC and NAICC crop consultants will review their experiences and management strategies for FAW in its historic range and the challenges to manage this pest in cropping systems of its newly expanded ranges in Africa, Australia, and Asia.

Attendance certification and CEUs for CPCC-I, CPCC-R, CCA and PCAs will be provided at the end of the workshop. The cost is \$75.

Scammers are at it Again

We have received reports that companies are offering lists of our members for sale. These ARE NOT sanctioned by NAICC, and we have sent cease and desist letters to all that have come to our attention. NAICC DOES NOT sell or give out a list of our members, annual meeting attendees or exhibitors to non-members. Only members or current meeting attendees may have access to these lists upon request and approval.

The NAICC membership list is available on our website in the form of our Member Directory. Each member is able to decide if they want their information available to only NAICC member, anyone who searches the online directory or if they do not want their information available to anyone but administrative. You can "opt out" by clicking on the box under PROFILE at naicc.org.

To check your privacy settings: login to the member portal at NAICC.org. Scroll to and click on Edit profile. Scroll to the bottom to the section that says Do not share and either click it or leave it blank and hit save. If you would like more control over what

is shown or not shown or to only NAICC members click on the Privacy tab. You can then select what information you would like to show and to whom. Click Save. Go to NAICC.org into member search and double check the information shown for your profile is correct. If you chose to only show your profile information to members, please log out to confirm that your information does not appear. If you have any questions, please contact memberservices@NAICC.org.

As we get closer to the 2022 Annual Meeting, you may receive requests to purchase a list of meeting attendees and exhibitors. These are also not sanctioned by NAICC. The Rosen Centre® will NOT contact you about room reservations for the NAICC Annual Meeting unless you have requested a call back from them. If a third party does contact you it is not sanctioned by the NAICC. When the meeting registration is available in mid-September, you will need to register through the NAICC Annual Meeting registration portal to receive the NAICC meeting discount for your hotel room.

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WORDS TO PONDER:

“Inaction breeds doubt and fear. Action
breeds confidence and courage. If you
want to conquer fear, do not sit home and
think about it. Go out and get busy.”

~Dale Carnegie

The correct answer from the March
newsletter was March Hare.

Congratulations to Kevin Schwarz
for winning the gift card!

Answer the following question for a chance to
win a \$50 Visa Gift Card:

What original “summer blockbuster” film
was this boat featured in?



Submit your answer here:

<https://forms.gle/kAYRXSrcmKQxuDsD6>

One winner will be randomly selected from the
correct answers and announced in the
next newsletter.

Buy and Sell Equipment on the NAICC Website

Have something to sell? Looking for a specific piece of equipment?
Check out the [NAICC Member Marketplace](#).

Log in to [Members Only](#) portal on the NAICC website and scroll down
to the **NAICC Member Marketplace**. Choose Items for Sale or Items
Wanted. It is just that easy.



2021 Newsletter Committee:

Lisa Wheelock-Roney, Chair, Randy Darr, Amalia Easton, Mark Kottmeyer, Brenda Lange, Renee Minion, Patrick Stephenson, and Laurie Bennett, Board Liaison



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