

NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

A Professional Society Representing the Nation's Crop Production and Research Consultants and Quality Assurance Professionals

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FROM THE PRESIDENT

The following is an article written by James Todd for the NAICC News. I would like to express my thanks to James and his committee members and highlight the excellent work they have done on behalf of NAICC by making this the President's Column for May.

By James Todd, NAICC Governmental Affairs Chair

This year's Crawfish Boil was a great success. Our good friend Tim Ford did an excellent job preparing the crawfish and feeding over 300 staffers and congressmen. Twenty NAICC members and staff played host to the attendees. It was a great time to interact with key people in Washington and

provide a relaxing atmosphere for the staffers as they prepare for what will be an extremely important and busy congressional session.

This year during our visits, there was one issue that came up in almost every meeting and is no doubt the most important issue in agriculture right now. This issue is the Endangered Species Act and critical habitat evaluations. EPA is required to evaluate the impact of pesticide use on critical habitat for endangered species. EPA is directed to work together with US Fish and Wildlife (FWS) and the National Marine Fisheries Service (NMFS) to evaluate potential impacts on these endangered species. For many pesticides, this evaluation has never occurred, and EPA has its hands full completing these evaluations so that reregistration can occur.

NAICC is particularly concerned with how these evaluations and subsequent mitigation measures will affect many of the pesticides we use. NAICC members are battling resistance to pesticides on many fronts and are concerned about losing many important tools to fighting resistance. However, NAICC believes that our clients are willing and able to help preserve critical habitat as it relates to endangered species. The modern farmer has so many tools available to him with today's advanced technology to aid in ensuring pesticides go where they are intended to; and implement conservation practices to help reduce run off further ensuring these pesticides stay where they were intended to be.

For these reasons, NAICC is preparing to conduct a pilot project to demonstrate the ways growers can showcase these mitigation techniques all while helping to preserve critical habitat. Many farmers will view having critical habitat for endangered species as an asset. EPA commented on how encouraging it was to hear that and that they did not hear that when talking to other stakeholders. Our government affairs-crop consultant sub-committee chairman, Steve Hoffman is heading up this project. Steve is looking for partners in this project as NAICC goes forward. A team of NAICC members made a return trip to DC in early May to shore up support for this project. EPA's interest was definitely peaked, and we spent time going over various scenarios and ways to accomplish the task at hand. We have several calls with EPA and other stakeholders this week to put the final touches on our proposal.

As another follow up to our March visits, team members that made the trip in May met with USDA-NRCS officials to discuss the potential changes to the Technical Service Program (TSP) to make it more streamlined and user friendly. We also discussed renewing the MOU with NRCS for NAICC's Certified Professional Crop Consultant program to submit names of qualified TSP to NRCS. The team consisted of Ian Olson, Stan Winslow, Jim Steffel, Keith Jones, Allison Jones and me.

Here are the NRCS is currently working on to streamline the TSP process:

- Updating software to a new platform – 2024 completion date
- Making it easier to share information – they are working on incorporating other software used in the field to up uploaded grower/plan information to the TSP site.
- Looking at requirements to see if they are appropriate or overly burdensome.
- Considering using NRCS templates to write the plans.
- NRCS is looking at payment rates and plan to reconfigure them.
- They hope to increase TSPs by 60% including 3000 to 6000 new NRCS employees within 3 to 4 years with money from the Inflation Reduction Act Funds.

[Inflation Reduction Act | Natural Resources Conservation Service \(usda.gov\)](#)

- Conservation Activity Plans (CAPs) are no more. Now they CPAS, DIAS, CEMAS:

[EQIP CPAs, DIAs, and CEMAs | Natural Resources Conservation Service \(usda.gov\)](#)

NAICC offered to assist with TSP training and educating our members about the improvements. Plans are to have TSP webinars as well as in-person training at our annual meetings.

The team met with staff of two Congressmen who introduced bills to help streamline the TSP process as well as staff of the House Committee on Agriculture.

We live in a time where agriculture has a great story to tell, and we look forward to opportunities where NAICC can help tell this story.

HAPPENINGS ON THE HILL

By Keith Jones - Government Affairs Liaison

This month's edition begins with a shout-out to the Congressional Budget Office (CBO), its outsized role in budget negotiations, and its ability to grab attention in policy debates from debt ceiling to Farm Bill. We start first with CBO's Friday, May 12th, statement saying that "if the debt limit remains unchanged, there is a significant risk that at some point in the first two weeks of June, the government will no longer be able to pay all of its obligations."

CBO, not to be content with a single Friday announcement, also updated its Farm Bill baseline on the 12th. The upshot was that both farm and nutrition costs rise, making the Farm Bill, over the life of the 10-year CBO baseline, more expensive than previously estimated. These new numbers have caused some Farm Bill watchers now to believe that a debt ceiling deal that includes reductions in the cost of nutrition programs as all but inevitable and might prove to be useful in smoothing the road for the next Farm Bill by removing the most contentious item within its debate.

However most importantly, on Friday, I represented NAICC in the joint USDA/EPA crop protection stakeholder meeting on EPA's use of NRCS practice standards as mitigation tools under EPA's ESA workplan.

The meeting, hosted by Robert Bonnie, USDA Undersecretary for Farm Production and Conservation Programs, and Jake Li, EPA Deputy Assistant Administrator for Pesticide Programs, was designed to be the first in a series of engagements with commodity groups, applicators, registrants, retailers, and crop consultants on the wisdom of using NRCS practices as mitigation tools, and, if used, how best to communicate with growers, many of whom have limited knowledge of NRCS practices.

Broad themes emerging from Friday's discussion included:

Establish Essential Ground Rules

- NRCS must not be a regulator. (USDA and EPA fully concurred)
- Focus must be on the practices themselves and not EPA's program needs. (Again, EPA and USDA concurred)

Rationalize and Expand Practices

- Practices must be applicable and adaptable to all regions, geographies, cropping systems, and weather (rainfall).
- EPA must fully consider practice options beyond NRCS (State and private).
- EPA should consider the adoption of a mitigation grower credit when practices are used.

People Needs

- NRCS must recognize its staff limitations and be innovative in building capacity.
- NRCS must streamline the TSP process and recognize the role of crop consultants in producer communication.

Validation

- NRCS grant programs such as RCCP should be considered to establish pilot projects to ground truth practice adoption and effectiveness.

My overarching takeaway from the joint meeting is that crop consultants are well positioned in this multi-agency conversation. As I suggested to the assembly on Friday, independent certified crop consultants should be seen by EPA and USDA, as translators of complex, foreign languages, in that we can bridge and translate communication from a large swath of interested parties within our sphere of influence.

INFOAG CONFERENCE



**June 27-28, 2023
St. Louis, MO**

Special Offer for NAICC Members to Register at TFI Member Rate

The InfoAg Conference focuses on innovations devoted to helping solve some of the greatest challenges facing retail advisors and ag professionals today.

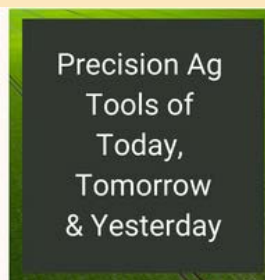
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CEUs Available

*This rate cannot be retroactively applied to those who have already registered. *

TOP TOPICS



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FMC DATA SPECIALIST JOB OPENING



FMC Agricultural Solutions - Data Specialist

Business/Function Overview

Data Specialist will be a part of the North America Data Management team, who steward the overall data quality and processes for information generated by field research in the North America business region. This person works closely with the Product Development Managers, Field Development Reps, Technical Service Managers, and Research Farm Biologists to ensure that high quality research and development data is generated and captured in a timely manner to enable Product Development/Technical Services to meet the technical objectives for regional and global portfolio initiatives. The Data Specialist is a remote-work from home, hourly-contract position reporting to the North America Development Data Manager.

Job Overview and Primary Responsibilities

- Enter and quality check data from field trials
- Provide support to a team of Field Development and Technical Service Managers on data management systems and tools
- Assist with training for R&D personnel on how to best use development information systems with assistance from the North America Data Manager, Global IT, and other Data Management personnel as needed.
- Provide input to Global Data Management team for the continued development of R&D systems and tools • Assist with special projects designated by the NA Product Development Data Manager

Minimum Requirements

- BS in an agricultural field (Entomology, Plant Physiology, Weed Science, Agronomy)

- OR experience in agricultural research and development

Qualifications

- Working knowledge of FTMS Desktop and/or ARM OR ability to learn new software(s)
- General knowledge of agricultural cropping systems, pests, practices, and products
- Understands design of protocols
- Ability to provide support to a team of Field Development Representatives, Product Development Managers and Tech Service Managers
- Very strong computer skills
- Excellent speaking and writing skills and comfortable leading face-to-face and online trainings.
- Ability to manage time and priorities in an independent work environment
- Strong interpersonal skills with a focus on teamwork and collaborative cooperation
- Robust organizational and attention to detail skills

Send Resumes/Questions to: Kylie Fulfer kylie.fulfer@fmc.com

NEW MEMBER SPOTLIGHT

Welcome New Member Marija Zivanovic

By Hope Jones

NAICC would like to welcome Marija Zivanovic with ISK BioSciences as an associate member. Marija joined NAICC as a first-time member at the 2023 Annual Meeting which was held in Nashville, TN, this past January. She is from Concord, Ohio. Marija is a researcher and has her Ph.D. in Plant Pathology.

When asked what inspired her to be where she is today in the industry she said, “I followed my plant pathology path, and it led me here.” She said her most challenging aspect of her research job is “Memorizing all of the competitor products and FRACs.” We look forward to watching Marija Zivanovic’s

relationships grow through being a NAICC member with all the networking and learning opportunities NAICC provides!



NAICC ACADEMY WEBINARS

Click on the links below or go to <https://naicc.org/naicc-academy> to sign up!

2022 On-Demand Webinars

Basic GLP Training – \$125

Carbon Markets 101 – \$75

Inside Out – What Goes on Inside the Mind of an Auditor? – \$75

New Technologies in Agriculture – \$75

Free Videos

Worker Protection Standards:

How to Comply

WPS Training Videos

2021 On-Demand Webinars

2021 Hot Topics in Midsouth Ag – \$25

2021 Hot Topics in Midwest Ag -\$25

Efficacy Research Workshop – \$100

GAIAC Presents: Fall Armyworm/Precision Ag/Business Management– \$75

Nutrient and Carbon Trading – \$25

Virtual Auditing – Sponsor and CRO Perspective – \$50

What's the Deal with GLP Equipment? – \$50

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NAICC is looking for 2023 Academy Sponsors. Gain exposure for your business by having the opportunity to showcase your Company's name and products/services in front of over 700 independent crop, researcher, and quality assurance consultants. This is a great way to make the most of your advertising dollars while giving back to our organization and allowing members alike to further educate themselves on our great industry other professional development topics.

Sponsorship Information



THANK YOU TO OUR SPONSORS



The image displays a collection of logos for NAICC Academy sponsors. On the left, there are four NAICC Academy logos: the main 'NAICC ACADEMY' logo, 'NAICC Elite ACADEMY', 'NAICC VIP ACADEMY', and 'NAICC Partner ACADEMY'. To the right, under the heading 'THANK YOU TO OUR SPONSORS', are logos for Bayer CropScience, eKonomics (The Business of Crop Nutrition), LANGE (Research + Consulting), SGS, Tidewater Agronomics, Inc., Great Lakes Agricultural Research Service, Inc., servi tech, Agrauxine (by Lesaffre), Ag Services, BELCHIM (Crop Protection), and I-State Agricultural Research.

TRIVIA QUESTION

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

What was Memorial Day originally known as?



Submit your answer [HERE](#)

Last Month's Answer:

Decibel



Congratulations

Denise Wright

You are the winner of a
\$50 VISA Gift Card!

Thank you to the Newsletter Committee for putting this issue together:

Karla Jensen, *Chair*, Jo Gillilan, *Co-Chair*,

Laurie Bennett, Amalia Easton, Rachel Lighfoot, Walter Albeldano

If you would like to submit an article or have a suggestion for the *NAICC News*, please
contact [Karla Jensen](#) or [Allison Jones](#).

NAICC

**Your professional society representing the nation's crop production,
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