



**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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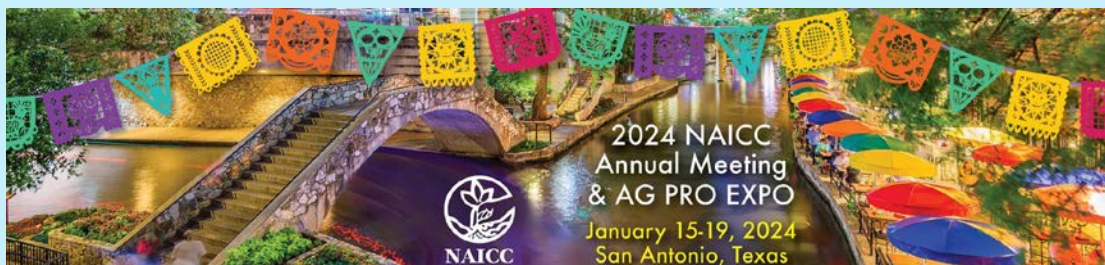
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## FROM THE PRESIDENT

### **Giving Back**

**By Clark Poppert**

Last week at a company meeting, I was asked why I joined NAICC. I answered the question, but it stuck in my mind and forced me to think about it in a deeper state. In 1996, I was an agronomy manager with ServiTech, married, and a new father. At that time, I thought I was horrendously busy and did not have time to be in an organization. All the empty nesters are laughing now because they know that statement is false. I did not know what busy was! Orvin Bontrager, my mentor, had suggested many times that I join NAICC, but I had not done so because of my BUSY schedule. I applied to the NAICC to appease Orvin and to stop him from bothering me about it and was invited into this organization. Approximately three months after joining, I received a phone call from Don Jamison from Washington. At that time, he was our president, and I was shocked that he would be calling me. I learned that there was a new member mentoring program and that he was assigned to me. Looking back, I cannot put into words how lucky I was to have those two men as mentors.

I jumped in and was on a committee and after a couple years I was a chairman of another committee. I have chaired many committees in my years as a member. I did cut back on my involvement while my children were in middle and high school participating in extracurricular activities but jumped right back in afterwards. During that sabbatical, I deeply missed the networking and information that took place at the annual meetings. I cannot put into dollars the increased professionalism and knowledge that I have acquired from being a member of the NAICC through networking all these years. Networking and meeting agriculture professionals from around the world has not only opened

my eyes to the big picture but has helped me solve problems before they actual became problems in my area. I owe this to my membership in the NAICC. I realize that I am probably preaching to the choir, but I do so hoping you will reflect on your time with NAICC and encourage others to join. Be a mentor to a new hire within your company and encourage them not only to join NAICC, but also to become an active member. You, too, can create a legacy by serving on a committee and running for the Executive Board.

Now is the time to step up. Past President Grant McMillan is working on the 2024 slate of officers. Contact him to have your or someone you think will be a good leader added to the list of potential candidates. Grant can be reached at [mcmillan@icms-inc.com](mailto:mcmillan@icms-inc.com).

President Elect Debra Keenan is working on committee assignments now as well. Send her an email at [debkeen82@gmail.com](mailto:debkeen82@gmail.com) and let her know you are willing to serve on or even chair a committee.

NAICC has been good to you. Give back to our great association.

## HAPPENINGS ON THE HILL

### HAPPENINGS ON THE HILL

by Keith Jones

#### HISTORY MADE

Wow, what a few weeks it has been. As I suspected would be the case, we dodged a government shutdown through the passage of a last-minute continuing resolution (CR). On Saturday, September 30, 2023, President Biden signed into law, H.R. 5860, which provides fiscal year appropriations to Federal agencies through November 17, 2023.

That action came at a significant cost to the functioning of an already chaotic House of Representatives where Republican control hangs by the thinnest of margins with a 221-212 majority. This meant that Republicans could afford to

lose no more than five votes on any floor action if Democrats united in opposition.

Piqued by Speaker Kevin McCarthy's reliance on Democratic votes to pass the CR, in a historic and unprecedented move, nine members of the Republican caucus's hard right voted to remove the Speaker from his post leaving the chamber directionless at a time of great uncertainty given the unfolding war between Israel and Hamas.

The House drama eclipsed the passing of California Senator Diane Feinstein leaving a huge loss and uncertainty for California's agriculture interests, and with the expiration of the 2018 Farm Bill noted with an asterisk.

### **WHERE DO WE GO FROM HERE?**

Much of what is to come in the House is unknown as the Republican caucus is divided into at least five distinct factions. Currently Steve Scalise (LA) and Jim Jordan (OH) are the apparent early front runners to replace McCarthy. But more moderate members are calling for the highly unlikely scenario of McCarthy's reinstatement. House Republican's returned to D.C. yesterday, October 9, with organizational meetings scheduled for Tuesday. The earliest a floor vote could happen would be Wednesday, with a Thursday vote more likely. Presently, there does not appear a nominee for Speaker that can receive 218 votes so don't be surprised if the vote process flops over into next week, or beyond.

### **WHAT DOES THIS MEAN FOR THE NEXT FARM BILL?**

With the House paralyzed perhaps well into next week, and a Senate consumed by world events, the farm bill and an attendant extension will be shoved to the back burner. This isn't surprising as the need for an extension doesn't become acute until the end of the year when Depression era dairy policy provisions kick in.

While farm bills have historically been bipartisan projects, don't be surprised if a soft partisanship begins to emerge around this next farm bill. Who occupies the speaker's chair will be of critical importance in navigating the factions in the House, given Republican's perennial focus on Supplemental Nutrition

Program (SNAP) work requirements and other modifications. Democrats in turn will remain adamant in protecting SNAP from what they see as unwarranted changes.

The Senate will not find immunity from this soft partisanship either as Republican Senators, such as Ranking Member Bozeman and Senator Thune, are increasingly calling for “more farm in the farm bill” which is shorthand for increasing commodity reference prices and other program modifications that benefit commodity crops. Finding the money for this is looking to be increasingly difficult with Chairwoman Stabenow’s insistence that any “excess” conservation program dollars remain within the conservation title.

Given all these moving parts, I would expect at least a six-month farm bill extension with a year extension not out of the question. Regardless of the extension date, I see passage of the next farm bill continuing to be one of the most difficult in recent memory, with a 2024 passage not fully assured.



## EQUIPMENT CONSIGNMENT AUCTION

November 17, 2023

[Click Here for More Information](#)

2024 AG PRO EXPO

## **MAXIMIZE Your Time—and Your Investment**

The easiest way to make the most of your advertising dollars is to join more than 750 leading Crop and Research Consultants and Quality Assurance Professionals at the 2024 NAICC Annual Meeting and AG PRO EXPO, January 15-20. You can make a lasting impression on these agricultural decision-makers as they come to you at your exhibit booth.

For more information and to register, visit our website [here](#).

## **2024 ANNUAL MEETING TOUR INFORMATION**

**Thursday January 18, 2024**

### **Spouse and Guest Tour**

Each year, the NAICC spouses and guests give back to the convention city community by donating needed items to charity. This year we have the wonderful opportunity to not only collect items but work hands-on with the charity. We will spend two hours cataloging and sorting inventory for **SAM Ministries**. Then it's off to lunch at the top of the Tower of Americas to enjoy good food and terrific views of San Antonio. After lunch, we will travel to La Villita which was San Antonio's first neighborhood. Originally a settlement of primitive huts for the Spanish soldiers, now this 27-building complex, listed on the National Register of Historic Places, is home to historical boutiques, galleries, and restaurants featuring local artisans.

**Saturday January 20, 2024**

### **Discover the Heart and Soul of San Antonio**

Immerse yourself in the history, culture, and culinary delights of San Antonio's rich heritage. Begin this tour at The Alamo. The seasoned tour guide will give us an overview of the story of the Alamo and bring it to life. Then it's off to Mission San Jose, an exquisite Spanish colonial marvel, and explore the

elegant King William District's Victorian-era charm. Our first tasting will be at Lalas Gorditas where you can sample puffy tacos and gorditas from this San Antonio staple that has been creating tex-mex specials since 1983. Next, glide through the city on a Go Rio River barge cruise, uncovering its history with a guided tour of Main Plaza. From there, it is on to our next food tasting. Of course, we need a tasting and tour of the Blue Star Brewery to wash down the incredible food we've sampled along the way. We will conclude our tour with a short trip to the Buckhorn Saloon where you can enjoy more libations and tour the Texas Ranger Museum.

For more information on these tours and to register, visit our website [here](#).

## SPONSORSHIP OPPORTUNITIES

### Why Sponsor the NAICC Annual Meeting & AG PRO EXPO?

Sponsoring an event, item or providing program support during the NAICC Annual Meeting will help you stand out in the crowd! Your support will put you in the spotlight by:

- **Connecting.** Sponsorship gives you immediate access to over 700 premier crop consultants, contract researchers and quality assurance professionals from North and South America, Australia, and Europe.
- **Branding.** These decision-makers will remember you when your brand is featured in the meeting program, emails, on our website, meeting app and on signage throughout the event floor space. Consider the number of people who will be carrying your swag during and *after* the meeting.
- **Supporting.** NAICC members will remember your generosity and loyalty to our Alliance as they benefit from your sponsorship during the meeting and throughout the year.

[Click here](#) to see the Sponsorship Opportunities available.

Sponsors can have their company logo and a 250 word company profile included in the mobile meeting app. Please send both to [admin@naicc.org](mailto:admin@naicc.org).

## LEADERSHIP PROGRAM

### LEADERSHIP PROGRAM

NAICC Leadership Program's purpose is to help ensure agricultural sustainability by facilitating the growth of new leaders within NAICC.

The NAICC Leadership Program (NAICCLP) consists of five modules designed to broaden the participant's knowledge of NAICC and develop the participant's leadership abilities.

Click [here](#) to learn more and apply. Applications Due November 1, 2023.

## CONSULTANT OF THE YEAR AWARD NOMINATIONS

### NOMINATIONS OPEN

Nominate a Consultant, Researcher or Quality Assurance Member to Receive the Consultant of the Year Award.

Since 1993, when the Consultant of the Year (COTY) award was established, NAICC has sought to honor a few crop consultant members each year who have illustrated leadership within and outside the organization. In 2022, the COTY was expanded to also include Research Consultants and Quality Assurance Professionals. There will be one award for each of the three categories: a CCOTY (Crop Consultant of the Year), a QAPOTY (Quality Assurance Professional of the Year), and a RCOTY (Research Consultant of the Year).



NAICC is excited to recognize each of the main membership groups that contribute to our great organization. The award winners must be NAICC members of good standing who are nominated by another NAICC member. Their applications are evaluated based on career information, involvement in ag-related organizations, honors and awards, and also community involvement, and educational background.

The recipient of the COTY will receive a complimentary registration package for the next annual meeting. This will include meeting registration, convention meals, a plaque, and recognition in the NAICC News and The Scoop magazine.

To nominate a NAICC member, [click here](#) to access both an online application and a form to print.

**Service Awards:** One of the highest honors within NAICC is receiving the Service to NAICC or the Service to Agriculture Award. The purposes of the Service to NAICC and the Service to Agriculture Awards are to honor someone for distinguished service within the agriculture industry and also to recognize outstanding contributions and dedicated service to NAICC, the American farmers, and agriculture practitioners. It is given to someone who goes beyond the call of duty to help promote agriculture, and specifically someone who has a direct impact on NAICC.

Please send nominations to Marketing Committee Chair Kenzie Bickhart at [kbickhart@cmsagresearch.com](mailto:kbickhart@cmsagresearch.com) or [AllisonJones@naicc.org](mailto:AllisonJones@naicc.org).

## NEW MEMBER SPOTLIGHT

### **Meet New Sustaining Member Trace Genomics**

At Trace Genomics, we provide unparalleled insight into soil health. Through innovation in genomics, soil science, and machine learning, we provide a comprehensive and precise understanding of the soil's composition—analyzing the soil's biology, physical properties, and chemistry. Our customized reports deliver actionable insights that can be used to optimize

both pathogen and nutrient management. We are dedicated to scientific integrity and provide background information on our [blog](#). Here is a recent blog post you may find interesting:

## USING SOIL DNA TO BETTER UNDERSTAND YIELD-LIMITING FACTORS

In an ideal world, farmers would plant a seed in the ground, the seed would grow into a healthy plant, and the plant would produce the maximum output possible, be it grain, fruit, or vegetable. Throughout history, the process of domestication and breeding led to improvements in yield through crop genetics (1). As technology in agriculture has advanced through time, other limiting factors have been identified and addressed. Liebig's Law of the Minimum tells us that the maximum crop yield is determined by the most limiting essential nutrient (2). In the early 1900s, the process for synthesizing nitrogen fertilizer was developed, and commercial production of other macro- and micronutrients followed (3). Today, the genetic potential of modern corn hybrids is over 600 bushels per acre (4), and growers can apply any nutrients that are lacking. With fertility and genetics research being well-established, what other limiting factors can be addressed with emerging technologies?

[Continue reading here](#)

## ART IN AGRICULTURE

### Part Four

#### Article 4 in Art in Agriculture

#### Agrarian Life on Stage

by Karla Jensen

Hard to believe, but Art in Agriculture involves the genre of theatre, movies, stage performances, writing and plays. From long-running stage musicals like *Oklahoma* to movies like *Babe* about a pig on an English farm, the agrarian life sneaks into art in both serious and comical ways. More recently, some

creative collaborations in theatre and playwriting have occurred that still reflect how agriculture influences life in interesting and unexpected ways.

In Dec 2021, WKY Public Radio in Bowling Green, Kentucky, featured an interesting story about two very different entities partnering for a good cause. Future Farmers of America (FFA) from two counties supported by University of Kentucky (UK) College of Agriculture joined forces with UK College of Nursing. The Farmers Dinner Theatre addressed issues about mental health and high rate of suicide among farmers. The county extension offices piloted this unique experience. Clint Hardy, then extension agent, said, “The purpose for this was to identify the resources available in our communities pertaining to mental health awareness and an opportunity to utilize these students to help them become more aware of mental illness. But ultimately, for them to act out some theatre style skits that represent farm stress situations.” They performed for an audience of local farmers and interested community partners.

Hardy went on to explain that scripts were written by the students during a break in Covid. They presented situations based on financial stress and debt, production weather stress, family and illness that included a lot of real-world situations. “Real world things that stress a farm business,” Hardy added. There was no cost for the performance and the extension office hoped to be expanded and possibly adopted by other universities.

Since the turn of the century, possibly influenced by the loss of small farms back in the 1980s and 90s, other agricultural related plays have surfaced. One such project involved Iowa’s Poet Laureate and professor at the time at Iowa State University, Mary Swander. She assigned her students to write plays about the challenges farmers face. Swander said that, “Many of the students had never set foot on a farm, but they conducted interviews with farmers, big and small, and immersed themselves, literally, in the agrarian world of livestock, slaughter, and commodity crops.”

The final result was called “*Farmscape: The Changing Rural Landscape*,” and addressed “corporate consolidation, climate change, and the rise and fall of the family farm.” The play has been performed all over the Midwest, at conferences, in community venues and in theatres. A book also resulted from this movement with additional commentary on the changing rural environment.

The full story is found at [grist.org/food/drama-for-your-farmer](https://grist.org/food/drama-for-your-farmer).



## 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**

### **Become an NAICC Academy Sponsor**

NAICC is looking for 2022 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 logo, and three smaller ones labeled 'Elite', 'VIP', and 'Partner'. To the right, there are logos for Bayer CropScience, eKonomics (with the tagline 'THE BUSINESS OF CROP NUTRITION'), LANGE (with '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 is the name of the phenomenon that causes leaves to change color in the fall?



Submit your answer [HERE](#)

**Last Month's Answer:**

**Books**



**Congratulations**

**Angel Best**

**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 Lightfoot, 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**

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