

**National Alliance of Independent  
Crop Consultants**

**2019**

**NAICC ANNUAL MEETING  
AND AG PRO EXPO**



**January 15-19, 2019**

**Savannah International Trade  
and Convention Center**

**Savannah, Georgia**

# National Alliance of Independent Crop Consultants 2019 Annual Meeting Highlights



Savannah's southern charms, beauty and history make this the perfect site for the NAICC Annual Meeting and AG PRO EXPO, January 15-19, 2019. Savannah boasts 22 scenic historical squares in its 2.5-mile Historic District and its coastal cuisine is a Savannah specialty. This will help prepare the nation's top professionals for networking and education opportunities that abound at the NAICC meeting. Take a look at what Savannah has to offer at [www.visitsavannah.com](http://www.visitsavannah.com)

Come join our talented ag professionals...our industry's greatest and most influential leaders. Visit with old friends and make new ones as NAICC continues to grow our membership and meeting attendance.

The Annual Meeting Coordination Committee, under the guidance of Matt Eich, Eric Flora Daniel Fowler, Jennifer Jarrell, and Lori Rodaway, have developed an outstanding program that features timely topics for Crop and Research Consultants and Quality Assurance Professionals.

Secretary of Agriculture Sonny Perdue is the invited 2019 Keynote speaker and will make his remarks during the Plenary Session on Thursday, January 17, beginning at 10:45 am.

Secretary Perdue came by his knowledge of agriculture the old-fashioned way: he was born into a farming family in Bonaire, Georgia. From childhood, and through his life in business and elected office, Perdue has experienced the industry from every possible perspective. Uniquely qualified as a former farmer, agri-businessman, veterinarian, state legislator, and governor of Georgia, he became the 31st United States Secretary of Agriculture on April 25, 2017. We are excited to be able to invite a Georgia native to give the keynote address and look forward to his confirmation of our invitation later this year.

Researcher and QA Professionals will meet together to hear from EPA and USDA representatives and the latest on regulatory stewardship issues during the joint Regulatory Update session on Thursday morning, January 17. Crop and Research Consultants will come together on Thursday afternoon for the Emerging & Evolving Technology Session. Glenn Luedke, NAICC Legislative Assistant will give an update on NAICC's governmental activities during the joint breakfast on Saturday morning, January 19.

Breakout session topics for QA's include Back To The Basics on the GLP Preamble and laws pertaining to GLP. Also, on the agenda is a look forward into GMOs, and the future of GLP work. QA's will also dissect issues such as what happens when a facility closes or is bought, as well as the role of a QA in GLP and non-GLP audits and specifically why are there so many inspections. Friday concludes with the popular



QA Gameshow that you don't want to miss. Thursday morning starts early with round table discussions for Crop Consultants on pushing yield barriers in corn and soy, followed by a look at pesticide regulations locally and globally, including GAP and food safety regulations. Experts from various disciplines will discuss the role of biological products in ag production systems on Friday morning. Federal Regulations Effecting Agriculture and Ag Consulting Communities will be the topic for Dr. Don Renchie, Texas A&M AgriLife Extension Service at College Station, TX, followed by a round table discussion. After presentations by two crop consultants, consultants will continue round table discussions on the utilization of data management.

The Researcher "Networking" block of time has been set aside for Researchers from 2:00 p.m. – 3:30 p.m., on Thursday, January 17. Researchers can choose to attend the Emerging and Evolving Technology Session or set up their own appointments with colleagues, sponsors, etc., to discuss plans for the 2019 crop season. The goal is to cut down on the meetings that take place throughout the hotel during the program sessions. Please plan to meet during this scheduled time or after the NAICC scheduled events.

Successfully Managing Changing Customer Plans will be the topic for Researchers on Thursday afternoon with presentations and round table discussions. Attendees can participate in a two-part Technology Update and Training Session, the first on Friday at 7:45 am on Adjuvant Research Practices, and also Photography Techniques for Research and Effective Photo Management. The second session starts at 4:00 pm on remote sensing equipment that has applications for small and large plot research, followed by the use of drone technology in field research. Succession Planning and How To Extend The Life Of Your Business will be the main topic at 2:00 pm topic with a presentation by a CPA on key steps in succession planning to sustain a CRO business followed by a CRO panel discussion.

## TRAINING OPPORTUNITIES

Multiple opportunities are available for pre-meeting training. NAICC and several of our faithful Sustaining Members will offer training on Tuesday, January 15, and Wednesday, January 16. See program for details and times.

## NAICC SPONSORED TRAINING

NAICC is proud to offer two new workshops this year in addition to our GLP training, all three on Tuesday, January 15.

On Tuesday morning from 8:00 am – 12:00 noon, the Global Alliance of Independent Ag Consultants, the Foundation and NAICC will present "**Commercial Production of Hemp and Other Minor Crops**". The workshop will focus on agronomic production, pest management, regulatory and domestic and international commerce issues impacting production of hemp and other minor crops in North America and in other countries around the globe. NAICC and GAIAC consultant members will share their experience working with producers growing hemp and other minor crops such as spearmint and opium poppies with medicinal uses. In addition to consultants from North America, members from Europe, Australia, and South America will share their experiences consulting in specialty crops, the problems and solutions and how their respective governmental agencies regulate specialty fiber, food and medicinal minor crops.

From 1:00 pm – 5:30 pm, NAICC's Researcher Education Committee will conduct an **Efficacy Research Workshop: How To Conduct Good Efficacy Research** and is open to all researchers and QAs. The workshop will touch on trial setup and resources for great success, trial design and statistics, and product application techniques appropriate for trial objectives. Areas of concentration are:

- Weed Science: herbicide efficacy research
- Entomology: insecticide efficacy research
- Plant pathology: fungicide / bactericide efficacy research
- Nematology - nematocidal efficacy research -industry perspective



# National Alliance of Independent Crop Consultants 2019 Annual Meeting Highlights

## NAICC GLP Training for Researchers and Quality Assurance Professionals

Researchers and Quality Assurance professionals have the opportunity to attend a GLP Training session on Tuesday, January 15. Modules include:

**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. GLP experts will be present to moderate and answer questions.

## Practical Field Workshop Sampling: Limited to 25 participants.

This hands-on workshop will focus on sampling 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.

## Practical Analytical Laboratory Workshop:

Limited to 50 participants. This hands-on workshop will focus on basic analytical laboratory techniques, GLP compliance, analytical phase reporting, and QAU requirements. This session is designed for Study Directors, Field Cooperators, Beginner Analytical personnel, and QA. You will expand your knowledge of the analytical process and basic understanding of how residue data is generated. Registration this year is ONLINE ONLY at <https://naicc.org/2019-annual-meeting/>

## NETWORKING OPPORTUNITIES:

### New Members' and First Timers'

The New Members' and First Timers' Reception will be held on Wednesday, January 16, at 5:30 p.m. The NAICC Executive Board members, Committee Chairs and Past Presidents will be on hand to welcome you and introduce you around all week. Also, new members are invited to the New Members' Boot Camp on Thursday, January 17, at 12:15 pm. During Boot Camp you will learn more about NAICC from our history to the executive structure and the various NAICC committees. More importantly, you will find out how you can get involved in our organization from the very start.

### International Outreach Reception/Mixer

The NAICC International Outreach Committee (IOC) is hosting a reception style luncheon on Wednesday, January 16 from noon-1:30 pm. The invitation is open to attendees from all countries outside the US and Canada. Come meet others from across the globe and learn more about NAICC. You are also invited to attend the IOC committee meeting following the reception beginning at 1:30 p.m.

### Exhibit Hall Extravaganza

The exciting and educational Outgoing President's Reception and Exhibit Hall Extravaganza will kick off at 5:30 p.m. on Thursday evening, January 17. We'll join together to pay tribute to NAICC President Nathan Goldschmidt as he wraps up his Presidential year. Catch up with peers, meet key industry representatives and learn about new technologies – simply by spending time in the Exhibit Hall. Exhibitors have the opportunity to give away prizes during the evening so be sure to drop off your business card in designated boxes throughout Thursday and at the beginning of the Extravaganza.

Going on at the same time in the Exhibit Hall is The Foundation's (FEAE) Silent Auction. Proceeds will go towards instrumental educational programs that benefit our industry at

large. Be a part this fun event by donating a unique item or by being the winning bid of a one-of-a-kind items from donated from throughout North America and Europe. You are sure to have a great time checking out the intriguing array of items and then protecting your bid to make sure your item of choice goes home with you!

**The NAICC Charity Poker Game** is back by popular demand. The game will be on Wednesday, January 16 in Westin Grand Ballroom AB. Buy-ins will start at 8:30 p.m. with the actual game starting at 9:00. Your \$20 buy-in will support the Crawfish Boil on the Hill. We have seats for the first 96 players to buy-in at the event. The event is sponsored by Research for Hire and The Carringer's Inc. and hosted by Dow AgroSciences.

### Friday Night Networking Dinner – Southern Fun and Adventures

The Friday night networking event is a fun-filled night that incorporates the adventures and sensational foods of Savannah. From Nippers the Mechanical Shark, to golf and fishing simulators, attendees are bound to have fun while dining on the scrumptious cuisines that can only be found in the South. And back by popular demand is NAICC Corn Hole game. Dance the night away with the southern dance band *Liquid Ginger*, a 6-piece band with a repertoire of songs like Uptown Funk, Bruno Mars, Lady Gaga, 80's songs like Sweet Child of Mine, etc. Enjoy a night filled with good times, good food and great friends. Dress is casual, but feel free to don your favorite attire for a night of Southern fun and adventure. Many thanks for our faithful sponsor FMC for making this a great night.

## TOURS

### Spouse and Guest Tour The Historic Savannah Experience - Thursday, January 17, 9:30 am – 1:30 pm

Founded in 1733, Savannah's rich history, unique charm, and stunning beauty continually



delight visitors. Spouses and guest begin their experience with a trolley ride through historic Savannah, home to stately Southern architecture and distinctive park-like squares. Our experience includes touring one of Savannah's Historic House Museums offering a look into the lives of some of the city's wealthy cotton merchants. The tour continues with a visit to The Cathedral of St. John the Baptist which is compared to some of the most beautiful churches in Europe. Lunch will be enjoyed at the Olde Pink House, Savannah's stately Georgian





# National Alliance of Independent Crop Consultants 2019 Annual Meeting Highlights

Mansion facing Reynolds Square has an exciting history. Built on land granted by the crown of England, James Habersham Jr. (a wealthy plantation owner) lived in his mansion from 1771 to 1800. This wealthy planter's home held many secret meetings which helped to secure the independence of the 13 colonies from England. Upon arrival the group will make their way to the second floor and will be seated in the Study and order from the predetermined menu that includes, but not limited, to seafood, chicken, pork chops, BLT salad, fried green tomatoes, collards, mashed potatoes and, of course, pralines and traditional Tillamook Cheddar Cheese Straws.

## Group Tour Georgia Port by Water – Saturday, January 19, 1:00 pm – 2:30 pm

This experience will depart via the Westin Dock aboard "Island Explorer" a 40-passenger pontoon boat equipped with comfortable seating, covered area, pull down sides and a restroom. As the cruise heads up the Savannah River attendees will learn of stories from the past including the great cotton age, plantations and rice fields which were once located along the river. The group will pass the Georgia Ports Authority home to the 2<sup>nd</sup> largest container port in the United States. Attendees will learn about



the container industry and the many items that pass through the port throughout the year. The Georgia Port Tour ends with anyone wishing to disembark boat at River Street Dock to continue exploring Savannah or they may continue on to the Westin Dock.

## Continuing Education Units

Consultants will have the opportunity to gain 25 Consultant Education Units (CEUs) through this year's CPCC program. NAICC has also submitted the preliminary program to various state and national certification programs and associations for CEU credit review. The Quality Assurance portion of the program is being reviewed for CEUs by the Society of Quality Assurance. CEUs awarded for these programs will be announced in the NAICC News, on the NAICC Web site and at registration.

## GENERAL MEETING INFORMATION

### Education Session and AG PRO EXPO

Savannah International Trade and Convention Center (SAVTCC)  
One International Dr, Savannah, GA 31421

A superbly functional, architecturally stunning 330,000 sq. ft. gleaming waterfront complex on the historic Savannah River is conveniently connected to the Westin Savannah Harbor Golf

Resort & Spa and a short ferry ride from the Hyatt Regency Savannah.

## Hotels

### Westin Savannah Harbor Golf Resort & Spa

1 Resort Drive  
NAICC Rate: \$175  
Savannah, GA 31421  
Online Reservation Link:  
<https://www.starwoodmeeting.com/events/start.action?id=1805112111&key=708EF87>  
Reservations: 800.937.8461  
Hotel Main Hotel: 912.201.2000

### Hyatt Regency Savannah

2 W. Bay Street  
NAICC Rate: \$169  
Savannah, Georgia 31401  
Online Reservation Link: <https://book.passkey.com/e/16257802>  
Reservations: 888.421.1442  
Hotel Main Number: 912.238.1234  
[savannah.regency.hyatt.com](http://savannah.regency.hyatt.com)

Mention National Alliance of Independent Crop Consultants to get discounted rates. If you would like to be close to the meeting space, book at the Westin. If you would like to be close to dining, entertainment and the historic district, book at the Hyatt.

## Transportation

### Airport Information

Seven airlines serve the Savannah/Hilton Head International Airport (SAV) with 45 daily non-stop departures. Savannah is a 40-minute flight to the Hartsfield-Jackson Atlanta International Airport.

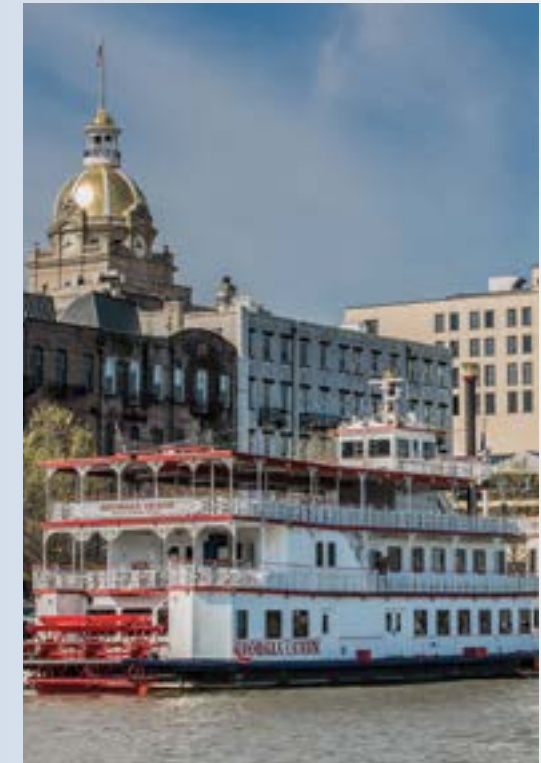
### Transportation to Hotels

Both the Westin and the Hyatt recommend using taxis or rideshare apps to get from the airport to the hotels. NAICC is not offering discount coupons for shuttle service this year. If you are using a rideshare app for ground transportation, [Uber](#) and [Lyft](#) pickup is conveniently located at the north entrance of baggage claim.

Taxi cabs are located on the lower level outside of baggage claim and are available on-demand for service to any destination. [Click here](#) to view rates for cab fare to various destinations in the area. Chatham Area Transit (CAT) buses run to and from the airport on a daily basis, servicing many locations in the Savannah area. Please visit [CATs website](#) or call (912) 233-5767 for details and schedules.

## Weather and Dress

Daytime temperatures in January averages 63 degrees; nights average around 38. The dress for the entire meeting is business casual. The Friday night networking dinner is casual.



**MONDAY, JANUARY 14, 2019**

9:00 am – 5:00 pm **GLOBAL ALLIANCE OF INDEPENDENT AGRICULTURAL CONSULTANTS (GAIAC) BOARD OF DIRECTORS MEETING**  
*Westin Riverscape A*

1:00 pm – 5:00 pm **NAICC EXECUTIVE BOARD MEETING**  
*Westin Riverscape B*



**TUESDAY, JANUARY 15, 2019**

8:00 am – 12:00 pm **NAICC GLP TRAINING FOR RESEARCH AND QUALITY ASSURANCE PROFESSIONALS**  
*(Registration and continental breakfast at 7:30 am)*

**Basic GLP Training**  
*Westin Grand Ballroom B*

**Refresher GLP Training**  
*Westin Grand Ballroom F*

**Practical Field Workshop-Sampling**  
*Westin Grand Ballroom E*

**Practical Analytical Laboratory Workshop**  
*Westin Grand Ballroom D*

8:00 am – 12:00 pm **COMMERCIAL PRODUCTION OF HEMP AND OTHER MINOR CROPS**  
**Sponsored by GAIAC, FEAE and NAICC**  
*Westin Harbor Ballroom*

8:00 am – 5:00 pm **GDM ARM Training: Providing the Information Sponsors Need**  
*Westin Grand Ballroom A*

8:00 am – 5:00 pm **NAICC EXECUTIVE BOARD MEETING**  
*Westin Riverscape B*

8:00 am – 5:00 pm **FEAE BOARD MEETING**  
*Westin Aquastar Private Dining Room*

1:00 pm – 5:30 pm **EFFICACY RESEARCH TRAINING: HERBICIDE AND FUNGICIDE TESTING TECHNIQUES**  
*Westin Harbor Ballroom*



**WEDNESDAY, JANUARY 16, 2019**

- 8:00 am – 12:00 pm **NAICC EXECUTIVE BOARD MEETING**  
*Westin Grand Ballroom F*
- 8:00 am – 12:00 pm **FEAE BOARD MEETING**  
*Westin Aquastar Private Dining Room*
- 8:00 am – 12:00 pm **GDM 20TH ANNUAL ARM TIPS AND TECHNIQUES WORKSHOP**  
*Westin Harbor Ballroom*
- 11:45 pm – 12:30 pm **NAICC COMMITTEE CHAIR LUNCHEON WORKSHOP**  
*Westin Riverscape B*
- 12:00 pm – 1:30 pm **INTERNATIONAL OUTREACH LUNCHEON/MIXER**  
*Westin Grand Ballroom E*
- 12:30 pm – 5:00 pm **REGISTRATION**  
*SAVTCC River Concourse*
- 1:00 pm – 3:00 pm **COMMITTEE MEETINGS**
- Certification Board**  
*Westin Aquastar Private Dining Room*
- Consultant Education**  
*Westin Grand Ballroom B*
- Crawfish Boil on the Hill**  
*Westin Riverscape A*
- Governmental Affairs Consultants Subcommittee**  
*Westin Grand Ballroom D*
- Governmental Affairs Researchers Subcommittee**  
*Westin Grand Ballroom F*
- International Outreach**  
1:30 pm  
*Westin Grand Ballroom E*
- Membership Recruitment, Retention & Rules**  
*Westin Harbor Ballroom B*
- Newsletter**  
*SAVTCC Pulaski Boardroom*
- Quality Assurance Education**  
*Westin Riverscape B*
- Researcher Education**  
*Westin Grand Ballroom A*

**WEDNESDAY, JANUARY 16, 2019 cont.**

- 3:00 pm – 5:00 pm **COMMITTEE MEETINGS**
- Consultant Education Outreach**  
*Westin Riverscape A*
- Grievance & Ethics**  
*Westin Aquastar Private Dining Room*
- Governmental Affairs Overall Committee**  
*Westin Grand Ballroom D*
- Leadership Program**  
*Westin Grand Ballroom F*
- Marketing**  
*SAVTCC Pulaski Boardroom*
- Researcher Education Outreach**  
*Westin Riverscape B*
- State Affiliate**  
*Westin Harbor Ballroom B*
- 2:00 pm – 5:00 pm **EXHIBITOR MOVE IN**  
*SAVTCC Exhibit Hall A*
- 4:45 pm – 5:30 pm **PAST PRESIDENT'S COUNCIL**  
*Westin Grand Ballroom D*
- 5:30 pm – 6:30 pm **NEW MEMBERS AND FIRST TIMERS' RECEPTION**  
*(by invitation only)*  
*Westin Harbor Ballroom*
- 6:30 pm – 8:00 pm **SUSTAINING MEMBERS' RECEPTION**  
*(by invitation only)*  
*Westin Grand Ballroom C*
- 8:30 pm **CHARITY POKER GAME**  
**Benefitting the Crawfish Boil on the Hill**  
*Westin Grand Ballroom AB*

\* Room names subject to change

THURSDAY, JANUARY 17, 2019



	TRACK 1		TRACK 2 & 3
7:00 am – 7:45 am	<b>CONTINENTAL BREAKFAST</b> <i>Exhibits Open</i> SAVTCC - Exhibit Hall A	7:00 am – 7:45 am	<b>CONTINENTAL BREAKFAST</b> <i>Exhibits Open</i> SAVTCC - Exhibit Hall A -
7:00 am – 5:00 pm	<b>REGISTRATION</b> SAVTCC - River Concourse	7:00 am – 5:00 pm	<b>REGISTRATION</b> SAVTCC - River Concourse
7:45 am – 10:00 am <i>SAVTCC - Meeting Rooms 105-106</i> Moderator: Stan Winslow	<b>CONCURRENT BREAKOUT SESSION</b>  <b>PUSHING YIELD BARRIERS IN CORN AND SOY PANEL DISCUSSION</b>	7:45 am – 10:00 am <i>SAVTCC - Chatham Ballroom C - Level 2</i> Moderator: Emily Shepard	<b>CONCURRENT BREAKOUT SESSION</b>  <b>REGULATORY UPDATE</b>
7:45 am – 8:15 am	<b>Breaking Through Yield Barriers - Knowing What the Plant Needs and Meeting Those Needs</b> Ronnie W. Heiniger, Ph.D. NC State University Plymouth, NC	7:45 am – 8:15 am	<b>USDA APHIS Requirements</b> Doug Grant USDA-APHIS Fort Collins, CO  Ed Jhee USDA/APPIS/BRS Riverdale, MD
8:15 am – 8:45 am	<b>How Much Fertilizer Does It Take To Make 500 Bushel Corn and 4-Bale Cotton</b> Glendon Harris, Ph.D. University of Georgia Tifton, GA	8:20 am – 8:50 am	<b>EPA Regulatory Update</b> Francesca Liem (invited) US EPA Washington, DC
8:45 am – 9:15 am	<b>Soil Mineralogy: A Missing Factor in Crop Potassium Nutrition</b> Dave Franzen, Ph.D. North Dakota State Univ. Fargo, ND	8:55 am – 9:30 am	<b>Regulatory &amp; Stewardship of RNAi Technology</b> Paul Reibach Smithers Viscient Wareham, MA
9:15 am – 10:00 am	<b>Panel Discussions</b>	9:35 am – 10:00 am	<b>Important Regulatory and Stewardship Guidelines and Developments for CRISPRs and Other Gene Editing Technology</b> Scott Mundell Corteva Agriscience, Agriculture Division of DowDuPont Johnston, IA





THURSDAY, JANUARY 17, 2019 cont.

- 10:00 am – 10:45 am **BREAK / EXHIBITS OPEN**  
*SAVTCC Exhibit Hall A*
- 8:00 am – 9:15 am **SPOUSE/GUEST COFFEE**  
*Westin Grand Ballroom F*
- 9:15 am – 1:30 pm **SPOUSE/GUEST HISTORICAL TOUR, LUNCH AND SHOPPING**  
*Buses Depart from Westin Front Lobby*
- 10:45 am – 12:15 pm **PLENARY SESSION**  
*SAVTCC Chatham Ballroom C – Level 2*
- 10:45 am – 10:50 am **Welcome**  
Matt Eich  
Chair, Annual Meeting Coordination Committee  
Control Crop Consulting, Inc.  
Volga, SD
- 10:50 am – 11:00 am **2019 President's Address**  
Nathan Goldschmidt  
MOARK Agricultural Research, LLC  
Fisk, MO
- 11:00 am – 11:05 am **FEAE President's Address**  
Dennis Hattermann, Ph.D.  
Landis International  
Valdosta, GA
- 11:05 am – 11:35 am **NAICC Leadership Program - Experiences From Participants**  
Nathan Casper  
InDepth Agronomy  
Manitowoc, WI
- Greg Whittington  
ICMS, Inc.  
Saskatoon, SK

THURSDAY, JANUARY 17, 2019 cont.

- 11:35 am – 12:15 pm **FEAE's Richard L. Jensen, Ph.D. Memorial KEYNOTE ADDRESS**  
The Honorable Sonny Perdue (invited)  
Secretary of Agriculture  
US Department of Agriculture  
Washington, DC  
*Co-sponsored by Foundation for Environmental Agriculture Education (FEAE)*
- 12:15 pm – 2:00 pm **NETWORKING LUNCHESES**  
*(on your own)*
- NEW MEMBERS BOOT CAMP LUNCHEON**  
*Westin Harbor Ballroom A*
- QA MENTORING LUNCHEON**  
*(Reservations required)*  
*Westin Harbor Ballroom B*
- GLOBAL ALLIANCE OF INDEPENDENT AGRICULTURAL CONSULTANTS (GAIAC) ANNUAL MEETING AND INFORMATION SESSION**  
*SAVTCC Chatham Ballroom C – Level 2*  
*You are welcome to bring your own lunch into the meeting*







	TRACK 1		TRACK 2		TRACK 3
2:00 pm – 3:30 pm SAVTCC Chatham Ballroom C - Level 2 Moderator: Josh Arnold	<b>CONCURRENT BREAKOUT SESSION</b>  <b>EMERGING and EVOLVING TECHNOLOGY SESSION</b>  Topics and Speakers To Be Announced	2:00 pm – 3:30 pm	<b>CLIENT NETWORKING TIME</b> One and one-half hours have been set aside so researchers may attend the Emerging Technology Session or meet with sponsors/clients. This session is “on your own” and NAICC will not be setting up appointments. Please make your own plans to visit with your peers.	2:00 pm – 3:30 pm SAVTCC Rooms 203-205 – Level 2 Moderator: Angela Dawson	<b>CONCURRENT BREAKOUT SESSION</b>  <b>BACK TO THE BASICS</b>  <b>Things We Don't Talk About... The GLP Preambles</b> Renee Daniel Perspective Consulting Inc. Sarasota, FL  <b>Laws Surrounding GLP's (FIFRA, FFDCA, PPA, and OECD Requirements)</b> Sandy Daussin Regulatory Partners, Inc. Apex, NC  <b>Q&amp;A Roundtable Discussions</b>
3:30 pm – 4:15 pm	<b>BREAK / EXHIBITS OPEN</b> SAVTCC - Exhibit Hall A	3:30 pm – 4:15 pm	<b>BREAK / EXHIBITS OPEN</b> SAVTCC - Exhibit Hall A	3:30 pm – 4:15 pm	<b>BREAK / EXHIBITS OPEN</b> SAVTCC - Exhibit Hall A
4:15 pm – 5:30 pm SAVTCC Oglethorpe Auditorium Moderator: Al Averitt and Casey Carr	<b>CONCURRENT BREAKOUT SESSION</b>  <b>PESTICIDE REQUIREMENTS</b>  <b>Crisis of Compliance: The Challenges Facing UK Advisors</b> Patrick Stephenson Patrick Stephenson Ltd. Pickering, North Yorkshire UK  <b>GAP and Food Safety Regulations</b> Elena Rogers North Carolina State University Raleigh, NC	4:15 pm – 5:30 pm SAVTCC Chatham Ballroom C – Level 2 Moderator: Eric Flora	<b>CONCURRENT BREAKOUT SESSION</b>  <b>SUCCESSFULLY MANAGING CHANGING CUSTOMER PLANS</b>  <b>Successfully Managing Changing Customer Plans and Expectations</b> Bill Tarter, Jr. Illinois Ag Research, LLC Carlyle, IL	4:15 pm – 5:30 pm SAVTCC Rooms 203-205 – Level 2 Moderator: Angela Dawson	<b>CONCURRENT BREAKOUT SESSION</b>  <b>BACK TO THE FUTURE</b>  <b>OMG! GMO!</b> Kim Hill BASF Agricultural Solutions Seed US LLC Morrisville, NC  <b>To GLP or Not to GLP, That is the Question</b> Kim Watson Stone Environmental, Inc. Montpelier, VT  <b>Q&amp;A</b>
4:15 pm – 4:35 pm		4:15 pm – 4:45 pm		4:15 pm – 4:40 pm	
4:35 pm – 4:55 pm				4:40 pm – 5:05 pm	
				5:05 pm – 5:30 pm	

**THURSDAY, JANUARY 17, 2019 cont.**



### TRACK 1

4:55 pm – 5:15 pm

**The Overwhelming Challenges California PCAs (Pest Control Advisors) Face**

Debra Keenan, CPCC-R,  
PCA/PCO  
Research 2000  
Chico, CA

5:15 pm – 5:30 pm

**Q&A**

5:30 pm – 7:30 pm

**OUTGOING PRESIDENT'S  
RECEPTION / EXHIBIT  
HALL EXTRAVAGANZA**  
*SAVTCC Exhibit Hall A*

### TRACK 2

4:45 pm – 5:30 pm

**Successfully Managing  
Changing Customer Plans  
and Expectations**  
CRO Panel Discussion  
Speakers to be Announced

5:30 pm – 7:30 pm

**OUTGOING PRESIDENT'S  
RECEPTION / EXHIBIT  
HALL EXTRAVAGANZA**  
*SAVTCC Exhibit Hall A*

### TRACK 3

5:30 pm – 7:30 pm

**OUTGOING PRESIDENT'S  
RECEPTION / EXHIBIT  
HALL EXTRAVAGANZA**  
*SAVTCC Exhibit Hall A*





FRIDAY, JANUARY 18, 2019



	TRACK 1		TRACK 2		TRACK 3
7:00 am – 7:45 am	<b>CONTINENTAL BREAKFAST</b> Exhibits Open SAVTCC Exhibit Hall A	7:00 am – 7:45 am	<b>CONTINENTAL BREAKFAST</b> Exhibits Open SAVTCC Exhibit Hall A	7:00 am – 7:45 am	<b>CONTINENTAL BREAKFAST</b> Exhibits Open SAVTCC Exhibit Hall A
7:30 am – 8:30 am	<b>ALLIED INDUSTRY COMMITTEE</b> SAVTCC Greene Board Room	7:30 am – 8:30 am	<b>ALLIED INDUSTRY COMMITTEE</b> SAVTCC Greene Board Room	7:30 am – 8:30 am	<b>ALLIED INDUSTRY COMMITTEE</b> SAVTCC Greene Board Room
7:45 am – 10:00 am SAVTCC Oglethorpe Auditorium Moderator: Billy McLawhorn	<b>CONCURRENT BREAKOUT SESSION</b>  <b>THE ROLE OF BIOLOGICAL PRODUCTS IN AG PRODUCTION SYSTEMS</b>	7:45 am – 10:00 am SAVTCC Chatham Ballroom C – Level 2 Moderator: Fritz Koppatschek	<b>CONCURRENT BREAKOUT SESSION</b>  <b>TECHNOLOGY UPDATE AND TRAINING</b>	7:45 am – 10:00 am SAVTCC Rooms 203-205 – Level 2 Moderator: Angela Fuller	<b>CONCURRENT BREAKOUT SESSION</b>  <b>KNOCK KNOCK, IS ANYONE HOME?</b>
7:45 am – 8:10 am	<b>Biological Products Market Overview: Past, Present, and Future</b> Keith Jones Biological Products Industry Alliance Oakton, VA	7:45 am – 8:15 am	<b>Industry Perspective on Best Adjuvant Research Practices</b> Michael Cox, Ph.D. Helena Agri-Enterprises, LLC. Memphis, TN	7:45 am – 8:15 am	<b>What Happens When A Facility Closes?</b> Randy Fuller IntegriQual LLC Lexington, KY
8:10 am – 8:35 am	<b>Opportunities and Challenges of Ag Biologicals</b> Jacob Parnell, Ph.D. Novozymes North America Inc. Durham, NC	8:15 am – 8:45 am	<b>An Industry Perspective on Conducting Field Research for Adjuvants</b> Jo Gillian Winfield United Springfield, TN	8:15 am – 8:45 am	<b>What Happens When A CRO Is Bought Out?</b> Kathy Richards RD4AG Yuma, AZ
8:35 am – 9:00 am	<b>Delivery of Biological Products: Meeting the Challenge</b> Jane Fife, Ph.D. 3 Bar Biologics Columbus, OH	8:45 am – 9:15 am	<b>University Perspective on Best Adjuvant Research Practices</b> Speaker to be announced	8:45 am – 9:15 am	<b>What Happens When Companies Merge Or Are Bought Out?</b> Deb Wallace Bayer CropScience RTP, NC
9:00 am – 9:25 am	<b>The Development and Utilization of Microbe-containing Biostimulants for Vegetables</b> Matthew D. Kleinhenz, Ph.D. Ohio Agricultural Research and Development Center The Ohio State University Wooster, OH	9:15 am – 10:00 am	<b>Photography Techniques for Research and Effective Photo Management</b> Daniel Barker, Ph.D./CPSS Barker Research & Consulting Ames, Iowa	9:15 am – 9:45 am	<b>What is the EPA's Perspective on Closings and Mergers?</b> <i>Speaker to be Announced</i>
9:25 am – 10:00 am	<b>Q&amp;A</b>			9:45 am – 10:00 am	<b>Q&amp;A</b>

**FRIDAY, JANUARY 18, 2019 cont.**



	<b>TRACK 1</b>		<b>TRACK 2</b>		<b>TRACK 3</b>
10:00 am – 10:30 am	<b>BREAK / EXHIBITS OPEN</b> <i>SAVTCC Exhibit Hall A</i>	10:00 am – 10:30 am	<b>BREAK / EXHIBITS OPEN</b> <i>SAVTCC Exhibit Hall A</i>	10:00 am – 10:30 am	<b>BREAK / EXHIBITS OPEN</b> <i>SAVTCC Exhibit Hall A</i>
10:30 am – 12:00 pm	<b>NAICC BUSINESS MEETING</b> <i>SAVTCC Chatham Ballroom C - Level 2</i>	10:30 am – 12:00 pm	<b>NAICC BUSINESS MEETING</b> <i>SAVTCC Chatham Ballroom C - Level 2</i>	10:30 am – 12:00 pm	<b>NAICC BUSINESS MEETING</b> <i>SAVTCC Chatham Ballroom C - Level 2</i>
12:00 pm – 2:00 pm	<b>PRESIDENT'S LUNCHEON and AWARDS CEREMONY</b> <i>SAVTCC Chatham Ballroom B - Level 2</i>	12:00 pm – 2:00 pm	<b>PRESIDENT'S LUNCHEON and AWARDS CEREMONY</b> <i>SAVTCC Chatham Ballroom B - Level 2</i>	12:00 pm – 2:00 pm	<b>PRESIDENT'S LUNCHEON and AWARDS CEREMONY</b> <i>SAVTCC Chatham Ballroom B - Level 2</i>
2:00 pm – 3:30 pm	<b>CONCURRENT BREAKOUT SESSION</b> <i>SAVTCC Oglethorpe Auditorium</i> Moderator: James Locke	2:00 pm – 3:30 pm	<b>CONCURRENT BREAKOUT SESSION</b> <i>SAVTCC Chatham Ballroom C – Level 2</i> Moderator: Ross Musick	2:00 pm – 3:30 pm	<b>CONCURRENT BREAKOUT SESSION</b> <i>SAVTCC Rooms 203-205 – Level 2</i> Moderator: Valen Straub
2:00 pm – 3:00 pm	<b>Federal Regulations Effecting Agriculture and Ag Consulting Communities</b> Don Renchie, Ph.D. Texas A&M AgriLife Extension Service College Station, TX	2:00 pm – 2:50 pm	<b>Key Steps in Succession Planning to Sustain a CRO Business</b> Rolynne Hendricks Cooper Norman CPAs Twin Falls, ID	2:05 pm – 2:20 pm	<b>We Can't Spell Quality Without "U"</b> Lori Rodaway Bayer CropScience Chesterfield, MO
3:00 pm – 3:30 pm	<b>How Federal or State Regulations Affect the Consulting Business</b> Consultants Panel and Q&A	2:50 pm – 3:30 pm	<b>Succession Planning Advice from CROs Implementing Succession Plans</b> CRO Panel Discussion	2:20 pm – 2:40 pm	<b>Why Are There So Many Inspections? GLP</b> Annette Leslie DuPont Pioneer Johnston, IA
				2:40 pm – 3:00 pm	<b>Why Are There So Many Inspections? Non-GLP</b> Heather Moore Syngenta Crop Protection RTP, NC
				3:00 pm – 3:30 pm	<b>Why are You Here? (and other questions from the audience)</b> Group Discussion



**FRIDAY, JANUARY 18, 2019 cont.**



	TRACK 1		TRACK 2		TRACK 3
3:30 pm – 4:00 pm	<b>BREAK / EXHIBITS OPEN</b> SAVTCC - Exhibit Hall A - Level 1	3:30 pm – 4:00 pm	<b>BREAK / EXHIBITS OPEN</b> SAVTCC - Exhibit Hall A - Level 1	3:30 pm – 4:00 pm	<b>BREAK / EXHIBITS OPEN</b> SAVTCC - Exhibit Hall A - Level 1
4:00 pm – 5:30 pm SAVTCC Oglethorpe Auditorium Moderator: Jason Fussy	<b>CONCURRENT BREAKOUT SESSION</b>  <b>UTILIZATION OF DATA MANAGEMENT</b>	4:00 pm – 5:30 pm SAVTCC Chatham Ballroom C – Level 2 Moderator: Fritz Koppatschek	<b>CONCURRENT BREAKOUT SESSION</b>  <b>TECHNOLOGY UPDATE AND TRAINING</b>	4:00 pm – 5:30 pm SAVTCC Rooms 203-205 – Level 2 Moderators: Jennifer Jarrell and Valen Straub	<b>CONCURRENT BREAKOUT SESSION</b>  <b>QA GAME SHOW</b>  <b>GLP Game Show - Family Feud Style</b>
4:05 pm – 4:40 pm	<b>Practical Everyday Uses of “Big Data”</b> Ben Prusa Central Crop Consulting Marshall, MN	4:15 pm – 4:50 pm	<b>The Role of Technology in Agriculture and Its Impact on Crop Production Research</b> Rick Welder Spectrum Technologies Aurora, IL		
4:45 pm – 5:10 pm	<b>Turning Data into Decisions</b> Robbie Weathers Southern Crop Solutions Holly Hill, SC	4:50 pm – 5:30 pm	<b>Update on Uses of Drone Technology in Field Research</b> Jeremiah Roeth Buckeye Ag Testing Troy, OH		
5:15 pm – 5:30 pm	<b>Panel Discussion/Q&amp;A</b>				
6:30 pm – 10:30 pm	<b>FRIDAY NIGHT NETWORKING</b> <b>Southern Fun and Adventures</b> <i>Westin Grand Ballroom</i>	6:30 pm – 10:30 pm	<b>FRIDAY NIGHT NETWORKING</b> <i>Westin Grand Ballroom</i>	6:30 pm – 10:30 pm	<b>FRIDAY NIGHT NETWORKING</b> <i>Westin Grand Ballroom</i>





	<b>TRACK 1</b>		<b>TRACK 2</b>		<b>TRACK 3</b>
<b>8:00 am – 8:30 am</b> Moderator: Matt Eich	<b>GROUP BREAKFAST</b> Westin Grand Ballroom AB	<b>8:00 am – 8:30 am</b> Moderator: Matt Eich	<b>GROUP BREAKFAST</b> Westin Grand Ballroom AB	<b>8:00 am – 8:30 am</b> Moderator: Matt Eich	<b>GROUP BREAKFAST</b> Westin Grand Ballroom AB
<b>8:20 am – 8:30 am</b>	<b>HAPPENINGS ON THE HILL</b> Glenn Luedke NAICC Legislative Assistant Bluffton, SC	<b>8:20 am – 8:30 am</b>	<b>HAPPENINGS ON THE HILL</b> Glenn Luedke NAICC Legislative Assistant Bluffton, SC	<b>8:20 am – 8:30 am</b>	<b>HAPPENINGS ON THE HILL</b> Glenn Luedke NAICC Legislative Assistant Bluffton, SC
<b>8:30 am – 11:00am</b> <i>Westin Grand Ballroom E</i> Moderator: Bill Cox	<b>CONCURRENT BREAKOUT SESSION</b>  <b>CONSULTANTS ROUNDTABLE DISCUSSIONS</b>	<b>8:30 am – 11:00 am</b> <i>Westin Grand Ballroom AB</i> TBD	<b>CONCURRENT BREAKOUT SESSION</b>  <b>RESEARCHERS ROUNDTABLE DISCUSSIONS</b>	<b>8:30 am – 11:00 am</b> <i>Westin Grand Ballroom F</i> Moderator: Renee Daniel	<b>CONCURRENT BREAKOUT SESSION</b>  <b>QA ROUNDTABLE DISCUSSIONS</b>
<b>8:30 am – 8:45 am</b>	<b>Portrait of a Consultant</b> Toni Wade Crop Management, Inc. Rocky Mount, NC	<b>8:30 am – 9:30 am</b>	<b>Feedback on 1st NAICC Efficacy Workshop</b>		<b>Hot Topics of the Week</b>
<b>8:30 am – 11:00 am</b>	<b>Roundtable Discussions</b>	<b>9:30 am – 11:00 am</b>	<b>What Benefits and Training Support Do You Use to Improve, Retain and Recruitment Good Scientific Staff, and How Do You Implement These?</b>		
<b>8:30 am – 12:00 am</b>	<b>NAICC EXECUTIVE BOARD MEETING</b> <i>Riverscape A</i>				
<b>1:00 pm – 2:30 pm</b>	<b>GROUP TOUR</b> <i>Georgia Port By Water Buses Depart from Westin Front Lobby</i>	<b>1:00 pm – 2:30 pm</b>	<b>GROUP TOUR</b> <i>Georgia Port By Water Buses Depart from Westin Front Lobby</i>	<b>1:00 pm – 2:30 pm</b>	<b>GROUP TOUR</b> <i>Georgia Port By Water Buses Depart from Westin Front Lobby</i>





**National Alliance of Independent Crop Consultants**

**January 15-19, 2019**

**Savannah International Trade  
and Convention Center**

**Savannah, Georgia**

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