

National Alliance of Independent Crop Consultants 2020 Annual Meeting Highlights

A city rich in history, bursting with culture, and booming with modern attractions, San Antonio invites attendees to discover what's old and explore what's new. It has been 22 years since NAICC was in The Alamo City, and we are excited to welcome you to the 2020 NAICC Annual Meeting and AG PRO EXPO, January 20-25. This is THE place where the nation's top professionals come for networking and education opportunities. Take a look at what NAICC and San Antonio have to offer at naicc.org and <https://www.visitsanantonio.com/>.

The Annual Meeting Coordination Committee, under the guidance of Matt Winslow, 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. Thanks to the committee chairs and your committee members for an outstanding program!

Vance Crowe is the 2020 Keynote speaker and will make his remarks during the Plenary Session on Thursday, January 23 beginning at 10:45 am. Crowe is the former Director of Millennial Engagement for Monsanto, one of the most controversial companies in the modern age. In this role, Crowe spoke before more than 90,000 people around the Western World that were afraid, even angry about how their food was being produced. Through experience and research, Crowe has developed key concepts that can help an expert become a more influential and compelling communicator. The audience will learn core principles of storytelling so that they can hold the attention of others, disarm incorrect beliefs and have their expert knowledge spread. Crowe will answer questions such as: Why is it that those that seem to know the least about a particular subject seem to be the most aggressive when it comes to defending their point of view? Why are experts so much more careful when talking about what they think they know? Communications Strategist Vance Crowe will reveal why humans think in stories, and why most of what we believe is a result of whom we spend time with, rather than knowledge of facts.



Joint and general sessions for the week include the Emerging & Evolving Technology Session and the Plenary Session with the Keynote Address, President's Address, FEAE President's Address, and presentations from the 2019 Leadership Program participants, both on Thursday, January 23. The NAICC Business Meeting will be on Friday, January 24.

NEW THIS YEAR: The AG PRO EXPO Exhibit Hall opens early at 1:00 pm on Wednesday, January 22. The last chance to visit with exhibitors will be Friday, January 24, until 10:30 am. Also, all **roundtable discussions** usually held on Saturday morning will now be held Friday afternoon.

Breakout session topics for QA's include How to be a Great Auditor, Preparing for Tomorrow-GLP Style, and The Only Thing Constant is Change. Friday begins with a mock inspection and concludes with the popular QA Gameshow and an intriguing session entitled, 20/20-Investigative Reporting for 2020.

Thursday morning starts early for Crop Consultants with sessions on business development and

nematode management systems. Cover crops and ag viability for the future are Friday topics plus the popular Crop Consultant Roundtable Friday afternoon.

The Researcher "Networking" block of time has been set aside for researchers from 2:00 p.m. – 3:30 p.m., on Thursday, January 23. 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 2020 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.

New technical skills and technology, as well as equipment for researchers will be the focus on Thursday morning, January 23. Friday's highlights include a session entitled Regulatory & Stewardship Topics That Can Expand CRO Service and talks on the fundamentals of CRO business growth. Friday's CRO Round Table Discussion will include a review of the Efficacy Workshop held earlier in the week and discussions on employee retention.

TRAINING OPPORTUNITIES

Multiple opportunities are available for pre-meeting training. NAICC and several of our faithful Sustaining Members will offer training on Monday, January 20, Tuesday, January 21, and Wednesday, January 22. See program for details and times.

NAICC SPONSORED TRAINING

NAICC is proud to offer two workshops this year in addition to our popular GLP training. On Monday, January 20 from 8:00 am – 5:00 pm (registration and continental breakfast begin at 7:30 am), NAICC is hosting our second **Efficacy Research Workshop** focusing on how to conduct good efficacy trials. Invited speakers will share their knowledge about Entomology, Plant Pathology, Weed Science, Adjuvant, Bio-stimulant, and Plant Nutrient research. For each discipline, optimal trial set up, application tech-

niques, inoculation/infestation methods, and detailed evaluation techniques will be discussed. Attendance certification and CEUs for CPCC-I and CPCC-R will be provided at the end of the workshop.

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 21, from 8:00 am – 12:00 pm (registration and continental breakfast begin at 7:30). 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-Application: Limited to 25 participants. This hands-on workshop will focus on application techniques, equipment, data documentation, and GLP compliance. This



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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 50 participants. This hands-on workshop will focus on basic laboratory techniques, GLP compliance, phase reporting, and QAU requirements. This session is designed for Study Directors, Principal Investigators, beginner analytical personnel, and QA. You will expand your knowledge of the laboratory process and a basic understanding of how residue data is generated.

The Global Alliance of Independent Ag Consultants (GAIAC) and NAICC's International Affairs Committee will offer a Workshop, on Wednesday, January 22 from 8:00 am – 12:00 pm (registration and continental breakfast begins at 7:30) Presentations for the **CRISPR Gene Editing Technology – Applications in Production Agriculture.** will focus on the underlying genetic principles of CRISPR gene editing technology, applications of the technology in agricultural crops in North America and other agricultural regions around the globe, and stewardship of this new technology. The first gene edited crops are already being commercialized and entries to the major agronomic crop groups are in late stage development. The objective of this workshop is to help independent agricultural consultants prepare to integrate gene edited crops into the crop production systems of their clients. As gene editing technology transitions to commercialized products, informed professional agricultural consultants can contribute to the development of biologically effective and agronomically functional stewardship policy to maintain the long term durability of this valuable technology. Speakers from academia, industry, USDA and EPA will make presentations on the development, applications, status of commercialization, stewardship and regulatory status of gene edited crops. An International panel of crop consultants will briefly summarize the commercialization status and likely acceptance in



their respective regions with considerations for return on investment for growers accessing this technology. Time for an interactive exchange between the Speakers and attendees will follow the Panel member comments.

Join us in San Antonio to prepare for the addition of gene edited crops to your crop production tool box.

NETWORKING OPPORTUNITIES:

New Members' and First Timers'

The New Members and First Timers are invited to a reception in your honor on Wednesday, January 22, 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 23, 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.

Sustaining Members' Reception

Sustaining Members are invited to a reception on Wednesday, January 22 from 6:30 pm – 8:00

pm. This is a great way to meet the NAICC leadership and other allied partners. You are also invited to attend the Allied Industry Committee meeting on Friday, January 24 from 7:30 am – 8:30 am. Participation in this committee open to all Sustaining Members is your way to provide input to NAICC's partnership with our members and exhibitors.

International Outreach Reception/Mixer

The NAICC International Outreach Committee is hosting a reception style luncheon on Wednesday, January 22 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 pm.

Charity Poker Game

The NAICC Charity Poker Game is back by popular demand. The game will be on Wednesday, January 22 in the Texas Ballroom BC at the Grand Hyatt. Buy-ins will start at 8:30 pm 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 100 players to buy-in at the event. The event is sponsored by Research

for Hire and The Carringers Inc. and hosted by Corteva Agriscience.

Exhibit Hall Extravaganza

The exciting and educational Outgoing President's Reception and Exhibit Hall Extravaganza will kick off at 5:30 pm, on Thursday evening, January 23. We'll join together to pay tribute to NAICC President Matt Eich 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 the day 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 go toward 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!

Friday Dinner - Friday (or Saturday or Sunday!) Night Lights

The Friday night networking event is a fun-filled night that is fun for sport fans and spectators alike! Wear your favorite jersey or team colors and dance the night away with our live band. Relax "tail-gate" style while showing off your skills at various sports and games. Back by popular demand is NAICC Corn Hole game. Many thanks for our faithful sponsor FMC for making this a great night.

TOURS

Spouse and Guest Tour

Texas Hill Country and The Pearl

Thursday, January 23 9:30 am – 4:00 pm

Travel the rolling hills of the famed Texas Hill Country to Fredericksburg- a historic and picturesque German town. Have lunch at Ausländer Restaurant and Biergarten. After lunch, shop the many boutiques; taste some wine at a



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Texas wine tasting room; or explore the home of Admiral Chester Nimitz and the National Museum of the Pacific War. On the way back to San Antonio, you will journey through the Broadway corridor to the historic Pearl. Once the largest brewery in Texas, the Pearl provides a unique experience as a top culinary and cultural destination. Learn the history of the Pearl Brewery then explore the many retail and green spaces.

Group Tour Historical San Antonio Tour – Saturday, January 25, 9:00 pm – 2:30 pm

Begin this historical tour right from the dock of the Grand Hyatt where we will board our own private river barge and tour the famous San Antonio Riverwalk by water. Learn about the history of San Antonio and check out the numerous places to eat and shop along the Riverwalk. Our first stop will be The Alamo. The 45-minute tour comes complete with headsets with an audio production that brings the story of the Alamo to life. Then its off to El Mercado, or Market Square, the oldest Mexican market in the US. This popular market, located in downtown San Antonio, is a three-block outdoor plaza lined with shops, and restaurants. The “El Mercado” section has 32 specialty shops and the “Farmer’s Market Plaza” section has 80 shops. Wander among the many shops where you will find tasty local treats and candies, clothing, wood carvings, pottery, paintings, leather goods, jewelry and much more. Be sure to grab lunch from one of the vendors in the market or stroll over to Mi Tierra Cafe Y Panaderia for lunch and take home fabulous sweets from their bakery. Buses will bring you back to the Grand Hyatt by 2:30 pm.

Continuing Education Units

Consultants will have the opportunity to gain 25 Consultant Education Units (CEUs) through the 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: Henry B. Gonzalez Convention Center (HBG Convention Center)

900 East Market Street
San Antonio, TX 78205

Hotel

Grand Hyatt San Antonio – connected to the HBG Convention Center
600 East Market Street
San Antonio, TX 78205
NAICC Rate: \$199

Cut off date for NAICC discounted rate is **December 30, 2019**. Use the link below to receive the discounted convention rate or mention “National Alliance of Independent Crop Consultants” when calling for reservations.

Please support NAICC by staying at the Grand Hyatt. In order to receive discounted rates and meeting space at the headquarter hotel, NAICC must sign a contract and guarantee a certain number of sleeping rooms. Your support is greatly appreciated. If for some reason your travel dates are not available, please contact allisonjones@naicc.org, and we will make every effort to secure additional rooms if they are available.



Online Reservation Link: <https://www.hyatt.com/en-US/group-booking/SATGH/G-NAIC>
Reservations: 210.224.1234 (Hotel reservation line) 800.233-1234

Airport Information

Eleven airlines serve the San Antonio International Airport (SAT) with over 35 daily nonstop flights. The airport is approximately eight miles or 15 minutes from the downtown area.

Transportation to Hotels

NAICC has partnered with SuperShuttle to offer attendees shuttle service from the San Antonio International Airport (SAT) to the Grand Hyatt. Direct service for up to three people is \$52.50. Or book a share-ride shuttle through SuperShuttle for \$15 per person (multiple stops). Book your direct, shared-ride shuttle, or luxury car service at <https://www.supershuttle.com/?GC=RNZUP> or from naicc.org/2020-annual-meeting.

Taxis are located on the outer commercial curbside at Terminal A. For assistance, please contact the Airport Ground Transportation employee (wearing red shirt). Fares to San Antonio down-

town areas start at \$24 - \$29 (U.S.) per taxi ride. Uber, Lyft, Wingz service SAT and will meet riders at Zones 1-3 also on the outer commercial curbside.

Show Your Badge

San Antonio’s convention bureau, Visit San Antonio offers the Show Your badge Program. Receive discounts on food, drinks and adventures. For a list of current offers: Text “SUYP” to 62687 or go to VisitSanAntonio.com/SUYP.

Weather and Dress

Daytime temperatures in January average 63 F degrees; nights average around 41 F. The dress for the entire meeting is business casual. The Friday night networking dinner is casual.

