

# NAICC Leadership Program

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SAM BLEDSOE

EUROFINS AGROSCIENCE SERVICES, LLC



# A little bit about me...

- Grew up in West Lafayette, IN
- Graduated with a B.S. from Purdue University and a M.S. from the University of Nebraska-Lincoln
- Started work as a Study Director with ABC Laboratories in 2015 (now Eurofins Agricultural Services, LLC)
- Located in Columbia, MO
- Leads a team of 7 full and part time Study Directors
- I have a wife and 3 children ages 3,5, & 7 and I enjoy fishing, hiking, gardening, and being outside



# NAICC Leadership Program

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- Module I – NAICC Annual Meeting (January)
- Module II – Ray Young Governmental Affairs (March)
- Module III – Networking Field Visits (Summer or Fall)
- Module IV – Dale Carnegie Course (Available Year Round)
- Module V – NAICC Annual Meeting (January)

## LEADERSHIP PROGRAM

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

# Module I – NAICC Annual Meeting

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- Participate in committee meetings
- Attend New Members & Sustaining Members events
- Interact with exhibitors
- Assist members of the Foundation
- Meet with mentor (Luke Heim)

2023 Annual Meeting in Nashville, Tennessee

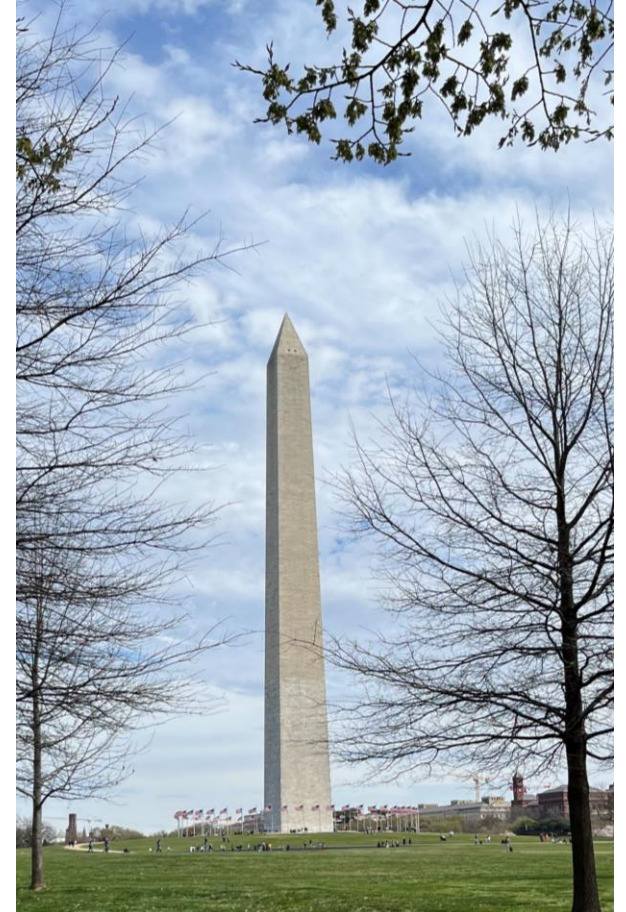


# Module II – Ray Young Governmental Affairs

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## Objectives:

- Participate on visits to lawmakers and government agencies in Washington, DC
- Attend the Annual Crawfish Boil on the Hill
- Submit a Newsletter about Module II
- Submit a report to the NAICC Executive Board & Governmental Affairs Committee



# Module II – Ray Young Governmental Affairs

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## This Year's Main Topics:

- The Endangered Species Act and biological evaluations of pesticides for registration review
- Continued/Increased support for the IR-4 project
- FIFRA revision & concerns with the Protect America's Children from Toxic Pesticides Act (PACTPA)

# Module II – Ray Young Governmental Affairs

Day 1 (March 21, 2023)

- House Ag Committee
- The Fertilizer Institute
- Rep. Blaine Luetkemeyer's (MO) Staff
- Sen. Eric Schmitt's (MO) Staff



Meeting with Ricki Schroeder and the House Ag Committee Staff



Meeting with Ed Thomas and staff at The Fertilizer Institute

# Module II – Ray Young Governmental Affairs

Day 2 (March 22, 2023)

- Rep. Jason Smith's (MO) Staff
- Rep. Mark Alford's (MO) Staff
- Sen. John Boozaman's (AR) Staff
- Lunch with Frances Liem (EPA)
- Sen. Josh Hawley (MO) and Staff



Lunch with Frances Liem



Meeting with Rep. Mark Alford's staff



Meet and greet with Sen. Josh Hawley



# Module II – Ray Young Governmental Affairs

## 25<sup>th</sup> Annual Crawfish Boil on the Hill



# Module III – Networking Field Visits

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## Module Objectives:

- Visit one site within participants area of expertise
- Visit one site outside of participants area of expertise
- Discuss business aspects and legislative issues impacting the host's organization
- Report any legislative issues to the Governmental Affairs committee.

# Module III – Networking Field Visits (Site #1)

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## Regulatory Immersion Experience

- Facility Tour
- Meet with Sponsor Monitors and members of the regulatory team
- Review on EPA structure and applicable laws and regulations
- Discussion on MRLs and how they are determined
- Case Studies



# Module III – Networking Field Visits (Site #2)

Soil-Right Consulting Services, Inc.

“SMARTER FARMING THROUGH CROP & SOIL MANAGEMENT”



# Module IV – Dale Carnegie Training Course

## Dale Carnegie (1888 – 1955)

- Successful speaker and author
- Author of best selling books:
  - How to Win Friends and Influence People
  - How to Stop Worrying and Start Living
- Founded leadership training courses all over the world
  - Global leader in leadership training
  - 95 countries and 25 languages
  - >200 locations (3000 trainers)
  - Over 9 million graduates

St. Louis Training Center 3-day Leadership Intensive



# Acknowledgements

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- My wife Jessie and children (Evie, Conrad, and Clara)
- Members of the NAICC Executive Board and Governmental Affairs Committee
- Luke Heim as my NAICC Leadership Mentor
- Bryan Schmid, Jeremy Barnekow, Jonathan Clark, Edward Chikwana, Brian Bret, Jamey Thomas, Pieter Geurs, Val Gartner, and the rest of the staff at Corteva
- Randy Darr and his team (Brandon, Boone, and Seth) at Soil-Right Consulting Services
- The Eurofins Team

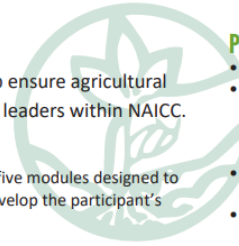
# Apply for the Leadership Program!

## NAICC Leadership Program

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

### PROGRAM OVERVIEW

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.



### PROGRAM OBJECTIVES

- Enhance leadership skills and personal development.
- Promote NAICC and the professions of:
  - Crop Consulting
  - Research Consulting
  - Quality Assurance
- Encourage networking and rapport among Ag Professionals.
- Prepare leaders to be an effective resource for policy-makers and agricultural government agencies.



**Module I**  
NAICC Annual Meeting

During the first NAICC Annual Meeting, the participant will network with other NAICCLP participants, meet with their mentor, set goals for the upcoming year, and then be prepped for Washington, D.C.



**Module II**  
Ray Young Government Affairs Module

This module focuses on how to promote NAICC and how to be an effective resource for lawmakers and government agencies. Participants will also attend the Crawfish Boil on the Hill.



**Module III**  
Networking Visit

The participant will visit another NAICC member who shares the same area of agricultural expertise and a NAICC member that is outside of the participant's area of agricultural expertise. A sponsor or equipment manufacturer may also be included.

**Module IV**  
The Dale Carnegie Course

Each participant will participate in an approved Dale Carnegie Course in or near their hometown. They will develop more effective communication skills and be better equipped to perform as a persuasive communicator, problem-solver, and focused leader.



**Module V**  
NAICC Annual Meeting

During the second NAICC Annual Meeting, the participant will give a presentation at the Plenary Session, participate in committees and educational sessions, and network with new NAICCLP participants.

### TESTIMONIALS

*"The highlight of my Leadership Program was having the opportunity to shadow a crop consultant from dawn to dusk in the sugarcane fields of Louisiana. My experience provided me with deeper insight into the importance of the work our Crop Consultant members undertake, the sophistication of the technology they employ, and the challenges they face in their daily operations."*

-Sandy Mackie, 2013 Participant

*"I knew as soon as I learned of the new NAICC Leadership Program that I wanted to be a part of it. I really enjoyed my site visits in Wisconsin. Visiting with other researchers and crop consultants, getting to know their staff, and learning about their businesses was truly valuable in ways I never expected."*

-Michelle Mitchell, 2013 Participant

*"To me, a huge part of leadership is being able to open your eyes and ears and learn from others and experience new things. The NAICC Leadership Program fosters this idea in every module of the program. Experiences I've had and the knowledge I've gained is invaluable to me and my business."*

-Allie Marks, 2016 Participant

For more information please visit [www.NAICC.org](http://www.NAICC.org)



# Thank You!

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