



National Association of Institutional Agribusiness

The National Association of Institutional Agribusiness (NAIA) strives to meet the educational, networking, and professional growth needs of its membership, which is comprised of correctional and other institutional agribusiness professionals employed by federal, state and local institutions.

NEWSLETTER

SPRING 2019

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LETTER FROM THE PRESIDENT, FRED HAYES

Greetings NAIA Members and Supporters,

Our goal with this newsletter is to provide periodic updates to our members on a variety of our organizations' activities and progress in implementing new business opportunities. We have much to be proud about and I want us to share best practices and success stories with one another.

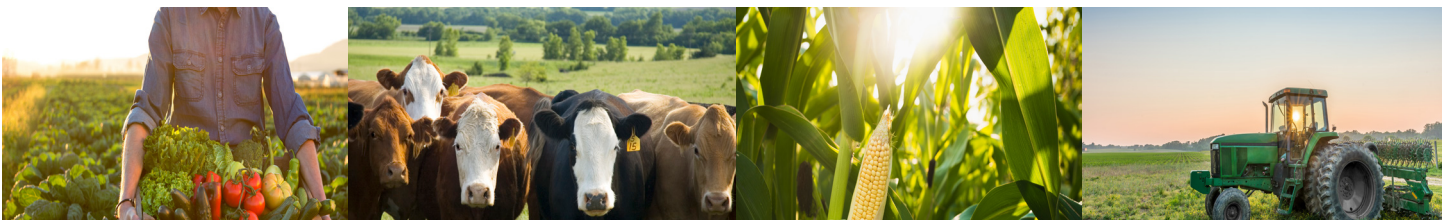
I ask you to help our organization work closely together and network to make each of us better. By communicating more frequently with one another will ensure this outcome. I have in mind receiving more frequent updates from our Institutional members including information such as:

- New lines of business started or in the planning stages
- Challenges posed by the greater marketplace for our products and services
- Recent success stories of released inmates in agribusiness

Across California this winter, we've received a large amount of rain and the long-term drought is finally subsiding, we are not out of the woods yet, but things are looking up!! At our Unicorn Farm in Lompoc, CA, the rain will improve our yields on our feeding crops significantly, which is a welcome change from recent years. I say this recognizing the challenges all dairies across the country are facing and hope those of you with dairy operations keep the faith while markets return to a more favorable environment for producers.

Finally, the political climate in our nation has decidedly shifted towards a better awareness of the importance of the programs we offer to our institutions. For the federal facilities, the passage of the First Step Act is a clear empirical example of that. The focus on recidivism is front and center in our industry and there are no better examples of programming to lower recidivism than agribusiness. The time is upon us to showcase our work to encourage the expansion of Agribusiness programs.

While it is still five months away, we are very excited about our 2019 Fall Conference in Solvang, California. Solvang is a beautiful small town in the Central Coast of California and is located just a short drive to a variety of beaches, world renowned wineries and vineyards, and fantastic dining experiences. The weather is typically spectacular in October, with sunny skies, low humidity and temperatures in the 80's. Sunsets along the coast and in the foothills are glorious.





NAIA NATIONAL CONFERENCE

OCTOBER 7 - 11, 2019

Federal Prison Industries Dairy Farm Lompoc, California

While we are still working on finalizing our schedule, some of the highlights will include:

- Wine Tasting at local wineries
- Touring Vandenberg Air Force Base; Satellite Launch facilities
- Luncheon at a ocean-front beach Boat house on Vandenberg Air Force Base
- Touring the Unicorn Dairy and Farming operations

We look forward to our annual conference. Thank you for your ongoing support and we look forward to more dynamic engagement in future months with other NAIA members.

COME AND ENJOY CALIFORNIA!

Don't miss out on the opportunity of a lifetime! Come and enjoy what California's Central Coast has to offer.

NAIA National Conference is a perfect way to grow your business.

Meet with agribusiness decision makers across the country.

Network with top professionals in the agricultural and food industry.

Gain knowledge on emerging trends in the agricultural and food industry.

LEARN COST EFFECTIVE MANAGEMENT TOOLS FOR YOUR OPERATION.



AGRIBUSINESS MAKING POSITIVE STRIDES TOWARD REENTRY

*Submitted by John (Kenny) Raiford
Virginia DOC*

Offender Nuckols learned a skill set that he could put to use when he was released from James River Work Center. He worked on the dairy farm where he learned how to operate a skid steer, front end loader tractor, and backhoe. Nuckols also learned how to calculate feed rations and mix them together in the feed wagon. A local dairy farmer was looking for help and came to the State Farm to interview Nuckols a couple months before he was released. Once released, Nuckols went straight to work for Whiteoak Dairy Farm. Three months later the owner said that he couldn't be happier with the skills and work ethic of Nuckols.



“Once released, Nuckols went straight to work for Whiteoak Dairy Farm.”



OPERATIONS HIGHLIGHT:

Montana's CDL Program



*Submitted by Ross Wagner
Montana, Agriculture Manager*

Montana Correctional Industries (MCI) started its Commercial Driver's License (CDL) program 3 years ago. To date, they have had 41 inmates enter the program with 28 completions and 7 currently waiting to test. A high point is that eight inmates obtained jobs directly related to their CDL upon release.

The program utilizes a tractor-trailer driver handbook/workbook and the Montana Department of Transportation CDL Study Manual. When this program was started, it was designed to take six months to complete, with five weeks of class-room training and 120 hours of on-the-job training, behind the wheel in the field instruction and practice. MCI has met their goal and they are currently researching the changes that will take effect in 2020 by the Federal Motor Carrier's Safety Administration (FMCSA).

According to the FMCSA's website, "The ELDT final rule enhances the safety of commercial motor vehicle (CMV) operations on our nation's highways by establishing more extensive entry-level driver training (ELDT) requirements". For more information, on the ELDT rule and the FMCSA, visit www.fmsca.dot.gov.



*Article by United States Department of Agriculture
Animal and Plant Health Inspection Service*

*Fact Sheet: "Advancing Animal Traceability: A Plan to Achieve Electronic Identification in Cattle and Bison"
April 2019*

Animal disease traceability helps animal health officials know where diseased and at-risk animals are, where they've been, and when. This information is essential during a disease outbreak. USDA is currently working to strengthen its traceability system to protect the long-term health, marketability and economic viability of the U.S. livestock industry. Achieving this goal is only possible through continued federal, state and industry collaboration. USDA is committed to keeping our partners informed about our plans and progress as we work together to build the traceability system.

While there are several steps USDA needs to take in order to strengthen its traceability system, the most essential one is to move from metal identification tags to electronic identification tags in beef and dairy cattle, as well as in bison. The electronic tags use radio frequency identification (RFID), which speeds information capture and sharing.

RFID Benefits

The change to RFID will greatly enhance animal health officials' ability to locate specific animals quickly during an outbreak. It might have taken weeks or months to determine which animals need to be tested using paper records, but with electronic identification (ID), it could be as short as a few hours. This helps producers by significantly reducing the number of animals involved in diseased investigations. It will also help animal movements from affected areas happen more quickly while still ensuring no one receives exposed animals.

Implementing RFID

Beginning January 1, 2023, animals that move interstate and fall into specific categories will need official, individual RFID ear tags. This does not include feeder cattle. Under the current regulations feeder cattle as well as other cattle and bison that move directly to slaughter do not require individual identification.

IMPLEMENTATION TIMELINE

USDA understands producers need time to transition to RFID and has worked with the National Assembly of State Animal Health Officials to establish manageable milestones to achieve this goal.

December 21, 2019

USDA will discontinue providing free metal tags. However, approved vendors will still be permitted to produce official metal tags for one additional year. Approved vendor tags will be available for purchase on a State-by-State basis as authorized by each State animal health official through December 31, 2020.

January 1, 2021

USDA will no longer approve vendor production of metal ear tags with the official USDA shield. Accredited veterinarians and/or producers can no longer apply metal ear tags for official identification and must start using only Official RFID tags.

January 1, 2023

RFID ear tags will be required for beef and dairy cattle and bison moving interstate that meet the above requirements. Animals previously tagged with metal ear tags will have to be retagged with RFID ear tags in order to move interstate. Feeder cattle and animals moving directly to slaughter are not subject to RFID requirements.

FOR MORE INFORMATION

If you have additional questions, please email:

traceability@aphis.usda.gov



GETTING OFFICIAL RFID EAR TAGS

A premises identification number (PIN) is required to purchase official ID tags. USDA has a new interactive map that helps direct producers to state specific resources for obtaining a PIN:

<https://www.aphis.usda.gov/aphis/ourfocus/animalhealth/traceability/state-pin/>





OPERATIONS HIGHLIGHT:

Arkansas' Horse Program

*Submitted by David Farabough
Arkansas, Agriculture Administrator*

It has been said, "There is nothing better for the inside of a man than the outside of a horse." Since the Arkansas Department of Correction (ADC) Agriculture Division started raising and training horses in the early 1990s, staff members have found this to be true. While the program started with the idea of getting work horses to help officers with their work, it has become so much more.

Through the years, the program has grown not only in number of horses but also the quality of them. The North Central Unit in Calico Rock, Arkansas serves as home to our breeding and training program. Our department currently has 41 mares that are bred annually. The horses are bred for good bone structure, good disposition and height of 15 hands tall. The horses are trained starting at age 2 by inmate workers under supervision from ADC farm employees. These horses have worked for the ADC around the state in various duties including ranch work, security over work field squads and regional maintenance security. Field officers believe that horses provide them the safest way to provide security on the inmates.

Over the years the number of older horses or horses that had some medical issues and weren't able to handle work kept growing. Horse program supervisor Tom Green suggested to former Arkansas Board of Correction member Dr. Mary Parker-Reed to start an auction for horses that needed to retire. Dr. Parker-Reed went to work and made the auction a reality, and the concept of "good homes for good horses" was set in motion.

The first sale was in 2012, and more than 80 horses were sold. The sale takes place the second weekend of March each year. In the months leading up to the sale, the horses that will be included are thoroughly evaluated. A goal of the sale is to be as transparent as possible for potential buyers. The ADC staff wants potential buyers to know up front any issues with the horses and what level of rider would be needed for the horse. On the Friday of the sale weekend, the horses are available for people to come see and ride. Potential buyers are able to see the horses up close and personal and see if it would match with what they are looking for.

The popularity of the sale has grown and continues to grow every year. ADC has more than 200 people on a mailing list who want sale books every year. The sale reaches outside Arkansas with several people from neighboring states coming to buy horses. Many of these buyers come each year because of the positive experience they have had at the sale and the quality of the horses sold.

The best part of the sale is seeing the "good homes for good horses" become reality. Over the years, many children have experienced meeting and buying their first horse. This year, a family who has a horse therapy program bought two horses to use in their facility. The pastor of Cross Bar C Cowboy Church (which runs the concession stand each year during the sale) has purchased two horses, and he even preaches from one of the horses. A retired ADC officer came to buy the horse that he rode during his career. The popularity of the horses has grown to the point that we have the Little Rock Mounted Patrol and the Buffalo River National Park Service coming to us to buy horses. We work with those governmental agencies under a separate agreement and sell horses to them.

When the horse program started more than 20 years ago, ADC didn't envision how this would grow into much more than using horses to help work in our facilities and around the farms. The yearly sale serves to enhance it by providing a way for retiring horses to live out their years with a new sense of purpose.





(L-R) Brent Galloway, GCI State Livestock Advisor; Charsley Goodows, GCA Director of Membership Services; Kristi Arnold, GCA President; Jason Deloach, GCA member

“FLY-IN”: IMPACT ON THE “HILL”

*Submitted by Brent Galloway
Georgia Correctional Industries State Livestock Advisor*

Recently cattlemen and women from all over the country converged on Washington D.C. to make an impact on the “Hill”. Over 400 people left their ranches and flew or drove to our country’s capital to meet with leaders that make decisions affecting the cattle industry.

I was able to join this group of people to represent Georgia. I met with Senators and Representatives from all parts of Georgia to discuss seven important issues that were the focus set by the National Cattlemen’s Beef Association this year. Since the group was on limited time and we were meeting separately with congressmen and women from all over the country, it was most effective to pick important issues for all of us to focus on as we had meetings.

Those issues included: Waters of the United States, Fake Meat, Value of Grazing, Dietary Guidelines of Cattle, U.S.-Mexico-Canada Agreement, Green New Deal, and Livestock Transportation.

For more information visit: www.ncba.org



Waters of the United States (WOTUS)

Support of the Trump Administration's new water rule
New water rule protects clean water and provides clear rules
Support full repeal of 2015 WOTUS rule

Fake Meat

Protect USDA's role in approving labels used on lab-grown products
Ensure product labels clearly differentiate lab-grown products for the consumer
Protect the recent decision allowing USDA inspection of lab-grown products

Value of Grazing

Grazing is the federal government's most cost-effective wildfire prevention tool
Grazing benefits wildlife and ecosystems
Grazing drives rural economic development

Dietary Guidelines

Keep the Dietary Guidelines focused on nutrition and a balanced diet
Protect the scientific credibility and transparency of the Dietary Guidelines process
Utilize sound, peer-reviewed science in the Dietary Guidelines process

U.S. – Mexico-Canada Agreement

Support swift ratification of USMCA
USMCA provides unrestricted duty-free access to Canada and Mexico
Oppose failed trade policies like mandatory country-of-origin labeling for beef in USMCA
Beef exports account for \$325 per head
Mexico and Canada are the third and fifth largest export markets for U.S. beef

Green New Deal

Oppose climate change policies that unfairly target cattle and beef
Cattle and beef producers are part of the climate change solution
Beef cattle represent only 2 percent of greenhouse gases in U.S., according to the Environmental Protection Agency

Livestock Transportation

Allow livestock haulers to continue transporting animals safely and humanely by supporting flexibility for livestock haulers under Hours of Service
Support continued electronic logging device (ELD) delay for livestock haulers

The Georgia Senators and Representatives were very receptive to our visit. It was a successful "fly-in" as we flew in one day, hit Capitol Hill running, and flew out the following day. I encourage all cattlemen and women to become involved in the National Cattlemen's Beef Association. This association fights for our rights to continue working in the livestock industry.



NAIA NATIONAL CONFERENCE 2019

ATTENDEE REGISTRATION & HOTEL INFORMATION

MEMBER REGISTRATION

\$150.00 per person

This includes \$20.00 annual membership dues, all tours, workshops, activities and special event

GUEST REGISTRATION

\$120.00 per person

This includes all tours, workshops, activities and special event

HOTEL RESERVATION INFORMATION

Hotel Corque
400 Alisal Road
Solvange, California 93436

ROOM RATE: \$139/NIGHT

****DEADLINE TO RESERVE: SEPTEMBER 19, 2019****

AIRPORT INFORMATION

San Luis Obispo
Santa Barbara
Los Angeles

FOR QUESTIONS, PLEASE CONTACT

Fred Hayes
fred.hayes@usdoj.gov
(805) 315-3074



NAIA NATIONAL CONFERENCE 2019

CONFERENCE AGENDA

MONDAY - OCTOBER 7

1:00 - 5:30PM	Registration
4:00 - 5:00PM	NAIA Executive Board Meeting
6:00 - 7:30PM	Welcome Reception

TUESDAY - OCTOBER 8

7:00 - 8:30AM	Breakfast
8:30 - 9:00AM	Welcome - FCC Lompoc Warden
9:00 - 11:30AM	Vendors Presentation
11:30 - 12:30PM	Lunch
12:30 - 4:30PM	Vendor Trade Show/Networking
6:00 - 7:30PM	Dinner - Reception Hosted by North Carolina

WEDNESDAY - OCTOBER 9

7:00 - 8:30AM	Breakfast/Leave for Tours
8:30 - 9:00AM	Travel to FCC Lompoc Farm
9:00 - 12:30PM	Dairy & Dairy Processing Plant
12:30 - 1:30PM	Lunch
1:00 - 4:30PM	Boathouse (Vandenberg) & Return to Hotel Corque

THURSDAY - OCTOBER 10

7:00 - 9:30AM	Prayer Breakfast/Business Meeting
9:00AM - 12:00PM	Training Sessions
12:00 - 1:00PM	Lunch
1:00 - 4:00PM	TBD
4:00 - 4:30PM	NAIA Executive Board Meeting
5:00 - 7:00PM	Banquet



NAIA NATIONAL CONFERENCE 2019

SPONSORSHIP INFORMATION & PROMOTIONAL OPPORTUNITIES

PLATINUM SPONSOR - CONTRIBUTE \$5,000+

One (1) full page inside cover ad in conference program

Premium ad on NAIA website (www.naia.web)

Booth includes skirted table and chairs

Four (4) conference registrations

Opportunity to address the general session and/or demonstration

GOLD SPONSOR - CONTRIBUTE \$2,500+

One (1) full page ad in the conference program

Ad on NAIA website (www.naia.web)

Booth includes skirted table and chairs

Two (2) conference registrations

Opportunity to address the general session

SILVER SPONSOR - CONTRIBUTE \$1500+

One (1) 1/2 page ad in the conference program

Ad on the NAIA website (www.naia.web)

Booth includes skirted table and chairs

One (1) conference registration

Opportunity to address the general session

BRONZE SPONSOR - CONTRIBUTE \$750+

One (1) 1/4 page ad in the conference program

Ad on the NAIA website (www.naia.web)

Booth includes skirted table and chairs

One (1) conference registration

Opportunity to address the general session

GENERAL ADVERTISING IN THE NAIA CONFERENCE PROGRAM:

Full Page Ad - \$300

Half Page Ad - \$200

Fourth Page Ad - \$150

FOR QUESTIONS, PLEASE CONTACT:

Fred Hayes at fred.hayes@usdoj.gov

(805) 315-3074



ANNOUNCEMENTS

NOW ACCEPTING APPLICATIONS FOR SCHOLARSHIP RECIPIENTS

One main focus of NAIA is the continual advancement of our profession. We value the importance of individuals seeking careers in agribusiness. We look for ways to recognize those individuals by offering opportunities to provide scholarships to applicants that meet the established criteria.

Scholarships are awarded to individuals sponsored by NAIA members and are either a part time or full time students pursuing a bachelor's or graduate degree.

Send your complete packet to:

John (Kenny) Raiford at (757) 335-0750 or email to john.raiford@vadoc.virginia.gov



Questions:

Please call John (Kenny) Raiford at (757) 335-0750

Deadline for scholarship application is June 1, 2019.

These applications will be screened and selected by the Executive Board of Directors. The recipients will be notified prior to the annual conference.

If you would like to nominate someone, please visit www.naia.web and download the scholarship application packet under the "Membership" section.

ACCEPTING BILL MAX MOORE AWARD NOMINATIONS

The Billy Max Moore Award is designed to focus attention on the degree to which excellence exists in our profession, and to recognize outstanding performance.

Email as a scanned document or mail the entire BBM application to:

john.raiford@vadoc.virginia.gov or 14545 Old Belfield Road, Capron, VA 23829

Questions:

Please call John (Kenny) Raiford at (757) 335-0750

Deadline for the Billy Max Moore Award application is June 1, 2019.

Visit www.naia.web to download the nomination application located in the "Home" section.

