



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 2021



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*Image courtesy of iStock.com



LETTER FROM THE PRESIDENT

Fellow NAIA Members,

I hope this newsletter finds everyone and their families well. It seems the first two months of 2021 picked up where 2020 left off. Most of the country has seen severe winter weather, and it is not the start we all had hoped for the year. The parts of the country that are not under ice and snow are flooded from weeks of rain, making for a difficult start to the year. This past summer, the NAIA Board of Directors voted to postpone the 2020 Fall Conference in North Carolina. Currently, the Fall 2021 NAIA Conference is moving forward as planned. Hopefully, by the fall of 2021 there will be some relief from the pandemic and life can return to somewhat normal. The conference dates have been set for October 4-8, 2021 in Greenville, North Carolina. We appreciate your support of the NAIA and look forward to seeing everyone in October.

Thank you for your support of NAIA,

Phillip Sykes



*Prison dairy provides milk and job opportunities
for DOC inmates*



WATCH NOW

Access the link below:

<https://www.youtube.com/watch?v=Ifi5mY-tV2k>



USDA:

New Technology Helps Ranchers Maximize Grass Production

<https://www.farmers.gov/connect/blog/conservation/new-technology-helps-ranchers-maximize-grass-production>

Article courtesy of 'Farmers.gov'
Written by Brianna Randall, USDA NRCS Working Lands for Wildlife
February 24, 2021

One out of every three acres in the U.S. is rangeland. Two-thirds of these are privately owned, mainly by ranchers who graze their livestock in the open country of the American West.

Our rangelands produce premium beef, wool, and dairy. But it's the plants that feed these livestock that are the foundation for profitable agriculture in the West.

But ranchers haven't had a good way to measure how their grass is faring — until now.

The Rangeland Analysis Platform (RAP), developed in partnership with the USDA Natural Resources Conservation Service, Bureau of Land Management, and the University of Montana, allows producers to track changes in the amount and types of plants growing on their property.

RAP is a free online resource that pro-

vides data on vegetation trends across the West from the mid-1980s to the present; and it calculates how productive those plants are. A combination of long-term datasets shows landowners how their lands have changed over time, which translates directly into their operation's profitability.

"We can finally quantify outcomes of rangeland conservation in terms of dollars and cents," says Tim Griffiths, western coordinator for NRCS's Working Lands for Wildlife.

Closing the gap to boost grass growth

Farmers in the central and eastern U.S. have been using technology to track changes in crop production for decades. As soon as they see that their plant productivity is declining — and revenues following suit — they can take steps to address the limitations and boost productivity again. RAP provides the same power to ranchers.

RAP can show ranchers the gap between their potential production and the actual production they realize in terms of pounds-per-acre of grass. It helps landowners understand how much they can potentially gain by changing management practices to boost available forage and close the gap.

Landowners can see how their plant production has changed in a single month or over the span of several years. The technology can be used to visualize plant productivity in an area as small as a baseball diamond or as large as several states.

"Basically, RAP can prevent lost revenues by showing producers where their land is less effective at growing grass. It helps ranchers put the right practices in the right places," says Brady Allred, a University of Montana researcher who helped develop RAP.

Preventing trees from robbing ranchers

One of the main threats to production and profitability on western rangelands is the expansion of trees onto grasslands. From eastern redcedar destroying tallgrass prairie to juniper marching across sagebrush grazing lands, woody species are costing producers millions of dollars in lost forage.

For example, the now-forested property in Nebraska pictured here produced zero pounds/acre of grass in 2014. But in 1985, RAP reveals that same property produced 2,200 pounds/acre of grass — before eastern redcedar consumed the once-fertile prairie.

"Last year, we quantified that western rangelands missed out on tens of billions of pounds of forage due to trees taking over prairies and shrub lands since 1990," says Dirac Twidwell, rangeland ecologist at the University of Nebraska and science advisor for NRCS Working Lands for Wildlife.

This yield gap, says Twidwell is "costing producers hundreds of millions in lost revenue each year."

Take the Flint Hills of Kansas, America's most productive grasslands and the fourth-largest intact prairie left in the world. In 2019, RAP shows that this region produced 21.3 billion pounds of forage.

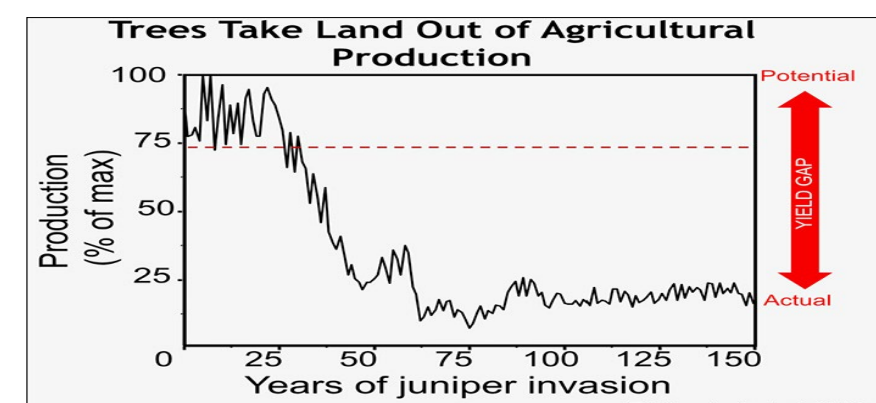
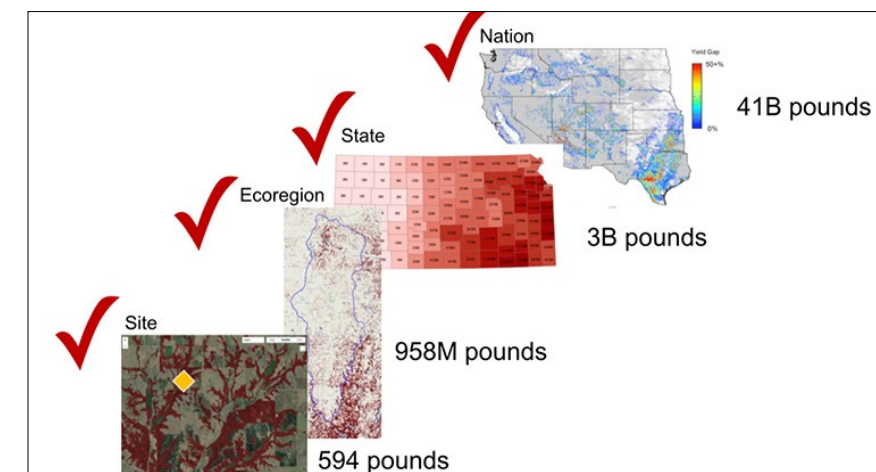
But RAP also shows that ranchers in the Flint Hills lost another billion pounds of forage in 2019 due to encroaching trees. That adds up to nearly 800,000 round-bales of hay lost last year.

Put in terms of dollars, those unwanted trees cost Kansas producers \$8.3 million in lost revenue in a single year.

Stemming the tide of trees with technology

Using RAP's satellite imagery, ranchers across Nebraska are burning seeds and saplings before they become trees; and in Kansas, ranchers are using RAP to cut trees across ownership boundaries to restore prime grass grazing lands.

New technology like RAP helps us "help the land" in order to sustain wildlife, provide food and fiber, and support agricultural families long into the future.





ROGERS FARM GEARING UP FOR CORN PLANTING

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

“Spring is here in southeast Georgia! You can smell the fresh dirt as it is being turned. Sprayers are in the field taking care of cover crops in preparation for the corn.”



GEORGIA CORRECTIONAL INDUSTRIES



Rogers Farm Manager, Will Rineair, gives me the plans for the 2021 crop schedule and I see that planting dates are upon us. It looks like the tractors are going to be very busy. This year's crops will include 575 acres of yellow corn, 220 acres of white corn, 225 acres of silage corn, and 350 acres of second crop yellow corn planted behind silage and potatoes in July.

Seed varieties that were chosen this year include Pioneer, DeKalb, Cropland, Dyna-Gro, and Agri-Gold. All of these varieties have been selected because of performance in on-the-farm seed trials and detailed statistics we received from the University of Georgia Experiment Stations. All seed varieties are selected with full insect packages and following federal refuge guidelines. The corn is planted under center pivot irrigation with application of insect/fungicide and final fertilization applied through the irrigation system.

At Rogers Farm, we plant all corn with a strip-till planting system. The implementation of strip-tilling enables us to be more efficient during planting because there are less trips across the fields without complete tillage of the soil. In order to pull the large strip-tiller, a John Deere 8370R is

used. The planter is a Case 1235 Early Riser 12-row planter with subsoilers that are pulled at a depth of 12-14 inches to break up the hard pan and loosen the soil for the seed bed. The John Deere tractor has front and saddle tanks with a holding capacity of 1500 gallons of fertilizer to be applied at 2 inches off-set and 2 inches under the seed. At the time of planting the corn seed, 17 gallons of 28-0-0-3 nitrogen with thiosulfate with a minor package is sprayed. Applying a microbial compound helps with early seed development (Endoprime) and 5 pounds of Counter 20g applied in the furrow. All of this is done with one tractor, one planter, one trip across the field.

Following planting, we spray a herbicide package and 40 units of nitrogen are applied with a John Deere 4030R sprayer. The strip-till process allows for better time management, less soil disturbance, and less compaction of the soil. All of our tractors are equipped with Green Star Guidance Systems that are linked to the sprayer and combine to collect data of the crop.

I hope we all have a safe and profitable crop year with plenty of moisture and high yields!



A Little Cool Weather In Texas!

Written by Todd Swick
Deputy Director

Texas Department of Criminal Justice, Agribusiness, Land & Minerals

The Texas Department of Criminal Justice Agribusiness, Land and Minerals (ALM) Department is geographically diverse. This diversity typically allows opportunity to avoid widespread weather impacts, such as droughts and floods occurring at all areas and operations; however, recently, this was not the case. Of the many sayings in Texas, a common one is “If you don’t like the weather... Stick around it will CHANGE!” And change became the reality in February 2021.

The first week of February weather forecasts began hinting of a possible cold front that could bring the coldest temperatures of the season to Texas, possibly extending halfway down into the state. As soon as one report predicted lows in the 30’s to 40’s, another report predicted single digits for the same location. As this uncertainty continued, the best thing to do was prepare. Many agricultural operations in Texas, including ALM, are designed to keep animals cool during the summer. Naturally ventilated livestock facilities

are common to allow for cooling breezes, and the need for heat is minor.

Staff in all areas began preparing for the impending catastrophic freeze, officially named “Winter Storm Uri”. As pipes were wrapped, feed supplies were delivered and fuel tanks were filled, forecasts were becoming uniform that it was going to be very cold with an unknown duration. Rain soon led to ice on utility lines. Many areas lost power beginning Thursday, February 11 and temperatures began to drop rapidly. Snow soon blanketed the area, only to be hit with another round of ice, making the entire situation worse. On Tuesday, February 15, parts of Texas experienced temperatures below zero! The coast of Texas, and South Texas near Mexico were below freezing.

Many ALM staff that reported to work during the onset of the storm stayed on the unit for days on end. An outstanding TEAM of ALM dedicated workers spent long days and long

nights. They hand-fed and watered a large portion of the agency’s laying hens, farrow-to-finish operations, equine and the extensive cow-calf operations. In addition, agency inmates were bused to another unit to hand pick a truckload of cabbage as freezing temperatures approached.

As the mercury finally topped 32 degrees on Saturday, February 20, it was time to “lick your wounds and start trying to hair back over.” Initial reports painted pictures of major agricultural losses in the state, including losses of livestock and poultry, and complete devastation of parts of the fruit and vegetable industry. With the overall, truly DEDICATED ALM TEAM of employees on the various units, and some blessings from above, the impacts on the ALM operations were minimal. You may hear people say they are proud to be from Texas... We are VERY PROUD of our TEXAS ALM Employee TEAM!!!





THE BENEFITS OF RETROFITTING

<https://www.agriculture.com/machinery/planting/the-benefits-of-retrofitting-o>

Article courtesy of 'Successful Farming'
Written by Jessie Scott
December 23, 2020



When Dalton Knobloch decided to upgrade his planter, he made a decision that saved him \$100,000. Instead of trading in his existing planter for a new or used model, he bought a cheap, used 24-row White planter, stripped off the row units, and replaced them with Precision Planting's Ready Row Units.

"You can get a used planter pretty cheap; you just have to find one with a good toolbar," says the farmer from West Bend, Iowa, who is also a Precision Planting dealer. "We retrofit the White planter for \$180,000 with Precision Planting products, so we have a high-tech planter. It's more high tech than a brand new one and saved \$100,000 compared with buying new."

Precision Planting started marketing its Ready Row Units with this concept in mind: Farmers can save money by retrofitting an existing planter and end up with a planter equipped with more technology.

Crunching the Number

What are you really getting when you buy a new planter? That's a question that Bryce Baker at Precision Planting set out to answer.

Looking at 12-, 16-, 24-, and 36-row planters, Baker researched the cost of buying a new planter vs. retrofitting Precision Planting technology onto an existing planter.

When buying a new planter, he found that 73% of the price covers the iron, toolbar, hydraulic hoses, tires, central fill tanks, and markers, leaving only 27% to invest in new technology. "In other words, 73¢ out of every dollar it cost you to trade is used to rebuy something that you already own," says Baker. "We believe retrofitting technology onto a planter you already have is the lowest cost way to get a new planter."

ARTICLE: SUCCESSFUL FARMING

How does that math add up? If you take an existing toolbar, add a central fill system, and add Ready Row Units, 57% of the cost covers the toolbar, tires, and central fill. The other 43% goes toward the new row units and additional technology.

Here's an example of what those numbers look like. An average 24-row, high-speed planter costs \$315,200 (using numbers from Harvest International, AGCO, Case IH, and John Deere). If you're retrofitting a 24-row planter to high speed with Precision Planting systems, the average cost is \$85,100. If you're retrofitting a 24-row toolbar with Ready Row Units and high-speed technology, the cost is \$135,800. The technology calculated in this example includes 20|20, vSet, vDrive, DeltaForce, SpeedTube, and CleanSweep.

The price per row for the Ready Row Units ranges from \$1,900 to \$2,100, depending on options. These can be equipped with the latest technology from Precision Planting. Baker recommends focusing on technology that will get downforce correct, such as DeltaForce, and achieving 99% singulation with tools like a vSet meter with vDrive hooked up to a 20|20 Gen 3 Monitor.

For Knobloch's planter, he installed DeltaForce, vSet meter with vDrive, liquid control on every row, and SmartFirmer on every other row.

For Baker's research, he did not include the price of setting up a new planter or the installation of the new row units. When retrofitting a 16-row planter, he estimates it would take 40 to 60 hours of labor at the rate set by a farmer's local Precision Planting dealer.

"I would let the farmer do all of the row unit stuff," says Knobloch, including stripping off the old units and bolting on the new ones. "When it comes to the wiring, I'd recommend having a Precision Planting dealer do it. That way if something goes wrong, it's on the dealer's end, not the farmer's."

Retrofit vs. Trade-In

Where are two situations where retrofitting is a particularly good fit, says Baker. First, if you have a planter with row units that require a lot of maintenance and a farmer who's interested in more technology. Second, if you have a farmer who wants a custom-built planter.





SCHOLARSHIP NOMINATIONS

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 who are either a part time or full time student pursuing a bachelor’s or graduate degree.

For submissions and questions, contact:
Todd Swick, Deputy Director -
Texas Dept. of Criminal Justice (ALM)
P: (936) 437-6655
E: todd.swick@tdcj.texas.gov

Deadline for scholarship application is MAY 22, 2021.
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.

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Our goal is to allow individuals and organizations to receive as much access as possible.

For questions, please contact Amy Pataluna:
aepataluna@gci-ga.com



- Individuals - \$20/year
- 10 Members - \$195/year
- 15 Members - \$290/year
- 20 Members - \$385/year
- 25 Members - \$480/year
- 30 Members - \$575/year

BILLY MAX MOORE AWARD NOMINATIONS

We are now accepting Billy Max Moore Award nominations. The deadline to submit your nomination application is June 1, 2021. Email as a scanned document or mail the entire BMM application to Kenny Raiford.

For submissions and questions, contact:
Kenny Raiford
E: john.raiford@vadoc.virginia.gov
M: 14545 Old Belfield Road, Capron, VA 23829
P: (757) 335-0750
Web: www.naia.web (application located in “Home” section)

WE WOULD LOVE TO FEATURE YOUR ARTICLE
IN OUR NEXT NEWSLETTER

Have an interesting story to share or a topic you would like to see featured in the newsletter?

We would love to hear from you!

For article submissions, please email Amy Pataluna: aepataluna@gci-ga.com

Learn Online With NCIA!



NCIA's **E-Learning Program** is an online professional development platform tailored to the needs of Correctional Industries professionals like you. Developed by subject matter experts in the field of CI, our online courses aim to help you strengthen your skills, learn new ones, and discover new ways of thinking about CI in disciplines including:

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RECIPE

AVOCADO & SHRIMP SALAD

<https://www.youtube.com/watch?v=-COz5TVM5xU>

This healthy shrimp avocado salad tastes crazy good and is loaded with the freshest ingredients

- **PREP TIME:** 10 minutes
- **COOK TIME:** 20 minutes
- **TOTAL TIME:** 30 minutes

SERVINGS: 6 servings

INGREDIENTS:

SHRIMP

- 1 lb medium or large (peeled and deveined)
- 1 tsp Cajun spice
- 2 cloves garlic, pressed or grated
- Pinch of salt
- 2 Tbsp unsalted butter

AVOCADO SALAD

- 1 medium romaine lettuce (5-6 cups chopped)
- 1/2 lb (3 medium) Roma tomatoes, sliced
- 1/2 medium red onion, thinly sliced
- 1/2 English cucumber (or 3 small), sliced
- 2 avocados, peeled, pitted and sliced
- 1 cup corn kernels (from 2 freshly cooked cobs)

CILANTRO-LEMON DRESSING

- Juice of 1 large lemon (3 Tbsp)
- 1/2 small bunch of cilantro (1/2 cup chopped)
- 3 Tbsp extra virgin olive oil
- 1 tsp sea salt or 3/4 tsp table salt
- 1/8 tsp black pepper

HOW TO MAKE:

1. Pat dry shrimp with paper towels and place in a medium bowl. Add 1 tsp Cajun spice, 2 pressed garlic cloves, a pinch of salt and stir to combine.
2. Place a large non-stick pan over medium-high heat. Add 2 Tbsp butter and once its melted and hot, add shrimp in a single layer. Sauté 2 minutes per side or just until cooked through. Transfer to a plate and set aside.
3. Chop, rinse and spin dry 1 medium head of romaine lettuce. You should end up with about 6 cups lettuce. Transfer that to a large mixing bowl. Now add 3 sliced tomatoes, thinly sliced red onion, sliced cucumbers, 2 sliced avocados and 1 cup cooked corn.
4. To make the dressing, start with 3 Tbsp of fresh lemon juice, now finely chop about 1/2 cup of cilantro and stir that in. Add 3 Tbsp of olive oil and extra virgin has the best flavor. Season with 1 tsp salt and a generous pinch of black pepper and stir that together.



