



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

SUMMER 2019





LETTER FROM THE PRESIDENT, FRED HAYES

Greetings NAIA Members and Supporters,

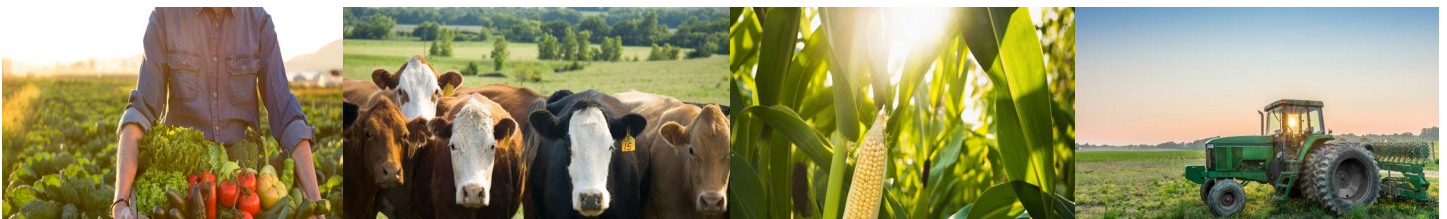
Our goal with this newsletter is to provide quarterly updates to our members on a variety of our organizations' activities and progress in implementing new business opportunities. We have much to be proud about and I want us to share best practices and success stories with one another.

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 we will be able to achieve this outcome. Areas of focus include:

- New lines of business started or details about the planning stages
- Challenges posed by the greater marketplace for our products and services
- Recent success stories of released offenders in agribusiness
- Examples of lower recidivism rates with agribusiness programs

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.

Our main focus during the conference and beyond is to look for ways to improve processes; increase lines of business and grow communication among agencies as well as across the United States.





NAIA NATIONAL CONFERENCE
OCTOBER 7 - 11, 2019

Federal Prison Industries
Dairy Farm
Lompoc, California

We have finalized our schedule, and some highlights include:

- Touring the Unicolor Dairy and Farming operations
- Vendor showcase and product highlights
- Touring Vandenberg Air Force Base; Satellite Launch facilities
- Training and networking opportunities

We thank you for your ongoing support and we look forward to more dynamic engagements 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



NORTH CAROLINA: A NEW AVENUE FOR SOYBEANS

*Submitted by Phillip Sykes
Director of Food Products
North Carolina Department of Public Safety*

North Carolina Correction Enterprises farming operation at Caledonia Correctional Institution has been growing food for North Carolina prisons for over 125 years. As a self-sustaining state agency (receiving no tax dollars from our state legislature) working within ever-changing agricultural markets we have been actively searching for alternative crops to improve profitability. Soybeans have been the primary cash crop for our farming operation for many years. We produce approximately 2500 acres of soybeans at Caledonia along with other row crops and vegetables. After researching organic production and a few specialty crops, we returned to our roots to find middle ground between organic and GMO soybeans. Enter “food grade” non-GMO soybeans.

Procedures and precautions vary slightly when growing food grade soybeans. These soybeans cannot be planted in a field that had Roundup Ready or any other GMO soybean in that field the previous growing season. This precaution is necessary to avoid contamination with volunteer soybeans. In order to properly ferment, the seed coat must remain intact. Harvesting on a timely schedule prevents the seed coat from cracking, a result of environmental conditions which cause the seed to shrink and swell. The need to harvest quickly limits us to growing approximately 600 acres per season. Lastly, these soybeans must be stored separately from other grains. As with all grain, the premium is adjusted based on damage and purpling. If they are too damaged to sell as food grade, the open market still pays a premium as a non-GMO product.



Our venture into an alternative crop has been a positive step for our farming operation. With food grade soybeans our yield is higher, the input costs are 35-40 percent lower than GMO varieties, and we sell at a market plus premium price point. We are currently testing other varieties of soybeans and corn to tap into the premium non-GMO livestock food market.



Food-grade soybeans are on the left. Roundup Ready are on the right. The food grade soybeans are 15-20% larger in size.



Roundup Ready soybean plant on the top. Food-grade soybean plant on the bottom.



Roundup Ready plant (l) had 81 seed pods. Food-grade soybean plant (r) has 171 seed pods.



NAIA SUMMER BOARD MEETING

*Submitted by Phillip Sykes
Director of Food Products
North Carolina Department of Public Safety*



The 2019 NAIA Summer Board Meeting was held June 3-5, in Greenville, North Carolina. In attendance at the meeting was Amy Pataluna (GA), Richard Shaver (TX), Kenny Raiford (VA), Angela Bryant (VA), Jeff Ropp (OK), Phillip Sykes (NC), David Inscoe (NC), and Cheryl Ryder (NC). The board met and discussed NAIA scholarships for the upcoming year, 2019 and 2020 NAIA Fall Conference plans, membership and financials.

On June 4, the attendees toured Caledonia Correctional where NC Correction Enterprises Farm, Cannery, and Fresh Produce operations reside. The group toured the 7500 acre Caledonia Farm and viewed the various field crops, edible soybeans, and vegetables being grown for NC Prisons. The group also toured the Cannery operation where 28 products are manufactured for NC Prisons and several large county jails. The Cannery produces 22 vegetable products, fruit juices, teas, and pancake syrup.

We here in North Carolina would like to thank the attendees for making the trip and we look forward to hosting the Fall Conference in 2020. Hope to see everyone in Texas next summer!



Spotlight

*Submitted by Kenny "John" Raiford
Virginia Department of Corrections*

EVERYDAY HERO: Edward Matthews



Pictured above (l-r) is VADOC Director Harold Clarke, Edward Matthews, Deputy Director of Administration Joseph Walters.

On March 25, Edward Matthews, who serves as a Tractor Trailer driver for the VADOC Agribusiness unit was recognized by Director Clarke at VADOC Headquarters. Matthews. On February 26, Edward witnessed a car crash on the highway while on duty and acted quickly to help save a life. After seeing a car leave the highway and strike a tree, Edward called 911 and stopped to help. There were four people in the vehicle, three of which were able to be pulled out or get out on their own. The driver was trapped in the vehicle and the driver's door would not open. Another person also stopped and together he and Edward were able to get the passenger's door open, cut the driver's seat belt and pull her to safety as flames started to enter the vehicle cab. When the fire trucks arrived, the vehicle was fully engulfed in flames.

Edward has been very modest about his heroic actions that day, but we are especially proud of his actions. Edward will also be recognized for his heroic efforts at the American Correctional Association (ACA) meeting in January 2020.





A 'SWEET' PROSPECT FOR GEORGIA CORRECTIONAL INDUSTRIES

Submitted by Brent Galloway

Georgia Correctional Industries, State Livestock Advisor

Satsuma mandarins are a high quality, seedless, and easy to peel fruit. They are in the same family and very similar to Cuties and Halos, which are clementines grown in California and sold all over the United States. There has been a history of satsumas grown in north Florida, Alabama, and Louisiana since the late 1800s with much of the acreage fluctuating because of severe freezes. Georgia had never explored growing satsumas until recently.

In August 2013, the Lowndes County Extension agent, Jake Price, discussed the possibilities of introducing satsumas to growers. From late 2013 to 2016, six nationally attended programs have been presented in Lowndes County focusing on production and marketing of satsumas. Prior to the initial satsuma production meeting, there were about eight total acres of satsumas in Georgia and three growers.

As of 2017, the acreage has increased to over 300 acres and more than 40 growers. Price has created a database of growers to keep track of information such as the number of trees planted, variety, rootstocks used, source of trees and location in Georgia. Projections for fall of 2018 based on 80 acres coming into production are 994,000 pounds or \$1,491,000 of income for Georgia growers. Three growers in Georgia have now invested in producing rootstocks with hopes to propagate about 60,000 citrus trees in Georgia for local and national sale.

GCI is looking into planting a citrus grove at Rogers Farm in Reidsville, Georgia. The trees will start producing fruit by the 3rd year and with harvest-ready fruit by the 5th year with production of about 5000 pounds per acre. The grove will have the potential to produce up to 35,000 pounds of produce per acre with good management practices. This will be a long term investment for GCI in hope the grove will live forever with proper care and no diseases. We believe this will be a great addition for our food service.



Satsuma oranges



Citrus grove



OPERATIONS HIGHLIGHT:

Texas Department of Criminal Justice

The Texas Department of Criminal Justice (TDCJ) has a strong agricultural history that dates back to the 1800's. Over 100 years of farming and ranching has resulted in the TDCJ Agribusiness, Land and Minerals (ALM) acquiring a very diverse business profile. The ALM programs include beef and pork processing plants, vegetable cannery, feed mills, cotton gins, harvesting equipment, entomology, edible and field crops, swine, poultry, beef cattle and equine operations.

The ALM division's primary function is to support the agency's daily needs of food and fiber. Another priority is our beef cattle herd and equine program. We pride ourselves in our livestock programs and we are known for consistently producing some of the highest quality animals in the industry. This comes from many years of commitment, dedication, and hard work by many TDCJ employees throughout the state that have invested many hours into the care and development of the agency's livestock.

Through the hard work of current and former employees, the TDCJ has once again produced an outstanding group of quality horses. This is in addition to training and providing our offenders with marketable job skills within the livestock industry that can assist them when released back into their communities. These efforts will allow the TDCJ an opportunity this year to proudly provide approximately 50 quality, seasoned horses directly from our livestock and security operations for public auction. (See horse sale flyer for additional information.)





Texas Department of Criminal Justice



Horse Sale



Manufacturing, Agribusiness and Logistics

Selling 50 Head of Registered and Grade Quarter Horses

Preview Starting on Friday, November 22 3:00 PM
And Saturday, November 23 9:00 AM - 12:00 PM
Sale to Follow at 1:00 PM

Madison County Fairgrounds
712 Industrial Park Lane, Madisonville, TX 77864

Follow Texas Department of Criminal Justice on
Facebook, Twitter and Instagram For More Information



Email All Questions to TDCJ_Horse_Sale@tdcj.texas.gov
Acceptable Payments: Cash or Check Only





CORN IS AMERICA'S LARGEST CROP IN 2019

Article courtesy of usda.gov - <https://www.usda.gov/media/blog/2019/07/29/corn-americas-largest-crop-2019>

Posted by Tom Capehart and Susan Proper, Economic Research Service in Research and Science
Jul 29, 2019

Update: In July, USDA's National Agricultural Statistics Service (NASS) collected updated information on 2019 acres planted to corn, cotton, sorghum, and soybeans in 14 states. NASS previously collected planted acreage information during the first two weeks of June, with the results published in the June 28 Acreage report. Excessive rainfall had prevented planting at the time of the survey, leaving a portion of acres still to be planted for corn in Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, New York, North Dakota, Ohio, South Dakota, and Wisconsin; cotton in Arkansas; sorghum in Kansas; and soybeans in Arkansas, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, New York, North Dakota, Ohio, South Dakota, and Wisconsin. If the newly collected data justify any changes, NASS will publish updated acreage estimates in the Crop Production report to be released at noon ET on Monday, Aug. 12. It will be available online at www.nass.usda.gov/Publications, and the new numbers will be updated in this blog.

Despite an unusually wet spring followed by an unusually cool June, America's corn farmers planted even more than they did last year. U.S. farmers have planted 91.7 million acres of corn in 2019, according to the National Agricultural Statistics Service (NASS). That's about 69 million football fields of corn and 3 percent more corn than last year, far more acres than the next largest crop, soybeans.

USDA's Economic Research Service (ERS) publishes a monthly Feed Outlook report that analyzes supply and demand data to provide information on expected prices, production, exports, and feed uses for corn and other feed grains. The following is just some of the information available.



U.S. farmers have planted 91.7 million acres of corn in 2019.

Corn farmers faced one of the most challenging planting seasons in recent memory, and while the corn did get planted, farmers planted much of it later than usual. In early July, 57 percent of the crop was reported to be in good or excellent condition, while last year 75 percent was reported good or excellent by that time. Based on the late start to the crop and the continued cool weather, USDA is forecasting slightly lower yields than last year. At present, however, USDA forecasts that corn supplies will be sufficient to meet demand because farmers have plenty of corn stored from last year's crop. That ear of corn on the cob you may enjoy at a summer picnic is just one of many uses of corn. Here are a few more:

- About a third of America's corn crop is used for feeding cattle, hogs, and poultry in the U.S. Corn provides the "carbs" in animal feed, while soybeans provide the protein. It takes a couple of bushels of American corn to make corn-fed steak; by some estimates, a beef cow can eat a ton of corn if raised in a feed-lot. Both dairy cows and beef cows also consume silage, which is fermented corn stalks and other green plants.
- Just over a third of the corn crop is used to make ethanol, which serves as a renewable fuel additive to gasoline. The Renewable Fuel Standard requires that 10% of gasoline be renewable fuel, but you can find E15 (15 percent ethanol) or E85 (85 percent) ethanol in some areas, particularly in the Midwest.
- The rest of the corn crop is used for human food, beverages, and industrial uses in the U.S., or exported to other countries for food or feed use. Corn has hundreds of uses. It is used to make breakfast cereal, tortilla chips, grits, canned beer, soda, cooking oil, and bio-degradable packing materials. It's the key ingredient in the growing medium for life-saving medicines including penicillin. Corn gluten meal is used on flower beds to prevent weeds.

America's biggest customers are Mexico, South Korea, Japan, and Colombia. U.S. white corn is particularly prized in Mexico and Colombia as a high quality food ingredient, while Japan and South Korea pay a premium for high quality, USDA-inspected feed corn for poultry and beef.

Why does corn have the most acres of any major crop in the U.S.? It can be grown in nearly every State in the U.S. Seed companies provide hybrid, organic, and bio-engineered varieties that are specially bred to be the best for different soil and weather conditions. Seed companies have developed different corn varieties for different end uses, including feed corn, sweet corn, white corn, and popcorn.

You can learn more about corn from a variety of USDA sources. ERS maintains a feed grains database with historical information on production, trade, prices, livestock feed demand, and many other data items. The Agricultural Research Service (ARS) researches insect and weed pests, and new crop varieties. The World Agricultural Outlook Board, part of the Office of the Chief Economist, coordinates economic analysis from across USDA to provide monthly reports on the supply and demand of corn and other crops, while the Foreign Agricultural Service (FAS) and ERS also publish more detailed analysis of specific issues like ethanol usage and foreign demand for feed and food corn and many other crops.



ANNOUNCEMENTS

BOARD POSITIONS OPEN!

There are currently three (3) Board positions open. For more information email or mail your inquiry to:
john.raiford@vadoc.virgina.gov or 14545 Old Belfield Road, Capron, VA 23829

Questions:

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

GROUP MEMBERSHIPS

Now offering Group Memberships.
Our goal is to allow individuals and organizations as much access as possible.

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



Learn Online **With NCIA!**



NCIA's new **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:

- Dynamic Sales Teams
- Soft Skills
- Certified Technical Skills/Apprenticeships
- Career Resource Centers
- Safety & Security
- Operations Management
- Marketing
- Financial Self-Sufficiency
- Inventory Management
- Managing the Workplace Environment

PACKAGE PRICING FOR YOUR CI AGENCY INCLUDES:

50 courses for \$1,500
(\$30/course)

100 courses for \$2,500
(\$25/course)

200 courses for \$4,500
(\$22.50/course)

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Visit www.nationalcia.org/e-learning to take your first course!



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
9:00 - 12:00PM	Training Sessions
12:00 - 1:00PM	Lunch
1:00 - 4:00PM	Training/Networking
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



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