



# 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 2021

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\*Image courtesy of Virginia Department of Corrections





## LETTER FROM THE PRESIDENT

Fellow NAIA Members,

I hope this newsletter finds everyone and their families well. With more than half of 2021 in the books, things are finally starting to return to normal. As things normalize, the 2021 NAIA Conference will be moving forward as scheduled. North Carolina will be hosting October 4th - 8th in Greenville, NC. We hope our members and supporters will be able to travel and attend the event. We will be touring North Carolina Correction Enterprises Farming operation at Caledonia Correctional. The tour will include our Farm operation, our Cannery, and our Fresh Produce Distribution Center.

### **SEE THE HIGHLIGHTS FROM THE SUMMER BOARD MEETING HELD ON JUNE 10:**

- The upcoming fall conference in North Carolina was discussed. The conference committee has a wonderful conference planned.
- This year we will be presenting the Billy Max Moore Award to an outstanding agribusiness professional during the fall conference.
- We have selected four amazing scholarship recipients who will be announced at the conference banquet.
- NAIA by-laws are still under review, and we will provide an update during the fall business meeting.

We are looking forward to seeing everyone in October.

Phillip Sykes



### **HOTEL INFORMATION**

Hotel reservations can be made with the Holiday Inn-Greenville, 203 SW Greenville Boulevard; Greenville, NC 27834 by calling 1-252-355-8300. Room rates are \$119/night. Please reference group name: NAIA Conference 2021. All hotel reservations must be made by September 4, 2021.

### **FARM TOUR**

Dress code for farm tours on Wednesday, October 6, 2021. North Carolina offenders wear green (minimum custody) or brown (medium and maximum custody). Blue jeans are acceptable to wear.

- Please do not wear open toe shoes for the farm tour.
- NO Tobacco of any kind is allowed.

### **COMPANION TOURS**

Please plan to wear comfortable shoes. All of the events are walking tours.

### **BANQUET DRESS ATTIRE**

The NAIA Board of Directors has discussed the dress attire for the banquet. The banquet is a time when pictures are taken, new officers are presented, and awards are given. For those reasons, the Board of Directors is requesting that the dress code for the banquet be business casual, sports jackets, dresses, etc.

### **DOOR PRIZE DRAWINGS**

Please remember to bring business cards with you for the conference. There will be a few door prize drawings of which only a business card entry is acceptable. In addition, your cards offer an exchange of contact information with other attending members.

### **THINGS TO DO IN THE GREENVILLE AREA!**

\* Local Restaurants      \* Golf      \* NC Beaches      \* Historical Sites

There are many local restaurants. Go to <https://visitgreenvillenc.com> for a complete listing of things to do in the Greenville, North Carolina area.





## NAIA 2021 CONFERENCE AGENDA

October 4-8th, 2021  
Holiday Inn  
201 SW Greenville Boulevard  
Greenville, NC 27834

### Monday - October 4, 2021

1:00 p.m. - 5:30 p.m.  
4:00 p.m. - 5:30 p.m.  
6:00 p.m. - 7:30 p.m.

Registration  
NAIA Board Meeting  
Opening Session and Reception

### Tuesday - October 5, 2021

7:00 a.m. - 8:30 a.m.  
8:30 a.m. - 12:00 noon  
12:00 noon - 1:00 p.m.  
1:00 p.m. - 4:00 p.m.  
4:00 p.m. - 5:00 p.m.

Breakfast (provided)  
Vendor Presentations/Educational Sessions  
Lunch (provided)  
Educational Sessions  
Vendor Tradeshow

### Wednesday - October 6, 2021

6:00 a.m. - 7:30 a.m.  
7:30 a.m.  
  
9:00 a.m. - 10:30 a.m.  
10:30 a.m. - 12:00 noon  
12:00 noon - 1:00 p.m.  
1:00 p.m. - 4:00 p.m.  
4:00 p.m.

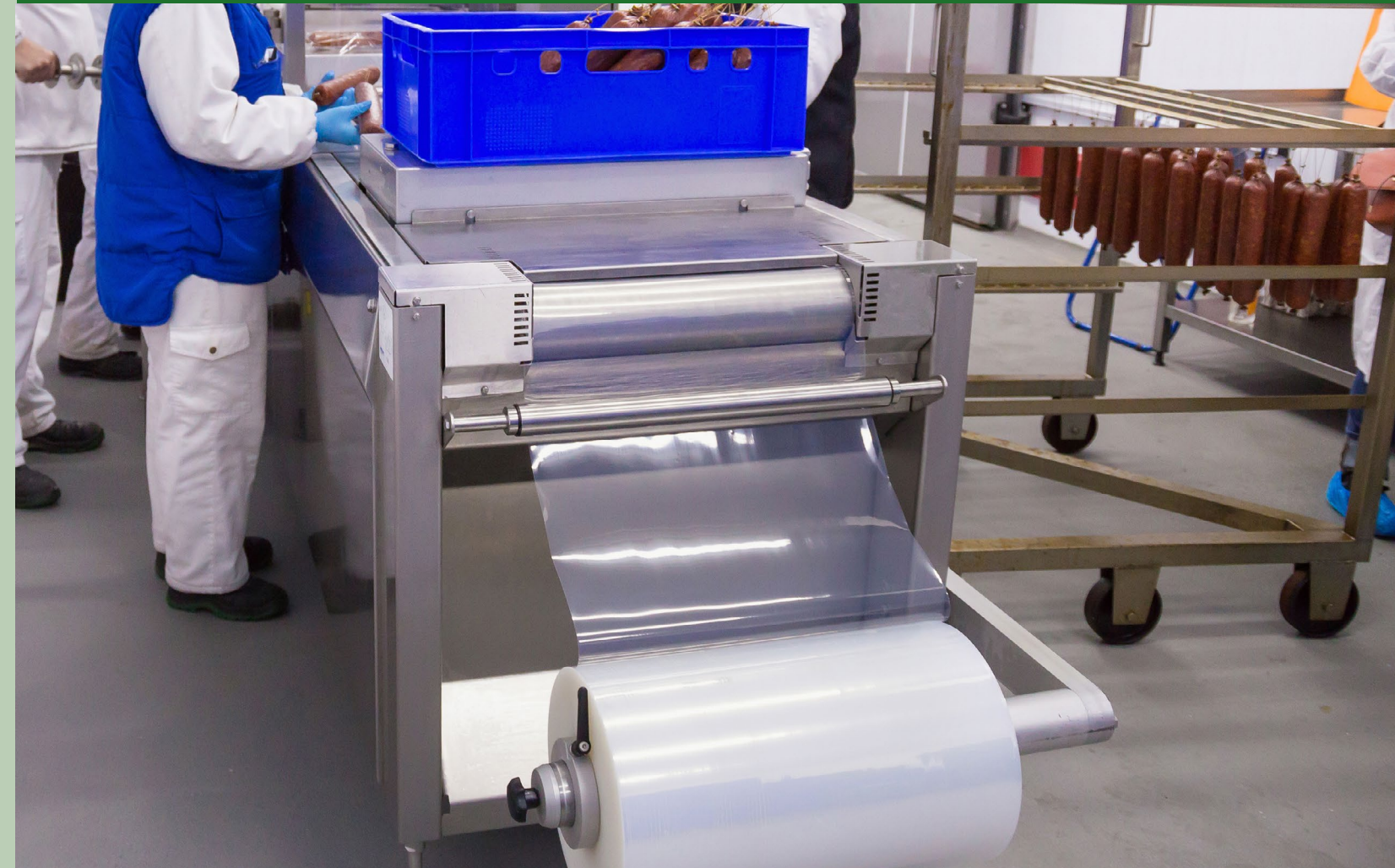
Breakfast (provided)  
Leave for NC Correction Enterprises Farm  
Tour at Caledonia Correctional  
NC Correction Enterprises Farm Tour  
NC Correction Enterprises Cannery Tour  
Lunch (provided)  
NC Correction Enterprises Farm Tour  
Leave for Hotel

### Thursday - October 7, 2021

7:00 a.m. - 9:30 a.m.  
9:30 a.m. - 12:00 noon  
12:00 noon - 1:00 p.m.  
1:00 p.m. - 4:00 p.m.  
4:30 p.m. - 5:30 p.m.  
5:30 p.m. - 8:00 p.m.

Prayer Breakfast and Business Meeting  
Educational Sessions  
Lunch (provided)  
Vendor Tradeshow/Networking  
NAIA Executive Board Meeting  
Closing Banquet (dinner provided)

## OKLAHOMA DEPT. OF CORRECTIONS



*Plant teaches inmates trade and saves taxpayers  
dollars*



**WATCH NOW**

Access the link below:

<https://www.youtube.com/watch?v=AjiqJdY73tE>





\*Image courtesy of Virginia Department of Corrections

# VIRGINIA DEPT. OF CORRECTIONS

## Fencing Construction Underway for Apple Orchard

*Written by Kenny Raiford  
Agribusiness Operations Director  
Virginia Department of Corrections*

The Virginia Department of Corrections Agribusiness unit is in the process of establishing its third apple orchard. This orchard will be planted in a high density trellis system at a rate of 990 dwarf trees per acre. With the tree planting, we are also putting up a deer fence that has proven to work at the other sites. The fence consists of high tensile wire installed on an angle that deters the deer. The deer will not jump it because of the angle and depth in the design. The

material cost is \$1.40 per linear foot, but over the life of an orchard, that seems minimal. The laws and policies regarding hunting on state owned properties have changed in recent years. Since then, the deer damage in produce fields has also drastically increased, resulting in small garden fencing as well. For more information on the fence construction and design feel free to contact us.







## GEORGIA GROWN® LABELS

*Written by James Rogers  
Deputy Director of Agribusiness  
Georgia Correctional Industries*

Agribusiness is one of the largest businesses in Georgia. Georgia Correctional Industries (GCI) manages over 13,000 acres for crop production, livestock and grazing. GCI's programs produce over 40% of the ingredients utilized within Food Service operations. GCI is proud to have products that carry the Georgia Grown® label.

In an effort to support the Georgia Grown® Business initiative of the Georgia Department of Agriculture, GCI recently added the Georgia Grown® label to all cases of farm canned vegetables and eggs. Additionally, GCI incorporated the Georgia Grown® label on signs at these Food Processing Units.

The image below features GCI Farm milk, grits and cornmeal with Georgia Grown® labels.



## WORLD FOOD PRICE INDEX SURGES IN MAY TO HIGHEST LEVEL SINCE 2011 -FAO

<https://www.reuters.com/world/china/world-food-price-index-surges-may-highest-level-since-2011-fao-2021-06-03/>



World food prices rose in May at their fastest monthly rate in more than a decade, posting a 12th consecutive monthly increase to hit their highest level since September 2011, the United Nations food agency said on Thursday.

FAO also issued its first forecast for world cereal production in 2021, predicting output of nearly 2.821 billion tonnes -- a new record and 1.9% up on 2020 levels.

The Food and Agriculture Organization's food price index, which measures monthly changes for a basket of cereals, oilseeds, dairy products, meat and sugar, averaged 127.1 points last month versus a revised 121.3 in April.

The April figure was previously given as 120.9.

On a year-on-year basis, prices were up 39.7% in May.

FAO's cereal price index rose 6.0% in May month-on-month and 36.6% year-on-year. Maize prices led the surge and are now 89.9% above their year-earlier value, however FAO said they fell back at the end of the month, lifted by an improved production outlook in the United States.

The vegetable oil price index jumped 7.8% in May, lifted primarily by rising palm, soy and rapeseed oil quotations. Palm oil prices were boosted by slow production growth in south-

east Asia, while prospects of robust global demand, especially from the biodiesel sector, drove up soybean prices.

The sugar index posted a 6.8% month-on-month gain, due largely to harvest delays and concerns over reduced crop yields in Brazil, the world's largest sugar exporter, FAO said.

The meat index rose 2.2% from April, with quotations for all meat types buoyed by a faster pace of import purchases by east Asian countries, mainly China.

Dairy prices rose 1.8% on a monthly basis and were up 28% on a year earlier. The increase was led by "solid import demand" for skim and whole milk powders, while butter prices fell for the first time in almost a year on increased export supplies from New Zealand.

FAO said its forecast for record world cereal production this year was underpinned by a projected 3.7% annual growth in maize output. Global wheat production was seen rising 1.4% year-on-year, while rice production was forecast to grow 1.0%.

World cereal utilization in 2021/22 was seen increasing by 1.7% to a new peak of 2.826 billion tonnes, just above production levels. "Total cereal food consumption is forecast to rise in tandem with world population," FAO said.





## SOIL PITS: CAN YOU DIG IT?

### Soil Pits Unveil Secrets About Soil Structure and Health



#### DIG A LITTLE, LEARN A LOT

Petersen, a former NRCS employee who is now Orthman Manufacturing's national and global agronomist, has been digging and analyzing soil pits for 45 years. The Guetzko pit talk was part of a soil health field day sponsored by the Iowa Corn Growers Association and the USDA Natural Resources Conservation Service (NRCS). About 40 area farmers attended.

Pit talks always give farmers a "gold mine" of information, according to Petersen. For growers interested in digging a pit themselves, he recommends doing it as close to plants as possible to reveal roots.

For corn, Petersen said the best time to dig is prior to tassel while roots are still growing. However, digging a pit after tassel and outside of a field is still helpful.

"It gives the producer an idea of their soil resources and potential," Petersen said. "Not just yield potential, but the potential to absorb and store water and roots to take up nutrients. And the potential (for the land to be productive) for their grandchildren."

"Farmers get a better idea what they can do with their soil and current limitations," he continued. "There's some limitations in (the Guetzkos) soil profile, but nothing they can't overcome."

To read the rest of the article, visit:

<https://www.dtnpf.com/agriculture/web/ag/crops/article/2021/08/02/soil-pits-unveil-secrets-soil-health>

Article written by: Matthew Wilde, August 2, 2021

DELHI, Iowa (DTN) -- One of the best ways to measure soil health and the effectiveness of crop production practices is several feet underground.

Mike Petersen gave his 1,755th soil pit talk at Grant and Tana Guetzko's farm near Delhi, Iowa. Standing in a hole about 3 feet deep and 2 feet wide near one of the Guetzkos' cornfields, the agronomist and soil scientist found layers of soil compaction several inches deep, limited earthworm activity and few soil pores. All three hinder root development and water infiltration and holding capacity.

The findings surprised Grant Guetzko. He switched from conventional tillage to 100% no-till three years ago, but the ill effects of past tillage practices in the sandy loam and glacial-till soil are still present. The longtime farmer said that, prior to the switch, it was common to chisel plow, field cultivate and run a soil finisher before planting.

"I thought by now we may have gotten rid of compaction and the soil would have more pores," Grant Guetzko said. "It takes time in a no-till situation to (improve it). It's a good thing we switched."



## USDA: "PRODUCT OF THE USA"

### NCBA Commends USDA for Prompt Action on "Product of the USA" Label Concerns

<https://www.ncba.org/newsreleases.aspx?newsid=7501>



Today, the U.S. Department of Agriculture (USDA) announced a top-to-bottom review of the "Product of the USA" (PO-TUSA) label, which will inform a forthcoming rulemaking on this topic. NCBA has long-advocated for voluntary labels that meet consumer demand and allow producers to distinguish their products in the marketplace, and recently filed a petition with USDA's Food Safety and Inspection Service (USDA-FSIS) to eliminate the use of POTUSA and other broad U.S. origin labeling claims for beef products. NCBA commends USDA for the prompt action to address industry concerns regarding the misleading nature of this generic label.

"The 'Product of the USA' label is not subject to source verification, is not tied to any kind of food safety standard, and is applied by packers and retailers in a manner that does not deliver value back to the cattle producer. This label not only misleads consumers, it is yet another barrier to producers gaining leverage and distinguishing their product in the marketplace," said NCBA President Jerry Bohn. "NCBA members have voiced concerns about the potentially misleading use of the label and we thank USDA for responding to those concerns and recognizing that non-source verified labels are a disservice to producers and consumers alike. We look forward to working with USDA to find labeling solutions that represent investments made by producers to continually improve their product and meet consumer demand."

USDA's announcement came after the Federal Trade Commission (FTC) held a public hearing on FTC-2020-0056, Made in USA Rulemaking, Matter No. P074204. The Commission voted 3-2 in favor of the final rule, to take effect 30 days after publication in the Federal Register. The new rule will strengthen FTC's authority to enforce "Made in USA" labels. NCBA submitted comments on the proposed rule in 2020. NCBA's comments reminded the FTC that USDA has primary jurisdiction over all meat food product oversight activities, including the approval and verification of geographic and origin labeling claims.

While the FTC and USDA announcements may have similarities, NCBA believes that USDA is the best-equipped agency to properly oversee beef labeling and we support USDA's continued jurisdiction over labeling of meat food products.

NCBA's grassroots policy supports a more appropriate generic label, such as "Processed in the USA." In addition, NCBA stands ready to work with USDA's Agricultural Marketing Service (AMS) to proactively educate cattle producers, processors, and retailers about the various opportunities that exist to develop voluntary, verifiable origin marketing claims that deliver tangible benefits to cattle producers without violating rules of trade.



NOW OFFERING GROUP MEMBERSHIPS!

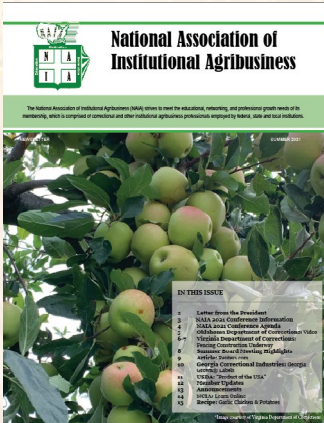
Our goal is to allow individuals and organizations to receive as much access as possible.



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

Member benefits include:

1. Quarterly newsletters (electronic and printed)
2. Member email communications
3. Networking opportunities within the organization
4. Training opportunities within NAIA and NCIA



WE WOULD LOVE TO HEAR FROM YOU!



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

For information, please email Amy Pataluna:  
[aepataluna@gci-ga.com](mailto:aepataluna@gci-ga.com)

Having a livestock sale?

Looking for a piece of equipment?

LET US KNOW!  
We can send out an email blast or add it to the newsletter!



*“NAIA strives to meet the educational, networking, and professional growth needs of its membership...”*





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:

- Post-Release Employment Services **(NEW!)**
- Shop Finances **(NEW!)**
- Dynamic Sales Teams
- Soft Skills
- Certified Technical Skills/Apprenticeships
- Career Resource Centers
- Inventory Management

- Situational Awareness **(NEW!)**
- Safety & Security
- Operations Management
- Marketing
- Financial Self-Sufficiency
- Managing the Workplace Environment

PACKAGE PRICING FOR YOUR CI AGENCY INCLUDES:

<b>50 courses for \$1,500</b> (\$30/course)	<b>100 courses for \$2,500</b> (\$25/course)	<b>200 courses for \$4,500</b> (\$22.50/course)
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GARLIC CHICKEN & POTATOES

*This quick and easy recipe is sure to excite your taste buds.*

**PREP TIME:** 20 minutes  
**COOK TIME:** 50 - 60 minutes  
**TOTAL TIME:** 1hour, 10-20 minutes  
  
**SERVINGS:** 6 servings

INGREDIENTS:

- 2 pounds small red-skinned potatoes, quartered
- 3 tablespoons extra-virgin olive oil
- 1/2 teaspoon cumin seeds (optional)
- Kosher salt and freshly ground pepper
- 4 cloves garlic, finely chopped (garlic powder can be substituted)
- 2 tablespoons packed light brown sugar
- 1 lemon (1/2 juiced, 1/2 cut into wedges)
- Pinch of red pepper flakes
- 4 skinless, boneless chicken breasts (1 1/2 to 1 3/4 pounds)
- 2 tablespoons chopped fresh cilantro or parsley



HOW TO MAKE:

1. Position a rack in the lower third of the oven and preheat to 425 degrees F. Toss the potatoes with 1 tablespoon olive oil, the cumin seeds, 3/4 teaspoon salt, and pepper to taste. Spread in a large baking dish and roast until the potatoes begin to brown, 25 to 30 minutes.
2. Meanwhile, heat the remaining 2 tablespoons olive oil in a small skillet over medium heat. Add the garlic and cook, stirring frequently, until lightly golden, about 2 minutes. Remove from the heat and stir in the brown sugar, lemon juice and red pepper flakes. Remove the baking dish from the oven, push the potatoes to the sides and arrange the chicken breasts in the middle. Season the chicken with salt and drizzle with the garlic mixture. Return to the oven and bake until the chicken is cooked through and the potatoes are tender, about 20 minutes.
3. Remove from the oven; transfer the chicken to a cutting board and slice. Add the cilantro to the baking dish and toss with the potatoes. Serve the chicken with the potatoes and lemon wedges. Drizzle with the pan juices.



