



# 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

WINTER 2022

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## LETTER FROM THE PRESIDENT

Howdy and Happy New Year,

What an amazing year 2021 brought us and wishing everyone blessings as we step into 2022.

I want to thank the North Carolina Department of Public Safety Correction Enterprises' TEAM led by Mr. Phillip Sykes for the very professional and organized 2021 NAIA Conference! I look forward to working closely with Phillip and others moving forward.

Within the Texas Department of Criminal Justice, the Agribusiness, Land and Minerals' TEAM spent many days in 2021 trying to analyze and combat the various global impacts that continue to impact us all. This mentality makes me proud knowing how agricultural communities will spend whatever time it takes to address both small and large issues, even as much as helping strangers. And even with the long hours, these strong agricultural communities will continue to provide the time to reflect on the smaller things in life that can easily be pushed to the back burner. I ask everyone to take a moment and reflect on the positives around us. We all make a difference!

With that, I plan on dedicating more time to the 2022 NAIA Conference scheduled for Texas as we start this new year! We have confirmed the date of October 17-20, 2022. I will be getting more details out about the 2022 conference soon. Again, I am proud for the opportunity to work with all of you and truly excited for the opportunity to learn along the way! I look forward to seeing everyone in October '22!

Todd Swick, NAIA President

P.S. We can use help with any articles about your enterprises for our newsletter! I enjoy reading about all of the progress.



## “WHY I WORK IN AGRIBUSINESS”

**JOHN WALTON**, Supervisor 2 (Poultry)  
North Carolina Correction Enterprises



“My family has always been in the agribusiness field. Some of my family were small tobacco & grain farmers and meat inspectors. Some worked at Tyson® foods, some grow their own chickens and turkeys, and even a truck driver who hauls grain up and down east coast. Agriculture is not just about farming. It is a lot more complex than that. It has a lot of moving parts from the research, growing livestock or crops, to harvesting to shipping, receiving and distribution. It all leads up to the one goal anybody in the agribusiness world is concerned about and that is the growing population. The population is growing exponentially and this means more food is needed. One of the biggest problems in today's society is knowing how we will feed them tomorrow. Like every industry, agriculture does have its difficulties, which makes every day an adventure. In the long term, demand for agriculture & agribusiness is only going to rise and become even more challenging, and I myself love a challenge. I just want to do my part by helping, even if it is just a little bit to feed this population that will probably reach 8 billion by the end of the year.”

*“I just want to do my part by helping, even if it is just a little bit to feed this population...”*



## SOUTH CAROLINA DEPARTMENT OF CORRECTIONS

### NAIA Networking: A Valuable Resource



In June 2021, the Agriculture Division at SC DOC expanded the dairy operation to include the production of ice cream. This new production line includes six flavors and seasonal flavors to be offered in pints, gallons and three-gallon bulk containers. The sales points for this new line include vending machines in public visitation areas, employee “Farm Stand,” the inmate canteen and institutional kitchens. The new product line has received great reviews and support from the employees and staff of the entire agency.

The ice cream plant utilizes a proprietary recipe base mix produced in the Grade A Processing Plant. This mix includes the excess cream from standardizing milk products to meet the dietary and nutritional guidelines of the inmate population. Additionally, the financial stability and sustainability of the Agriculture Operations has increased through an additional revenue stream, which further utilizes the existing processing plant to produce another value-added product from existing production.

Recently, SC DOC Agriculture had the pleasure of hosting a delegation from GA DOC to tour the dairy and processing operations, as they make plans for a potential construction and expansion of the dairy operations that service the GA inmate population. During the tour a recently installed packaging machine and the ice cream operation were highlighted including samples.

The true value of participation and support of the NAIA was never more evident than during this tour, as two sister state agencies were sharing ideas and experiences. Additionally, the decision to purchase and install the packaging machine was made after consulting with CA Federal Prison Industries, who still continue to offer advice and support during the natural learning curve.



## “The Cowboy Crew”



**WATCH NOW**

Access the link below:

<https://www.youtube.com/watch?v=uKj4AQnk-RpU&list=PLGfBLY9Dcf-2Vil1uwzDgjokXfP7rGjZV>



# CHANGE:

## Planning, Working, Decisions & Overcoming

*Submitted by Todd Swick  
Deputy Director of Agribusiness, Land and Minerals  
Texas Department of Criminal Justice*

As 2020 faded, 2021 stepped in ready, willing, and able to bring many more challenges and opportunities to Americans, especially the Agribusiness sector. There were the deep freeze and power outages, floods, droughts, wildfires, and everything in between. Sadly, COVID and variants continued to affect our country, neighborhoods, and families. One of the unanticipated byproducts of COVID was the phrase “supply-chain” becoming a household term. Widespread discussions about shortages created panic as fingers pointed at various industries from truckers to labor. Previous experiences with labor shortages enabled the institutional agriculture sector to react with minimal agony.

Within the Texas Department of Criminal Justice, Manufacturing, Agribusiness and Logistics Divisions and Agribusiness, Land and Minerals Department (ALM), months of planning and preparation are invested in every enterprise’s production. Outlining the steps to produce a crop, wean an animal, produce required feed and even canned vegetable production is easy; however, we often have moments we must decide if we can make “one more year” with the tools in our toolbox. One recent ALM decision was to complete one more year using agency owned, older cotton pickers, boll buggies, and module builders on facilities close to our agency cotton gin. “Just one more year, please, one more year – truthfully, this was also our phrase for several years prior.

Custom pickers are utilized on several thousand acres of

agency cotton, but with a quick tropical storm followed by almost weekly rains, the custom pickers were behind on their dedicated acreage on multiple facilities. As one should expect, the just “one more year” slogan quickly turned into one machine down, then two machines down, followed by the other machines functionality becoming questionable. With over 1,000 acres of beautiful cotton remaining at the Ellis Unit where the agency gin is located, reality hit that we must do something really quick since it was already mid-October, and a traditionally wet winter was coming.

An obvious solution to the problem was custom pickers, but they were already behind. ALM then began researching the possibility of renting a picker; however, a round bale module had never been ginned at the Ellis Unit. The next solution was to obtain round bale modules picked by the custom picker and move them to the agency gin, but how would they be hauled? A review of resources identified trucks and trailers that could be used, and the problem was averted until it was time to determine how they would be unloaded at the gin. Solution found. A large tractor was used by getting close to the dock. Staff was making progress and the round bales were at the gin, but remember, there was no module feeder. It was all manual. The next problem solving opportunity for the team was to figure out how to remove the plastic. Carefully, was the decision! Amazingly, the process was smooth, and the module ran easily through the gin!





By this time, the rented round bale, module building cotton picker was on the way. The hard work and dedication of agency finance and purchasing staff was completed. Now, ALM was left to determine who would operate the machine. Well, the vendor quickly provided training to staff with harvesting experience and now it's work time. Progress continues, and so do the challenges and solution. For instance, when faced with the obstacle of moving the cotton bales from the field to the gin, finance and purchasing staff came through once again and obtained a module bale spear.

On a clear, cool November day, the dedicated ALM staff members went to work picking cotton. Although anxious, they knew the task. And as a TEAM, they made amazing things happen. They baled the agency's first round cotton

module! This TEAM had extreme devotion to their job, their crop, and their responsibility to harvest! Working long hours and sleeping less, this was an awesome accomplishment by ALM and clearly shows that CHANGE is not all bad.

To enlighten everyone, the ALM Field Crop Supervisor, Harvesting Crew, Ellis Unit Farm Manager and Crops Supervisor, and Cotton Gin Crew are continuing their responsibilities into January, probably longer, ginning.

Very proud of our agency's accomplishments and this is one of the many accomplishments that miraculously came together at the end for a success!



*L-R, Adam Humphrey, ALM Field Crop Enterprise Manager, Victor Garza, Ellis Unit Field Crop Supervisor, Eddy Jezisek, Harvesting Crew.*

## GREENEYE TECHNOLOGY SECURES ITS FIRST COMMERCIAL SALE OF AI-ENABLED PRECISION SPRAYING TECHNOLOGY



work with corn and soybean farmers in the Midwest and will increase availability to other states in 2023. Within days of announcing its early adopter program in the U.S., the company was oversubscribed, indicating the growing interest from farmers for a commercially viable precision spraying solution.

The system is designed to integrate seamlessly into any brand or size of commercial sprayer, removing the need for farmers to invest in new machines. It also ensures that precision spraying can be carried out at the same travel speed as broadcast spraying. "Weeds represent one of the greatest threats to global crop production," says Nadav Bocher, CEO of Greeneye Technology. "In the U.S. alone, they are estimated to cost farmers more than \$33 billion in lost production annually. Today, farmers address this challenge by spraying herbicides across the entire field – even though weed infestation may be as low as 10%. As a result, not only are farmers spending far more money on herbicides than they need to, but millions of gallons of herbicides are being needlessly sprayed each year. This is contributing to the mounting challenges posed by herbicide-resistant weeds, chemical drift, and soil and water contamination.

With the commercial sale of its AI-enabled precision spraying technology to a large farming operation in Israel, Greeneye Technology has reached a major milestone in its mission to significantly reduce herbicide use in agriculture, increasing productivity and profitability for farmers.

Backed by Syngenta, Greeneye says its precision spraying technology has been proven to cut herbicide use by 78% and reduce herbicide costs by more than 50% (average figures), while also improving weed control efficacy compared to traditional broadcast spraying (See video). This is achieved through AI technology that can detect and spray weeds in crops (green on green) with 95.7% accuracy.

This is the first stage in the company's global rollout, which will continue in early 2022 with its launch in the U.S. market. Initially, Greeneye plans to

**Read the full article.**

**Access the link here:**

<https://www.agriculture.com/news/technology/greeneye-technology-secures-its-first-commercial-sale-of-ai-enabled-precision>



**Winter management must start in the fall, before cold weather. This means carefully assessing body condition on pregnant cows when calves are weaned, and developing a plan to provide sufficient nutrition to allow cows to maintain moderate-to-good condition**

Winter management must start in the fall, before cold weather. This means carefully assessing body condition on pregnant cows when calves are weaned, and developing a plan to provide sufficient nutrition to allow cows to maintain moderate-to-good condition before their next calving.

James England, University of Idaho DVM, says cows must be in good condition (preferably a body condition score 6) to handle weather, calving and rebreeding. “With adequate condition at the start of winter and good maintenance throughout, most animals winter well. But, without adequate nutrition, anything else we do is set up for failure,” he says.

Stockmen often underestimate the importance of fall nu-

trition and body-condition scoring. In fact, Ron Skinner, a Hall, MT, DVM and seedstock producer, says about 70% of open cows in Montana each year are the result of inadequate fall nutrition.

An adequate, balanced diet may merely mean adding a trace-mineral supplement to native pasture, some good hay, a protein supplement if grass becomes too dry, or hay if the grass becomes depleted or snowed under. If a cow is deficient in protein or phosphorus through fall and winter, she won't rebreed on time after calving. Plus, thin cows are unable to handle the stress of bad weather and lose more weight. And, it takes more feed to put weight back on a cow during cold weather.

## “BEEF MAGAZINE”: WINTER COW CARE



If you manage pastures properly – without overgrazing or running out of grass – forage-efficient cows won't lose much weight during fall or winter grazing; they generally gain weight after weaning calves and go into winter with fat reserves.

Many factors influence a winter-feeding program. These include climate and grass growth; whether pastures snow under and can't be grazed; the available forage your climate or operational design (irrigated vs. nonirrigated pastures, forage varieties, crop aftermath, etc.) allows; and the type of cattle. It's most profitable to match the cattle to your feed sources rather than try to feed cattle not fit to the environment.

To help cattle maintain health and body condition during winter, vaccinations should be up to date, parasite populations assessed, and cattle dewormed and deloused, if necessary.

“If lice are a winter problem, it's best to delouse cattle in late fall/early winter, before lice start to increase in numbers,” says Jack Campbell, University of Nebraska professor emeritus. “Lice increase their reproductive rate in cold weather, so you get more generations in a shorter time span.” A good kill in early winter – before lice affect cattle performance – will generally keep cattle free of these parasites until spring.

How much hay or supplement a cow needs depends on weather conditions, cow age and body condition, available pasture or crop residue, and reproductive stage of the cow. Some herds do well through fall and winter on good native pasture with just a salt/mineral supplement, especially if cows aren't nursing calves. But, if snow covers the grass deeply or weather gets quite cold, they may need hay.

In cold or stormy weather, cattle need more energy to maintain body heat. This can be adequately supplied by forages, since fermentation breakdown of roughage in the rumen produces heat. If cattle aren't fed additional energy, they rob body fat to keep warm, and lose weight.

During extremely cold or windy weather, cows should be given all the hay they'll clean up, or a protein supplement on dry pastures to encourage them to eat more. As long as protein is adequate, cows can process/ferment sufficient roughage to provide energy and body heat. Access to good windbreaks during severe weather is important to reduce cold cows' stress and energy requirements, as well.

“Assuming cows have adequate energy from forage, the next important thing is mineral supplementation, which is critical for digestion of forage,” says Dick Fredrickson, DVM/nutritionist for Simplot, Grandview, ID.

Salt should always be provided, since this is the mineral most lacking in forages. Some geographic locations also are deficient in copper, selenium or zinc, so know the mineral content of your forages and provide supplements accordingly.

“The trace-mineral status of the cow affects all aspects of production and reproduction, as well as the future well-being of her calf,” England says.

Read the full article here:  
<https://www.beefmagazine.com/health/winter-cow-care-1001>



### GCI Purchases Horses for Beef Operation

Rogers Farm beef operations purchased additional horses to use in the daily chores. With the farm being located in southeast Georgia, we have a lot of woods and swampy areas in our pastures. The horses allow us to move through these areas with ease where ATV's and trucks are unable to go. As well as in North Georgia, we have the mountains with very steep inclines that we graze cattle and it is too steep for trucks and ATV's. Using horses with cattle gives us a higher vantage point to see the cattle and further distances

when looking for cattle. When on horseback, you can move cattle around more quietly and change direction quicker than with an ATV or on foot. When working cattle whether on horseback, ATV, or on foot, we need to focus on minimizing the stress to the animals. Pictured above (left to right) is Donnie White (Rogers Beef Manager), Josh May (Corrections Officer) and Justin Galbreath (Beef Supervisor). The horses are Bee, Wrangler and Bucky.



NAIA CONFERENCE 2022  
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**DO YOU HAVE STAFF OR AN AGENCY YOU WOULD LIKE TO "SHOUT OUT" FOR GOING BEYOND THE CALL OF DUTY OR FOR A RANDOM ACT OF KINDNESS?**

**WE WOULD LOVE TO HEAR FROM YOU!**



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



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