



# National Association of Institutional Agribusiness

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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 2023



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## LETTER FROM THE PRESIDENT

Greetings from South Carolina!

Hoping this correspondence finds you and your families safe and excited to navigate the challenges, opportunities and success stories which are presented with the arrival of a new year.

With total transparency in mind, I would like to make the membership aware of correspondence which the Board of Directors received from our longtime board member and Treasurer, Amy Pataluna, sharing the following: "I have been asked to be the Executive Director of the National Correctional Industries Association (NCIA). Most of you are familiar with this organization. We market their webinar training opportunities and their conference in our newsletter, in return they help share information about NAIA. I have accepted this position and will be starting with NCIA on January 2, 2023." I can tell you that there was a huge sigh of relief across the recipients of this email, the loudest being from myself, when she continued, "I have discussed my current role as NAIA Treasurer with their President, and they are comfortable with me remaining on the Board of NAIA as Treasurer." The Board of Directors is grateful for Amy's loyalty, service and continued future dedication to the NAIA and its mission, offering our heartfelt congratulations as she begins her new role.

NAIA continues to be one of the best kept secrets in the agribusiness industry. Our members' passion, experience and willingness to share resources is our greatest asset and offers a unique opportunity for consultation, problem solving and relationships. Once again, I will ask our membership to continue to encourage inactive members to re-engage, while emphasizing the importance of recruiting new participation from all aspects of agribusiness. Having previously shared my philosophy that the best person to tell your story is you, I would like to encourage each of you reading this publication to forward the electronic version, hand carry or mail the hard copied version to someone in our industry or one of the many supporting industries that allows us to be successful in our professional lives.

It is my hope and belief that a follow-up conversation will generate the potential for a new membership as we continue to expand our invaluable network.

As always, our membership is what makes this organization special. Please do not hesitate to share your concerns or ideas with any member of our standing committees or the Board of Directors.

Sincerely,

Richard A. "Rick" Doran, Jr., NAIA President  
Agriculture Division Director  
South Carolina Department of Corrections



## ARKANSAS DEPT. OF CORRECTIONS

### Cummins Unit Farm named Century Farm

Posted by:

Manda Bass on October 5, 2022

<https://doc.arkansas.gov/stories/cummins-farm-named-century-farm/>



Gov. Asa Hutchinson and Arkansas Agriculture Secretary Wes Ward recognized the Cummins Farm this week by inducting it along with 36 other Arkansas farms into the Arkansas Century Farm Program.

"It is an honor to have the Cummins Farm recognized as a Century Farm," said Corrections Secretary Solomon Graves. "This is an opportunity to spotlight the Department of Corrections' Agriculture operations. Many people aren't aware that the Division of Correction manages over 20,000 acres of farmland, saving taxpayers between \$5 and \$6 million a year through inmate consumption and providing inmates with farm-fresh food and valuable agriculture job skills."

The Cummins Farm is over 11,000 acres and located at the Cummins Unit in Grady. The Lincoln County farm has been operated by the Department of Corrections since it was purchased for \$140,000 in 1902. The farm includes row crops, gardens, poultry, dairy and beef cattle. Vegetables grown at the farm and eggs and milk processed there feed inmates, saving tax dollars. Inmates who work on the farm also gain valuable, marketable skills that increase their chances for success after release.

"We have a strong success rate with inmates learning a work ethic through our program and then getting jobs," said Davey Farabough, Division of Correction Farm Administrator. "Everything we produce goes back into the units to help

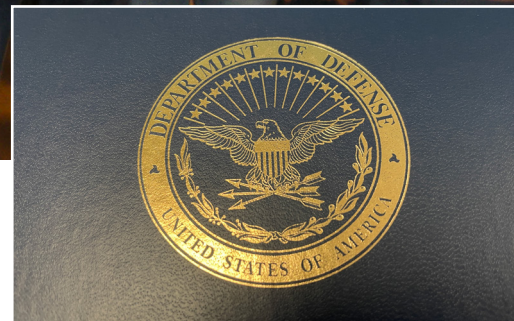
offset the cost and relieve the burden on taxpayers."

The Division recently launched the Agricultural Equipment Technician program as an additional opportunity for inmates to earn certification through their work at the Cummins Farm. Through independent study and on-the-job training, inmates enrolled learn how to maintain and operate agricultural equipment. Four students completed the program during the summer, and 14 more are currently enrolled.

The Arkansas Century Farm program recognizes Arkansas farms of 10 acres or more owned by the same family for at least 100 years. The Arkansas Department of Agriculture began the Century Farm program in 2012 to highlight the contributions of these families to the agriculture industry as well as their overall contributions to our state.

"Agriculture is Arkansas's No. 1 industry. Farmers are the strength of our state. To be a farmer takes great perseverance. No one is more optimistic than a farmer. No one perseveres more. The families that have held the same farm for a hundred years or more demonstrate that," Gov. Hutchinson said. "Farm families are essential for our economy, but you also are part of the fabric of our state. Congratulations to this year's Century Farm Families." 563 farms are currently recognized as Arkansas Century Farms throughout the state.





At the Texas Department of Criminal Justice (TDCJ) Neal Unit Beef Plant in Amarillo, Texas, maintenance employee, Mr. Gary Carroll, is a valued employee. Throughout his career, Mr. Carroll has been called upon to take on special projects, participate in agency oversight of a complete roof replacement with ammonia system improvements as well as all the “other duties as assigned” within the plant.

In January 2022, Mr. Carroll received another type of call. This time Mr. Carroll was called to report as a Texas State Guard to serve the State of Texas! The Texas State Guard, along with the Texas Army National Guard and Texas Air National Guard, is one of the three military branches comprising the Texas Military Department. The Texas State Guard provides Texas with support in state missions, from emergency and disaster response to border security and community service. No matter the need, the Texas State Guard stands ready to serve--they are “Texans Serving Texas.”

Mr. Carroll has been with the Texas State Guard for many years and reported to assist in Hurricane Harvey relief along the Texas Gulf Coast. The new call was to assist on border security along the southern border of the United States of America.

Proudly accepting the call to duty, Mr. Carroll did not forget about his TDCJ family he left behind in Amarillo. Mr. Carroll honored and surprised his leadership team by presenting them with a very special certificate. Mr. Michael Hobbs, Beef Plant Maintenance Supervisor, and Mr. Dennis Childress, Beef Plant Manager, were both presented certificates as a “Patriotic Employer” from the Office of the Secretary of Defense: *Employer Support of the Guard and Reserve*. We are honored to have such a dedicated employee who serves, and we are blessed to have one who will take the time to recognize his team during his absence while he serves. One cannot help but take your hat off and say...

*Thank you, Mr. Carroll,  
for your service!*

## 2023 NATIONAL CONFERENCE



### SAVE THE DATE

#### WHEN:

November 13 - 17, 2023

#### WHERE:

Embassy Suites by Hilton  
Charleston, South Carolina

More information coming soon.

“The conference was well organized. I enjoyed making connections with farm personnel from other states that will be beneficial for development at our farms. The presentations by the vendors provided us with good information about their products and services available to us.

- Ray Garcia, Farm Manager  
Texas Department of Criminal Justice





**Keith Schinabeck** FARM MANAGER, SR.  
Virginia Department of Corrections

I joined VADOC Agribusiness in 2004 and have had the opportunity to see places and people that I never would have in any other industry. Very few places allow you to be at a dairy farm, milk plant, meat plant, hauling silage, and chasing beef cattle all in the same day. I work with Agribusiness for this challenge of the diverse work that transpires on a daily basis and to be a role model for inmates, instilling these invaluable skills to bring out to their future workplace. Filling any position involves having experience; however, vesting the mindset of integrity, respect, and commitment to those working with and around you turn your work into a real career. Seeing inmates have the drive for a better future and staff ambition to excel in their areas are reasons I am proud to be with VADOC Agribusiness.



**Brandy Snyder** BEEF SUPERVISOR  
Virginia Department of Corrections

Agribusiness has given my peers and myself so many great opportunities and new experiences here at the State Farm in Virginia. Growing up on a 60 head beef cattle farm I would have never seen myself where I am today managing a herd size of 1100 plus. The managers here are great role models and are always ready to teach at any given moment; therefore, expanding my knowledge and applying it in my everyday tasks. Without this great agency and fellow supervisors, I would not have been able to further develop my knowledge in agriculture at such a young age and for that I am forever grateful.



**David Bonner** FEED MILL SUPERVISOR  
Texas Department of Criminal Justice

Managing the feed mill is a job that I thoroughly enjoy. My staff and I mix and store feed for the Livestock operations. We teach offenders skills in mixing feed and equipment upkeep. Managing a feed mill for the agency has a lot of responsibility and purpose. I feel it's a privilege to serve ALM in my capacity.



**Wayne McMahon** LIVESTOCK SUPERVISOR  
Texas Department of Criminal Justice

I enjoy working with great people and look forward to the job I do everyday. We are proud of our beef operation and appreciative of all the support we get from our leadership.

## “WHY I WORK IN AGRIBUSINESS”

“Seeing inmates have the drive for a better future and staff ambition to excel in their areas are reasons I am proud to be with VADOC Agribusiness.”



**Ray Garcia** FARM MANAGER  
Texas Department of Criminal Justice

I was fortunate to have been raised on a working ranch and learned how to work the land, raise cattle and appreciate the value of hard work, honesty and dependability. Those traits have taken me a long way in life, and I hope to pass that on to my peers and TDCJ inmates. The work we do in the agriculture industry requires dedication, hard work, creative thinking and teamwork. TDCJ has given me the opportunity to continue performing the agriculture work I love and to be a leader for the young upcoming staff and inmates in our program and become better people both at work and in their personal lives.



**Jerry ‘Jay’ Karriker** EDIBLE CROPS SUPERVISOR  
Texas Department of Criminal Justice

Teaching offenders gardening skills and about the food chain is something I truly enjoy doing. It's a great thing to see offenders learn how vegetables start as a seed and grow into a nutritional portion of someone's meal.



**James Williamson** INDUSTRIAL SPECIALIST  
Texas Department of Criminal Justice

A quote from Winston Churchill comes to mind: “We make a living by what we get, we make lives by what we give...” Being employed in a correctional environment definitely has its challenges. Meeting and rising above these challenges have not only helped me to become a better person, but it also creates an opportunity for me to help others I work with do the same, both fellow employees and Inmates. For me to see it as nothing more than a paycheck is a dis-service not only to myself but, to my community and society. There is no doubt that our Agribusiness provides much needed commodities and services to TDCJ, but I like to think those of us within Agribusiness provide more than that, because I will always see it as more than just a job.



## USDA: AS THE WORLD ECONOMY SLOWS, SO WILL U.S. FARM EXPORTS



U.S. farm exports will fall back to \$190 billion this fiscal year, down 4% from the record set in just-ended fiscal 2022, as economic growth slows in most countries, forecast the Agriculture Department on Tuesday. Soybeans, the No. 1 ag export, as well as cotton and corn would see the largest declines, jointly falling by 7%.

“The global economic outlook for calendar year 2023 remains uncertain due to inflation, changing monetary policy conditions, and trade disruptions caused by the Russian invasion of Ukraine,” said the USDA in its quarterly Outlook for U.S. Agricultural Trade. Global economic growth was forecast at 2.7%, down from 3.2% in 2022. Except for China, central banks around the world were tightening their money supplies to combat rising inflation rates.

Exports were a record \$196.4 billion in the fiscal year that ended on Sept. 30. Warfare in the Black Sea region drove commodity prices higher amid strong global demand for food and ag prod-

ucts. Commodity prices are expected to weaken as the growth slows around the world in the months ahead.

Soybean exports were forecast at \$32.8 billion, down by \$500 million from fiscal 2022 and generating more than \$1 of every \$6 in ag shipments. Growers harvested a smaller crop this year than last so there are fewer soybeans to export in the face of increased competition from South America. The U.S. cotton crop was the smallest since 2013 because of drought. Cotton exports are expected to plummet by \$2.9 billion to \$6 billion because of the smaller stockpile and shrinking consumer demand for clothes and home textiles. Corn exports would total \$18.5 billion, a \$1 billion drop, due to smaller demand.

China, the leading customer, would buy \$34 billion of agricultural exports, compared to the record \$36.4 billion of the past year, said USDA analysts, primarily due resurgent competition from Brazil and Argentina for soybean sales. “In addition, lower cotton unit values, sharply reduced U.S. sorghum

production and weak pork demand further constrain the trade outlook,” said the USDA.

One-fifth of U.S. agricultural production is exported, so the foreign market is a major factor in farm revenue. Grains and oilseeds, such as soybeans, would account for \$90.5 billion, or nearly half, of this year’s ag exports. Livestock, dairy, and poultry would generate \$41.4 billion and horticultural products \$39.5 billion.

For the third time in five years, food and agricultural imports will exceed exports, creating an ag trade deficit, said the USDA. Imports were forecast at \$199 billion, with fruits, vegetables, nuts, beer, wine, and distilled spirits providing nearly half of the shipments.

Source:

<https://www.agriculture.com/news/crops/usda-as-the-world-economy-slows-so-will-us-farm-exports>

## OKLAHOMA DEPT. OF CORRECTIONS

### Agri-Services Expands Enterprises with Goats

*Submitted by:  
Tyler W. Dean, Agri-Services Coordinator II  
Oklahoma Department of Corrections*

If you visit the Lexington Assessment and Reception Center (LARC) or the Joseph Harp Correctional Center (JHCC), both located in Lexington, Oklahoma, there’s a chance you will see something you have not witnessed at the Oklahoma Department of Corrections – goats. Over 200 nanny goats to be exact. Oklahoma DOC Agri-Services recently expanded its portfolio of enterprises and invested in goats and the future looks to be a huge benefit to Agri-Services, DOC and the State of Oklahoma in multiple ways.

Goats are gaining in popularity across the United States. USDA puts all goats and kid inventory at 2.66 million on January 1, 2020. That is up 2% from 2019 and up nearly 23% from January 1, 2012. This is a growing industry that offers a lot of upside.

The most obvious benefit that adding goats to Agri-Services’ portfolio of enterprises is diversity. Diversity is cited numerous times across industries for being the aspect that contributes to business’ success. With Agri-Services’ port-

folio already including Beef Cattle, Horses, Dairy Cattle, Milk Processing, Meat Processing, Opportunity Buy Food Program, Grain Production, Firewood, and Pecans, finding an additional enterprise to add, without requiring a huge capital budget, was not easy, but goats at LARC do just that.

The Agri-Services Unit at LARC had a slight advantage from some of the other units because 200 acres of the LARC unit was already fenced suitable for goats. Nine of those acres were fenced with a highly secure pen containing a loafing shed providing the perfect place for birthing goat kids. The infrastructure was there and not being utilized, thus a great place to begin. The major capital expenditure needed to quickly establish a goat enterprise at LARC would only be the capital to purchase the goats themselves. With current demand and markets holding steady, that capital investment is expected to be returned in three kid crops.

*Continued on page 10*







The goal for LARC is to produce and market three kid crops in two years, thus having a 100% return on investment in two years. Furthermore, in just two short years, Agri-Services expects to have a herd of 200 nanny goats paid for and returning a profit around \$25,000 per kid crop. LARC Agri-Services is going to be able to utilize existing infrastructure that was otherwise unused, to produce a product that will provide significant value to the Department, but for many, that is a by-product of the bigger benefits goats offer Agri-Services.

Agri-Services is the caretaker of a vast number of natural resources across the State of Oklahoma. Through careful, planned execution, Agri-Services is able to turn that large asset into valuable products for the Department of Corrections and the State of Oklahoma. The natural resources at LARC Agri-Services could easily be described as harsh. Much of the land has been encroached upon by invasive and woody plant species like sericea lespedeza, ragweed, sumac, blackberry and green briar. These plants come into an environment and are able to out compete and out do the native species, thus continually taking over more and more resources and eventually choking out the native species that provide

good forage for cattle and wildlife. Options for removing and/or controlling these species of invasive and/or woody plants is limited to mechanical, chemical or natural.

Mechanical control would require a large capital investment for equipment such as a dozer. Size of the dozer would play a large role in the capital expenditure; however, regardless of size, a dozer would incur continual costs to operate. Operator hourly wages, fuel expenses as well as maintenance and repairs – just to name a few. If Agri-Services spent \$75,000 on a dozer, the operational expenses would rapidly add up. Assuming a daily work load of 10 hours, Agri-Services would spend \$4.00 per day on inmate labor and approximately \$175.00 per day on fuel. \$179 per day does not account for any maintenance, parts or repairs. Given the state of the invasion at LARC Agri-Services, the number of hours to return the land resources to pasture, would be quite substantial.

Chemical control requires getting the chemicals to the affected areas. Much of the affected ground is inaccessible due to rough terrain or the substantial amount of invasive species growth. The tractors and spray equipment Agri-Services currently has available

just cannot get to the invasive species to get the chemicals applied. In 2019, LARC Agri-Services utilized a contracted helicopter to apply chemicals to 100 acres of some of the most severely compromised pasture land. At a cost of almost \$50 per acre, the expense seemed justifiable. The plan was to spray the affected ground and then utilize logging of the larger trees and controlled burns to return the ground to pasture within 3 years. To date, that plan has not been highly successful because while the initial application of chemical did result in a good kill of larger trees needed for logging, it also had a negative effect in removing the tree canopy thus allowing sunlight to the ground which resulted in an explosive growth of the invasive species – especially red cedar trees and green briar. Their growth has significantly slowed the ability to harvest trees for firewood as planned. And with these two specific invasive plant species – additional chemical control would most likely be wasted as both species have a waxy leaf surface that does not allow chemicals to adhere to them well and thus chemical treatments do not see great control rates with these species.

*Continued on page 11*



# OKLAHOMA DEPT. OF CORRECTIONS



Natural control method includes grazing and thus the investigation, research and investment into a goat herd. Many if not all the problems with mechanical and chemical control options can be averted or do not exist with goats as a natural control option. A capital investment and operating costs are required for goats; however, as stated, they can provide a significant return. Control of invasive species, especially those that have proven to be large problems at LARC after chemical control methods have been utilized – red cedar and green briar – are two plants species goats are highly fond of. Green briar itself offers incredible nutrients - up to 40% protein - to animals like goats willing to eat it.

At LARC Agri-Services, control of invasive plants leading to restoration of pastures is the driver behind the added enterprise. Goats edge out other control methods because of their financial returns while gaining control, but looking long-term, goats can provide diversity and continue to provide financial returns to Agri-Services. Once they are no longer desired for control methods, studies show that operations can run goats and cattle side-by-side

at similar stocking rates. Due to the fact that goats have an innate browsing forage nature, goats and cattle have very different diets and look to graze different feedstuffs. This alone can save Agri-Services thousands of dollars in chemical application to pastures. Reducing weeds and increasing grasses is key to our beef cattle operations and if LARC Agri-Services can increase its beef cattle stocking rates because of improved pastureland while maintaining a goat operation, this will allow LARC to contribute increased profits to Agri-Services as a whole. This ultimately results in a more effective utilization of the Department's land assets.

Additionally, a successful goat operation at LARC Agri-Services could lead to brush/weed control options for other units. Should NOCC Agri-Services have a pasture severely infested with green briar, the kid crop from LARC could be sent to Northeast Oklahoma Community Corrections Center (NOCC) for a period of intensive grazing to regain control of the pastureland. Should OSR desire to raise the canopy on the mesquite trees to allow grass growth underneath them,

the kid crop can be sent to Oklahoma State Reformatory (OSR) for a period of intensive grazing to accomplish this goal. The options and possibilities for utilizing natural control through goats is endless and regardless of the unit's need, Agri-Services looks to benefit from having this in our management arsenal.

Agri-Services strives to take the best possible care of the resources entrusted to us while utilizing those resources to help inmates gain skills for post incarceration. A diverse operation provides exposure to a diverse group of skills. The goat industry's growth and expansion has gone on for the past 10 years and does not seem to be slowing. Goats allow Agri-Services to reduce input costs while providing diversity, new skills to inmates and additional revenue streams. Goats help Agri-Services achieve our mission to produce, purchase, and provide food items needed to meet master menu requirements, efficiently manage agency-owned land resources, and provide meaningful employment to inmate workers.



## 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



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...”*

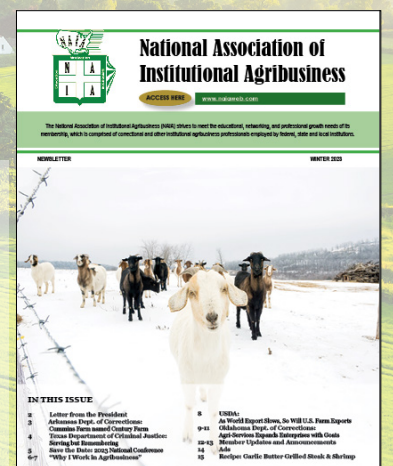


## WE WOULD LOVE TO FEATURE YOUR ARTICLE IN OUR NEXT NEWSLETTER

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: [apataluna@nationalcia.org](mailto:apataluna@nationalcia.org)





# SAVE THE DATE

NCIA **2023** National Training Conference



**April 24–27**

Hyatt Regency Bellevue

Eastside of Seattle — Bellevue, Washington

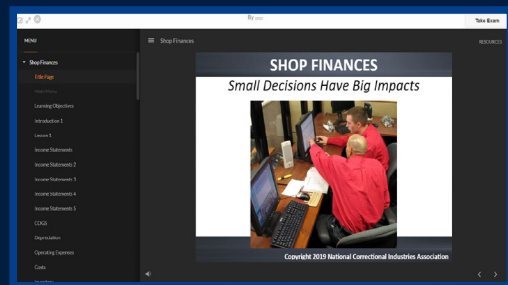


## eLearning

*Professional development  
at your fingertips!*

[nationalcia.org/e-learning](https://nationalcia.org/e-learning)

A platform tailored to the needs of Correctional Industries professionals, and 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.



- **50 for \$1,500 (\$30/course)**
- **100 for \$2,500 (\$25/course)**
- **200 for \$4,500 (\$22.50/course)**
- **Individual courses are \$49 each**

**SAVE with  
Bulk Courses  
for Your  
Agency!**

- Courses Available**
- Post-Release Employment Services
  - Shop Finances
  - Dynamic Sales Teams
  - Soft Skills

- Certified Technical Skills/Apprenticeships
- Career Resource Centers
- Safety & Security
- Situational Awareness
- Operations Management
- Marketing
- Financial Self-Sufficiency
- Inventory Management
- Managing the Workplace Environment

## RECIPE

### GARLIC BUTTER GRILLED STEAK & SHRIMP

<https://www.youtube.com/watch?v=SjIRtxKpv6Q&t=8s>

Garlic Butter Grilled Steak & Shrimp recipe is ready on the table in less than 15 minutes.  
Easy to make and PERFECT for the barbecue or grill inside using a grill pan!

**PREP TIME:** 10 minutes  
**COOK TIME:** 15 minutes  
**TOTAL TIME:** 25 minutes

**SERVINGS:** 4 servings

#### INGREDIENTS:

- 6 tablespoons unsalted butter, divided
- 4 cloves garlic, (or 1 tablespoon minced garlic)
- 1 tablespoon fresh parsley, chopped
- 1 tablespoon olive oil
- 4 New York Steak strip steaks (Porterhouse steaks)
- Salt and pepper
- 8 ounces (250 g) shrimp deveined, tails on or off

#### HOW TO MAKE:

1. Mix together butter, garlic and fresh chopped parsley. Refrigerate until ready to use.
2. Heat a large grill over high heat. Lightly grease grill plates with oil. Pat steaks dry with paper towel. Brush lightly with oil and generously season with salt and pepper.
3. Grill steaks for 4-5 minutes each side until browned and cooked to desired doneness. Spread half of the butter all over of steaks. Transfer steaks to a warm plate and let rest for 5 minutes.
4. While steaks are resting, melt remaining butter. Season shrimp with salt and pepper.
5. Reduce heat to medium and grill your shrimp for 5-6 minutes, depending on the size and thickness of your shrimp. Flip each one halfway through cook time and continue cooking until they turn nice and pink in color while white and opaque on the inside.
6. Toss remaining butter through shrimp and serve with steak!

#### \* NOTES:

For steaks, you can use Strip, Sirloin, Ribeye, T-bone, Eye fillet, Scotch fillet or Porterhouse steaks.  
Tail on or off shrimp are fine. If grilling frozen shrimp, thaw first and pat dry with paper towel before grilling.





