



# The IICCA Newsletter

## Iowa Independent Crop Consultants Association

May 2002

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### Board of Directors

#### President

Shannon Gomes  
319-352-0919  
cbcc@pgtv.net

#### Secretary

Gary Beeler

#### Treasurer

Wayne McClintock

#### Directors

Hal Tucker  
Kay Connelly

### Notes From the President

*Shannon Gomes*

Spring Greetings. Much has happened since our March Annual Meeting.

**Executive Director.** We have a [committee report \(see page 4\) on the "Proposed Duties for IICCA Executive Director"](#) and a recommendation from the Board as to the direction IICCA should proceed for the Executive Director duties. There is an online voting box located at the IICCA website for voting member use. Basically the Board recommends IICCA enlist services of the Iowa Soybean Association Insight to serve as Executive Director. The Board feels that this approach will provide IICCA needed professional services and elevate IICCA, giving needed exposure to agribusinesses and farmers. [The Letter of Agreement between IICCA and Association Insights can be found in this newsletter on pages 5 - 6.](#)

**Third Party Vendors.** Other important news is the potential impact of the new farm bill/conservation planning on crop consulting. I attended a meeting on 17 March 2002 sponsored by the NRCS State Conservationist Leroy Brown on Third Party Vendors for Conservation Technical Assistance. The NRCS recognizes the need for assistance from the private sector. Of particular interest were the responses from the many conservation/environmental groups represented concerning the need for independent/non-biased assistance to farmers. Point of contact for Iowa's Third Party Vendor Coordination is Tom O'Connor at (515) 323-2224 or email [tom.oconnor@ia.usda.gov](mailto:tom.oconnor@ia.usda.gov). Chris Murray, AAI Foundation, has been designated as the Iowa CCA "coach" to assist in certifying Nutrient Management Specialists. Chris will be involved with certifying steps 5 – 9 of the [9-step process. \(See page 7\)](#)

The first step in the process is completion of Modules 1 – 5 of the "Conservation Planning Course" located at [www.ftw.nrcs.usda.gov/start.htm](http://www.ftw.nrcs.usda.gov/start.htm).

**CCA Credits for IICCA Annual Meeting.** Lastly, IICCA has been approved for 5 CCA credits for the IICCA Annual Meeting on February 28 – 1 March 2002. The following CEU's were granted:

Nutrient Management (NM)	2.0
Pest Management (PM)	0.5
Soil/Water (SW)	1.0
Crop Management (CM)	1.5

If you did not sign the attendance log, contact me at 319-352-0919.

## IICCA Annual Spring Meeting

### Minutes of the Meeting:

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Minutes of the IICCA Annual Meeting, March 1, 2002

The meeting was called to order by President, Shannon Gomes.

2001 annual meeting minutes read by W. McClintock. There was a motion to accept the reading of the Minutes as read, seconded and unanimously approved.

#### **Old business**

The IICCA scholarship at ISU was discussed.

At present the scholarship has not been used. But there was resolve to continue with the scholarship.

The Annual Meeting committee needs to get active again for the 2003 meeting. There was a need to find out who was currently part of the annual meeting committee.

#### **Membership Drive**

Shannon said he had received a list of Iowa Crop Consultants from the Bayer meeting and would pass on that list to the members to contact these individuals. Shannon suggested it is important to get these consultants active in the IICCA.

#### **New business**

Executive Director's Position

Shannon: because of the resignation of Robin P. we have sought out replacements for her. This morning we have two Executive Director submissions. The Iowa Soybean Association and The Agribusiness Association both have proposals.

Sue Dersheid of the Iowa Soybean association brought forth her proposal. She said that her proposal was based on what Shannon had provided her. And that she and the ED staff at ISA would be flexible.

The Agribusiness Association proposal was read by Shannon.

Discussion ED and direction

Some wanted less ED activity and more Consultant activity.

Jay Johnson suggested that the executive director should be more of an organizer and less do-all. Jay says that the consultants need to be more in control of the activities of the IICCA.

Someone also mentioned that over the last few years the ED has been doing the things the president has historically been doing.

Others liked the ED position but wanted more control of the meeting agendas.

What direction do we want to go?

Someone asked for a resolution to have the IICCA Board appoint a committee to review the IICCA Executive Director's position. The committee would consider the two proposals set forth by the Iowa Soybean Association and the Agribusiness Association as well as other options in consideration of the needs of the IICCA members. This committee would then report back to the IICCA Board by the 1<sup>st</sup> of April with their suggestions.

(Sub-note: Tom Smidt, Jay Johnson and Kay Connelly later asked to be on this committee.)

### **Meeting adjourned.**

Respectfully submitted,

Hal Tucker  
712-732-3030

### **Treasurer's Report:** \_\_\_\_\_

The association banking balance on 3-1-02 equaled: \$11,824.74.

Expenses accrued between 3-1-02 & 5-1-02 equaled: \$3,045.06. These expenses were for web site work, Executive Director fees, and Annual Meeting fees.

Income between 3-1-02 & 5-1-02 equaled: \$672.03. This income was from annual dues & interest income.

This leaves the IICCA with a banking balance of \$9,451.71 on 5-1-02.

Wayne McClintock  
Treasurer

## Executive Director Committee Report

### Proposed Duties for IICCA Executive Director

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Overview: We believe that the majority of IICCA members believe that we need to retain more control of our organization than we have had since instituting the position of Executive Director. We also realize that there are several areas where an Executive Director can be of great benefit to our organization. In addition, it appears that our budget will not allow us to pay an Executive Director \$4,000.00 to \$6,000.00 annually as proposed by the Iowa Soybean Assoc. and Iowa Agribusiness Assoc. for current duties.

Below, we have outlined those areas that we believe we should ask an Executive Director to perform. We have also noted those tasks that we feel our membership should be responsible for.

#### Executive Director Responsibilities:

1. Maintain an office that would answer phone calls & correspondence representing IICCA. Direct calls/correspondence to correct IICCA members.
2. Serve as central location to maintain database (Membership Directory) and handle mailings.
3. Help with meeting logistics.
4. Have a good working relationship with Sustaining Members and potential Sustaining Members.

#### IICCA Membership Responsibilities:

1. The IICCA Treasurer should handle our accounting. We need to have guidelines so that this can be handled in a reasonable amount of time and to facilitate the transition from outgoing treasurer to newly elected treasurer.
2. A "program committee" should be responsible for ascertaining the educational needs of the membership and setting up meetings with those needs in mind. They also need to communicate with sustaining members when organizing technical update meetings.
3. Determine content of quarterly newsletters. We may also need a standing committee to direct this.
4. Contact consultants in the state who are not members of IICCA and fill them in about benefits of IICCA membership.

We feel that we should be able to hire an Executive Director to perform the duties noted above for \$1,500.00 - \$2,000.00 annually.

Note--We feel that the IICCA website is an excellent resource and a good value when considering that it has eliminated the cost of printing and mailing of our newsletter. Could our webmaster help us with newsletter layout?

Jay Johnson  
Kay Connelly  
Tom Smidt

# Proposed Agreement between IICCA and AI

## Letter of Agreement for Iowa Independent Crop Consultants Association (IICCA)

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This Agreement for specific association management services is made and entered into between Association Insight, located at 4536 114<sup>th</sup> Street, Urbandale, Iowa 50322 (hereinafter "AI") and Iowa Independent Crop Consultants Association (hereinafter "IICCA").

### **Agreement Terms**

The Agreement will commence with the signing of this Letter of Agreement for 12 months. As we near the end of the 12 months, IICCA and AI will discuss renewing and possibly extending the current Letter of Agreement.

### **Termination**

Either party upon ninety days written notice of such termination may terminate this agreement.

### **Management Fee**

IICCA will pay AI \$500 management fee within 30 days of the signing of this Agreement. Beginning in July 2002 AI will bill IICCA bi-monthly for \$500 for continuation of management services. AI will provide the following services:

- Maintain an office that would answer phone calls and correspondence representing IICCA.
- Direct phone calls/correspondence to IICCA members.
- Serve as central location to maintain database (Membership Director) and handle mailings.
- Handle logistics of board meetings and other specific meetings directed by the IICCA board.
- Attend board meetings, take minutes and disseminate minutes.
- Develop and maintain working relationship with Sustaining Members and potential Sustaining Members.
- Develop an active membership retention plan for IICCA that also includes setting achievable goals to enhance membership growth. The plan will evaluate ideas of generating awareness of IICCA within the industry.

### **Billing**

AI agrees to submit a monthly billing for all services rendered and direct expenses incurred by the 15<sup>th</sup> of each month. Each expense direct shall be listed separately with no add-on fee. IICCA will reimburse AI for stated expenses within 15 days of the receipt of each monthly invoice.

**Indemnification**

AI shall indemnify and hold harmless IICCA, Its officers and directors, employees and agents from any and all claims for damages or judgments by a third party that may In any manner arise out of the actions of AI which it property performs as directed by IICCA.

AJ shall indemnify and hold harmless IICCA, its officers and directors from any and all claims for damages or judgments by a third party that may in any manner arise out of actions or failures to act by IICCA, its employees or agents.

**Governing Law**

This Agreement shall be governed by and construed in accordance with the laws of the state of Iowa.

**Confidentially**

AI agrees that with respect to any and all materials, reports, correspondence, or other documents identified as confidential matters by the [ICCA board of directors, AI shall not disclose, distribute or publish such Confidential Materials to any third party, unless otherwise requested by a duly authorized member of the IICCA board of directors.

**Other Services**

A separate fee will be developed for other projects that are not included in the services listed above. Additional time must be approved in writing by the IICCA board of directors for the implementation of new projects.

**This agreement is accepted and approved by:**

Iowa Independent Crop Consultants Assn.	Date
Association Insight*, Vice President	Date
Association Insight*, President	Date

\*Association Insight is a division of Aginsight

### Certified Nutrient Management Specialist Program

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***To become certified as a Nutrient Management Specialist an Iowa CCA must complete the following nine steps:***

- Step 1.** Complete "Conservation Planning Course - Part I". Modules 1-5 are available on the NRCS National Employee Development Center (NEDC) web site [www.ftw.nrcs.usda.gov/start.htm](http://www.ftw.nrcs.usda.gov/start.htm).
- Step 2.** Attain at least an 80% on the Iowa post-test for modules 1-5 of the "Conservation Planning Course"
- Step 3.** Complete the "Introduction to Water Quality" course on the NEDC web site. This course is a prerequisite to the "Nutrient and Pest Management Considerations in Conservation Planning". CCA's must pass the pre-test or complete the course modules and pass the test.
- Step 4.** Complete the nutrient management track of the "Nutrient and Pest Management Considerations in Conservation Planning" course on the NEDC web site. CCA's must pass the pre-test or complete the course modules and pass the test.
- Step 5.** Following the completion of **Step 3 and 4**, the CCA will attend a one day facilitated session. The training at this session will focus on the requirements of the Iowa NRCS 590 Nutrient management Standard including the Iowa Phosphorous Index, the nutrient management criteria in the NRCS Comprehensive Nutrient Management Planning Technical Guidance and "Agricultural Waste Management Systems: A Primer" video.
- Step 6.** Complete the nutrient management component of a conservation plan. This will be done in the field with a client and a NRCS approved planner/coach. The planner/coach will recommend the CCA for certification as a Nutrient Management Specialist (NMS).
- Step 7.** The CCA-NMS must maintain their CCA status and complete a minimum of 60 hours of professional improvement every three years. A minimum of 20 hours must be in nutrient management.
- Step 8.** The CCA-NMS must develop at least 20 nutrient management plans over the next three years, with a minimum of 6 per year.
- Step 9.** The CCA-NMS will be reviewed at least once every three years. A NRCS approved planner/coach will review 5 of the 20 or more plans during that three year period, including one plan in the field with the CCA-NMS and their client.

## Calendar

### Calendar of Upcoming Events:

Date	Time	Place	Event/Contact
June 14, 2002	9:00 - 12:00	Nashua Research Farm	Ag Professional Field Day/ Brenda Schmitt 641 228 1453
June 18, 2002	10:00 - 3:00	Top Deck Holsteins, Inc., 2 miles West of Westgate, Iowa on Hwy C33.	Manure Field Day (Demonstrate a dairy manure digester that produces biogas for electricity and hot water.)/ <a href="#">Dan Meyer</a> , Extension Ag Engineer (563) 425-3331 <a href="mailto:djmeyer@iastate.edu">djmeyer@iastate.edu</a>
June 20, 2002	1:00 - 3:00	Nashua Research Farm	Field Day/ George Cummins, 641 228 1453
June 27, 2002	1:00 - 3:30	SE Iowa Research and Demonstration Farm Crawfordsville IA	SE Iowa Research & Demonstration Farm Spring Field Day* / Jim Fawcett, 319-377-9839
July 9, 2002	4:30 - 8:00	Rhodes Farm	Rhodes Field Day/ Alan Keninger, 641-792-6433, <a href="mailto:aken@iastate.edu">aken@iastate.edu</a>
July 12, 2002	1:30 - 3:30	Nashua Research Farm	Ag Pro Field Day/ Brenda Schmitt 641 228 1453
July 15-16, 2002	8:00 - 5:00	FEEL Lab Ames	Crop Diagnostic Clinic
July 17- 18, 2002	8:00 - 5:00	FEEL Lab Ames	Crop Diagnostic Clinic
July 22-23, 2002	8:00 - 5:00	FEEL Lab Ames	Crop Diagnostic Clinic
August 20, 2002	4:00 - 8:00pm	Neely Kenyon Research	Farm Field Day /Deb Hall 641/743-8412 <a href="mailto:dehall@iastate.edu">dehall@iastate.edu</a>
August 21, 2002	8:00 - 5:00	FEEL Lab Ames	Soil Mgmt School
August 22, 2002	8:00 - 5:00	FEEL Lab Ames	Soil Mgmt School
Sept. 3, 2002	8:00 - 5:00	FEEL Lab Ames	Late Season Disease Clinic
Sept. 4, 2002	8:00 - 5:00	FEEL Lab Ames	Alfalfa Clinic
Sept. 5, 2002	1:30 - 3:30	Nashua Research Farm	Fall Field Day/ Brenda Schmitt 641 228 1453
December 3, 2002	9:00 - 5:00	TBA	IICCA Tech Update
December 4 - 5, 2002	8:00 - 5:00	Schemann Bldg	ICM Conference
January 15 -18, 2003		Arlington, VA	NAICC Conference/ Allison Jones/JonesNAICC@aol.com 901-861-0511

\*Tour stops featured at the field day will be "Glyphosate Products for Soybeans and Herbicide Combinations for Corn" by Jim Fawcett; Seed Coating for Corn and Soybeans - Will it Expand the Planting Window? by Gary Munkvold; Replacing Petroleum with Biorenewables - The Future of Agriculture by Jill Euken; and Triticale - A Third Crop For Iowa? by Margaret Smith. The tour will be preceded by a special CCA session in the morning.

**Watch the website for updated information about upcoming events.**  
[www.iowacropconsultants.com](http://www.iowacropconsultants.com)