



# IICCA Newsletter

## Iowa Independent Crop Consultants Association

April 2003

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### The President's Corner

*Dan Eklund*

It is an honor and a privilege for me to serve an organization that I strongly believe in: The IICCA. I have been a member for 10 years, hard to believe. That also means that I have been gainfully self-employed for ten years, what a milestone. My hat goes off to my fellow consultants who had the foresight to organize and charter this organization.

My twin sons were arguing the other day about a term that I wasn't exactly sure what it meant. *Bandwidth*.

Bandwidth is a computer jargon term associated with Internet and cable service providers. Bandwidth is a term that as a consultant I was not even concerned about three years ago. It is the allocated share of the usage on an Internet connection. I have found that at midnight my bandwidth is at its maximum and at 3:15 p.m. and snow days, my bandwidth is nearly ZERO. Much like the traffic on the downtown freeway at rush hour, there are rush hours on the Internet, such as when Victoria's Secret had their live on the web fashion show... the Internet came to a crashing halt. Number of hits frequency also reduces bandwidth and therefore the speed of a web site hosting server.

There is not a bandwidth problem on the IICCA web site server. We have very little traffic. As a matter of fact we can provide data about the web site visits to the membership as to usage. Most of us are computer literate, but not many of the IICCA members reach this site on a daily or weekly basis. Are we missing the boat? Do we need that fabled link to the WeatherBug site from the IICCA page? I think not. Remember, what you don't use, you lose. Call it atrophy or atrophy I'm not sure which. I can see the time when we may not need the site any more and just send post cards to remind us about meetings.

The IICCA has a very nice web site. It's just a shame to not see it utilized better. I am thinking that if it went away only a few would notice and even fewer would care. It takes time, talent and funds to keep a good web-site running. I am looking for feed back from the audience. I am asking for suggestions. Let's not let a good thing go to waste.

### Board of Directors

#### President

Dan Eklund  
515/597-3319  
ekagcon@huxcomm.net

#### Secretary

Bob Folkerts

#### Treasurer

Wayne McClintock

#### Directors

Kay Connelly  
Shannon Gomes

#### Executive Director

Kirk Leeds,  
Association Insight  
515/727-0648  
[kleeds@associationinsight.com](mailto:kleeds@associationinsight.com)

*(President's Corner, continued)*

Speaking of waste we had a very good discussion at the Four States Soil Testing Lab Conference in Dubuque in February. It was very interesting to attend a conference where the experts from the four corners of the Midwest can get together and throw barbs about each other's research. State NRCS, DNR and local fertility experts discussed the various topics of proper soil testing and how to do a better job analyzing our samples. What did waste have to do with anything? Well, our new farm bill has several conservation platforms for farmers to participate and each program requires a certain amount of government performance modeling and monitoring. The NRCS is not staffed to perform all the data calculations for the farmers wanting to participate in these conservation plans, therefore in the brief period of twelve months the NRCS came out with a special series of training for in house employees and thought that they would share this training with CCAs such that the CCA's could become trained extension arms of the NRCS to provide Third Party Service, or the individual CCA, after taking the training, would be a certified TSP. Well we found out that the states of Iowa and Minnesota had pursued intensive training for TSP personnel and Illinois and Wisconsin thought it was a bunch of hooley since there was a 40-hour continuing education requirement for the CCA and to add an additional 40 to 60 hours of continuing education was a bit of overkill. Thanks to the Iowa consultants that initiated the training. So go to your local NRCS office and sign on the dotted line to become a TSP.

Membership matters. "Please return to the Cabin" is that important phrase that lights up above the door in an airliners onboard rest room. It is also a phrase that causes us to pause and think about what we were doing 20 years ago. Just for a moment take a deep breath, turn your cell phone off, and close your eyes (pull over first, 'cause if you are reading this while driving I have another diatribe for you). Remember back to simpler times, when stopping at Casey's meant waiting in line to use the pay phone, grabbing a soda, and a couple of gallons of gas. How did we ever survive without cell phones? We now find them in all of our meetings, and bathrooms, and bedrooms, and... How did we find the time for time for family and friends, while we traveled about making our living?

My "cabin" is at Pillsbury Point, west of Arnolds Park, just north of the Abbey Gardner cabin. What a majestic sight, to sit near the shore and watch the waves break on the shallow rocks jutting out into the lake-- just peaceful, consistent breaking of the waves against the rocky shore. The rhythmic motion of the water has a relaxing effect. It tells me to slow down and relax, take a load off.

We are always challenged by technology, and by what we can do to automate a menial task. But I ask you; maybe just maybe it is time to return to the cabin. Think about all that we have learned about soil testing and the environment. Think about all we have learned about grid sampling and the variability it cannot explain. Think about all the common sense things that we have done for many years to keep our clientele profitable. Now tell me where is it written in the text books or popular press what we as crop consultants do for our clients, and why do you suppose our clients return for more help each year? Didn't they learn every thing the year before? My stance is that we are the educators and it is our jobs to keep providing this education to our clients. Networking information with our fellow colleagues about what ideas and concepts work for us as individual consultants is imperative for our organization to thrive and grow. Each of us has something to contribute, and each of us has something to learn from each other. We are the Independent Crop Consultants from Iowa. Independent does not need to mean isolated, or stubborn. The word association brings us together.

I am going to Atlanta this summer with my sons to a Lutheran Church sponsored week long meeting called The Atlanta Gathering. The Gathering is a place to come to gather in mass and share ideas in a small group setting.

Let us come to gather in late August, bring a friend, bring a client, bring a potential member to "Return to the Cabin" to build upon our knowledge and expand our friendship.

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The IICCA website address is [www.iowacropconsultants.com](http://www.iowacropconsultants.com)

## Minutes of the 2003 IICCA Annual Spring Meeting

March 12, 2003

President Shannon Gomes called the meeting to order.

Secretary Gary Beeler determined a quorum was present and read the minutes from the last meeting.

Treasurer Wayne McClintock gave the Treasurer's Report. The association has a balance of \$9,094.93.

Hal Tucker moved to accept the Minutes and Treasurer's Report as read. The motion was seconded and passed.

### Scholarship Report

Brice Hundling and Luke Olson are the scholarship recipients this year, CONGRATULATIONS! Three people applied for 2 scholarships. A question was asked about how the scholarships were promoted. It was noted that there have been many changes in administering this program in the last few years. Now it is being administered by the College of Agriculture. Hopefully, it will be more widely promoted in the future.

### Technical Service Provider Update

Shannon Gomes described the new process. All certified crop advisers have to do is go to the USDA Service Center and fill out a form, you will be issued a user name and password. There is no requirement for any additional training or testing at this time. There is no funding for CSP at this time. There may be some limited EQIP projects. The American Society of Agronomy has requested comments on how to price services as the related to the Technical Service Provider. Shannon encouraged everyone to respond.

### Survey Results

IICCA conducted a survey of the membership to find out more about services provided, price range and acres covered by consultants. Shannon presented the preliminary results of this survey. There was much discussion about the results and who should have access to this information. Jay Johnson moved to have the survey results compiled and sent to the members. The members will have 15 days to submit their comments about how the information should be used to the Board. The Board would then decide on a policy for the appropriate use of the information. The motion was seconded and passed.

### Membership

We have 20 paid voting members at this time. We need to continue to recruit new members!

### Elections

Our new officers are Dan Eklund, President; Wayne McClintock, Treasurer; and Bob Folkerts, Secretary.

Dan Eklund thanked the outgoing officers for their service.

The meeting was adjourned.

Respectfully submitted,

Gary Beeler  
IICCA Secretary

## Technical Service Provider Registry

Those who wish to be registered as a Technical Service Provider (TSP) need to follow the following steps to self-certification on line.

You can apply for a US Government Web ID and Password three ways:

1. Apply in Person at the USDA Service center near home or office.
2. Mail in a request to the USDA Service center near home or office.
3. Fax in a request to the USDA Service center near home or office.

### **Applying in Person:**

- Step 1: Visit your local USDA Service Center and ask to apply for a US Web ID and Password. (WebCAAF ID)
- Step 2: The Service Center will verify your identity and enter you into the USDA records. Photo ID required!
- Step 3: You will receive a temporary ID.
- Step 4: You will be mailed a temporary Password in 3-5 working days and the instructions for activating your account.

### **Applying by Mail or Fax:**

- Step 1: Access the Form AD-2016 at <http://forms.sc.egov.usda.gov/eforms/mainservlet>
- Step 2: Complete the form, have it notarized and fax or mail it back to the USDA Service Center. In 3-5 working days you will receive the ID and password in the mail.
- Step 3: Proceed as above in step 4.

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**Once you have activated your account**, you will be able to register as a **Technical Service Provider** at <https://techreg.nrcs.usda.gov>. Here you will be able to choose the states you want to work in and your qualifications, areas of expertise and areas of technical services you wish to provide.

## Asian Soybean Rust

*Michael McNeill*

During January and February I had the opportunity to observe South American agriculture and see the Brazilian soybean production first hand. The best way to describe it is awesome! Not only is the potential for producing a tremendously greater soybean crop there, but also what is produced currently is being done in an excellent fashion. A new disease is, however, posing a very serious threat to soybean production not only in Brazil but also in all of South America. It is called Asian soybean rust and is caused by a fungal organism *Phakopsora pachyrhizi*. It affects soybean leaves, causing the plants to defoliate much ahead of normal maturity. This disease spreads by spores disseminated in the wind. It can travel as much as 200 miles in a single day. I saw fields infected with rust in Brazil and Paraguay that showed the beginning symptoms of rust on a Monday and by the following Monday the field was completely defoliated. Yield losses from this disease can reach as high as 80%. When fields are treated with special fungicides, yield losses may still run in the 5-10% range. It will generally require 2-3 fungicide treatments per season for good control. This disease has great potential for spread into the United States soybean production areas. We need to be very vigilant and watch for this disease even as early as this growing season.

## Scholarship Notice

### **Richard L. Jenson Memorial Scholarship Available**

The National Alliance of Independent Crop Consultants (NAICC) and the Foundation for Environmental Agriculture Education (FEAE) are accepting applications from worthy students for the Richard L. Jenson Memorial Scholarship. The 2003 scholarship application is available at [naicc.org](http://naicc.org), and the deadline for submission is right around the corner -- July 1, 2003.

This \$1,000 award is provided to an individual pursuing a four-year degree in a discipline closely aligned to Crop Production, Contract Ag Research or studies in a degree of plant health. The scholarship award presentation will be made for the 2003-04 school year by an NAICC member, State Affiliate Association, or University when appropriate or practical.

Applicants must meet the following requirements:

- Completion of a minimum of two years toward a four-year degree and current enrollment in a discipline related to crop production, contract ag research or studies in a degree of plant health
- At least one summer internship or job with a crop consulting or Ag contract research firm (with preference to an NAICC member company).

Applicants should submit an application, transcripts, work history, reason scholarship is desired, résumé, proof of enrollment in college/university and letters of reference (either attached or mailed separately) to:

NAICC/Foundation for Environmental Agriculture Education

349 East Nolley Drive

Collierville, TN 38017

Phone: (901) 861-0511

Fax: (901) 861-0512

## Calendar

### Calendar of Upcoming Events:

Date	Time	Place	Event/Contact
20 June 2003			Watershed Heroes Conference Contact <a href="http://www.fb.org/programs/waterheroes/2002/2003-Water-Heroes.Reg.pdf">www.fb.org/programs/waterheroes/2002/2003-Water-Heroes.Reg.pdf</a>
30 June – 2 July 2003		Scheeman	ISU GIS Conference Contact 515/294-6222
14 July – 18 July 2003			ISU Sausage short course
14 November 2003			Iowa Organic Conference Contact 515/294-6222
2 December 2003			IICCA Tech Update
3-4 December 2003		Scheeman	ISU ICM conference
21-24 January 2004		Hyatt New Orleans	NAICC Annual Meeting Contact 901/861-0511

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