



# NAIA Newsletter

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

Georgia Agribusiness is large and diversified.

Please plan on attending the NAIA Conference in Georgia

**Savannah, Georgia**

**Monday January 11th through Thursday January 14<sup>th</sup>, 2016 evening.**



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[www.naiaweb.com](http://www.naiaweb.com)

STATE OF OKLAHOMA  
OKLAHOMA DEPARTMENT OF CORRECTIONS

September 21, 2015

Greetings from Oklahoma!

I am seeking any information you can provide concerning the manufacturing of Kosher and Halal meals. If, within your operations, you currently manufacture these types of meals, I would appreciate the sharing of any information you may have. If feasible, I would like to set up a time to meet at your location to learn as much as I can about this topic.

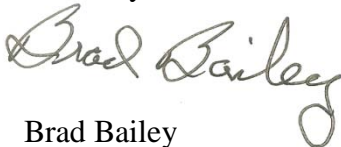
There is a possibility that we would want to purchase these meals from another state's correctional system if they are available at a reasonable price, in lieu of making the investment in the equipment necessary to manufacture them ourselves.

Oklahoma is currently purchasing Kosher and Halal meals from a vendor and the costs are outrageous. If your state is purchasing these types of meals, would you please provide the name of your vendor and the cost of the meals being purchased.

In addition, if we decide to set up a manufacturing facility to produce these types of meals, would there be any interest from your state to purchase the meals from us?

I am just gathering information and weighing options at this point and would appreciate any help you can provide.

Sincerely,



Brad Bailey  
Administrator of Agri-Services  
Oklahoma Department of Corrections  
[brad.bailey@doc.ok.gov](mailto:brad.bailey@doc.ok.gov)  
(580) 852-3311

## Beautiful Georgia is the next NAIA Conference Site

Come to the Georgia Conference to see how they are able to feed 53,000 inmates currently incarcerated in Georgia at the **cost of \$1.55 per inmate a day** (cost of all food and supplies used in the kitchen). Farming, food processing, a dairy operation, their use of inmates and relationship with the prison institutions are all important reasons to attend the NAIA Georgia Conference. Come see how they are able to be so efficient.



Please notice the deadline of December 1<sup>st</sup> to have your attendance packets in. The Savannah Hilton is located downtown and adjacent to many historical areas worth visiting during your stay at the conference. This is a world class stay with good rates while learning ideas for your operation.

Plan on attending. Check [naiaweb.com](http://naiaweb.com) for updates.



# National Association of Institutional Agribusiness



**Georgia Correctional Industries**

Presents



NAIA National Conference

January 11- 14, 2016

Hilton Savannah DeSoto, Savannah, Georgia

## Agenda

### **MONDAY – JANUARY 11, 2016**

12:00 – 5:00 PM Registration  
5:00 – 6:00 PM Board Meeting  
6:00 – 7:00 PM Welcoming Reception  
7:00 – 11:00 PM Hospitality Room

### **TUESDAY – JANUARY 12, 2016**

7:00 – 8:00 AM Registration  
7:30 – 8:30PM Breakfast Buffet  
8:30 – 6:00 PM– Vendor Show  
9:00 – 10:00 AM – Opening Session {GDC Commissioner/Savannah Mayor's Office}  
10:30 – 12:00PM – Breakout Training Sessions {Herd Health & Antibiotic Issues in Livestock}  
{Dairy Herd Health & Weed Control}  
12:30 – 1:30 PM – Lunch Buffet  
2:00 – 3:30PM – Breakout Sessions {Marketing of Cattle, Cotton & Soy Beans & Grain Market}  
3:30 – 4:00 PM – Afternoon Break refreshments  
4:30 – 5:30PM – Wine & Cheese reception  
6:00 – 7:00 PM – Dinner Reception  
7:00 – 11:00 PM – Hospitality Room

### **WEDNESDAY – JANUARY 13, 2016**

7:30 -8:00AM – Breakfast/Board the Busses for Farm Tours  
8:00 – 4:00PM – Farm Tours  
12:00 – 1:30PM – Lunch Buffet  
4:00 – 4:30PM – Return to the hotel  
4:00 – 6:00PM – Dinner on your own  
6:00 – 11:00PM – Hospitality Room

### **THURSDAY – JANUARY 14, 2015**

8:00 – 10:00AM – Prayer Breakfast {Gary Black Department of Agriculture Commissioner}  
{Board Meeting and OJT Panel Discussion}  
10:30 – 12:00 PM – Breakout Training Sessions {Food Safety/Food Processing & Safety of  
Local Produce} {Farming Technology & Variable Rate Fertilizer}  
12:00 – 1:30 PM – Lunch on Own  
1:30 – 3:00 PM – Networking opportunities  
3:00 – 4:00 PM – Board Meeting  
5:00 – 8:00PM – Banquet Reception  
8:00 – 11:00 PM – Hospitality Room

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**NAIA PURPOSE:** “To promote the pooling and sharing of meaningful information; to preserve the integrity of institutional agribusiness; and to provide the resources for personal development of agribusiness professionals.”



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**Georgia Correctional Industries**



*Presents*

NAIA National Conference

January 11- 14, 2016

Hilton Savannah DeSoto, Savannah, Georgia

**This Form is used to register all Conference Attendees (including Companions/Guest)**

**Please Submit with registration payment by December 1, 2015**

**Please Type or Print**

Name (as to appear on Name Tag) \_\_\_\_\_

Agency/organization \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_ Telephone \_\_\_\_\_

Email \_\_\_\_\_

\_\_\_\_\_ Check if first NAIA Conference, or list location/year of last attended conference \_\_\_\_\_

**Please complete on form for each attendee (1 form/person)**

**Registration Categories:**

*Farm/Ranch/Food Industries Professional	\$150.00	_____
Companion/Guest registrations	\$125.00	_____
**Late registration fee	\$50.00	_____

\*Registration include 1 yr membership dues to NAIA for all Ag/Food Professional

\*\*Late registration fee will be applied to any registrations received after 12/1/15

**Make checks Payable to:**

**Georgia Correctional Industries NAIA Conference - Savannah**

**Credit Card Payment:**

**Contact Stanley Brooks, Treasurer NAIA, 662-745-6611**

**Mail all forms to:**

**Georgia Correctional Industries Attn: Amy Pataluna  
2984 Clifton Springs Rd  
Decatur, GA 30034**

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## Joe English Retires, Begins Second Career

On Dec. 1, 2014, NAIA Board member and Past NAIA President (2004) Joe English retired from his state Farm Administrator position with the Georgia Department of Corrections. He was instrumental in the growth of Georgia's DOC agribusiness into one of the nation's largest and most diversified agriculture operations.

**BACKGROUND** Joe was reared in the small, rural, county seat town of Swainsboro, Georgia, located in east central Georgia. He was active in 4-H and FFA (Chapter President, Star Farmer 1986). His B.S. degree in Natural Resource Management was earned at Georgia Southern University. He farmed 5-years before employment with GA DOC. Joe was awarded the "Georgia Outstanding Young Farmer Award- 2000." He and his wife Shai have 3-daughters.

Upon retirement, Joe was hired as Agricultural Operations Manager for *Stanley Farms Georgia*, a local, large scale and highly diversified corporate vegetable grower/processor home-based in Vidalia, GA. Joe now oversees planning and implementation of all agri-field production operations for *Stanley Farm Georgia*, which entails planning, budgets, production, and farm office-to-client relationships. Joe is in a unique position to share his thoughts and insight on how institutional agribusiness and his association with NAIA dovetails with his second career in corporate agribusiness.

Here is a question and answer session Lin Paul had with Joe English:

*Are institutional agribusiness/NAIA members employable in second careers in private sector agribusiness?* Definitely yes! I find myself applying the same thinking, tactics, and techniques in both arenas. People are people. It takes a plan, resources, training, communication, and a team approach to be successful. It takes acceptance of new methods as well as new technology to constantly stay abreast of production goals, quality, safety, efficiency, and to get the job done timely in spite of weather and other setbacks. NAIA conferences exposed me to a diversity of production and management experiences on a nationwide scale.

*How is DOC Agribusiness and NAIA unique in terms of preparing one for a second career in Corporate Agribusiness Management?* Institutional agribusiness requires management of a wide variety of factors that reach beyond the scope of traditional farming and production agriculture. We, in institutional agribusiness, develop the skill set to deal on a daily basis with factors that are beyond our control.

Through its annual conference tours, workshops, and networking, NAIA provides a unique opportunity to learn about and see agriculture practices across the country. It moves us out of the "same way/don't change" mentality. This makes us versatile and highly marketable. Whether it is livestock, crops, aquaculture, horticulture, irrigation, economics, food processing, etc., we can handle it, because we are not limited. One of the best lessons learned: "If you screw up, learn the lesson and move on!" Nothing scares

me/nothing scares us. We have seen it done, and we know who to contact to learn how to do it.

My *Stanley Farms* processor unexpectedly informed me late one day I needed to switch harvesting from one area to a new harvest area far away by noon, the next day. I had the equipment and harvest crews in the field early the next morning. He was shocked, and pleasantly surprised. I was shocked he was shocked! Being responsive and able to respond to a change-of-plans is second nature to those of us in correctional agribusiness.

*How do you motivate people?* Determine what it takes to feed their motivation. Get them to buy into what you want done. Manage to the individual's strengths and train to reduce their weak areas. If you can do that, you have built a team.



*How does the importance of food/worker safety correlate between institutional and corporate agribusiness?* Food/worker safety is of equal importance in both arenas. The worker/food safety training I experienced in correctional agribusiness and at our annual NAIA conference workshops and tours dovetails with what I am finding at *Stanley Farms*. I found myself on the same page going into my new job with *Stanley Farms* . . . like a continuing education - - not something new.



# National Association of Institutional Agribusiness

Lin Paul, NAIA Secretary  
2010 E. NY Street  
Indianapolis, IN, 46201  
317-796-2588

EXECUTIVE  
DIRECTORS  
Year Ending - Fall 2015

David Farabough/AR DOC Agri.  
President  
870-850-8458  
[david.farabough@arkansas.gov](mailto:david.farabough@arkansas.gov)  
Board Term: 2014/15/16

=====  
Jeff Ropp/OK Fed. El Reno Farm  
Past President  
405-205-6279  
[jeff.ropp@usdoj.gov](mailto:jeff.ropp@usdoj.gov)  
Board Term: 2013/14/15

=====  
Brenda Marino/CO DOC Agri.  
719-269-4512  
[brenda.marino@state.co.us](mailto:brenda.marino@state.co.us)  
Board Term: 2013/14/15

=====  
Fred Hayes, CA Fed. Lompoc Farm  
805-735-2771  
[fredhayes@bop.gov](mailto:fredhayes@bop.gov)  
Board Term: 2014/15/16

=====  
Joe English/GA DOC Agri.  
404-245-8091  
[jenglish@gci-ga.com](mailto:jenglish@gci-ga.com)  
Board Term: 2014/15/16

=====  
Ross Wagner, MT  
406-560-1337  
[rwagner2@mt.gov](mailto:rwagner2@mt.gov)  
Board Term: 2015/16/17

=====  
Kenneth Raiford, VA  
434-658-9873  
[kenneth.raiford@vadoc.virginia.gov](mailto:kenneth.raiford@vadoc.virginia.gov)  
Board Term: 2015/16/17

## NON-VOTING MEMBERS BELOW

Lin Paul, IN/DOC Agri.  
Board Member - Secretary  
317-796-2588  
[lpaul@idoc.in.gov](mailto:lpaul@idoc.in.gov)  
Board Term: Appointed Annually

=====  
Stanley Brooks, MS DOC – Agri.  
Board Member - Treasurer  
662-745-6611  
[sbrooks@mdoc.state.ms.us](mailto:sbrooks@mdoc.state.ms.us)  
Board Term: Appointed Annually

=====  
Mark McCown, AR/DOC Agri.  
Emeritus  
870-850-8453  
[mark.mccown@arkansas.gov](mailto:mark.mccown@arkansas.gov)  
Board Term: Appointed Annually

Dear Fellow NAIA Members:

The fall season makes us think of the NAIA conference that is usually held this time of year. The group from Georgia led by Amy Pataluna and Norman Wilson has a great conference planned for the NAIA group in Savannah. There is one change this year. The conference will be held January 11-14, 2016. The board decided to move the conference to a different time frame due to the usual conflict with the harvest at our jobs. Also we could get a better hotel rate in January and save money on travel expenses for all of us. I know Amy and Norman have worked extremely hard on this conference and they made an excellent presentation at the summer board meeting. Start now and make your plans to be in Savannah in January to kick off a new and exciting year for NAIA.

Speaking of the summer board meeting, the New Mexico staff did an excellent job in hosting the meeting in August. Anna Martinez and her staff made the board feel at home and gave us a very good tour of what is to come for the conference in fall 2016. The board covered several topics of business, one of which was an invitation by the Correctional Industries Association to look into a partnership between the two organizations. The board has invited a representative to the conference in Savannah to discuss this possibility more. During the SBM, the board issued a challenge to start making more contacts with states that are not active in NAIA. I would like to encourage each of you as members to tell the NAIA story. NAIA is a special group of people with a lot of good things to offer. We need to tell our story. And who better to tell the story than those of us who have made business connections and lifelong friends in this great organization?

Again I wish you all a safe and bountiful harvest season but let's not get so caught up in the harvest that we forget to thank the One who provides the harvest and provides a protective arm around us. May God bless each of you. – Dave Farabough



Davey and his wife Jeri

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