



National Association of Institutional Agribusiness

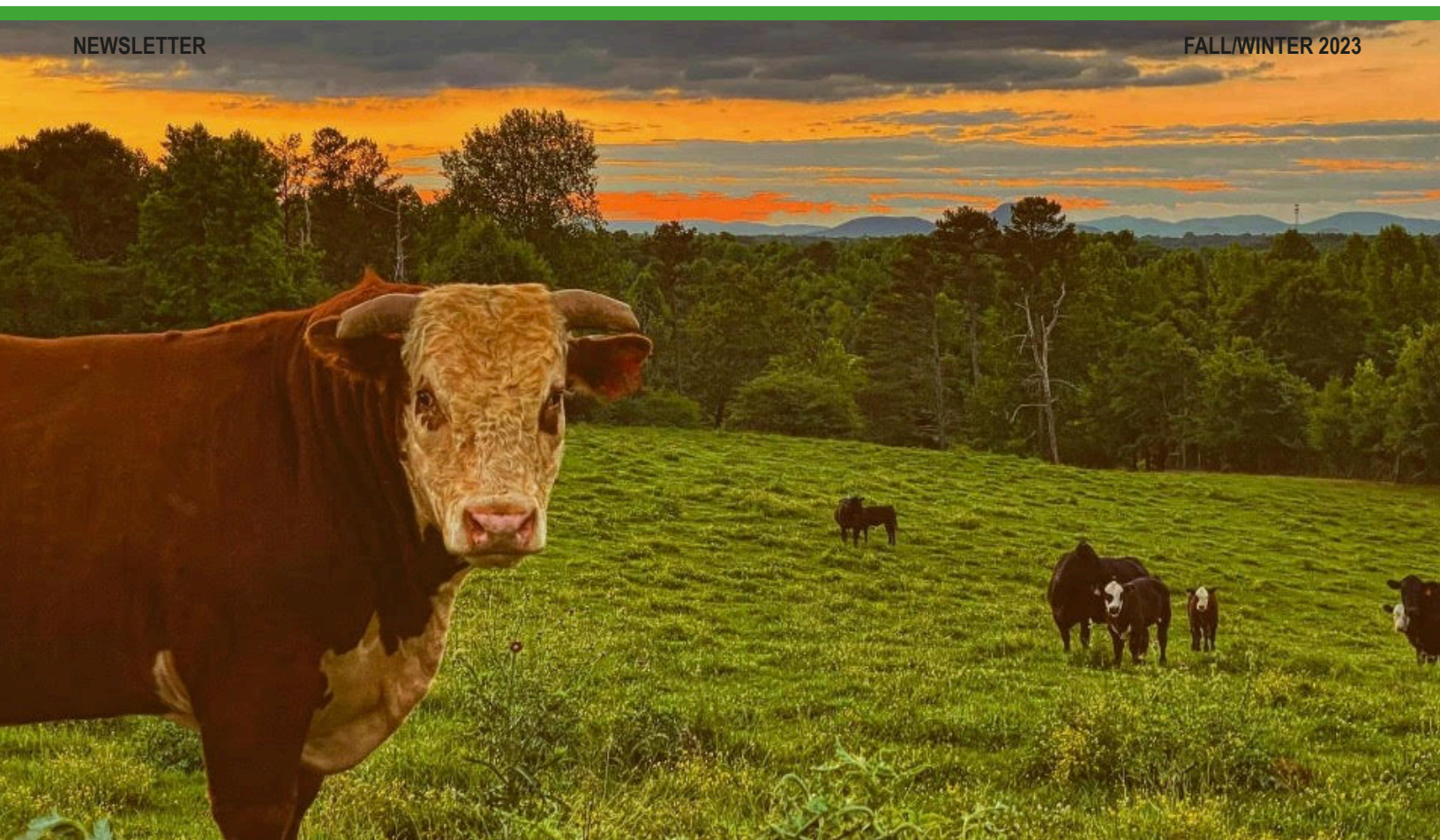
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www.naiaweb.com

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

FALL/WINTER 2023



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LETTER FROM THE PRESIDENT

Greetings from Arkansas!

First off, I want to thank everyone for the opportunity to lead this great organization. The NAIA is a great group of men and women who share the same vision and fight the same battles. 14 years ago when I started with the Arkansas Department of Corrections, I had no idea how far reaching the contacts would be around the country.

I want to thank the South Carolina Department of Corrections and Rick Doran for hosting a great conference. The annual conference is always a time to renew old friendships and create new ones. South Carolina did a great job highlighting their operations and gave us all ideas and solutions to look at incorporating within our states.

As we move into a new year, one of my main goals is recruit new states to join the NAIA. It is my belief if we can ever get them to see what we are about then we have a good chance of keeping them in the organization. In a time where we see more and more prison farms being closed, I think our message has to be loud that the prison farms around the country serve a great purpose. We provide food for the institutions, we teach a work ethic to our workers and we provide them a skill that they can use and become productive citizens upon release.

I will start setting up committees very soon. If there is a place, you want to serve please reach out to me. Together we can accomplish great things!

Davey Farabough
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Rogers Farms Pilot Embryo Transfer in Beef/Dairy Cross Cattle



Article Submitted by: Brent Galloway, State Farm and Livestock Advisor, Georgia Correctional Industries

With beef prices on the rise, it always seems that the bull market follows calf prices. Last year bull prices increased 20% and looks to be on the same track for this year. Due to the high bull market, Georgia Correctional Industries (GCI) looked to different avenues of obtaining bulls for their 2000 head cow/calf beef operation.

Several years ago, the decision was made to breed some of the GCI dairy cattle with Angus bulls to try to increase the value of the dairy calves, and as always, when it was time to sell those calves the market price was not good. I chose to keep those calves to grow them bigger while waiting on the price to increase. As time passed, I decided to keep them and breed them again to see if milk cows could be produced from the angus/dairy crossbred heifer. When the heifer started calving, the GCI Dairy Manger, Grady Bryers, milked the heavy milk-producing cows and the other cows were left to raise their calves.

Because of this selective breeding, GCI has a small herd of 20 crossbred Angus/dairy cows that were bred to Angus bulls last year. GCI weaned an average of 800lb weight calves off these cows in October 2023. Cody Anderson, GCI Farm Manager at Rogers Farm, came to me with the idea of putting embryos in these cows in order to produce high quality bull and heifer calves. GCI agreed and thought

that could help with the on-the-farm bull production which in turn would lower the cost of buying bulls each fall.

Mr. Anderson and Brent Galloway started the process by talking with an Embryologist Todd Bickett and Bickett Genetics. After setting up the protocol for shots, a 7-day Eazi-Breed CIDR program began to bring all the cows in heat the same day in order to transfer the fertile eggs to the cow. The process of finding cost effective fertile eggs with the breeding data that GCI was seeking in the sires was challenging. After some phone calls and a lot of research. We finally found some affordable fertile eggs that had the genetic characteristics needed.

The total cost for the process of synchronizing the cows, transferring the eggs, and the fertilized egg for each cow was \$644 per cow. The hope is to get a 50% conception rate with the goal of birthing some high-quality genetic bulls and heifers that can be raised on the GCI farms. The raising of GCI bulls would be a cost savings to the farm.

What started out as a problem from a low dairy calf market, created a new idea for the GCI Beef and Dairy Unit. The project proved to be an incredible learning experience for the GCI staff. The staff anxiously await the outcome of improving genetics through the technology of embryo transfer.



2023 BILLY MAX MOORE AWARD RECIPIENT: **MR. THOMAS LINDLER**



Billy Max Moore recipient Thomas Lindler and NAIA President Rick Doran with Thomas family

Thomas Wooten Lindler started his career with South Carolina Department of Corrections -Agriculture Division in June of 2013 as an Irrigation Supervisor at Wateree River Farm. From his first day on the job, Thomas has brought the work ethic, attention to detail and loyalty that every employer wishes for in an employee. He has earned the respect of his peers, subordinates and the inmate workforce through his abilities and willingness to “get his hands dirty” and lead by example. Usually, the first to work and often the last to leave, accepting the late or second shift at planting or harvest times is a common event.

BILLY MAX MOORE AWARD



Billy Max Moore

The Billy Max Moore Award is designed to focus attention on the degree to which excellence exists in our profession and to recognize outstanding performance. This award was named in honor of Billy Max Moore, who was an employee of the Texas Department of Correction from 1968 to 1981. Mr. Moore was the farm manager of the Ellis Unit, and an active member of the NAIA. Mr. Moore lost his life in the line of duty on April 4, 1981. It is in recognition of his supreme sacrifice, commemoration to the Texas Department of Corrections and institutional agribusiness, the NAIA Board of Directors dedicate this award.

Arriving with a history in construction and government work while working with his father and uncle in the family farming operations have instilled the true value of a “hard day’s work” and the understanding of the volatility of production agriculture. Thomas is truly on call twenty-four hours a day as his residence is literally across the road from the entrance to the Agriculture Operations Office. There has never been a time at night, on a weekend or holiday that he has refused to respond when called to deal with a developing situation. Often the remedy to the issue at hand is as simple as unlocking one of the shops on campus. However, when the solution requires a lengthy repair or continued attention to complete the daily operations, he is willing to forgo his personal and family time for the benefit of the Agency.

During Thomas’s ten-year tenure with the Agriculture Division, he has quickly risen through the organizational chart. Initially, responsibilities only included the operation and maintenance of the twenty-one irrigation systems on farm offering support as needed to the row crop operations. Vast row cropping knowledge, mechanical abilities and management skills led to a promotion to Wateree Farm Manager. Thomas currently serves as the Operations Manager for the entire division with responsibilities including management of three separate farms across the state and approximately thirty-five subordinate supervisors and an inmate workforce.

Current responsibilities include maintaining dairy, beef herd health to maintain adequate production levels of all fluid, and ice cream products to ensure the nutritional needs and Canteen demand of the inmate population are met. He is responsible for

all Agriculture Division maintenance and building operations; He oversees all aspects of row and edible crop management including the annual grid sampling of all soils in production to maximize the fiscal impact of lime, fertilizer and animal waste. Additionally, his responsibilities include all aspects of layer husbandry including flock health, nutrition, housing and egg packaging. He manages the continued development of the production of plastic injection molded products to meet Agency needs with any excess marketed to outside entities. Thomas oversees all Hammermill Operations to include producing grits and meal for the inmate population of SCDC, roasting and grinding soybeans for livestock feed, grinding corn for livestock feed and operating seed cleaner as needed. Finally, he coordinates marketing production in excess of internal needs and consumption to entities outside the Agency.

The value that Thomas brings to the Agency operationally is easily measured by performance and financial evaluations. Perhaps the most unique and arguably the most vital asset that he brings to the Agriculture Division is his standing in the local community. Thomas is a respected, committed family man who has maintained positive relationships with neighboring farmers and landowners eliminating many of the concerns that are often cultivated around institutional farming operations.

Understanding that the goal of this award is to “focus attention on the degree to which excellence exists in our profession and to recognize outstanding performance” - it is my pleasure to nominate, this extremely humble, qualified and deserving individual, Mr. Thomas Wooten Lindler for the 2023 Bill Max Moore Award presented by the National Association of Institutional Agribusiness.



Enjoy the Southern Charm of Charleston, South Carolina



NAIA 2023 CONFERENCE VENDOR SHOW



SOUTH CAROLINA DAIRY PROCESSING AND FARM TOUR

2023 CONFERENCE HIGHLIGHTS



Emeritus Board Members: Todd Swick and Curtis McCarthy



Thomas Lindler and Rick Doran

The National Association of Institutional Agribusiness (NAIA) hosted its 2023 conference on November 13-17 in Charleston, South Carolina. There were 13 states and 56 members present. 44 vendors participated at the vendor show and there were numerous conference sponsors.

During the conference, attendees toured South Carolina Department of Corrections Agribusiness Operations. The tour included Wateree River Farm, Grade A Fluid Processing Plant, Dairy & Ice Cream Plant and Plastic Molding Operations. In addition to the tours, there were educational sessions, vendor presentations, training and networking opportunities.

The NAIA National Conference is a perfect way to:

- Grow your business
- Meet with agribusiness decision makers across the country
- Network with professionals in the agricultural and food industry
- Gain knowledge on emerging trends



Special treat for attendees...Ice Cream tasting!



Silent Auction Winner



Joel Anderson
Deputy Director for Operations SC DOC

SCHOLARSHIP RECIPIENTS

One main focus of NAIA is the continual advancement of our profession. We value the importance of individuals seeking careers in agribusiness. We look for ways to recognize those individuals by offering opportunities to provide scholarships to applicants who meet the established criteria. Scholarships are awarded to individuals sponsored by NAIA members and are either a part time or full time student pursuing a bachelor's or graduate degree. This year, the NAIA Board of Directors proudly awarded two \$500 scholarships to second time recipients, Maci Mitchell and Josie Swick.

MACI MITCHELL
from Oklahoma



Maci graduated from Indianola High School. She currently attends Eastern Oklahoma State College majoring in Animal Science.

JOSIE SWICK
from Texas



Josie graduated from Bresmond High School. She currently attends Tarleton State University majoring in Animal Science.





OPERATIONS HIGHLIGHT

Arkansas Department of Corrections Agriculture Division

The Arkansas Department of Corrections' (DOC) Agriculture Division is designed to be a self-supporting program that implements various programs such as row crops, produce processing, equine, cattle, and chicken operations, dairy and produce processing, feed mills, gardens, and more.

The Division's primary goals are to:

- Provide useful and meaningful work for inmates;
- Teach inmates a trade that will be beneficial in helping them find gainful employment once released;
- Cost-effectively produce sufficient food for inmate consumption; and
- Maximize revenues from production and sales of marketable field crops and livestock.

The benefits that have come from the Division are vast. The Division has reduced the cost of incarceration by reducing the cost of inmate consumption with the goods produced

at the farms. In FY23, the farms produced more than \$6.1 million worth of food for inmate consumption. According to the Arkansas Farm Bureau, the Division programs are designed to support departmental activities and not to advance any commercial interest of the state, meaning it does not bring competition to private businesses.

It has been shown that Division programs reduce the risk of institutional violence by effectively reducing idleness inside prisons, which could lead to violence. The Division has enhanced security of the work crews by providing horses that are used by Correctional Officers supervision Regional Maintenance and Field Utility Crews through the state. The programs also provide useful and meaningful work for the inmates. Division programs instill a work ethic among participating inmates, which is essential to successful reentry.

The Agriculture Division has 13,877



acres of row crops. Corn, rice, wheat, soybeans, hay, and oats are produced. In FY23, the soybean, rice, wheat, and corn were sold for more than \$9.1 million. The oats, hay and some corn crops are used to provide livestock feed for the Division. We also have more than 660 acres of garden space and greenhouses where fresh fruits and vegetables are grown, providing a healthier and lower cost alternative to prepackaged produce. Any produce that is not eaten or cannot be consumed goes to composting to be used on the crops or in livestock feed.

continued on page 10



Operations Highlight continued from page 09

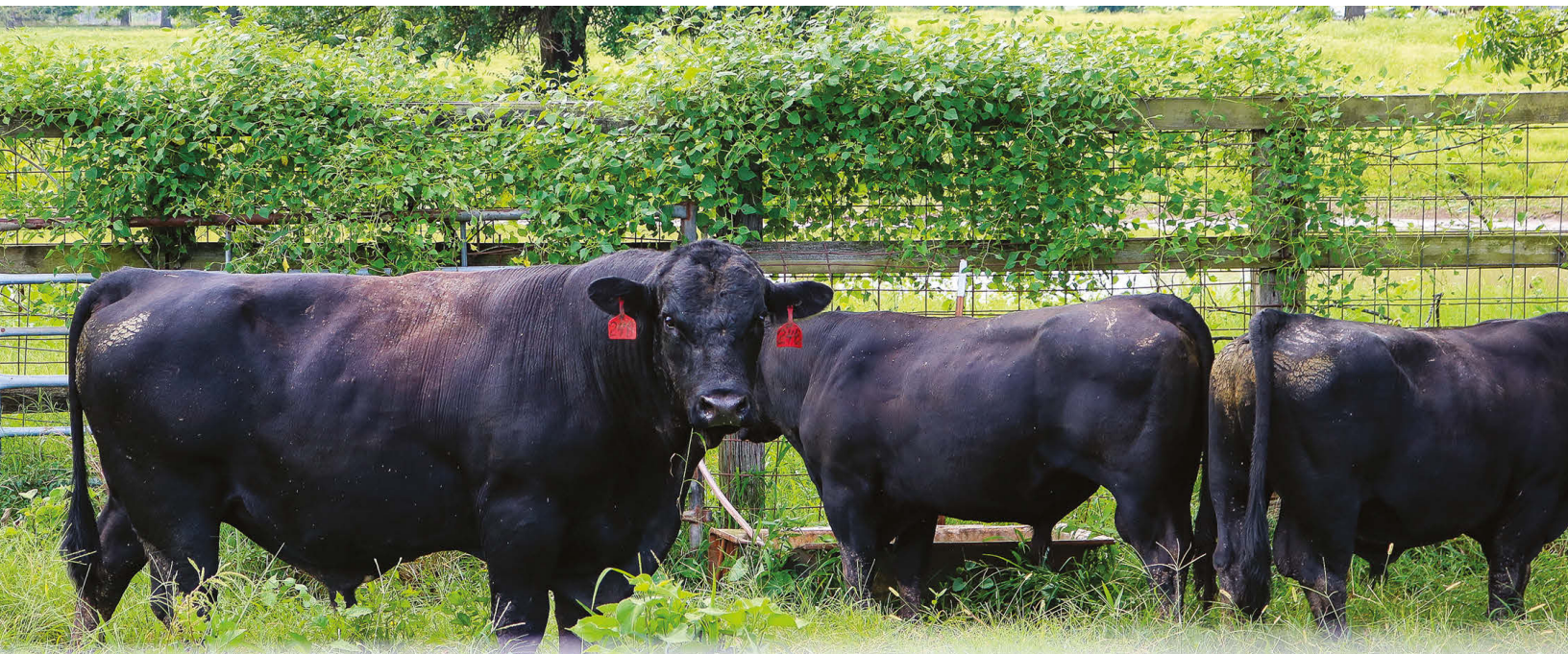
The Agriculture Division at the Cummins Unit has nearly 100,000 hens that produce almost 40,000 eggs daily. These eggs are sent to DOC facilities for inmate consumption. The poultry manure that is produced is used on the Cummins Unit farm as fertilizer. This is an annual savings of more than \$20,000 in fertilizer costs.

Nearly 1,300 beef cows, 31 bulls and more than 450 beef calves make up the Division's beef herd. The slater house produces prime beef, which is sold. The proceeds are used to purchase lesser grades of beef for inmate consumption. Proceeds generated by the sale of feeder calves are used to buy 70/30 soy blend ground beef for inmate meals. In FY23, cattle sales totaled \$416,388. Cummins Unit. The Division also has nearly 250 dairy cows and a milk processing plant

located at the Raw milk from the dairy cows goes to the milk plant where it is processed into 2% milk. The milk is put into five-gallon bags to be sent out to DOC facilities for inmate consumption.

The Division's equine program currently has nearly 300 horses statewide. The equine breeding program is located at the North Central Unit, which has 34 brood mares that are bred annually. Selective breeding is used to produce 15-15.2 hand horses, which provide the safest mount for our officers to monitor inmate squads. The

North Central Unit is also home to the equine training program. Formal training for the horses starts when they are two years old. After training, they are sent to units to work as security in the fields or with Regional Maintenance crews. The retirement process for all DOC horses begins when they reach age 15. Retired horses are sold at the Annual ADC Horse Auction to find them a good home after their service to the state. During the 2023 ADC Horse Auction, nearly \$110,000 was raised for the equine program.



ARKANSAS DEPT. OF CORRECTIONS



The Agriculture Division employs 59 staff members and offers positions for 230 1B class inmates statewide. The inmate positions help to teach inmates a trade that will be beneficial in helping them find gainful employment once released. These positions also help keep inmates busy working towards a goal, and allows them to be out of the barracks several hours a day. There is a farrier program that 1A Class inmates can participate in at various ADC units. This program teaches inmates how to trim, balance and fit the proper shoe to the equine hoof. Once released, a number of inmates that graduated from the program have gone on to have successful

careers as farriers statewide.

In 2022, the Cummins farm was inducted into the Arkansas Department of Agriculture Century Farm Program. This program recognizes Arkansas's rich agricultural heritage and honors those who have owned and farmed the same land for at least 100 years. In 2023, the Tucker farm was selected to be a part of the program as well. In November of 2023, the Cummins farm received a nomination to be added to the Arkansas Register of Historic Places.

The Tucker farm is expected to receive the same nomination in April 2024.





8 TIPS FOR WINTER GRAZING

It's hard to think about winter feeding on hot summer days, but now is the time to begin that planning process.

High feed costs coupled with high fuel costs makes extended grazing options important to consider. Many cattlemen in northern Iowa tell me winter grazing isn't an option, but with a little planning now extending grazing a month or more can be done anywhere. Here are a few options to consider.

1. Stockpiling pastures is one option, provided you have adequate pasture acres to set aside from August first and graze after a killing freeze, Fescue is the best stockpile option for cool seasons since it tends to stand upright after a freeze. Other cool season grasses should be grazed soon after a freeze since they don't maintain their upright stance well. Most producers don't have extra pasture, but hay fields can be an option too. With the high price of fuel, consider letting the last cutting

of hay grow and graze it in the fall. Alfalfa hay should be grazed with 7-10 days after a killing frost to ensure that the risk of bloat potential subsides but leaf loss doesn't impact quality.

2. Summer annuals like sudangrass, sorghumXsudangrass, or millets stockpile well and maintain their upright stance following a killing freeze. Again, allow it to grow from about August 1 until freeze for adequate forage. Sudangrass and sorghumXsudan do have the potential for prussic acid poisoning so stay off it from the first frost until about a week after a full killing freeze (below 28° F. for 3 or more hours). For best use of the forage, strip graze with electric fence and move the fence every couple of days. Iowa research shows we can grow 3-5 tons of dry matter per acre from summer annuals which should provide about 80-130 cow grazing days per acre at 50% use rate.

3. Swath grazing is a common method used in Canada, and an ISU study on swath grazing sorghumXsudangrass shows it works in Iowa as well. The second cutting of sorghumXsudangrass was stockpiled, mowed and windrowed about a week prior to late December grazing, and provided about 115 cow grazing days per acre. Cows stayed on the swaths through mid-February with no negative consequences from snow or ice. Strip grazing the swaths resulted in 70% use of the forage available so very little residue was left in the field for the next crop year and no additional tillage was needed to remove the residue.

4. Seed winter annuals or cover crops for winter and early spring grazing. For maximum forage growth, drill winter annuals following corn silage or early soybean harvest. Oats, triticale and brassicas result in the most fall grazing growth while winter cereal rye and triticale provide the most growth and earliest available spring grazing.



5. Grazing standing corn is an option, although more difficult to justify with high grain prices. Some grain needs to be harvested to set up the strip fencing and reduce the total grain left in the field to get a better ratio of grain to forage. This must be strip grazed to reduce acidosis risk.

6. Bale grazing is a method of winter grazing where bales are distributed throughout a field and temporary fencing is used to allocate adequate forage for a day or two. Cows spread manure across the field instead of in one location, and the need to start a tractor daily is reduced.

7. Cornstalk grazing has been a major feed source across Iowa for early winter feed, but we only use less than a quarter of the stalks available in the state. The nutrition in stalks is highest in the ears, leaves and husks, and once they are consumed or deteriorated by weather, the feed value drops rapidly. In continuous grazed corn fields cows will select the ears, leaves and husks quickly, so any type of strip or rotational grazing increases the grazing days from corn fields. For larger herds, consider putting all cattle in one group, start grazing in the first fields harvested or the farthest from home, and move cows to a new field when the leaves and husks are consumed. For smaller herds, consider strip grazing with electric fences and sizing your strips, so cows move every week or two to a new area.



8. Cornstalk swath grazing isn't for the faint of heart, but for those willing to try something 'outside the box' this might be an option for a few acres close to the winter feeding area. Shut off the chaff spreader on your combine to create a swath of leaves and husks following grain harvest, then strip graze those in January where you can supplement with additional feed if needed. Just be sure your grazing density on the strips is intense enough to utilize all the forage in the windrow and not leave too much behind for spring planting season.

These are just a several options to extend the grazing season and reduce stored feed costs. Remember for every week we keep cows grazing offsets \$13 per cow in feed at \$100 per ton hay plus the price of diesel used to deliver that hay. For many operations, that's about a 2% reduction in total cow costs for every week grazing is extended. If you need additional help in calculating winter grazing needs, contact your regional beef specialist.

<https://www.agriculture.com/livestock/cattle/9-drought-coping-tips-from-ranchers-who-have-been-there>



PARENT/YOUTH DOVE HUNT

Joe Kennedy Farm (Lyons, GA) Annual Parent/Youth Dove Hunt



On September 9, 2023, Georgia Correctional Industries' Joe Kennedy Farm in Lyons, Georgia hosted its annual Parent/Youth Dove Hunt for registered participants. There was a very good turn out this year. We had a total of approximately 50 hunters participating.

"The event allows for families to create great memories outdoors and we get to be part of this great experience."

It was of course very hot but the participants seem to have a great time fellowshiping and spending time with their family. This event is very rewarding and allows us the opportunity to see how much children love to spend quality time with their family in the outdoors. The event allows for families to create great memories outdoors and we get to be part of this great experience.

The normal routine is to meet at 12:00 PM and have lunch, a safety talk, and have some door prizes issued to the participants before they depart for the dove field.

This hunt is always the second Saturday in September each year. If you know of anyone that would like to participate then please have them go onto DNR website:

<https://quotahunt.gooutdoorsgeorgia.com/Hunts/CustomerLookup.aspx>

This hunt is open to the public and all they have to do is go online and register. DNR usually puts the hunt on the website around March of each year. The hunt is listed as Indian Ford Farms Youth Dove Hunt in Lyons, Georgia. I encourage anyone to register that would like to participate.

This hunt could not be held each year if it were not for a select group of dedicated people statewide. I would like to list the key players in hosting this event so you can thank them if you happen to meet them in the near future.

Georgia DNR
Evans County Wildlife Club
Tattnall-Evans Limb Hangers
Harry's BBG in Hagan, GA
Joe Kennedy Farm Staff

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MEMBER UPDATES

Congratulations to our Incoming President, Davey Farabough, and NAIA Board Members

Please join us in thanking the outgoing Board for their hard work and dedication to NAIA and in welcoming the incoming Board members to their new role with the Association.



New 2024 NAIA Board Left to right: Brent Galloway (GA), Ross Wagner (MT), Rhonda Jensen (TX), Scot Floyd (LA), Angela Bryant (VA), Nick Short (NC), Amy Pataluna (GA), Kenny Raiford (VA), Fred Hayes (CA), Todd Swick (TX), Davy Farabough (AK), Rick Doran (SC), Curtis McCarthy (UT), Tyler Dean (OK)

**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...”*



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

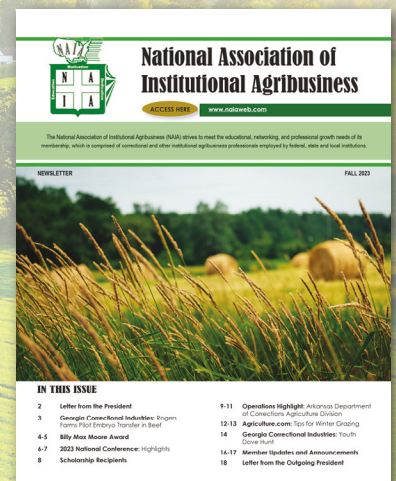


WE WOULD LOVE TO FEATURE YOUR ARTICLE IN OUR NEXT NEWSLETTER

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: aepataluna@gci-ga.com



LETTER FROM OUTGOING PRESIDENT

Greetings from South Carolina!

Hoping this correspondence finds you and your families safe with a successful year both professionally and personally in the books for 2023. To those of you who were able to attend the fall conference in Charleston, I hope you were able to enjoy your stay in the Palmetto State. If this was your first chance to spend time with our membership, I am confident you had the opportunity to network with some of the finest people in the Agribusiness field providing you with a valuable resource as you returned to your home states. A special thank you to all our sponsors and supporters who made the conference possible and continue to support the mission of our organization.

Having already passed the gavel to Mr. David “Davie” Farabough, a very capable second term President from Arkansas, this will be my last chance to address our membership. I will always remain humbled by the opportunity to serve as your President and truly consider it an honor and privilege to have been allowed to be in this role. I would be remiss not to mention the employees of the SCDC Agriculture Division, especially the Administration. Their support and willingness to accept added responsibilities and demands on their already full work and personal schedules, allowing my participation, must not be overlooked. This past November’s Fall Conference, hosted in South Carolina, was the fruit of their dedication and a true showcase of their efforts.

It is my sincere belief that 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. I am proud to be a part of something so special!

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

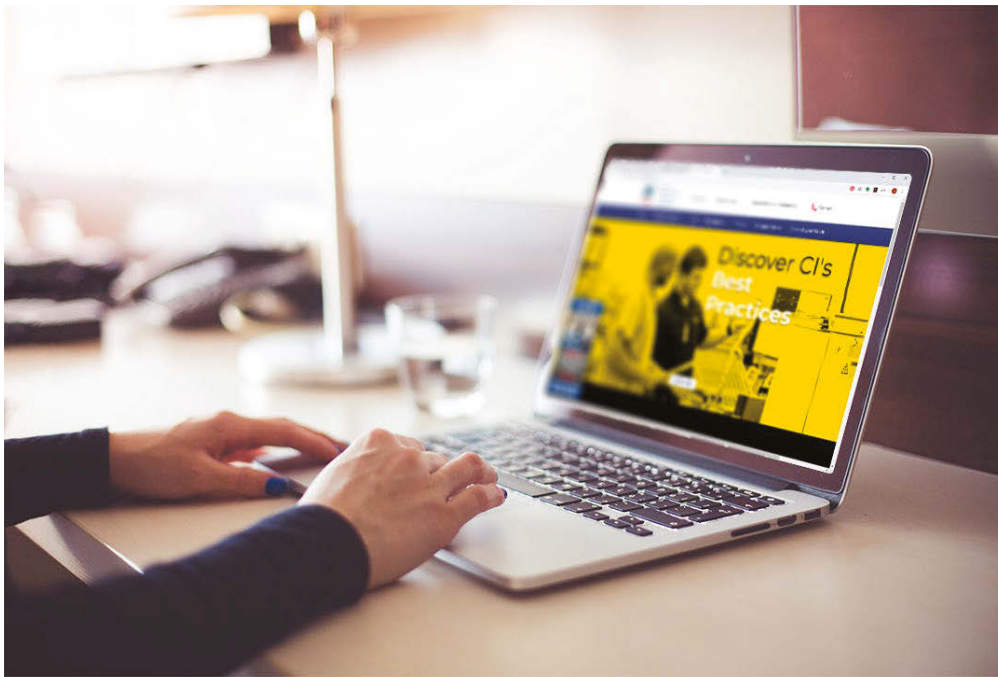
Sincerely,



Richard A. “Rick” Doran, Jr
Agriculture Division Director SCDC



Brent Galloway and Rick Doran



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