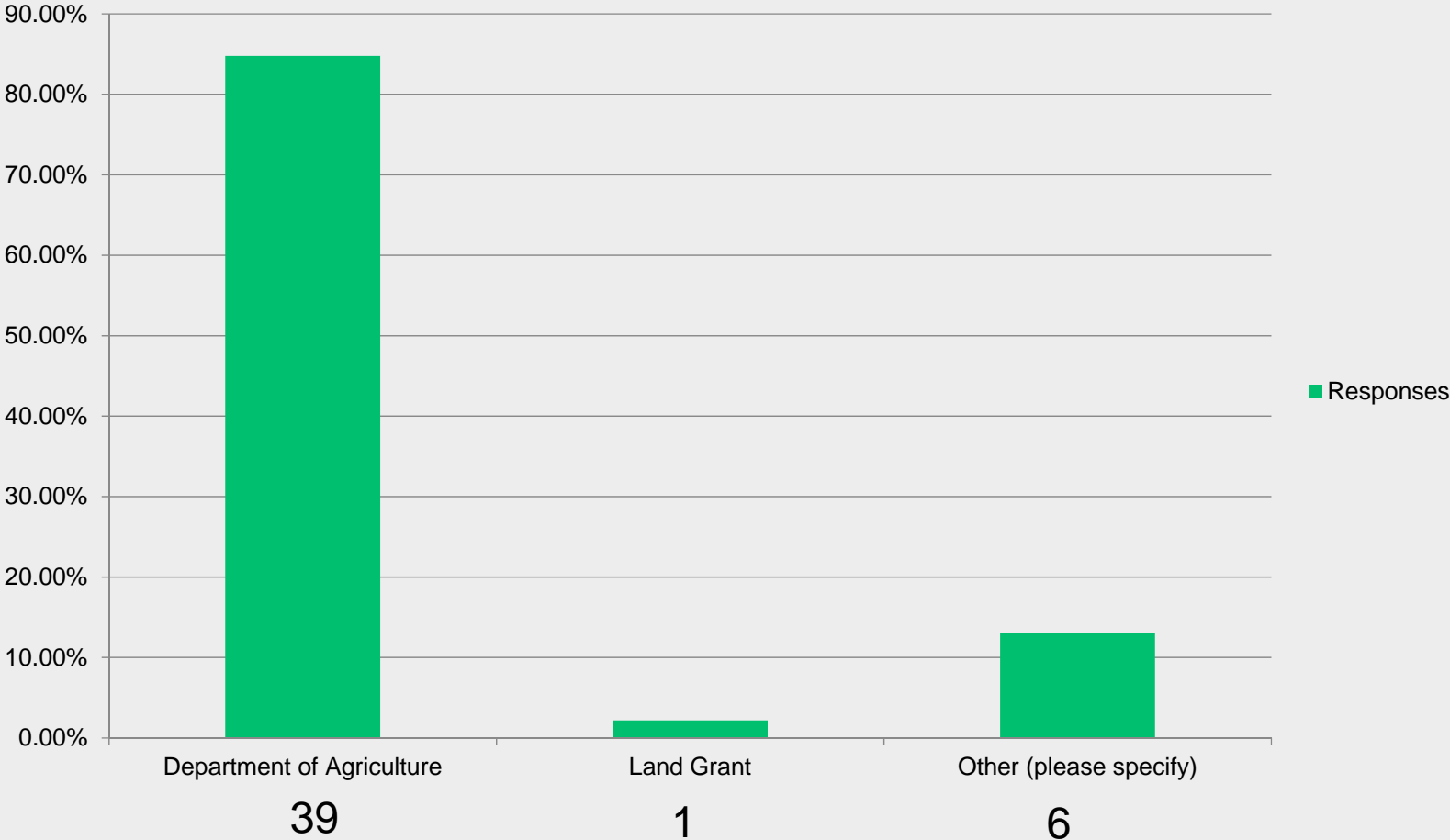


2018 AAPFCO Seminar State Survey

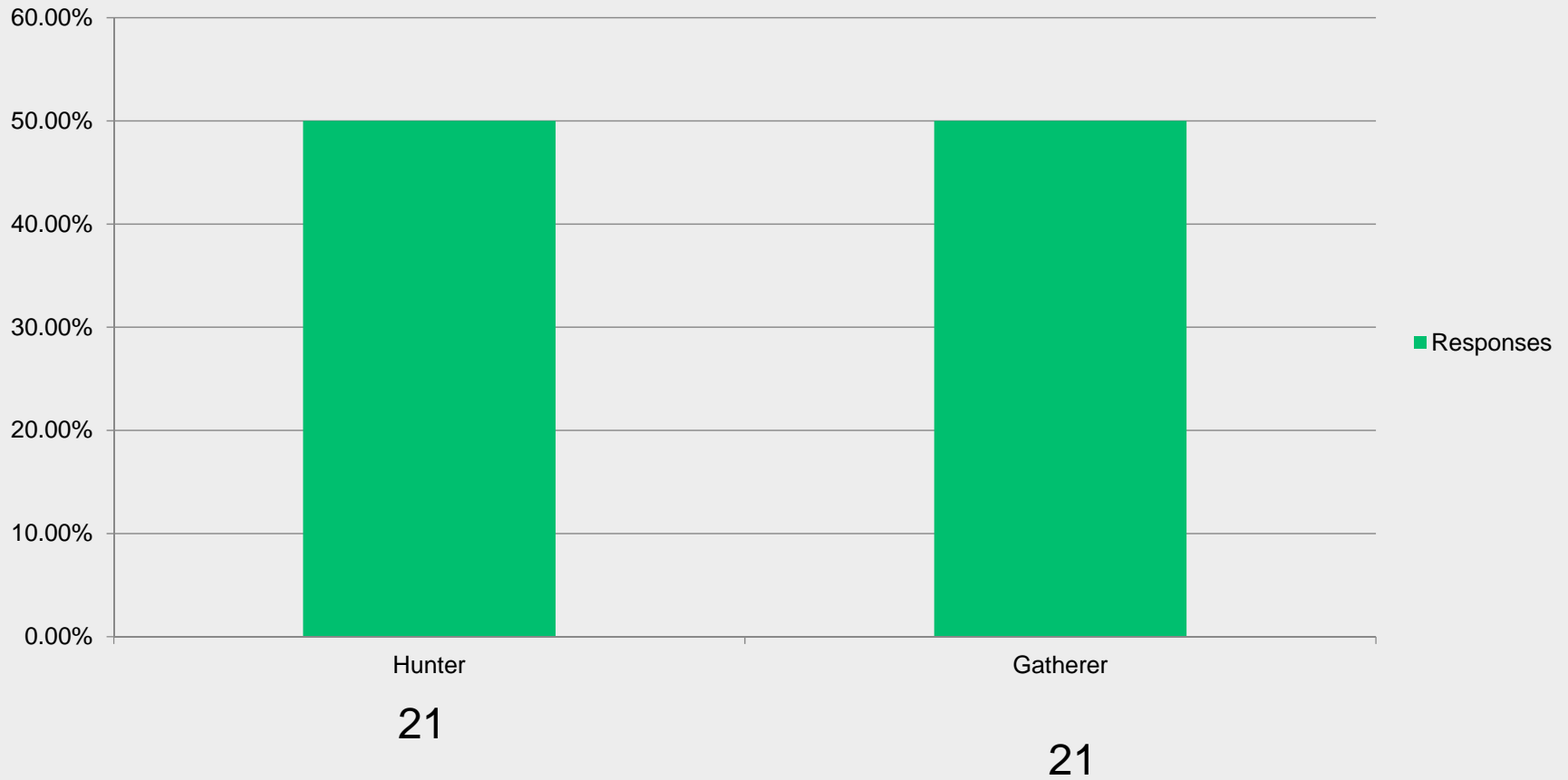
Type of Agency

Type of Agency



- I work for the State of MS Dept of Ag on a Land Grant campus (Mississippi State)
- Canadian Food Inspection Agency
- NMDA is a state department of Agriculture, but we are organized under New Mexico State University (land grant)
- State Chemist

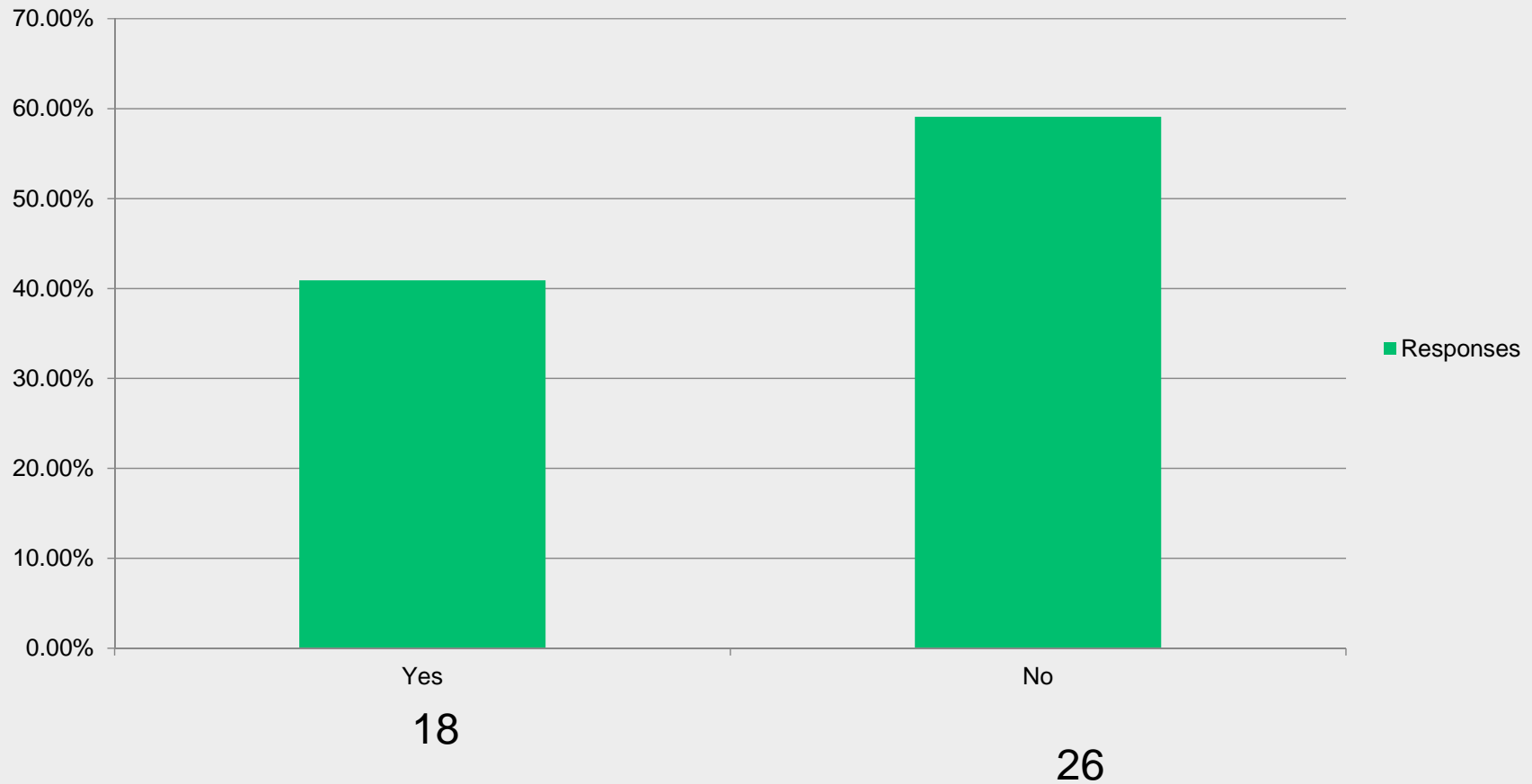
Are you a hunter or a gatherer?



Answered 42

Skipped 4

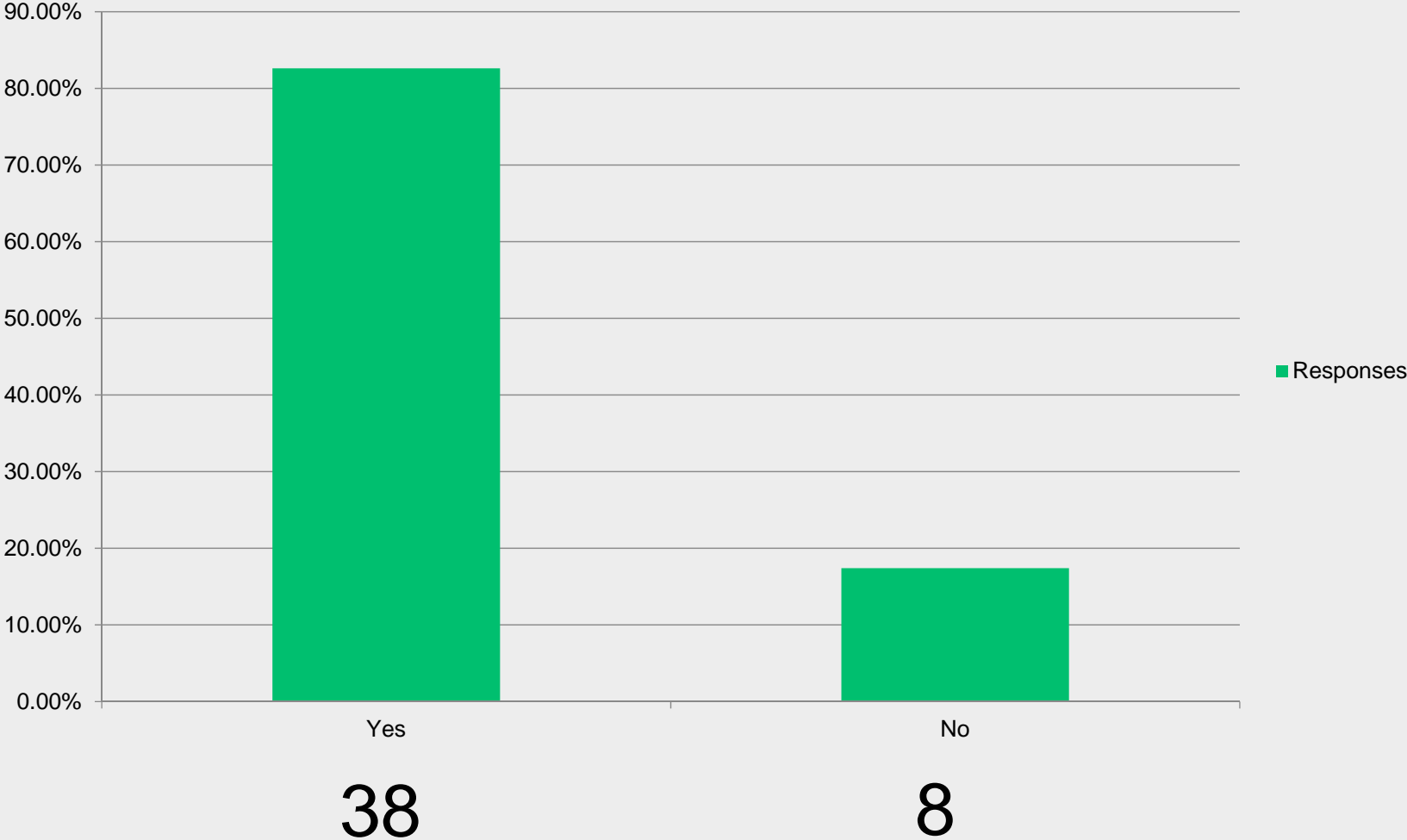
Do you speak with an accent?



Answered	44
Skipped	2

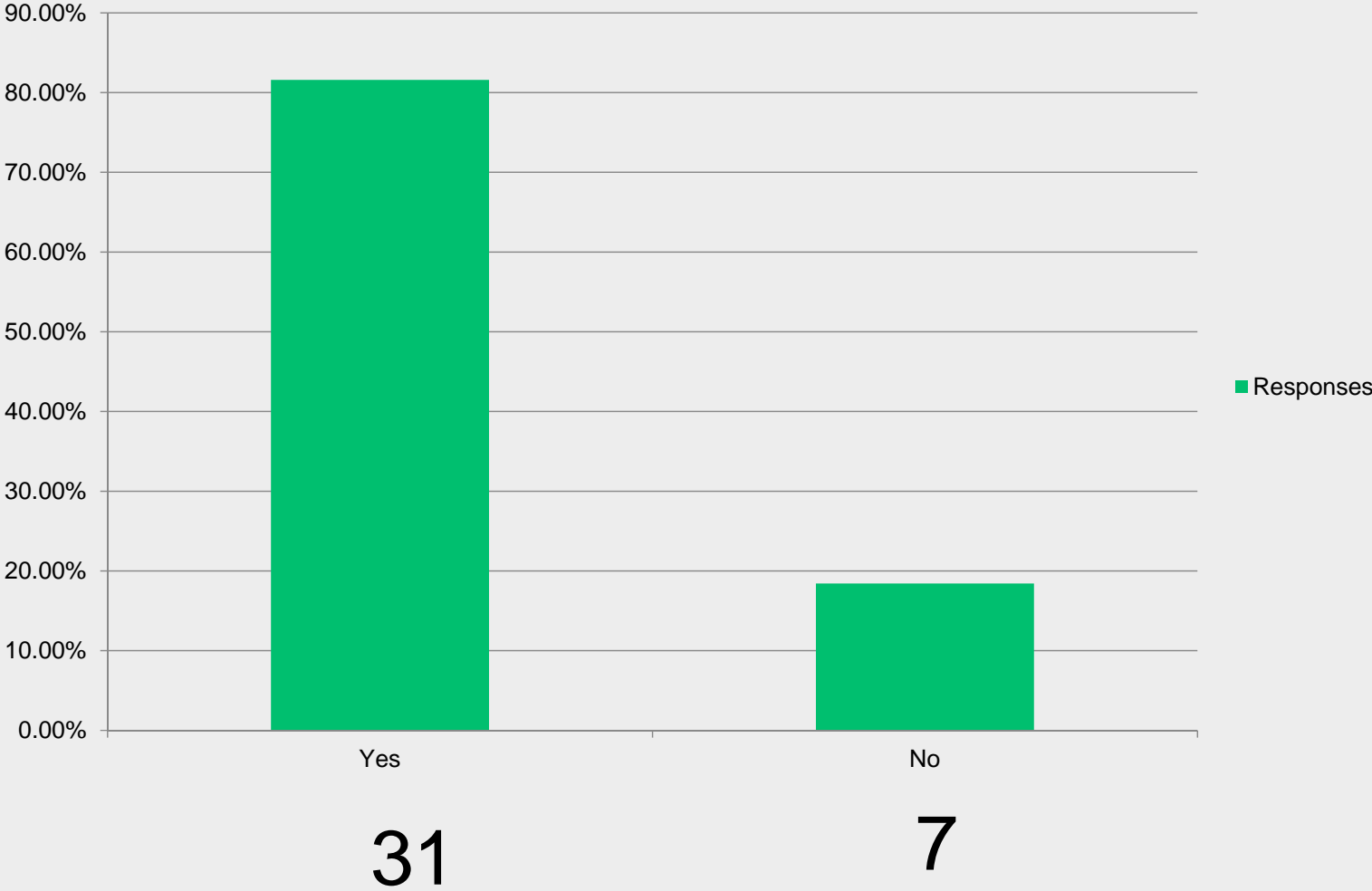
In your State:

Is a fertilizer license required?

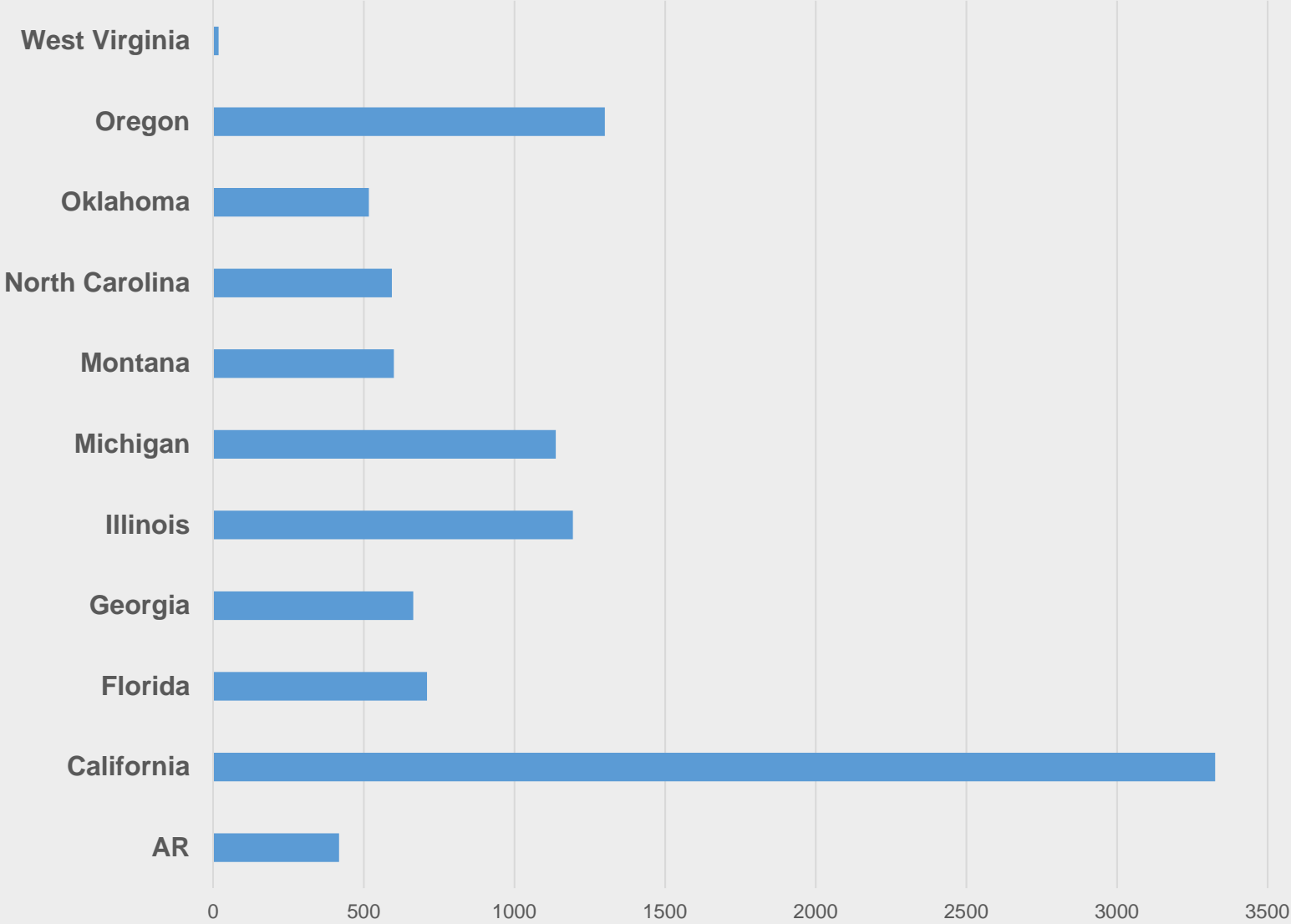


Is the license for a registrant?

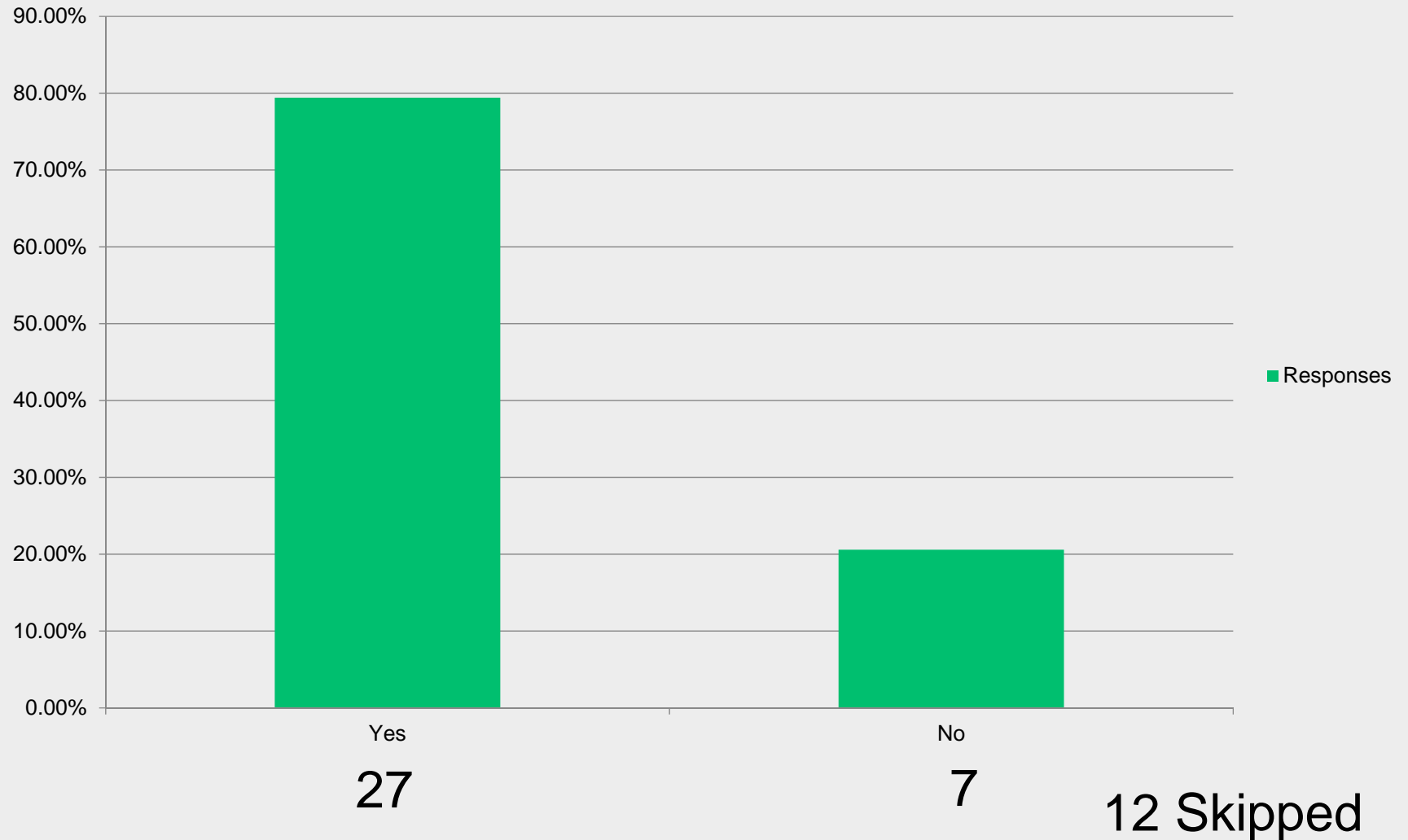
Is the license for a registrant?



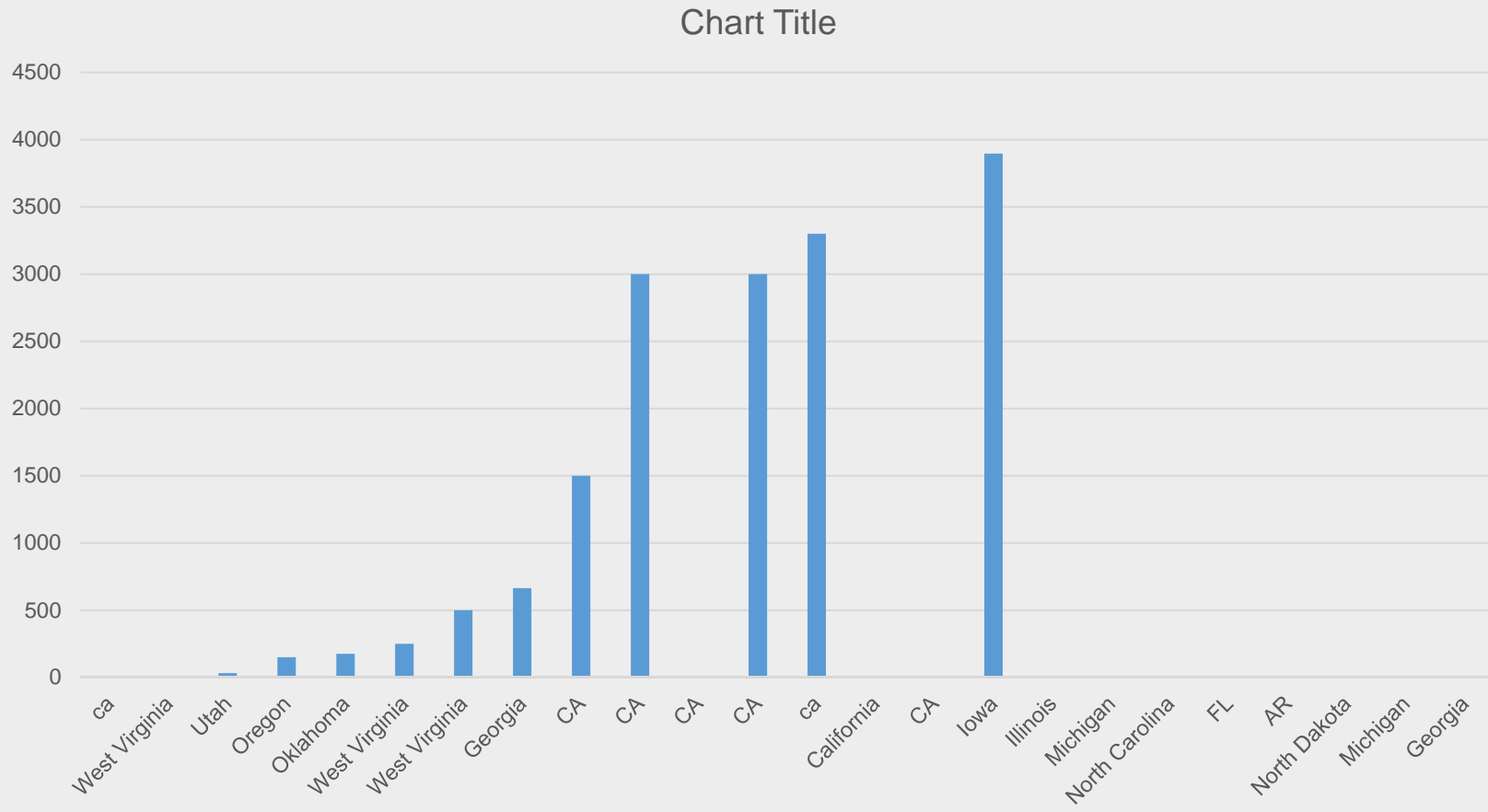
How many licenses?



Is the license for a brick and mortar distribution point? (Place you can buy or SAMPLE fertilizer)

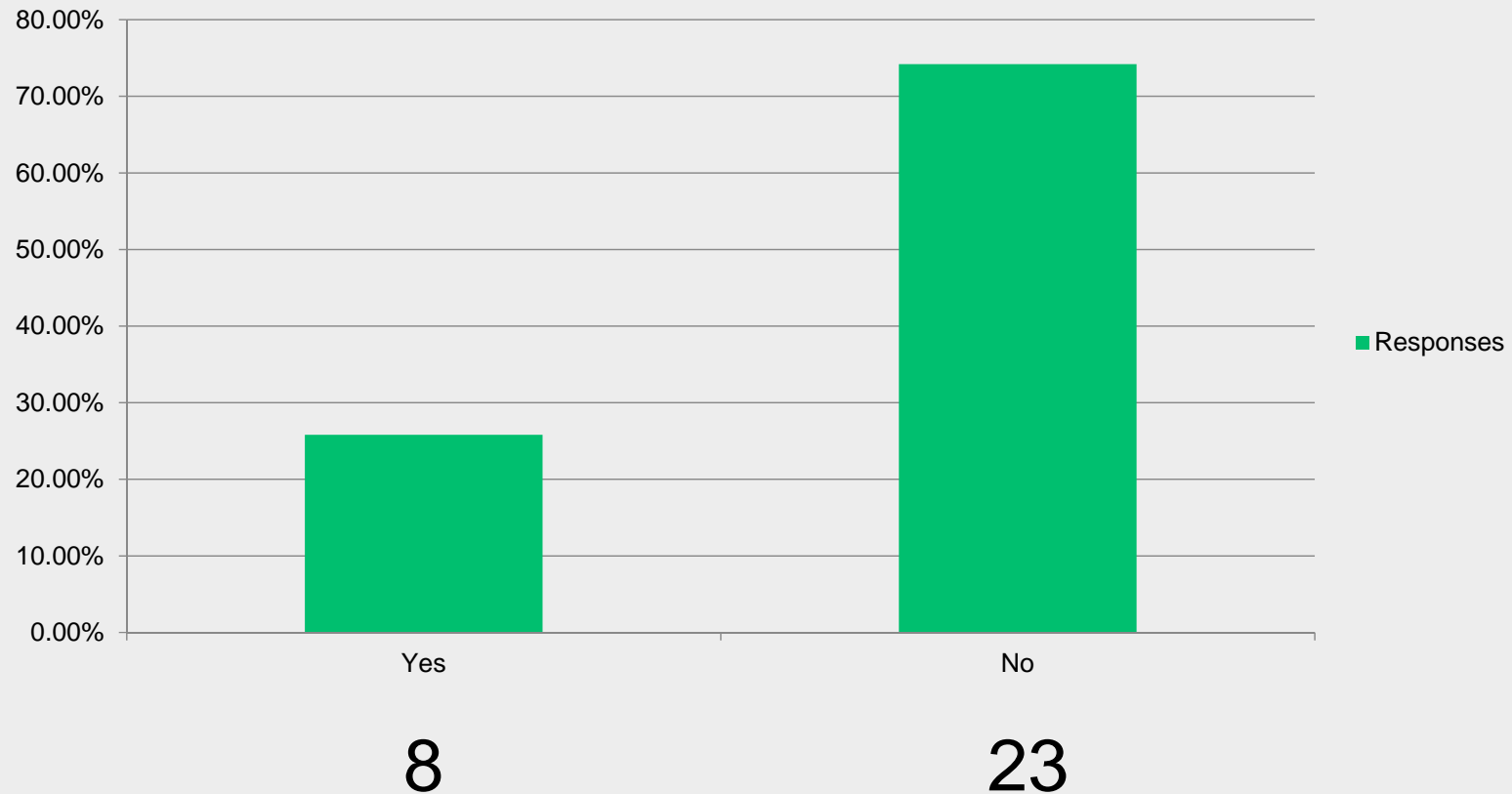


Q10. How many licensed brick and mortar distribution points do you have?

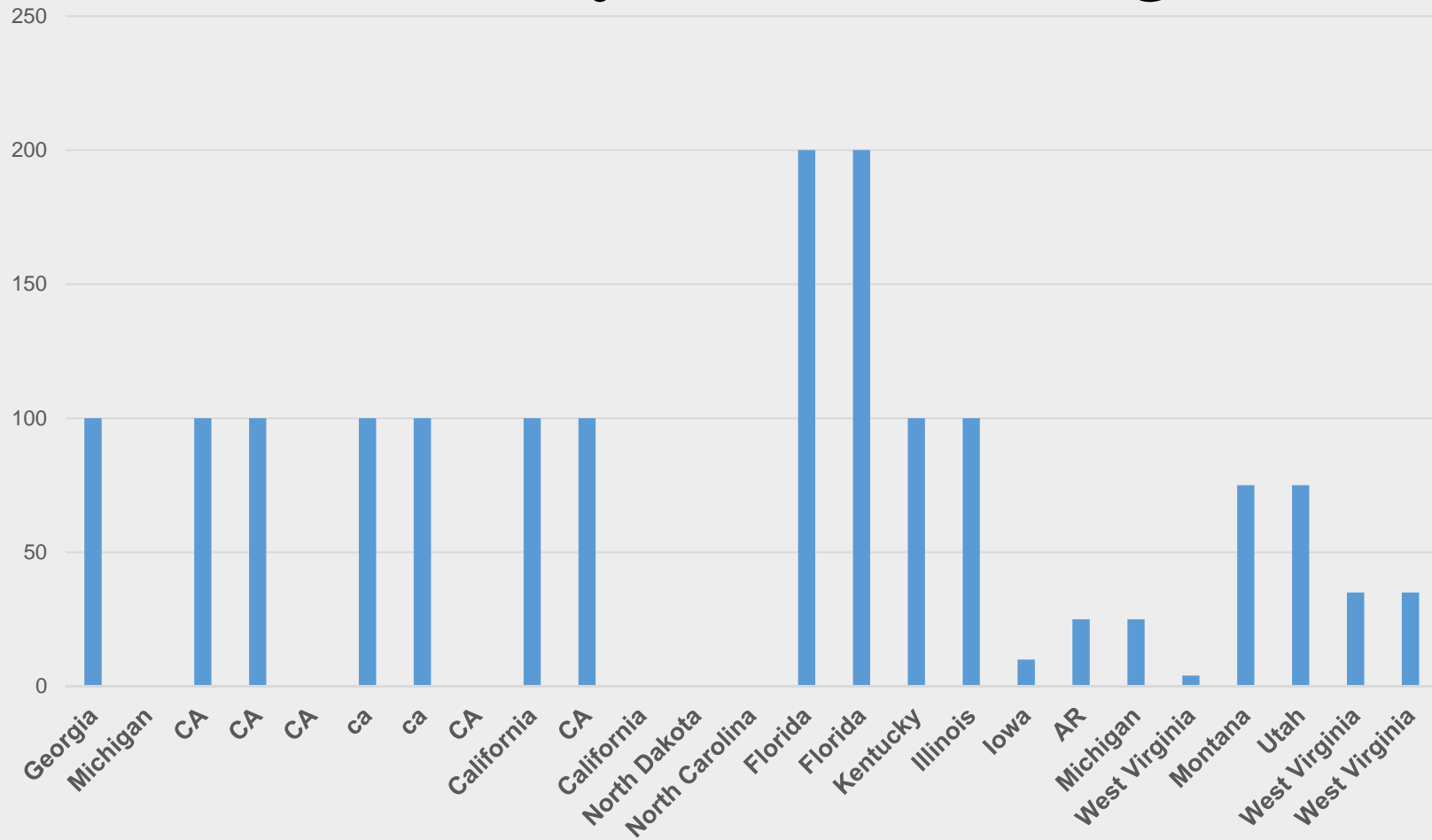


Q11. Do you license both the registrant and the brick and mortar distribution point?

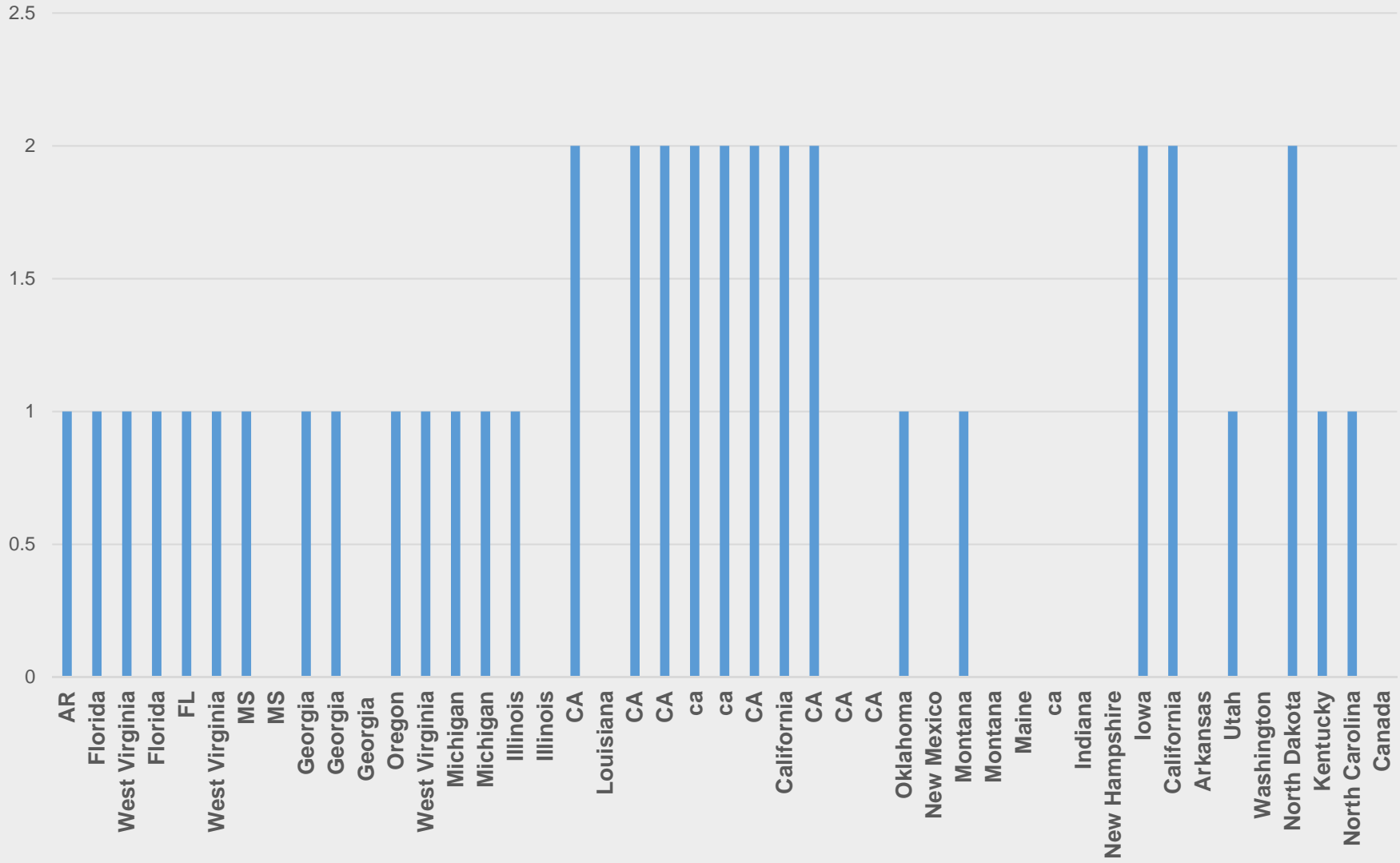
Do you license both the registrant and the brick and mortar distribution point?



Q12. What is your licensing fee?



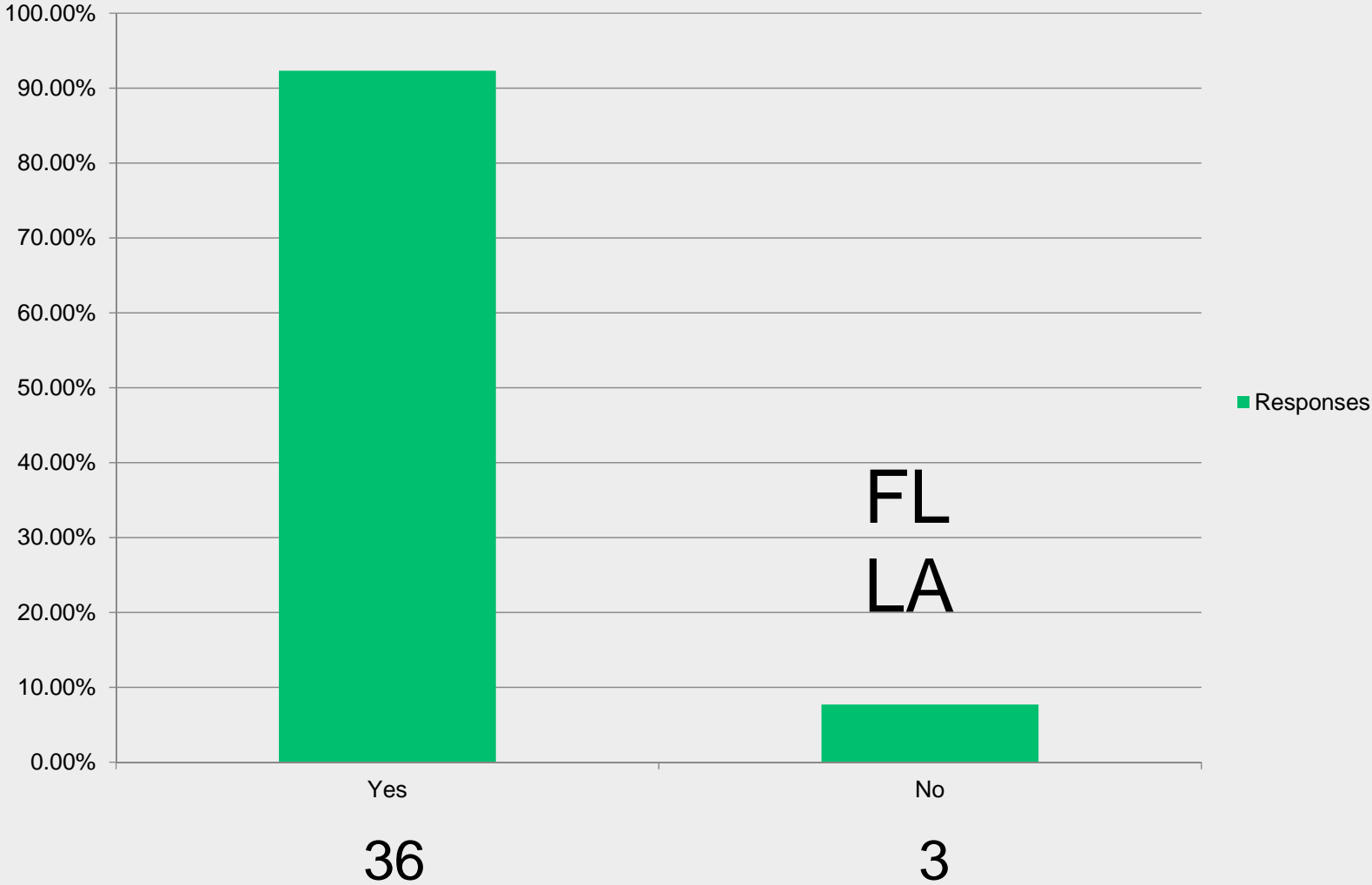
Q13. How long is the license good for?



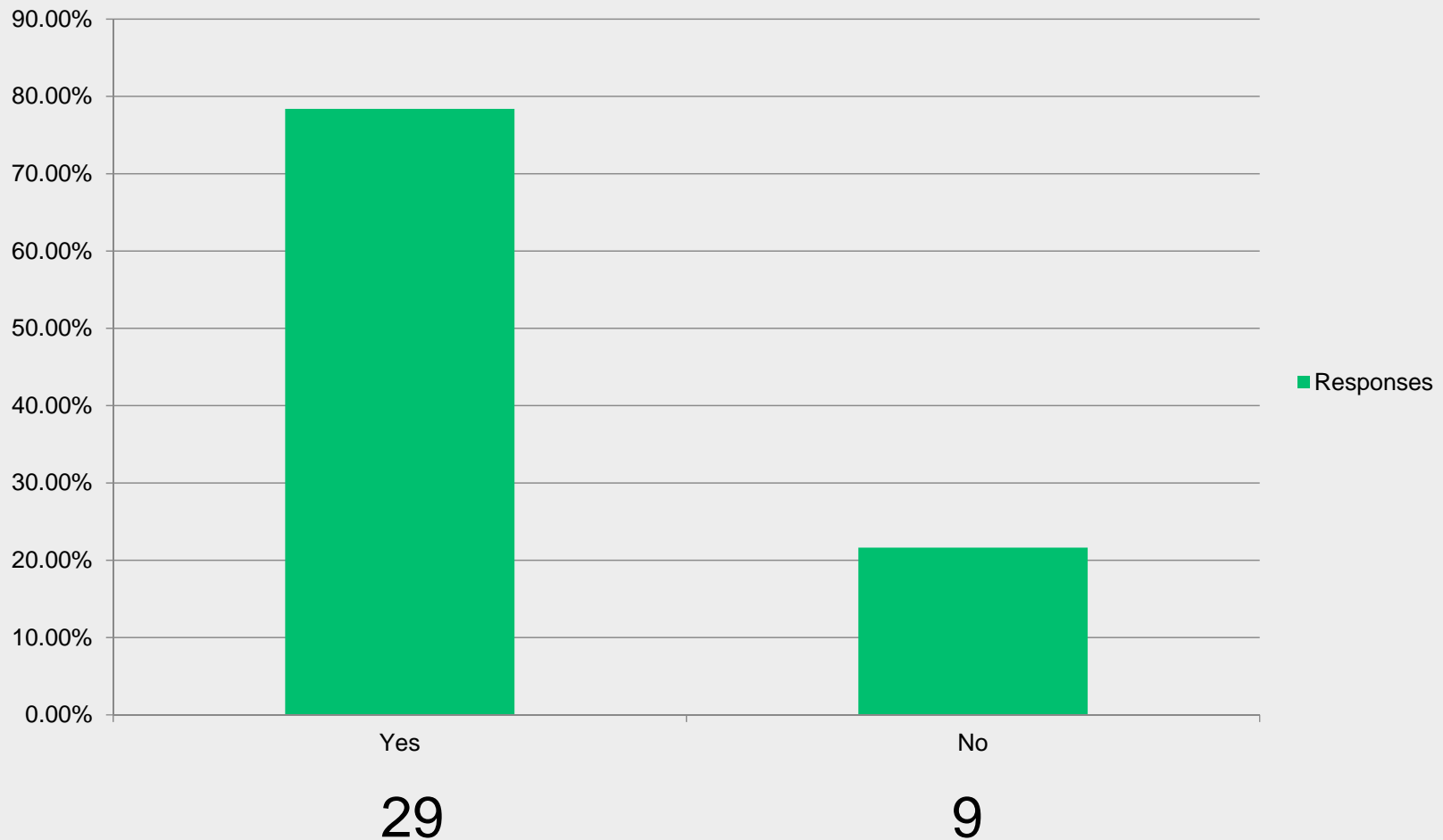
What is the renewal/ expiration date?

- 12 = June 30
- 18 = December 31

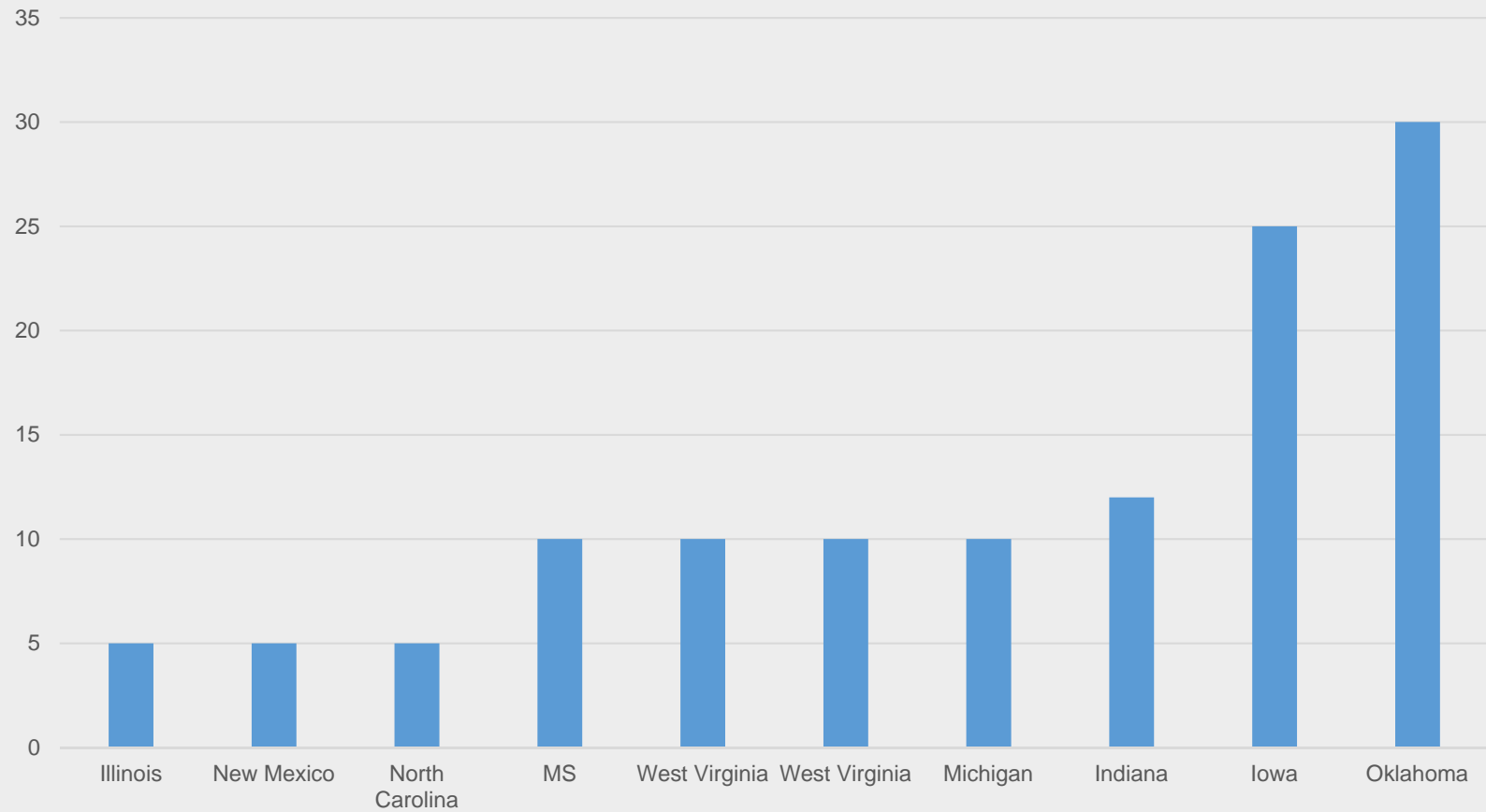
Does your state register fertilizer products?



Do you have different registration types / sizes (small and large; ag and non-ag; specialty)?



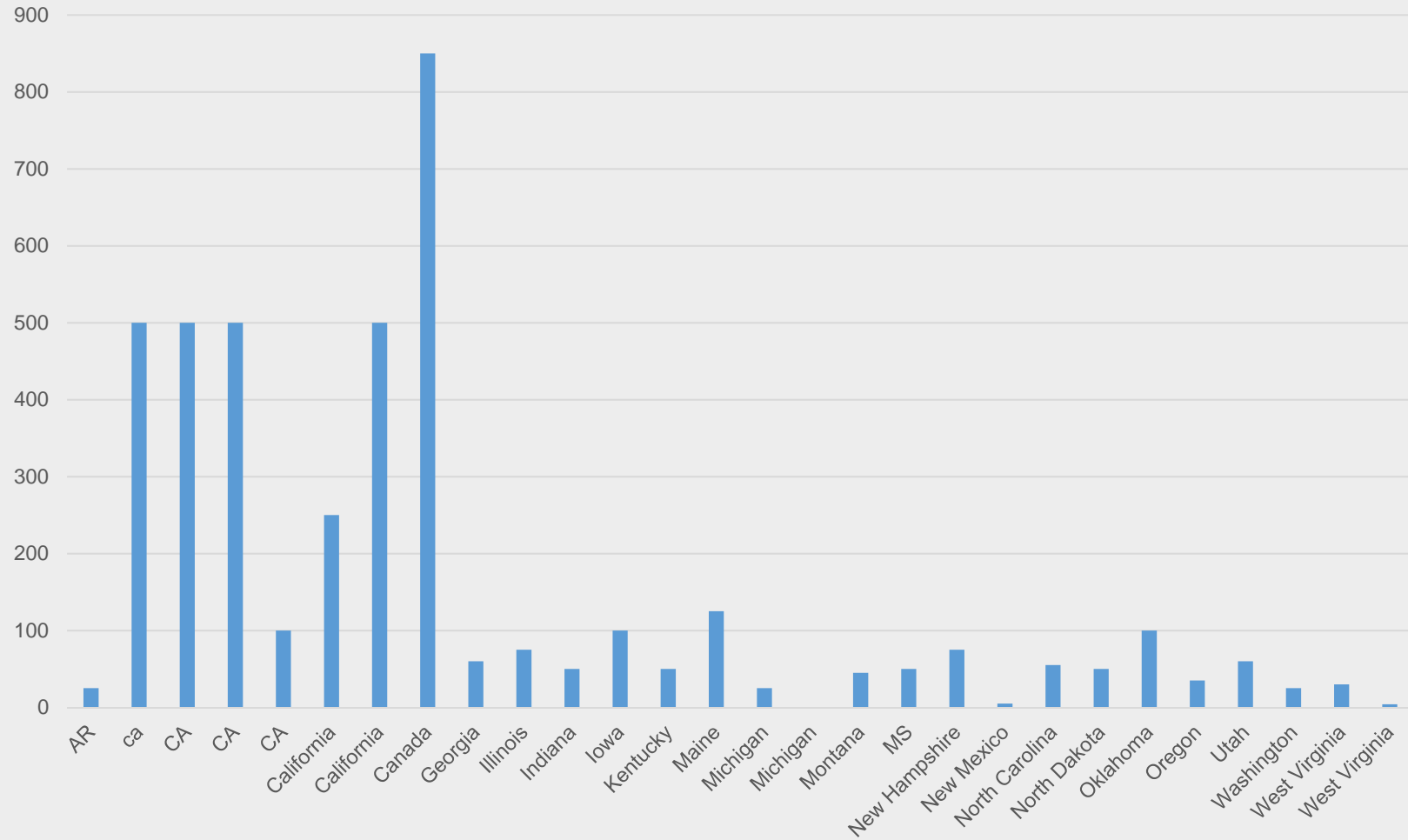
Breaking point



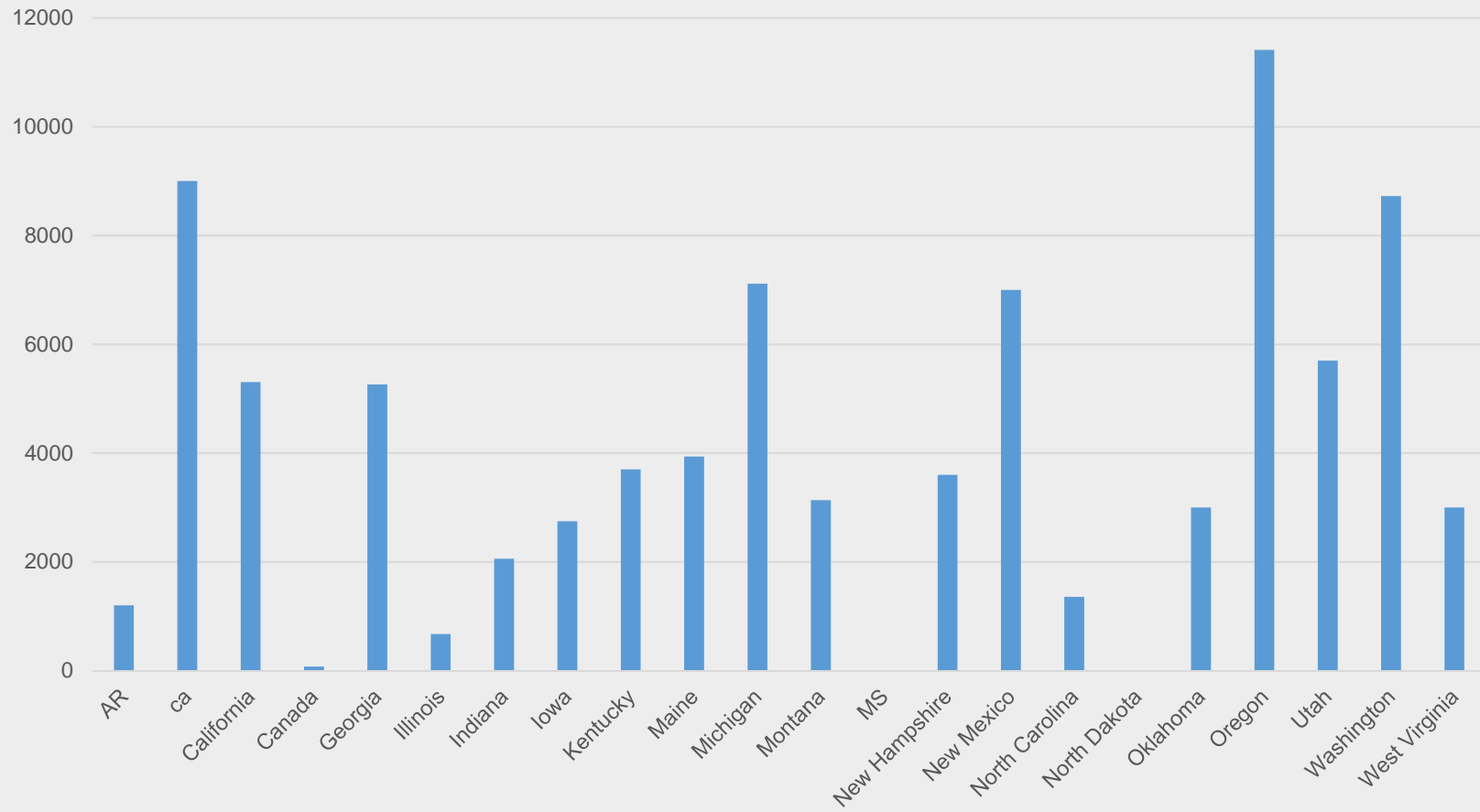
Break comments

- AR \$ fee the same, no matter the size
- **CA** **anything that implies a different product**
- CA claims
- Kentucky Farm vs Specialty
- **CA** **Grade**
- Michigan grade, specialty products, soil conditioners
- Georgia grade, weight
- **CA** **market & guarantees**
- Canada market for end use
- **California** **Market, package size, grade**
- Washington NA
- New Hampshire No difference
- Oregon Nutrient / constituent guarantees, brand, product name
- North Dakota package weight, site specified
- **ca** **pupose / function**
- **CA** **Purpose, grade, market**
- FL See FL response
- Montana specialty, commercial (ag use), soil amendmets
- California We register all types of fertilizing materials except, commercial (ag)
fertilizers and bulk agricultural minerals

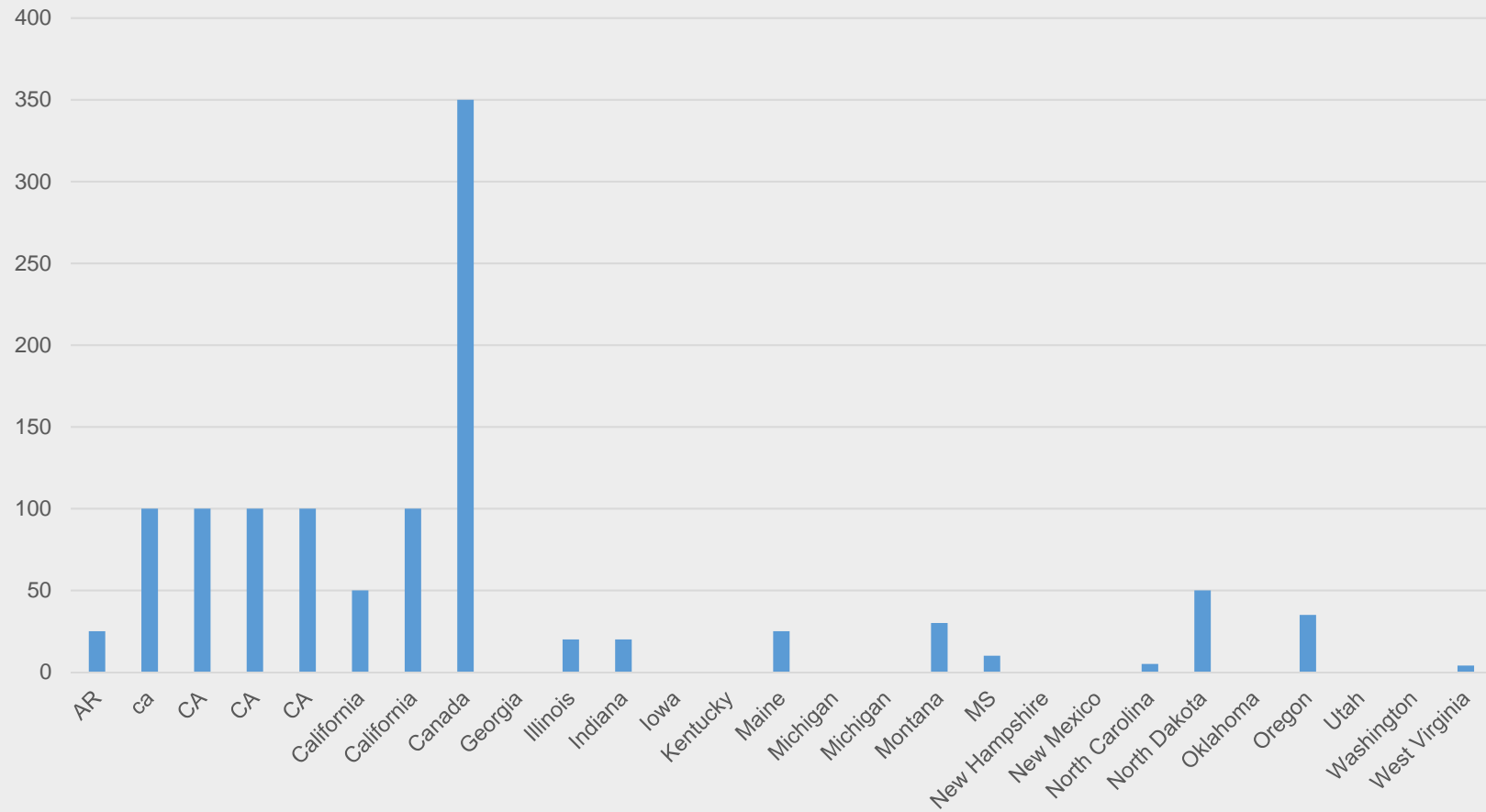
“Small” package registration fee



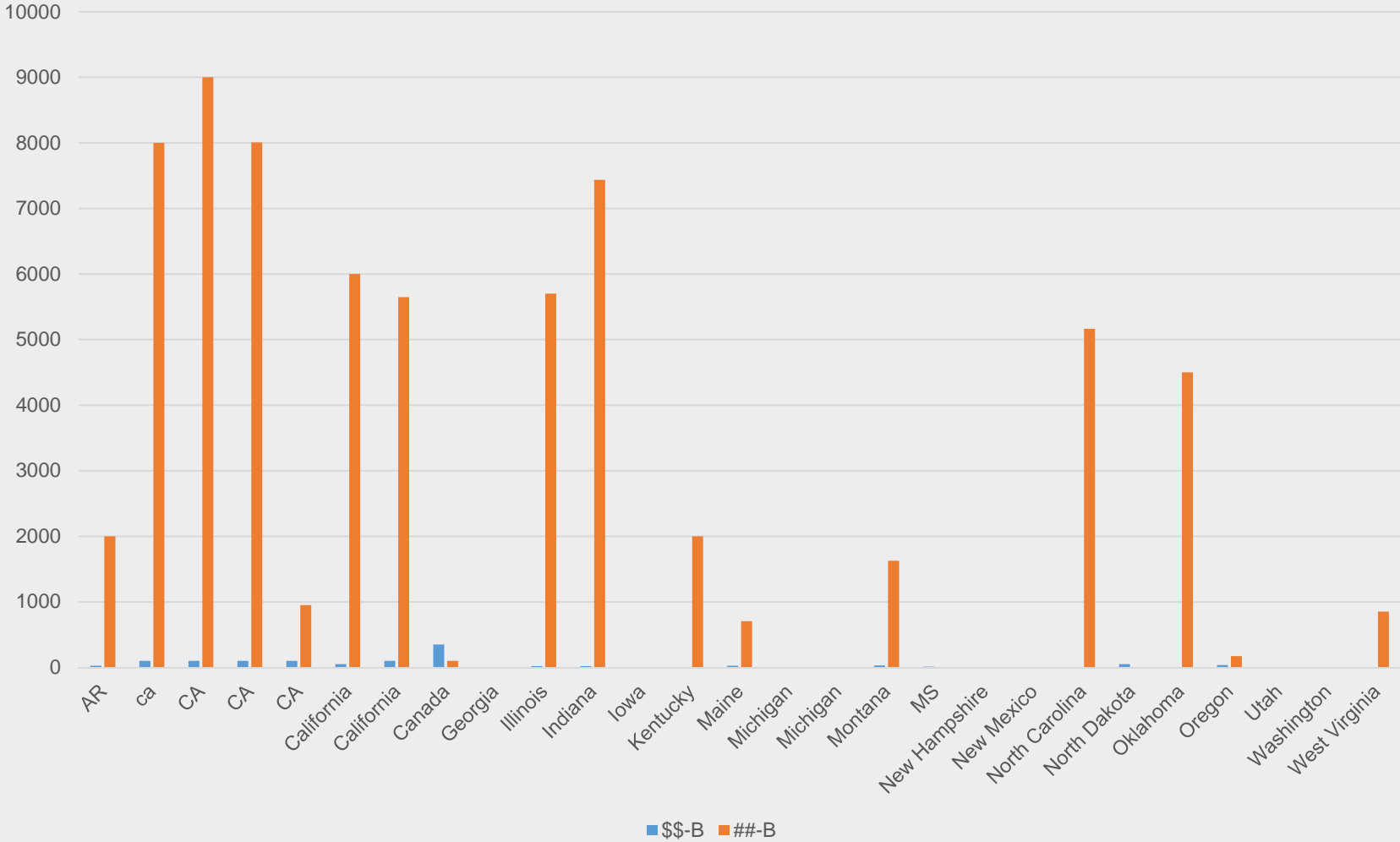
of “Small”



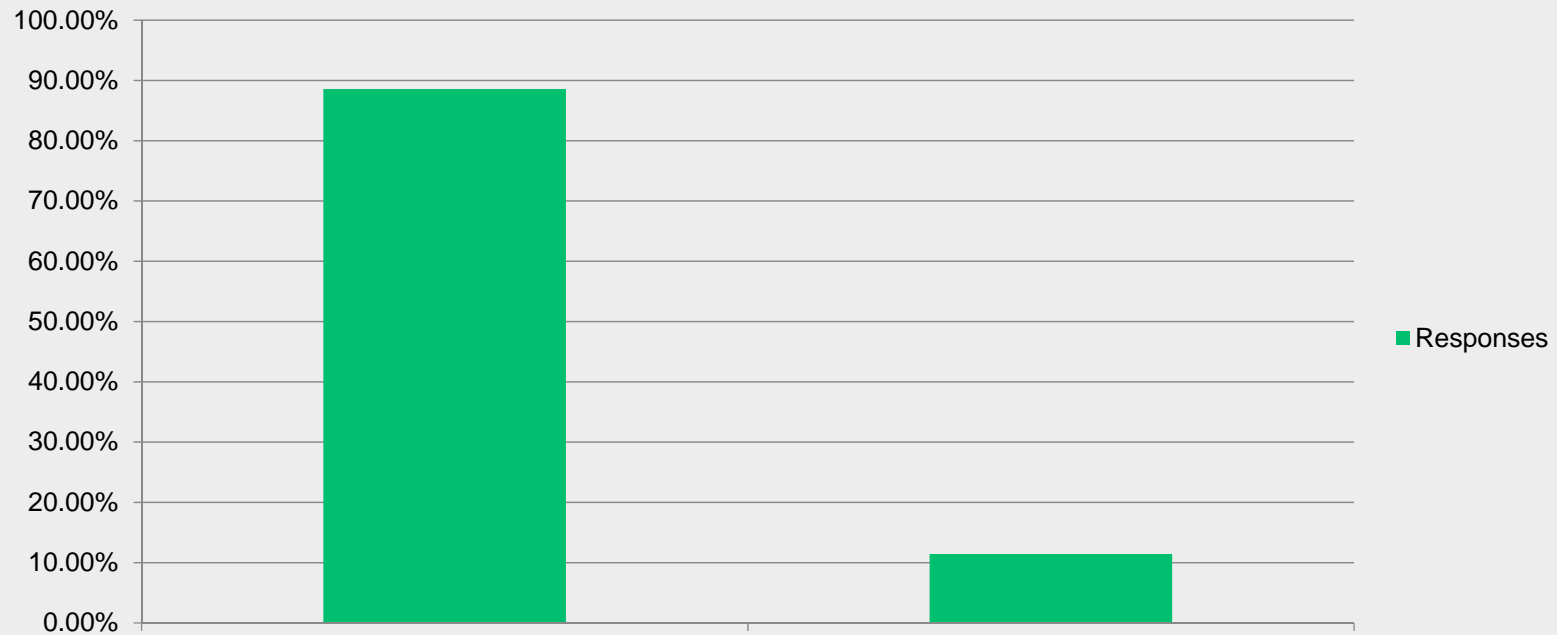
“Large” product registration fee



of “Large” products



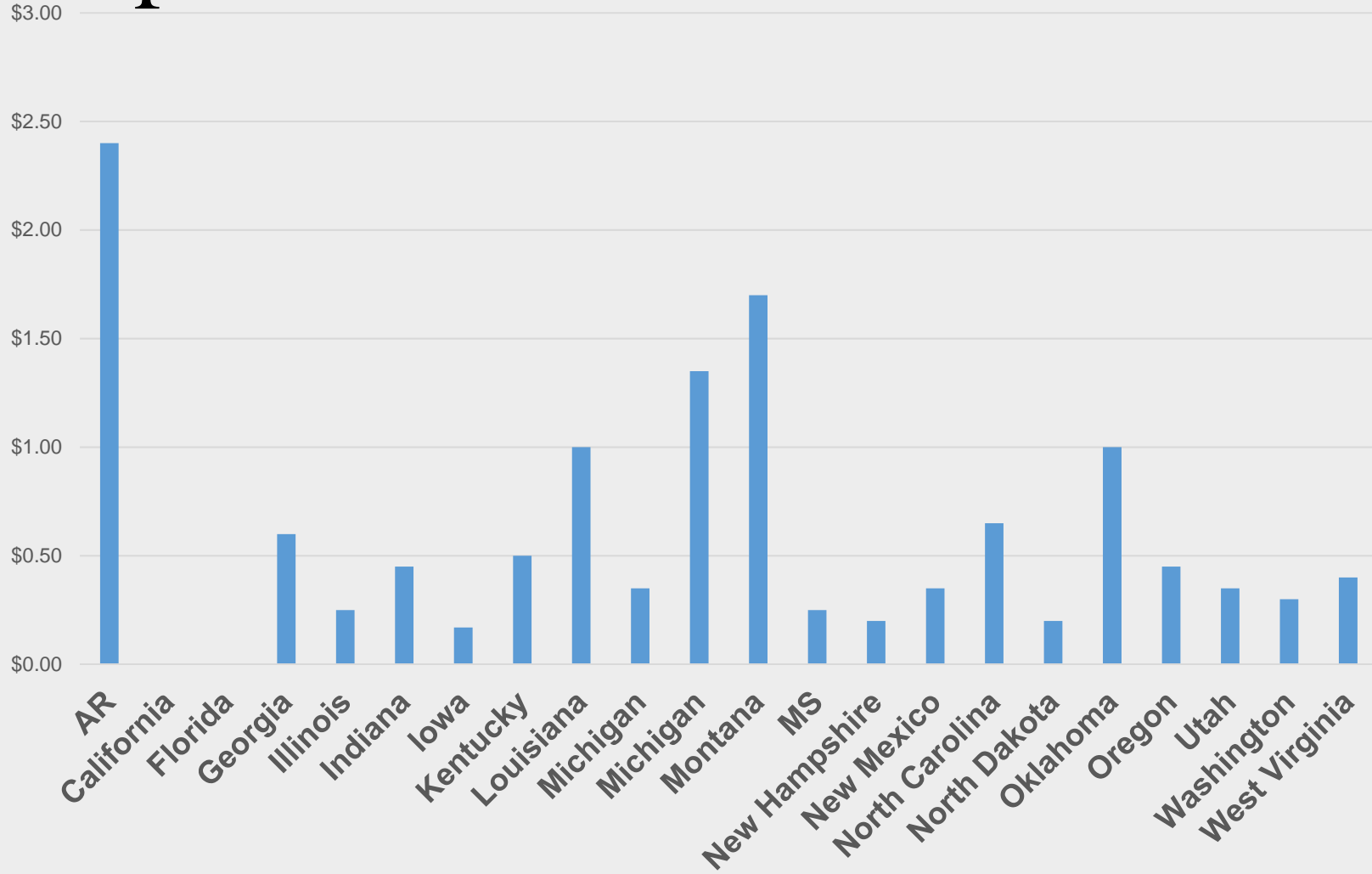
Do you collect fertilizer tonnage / inspection fees?



Yes
31

No
4
NO:
• CA
• ME
• Canada

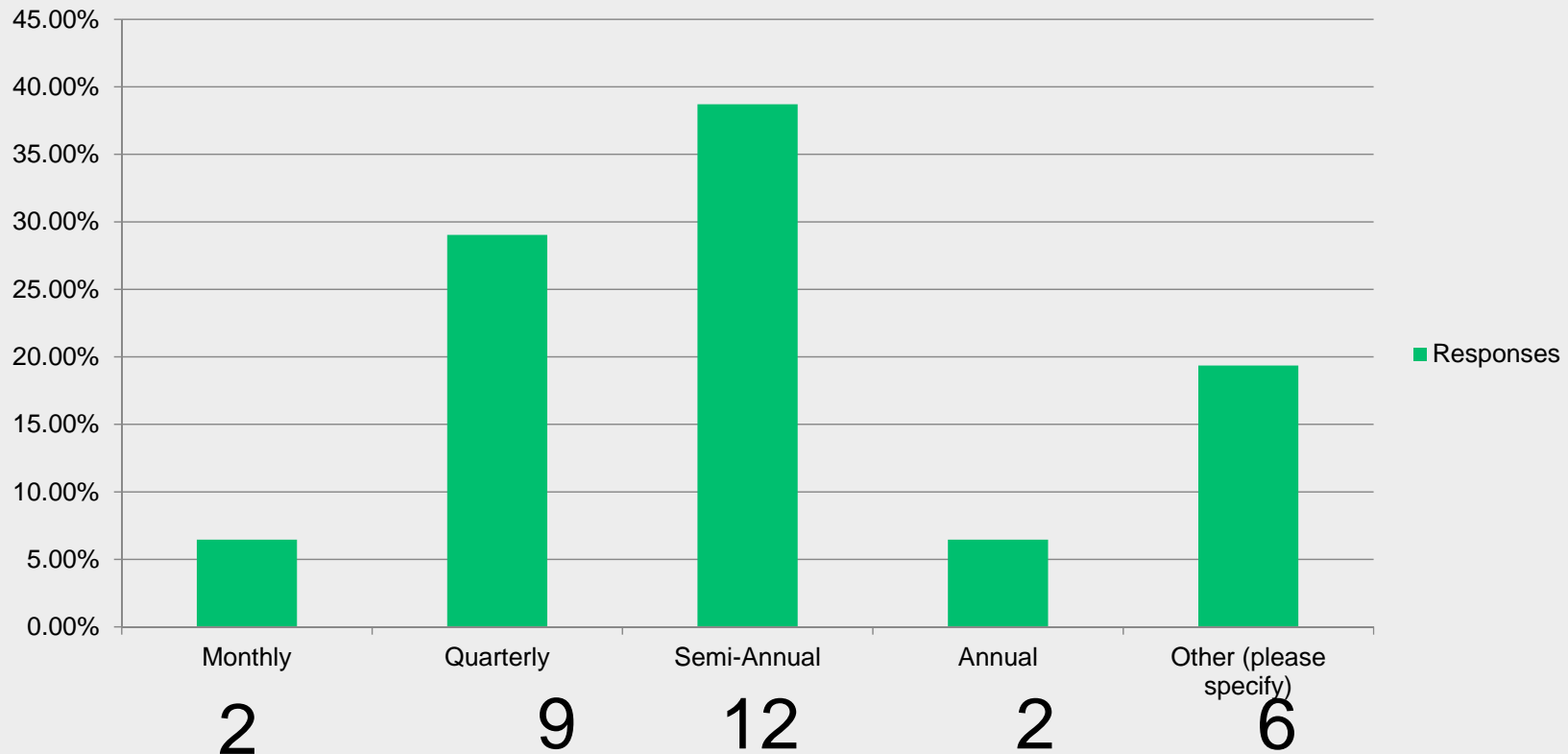
Inspection Fee



Inspection Fee explanations

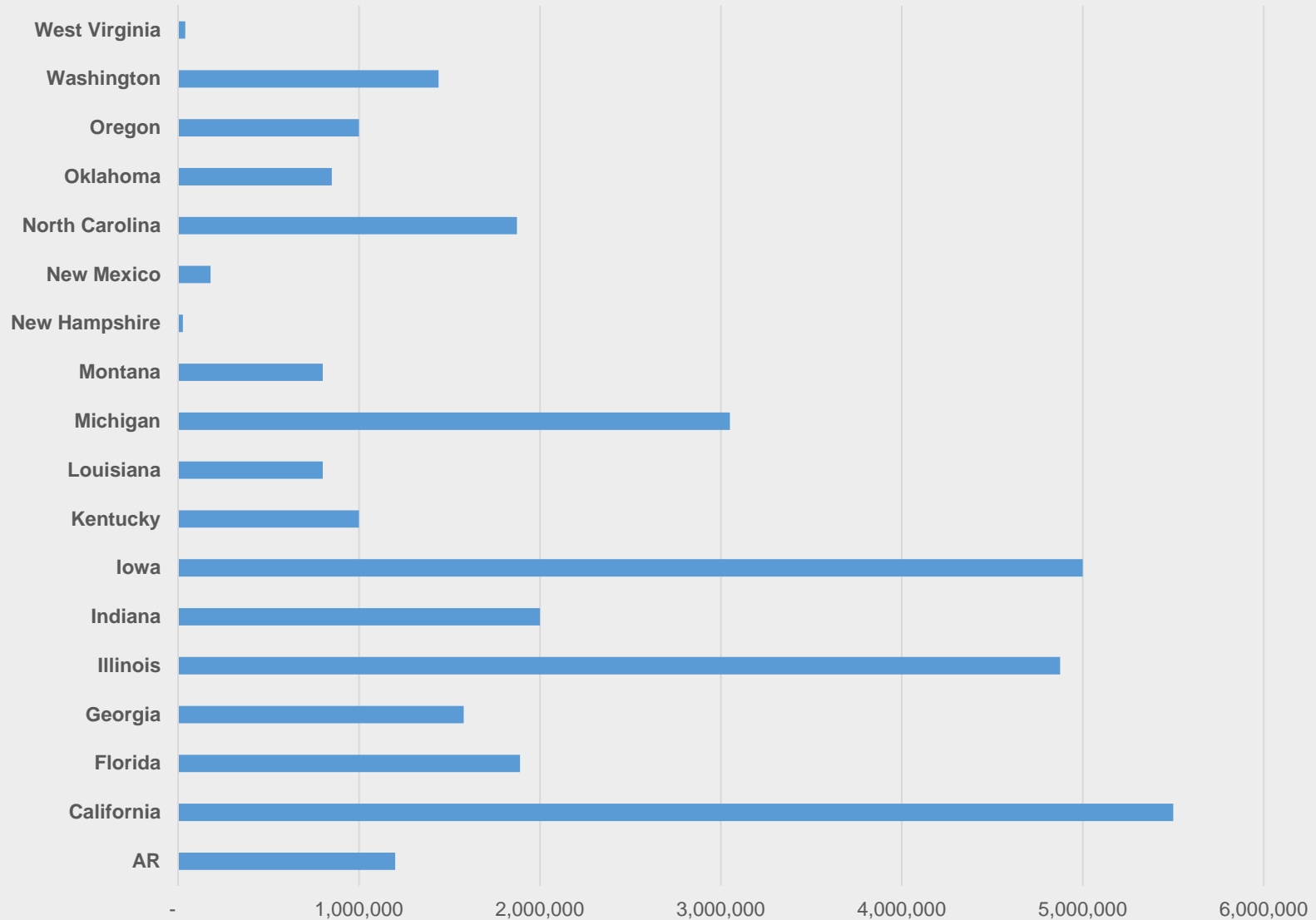
- **California** \$0.003/dollar of sales. Tonnage reported separately.
- **Florida** Mixed fertilizer- \$1/ton; Lime products- \$0.30/ton; Phosphate products-\$0.30/ton; Nitrogen fee-\$0.5/ton; Phosphorus fee-\$0.5/ton
- **Michigan** \$1.35. Again, MDARD gets \$0.35 per ton, another agency gets \$1.00/ton with groundwater protection fee.
- **Montana** \$1.70/ton anhydrous ammonia; \$1.00/ton commercial fertilizer; \$0.10/ton soil amendments if over 50 tons is reported
- **Oregon** \$0.45 / ton most products. \$0.05/ton lime, gypsum, compost

What are your reporting requirements?

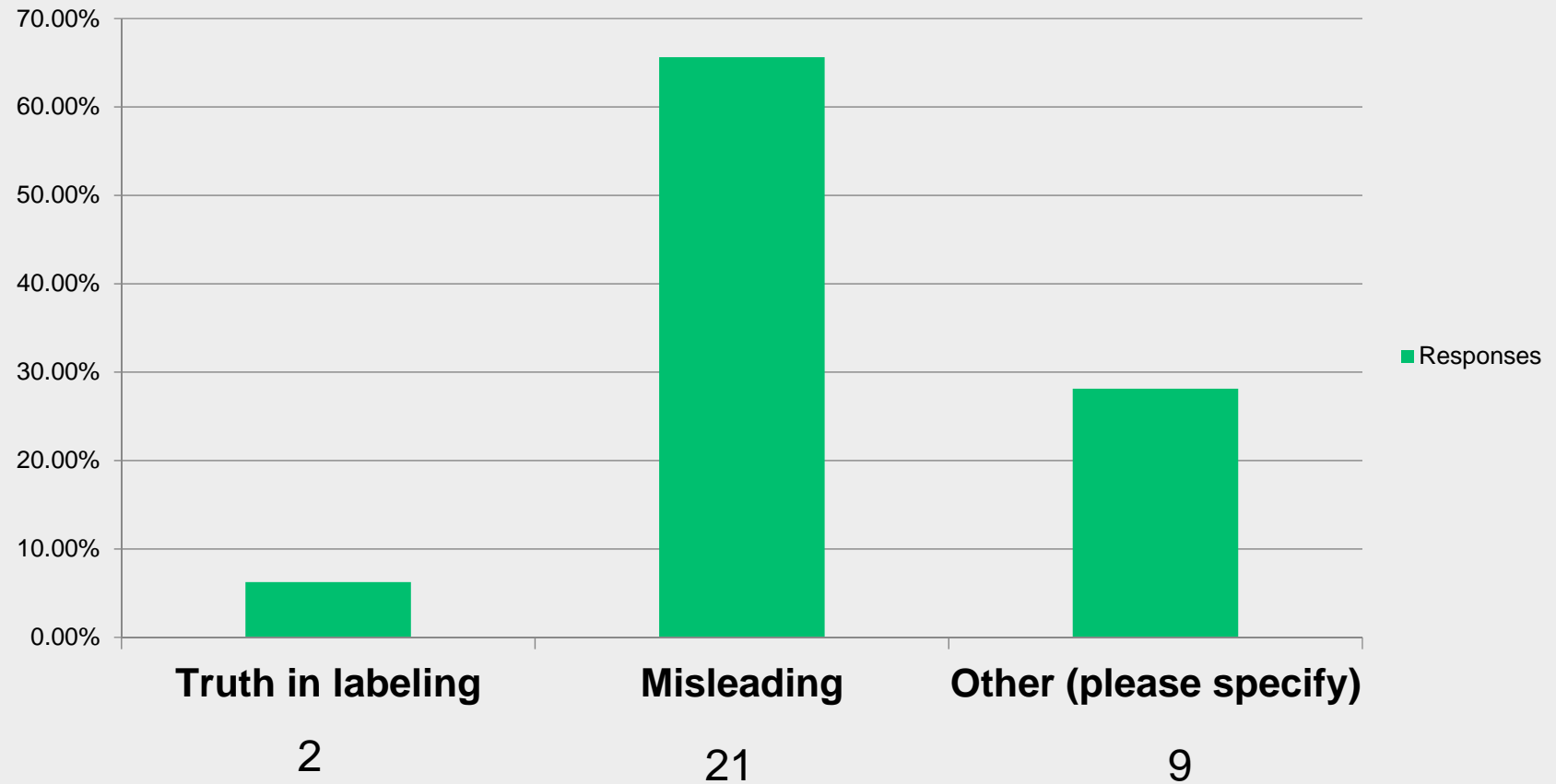


- Monthly and quarterly
- Monthly and semi-annual tonnage inspect fee payment
- Quarterly for inspection fee, semi-annual for tonnage
- The large package inspection fee is collected quarterly. Tonnage is due monthly (no fees)

How many tons are reported per year?



Canadian Bacon



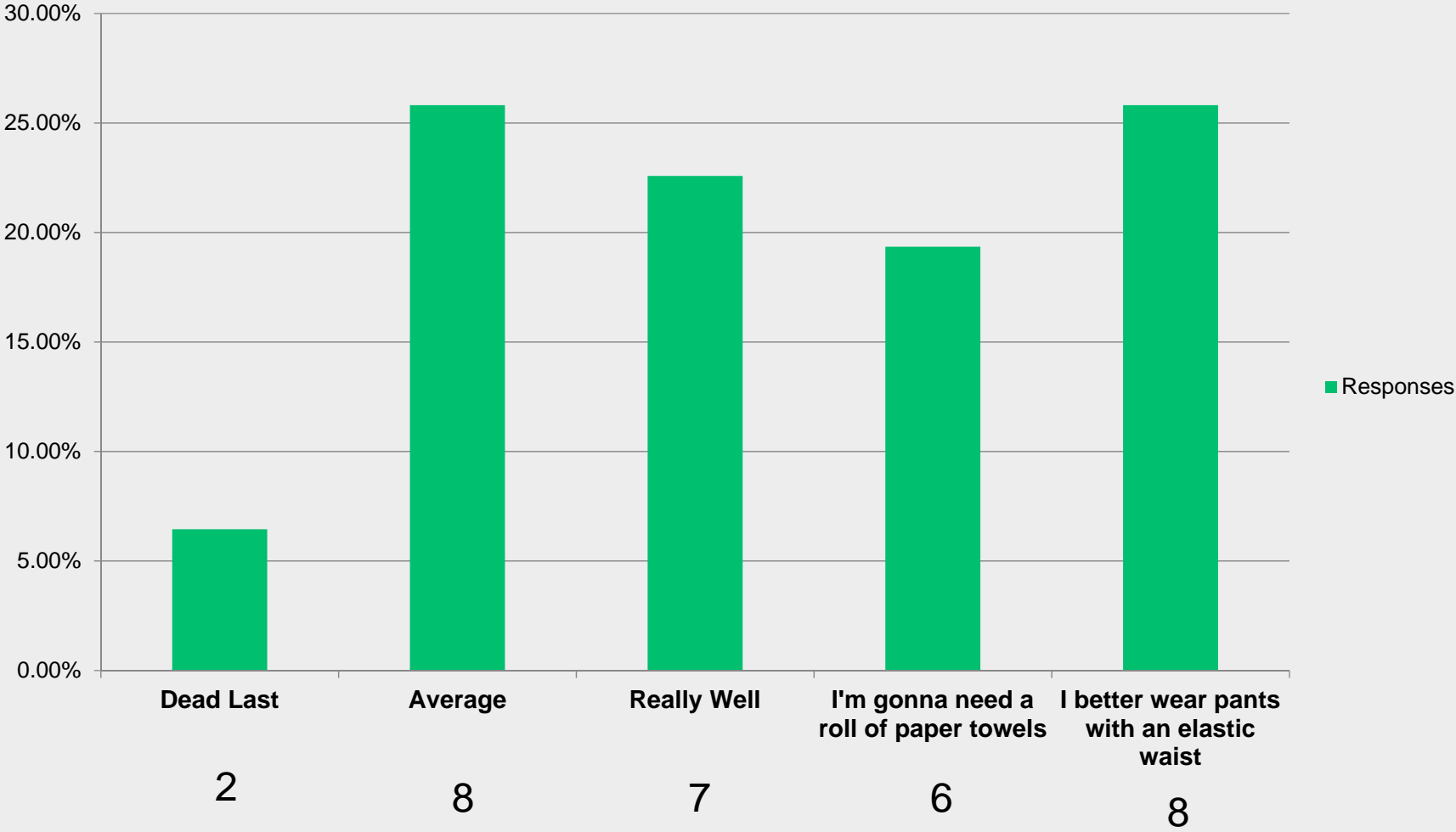
Bacon

- Steve Harley loves Canadian bacon
- Canadians are the yummiest species.
- Slang
- Smoked, thick cut bacon
- Tasty on pizza with pineapple.
- Not John Candy's best work!
- Trade name - salty and delicious

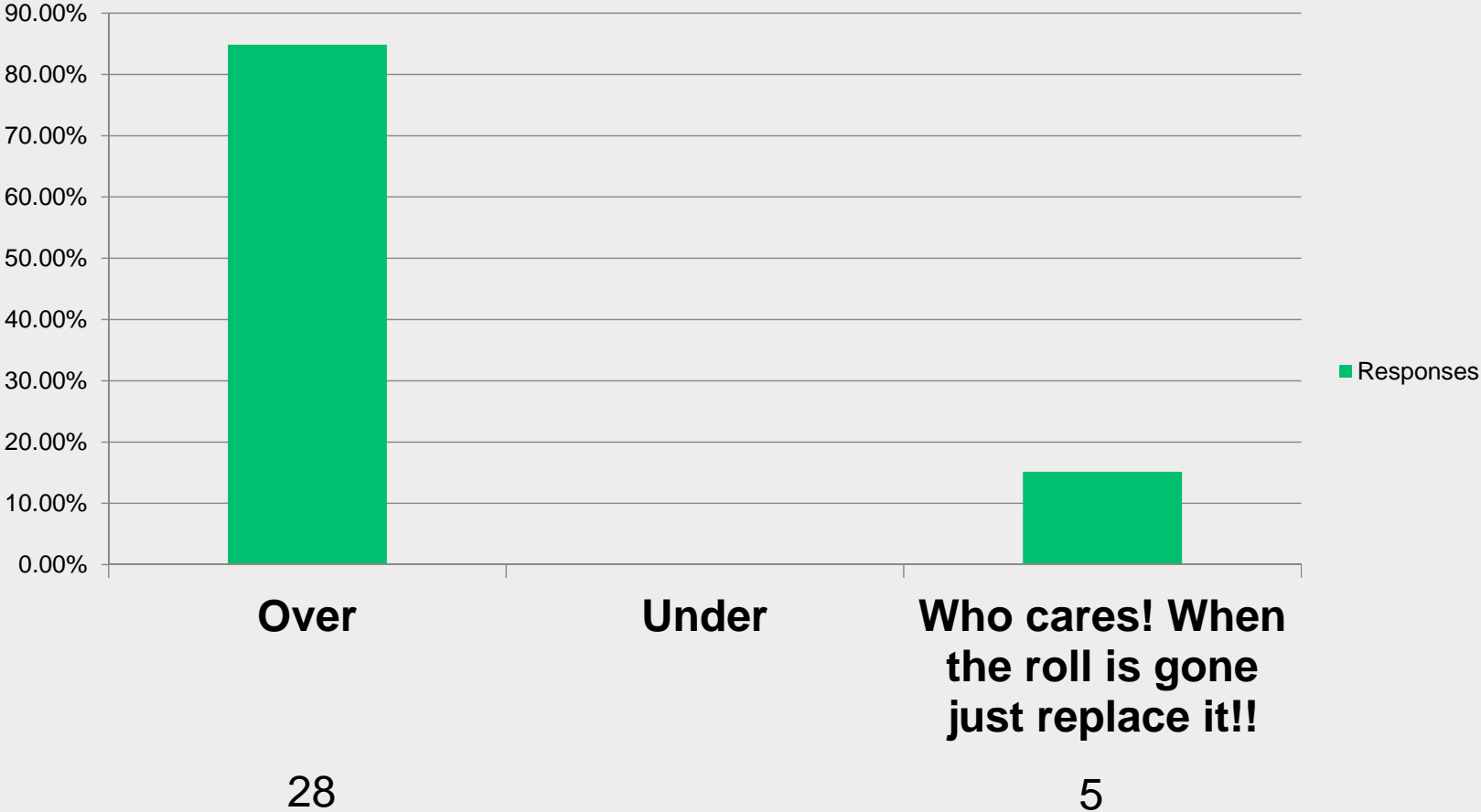
If you had to enter a competitive eating contest, what would the food be?

- back ribs
- Beer Drinking
- blueberries
- Blueberry Pie
- Cherries
- chicken wings = 3
- Cinnamon rolls
- cookies
- Crawfish
- Creamed eel
- **Depends on the entrance fee!**
- Hot Dogs
- Kung Po Beef
- maraschino cherries in the bottom of my Whiskey Old Fashions
- marshmallows
- Pecan pie
- Pizza = 5
- Poke
- popcorn
- potatoes
- ribs
- salsa
- steak
- Watermelon

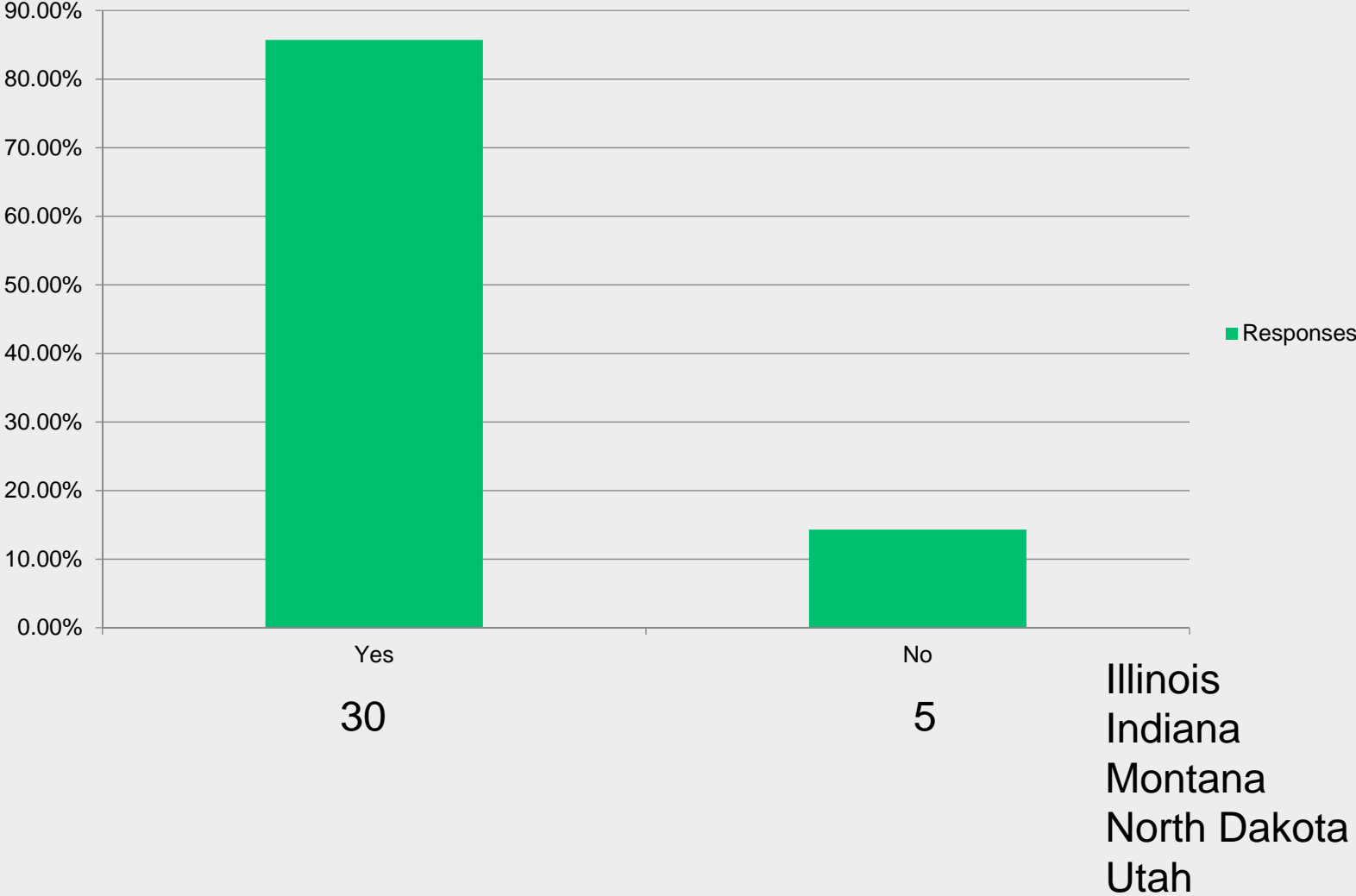
How would you do in the contest?



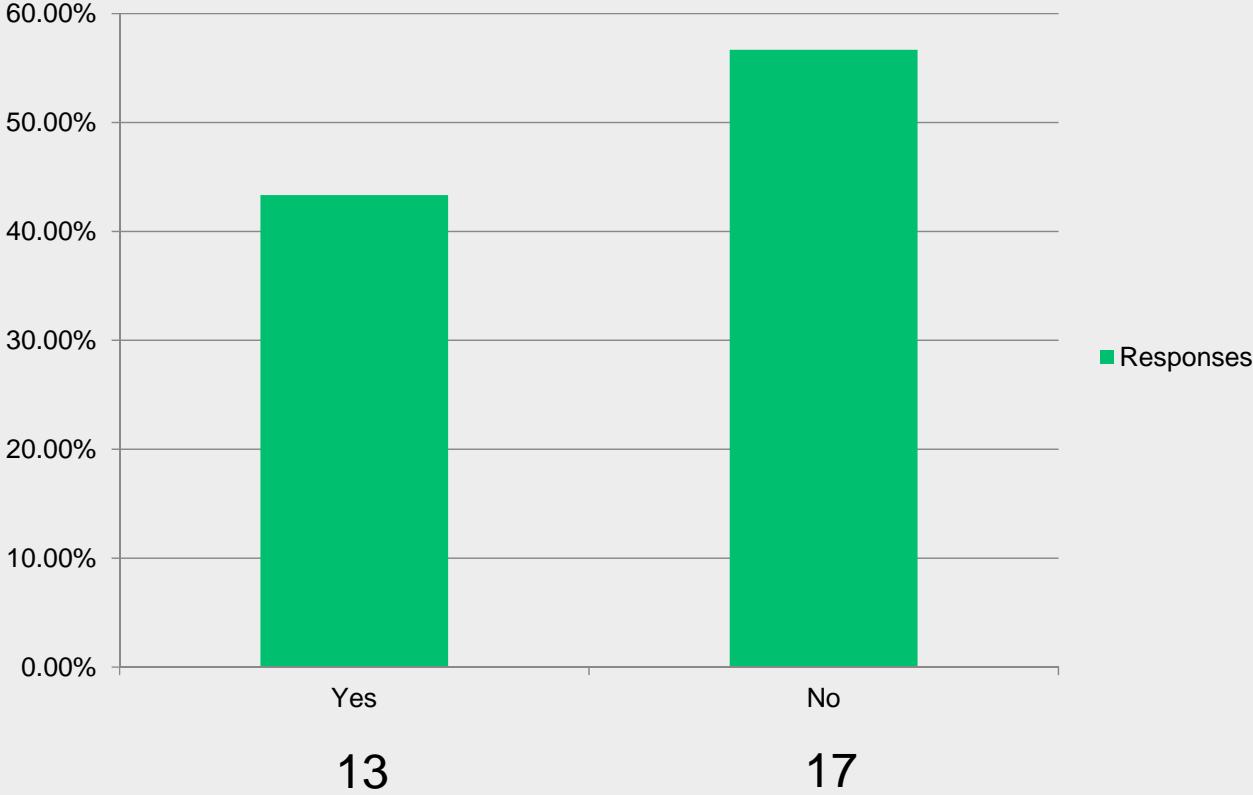
What is the proper way to put the toilet paper roll on the holder?



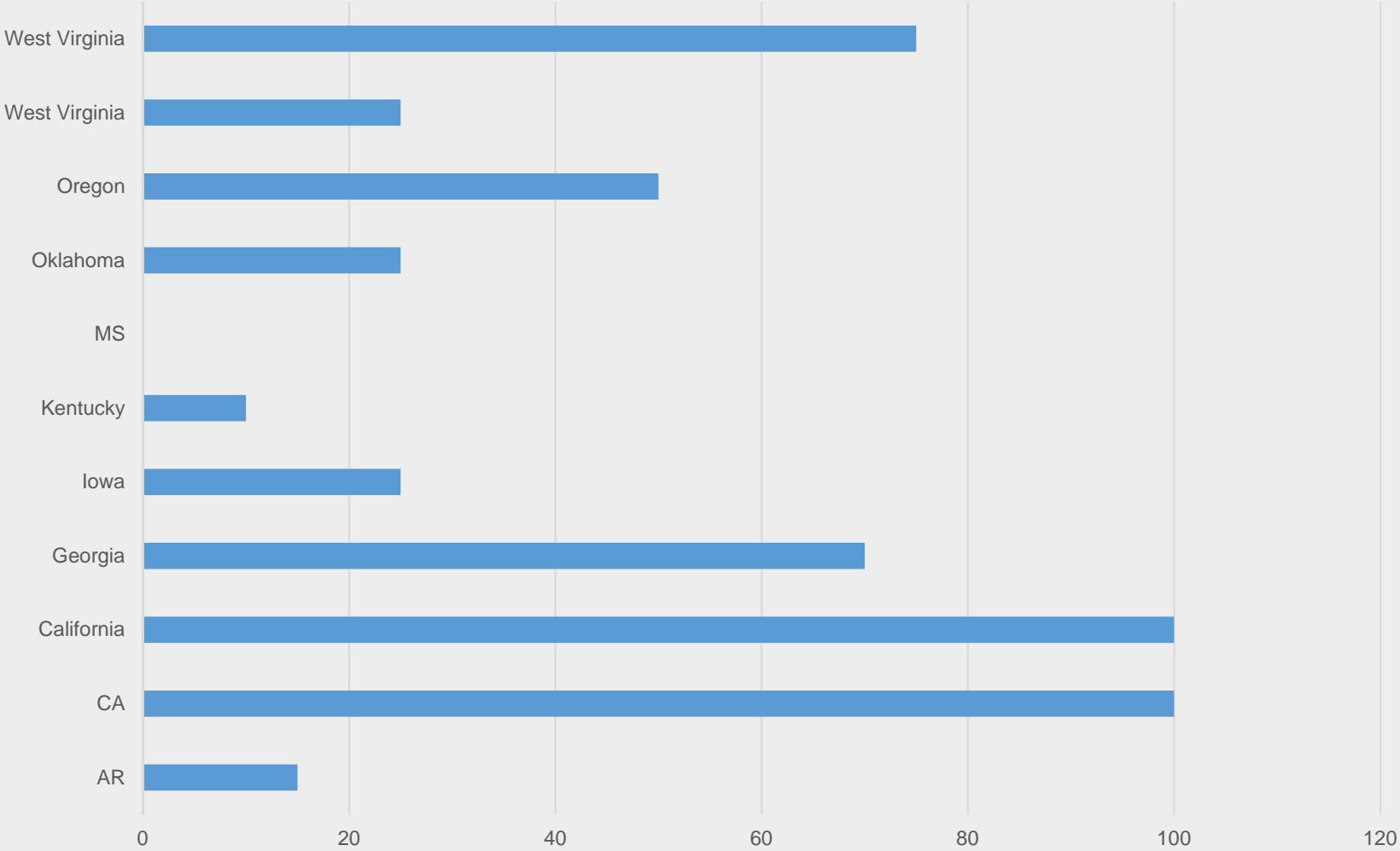
Does your state regulate lime?



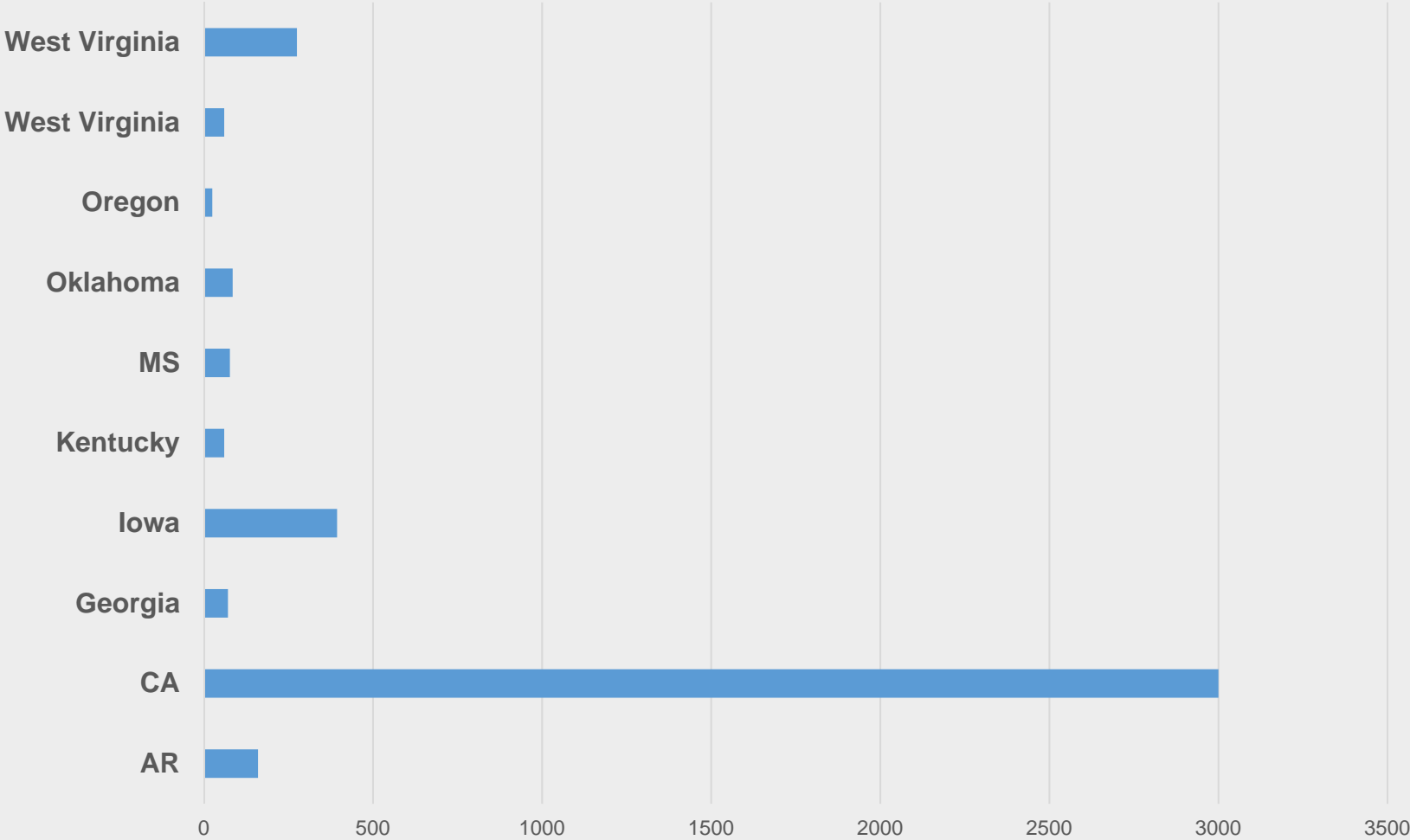
Is a lime license required?



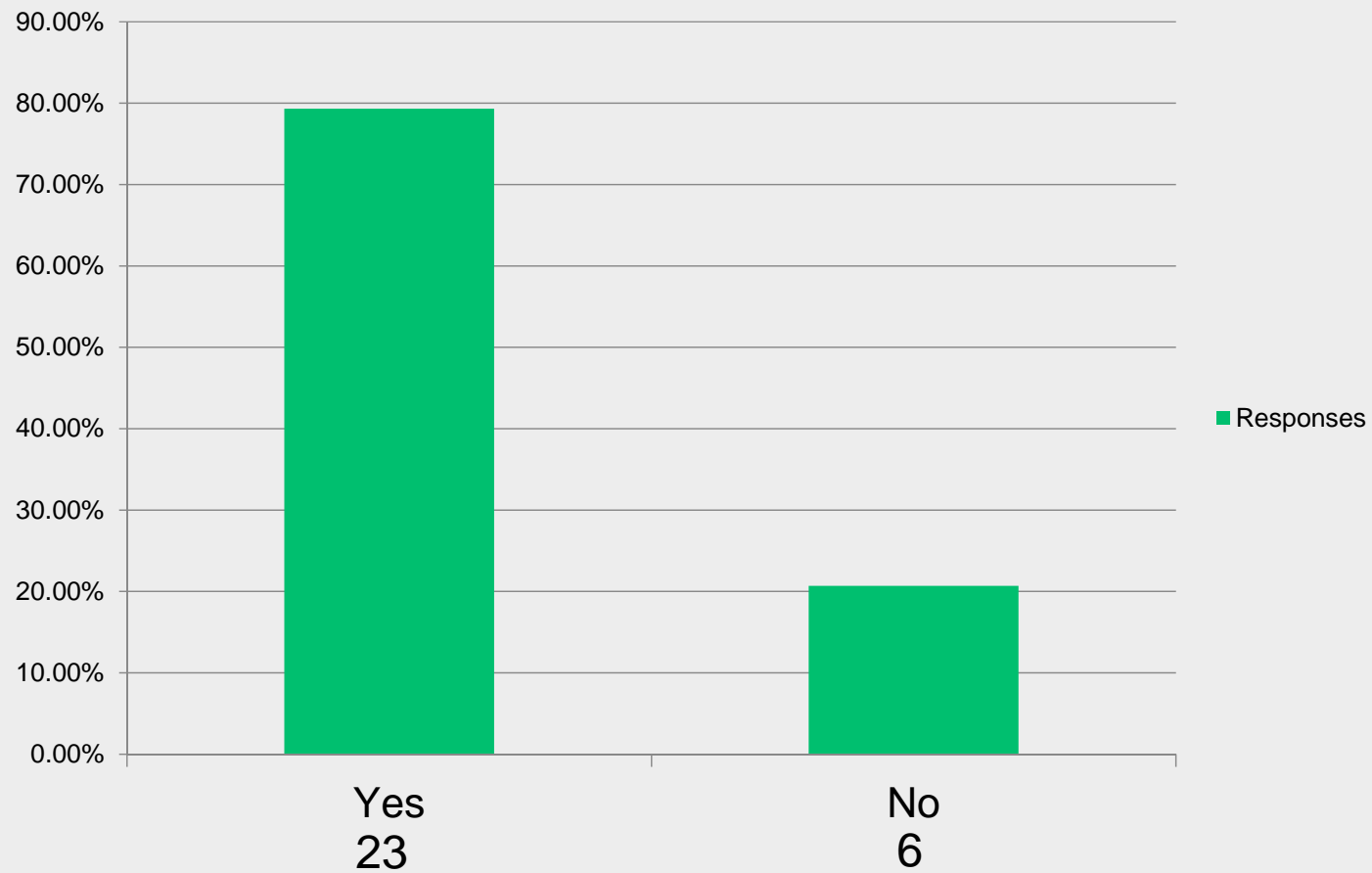
Lime License Fee



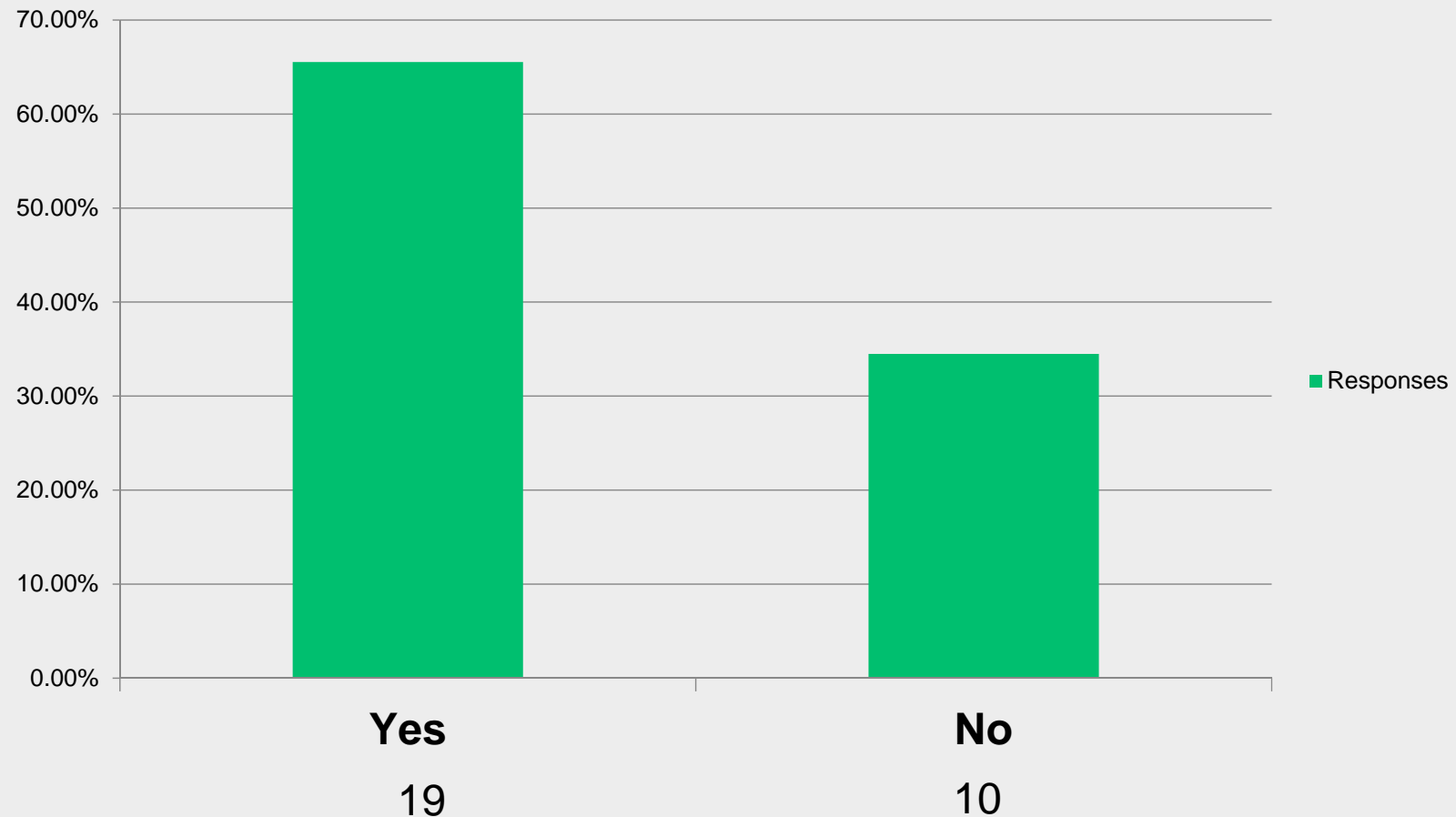
How many lime licenses



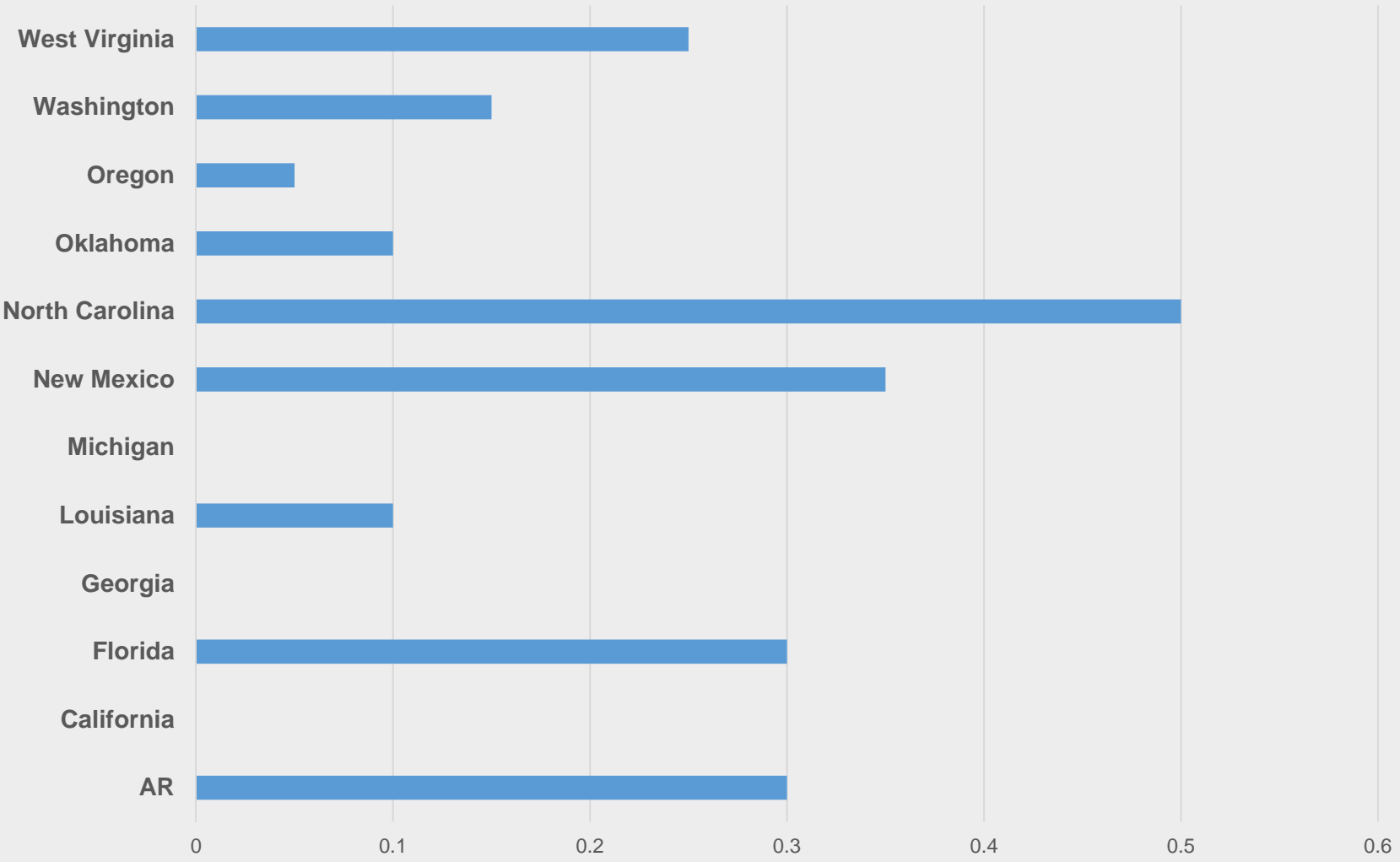
Do you register lime?



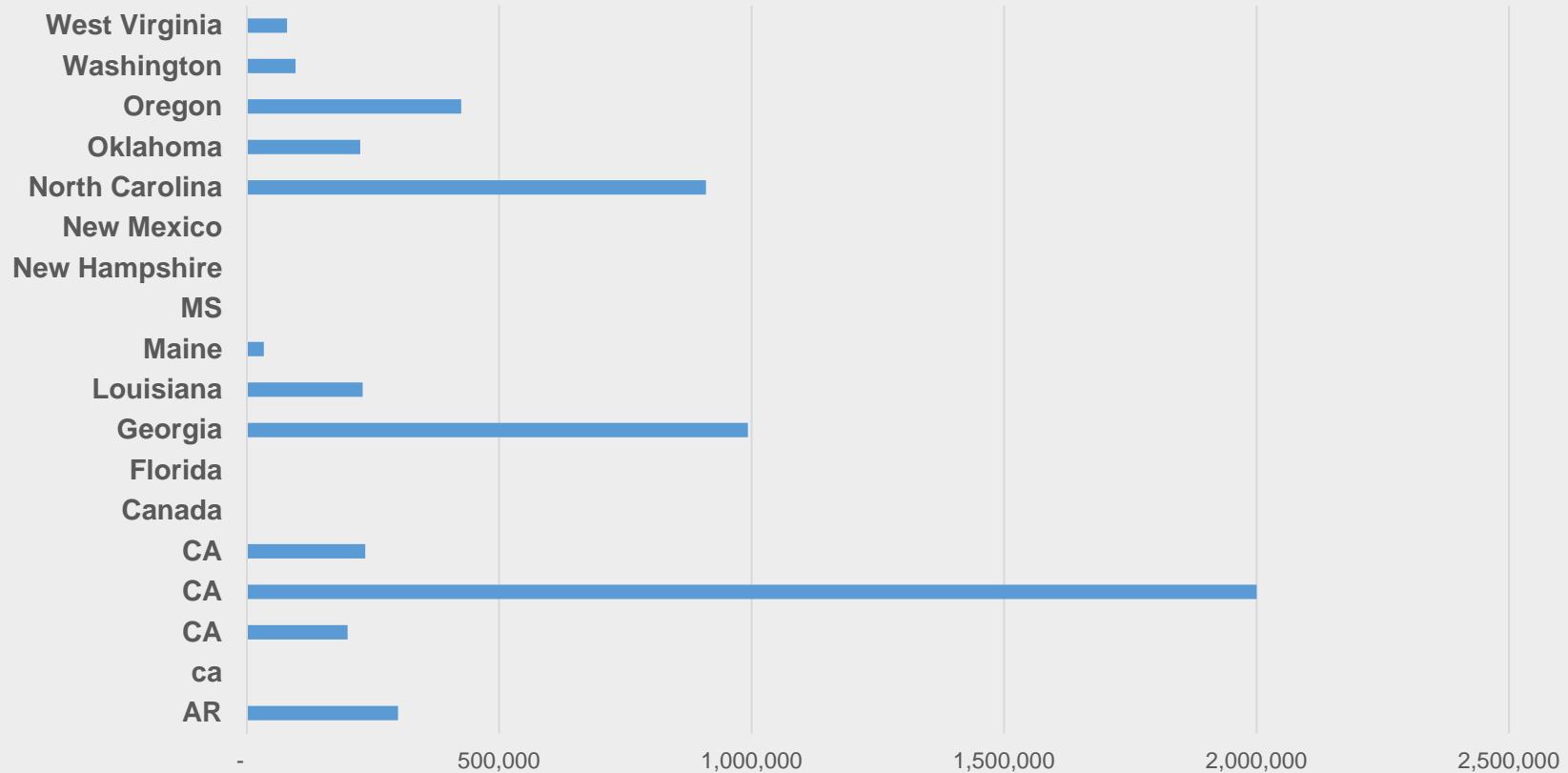
Do you collect tonnage / inspection fees for lime?



Inspection Fee Lime

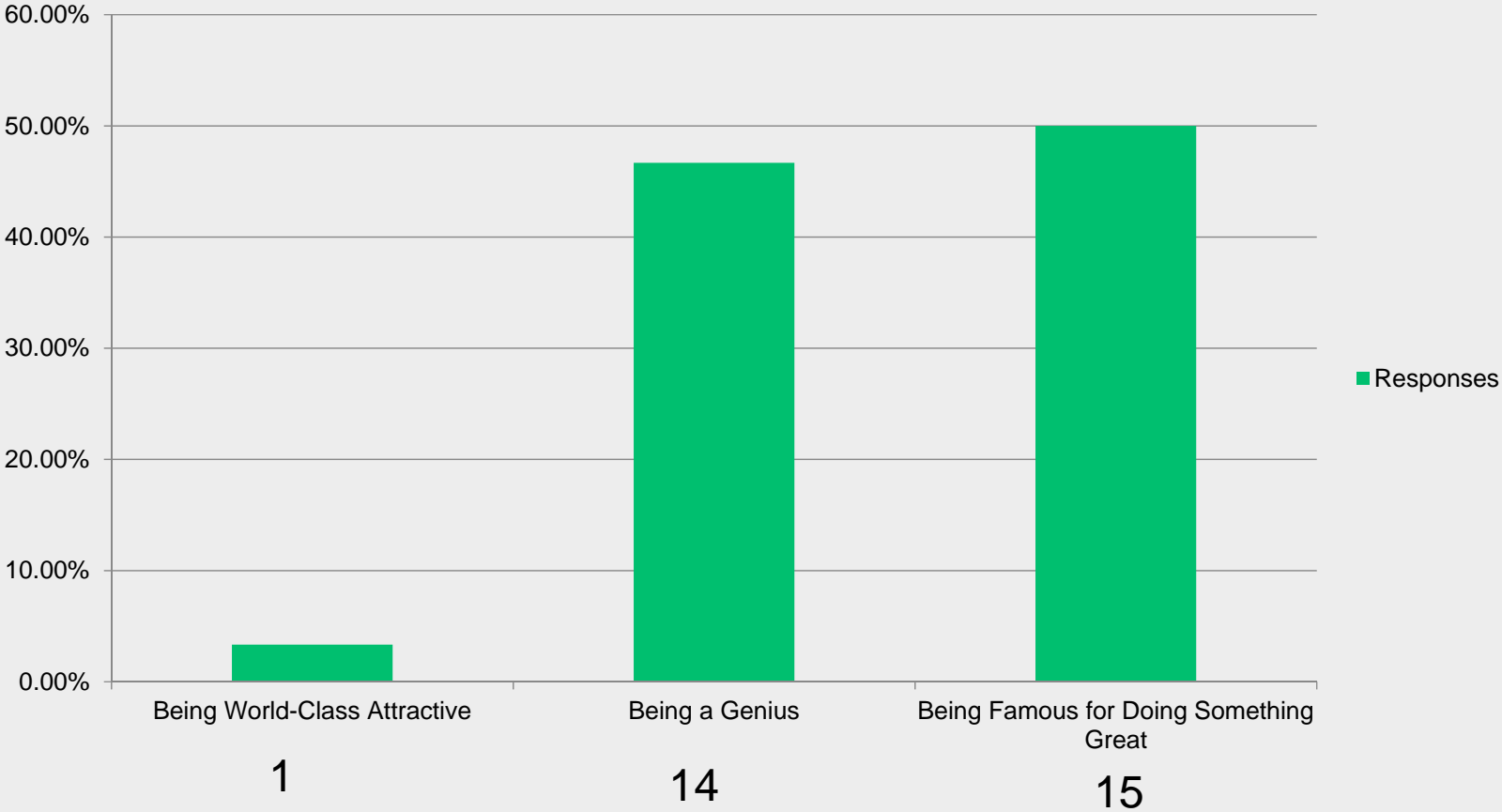


How many tons of lime are reported per year?

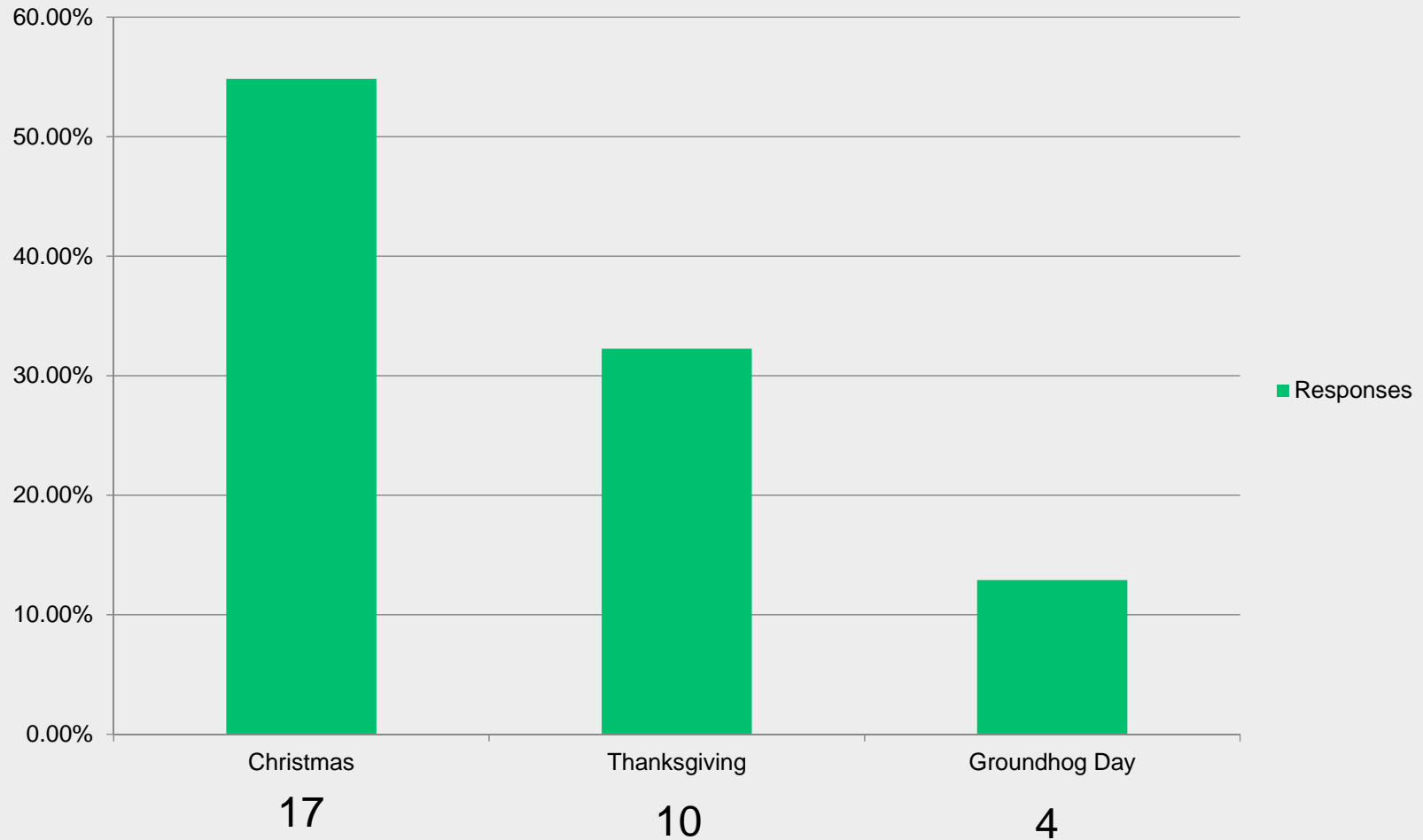


- Canada sigh
- MS No tonnage reporting required
- New Mexico ??? not much I would speculate

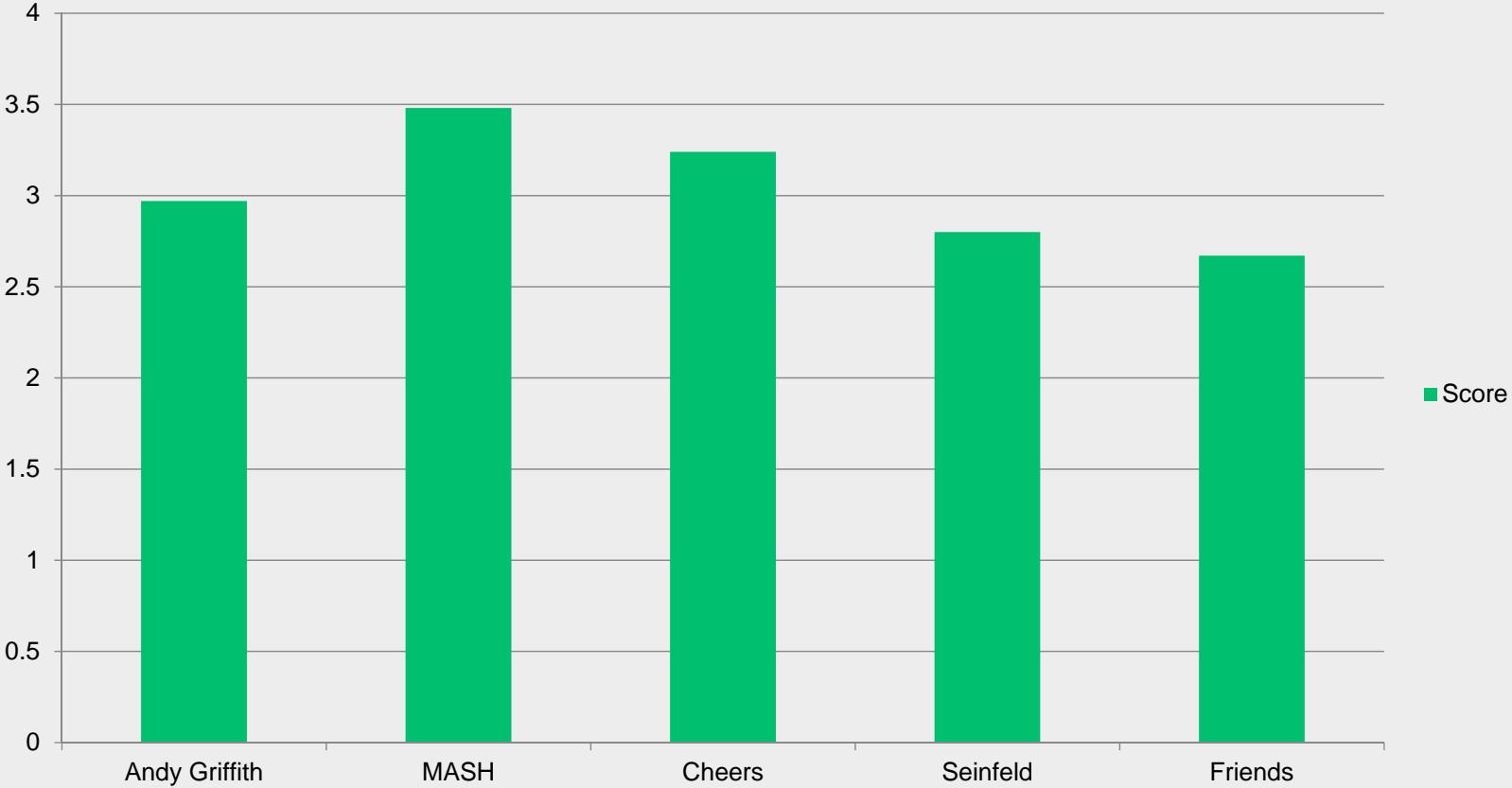
Which would you pick?



What is your favorite holiday?



TV Shows



TV Shows

Rank # 1

- MASH 37.93%
- Andy Griffith 17.24%
- Seinfeld 16.67%
- Friends 16.67%
- Cheers 13.79%

Rank # 2

- Andy Griffith 27.59%
- Seinfeld 26.67%
- Cheers 20.69%
- MASH 13.79%
- Friends 13.33%

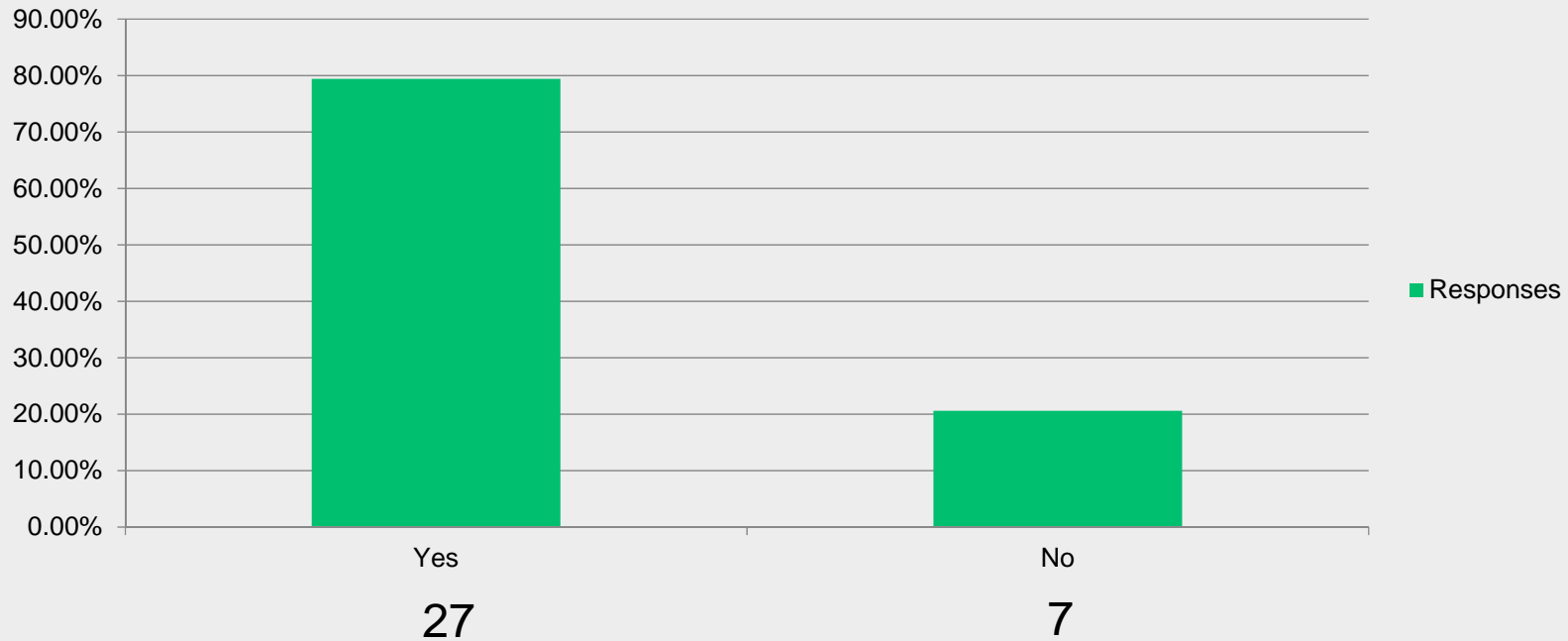
Rank # 3

- Cheers 44.83%
- Andy Griffith 20.69%
- MASH 17.24%
- Seinfeld 10.00%
- Friends 10.00%

Rank # 4

- Friends 40.00%
- MASH 20.69%
- Cheers 17.24%
- Seinfeld 13.33%
- Andy Griffith 3.45%

Does your state regulate Soil Amendments?

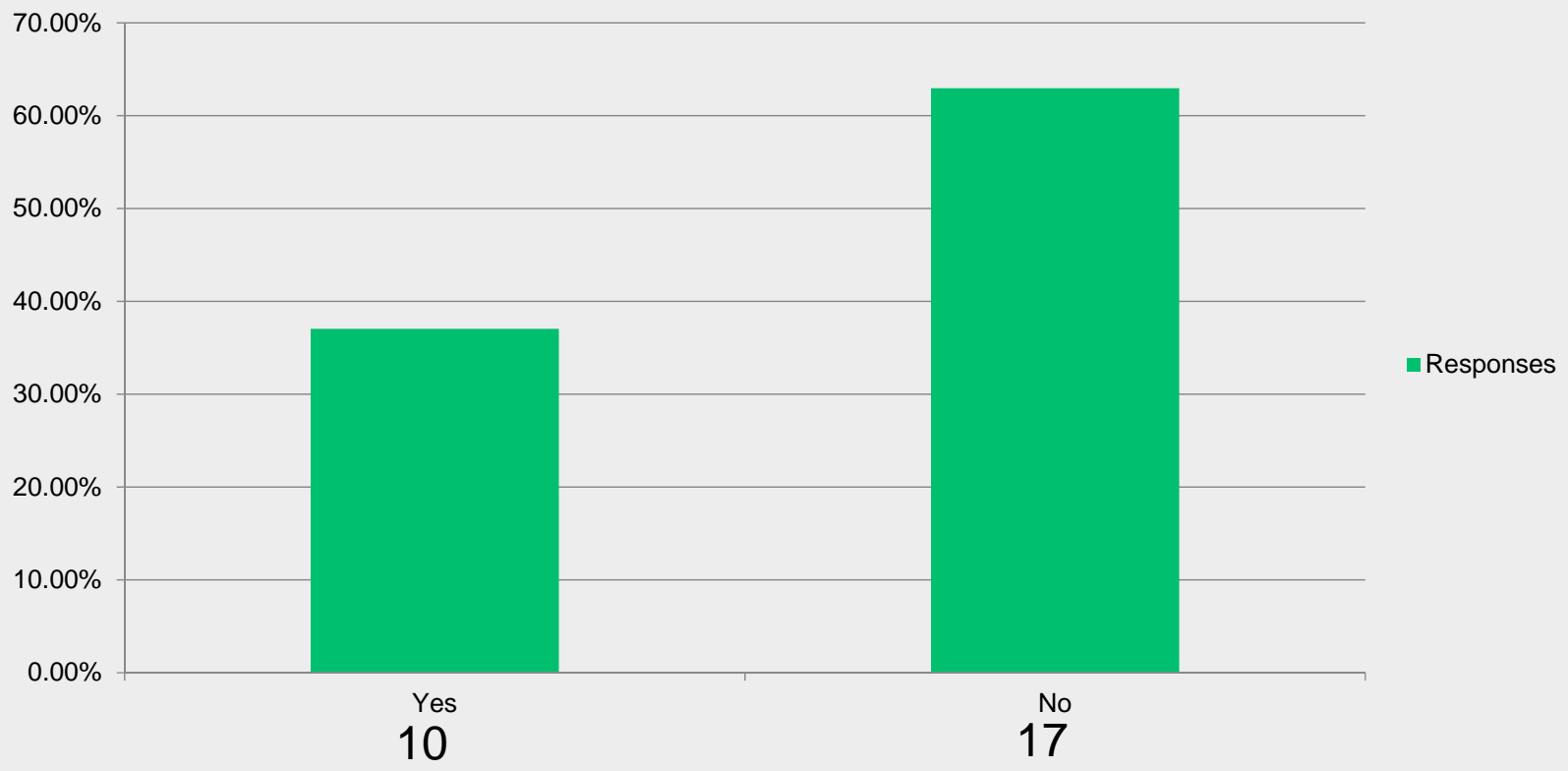


NO:

CA
KY
IN
LA
MI
WA

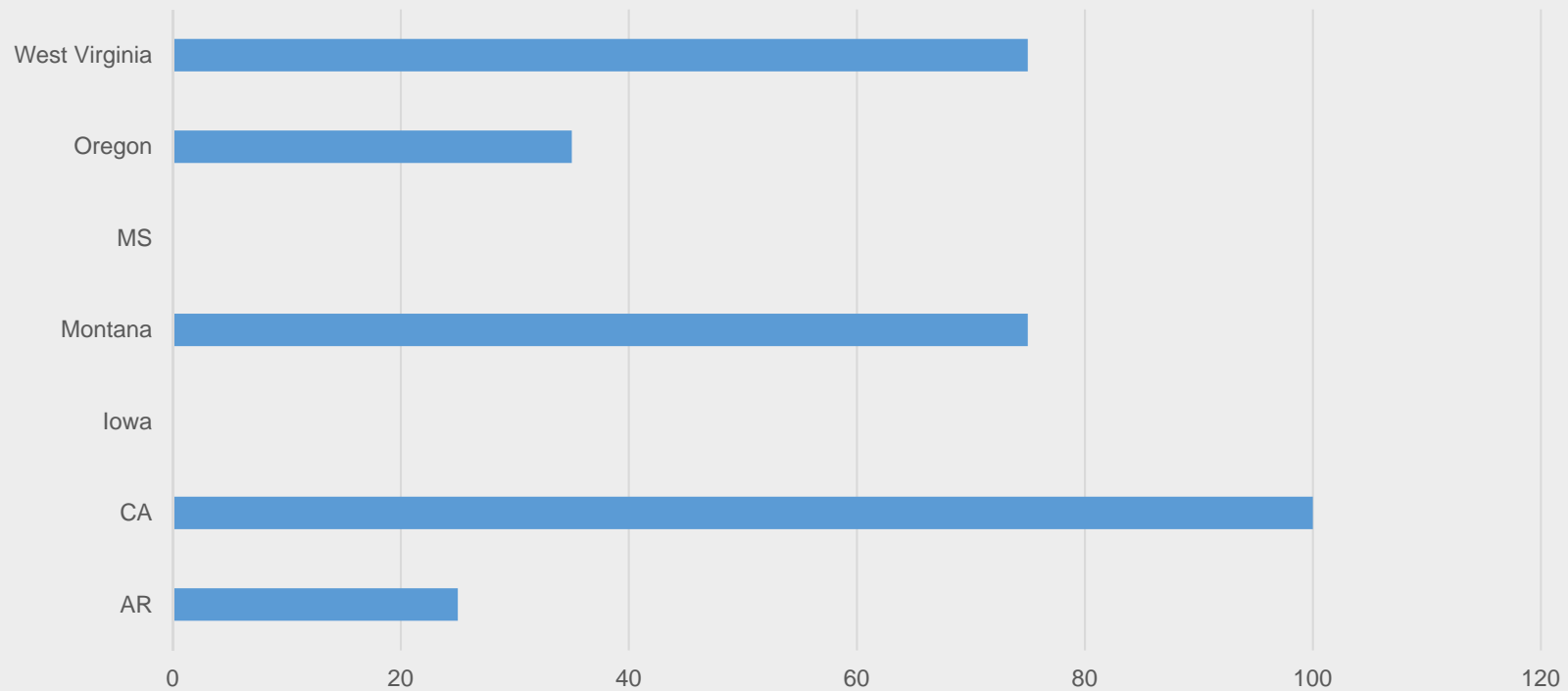
12 Skipped

Is a Soil Amendment License required?



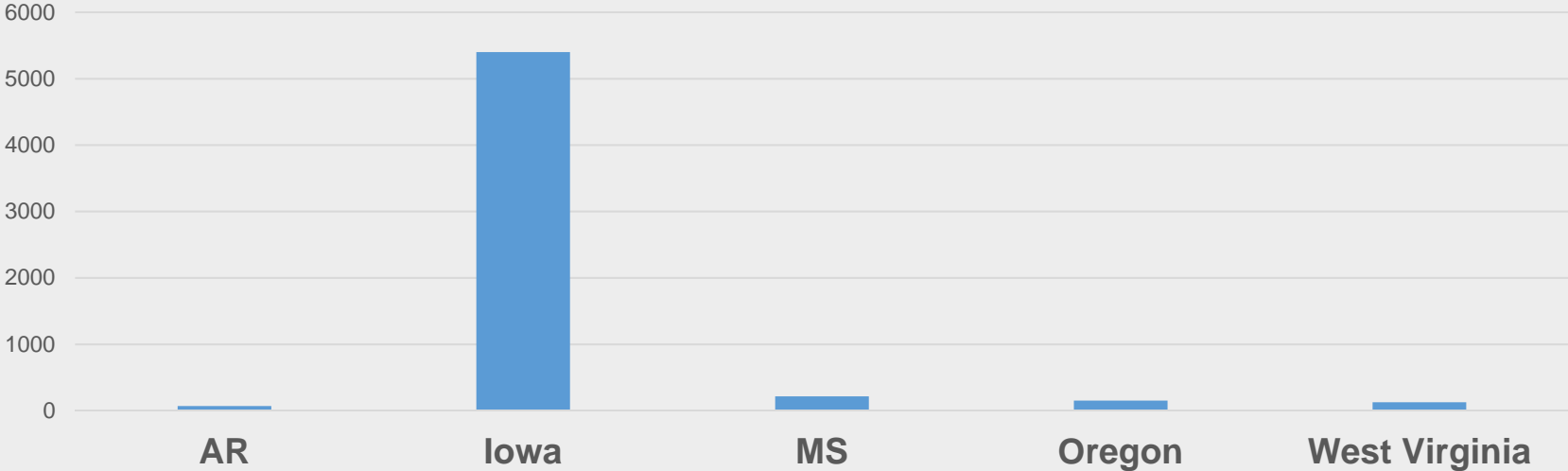
AR	Yes	Montana	Yes
CA	Yes	MS	Yes
FL	Yes	Oregon	Yes
Iowa	Yes	West Virginia	Yes

Soil Amendment license fee?



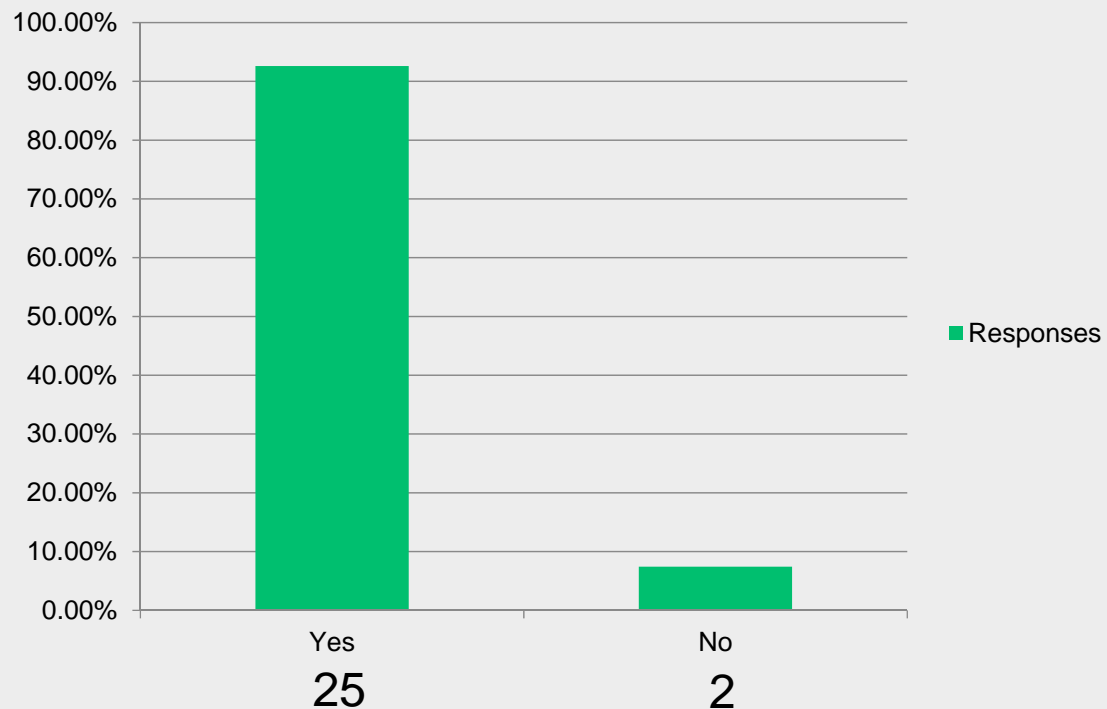
- Iowa Small and large package
- Montana \$75.00 Initial application; \$50.00 each year thereafter
- MS No fee for permit, products and tonnage only

Soil Amendment licenses

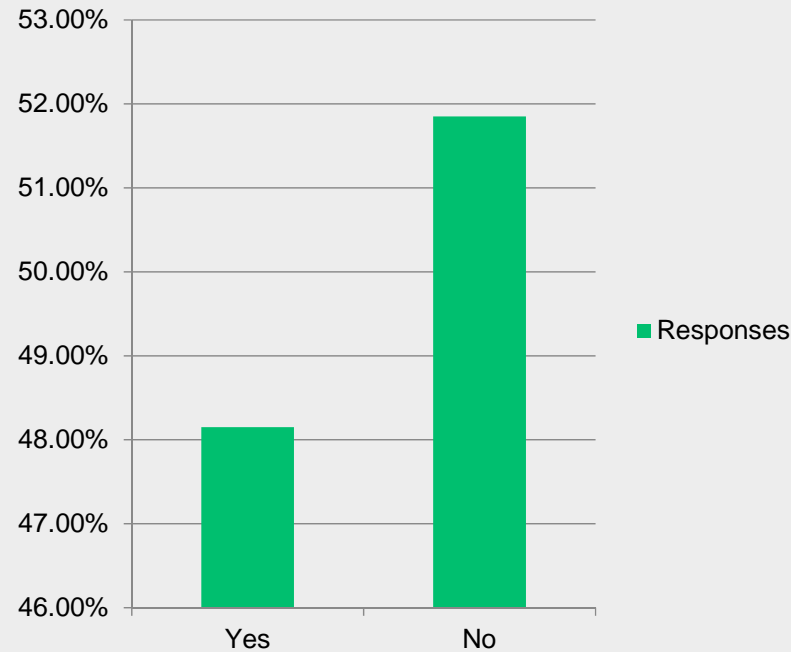


AR	70
Iowa	5,400
MS	214
Oregon	150
West Virginia	125

Do you register Soil Amendments?

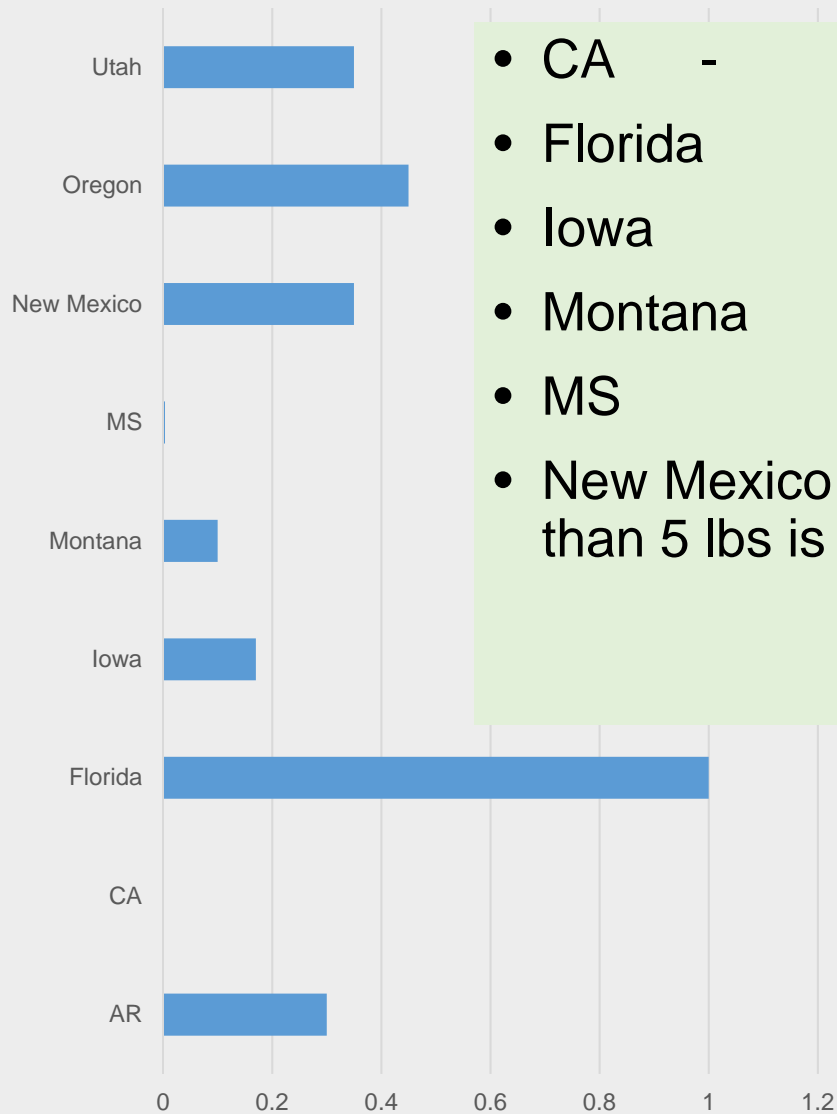


Do you collect Soil Amendment tonnage / inspection fees?



- AR Yes
- CA Yes
- Florida Yes
- Iowa Yes
- Montana Yes
- MS Yes
- New Mexico Yes
- Oregon Yes
- Utah Yes

Soil Amendment Inspection Fee

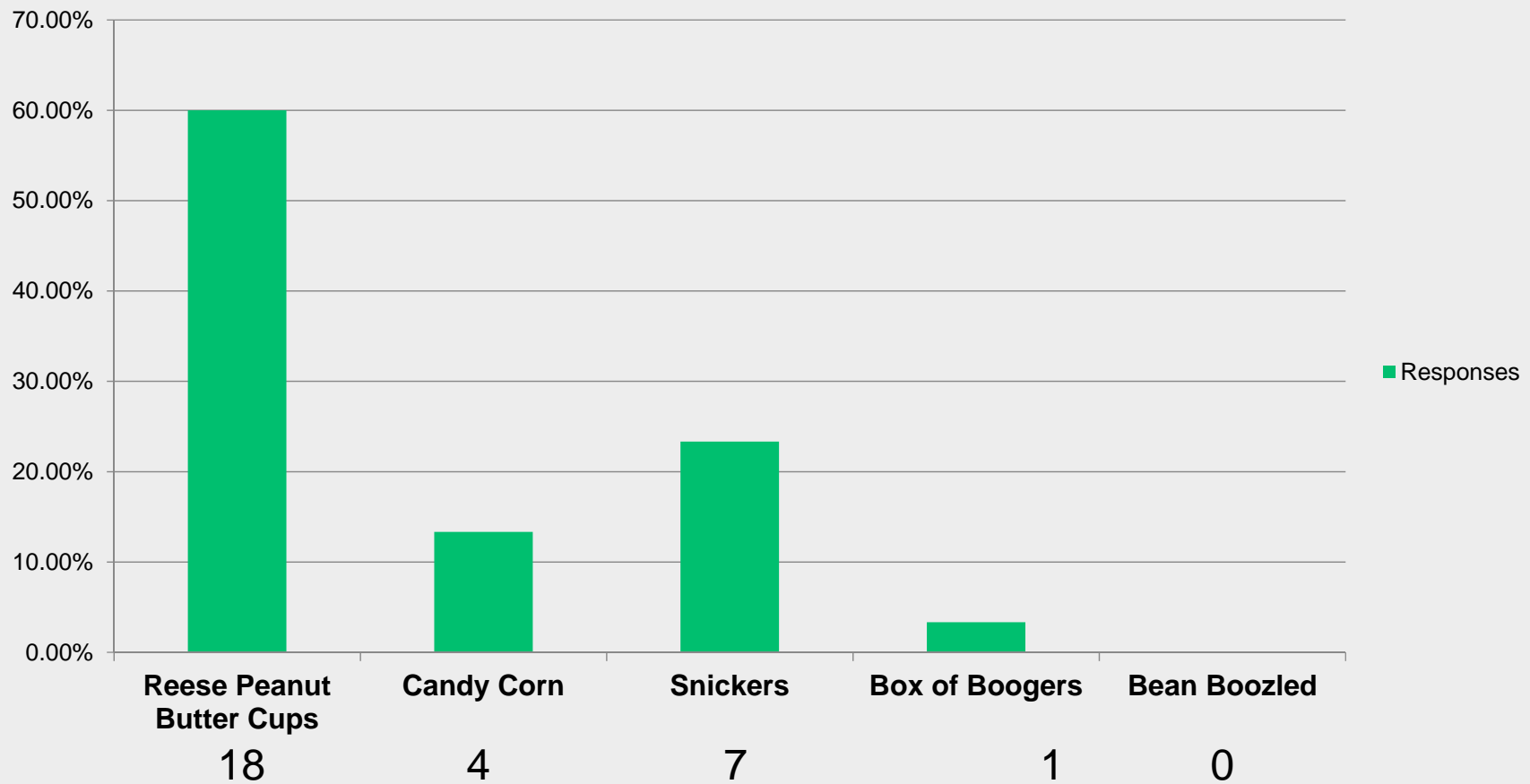


- CA - 3 mills per dollar of sales
- Florida \$1/ton
- Iowa \$0.17
- Montana \$0.10/ton if reporting over 50 tons
- MS .35c/ton
- New Mexico less than 5 lbs is \$10.00 greater than 5 lbs is \$0.35 per ton quarterly

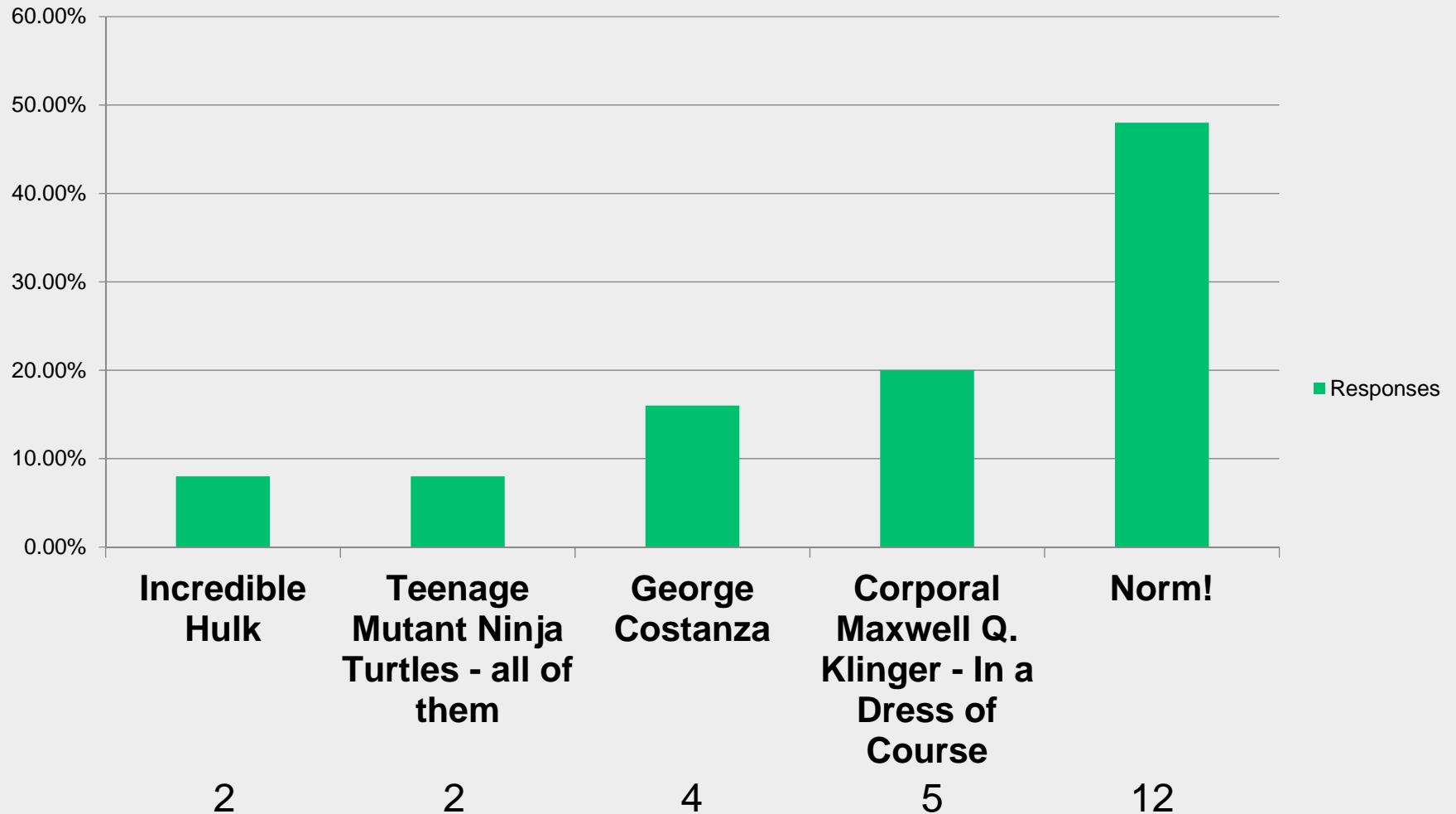
How many tons of Soil Amendments are reported per year?

- OR = 7,200
- NM = 43,000
- MT = 20,000

What is your favorite Halloween candy?



What is your Halloween costume for this year?



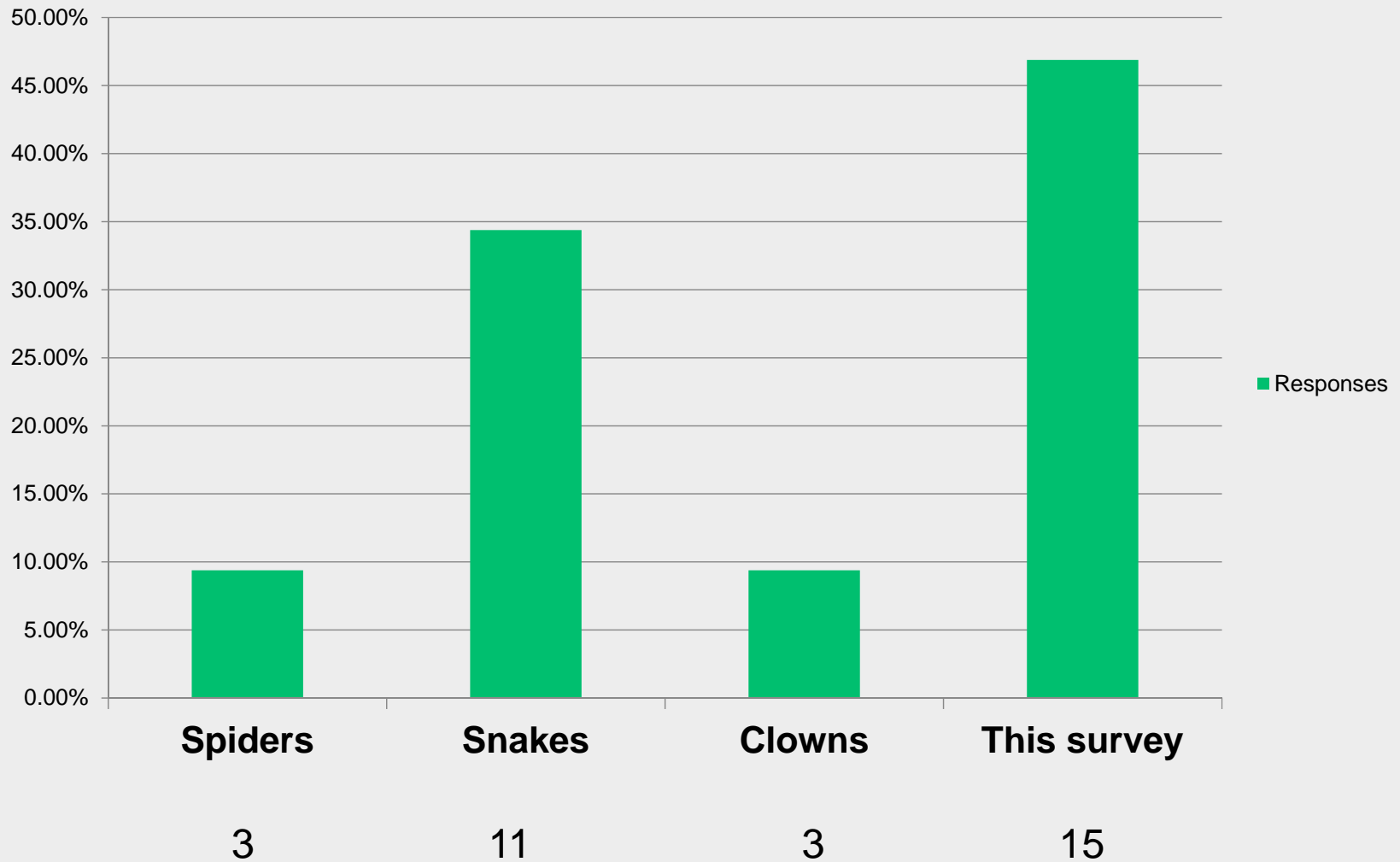
What is your favorite Halloween trick?

- Any trick to distract my son so I can steal his candy
- Anything that scares my sister...
- Ding Dong Ditch
- **Dislocating my elbow**
- Flaming bag o' poo
- Flaming bag of cow poo
- forks
- Going trick or treating at work
- **Hiding under a pile of leaves and then scaring the kids when they walk by**
- I don't have one
- Jumping out and scaring people
- Making the candy disappear
- Outhouses on main street
- Randomly filling out surveys
- **sawed off thumb in a box**
- Scare my Supervisor
- Scaring people
- scaring the boss
- Scaring trick or treaters
- Smashing Pumpkins
- Throwing eggs
- **tipped over outhouse**
- Toilet paper in trees

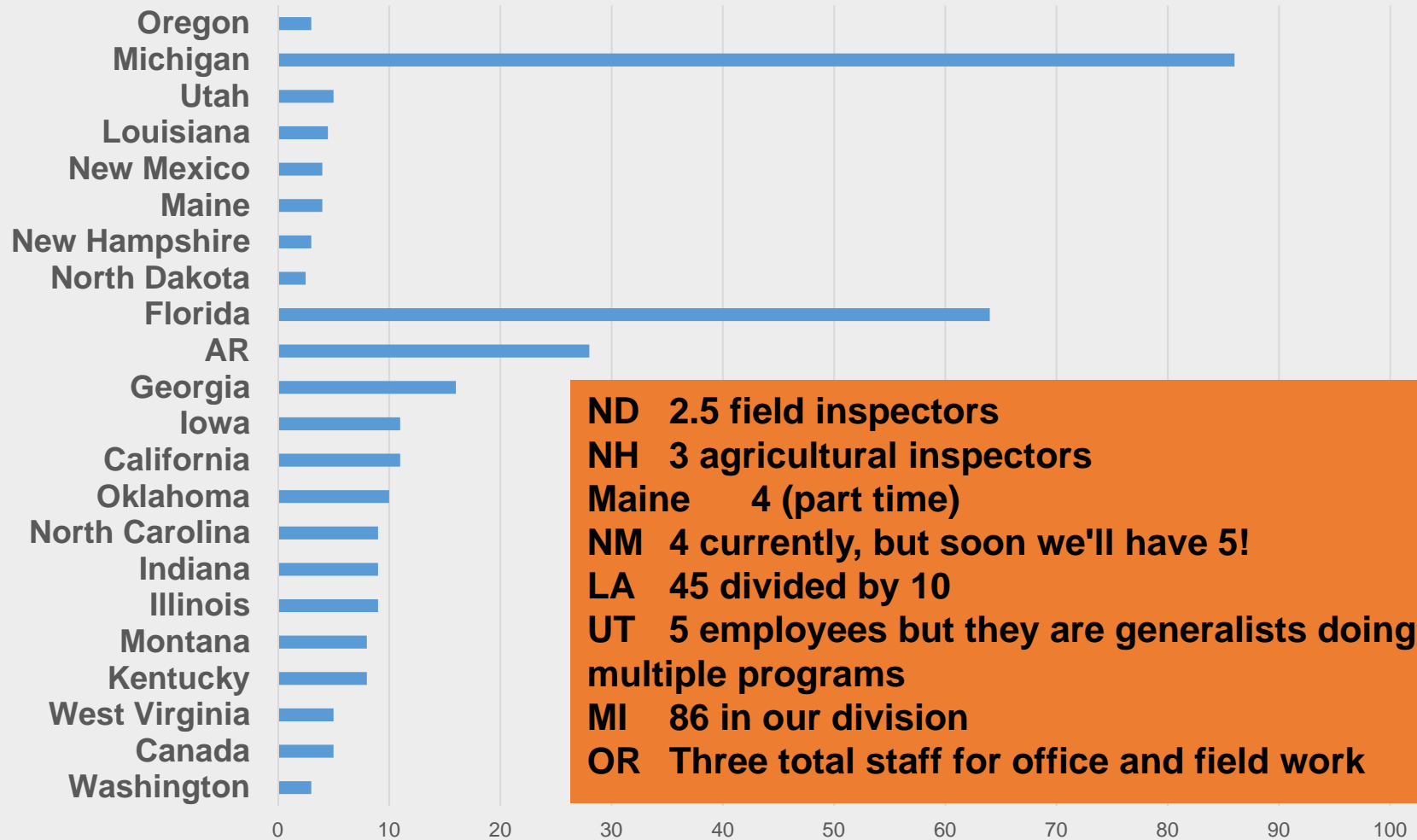
What is your favorite Halloween treat?

- alcohol
- Any candy with peanut butter
- anything chocolate
- Apple cider and doughnuts
- candy
- Candy Corn
- Candy Corn
- Chocolate, chocolate, chocolate!!!
- Coors Light
- Creamed eel
- Gummy bears!
- Hursheys w/ Almonds
- Kit kat
- Kit Kats
- kit kats
- Milk Duds
- Most candy bars
- My Dad's birthday cake
- Ones I don't have to buy
- Popcorn Ball with a lucky silver dollar
- Snicker Bars
- snickers
- Watching the kids have fun

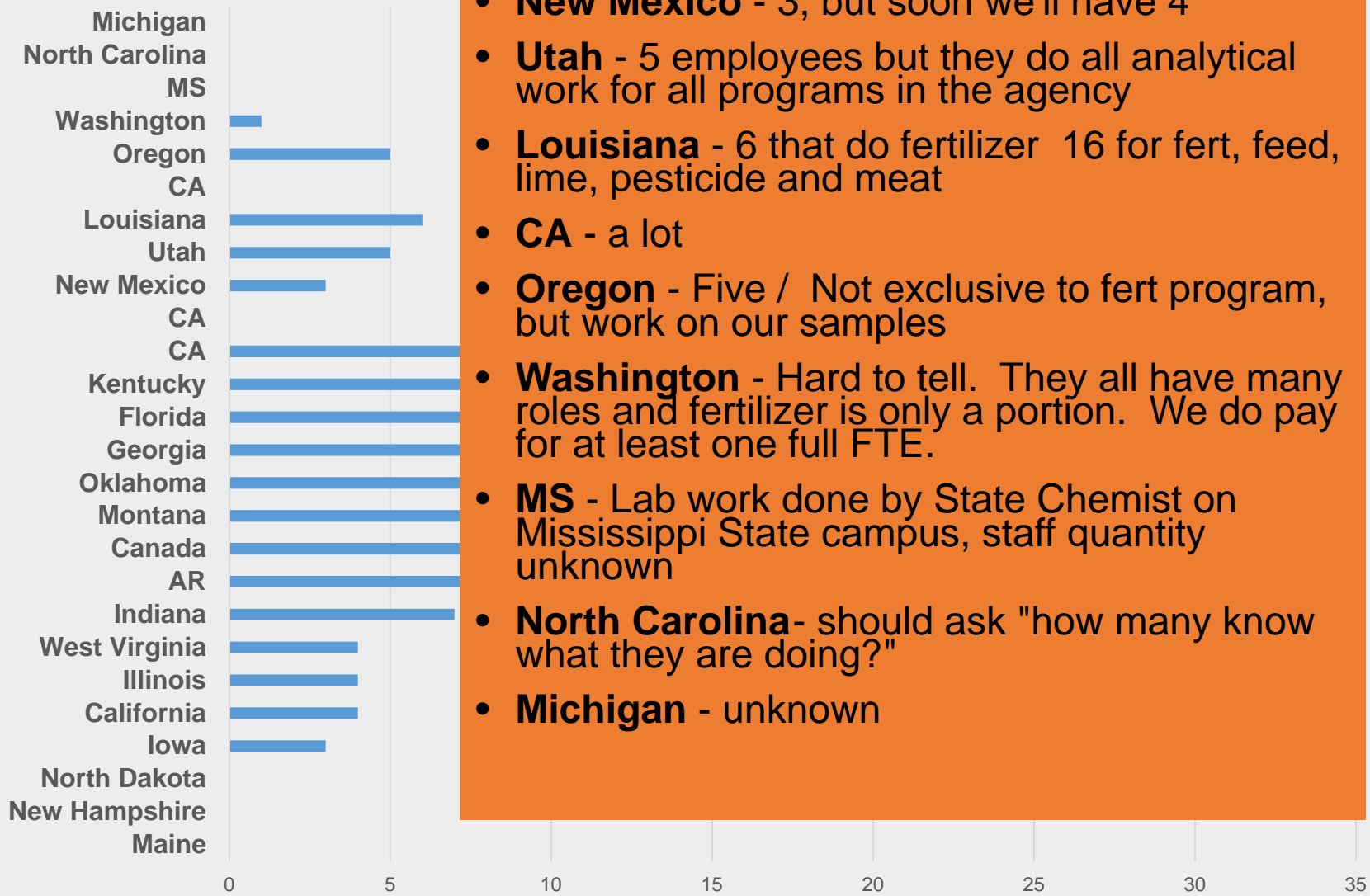
What is your biggest fear?



How many field staff does your state have?

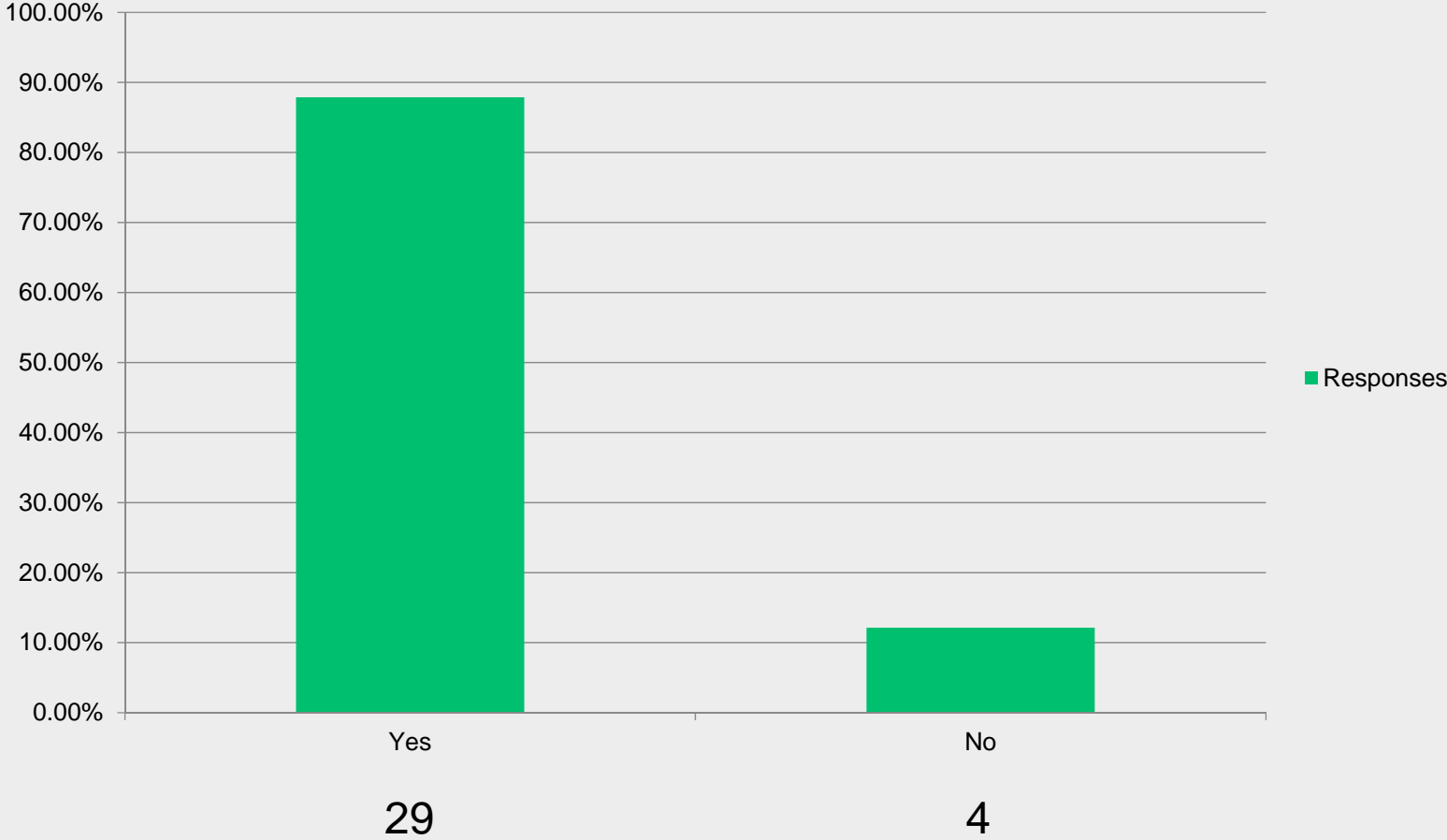


How many Lab Staff

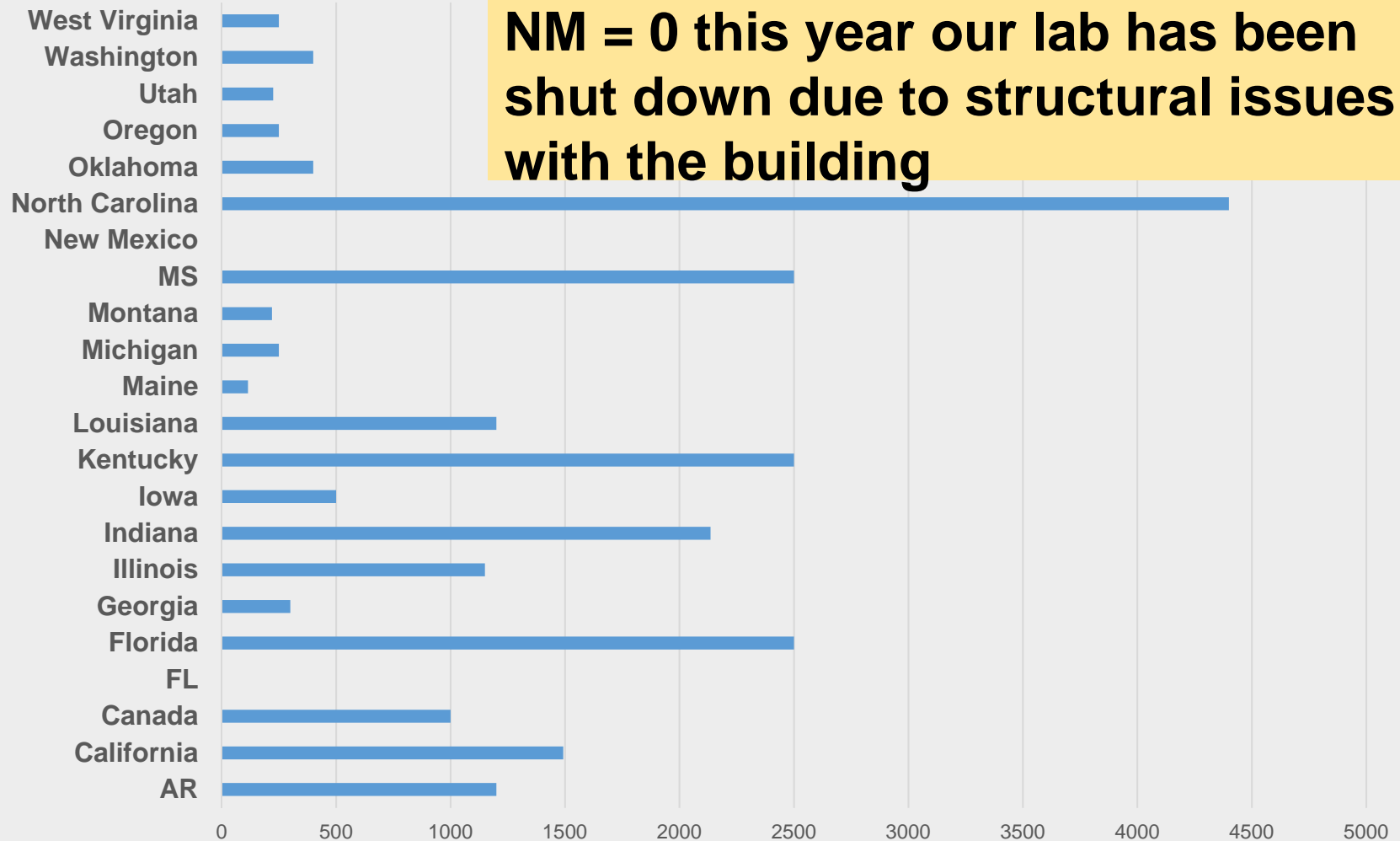


- **New Mexico** - 3, but soon we'll have 4
- **Utah** - 5 employees but they do all analytical work for all programs in the agency
- **Louisiana** - 6 that do fertilizer 16 for fert, feed, lime, pesticide and meat
- **CA** - a lot
- **Oregon** - Five / Not exclusive to fert program, but work on our samples
- **Washington** - Hard to tell. They all have many roles and fertilizer is only a portion. We do pay for at least one full FTE.
- **MS** - Lab work done by State Chemist on Mississippi State campus, staff quantity unknown
- **North Carolina**- should ask "how many know what they are doing?"
- **Michigan** - unknown

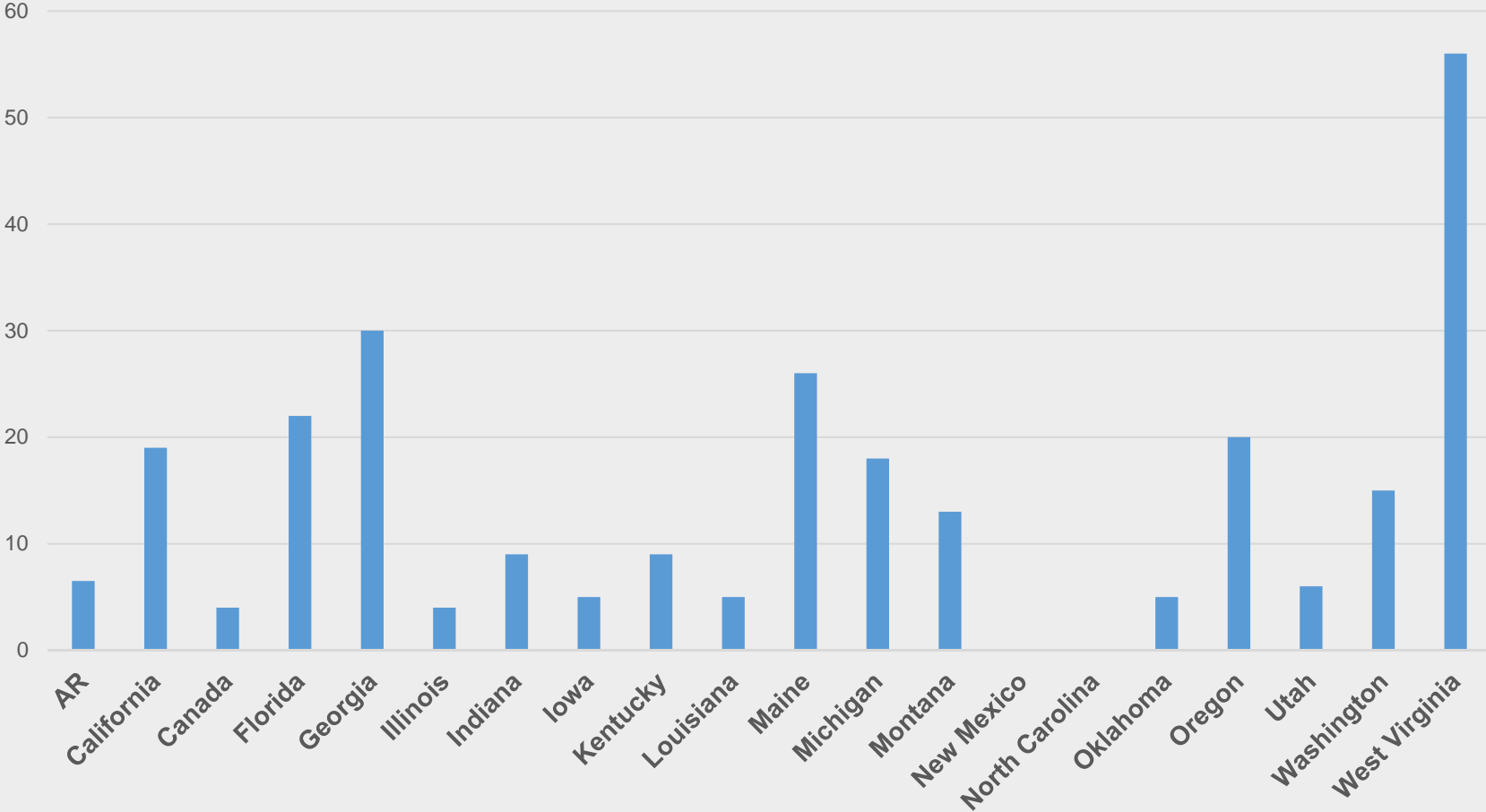
Do you analyze samples in house?



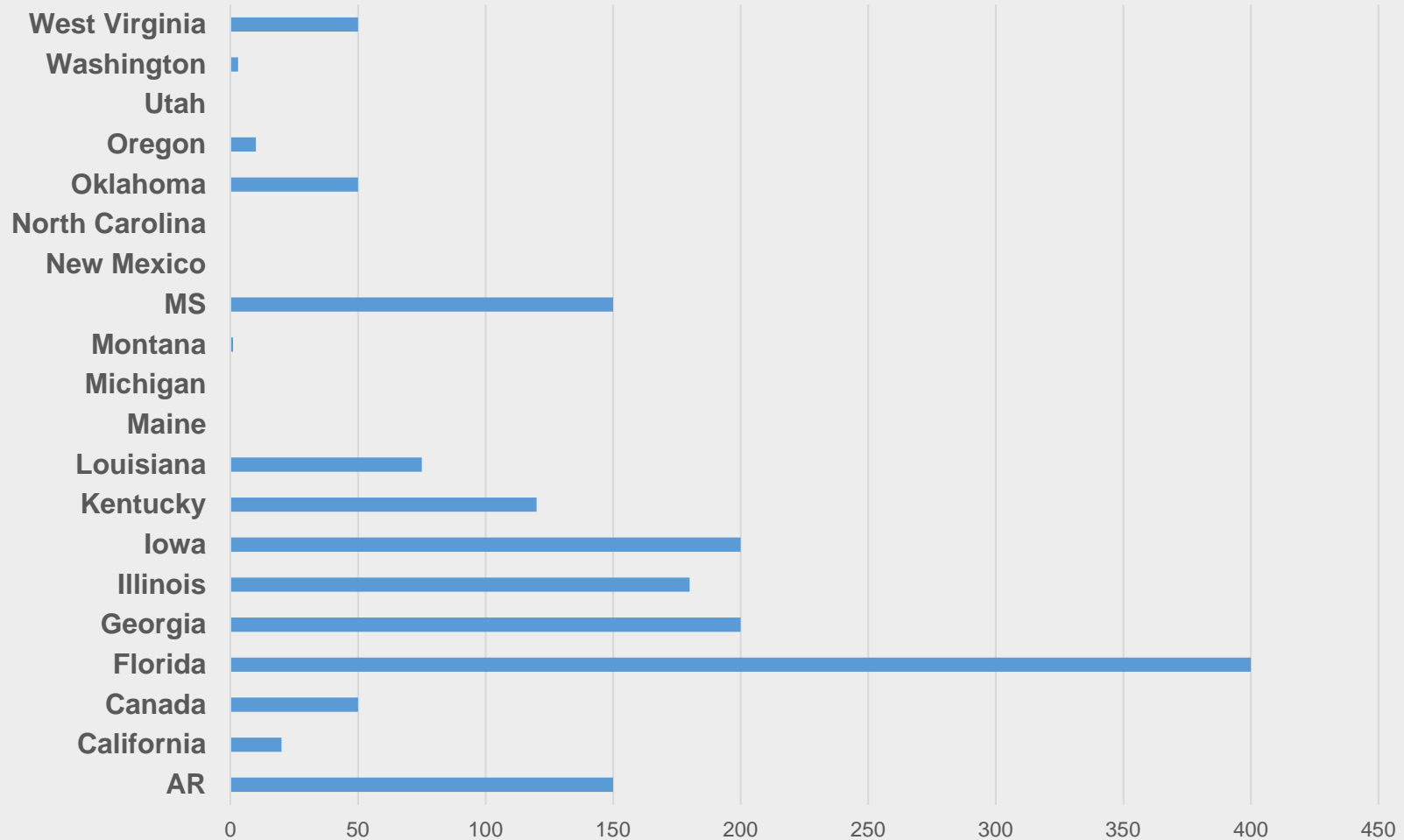
What is the number of fertilizer samples taken per year?



What percentage of the fertilizer samples taken are deficient?



What is the number of soil amendment samples taken per year?



What percentage of the lime samples taken are deficient?



- California - don't segregate
- Illinois - simply report results to aggregate producers group; they create the State Lime Report
- Louisiana - It is complicated.
- MS - unknown

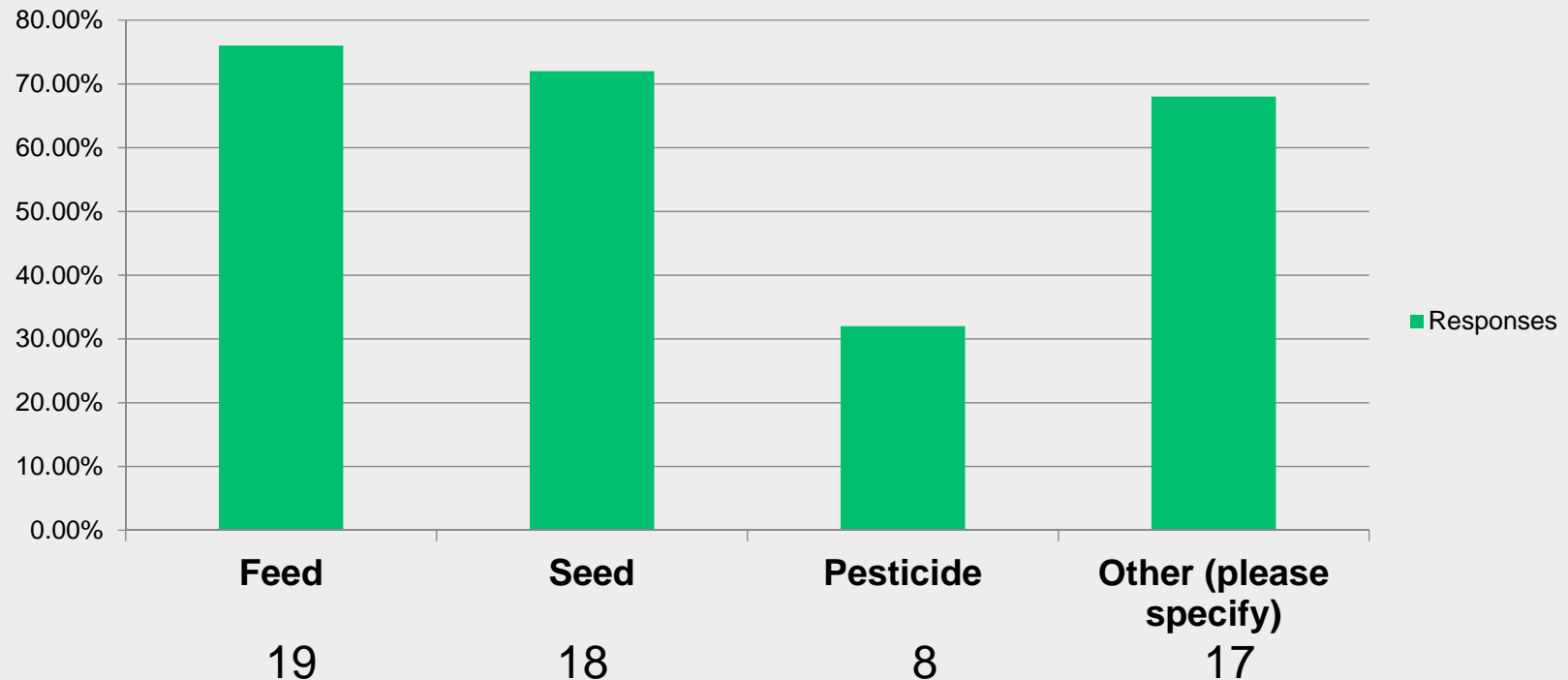
Anything unique about **your lab** you would like to mention?

- AR - Limited on what they can analyze
- California - 0 lost samples in 12 years... until today.
- **Canada - Entire section devoted to verifying "Canadianness" of bacon labelled: Canadian Bacon**
- Florida - Staff is cross-trained in feed, fertilizer and pesticide; analytical instrumentation shared between programs to address specific questions (eg. Does a chelated iron source contains EDTA?)
- **Indiana - We have a Bartos**
- Iowa - slow
- Kentucky - No
- Louisiana - Not that I want to mention.
- Maine - No
- Michigan - brand new equipment as of 2018
- Montana - No
- New Mexico - Our build was falling into a sinkhole, so our lab has been closed for some time. The hole is now filled and we will hopefully be pulling samples in 2019. We have a new lab director, Tim Darden and will have a new State Chemist soon. We took part of FDA's AFRPS grant and are working on ISO accreditation for feed.
- Oklahoma - Can't retain chemists
- Oregon - Lab is located in Portland, about an hour away from HQ.
- Utah - No
- Washington - The test fertilizers, pesticides, hops, marijuana...
- West Virginia - no

Anything unique about **your field staff** you would like to mention?

- AR - Jack of all trades- master of none!
- California - Split between two classes: Special Investigators and Environmental Scientists
- Canada - multi-commodity inspectors that typically cover fert, feed, seed, plants with novel traits and plant pests. Varies by location/size of regional office.
- Florida - Staffs are cross-trained in feed, seed, fertilizer and pesticide
- Illinois - Shrunk to 9 from probably 12-15 years ago. Spend 40% of time on NH₃
- Indiana - They do what they do
- Iowa - They have 24 main duties
- Kentucky - No
- Louisiana - They wear a lot of hats.
- Maine - Have to utilize some of weights & measures staff for sampling during planting. Need additional staff for other duties throughout the year.
- Michigan - Most are great workers.
- Montana - They work in many different programs
- MS - Our 19 field inspectors do feed sampling, fertilizer sampling, lime sampling, termite inspections, pesticide sampling, nursery inspections, drift complaints, phytos inspections, seed sampling,
- New Mexico - They are awesome! They pull feed, fertilizer and seed regulatory samples.
- Oklahoma - Field test UAN with refractometers
- Oregon - We're all totally cool.
- Utah - No
- Washington - We have a great group of people who like hunting, fishing, and softball. One even travels to Florida every year for a national softball tournament.
- West Virginia - no

Other than fertilizer what additional areas does your staff work in?

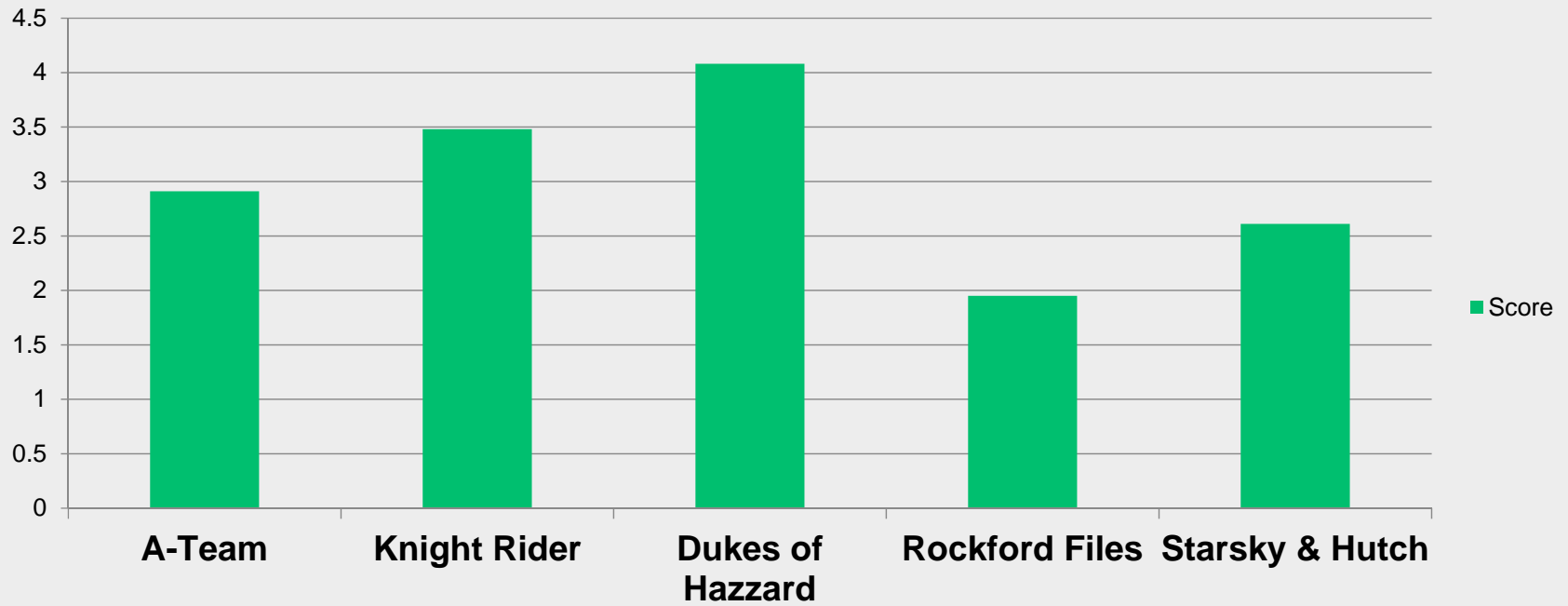


- **AR** Nursery stock, pesticide complaints, gypsy moth, bowel weivel, aerial airplanes, fire ant
- **California** none. Fertilizer only
- **Canada** CFIA has broad mandate that covers food, feed, seed, vet biologics, plant health/pests, and forestry.
- **Florida** Nutrients in environmental water samples
- **Illinois** Anhydrous Ammonia Site Inspection and Competent Attendant Training
- **Iowa** Tissue residue
- **Kentucky** Milk
- **Louisiana** Horticulture, quarantine
- **Maine** Weights & Measures, Food Inspection, FDA Audits, COOL
- **Montana** Fertilizer, seed potatoes, produce, organics, phytos, pest trapping, Karnal bunt surveys, cherries,
- **New Hampshire** 14 other program areas
- **New Mexico** Produce Safety
- **North Carolina** Industrial Hemp
- **Oklahoma** Weights and measures
- **Oregon** Fert only baby!
- **Utah** Nursery, Insect trapping, Fruit and vegetable inspection, phytosanitary certification, organic certification, GAP and FSMA inspection/certification, noxious weed program and weed-free certification, cricket/grasshopper

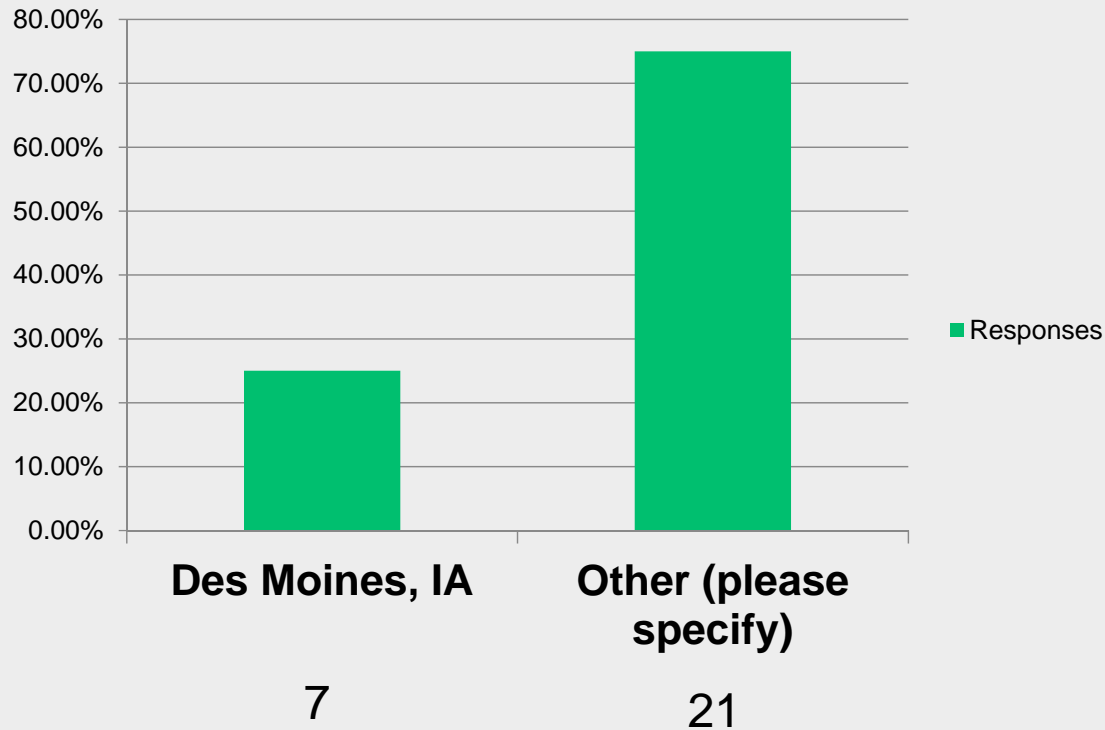
What agency regulates NH₃ in your state?

- AR Labor department
- CA Department of Food & Agriculture
- CA DTSC
- CA OSHA
- California CDFA
- California We regulate anything that possesses fertilizer claims.
- Canada CFIA when imported or sold as a fertilizer
- FL See FL response
- Georgia Office of Insurance & Safety
- Illinois Agriculture
- Indiana We do, OISC
- Iowa Fertilizer Dept (We do)
- Kentucky Dept of Ag
- Louisiana LDAF for fert registration and tonnage, Liquefied Gas Commission for transportation safety
- Maine NA
- Michigan Pesticide and Plant Pest Management Division - MDARD
- Montana Department of Agriculture
- MS Dept of Environmental Quality (DEQ)
- New Hampshire no
- New Mexico State police
- North Carolina NA
- North Dakota Department of Ag
- Oklahoma Fertilizer program
- Oregon Oregon OSHA
- Utah Agriculture
- Washington WSDA, just like any other fertilizer. Storage and transport is regulated by Washington Department of Labor and Industries and Department of Transportation
- West Virginia No NH₃ in our state

Best TV Show Vehicle



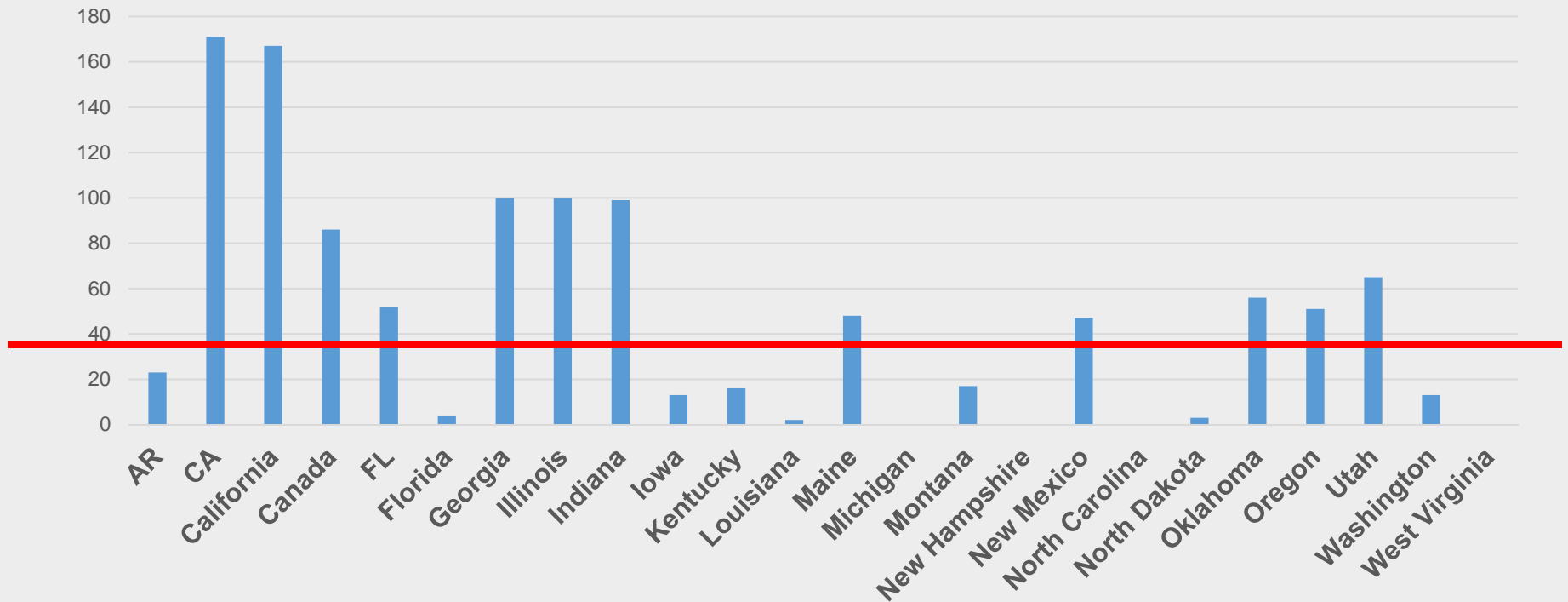
What city hosting an AAPFCO meeting would ensure your attendance?



- AR -San Diego
- CA - Reno
- CA - Sacramento
- CA -San Diego
- California - Any city in California
- California - Vegas, Baby. Vegas.
- Florida - Aspen, CO
- Florida - Savannah, GA
- Indiana - Anywhere

- Kentucky - Honolulu
- Louisiana - San Juan
- Maine - Washington DC
- Michigan - Anywhere in Hawaii, or Alaska in the Summer
- Montana - Gettysburg
- New Hampshire - Salt Lake City, Utah
- North Carolina - Jackson, Wy Park City, Utah
Portland, Vegas
- North Dakota - Honolulu!
Make it happen!!!!
- Oregon - Dickshooter, Idaho
- Washington - Honolulu, HI

On a scale of 1 -37, How much do you LOVE filling out surveys?



Average = 47.2