

The background is a gradient of green and black. A white line graphic starts from the top left, loops around, and ends near the bottom right. On the right side, there is a green wicker basket overflowing with white golf balls, each with two red stripes.

IPM Specialty Certification

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IPM Institute of North America, Inc.

Harnessing marketplace power to improve health, environment and economics

www.ipminstitute.org



The IPM Institute
of North America, Inc.

2009 IPM Excellence Award

2009, 2008, 2005, 2004 US EPA Pesticide Environmental Stewardship National Champion

2005 US EPA Children's Health Recognition Award Winner

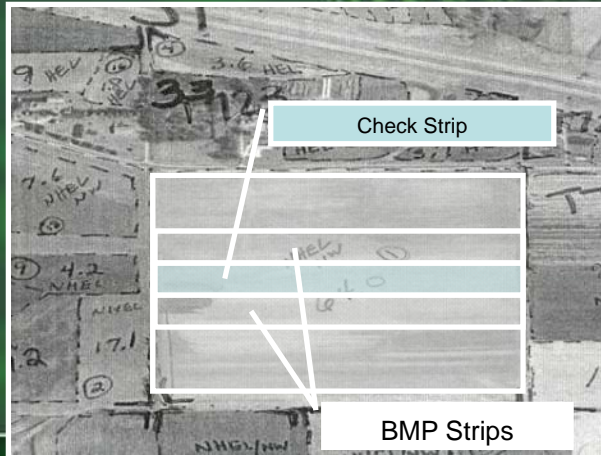
2003 US EPA Region V Recognition Award Winner

Harnessing marketplace power to improve
health, environment and economics

Agriculture



Communities



Seventh International IPM
Symposium, March 2012



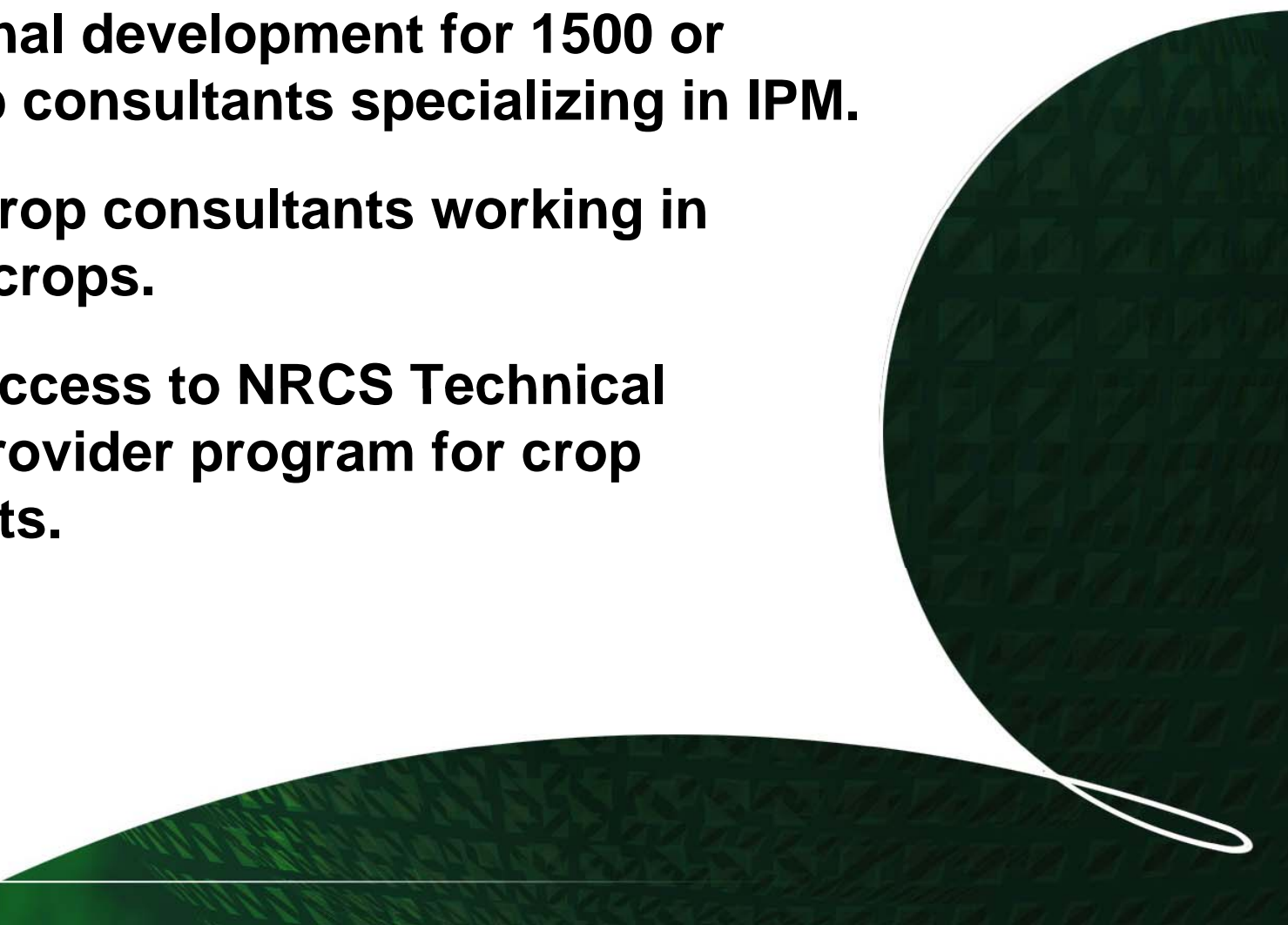
Why more IPM now?

1. **Resistance:** Weeds, corn rootworm, codling moth, fruit diseases. We can do better to preserve crop protection technologies.
2. **Introduced invasives:** Brown marmorated stink bug, spotted wing drosophila require adjustments in long-standing IPM systems.
3. **Drift management, pesticide residue management....**

Grower Incentives for IPM

- National working group since '06. Funded by USDA NIFA North Central IPM Center. More than forty active participants including NRCS staff, Extension, CCAs, other consultants.
- Priority: Increase access to NRCS programs for IPM to protect natural resources. Currently less than 2% of EQIP funding is used for IPM.
- Increased access in **MI, WI, OH, IN, IA, MN**. Currently working in **FL, MO, KS**. *In OH our new EQIP 595 options accounted for 82% of all 595 contracts allocated in 2009.*

IPM Credential Effort Objectives:

- 1. Create opportunity for recognition and professional development for 1500 or more crop consultants specializing in IPM.**
 - 2. Ditto for crop consultants working in specialty crops.**
 - 3. Improve access to NRCS Technical Service Provider program for crop consultants.**
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- A large, stylized green leaf graphic is positioned on the right side of the slide. It has a dark green, textured surface and a white outline, extending from the bottom right towards the top right.

Background

- **CCA credential is premier program for professional crop consultants.**
 - >12,000 CCAs
 - 95 Certified Professional Crop Consultants (NAICC)
 - 60 Certified Professional Horticulturists (ASHS)
 - **Extensive infrastructure provides region-specific programs meeting needs of ag retail and independent crop advisors.**
 - **CCA credential recognized by NRCS as meeting key requirements of Technical Service Provider (TSP) program.**
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Background continued

- **NAIACC recognizes CCA exam as a qualifying exam for its CPCC credential.**
- **NRCS 595 IPM Practice Standard suffers from lack of qualified TSPs.**
- **At least 1500 consultants specializing in IPM are not currently certified and face obstacles to demonstrate competence to NRCS and potential clients.**
- **IPM is multi-disciplinary, has no professional organization “home”; requires collaborative approach.**

Market overview: CCAs in specialty crops

Leading specialty crop states (by number of farms)	CCAs: specialty crop expertise	CCAs: pest mgt. expertise	CPCCs: specialty crop expertise	TSPs with EQIP 595 expertise
California (45,546)	43	93	1	5
Florida (14,320)	22	13	6	6
Texas (13,421)	3	16	5	2
Michigan (10,034)	19	18	3	4
Pennsylvania (9927)	3	9	1	3
Washington (9651)	3	3	1	0
Oregon (9623)	0	2	0	1
New York (8779)	4	9	2	21
North Carolina (7864)	4	17	7	22
Wisconsin (7800)	11	37	2	22
Top ten states (125,000)	112	217	28	86
US estimates (247,772)	177	601	68	260

Market overview: more detail

Leading specialty crop states (by number of farms)	CCA & tree fruit experience	CCA & vegetable experience	CCA & small grains	CCA & cannery crops
California (45,546)	20	19	2	2
Florida (14,320)	14	8	0	0
Texas (13,421)	1	1	1	0
Michigan (10,034)	10	9	0	0
Pennsylvania (9927)	0	2	1	0
Washington (9651)	0	0	3	0
Oregon (9623)	0	0	0	0
New York (8779)	1	2	0	1
North Carolina (7864)	1	2	1	0
Wisconsin (7800)	0	9	0	2
Top ten states (125,000)	47	52	8	5
US estimates (247,772)	53	83	35	6

Market overview: state associations

State	Organization/Association	Overall members	CCA members	CPCC members	TSP members
CA	California Association of Pest Control Advisers (CAPCA)	4000	525		
FL					
TX	Texas Association of Agricultural Consultants (TACC)	27	8	5	
MI					
PA					
WA					
OR					
NY					
NC	North Carolina Agricultural Consultants Association (NCACA)	41			
WI	Wisconsin Association of Professional Agricultural Consultants (WAPAC)	101	40	5	3
Total		4169	573	10	3

Draft performance objectives:

- I. ECOLOGICAL PRINCIPLES AS THEY RELATE TO PEST MANAGEMENT
- II. THE IPM CONCEPT
- III. UNDERSTANDING PESTS
- IV. MANAGEMENT METHODS FOR IPM PROGRAMS
- V. MONITORING AND DECISION-MAKING GUIDELINES
- VI. HOW TO SET UP MONITORING PROGRAMS AND FIELD TRIALS
- VII. HEALTH AND ENVIRONMENTAL CONCERNS ASSOCIATED WITH PESTICIDE USE
- VIII. SETTING UP AN IPM PROGRAM

Performance objectives detail:

- I. ECOLOGICAL PRINCIPLES AS THEY RELATE TO PEST MANAGEMENT
 - A. Levels of ecological organization
 - i. Define key ecological terms: natural selection, ecological niche, habitat, population density, ecotype and species diversity.
 - ii. Distinguish between a population and community of organisms.
 - iii. List factors that impact population regulation.
 - iv. Describe how age distribution impacts growth rate of a population.
 - v. Contrast density dependent and density independent limiting factors.
 - vi. List three types of population dispersal patterns.
 - vii. Describe how a community and the abiotic (nonliving) environment function together as an ecosystem.
 - B. The ecosystem concept
 - i. Describe how energy flows through an ecosystem.
 - ii. Describe the role of photosynthesis in an ecosystem.
 - iii. Describe a biogeochemical cycle in an ecosystem.
 - iv. List examples of abiotic components.
 - v. Describe a food chain.

Steering committee members participating Sept. 26-27:

David Biddinger, *biocontrol specialist & senior research associate, Penn State University*

Phil Cochran, *consulting agronomist, Cochran Agronomics*

Kevin Erb, *conservation professional development and training manager, University of Wisconsin*

Bruce Erickson, *agronomic education manager, American Society of Agronomy*

Peter Goodell, *IPM advisor, University of California IPM Program*

Jim Jasinski, *assistant professor, IPM Program, Ohio State University Extension*

Bryan Jensen, *IPM program manager, University of Wisconsin*

Allison Jones, *executive vice president, National Alliance of Independent Crop Consultants*

Charles Mellinger, *director of technical services, Glades Crop Care*

Benjamin Smallwood, *soil scientist, Natural Resource Conservation Service (NRCS)*

Stan Winslow, *president, Tide Water Agronomics*

One potential scenario:

1. **2011: Finalize performance objectives and exam questions. Develop study guide.**
2. **2012: CCA program pilots IPM specialty exam/credential.**
3. **NAICC accepts exam as alternate for CCA exam. (NAICC currently accepts state licensing exams in five states including California.)**
4. **NRCS recognizes CCA IPM credential towards 595 TSP qualification.**

Down the road?

1. **State/regional IPM performance objectives reflecting cropping systems: annual vegetables, perennial fruit, turf and ornamentals?**
2. **Specialty crop performance objectives for IPM, soil and water, crop and nutrient management, and state/regional CCA exams with specialty crop content as alternate to agronomic crop track?**
3. **CCA “pest management” becomes IPM?**



Thank you!

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