Certifications

- Certified Crop Adviser (CCA), 13,577, ~0.5% (~$1.74 mil annual revenue; ~$1.76 reserves combined ICCA and local boards)

- Specialties:
  - Certified Professional Agronomist (CPAg) - 442
  - 4R Nutrient Management Specialist (4RNMS) - 339
  - Sustainability Specialist (SSp) - 111
  - Resistance Management Specialist (RMS) - 98
  - Precision Agriculture Specialist - 59
Certification

“A voluntary process, by which an organization grants recognition to an individual who has met certain predetermined qualifications or standards.”

(The business of certification, Knapp, Knapp)
2019 CCA & CPAg Program Participants

Total Certified
CCAs 13,577
CPAgs 442
CCA Retired 254
CPAg Retired 24
CCA Candidates 137
4R NMS 339
SSp 111
RMS 98
MM 18
<table>
<thead>
<tr>
<th>Year</th>
<th>CCA</th>
<th>% Change from previous year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>14,523</td>
<td>2.38%</td>
</tr>
<tr>
<td>2003</td>
<td>14,869</td>
<td>-6.19%</td>
</tr>
<tr>
<td>2004</td>
<td>13,949</td>
<td>-0.80%</td>
</tr>
<tr>
<td>2005</td>
<td>13,837</td>
<td>-2.38%</td>
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<tr>
<td>2006</td>
<td>13,507</td>
<td>-3.64%</td>
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<tr>
<td>2007</td>
<td>13,283</td>
<td>2.06%</td>
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<tr>
<td>2008</td>
<td>13,188</td>
<td>-0.72%</td>
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<tr>
<td>2009</td>
<td>12,871</td>
<td>-2.40%</td>
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<tr>
<td>2010</td>
<td>12,594</td>
<td>-2.15%</td>
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<td>2011</td>
<td>12,806</td>
<td>1.68%</td>
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<td>2012</td>
<td>12,862</td>
<td>0.44%</td>
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<td>2013</td>
<td>13,123</td>
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<td>2014</td>
<td>13,352</td>
<td>1.75%</td>
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<td>13,357</td>
<td>0.04%</td>
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<tr>
<td>2016</td>
<td>13,503</td>
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<td>2017</td>
<td>13,577</td>
<td>0.55%</td>
</tr>
<tr>
<td>2018</td>
<td>13,577</td>
<td></td>
</tr>
</tbody>
</table>
Opportunities

- Soil Health
  - Soil Health Institute/Partnership
  - ESMC – Ecosystem Services Market Consortium
- Sustainable Agronomy (Agriculture)
  - Field to Market (already member)
Brazil

- Early discussions - ASA signed collaborative MOU in January with CONFEA - professional organization
- Recent talks:
  - Interested in working together to have the CCA Program in Brazil as a “plus” credential
  - Might meet in San Antonio in November at the ASA meetings
  - Currently all Agronomy Engineers need to be registered
    - Only requires BS in Agronomy Engineering - 5 years, 3600 hours of course work
    - Register with Government via CONFEA
TSP – Technical Services Provider

- USDA – NRCS Program
- Survey of CCAs with / without TSP:
  - Too complicated for the value
  - Needs to improve
  - Written in new Farm Bill
ICCA Strategic Plan Review