



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 2024



IN THIS ISSUE

- 2 **Letter from the President:** Davey Farabough
- 3 **Board of Directors**
- 4-5 **Billy Max Moore Award Recipient**
- 6-7 **NCIA Scholarship Recipients**
- 8-9 **2024 Conference:** Highlights
- 10-11 **Arkansas Dept. of Corrections:** Incarcerated Individuals offered a "Helping Hoof" at the ADC Farrier School
- 12-15 **Successful Farming:** Six New Products from the 2024 World Dairy Expo
- 16 **Montana Dept. of Corrections:** Hunting Season
- 17 **Georgia Correctional Industries:** Youth Dove Hunt
- 18-19 **Successful Farming:** Are Soil Deficiencies Holding Back your Crop Yield?
- 20 **Leadership:** The Best Leaders Think Like Farmers
- 21-25 **Member Updates and Announcements**



LETTER FROM THE PRESIDENT

Greetings from Arkansas!

I hope everyone has had a safe and prosperous harvest. Harvest is the time we get to see what we have worked for all year. Lets keep our friends that have been in the path of the hurricanes this year in our prayers. Their harvest will be difficult because of the damages left by the hurricanes.

I want to thank everyone who had a hand in the Nashville Conference! It was a great time to network with others and get some valuable training. Special thanks to Kenny, Angela and Roger for all of the work bringing it all together!

Arkansas is putting plans in action for the 2025 Summer Conference. We will be in Hot Springs September 8-12 2025. I hope everyone will put the dates on your calendar and plan to attend. I encourage everyone to invite someone new to the conference. We need more states represented, more people to get involved to help tell our story. We are facing more and more negative publicity about what we do.

We have a great story to tell, we just need to do a better job telling it!

Davey Farabough
David.farabough@arkansas.gov
870-692-6353



BOARD OF DIRECTORS

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.



From Left to right: Ross Wagner (MT), Tyler Dean (OK), Nick Short (NC), Amy Pataluna (GA), Davey Farabough (AK), Angela Bryant (VA), Scot Floyd (LA), Kenny Raiford (VA), Curtis McCarthy (UT), Fred Hayes (CA) and Brent Galloway (GA).

Two Major NAIA Action Items for 2025:

NAIA Board Members plan to update the Association's logo focusing on displaying what NAIA is all about, allowing those that view it to understand it is much more than just farming! Here is a sample of the new logo concept:



NAIA Board Members plan to update the Association's Website. Focusing on the technology, education and training that are provided on a daily basis to the incarcerated individuals. Featuring success stories, Agribusiness in the news and so much more!



2024 BILLY MAX MOORE AWARD RECIPIENT:

Russ Connell



Billy Max Moore recipient Russ Connell and NAIA Board Member Kenny Raiford.

James Russell Connell (Russ) started his career with the Georgia Department of Corrections at Montgomery State Prison in September of 1995. Russ started as a Correctional Officer and was immediately noticed by the prison administration as a man of integrity and great work ethic. Russ was quickly promoted through the ranks as a Correctional Officer during his tenure with DOC at Montgomery State Prison.

In December of 2014 Russ had an opportunity to relocate to Joe Kennedy Farm in Lyons, Georgia and accept the position as a Farm & Livestock 2 Supervisor. The current farm manager knew Russ and his family and knew he was a very dependable and hardworking young man. It did not take long to realize that Russ was an employee that not only did his work on time and ahead of schedule but also motivated other employees to follow his lead.

Within less than 2 years, Russ was promoted to the position as Farm Operations Manager for the entire Farm. Russ still holds this title at Joe Kennedy Farm since his promotion in June of 2016.

BILLY MAX MOORE AWARD



Billy Max Moore

The Billy Max Moore Award is designed to focus attention on the degree of excellence 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.

Over my many years as Deputy Farm Director with GCI, I have learned more about this prestigious award and the kind of man that Mr. Billy Max was and the ultimate sacrifice he made for his profession. I have had the opportunity to see the class of individuals that have received this award over these past years and the joy they expressed by being recognized and associated with such a high caliber group of people. Russ' name immediately came to mind. We have 7 farm locations across the State of Georgia. Russ and his staff farm Joe Kennedy Farm which is a 2,600-acre farm consisting of 1,000 acres of row crops, 700 acres of hay and pastures, backgrounding of all the states calves (over 1,600 annually), oversees the progression of our beef marketing plan introduced by our Statewide Livestock Advisor, runs the on-farm feed mill, runs our gristmill, and keeps the entire farm immaculate every week.

Each year I set goals for all the farm managers and each year Russ continues to hit or exceed these goals for his farm. He is very independent, makes wise decisions consistently, is a natural leader, takes so much pride in his work and work results, treats his team like family, and is determined to get his job done each day like a professional. He always pays attention to detail and strives for excellence. If I had to pick one GCI employee to accomplish a task and know that it would be done on time and in a professional manner, I would choose Russ as my number one guy.

Russ has made a lasting impression on myself as well as the other staff. He has set the bar high for all managers to see. I forgot to mention he is also strong minded (nice way of saying he likes to argue) but this shows his passion, concern, and love of his work. Russ has earned my respect and admiration over these past 9 years of knowing him. I honestly feel that Mr. Billy Max Moore would be honored to have a man like Russ Connell receive this award in his memory.



Pictured left to right: Brent Galloway, Russ Connell and James Rogers



NAIA Scholarships

One 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 \$1,000 to first time recipients, Jake Rogers and Caroline Blythe, as well as two \$500 scholarships to previous recipients, Maci Mitchell and Cooper Mitchell

CAROLINE BLYTHE *from Virginia*

Caroline attends Southampton Academy in Courtland, VA. She plans to attend the University of North Carolina – Wilmington and will be perusing a degree of her choice possibly nursing.



NAIA SCHOLARSHIPS

JACOB ROGERS *from Georgia*

Jacob attends Pinewood Christian Academy in Claxton, GA. He plans to attend the University of Georgia and will be pursuing a degree in Architectural Engineering.



MACI MITCHELL *from Oklahoma*

Maci attends Oklahoma State University in Stillwater, OK where she is studying Agribusiness/Animal Science. She will be entering her junior year.



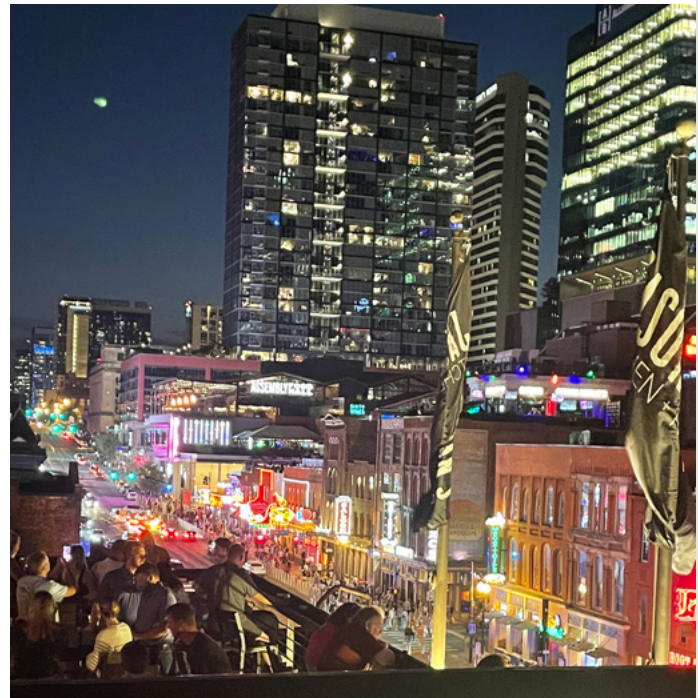
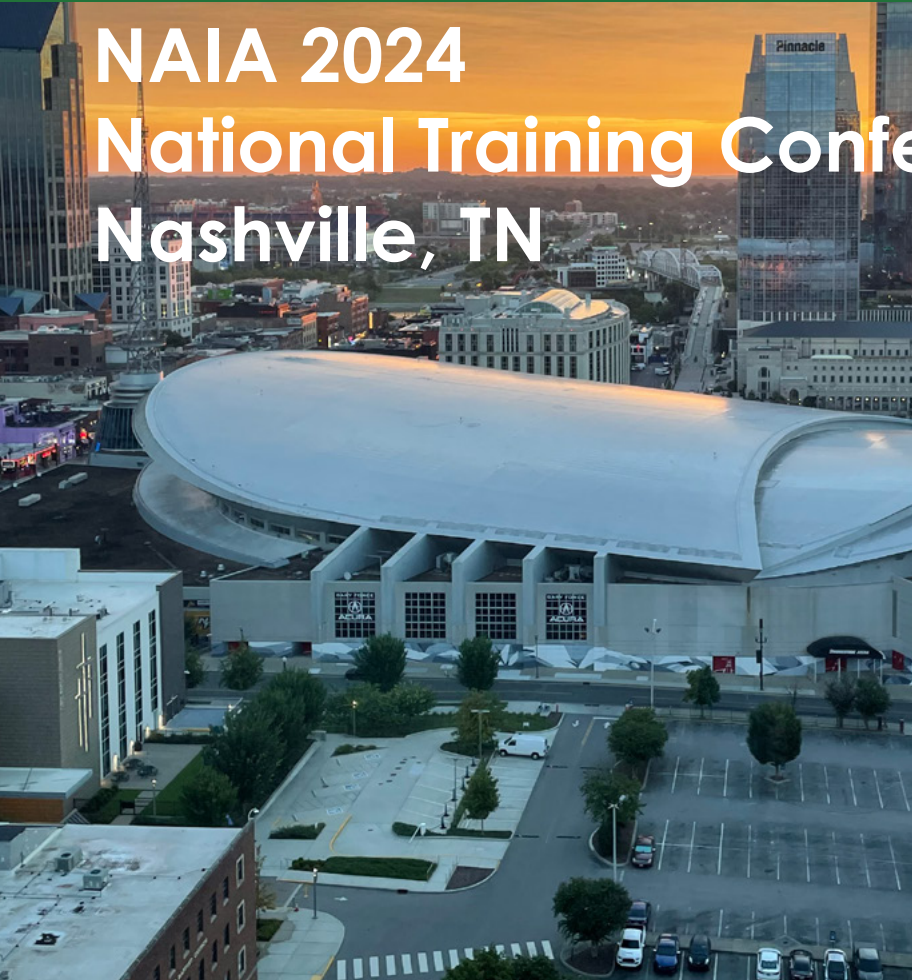
COOPER MITCHELL *from Oklahoma*

Cooper attends Oklahoma State University in Stillwater, OK where he is studying Construction Management and Engineering with a minor in vertical Construction and CAD Design.



2024 NAIA CONFERENCE HIGHLIGHTS

NAIA 2024 National Training Conference Nashville, TN



The National Association of Institutional Agribusiness (NAIA) hosted its 2024 conference on August 19 - 23 in Nashville, TN. There were 14 states, 46 members present, 23 vendors participated at the vendor show and there were numerous conference sponsors.



During the conference, attendees toured Food Concepts, which is a company that many institutional food service units across the country currently utilize for mixes, beverages and much more.

2024 NAIA CONFERENCE HIGHLIGHTS

Second stop on the tour is Deer Valley Farm, one of the cattle industry's leaders in Angus Genetics. Attendees enjoyed the tour and information shared about this first class operation.



We finished our day at The Middle Tennessee Agriculture Research Center.



In addition to the tours, there were educational sessions, a vendor trade show, vendor presentations, a reentry simulation, as well as many 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



On behalf of TRICOR and the NAIA Board of Directors, we want to thank all of our vendors and sponsors who made this conference possible. We cannot thank you enough for your continued support!

Incarcerated Individuals offered a “helping hoof” at the ADC Farrier School

*Article By: Arkansas Department of Corrections
- Division of Correction*

*Submitted by: Davey Farabough,
Farm Administrator,
Arkansas Department of Corrections*

For more than 35 years, the Arkansas Department of Corrections-Division of Correction (ADC) has hosted their annual Farrier School at Arkansas' oldest prison, the Cummins Unit, in Grady, AR. In 1988, retired state trooper, championship rider, and certified farrier Mack Hayden saw the need for the program when he saw the condition of some of the horses after attending an execution at the Cummins Unit. He wanted to start the ADC Farrier School to school to ensure the safety and health of the ADC horses and their riders. He also wanted to open the school to help teach ADC inmates how to properly shoe horses so they would have a marketable skill when they reenter the community.

The week-long farrier school hosts around 20 students each year and is free for both class 1-A inmates and ADC staff to attend. Local certified farriers like John McVay and ADC staff teach those in the school the correct technique for shoeing and blacksmithing, hoof

anatomy and how to assess the needs of both the horse and the rider.

Instructors also teach about the various types of terrain where a horse may need to be ridden, and how to properly shoe for said terrain. For instance, a horse may be taken through the mountains or down in the Delta, and they shoe differently depending on the ground. Since different horses have different jobs, a horse's occupation, and how to shoe for that occupation, is another important subject that is covered at the school.

Those in the school are also taught the business, financial and marketing skills needed to begin their careers when released. But many inmates have said they learn more than just horse shoeing and business while in attendance. They say it's also about patience, teamwork and leadership. They must learn how to become a better listener and a better coach throughout the process.



ARKANSAS DEPT. OF CORRECTIONS



Inmates must learn how to work together, along with learning how to teach others and be taught by their peers.

This school has been a great benefit not only to the inmates and staff that attend, but also to ADC in many ways. Horses need to be shod at least every six weeks, and with ADC having nearly 300 horses statewide, the need for certified farriers within the department continues to grow. Thanks to the ADC Farrier School, the department has been able to have farriers on hand, when needed, throughout the state. The program has also helped to save the state thousands of dollars each year, not only in terms of the cost of the farrier work but helps to keep the ADC horses healthier longer.

Many of the inmates who have attended the school have gone on to have successful farrier careers after they were released from ADC custody. One inmate now runs a ranch for a local businesswoman, another now travels the state offering farrier services. For more than 35 years, the ADC Farrier School has continued to teach inmates and staff the decades old occupation, and it continues to grow each year.



SUCCESSFUL FARMING

6 New Products from World Dairy Expo 2024

By Mark Moore
Successful Farming's October 2024

Photo: Xurxo Lobato / Getty Images

Roaming the Exhibition Hall at World Dairy Expo always provides a deep-dive into the dairy industry, and 2024 was no exception. Here are a few new products that caught our attention.

1) PediVue lameness detection system

Hoofcount has launched its patent-pending lameness detection system called PediVue. Mounted at the end of the Hoofcount footbath chute, a high-speed camera captures an image of each hoof as it exits the chute. Photos are then analyzed using a proprietary combination of machine learning and artificial intelligence. "If early signs of Digital Dermatitis are detected, the system alerts the user," says Anthony Marsh, founder and owner of Hoofcount.

Photo - PediVue Lameness Detection System, Courtesy of Manufacturer



2) Calf Hero colostrum management products

Golden Calf Company is introducing several new products to its colostrum management system. Its Autofill Station 3.0 has new features for internet connectivity, automated reporting, and allows for enhanced traceability. The Calf Hero X colostrum warmer and pasteurizer has three models to handle 12, 6, or 3 meals of colostrum, in a more streamlined unit that fits easier in tighter spaces. It comes with built-in data logging and texting capabilities that allows for seamless tracking and monitoring of colostrum processing. A backup power option ensures continued operation during a power outage. "Our products are designed to provide colostrum management tools to producers," says Dagmar Beckel, general manager of Golden Calf Company.

Photo - Golden Calf Company Calf Hero colostrum management products, Mark Moore



3) GEA flow-through milk meter

GEA's DigiFlow flow-through milk meter provides precise real-time milk measurements. Milk flows continuously through large inlets and outlets, providing precise real-time milk measurements even during the highest and lowest periods of milk flow. Stable vacuum levels provide the right balance between air and milk volumes, nearly eliminating vacuum fluctuations. Accurate detaching is more precise thanks to better measurements capabilities. Conductivity and temperature monitoring during the milking and wash processes provide even more cow and parlor insights.

Photo - GEA's DigiFlow flow-through milk meter, Mark Moore



SUCCESSFUL FARMING

6 New Products from World Dairy Expo 2024
continued from page 13

4) Lifetime ear sensors

CowManager introduces its lifetime ear sensor, making it easier for producers to track movement throughout each life phase. The tag combines ear temperature and artificial intelligence with ever-evolving algorithms to provide accurate and actionable insights to better manage their herds, from catching a disease early in a calf, to a heifer's first heat, to identifying at-risk cows in their transition period. The sensor is lightweight, smaller than previous models, and comes with a lifetime warranty.

*Photo - CowManager lifetime ear sensor,
Mark Moore*



5) Bale Accumulator

The 521R and 421R Bale Accumulators provide round baler operators with the convenience of carrying multiple bales and grouping bales where you want them. Manufactured by RCI and designed for John Deere Round Balers, these bale accumulators are maneuverable and provide clear access to the rear bale net wrap compartment. An integrated camera system allows the operator to see the bale and accumulator in real time. Easy access controls in the cab allow to quickly drop bales when needed and has an automatic option for hands-free bale collection.



Photo- RCI bale accumulators, Mark Moore



Photo- Nedap SmartSort, Courtesy of Manufacturer

6) Automatic sort gates

The Nedap SmartSort is a fully automated sorting gate that offers seamless integration with a variety of cow management systems. It allows for automatic sorting of cows based on heat or health status. Highly accurate, it is stress-free for cows and increases labor efficiency and safety. Comes pre-assembled for quick and easy installation. Estimated cow flow capacity is 1,000-plus cows per hour on a two-way sort when configured correctly in the barn layout.

Hunting Season Kicks Off at Montana State Prison

Article By Ross Wagner,
Bureau Chief, Montana Correctional Enterprises

Hunting season is officially underway on Montana Department of Corrections property on the Montana Correctional Enterprises (MCE) ranch near Deer Lodge. Applications and regulations are available on the DOC website at: <https://cor.mt.gov/MCE/Programs/Agriculture>

Hunters wishing to hunt on the ranch are required to obtain a permit by either emailing, mailing or sending a fax with a completed permit application, copy of driver's license, and valid year conservation license and bow and arrow endorsement. Permit application materials can be emailed to NChandler2@mt.gov, mailed to 350 Conley Lake Road, Deer Lodge, MT 59722, or faxed to 406-415-6587.

The archery-only hunting season on the ranch began Sept. 1, 2024 and ends Jan. 1, 2025. Hunting is not allowed on prison ranch lands between archery and rifle season in mid October.

The DOC is proud to be a part of hunting season in a way that benefits the hunter, the game population, and DOC ranching operations.

**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..."*



PARENT/YOUTH DOVE HUNT

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



In September, 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 seemed 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 BBQ in Hagan, GA
Joe Kennedy Farm Staff



Are Soil Deficiencies Holding Back Your Crop Yield?

By Adrienne Held, Successful Farming Published on October 16, 2024

Soybeans

Managing phosphorus and potassium is key to maximizing yield potential.

In the quest for higher yields, some farmers may be missing a critical step. Nearly half of North American soils (46%) tested below critical levels of phosphorus (P) and a similar number (44%) tested below critical levels of potassium (K), according to a 2020 survey from The Fertilizer Institute.

Keith Byerly, commercial sustainability lead with Mosaic, attributes the long-term trend of declining soil nutrient levels to increased crop removal over the last 25 years: more than 25% for corn and soybeans, and about 20% for wheat. “When we see nutrient deficiencies in the field, it’s because the crop removal of nutrients increases and yield goals haven’t been managed accordingly,” Byerly says.

The soil environment only adds to the challenge, says Jason Gregory, brand manager with Helena. “The complexity of the soil environment can lead to inefficiency in soil-applied nutrients,” he says. “They get tied up, run off, leach, and can be counteracted by other nutrients in the soil. Soil pH is another big player.”

As farmers strive for higher yields, effectively managing P and K is critical to achieving maximum yields and profitability.

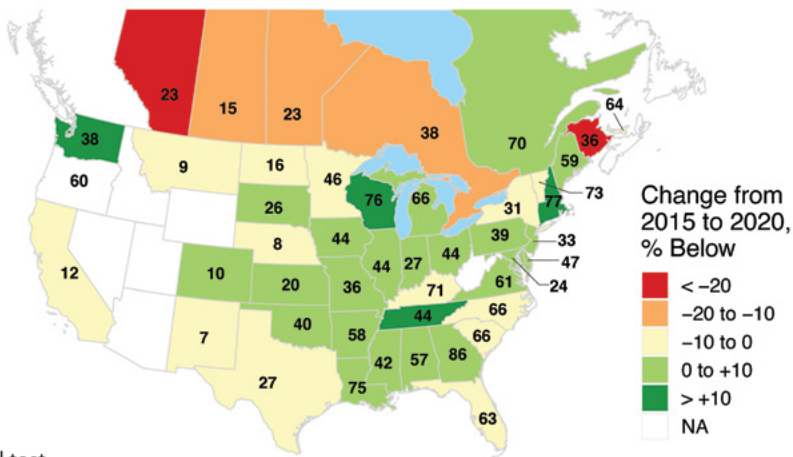
Roles of P and K

Gregory explains that phosphorus and potassium are two of the 12 essential plant growth nutrients: phosphorus for early-stage root growth and photosynthesis, potassium for overall plant health and standability. “Many times, in fields struggling with disease issues, if you were to have taken a tissue sample, you’ll see it was probably a little low in potassium,” he says.

Byerly points out that potassium plays a significant role in nutrient interactions as well. “We did some research last year showing a 10% nitrogen efficiency boost when potassium is sufficient versus deficient. Those interactions with the macronutrients, as well as micronutrients, [are huge building blocks] of having strong, well-rooted, healthy crops,” he says.

SUCCESSFUL FARMING

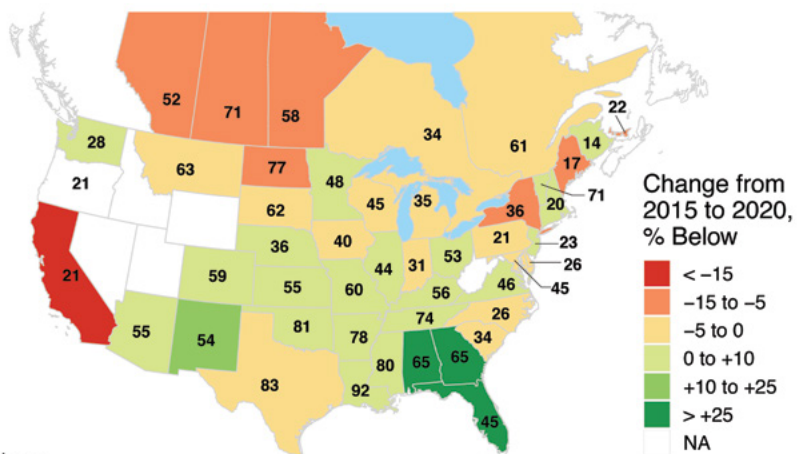
Percent of Samples Testing Below Critical Levels for K in 2020



sts soil test summary

*Only states with 2,000 samples or more are shown on this map

Percent of Samples Testing Below Critical Levels for P in 2020



sts soil test summary

*Only states with 2,000 samples or more are shown on this map

Managing P and K

Wade Kent, an agronomist with Nutrien Ag Solutions, compares soil to a nutrient bank, from which farmers can withdraw when revenues are tight. However, in many cases, increasing yield levels have reduced reserves. “Deciding how to invest in those nutrients starts with something as simple as a realistic yield goal,” he says.

Kent advises knowing your soil test levels and not reducing application rates in low-testing soils. “If your K levels are good, maybe you can lower the rate on that,” he agrees. “But if your P values are low, you can kind of adjust where your spending is.”

Given the current grain market, the ability to use precision technologies and accurately replacing what has been removed bring the most value, Kent says. “We have a point for yield, so now we can accurately measure removal,” he notes. “We can layer yield and soil sample data together and write variable-rate scripts.”

Byerly recommends that when growers think about optimizing nutrients in their cropping system that “it’s the balance of the appropriate yield goal, executing on your plans, having accurate soil tests, and using technologies to achieve balanced crop nutrition in both your challenging and your optimal areas that really gives the farmer the advantage over Mother Nature.”

LEADERSHIP

The best leaders think like farmers

(7 practices to help you do the same):

1) Don't shout at the crops

-> Understand & guide without pressure

2) Don't blame the crops

-> Acknowledge effort & support growth

3) Don't uproot the crops

-> Be patient with progress & give time to excel

4) Choose the best plants for the soil

-> Match people with problems & embrace diversity

5) Irrigate and fertilize

-> Invest in their development & praise generously

6) Remove weeds

-> Address negativity & get rid of toxic people

7) Remember you will have seasons (good + bad)

-> Anticipate change & prepare them for challenges

Coming this 2025



Hot Springs, Arkansas

September 8-11, 2025



Corn and Cows



Herd of Deere



Hot Springs, AR



Historic Bath House Row



Gangster Museum



Natural Thermal Springs



Cummins Unit Farm



Photos courtesy of <http://hotsprings.org>
Audrey Smith and Mikel Hickerson

SCHOLARSHIP NOMINATIONS

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 that meet the established criteria.

Scholarships are awarded to individuals sponsored by NAIA members who are either a part time or full time student pursuing a bachelor's or graduate degree.

For submissions and questions, contact:

Amy Pataluna - Executive Director
National Correctional Industries Association (NCIA)
E: apataluna@nationalcia.org

Submission period has ended.

Please look for more details when NAIA will be accepting applications for the 2025 Scholarship Nominations in the 2024 NAIA Winter Newsletter.

BILLY MAX MOORE AWARD NOMINATIONS

Currently the Billy Max Moore Award nomination period has ended. The Executive Board of Directors will be announcing the new 2025 nomination period in the 2024 NAIA Winter Newsletter. Please be on the lookout for more details!

For submissions and questions, contact: Kenny Raiford

Email: john.raiford@vadoc.virginia.gov

Mail: 14545 Old Belfield Road, Capron, VA 23829

Phone: (757) 335-0750

Web: www.naiaweb.com (application located in "Home" section)

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:

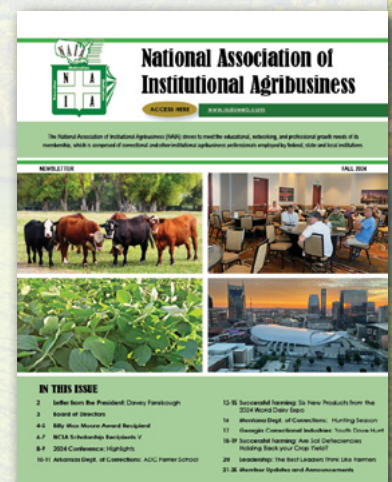
1. Quarterly newsletters (electronic and printed)
2. Member email communications
3. Networking opportunities within the organization
4. Training opportunities within NAIA and NCIA

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: apataluna@nationalcia.org



CATTLE CON 2025 SAN ANTONIO

FEB 4-6 | HENRY B. GONZALEZ CONVENTION CENTER

CattleCon is where the beef industry meets!

We're headed to **San Antonio February 4-6, 2025!** At CattleCon, you'll discover a unique and comprehensive experience that brings together education, networking, business opportunities, advocacy, and fun for the whole family, all under one roof. Join us at CattleCon, the ultimate destination where the beef industry meets to learn, connect, grow, and enjoy.

Official Housing and Registration for CattleCon is only available through the [CattleCon website](#). You can stick to our [@cattlecon](#) social channels for all official updates. Beware of scammers, and please report any suspicious activity.

Future CattleCon dates:

February 4-6, 2025 - San Antonio, Texas at the Henry B. Gonzalez Convention Center

February 3-5, 2026 - Nashville, Tennessee at Music City Center

February 2-4, 2027 - Nashville, Tennessee

February 1-3, 2028 - New Orleans, Louisiana

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ANNOUNCEMENTS

2025 NATIONAL TRAINING CONFERENCE



NATIONAL
CORRECTIONAL
INDUSTRIES
ASSOCIATION



- RECEIVE INDUSTRY SPECIFIC TRAINING
- CONNECT WITH EXPERTS IN YOUR FIELD
- GROW YOUR NETWORK



HYATT REGENCY ST. LOUIS AT THE ARCH
ST. LOUIS, MISSOURI

APRIL 14-17, 2025

LEARN MORE AT
NATIONALCIA.ORG



Celebrating More Than 152 Years of Global Excellence

Future Conference Sites

2025	Friday to Tuesday January 10-14	Orlando Convention Center and Hyatt	Thursday to Tuesday August 21-26	Denver, CO 155th
2026	Thursday to Tuesday February 5-10	Long Beach, CA	Thursday to Sunday August 20-23	Chicago, IL 156th
2027	Thursday- Sunday January 7-10	Phoenix, AZ	Thursday to Sunday August 19-22	Columbus, OH 157th

Subject to Change

