

2025

Keeping Agriculture Service Providers in Compliance

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UNIVERSITY OF DELAWARE

COOPERATIVE
EXTENSION

RELEVANCE

Many **farmers** in the Mid-Atlantic region work with **consultants** who help them address problems on their farms and meet **federal** and **state regulations**.

State pesticide and nutrient management **certifications** are required by law for those providing **nutrient management** services.



Some consultants seek national certifications like the **Certified Crop Adviser (CCA)** and **Certified Professional Agronomist (CPAG)**.

They ensure people are tested, trained, and maintain knowledge.



Once certified, individuals are required to **maintain** their certification by attending approved **educational events**.



RESPONSE

Through the **Mid-Atlantic Crop Management School (MACMS)**, participants can choose to attend various presentations.

Presentations include **continuing education** related to:



- Crop Management
- Soil and Water Management
- Nutrient Management,
- Pest Management
- Sustainability and Precision Agriculture.



The **goal** is to provide **new** and **advanced** information to:



- Crop consultants
- Commercial applicators
- Farmers
- Agriculture industry representatives
- Government
- University personnel

Offers continuing education opportunities to its attendees who hold **nutrient management / pesticide** certifications in:

- Delaware
- Maryland
- Pennsylvania
- New Jersey
- Virginia
- West Virginia



and the national **Certified Crop Adviser** program which is administered through the **American Society of Agronomy**.

RESULTS

The **Mid-Atlantic Crop Management School** was designed to be a **one-stop shop** for **agronomic** continuing education opportunities in the **Mid-Atlantic region**.

Information collected during the 2025 registration period showed:



37.8% (62) of participants sought Certified Crop Adviser continuing education credits.

58.5% (96) of participants would be seeking continuing education credits from various state pesticide programs.

68.9% (113) of participants would be seeking continuing education credits from various state nutrient management programs.

In 2025

42 MACMS attendees requested Delaware Nutrient Management Continuing Education Credits, which is

29.4%

of the **143 individuals** certified to write nutrient management plans in Delaware.

And **32 MACMS attendees** requested Delaware Pesticide Applicator Continuing Education Credits.

All participants were provided with an opportunity to evaluate the program.

The **57 respondents** indicated they provide consulting services for over **374,000** acres in the **Mid-Atlantic region** and estimated the dollar value of the information presented to them during the MACMS at over **\$1,000 per acre**.



RELEVANCE

Many farmers in the Mid-Atlantic region work with consultants who help them address problems on their farms and meet federal and state regulations. State pesticide and nutrient management certifications are required by law for those providing services like nutrient management planning, custom applications of fertilizer and pesticides for clientele. Some consultants voluntarily seek national certifications like the Certified Crop Adviser (CCA) and Certified Professional Agronomist (CPAG) to gain knowledge and enhance their professional credentials. These certifications, both the national CCA/CPAg and the state-level applicator certifications, create standards and a benchmark for agricultural professionals. They ensure people who advise farmers or apply chemicals are tested, trained, and keep their knowledge current, protecting the farm, the environment, and the public. Once certified, individuals are required to maintain their certification by attending approved educational events.

RESPONSE

Through the Mid-Atlantic Crop Management School (MACMS), a two-and-a-half day program held annually since 1994, participants can choose to attend various presentations offering continuing education related to Crop Management, Soil and Water Management, Nutrient Management, Pest Management, Sustainability, and Precision Agriculture. Speakers from all over the United States are invited by MACMS committee members based on their expertise, research projects, and presentation style. The goal is to provide new and advanced information to crop consultants, commercial applicators, farmers, agriculture industry representatives, government, and university personnel. The MACMS offers continuing education opportunities to its attendees who hold nutrient management certifications in Delaware, Maryland, Pennsylvania, Virginia, West Virginia as well as those who hold pesticide certifications in Delaware, Maryland, New Jersey, Pennsylvania, Virginia, West Virginia and the national Certified Crop Adviser program which is administered through the American Society of Agronomy.

RESULTS

The Mid-Atlantic Crop Management School was designed to be a one-stop shop for agronomic continuing education opportunities in the Mid-Atlantic region. Information collected during the 2025 registration period showed:

- 37.8% (62) of participants sought Certified Crop Adviser continuing education credits.
- 58.5% (96) of participants would be seeking continuing education credits from various state pesticide programs.
- 68.9% (113) of participants would be seeking continuing education credits from various state nutrient management programs.

The MACMS aims to deliver educational opportunities for Delaware service providers. In 2025, 42 MACMS attendees requested Delaware Nutrient Management Continuing Education Credits, which is 29.4% of the 143 individuals certified to write nutrient management plans in Delaware. And 32 MACMS attendees requested Delaware Pesticide Applicator Continuing Education Credits. Delaware is a small state. A standalone program for only Delaware service providers would be challenging to organize and bring in the caliber of speakers Delaware service providers deserve. By joining forces with other Mid-Atlantic states, the MACMS can bring in a volume of attendees to provide education for service providers in the whole Mid-Atlantic region. All MACMS participants were provided with an opportunity to evaluate the program. The 57 respondents indicated they provide consulting services for over 374,000 acres in the Mid-Atlantic region and estimated the dollar value of the information presented to them during the MACMS at over \$1,000 per acre.

PUBLIC VALUE STATEMENT

The Mid-Atlantic Crop Management School teaches agriculture professionals and farmers about the latest advancements for managing crops. Attendees can choose from different sessions where experts present research findings or new technology that will improve yields and minimize environmental impacts. Sessions help attendees maintain various professional certifications through continuing education credits.