

# TACC Academy in Cooperative Excellence (A.C.E.)



Westin Riverwalk Hotel  
420 Market Street  
San Antonio, TX 78205  
(210) 224-6500



## "Farmer Ownership: It Comes with *Responsibilities* and *Commitment*" January 25-27, 2019

**Objective:** To connect the dots with the newer generation of farm families and co-op leaders by introducing them to alternative business structures; with a special emphasis on the co-op business model.

**Date:** 1:30 p.m., Friday January 25-10:15 a.m., Sunday, January 27, 2019

**Invited:**

- ◆ Younger, emerging or new producer farm couples/singles believed by local cooperatives to have a long-term impact on their communities.
- ◆ Younger, mid-level or newer co-op employees with a promising future in the business.
- ◆ Young, current or potential co-op directors.
- ◆ Individuals that did not win, but were on the nominating committee slate for a local co-op director position.

**Expense:**

- ◆ If your co-op is a member of three of the five regional cooperative sponsors (*listed below*) a registration fee of \$575 will be paid by a local co-op per single/couple.
- ◆ For those that are not a member of one of the regional cooperative sponsors, the registration fee will be \$995 per single/couple.

**Registration Fee Includes:**

- ✓ Two-night hotel stay
- ✓ Most meals
- ✓ Bus and tour

**Not Included in Expenses:**

- ✓ Incidentals
- ✓ Travel to and from

**Host:** Texas Agricultural Cooperative Council  
1210 San Antonio Street, Suite 101  
Austin, Texas 78701  
(512) 450-0555



Register online at <https://texas.coop/meetings/a-c-e/>

### Regional Cooperative Sponsors:



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## Friday, January 25

### **1:30-3:30 p.m. First Session**

- ◇ What is changing about the new farmers today?
- ◇ How to build better businesses and their best practices?
- ◇ Why we need a variety of business alternatives?
- ◇ Why choose a co-op?

### **3:45-5:00 p.m. Second Session**

- ◇ The basic nuts, bolts, and mechanics of cooperatives
- ◇ 4 methods of doing business
- ◇ Co-op principals, Capper-Volstead, regional vs. local, open vs. closed
- ◇ Why they get started: Legal formation
- ◇ Building blocks

### **6:00-7:30 p.m. Dinner on the Riverwalk**

## Saturday, January 26

### **8:15-9:45 Third Session**

- ◇ Explaining “investment” vs. “returns”
- ◇ The most asked questions about co-ops
- ◇ How I made the co-op work for me---a panel

### **10:00-11:00 a.m. Fourth Session**

- ◇ Spotlighting the regional co-op structure---a panel
- ◇ Organizations that assist co-ops

### **11:00-11:45 a.m. Fifth Session**

- ◇ Bettering my personal life: retirement and social security planning

**Afternoon: Texas Hill Country Winery, lunch and bus tour**

**Evening: On your own**

## Sunday, January 27

### **8:30 Sixth Session**

- ◇ Dispelling the myths about cooperatives
- ◇ New producer engagement initiative

**10:15 Conclusion and adjourn**