

Texas Agricultural Cooperative Council's Director Development Program

"Cooperatives: An Association of Farmers and Ranchers"

Texas Agricultural Cooperative Council's Cooperative Board of Director Executive Training
Holiday Inn Amarillo West Medical Center, 8231 W Amarillo Blvd, Amarillo, Texas 79124
(806-322-4777)

February 4, 2019

TENTATIVE PROGRAM

8:00 a.m. Registration

8:45 a.m. Call to Order

9:00 a.m. **"COPA Airlines and Your Co-op: What They Have in Common"**
Dr. John Park, Roy B. Davis Co-op Chair, Texas A&M University, College Station

Sometimes presenters can take the most difficult of subjects, put a special spin on it, plus throw in a short video or two---and magical things seem to happen. This is one of those topics! You will be amazed by using a simple example, how we more clearly see things happening around us.

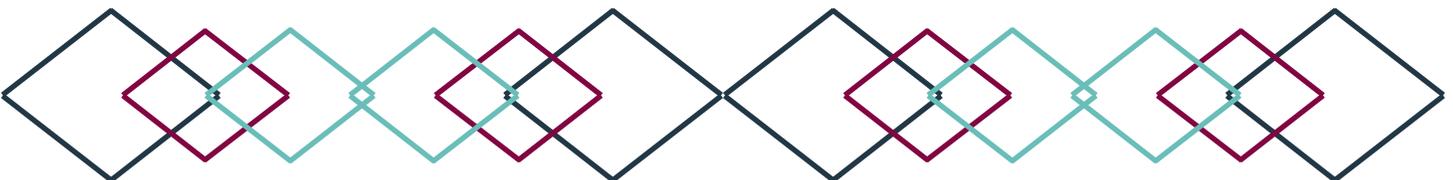
9:30 a.m. **"Re-Boarding: A New Twist in Effective Board Governance"**
Sarah Spivey, Senior Organizational Consultant in Leadership Development, FCC
Services, Denver, CO

Although we had this topic in mind---personality testing and human behavior---we did not have the right person to teach it. We found her because she had presented a program for some of the larger ag co-ops in Ohio. Although she is a Central Texas farm girl, she works in Denver for what some refer to as the "Farm Credit University" --- a training center for all personnel connected with CoBank and the Farm Credit System. And she's good too! You'll see more of her as the year unfolds. She'll have a unique spin on ways to get along with others and it'll be fun!

11:30 a.m. Lunch

12:30 p.m. **"O.K., You Now Have Your Monthly Financials. How Do We Know If They Are Good or Not?"**
Cody White, Relationship Manager, CoBank, Lubbock

This is the most requested topic for co-op directors nationwide, but perhaps the least attractive. This time it will have a new approach. No, we will not talk about profitability, efficiency or liquidity ratios nor will the talk be on "peer comparison financials" (*how does your co-op stack up against other similar co-ops*). Instead, this talk will be on a new emphasis in the banking community. In recent times, so much emphasis has been on "cash flow." With this topic, we'll add a new focus --- determining **if and how** to correct if your co-op is a high, medium or low risk operation. Should make for an interesting session!



1:10 p.m.

“Prisoners Dilemma---Finding the Shared Reality”

Dr. John Park, Roy B. Davis Co-op Chair, Texas A&M University, College Station

This is a second in a brief take on exploring long-term business viability. Again, this will not be a lecture but instead a unique way at approaching or rethinking how your company does business and reaches decisions. Group participation will be a must!

1:40 p.m.

Break

1:55 p.m.

“Audits and Taxes: The Thankless, But Required Job”

Greg Taylor, CPA, D. Williams and Company CPA firm, Lubbock

As a director, you are held accountable for hiring the banker, attorney, auditor and other professionals that interface with your co-op. As such, you have an obligation, you have been entrusted, and it is your fiduciary responsibility to deal with them. This is your annual dose of audit cases and IRS trends. He's also here to reflect on some personal tax changes on the horizon for your farm.

2:35 p.m.

“Destination 360: Canvassing a Layer of Legal Protection Around Your Business”

Gary McLaren, Phillips & McLaren Co-op Law Firm, Lubbock

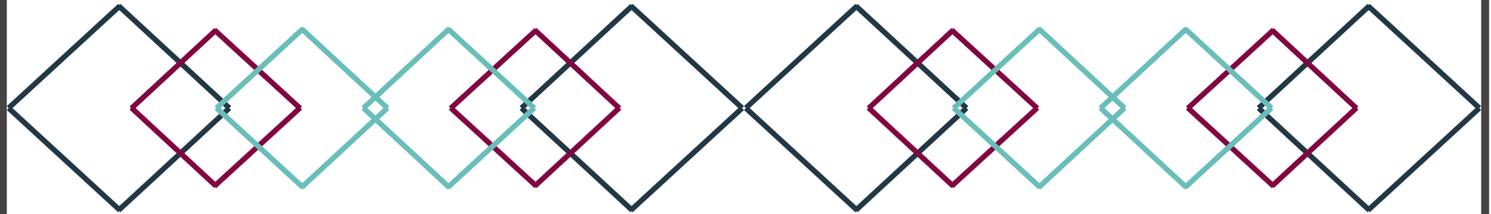
No explanation necessary to describe where this session will go. He's the most referenced co-op lawyer in the Southwest and he does his role with a passion. Needless to say, he has appeared on this annual program for decades. Bring your questions for this segment or catch him privately.

3:30 p.m.

Summary and Conclusion

3:45 p.m.

Adjourn



Texas Agricultural Cooperative Council

1210 San Antonio Street, Suite 101

Austin, Texas 78701

512-450-0555 - Office

512-450-0655 - Fax

coop@texas.coop

