

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
PYCO Industries, Inc., 2901 Avenue A, Lubbock, Texas 79404
(806-747-3434)

February 7, 2019

TENTATIVE PROGRAM

8:00 a.m. Registration

8:45 a.m. Call to Order

9:00 a.m. ***"What Makes a Board/CEO Work"***

Brad Johnson, General Manager, Northeast Texas Farmers Co-op, Sulphur Springs
Harold Bryant, Board President, Northeast Texas Farmers Co-op, Sulphur Springs

This topic was so well received at a recent co-op meeting that we felt obligated to share it with a broader audience. This general manager was raised in North Texas, worked for Cargill Grain in several states, later the grain merchandiser at Sunray Co-op, then to South Texas to be manager of a grain and farm supply co-op. Some ten years ago, he inherited his current co-op, complete with multiple stress areas. But he and his board chair worked through the anxiety and challenges to where its Sabine Valley Feeds operation and more than 6,000 members are the talk of Northeast Texas. They have an amazing story to tell of ups and downs and how they endured!

9:35 a.m. ***"Audits and Taxes: The Thankless, But Required Job"***

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

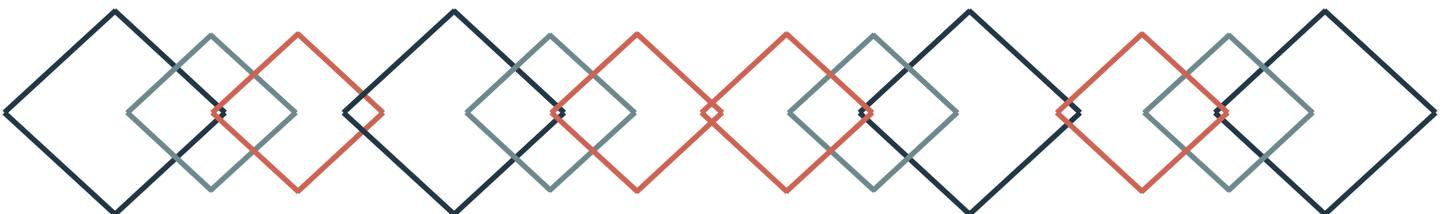
As a director, you are held accountable for hiring the banker, attorney, auditor and other professionals that interface with your co-op. As such, you have an obligation, you have been entrusted, and it is your fiduciary responsibility to deal with them. This is your annual dose of audit cases and IRS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

10:15 a.m. Break

10:30 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.



11:00 a.m. **“O.K., You Now Have Your Monthly Financials. How Do We Know If They Are Good or Not?”**
Tony Morton, CFO, PYCO Industries, 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 takes a candid and simplistic look at whether the monthly financials are good or not, how are they trending, and what can be done by a director team to improve low-performing areas. He’ll also explore where financial risks can occur in a co-op.

11:40 a.m. Lunch (*Jenna’s Feedbag*)

12:30 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.

1:30 p.m. **“What You Are, Is Where You Were When”**
Dr. Amy Boren, Assistant Professor, Agricultural Communications, Texas Tech University, Lubbock

Does this sound confusing? Well, it should. Personalities and human behavior are confusing and complex, as well. This Texas Tech professor is skilled in human behavior training --- how, as directors, we need to be able to interact with a variety of personalities...young, old, big farmer vs. small famer, gender types, and much more. You’ll have fun in this session while exploring helpful hints to allow you to be a more well-rounded director.

3:30 p.m. Summary and Conclusion

3:45 p.m. Adjourn

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