

## Academy in Cooperative Excellence Program --- *Emerging Ahead*

This weekend, TACC staff along with speakers, and emerging leaders will gather at the Westin Riverwalk in downtown San Antonio for the Texas Academy in Cooperative Excellence Program for a three-day conference focused on connecting the dots with the newer generation of farm families and co-op leaders. The theme of this conference “Farmer Ownership: It Comes with Responsibilities and Commitment” will set the tone for the development of not only the speaker line up, but the delivery methods as well.

Notable speakers on the program include: a South Texas and West Texas co-op board president, a co-op CPA, professors, co-op attorney, a banker, economist, co-op CEO’s, and a trade association representative will all appear on the agenda. The most anticipated speaker of the conference will be the last one --- **Dr. Erica Irlbeck**, a Texas Tech ag communications professor, who will be conducting a focus group to explore their buying and decision – making habits. This will result in a follow – up study and analysis to be released at the TACC Co-op Managers Conference in Ruidoso, New Mexico in July 2019. Over 60 people are expected to attend the meeting!



## Spring Co-op Bookkeepers, Office Managers & Accountants Meeting set for Fredericksburg!

SAVE THE DATE --- The Texas Chapter, National Society of Accountants for Cooperatives will be holding their spring meeting February 28 – March 1 in Fredericksburg, Texas at the Inn on Barons Creek (830-990-9202). The room block rate of \$99 is good until the cut-off date of Sunday, February 3.

Office and bookkeeping professionals at both the local and regional co-op level and those CPAs that work in co-op audit firms are encouraged to attend. More information regarding the meeting will be forthcoming. **Russ DuBose**, with D. Williams and Company CPA firm in Lubbock (806-785-5982), serves as president of the Texas Chapter.

## Member Services are “*On Demand*” at TACC!

As the workforce changes, so does the approach to keeping them “trained”. Over the years, TACC has attempted to adjust with the times by having conferences, then specialized notebooks, next specialized conferences, followed by tweaks in presentation styles, and the latest being one – on – one outreach meetings with co-op boards of directors; along with co-op attorney **Gary McLaren**.

TACC introduced a new concept --- “on demand training” --- on September 1, whereby co-ops can pay the Council an annual fee of \$300 and have access to more than 400 training videos anytime of the day, any day of the week. The videos are executive level in their approach and cover such topics as time management, overcoming the challenges at being a new director, board effectiveness, being a first - time manager of people, people skills, and many more.



For those interested in jumping on board with this new training, contact **Christy Lewis** ([christy@texas.coop](mailto:christy@texas.coop)) for a walk through of the training programs and how to sign up!

### TEXAS AGRICULTURAL COOPERATIVE COUNCIL

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## Smooth and Interesting Start to State *Legislative Session*

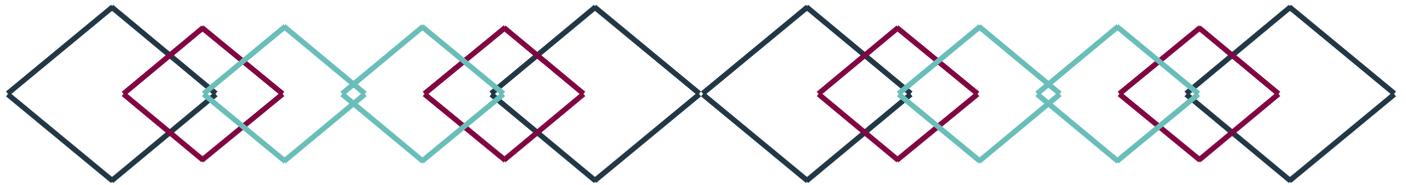
The 150 House of Representatives and 31 State Senators reconvened January 8 in Austin for the State Legislative Session and will run until May 27, with the last day to file a bill being March 8. Ag has already made an impression with a number of events scheduled:

- ◆ **April 10** – TACCs Co-op Legislative Day and Dinner at the State Capitol in Austin
- ◆ **April 16** – Producers Cooperative Association Day in Austin, whereby the board and management meet and video tape their weekly TV show, “From the Ground Up” with a new lawmaker interview every 30 minutes in the State Capitol
- ◆ **April 25** – “Taste of Texas” breakfast at the State Capitol, hosted by the 65 ag commodity groups having legislative representation in Austin
- ◆ “Cotton Day at the State Capitol, where cotton leaders from throughout the state descend upon the Capitol and disperse industry – made items and plan visits to offices

A new wrinkle also exists in Austin this year --- representation by new ag groups. Traditionally, it is known that 65 ag groups have long had legislative representation in Austin. But recently, three new groups were added to the rolls: Texas Agricultural Aviation Association, Texas Association of Olive Oil, and the American Paint Horse Association is also now looking at representation. Collectively, the ag groups have an informal association called the Texas Ag Council. TACC chairs the group, just as it was when the initial group was formed in the 1960s.

TACCs **Tommy Engelke** says, “Unlike some recent sessions, this one is much more focused on the nuts and bolts to help citizens improve their lives such as school funding, property tax relief and not so much the social issues of recent years.”

The initial two – year state budget proposed by the House for all spending is \$247 billion and the Senate’s version is \$243 billion. Many long meetings and discussions will dominate until it is finally passed in late May. By law, the only required action of state lawmakers is to pass a state budget!



### For Just a *Small* Contribution *you* Could Make A **BIG** Impact Tomorrow!

People join cooperatives largely because there is power in numbers --- bargaining power. The same can be said of politics. The very nature of the cooperative structure, makes it an effective tool for government policy action! As such, years ago, TACC – PAC (*political action committee*), began a new process to recruit dollars to aid those in campaign elections who speak the farming and ranching language.

They did it by establishing the **Charlie Award** for those co-ops whereby each director in a co-op & the general manager gave a minimum of \$100 annually & the total came to at least \$1,000. They also created the **100% Club** for those co-ops whereby the same group of farmers annually gave \$25 each.

For those who believe in the process to elect people understanding ag, but are not on the board of a co-op, they can contribute \$100 individually to the group known as “**Capitol Solos**”.

**Today, more co-ops want to further that process, but just don’t know how.**

Giving so little to something so immediate, can make a huge impact or said another way, contributing politically in a small way when combined with others can move mountains. If you want to be a part of the story and what so many others are wanting to do, simply call TACC (512-450-0555) and we will walk you through the process --- no forms to fill out, no bureaucratic hoops to jumps through, no background checks necessary! We’ll make the process easy and you’ll receive recognition at the Joint Cooperative Meeting at Horseshoe Bay in mid-March!

# TEXAS AGRICULTURAL COOPERATIVE COUNCIL'S Director Development Program

*"Cooperatives: An Association of Farmers and Ranchers"*



**Monday, February 4, 2019**

AMARILLO

Holiday Inn Amarillo West

Medical Center

(806-322-4777)

**Thursday, February 7, 2019**

LUBBOCK

PYCO Industries, Inc.

2901 Avenue A

(806-747-3434)

## The 2019 programs will feature...

- ◆ Allowing a co-op to send one "emerging leader" in their co-op FREE of charge to the program.
- ◆ An interactive session on exploring long-term business viability.
- ◆ A session on a simplified approach to evaluating your co-op's financials.
- ◆ A session on better understanding the different personalities on your board and how to best work together.
- ◆ This is a "one-stop-shop" program to get all your questions answered with a co-op banker, CPA, attorney, and academician available throughout the day!

**Co-op general managers are encouraged to attend as well---and usually do!**

We are holding a block of hotel rooms for your use. Should you need hotel assistance, please call TACC at 512-450-0555.

Don't worry with the \$125 director registration for now. We will simply bill you after the fact.

We hope you make it a priority to encourage you and your board to come next month. It is their annual dose of reality-check!

In last year's official invitations to the co-op director training, a point was made that to sit on a co-op board, entrusted with a multi-million dollar business and owned by many others, you have no annual training obligations. Yet, in a business sense, most legal experts would argue that any organization is legally exposed and at risk if the directors do not receive some degree of annual business training.

A descriptive outline of the meeting is attached for your review. Should you encounter problems with registration, please call us and we will make it happen for you and your group.

**A RESPONSE BY THURSDAY, FEBRUARY 2<sup>nd</sup> to TACC at 512-450-0555 WOULD BE APPRECIATED, BUT WALK-INS ARE ALSO WELCOMED!**

# TACC: OUT & ABOUT

(since December 11, 2018)

- ✓ Conducted a site visit to Horseshoe Bay Resort in Horseshoe Bay on December 20.
- ✓ Hosted TACCs first ever virtual Executive Committee Meeting consecutively in Lubbock and Corpus Christi on December 18.
- ✓ Solidified plans for the January 8 State Legislative Session in Austin.
- ✓ Participated in the Texas Agricultural Lifetime Leadership (TALL) program and reception at the State Capitol January 16.
- ✓ Attended weekly meetings of the Texas Agriculture Council during the 86th Legislative Session, where TACCs **Tommy Engelke** serves as the chair of the group.
- ✓ Conducted annual dues solicitation.
- ✓ Initiated the process to elect new Division Offices for the TACC Executive Committee.
- ✓ Laid groundwork for the production of a 2019 directory of all ag commodity groups having legislative representation in Austin.
- ✓ Initiated the development of a TACC-PAC co-op recruitment brochure.

## Will Be:

- ◇ Coordinating the Texas Academy in Cooperative Excellence Program January 25-27, 2019 in San Antonio.
- ◇ Developing a Legislative Bill Summary paper noting all legislation being followed by TACC.
- ◇ Conducting a half-day training seminar for the U.S. Custom Harvesters Association on February 3 in Amarillo for their national convention.
- ◇ Finalizing the program and soliciting attendees for the upcoming TACC Director Development Programs that will be held February 4 (*Amarillo*) and February 7 (*Lubbock*).
- ◇ Attending the National Cotton Council Annual Meeting in San Antonio February 8 -10 and the National Co-op Convention February 13-15 in Scottsdale, Arizona.
- ◇ Coordinating registration and speaking at the Texas Chapter, National Society of Accountants for Cooperatives spring meeting in Fredericksburg on February 28 – March 1.
- ◇ Speaking to ag classes, for internship purposes, at West Texas A&M University (*February 5*), Texas Tech University (*February 6*), Texas A&M University (*February 13*), and Angelo State University (*February 18*) and conducting interviews at Tarleton State University on February 19.
- ◇ Coordinating and finalizing plans for the 2019 Joint Cooperative Meeting March 10-12 in Horseshoe Bay.
- ◇ Facilitating a strategic plan for TriCounty Producers Cooperative.
- ◇ Coordinating plans for the TACC Co-op Day and Legislative Dinner at the State Capitol on April 10.
- ◇ Preparing for and assisting Producers Cooperative Association of Bryan and CEO **James Deatherage** in hosting their board and management to the State Capitol on April 16, where they also will be taping their weekly TV show “From the Ground Up.”
- ◇ Hosting, along with 65 Texas ag commodity groups, a “Taste of Texas” breakfast for all policy-makers at the State Capitol on April 25.

## CALENDAR OF EVENTS

2019

### January

25-27 Texas Academy in Cooperative Excellence Program - San Antonio

### February

4 TACC Director Development Program – Amarillo  
 7 TACC Director Development Program – Lubbock  
 8-10 National Cotton Council Annual Meeting – San Antonio  
 13-15 National Co-op Convention – Scottsdale, AZ  
 28 - March 1 Texas Chapter, National Society of Accountants for Cooperatives Meeting - Fredericksburg

### March

10 Daylight Savings Time Begins  
 10-12 TACC Joint Cooperative Meeting – Horseshoe Bay  
 29-31 Texas and Southwestern Cattle Raisers Association Annual Convention – Fort Worth

### April

3-5 Texas Grain and Feed Association Annual Meeting – Austin  
 4-5 Texas Cotton Ginners Association Gin Show – Lubbock  
 5 Plains Cotton Growers Association Annual Meeting – Lubbock  
 10 TACC Co-op Legislative Day / Co-op Legislative Dinner – Austin  
 19 Good Friday Holiday  
 21 Easter Holiday  
 25 Triangle Insurance Annual Meeting – Enid, OK

