

SOUTH TEXAS COOPERATIVE LEADERSHIP CONFERENCE

Take a Time Out to Train

October 30-31, 2019
Omni Corpus Christi Hotel
(361-887-1600)

"Co-ops: A Kinder, Gentler, & More Responsive Business Structure" Tentative Agenda

WEDNESDAY, OCTOBER 30

10:30 A.M.-4:00 P.M.

Fourth Annual TACC South Texas Cooperative Board Chairmen's Conference

Gulf Compress (361-882-5489)

201 N. 19th Street

Corpus Christi, TX 78408

(For co-op board chairs or their designee)

6:30 P.M.

Shrimp Boil, Bayview Room (first floor), Omni Corpus Christi Hotel

An evening is never complete in South Texas unless it ends with a tasty shrimp boil and some of the best are handled by experienced farm and ranch folks with a knack for this specialty cooking. We have all those ingredients in this year's version of the kick-off shrimp boil --- including the same chefs as in the past. For a great way to begin the conference, come enjoy **all you-can-eat** corn on the cob, a mouth-watering baked potato, and plenty of jumbo gulf shrimp.

THURSDAY, OCTOBER 31

8:30 A.M. Registration

9:00 A.M. Welcome

9:10 A.M. "The Immediate and Long-Term Marketing and Demographic Impacts on Ag Commodities

- Kevin Brinkley, CEO, Plains Cotton Cooperative Association, Lubbock

Some of you may recall the lasting impacts of the early 1980s grain embargo induced by the Jimmy Carter presidential administration decades ago. The impacts lasted far beyond most people's expectations. Is U.S. agriculture facing the same impacts today and will they be as lasting? One of the nation's leading organizations regarding the ag marketing picture will begin the conference with his forecast, impacts, and demographic changes. This is a must-see session as you consider crop production practices for 2020.

9:50 A.M. "The New Normal in Audits and Tax Laws"

- Greg Taylor, CPA, D. Williams & Co., Lubbock

Audits and taxes are like the plague --- everyone wants to stay away and keep their hands off --- yet they are a necessary evil in business and in life! Even with this downer statement, Texas co-ops do have one of the most respected, knowledgeable, and cutting-edge auditors in their camp with Greg Taylor. He's even served as national president of all co-op CPA auditors in the nation. He'll site a few examples of trendy IRS cases that will be noteworthy for both farmers as well as agribusiness firms.

10:25 A.M. Break

THURSDAY, OCTOBER 31 (continued)



10:40 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

Nationwide, understanding co-op financial statements has been listed as the #1 concern of co-op leaders for years. It also frequently appears on co-op conference programs year after year. Yet, at the end of the day, poor ratings usually result. **Until now!** Earlier this year, this presenter was called on to make such a presentation. Some of the older participants at the meeting were overheard to say afterwards, "I've been going to co-op conferences and listening to this particular topic for nearly 40 years, but I've never heard it explained in a sensible and easy to understand way as what Tony Morton delivered!" Thus, Tony was asked to present at this conference, too! We think you'll be pleasantly surprised.

11:25 A.M. Lunch and "The Lighter Side of Filming Lone Star Law"

- **Game wardens appearing on the hit TV Show, "Lone Star Law"**

When the planning committee assembled back during the early summer to suggest a lunch program for this conference, the hit TV show "Lone Star Law" quickly surfaced. During lunch, our approach will be more along the lighter side of the show such as unusual outtakes, things that occurred off-camera, and they will even throw in "some of the best excuses ever heard trying to get out of a citation." This should make for an interesting conversation piece for months to come! A game warden appearing on "Lone Star Law" will be used for this segment.

12:25 P.M. "Distruptions Impacting Co-op Board Governance"

- **Dr. Mike Boland**, Agricultural Economics Department, University of Minnesota, St. Paul
- **Dr. John Park**, Roy B. Davis Co-op Chair, Texas A&M University, College Station

This tag-team combo packs decades of co-op experience. One is the co-op point-person professor at the University of Minnesota -- the state having the most co-ops in the nation. The other, is one of our own and holds the co-op chair position for Texas. They have traveled the world preaching the co-op doctrine and in return, have taken their experiences into countless co-op boardrooms. You will hear new and different cases occurring all across the U.S. and will certainly be able to take several nuggets of information home with you.

1:10 P.M. "Working Within the Maze of H-2A Worker Regulations"

It seems only a few years ago, we could step a few miles South and get all the rock-solid, work ethic labor, we needed to help us on our farms and in our co-ops --- but not any longer! The tables have turned and the stakes are much higher. Today, many labor-intensive industries, like agriculture, are going far beyond our Southern border to other countries around the world. This "new day" poses its own set of problems, too! This topic was suggested by the planning committee to help remedy some of these new labor issues.

1:50 P.M. "Winterizing Operations for Your Own Protection"

- **Gary McLaren**, Attorney, McLaren Law Firm, PLLC

As harvest nears in the late Fall, we pause for land preparation, then make plans for the next crop year. The same re-evaluation should occur in your co-op. Gary is back with his strange, inquisitive, and insightful look at trendy legal cases cropping up in Texas and across the U.S. Again, this is simply a session to hopefully head-off any potential problems in your own organization. His approach and delivery seems to always receive the highest evaluation!

2:50 P.M. Conclusion

3:00 P.M. Adjourn



*"When you are not face - to- face,
you are not likely to see eye to eye!"*