

The Texas Agricultural Cooperative Council in cooperation with...

- the five regional cotton cooperatives
- Capital Farm Credit, and
- the Roy B. Davis Co-op Chair

are pleased to present the 2022

Texas Academy in Cooperative Excellence (A.C.E.)

January 28-30, 2022 ♦ Inn on Barons Creek ♦ Fredericksburg, Texas ♦ (830) 990-9202

"Farmer Ownership: It Comes with **Responsibilities** and **Commitment**"

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 28 – 10:45 a.m., Sunday, January 30, 2022

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: Registration Fee Includes:

- Two-night hotel stay
- Most meals
- Bus & tour

Not Included in Expenses:

- Incidental
- Travel to and from Fredericksburg

Location:

Inn on Barons Creek
308 South Washington Street
Fredericksburg, Texas 78624
(830) 990-9202

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



Register Online @ <https://forms.gle/3bCFvcfzDThwyTcU7>

Sponsors:



AGENDA

Friday, January 28

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

- Navigating Change --- Paul Hansen, Land O' Lakes
- How to build better business and their best practices?
- Why we need a variety of business alternatives?
- Why choose a co-op?

Dr. John Park
Gary McLaren
Tommy Engelke

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 in Downtown Fredericksburg

Saturday, January 27

8:10-9:40 a.m. Third Session

- Explaining "investment" vs. "returns" --- co-op CPA Greg Taylor
- The most asked questions about co-ops --- a panel co-op industry leaders

10:15-11:30 a.m. Fourth Session

- How I made the co-op work for me --- John Malazzo, Capital Farm Credit Chair, Bryan
- Brian Teeple, Floydada Co-op Gin Chair, Floydada
- Spotlighting the regional co-op structure --- a panel of regional co-op CEOs
- Organizations that assist co-ops

11:30 a.m. Fifth Session

- Bettering my personal life: retirement, wills, and social security planning --- co-op attorney Gary McLaren, Lubbock

Afternoon: Texas Hill Country Winery, lunch and bus tour

Evening: On your own

Sunday, January 28

8:30 a.m. Sixth Session

- Long Term Marketing & Demographic Impacts --- Kevin Brinkley, CEO, PCCA, Lubbock
- Why the Industry Needs More Advocates --- Paul Hansen, Land O' Lakes, St. Paul, MN
- My Ag Business: It Just Happens to be a Co-op --- James Deatherage, CEO, Producers Co-op Association, Bryan

10:45 a.m. Conclusion and Adjourn

