

Texas Agricultural Cooperative Council 2022 Director Development Program

AGENDA

7:45 a.m.

Registration

8:15 a.m.

Call to Order

★ 8:25 a.m.

"Taxes, the IRS, and Audit Trends 2.0"

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

For co-op directors, it is comforting to know that our industry has a tax & audit firm that specializes in the business of cooperatives. Not only does this speaker know the business of co-ops, but is also a deeply respected & trusted adviser to directors and general managers; especially during audit time. He is back to put his spin on a few common highlights & trends in the industry and to take specific audience questions.

★ 9:05 a.m.

"Staying Strategic: Making It a 24 / 7 Culture"

- **Leslie Hilton**, Vice President of Board Governance & Development, CoBank, Denver, CO

This will be an interesting session on several fronts. It is one of the most-requested topics in recent years from co-op leadership due to the high – risk, high – dollar & ever – changing nature of co-op businesses that directors must govern in today's environment. Serving as a director in the future will demand a more engaged and skilled individual, with a much broader array of talents in order to stay relevant.

11:05 a.m.

Break

11:20 a.m.

"Making More Measurable, Calculated, & Winning Decisions In the Board Room: A New Tool"

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

If you operate under the cooperative structure, you are immensely consumed with a people – first oriented business. As such, challenges crop up continually in board rooms across the state --- from hiring a new CEO, to replacing a director, to dealing with an unruly or disengaged director. This session should provide you an assessment tool and some new ammunition to bring resolve to many of those issues.

11:50 a.m.

Lunch

12:30 p.m.

"From My Vantage Point: A Look At Common Denominator Challenges Facing Cooperatives"

- **Kevin Brinkley**, CEO Plains Cotton Cooperative Association, Lubbock
- **Robert Lacy**, CEO PYCO Industries, Inc., Lubbock
- **Eric Wanjura**, CEO Farmers Cooperative Compress, Lubbock

This group will take a few minutes to share six or eight dynamic challenges they foresee in the next few years for cooperatives, but more importantly, engage with the audience on how best for these farmer – owned businesses to adjust, proceed, & operate within this new environment in order to remain relevant to farmers and ranchers.

1:40 p.m.

Break

1:55 p.m.

"Satisfying An Alternative Delivery to Board Education"

- **Dr. John Park**

TACC launched its new fiscal year in October with the theme "Training is a Constant, Education is a Constant, and Learning is a Constant." However, for years they & others have been exploring new forums to get useful information to those serving in high profile positions such a co-op director. One new development tool is a series of education videos co-ops can purchase when a director is replaced with a new inexperienced one, a refresher course on Co-op 101 & a multitude of other disciplines. A brief introduction & sampling, plus some insight, will be made here as well as secure input on needed videos in the future. Testing a new segment --- "Footnotes on Financials" will also be discussed.

★ 2:25 p.m.

"The Knowns and Unknowns: A Recap of Legal Challenges"

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

Once we invited this presenter to this school years ago, he has now become a requirement --- always in hot demand before agribusiness groups. Gary is here to not only raise some current hot legal issues with cooperatives statewide, but to also answer some of the more pressing issues occurring in your organization.

3:30 p.m.

Summary & Conclusion

★ This denotes that these presenters will also appear on a Zoom DDP presentation from 9:30 a.m. - 12:30 p.m. on Thursday, February 17, for those that cannot attend the "in-person" conference on February 15. To register for this version, please go to <https://forms.gle/dM84ebs9G5oBbQJD9> for a lesser fee of \$100.