

Texas Agricultural Cooperative Council
2023 Director Development Program

WHAT: An interactive and compelling learning experience to instill the value of "Training, Education, and Learning as a Constant" in the cooperative, but especially, the board of directors. 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, this is an important component of improving and expanding the organization in a rapidly-changing landscape.

WHEN: Thursday, February 2, 2023
Farmers Cooperative Compress (3800 Southeast Dr., Lubbock, TX 79404)



WHO:

- Co-op directors
- Co-op general managers
- Co-op division / department managers

CONTACT :

Texas Agricultural Cooperative Council
(512) 450-0555
christy@texas.coop
meeting website: www.texas.coop/ddp/

COST: \$150 per attendee

TO REGISTER: Register online at <https://forms.gle/ffzzkBLuZMHK5Cns8>

Texas Agricultural Cooperative Council's...

2023 Director Development Program

Farmers Cooperative Compress, Lubbock

February 2, 2023

"Training is a Constant, Education is a Constant, Learning is a Constant"

AGENDA

8:00 a.m. Registration

8:45 a.m. Call to Order

8:50 a.m. "Conducting a Local Co-op Board Self – Assessment"

- **Dr. John Park**, Roy B. Davis Co-op Chair & Ag Economics Professor, College Station
- **Dr. Diane Friend**, Ag Economics Professor, Texas A&M Kingsville

In countless private conversations with co-op directors, they are concerned are they asking the right questions, conducting their role properly, and are there some performance measurements they can check themselves against? Some private firms and universities have come up with tools in the past, but many leaders felt they were out of touch, too complex, or too expensive. We are happy to report that a new tool has been developed and tested. They are here to share & explain how to use their handy & interactive program on your own or with the help of outside professionals.

10:15 a.m. Break

- 10:25 a.m. “Punctuating Required Director Information:**
- **Recent & Troubling Audit Trends**
 - **Recent IRS Co-op Cases**
 - **2022 Tax Preparation Tips**
 - **Uncovering 2023 Hidden Tax Gems”**
- **Greg Taylor, CPA, D. Williams & Co. CPA firm, Lubbock**

Historically, co-op directors lean heavily on their auditor and general manager to keep the co-op financials in order and every so often request assistance on determining annual patronage distributions, handling long term infrastructure improvements, & etc. Other than that, traditionally, directors want to be left alone on this topic. However, in this brief presentation, we will provide two or three case examples to each of the four subtopics listed above --- very similar to the way Gary McLaren conducts his legal “story-telling”. In short, there is something in this presentation for farmers personal use, plus to use in their role as a co-op director.

- 11:05 a.m. “How Interpreting FINANCIALS in the Board Room Differs From That as a Farmer”**
- **Clint Cryer, Senior Vice President, Capital Farm Credit, Lubbock**

Most everyone involved in agriculture knows that it is high – risk, including the farmers themselves. In addition, many outsiders are amazed at the financial professionalism, knowledge, and integrity required on today’s farms and ranches, where it takes millions and millions of dollars to operate. YET, on conference evaluations in Texas and nationwide for decades, directors keep requesting more help in determining what numbers are a priority in a set of lengthy co-op financials each month AND why are they a priority. So, each year, TACC attempts to provide the right person to attack this dilemma. We think we have the perfect combination to address the topic --- someone that has served as an ag lending officer to farmers and ranchers and has also served as a co-op banker!

11:45 a.m. Lunch (Cast Iron Grill)

- 12:30 p.m. “Exposing Some New and Surprising Operating and Legal Trends in Agribusinesses”**
- **Gary McLaren, Co-op Attorney, McLaren Law Firm, Lubbock**

Gary is back with his highly-anticipated legal cases; including one where he is seeing more and more banks requesting minimum annual training of directors in high – risk industries. In short years like what we have experienced recently, he’ll also take a look at some things you cannot omit or cut back on & yet conduct your due diligence.

- 1:45 p.m. “Conducting a Self-Driven Strategic / Board Planning Session”**
- **Tommy Engelke, Executive Vice President, TACC, Round Rock**

Even though, when times are fragile financially, some things probably need more attention than at any other time. One such area is strategically positioning the co-op for long term viability, even if it is in a modified way. That’s the purpose of this brief session. Tommy will expose some recent, simple, and inexpensive approaches that co-op managers have requested in recent years. These tools will make it easy for a co-op to conduct its own annual strategy session without involving countless people, consuming numerous hours, nor large outlays of money.

- 2:15 p.m. “Our Role in Recognizing & Dealing With Mental Health Issues In Agriculture”**
- **Miquela Smith and Tiffany Dowell Lashmet, Texas A&M AgriLife Extension, Lubbock**

Whether it was due to COVID or recent series of unfavorable crop years, as leaders in our communities, we have an obligation to play a fundamental role in its health & well-being. The speakers and this topic were suggested by a West Texas co-op cotton gin manager due to these unprecedented times, thus we are accommodating. Texas A&M AgriLife Extension has partnered with The Southwest Ag Center, which was established a number of years ago, specifically for agriculture, via an initiative from the National Institute for Occupational Safety and Health. Today, they will address signs and symptoms as well as how to address it.

2:45 p.m. Summary & Conclusion