

2023-24 Education Programs



The Council's 2023-24 education programs will offer the leadership of the farmer-owned cooperatives opportunities to learn about current challenges, develop invaluable leadership skills, and stay fresh on foundations of cooperative board governance.

In addition to existing annual programs, the Council will continue offering programs on important topics that arise, such as the recent in-person and virtual seminars with agents from the FBI. The Council will also continue to explore opportunities to engage in topics of interest to its membership.

The Council is also in the process of launching additional programs the membership has said would be of value.

Groundwork-Cultivating the Ag Leaders of Tomorrow

is an exciting opportunity for young producers to grasp the future as advocates and leaders. A Spring CEO/Board Chair program will offer a unique opportunity for cooperative leadership to hear from thought leaders and look strategically to the future.

As always, we value your input regarding these programs, so feel free to offer your thoughts so we can continue to improve our educational offerings to meet your needs.

Schedule of Programs

| | |
|--------------------------------------|-----------|
| DIRECTOR/MANAGER WORKSHOP | pgs 4-5 |
| LEADERSHIP LUNCHEON SERIES..... | pgs 6-7 |
| DIRECTOR CERTIFICATION PROGRAM | pgs 8-9 |
| GRADUATE DIRECTOR SEMINAR..... | pgs 10-11 |
| BOARD LEADERSHIP SEMINAR..... | pgs 12-13 |

HOW TO REGISTER

Registration forms will be forwarded to cooperative CEOs, key staff, and Participating & Supporting Members in early October via email. The forms as well as this education booklet will also be posted on the Education page of the Council's website at www.nebr.coop or contact Deb at the Council office (402/475-6555, debm@nebr.coop) for additional copies. For cooperatives, the headquarters will coordinate registration for their staff/board members. Participating & Supporting Members can complete the registration form individually.

Payment by check (payable to Nebraska Cooperative Council) is due at the time of registration. If an invoice or W9 is needed for payment, please contact Deb at 402/475-6555 or debm@nebr.coop.

CANCELLATIONS

Please notify the Council office at 402/475-6555 as soon as possible if you are unable to attend. Refund policies are listed on each of the registration forms.

Director/Manager Workshop

November 16, 2023 @ Younes Conference Center North, Kearney

8:30am - 2:30pm CT (Registration check-in opens at 8am)



“MAKE READY: CONFRONTING GLOBAL AND LOCAL RISKS”

WHO SHOULD ATTEND

- CEOs
- Senior staff members
- All Board members

**PRE-REGISTRATION
DEADLINE:
NOVEMBER 2, 2023**

**Special
thanks to
Farm Credit
Services of America
for sponsoring the
noon lunch
and breaks**

The Council’s 2023 Director/Manager Workshop will focus on risks facing food producers and cooperatives, both at home and abroad. Presenters will offer insights on present and future challenges and how they might best be navigated.

Mark Purdy from Aimpoint Research will begin the program with “American Food Power.” The United States’ ability to produce enough food to feed its population and the world is an important national security advantage, but there exists critical vulnerabilities and threats that must be addressed to protect this advantage.

Next, economist and market expert Dave Juday will provide a deep dive into China and the challenges it presents. This presentation will cover historical factors that brought us to this point and what the future will look like.

Finally, Ken Zuckerberg, Lead Information Analyst at CoBank, will discuss how cooperatives can “Manage Risk During Risky Times.” This presentation will offer a long-term look at insurance and risk management.

FACILITATORS

Mark Purdy is the Chief Operations Officer for Aimpoint Research and a retired Colonel from the U.S. Army. He is responsible for day-to-day operations, research oversight and accountability toward achieving organizational goals. He guides clients to strategically activate on their research results, assess impacts and develop business strategies. A graduate of the U.S. Military Academy at West Point, Mark brings 30 years of results-oriented experience leading organizations of more than 2,000 people.



Mark's vast experiences range from leading combat units over multiple tours in Iraq and Afghanistan to managing multi-billion-dollar security assistance portfolios that included procurement, managing the supply chain, and government regulatory compliance. He also served as Director of Wargames at the U.S. Army War College providing actionable solutions to top national security dilemmas.

Mark grew up on a farm in central Ohio where his family raised sheep, corn, soybeans and hay, and continues to operate the family farm today. He holds a Bachelor of Science degree in Environmental Engineering from the U.S. Military Academy at West Point, as well as master's degrees in Military Operational Arts from the Air Force Air University and Strategic Studies from the U.S. Army War College.



Dave Juday is the founder and principal of The Juday Group, a boutique consulting firm providing market and policy analysis for the agriculture and food sectors for more than 30 years. The firm has a Blue Ribbon list of clients, including various commodity and industry associations, start-ups, publicly held corporations, and international agricultural organizations. Juday writes a daily market and policy analysis on feed grains, oilseeds, and livestock.

Earlier in his career, Dave was an aide in the U.S. Senate, serving as a Task Force Investigator for the U.S. Senate Committee on the Budget, and later served in the White House in the Office of the Vice President as Deputy Director of Domestic Policy and as a staff member for the Council on Competitiveness, a Cabinet-level working group tasked with reviewing federal regulations to ensure U.S. economic competitiveness.

In August of this year Dave was named Executive Advisor for Economics and Trade for the global strategic intelligence firm Aimpoint Research.

Ken Zuckerberg is a lead analyst and senior economist in CoBank's Knowledge Exchange division where he focuses on grains, oilseeds, farm supply, and biofuel. He brings more than 30 years of diverse experience spanning securities analysis, investment management, and banking. Most recently, he was a sector manager and senior strategist for Wells Fargo's Food and Agribusiness Industry Advisors Group and previously held a similar role at Rabobank U.A. Earlier in his career, Ken was founder and managing partner for Carlan Advisors LLC, an independent research and consulting firm. Prior to that, he was a senior equity research analyst at Lazard Asset Management, Keefe, Bruyette, and Woods Inc., and Smith Barney, Inc.



Leadership Luncheon Series

“SUPPLY CHAIN MANAGEMENT AND LOGISTICS IN AGRICULTURE”

December 5 and 12, 2023 from 12noon - 1pm (CT) via Zoom

WHO SHOULD ATTEND

- Directors,
- CEOs
- Senior cooperative leadership team staff members

This year's Leadership Luncheon Series will be two 1-hour virtual sessions. The registration fee for this program covers both sessions. Participating in both is highly recommended. Dr. Bobby Martens, Iowa Institute of Cooperatives Endowed Economics Professor at Iowa State University, will be presenting on vital information to help cooperative leadership navigate supply chain challenges.

December 5, 2023 (Part A) - Supply Chain Management in Agriculture

Supply Chain Management (SCM) - a business discipline often mentioned but seldom defined - will be explored in the context of agriculture. The session will dive into SCM concepts such as supply and demand uncertainty and customer service expectations. We will consider how plant and animal biology makes agricultural supply chains unique and which SCM concepts might help us better manage the real-world integration of supply and demand in agriculture.

December 12, 2023 (Part B) - Logistics and Transportation in Agriculture

Logistics and transportation creates “where and when” value in agriculture, but these important functions are mostly viewed as a cost instead of as a value-adding opportunity. This session will explore global, national and regional agricultural production and demand points in the context of transportation and logistics networks. The session will consider current conditions related to water, rail, motor, and pipeline modes of transportation.

**PRE-REGISTRATION
DEADLINE:
NOVEMBER 28, 2023**

REGISTRATION INCLUDES
BOTH LEADERSHIP
LUNCHEONS

THE ZOOM LINK WILL
BE EMAILED TO ALL
REGISTRANTS 2 DAYS
PRIOR TO EACH LUNCHEON

FACILITATOR



Dr. Bobby Martens is the Iowa Institute for Cooperatives Endowed Professor of Economics and Associate Professor of Economics in the Iowa State University Department of Economics. Martens has over 25 years of logistics and supply chain management experience, including 15 years as an Associate Professor of Supply Chain Management in the Debbie and Jerry Ivy College of Business, also at Iowa State University. Bobby earned his Ph.D. in Agricultural Economics from Purdue University and MS and BS degrees in Agricultural Economics from North Dakota State University. All aspects of his current position focus on cooperatives and agricultural/food supply chains. Martens published articles in supply chain journals such as Decision Sciences Journal and Journal of Business Logistics and in Ag-Business journals such as the Journal of Agricultural and Applied Economics. He is involved in Iowa State University's Masters in Seed Business and Technology program and teaches supply chain management in Iowa State University's E-MBA focused on Agriculture, Food and Biosystems. Prior to earning his Ph.D., Martens worked as an account manager at Schneider Logistics and in product management at the Case Corporation. Bobby was raised on a grain and cow-calf ranch in North Dakota. He enjoys spending time with his wife and four children and operating a small farm near Ames.



Director Certification Program

January 3-4, 2024 @ Holiday Inn, Kearney
(Phases 3 & 4 will not be offered in 2024)



DCP is conducted annually to help new directors deal with the challenges they face as decision makers. It is designed to accelerate the process by which directors become active, effective board members. For the new director, training is very important to establish an understanding of the responsibilities of the position.

Through DCP, directors will gain the skills necessary to become a contributing member of the board and fulfill their duty to access the information needed to make sound business decisions.

PRE-REGISTRATION DEADLINE: DECEMBER 20, 2023

We encourage Phase 1 to be completed first. The remaining phases can be taken in any order. Upon completion of all four phases, achievement will be recorded by the Council and acknowledged with a certificate from CoBank and the Council.

Phase 1 DCP

Wed, Jan. 3, from 11am to 8pm CT (registration check-in opens at 10:30am CT). Includes Phase 1, lunch, evening reception, dinner, and speaker Bill Busch

Phase 2 DCP

Wed, Jan. 3 from 5:30pm-8pm CT and Thu, Jan. 4 from 8am-2pm CT (please check in at the NCC registration desk when you arrive Wed. evening. On Thurs. morning, registration checkin opens at 7:30am CT). Includes evening reception, dinner, and speaker Bill Busch, Phase 2 and lunch

OBJECTIVES

- Provide a clear understanding of the board's roles/responsibilities and how these differ from those of the manager
- Develop a framework of successful cooperative planning/monitoring of results
- Provide an understanding of financial statements including their use in decision making
- Provide "hands on" experience in cooperative problem solving
- Allow directors to gain insights into other cooperatives through interaction with other participants

**Special thanks to
CoBank
for sponsoring the evening
reception and dinner**

DCP TOPICS COVERED

PHASE 1

Introduction, Co-op Principles & Practices, The Management Team, Roles & Responsibilities of Directors, Legal Foundations, and Director's Legal Obligations

PHASE 2

Planning, Control, Board Policies

PHASE 1 AND 2 FACILITATORS

Bill Kutilek has practiced law at Crosby Guenzel LLP since 1998. He actively assists boards of directors and clients in the following areas of practice: commercial law, corporate governance, agricultural law, litigation, creditors' rights, corporate formations, and corporate mergers and asset acquisitions. Bill regularly represents clients in negotiating and closing a wide range of commercial loan, real estate, merger and acquisition, and other commercial transactions.



Dr. Keri Jacobs is Associate Professor of Ag & Applied Economics in the College of Agriculture, Food and Natural Resources at the University of Missouri, holds the MFA Chair in Agribusiness, and is Executive Director of the Graduate Institute of Cooperative Leadership. She provides teaching, research and extension on cooperatives and focuses her research and extension efforts on financial and equity conditions of ag cooperatives and agribusiness consolidation.

Brook Stromer is a Vice President with CoBank's Regional Agribusiness Banking Group in the Omaha office. She has more than 20 years of lending experience, primarily serving farm supply and grain marketing cooperatives in the Midwest.



Rocky Weber is an attorney and the President and General Counsel of the Nebraska Cooperative Council. He was formerly a partner with the Crosby Guenzel LLP law firm. Prior to joining the Council in March 2016, he represented most Nebraska cooperatives as legal counsel in the course of which he worked closely with many boards and board members in a wide variety of situations. Rocky has also served as a facilitator for DCP programs for over two decades.

Adam Feser is the Director of Cooperative Advancement for the Nebraska Cooperative Council. He has been with the Council for one year directing programming and supports its government relations efforts. Previously he did government relations for early childhood education and directed programming as executive director of non-profit organizations. Adam grew up on a farm in north-eastern South Dakota before moving to Lincoln to attend UNL, where he earned his B.A. and M.A. in political science.



The evening speaker will be Bill Busch. Bill had 30+ years recruiting, leading, and coaching football at the highest level. He has had insider experiences with some of the greatest leaders in the profession, including Tom Osborne, Barry Alvarez, Urban Meyer, Ed Orgeron, Kyle Whittingham, and more. His keynote, "Leaders Provide More Than Just Pep-Talks," will offer insights on building a strong, team-oriented culture with a winning attitude.

Graduate Director Seminar

January 3-4, 2024 @ Holiday Inn, Kearney

W, Jan. 3 Seminar from 1:30pm-5:30pm CT (registration checkin opens at 1pm)
and Reception, Dinner & Speaker from 5:30pm-8pm (DCP
registrants will also attend)

Th, Jan. 4 Seminar 8am-12noon (includes joint lunch with DCP Ph 2)

The Graduate Director Seminar is designed for directors to provide them with an opportunity to engage with important ideas to become better stewards of their cooperative.

The 2024 GDS will focus on the following:

(1) Analyzing Cooperative Finances

The first session will be a Financial Situational Analysis. Looking at current economic challenges including markets, inflation, insurance, and interest rates, Dr. Keri Jacobs and Brook Stromer will lead an interactive workshop for Directors to work on developing the ability to assess financial trends and best position the cooperative for continued profitability.



(2) Cooperative Resilience

Farmer cooperatives today are navigating a complex and evolving environment. Consolidation, competition, and financial stress are just some of the challenges facing co-ops today. Directors need to be aware of principal business risks and how to mitigate these risks. Dr. Brian Briggeman will lead a discussion centered on risk management for cooperative directors. He will also share some of his recent research findings on stress testing farmer cooperatives and a set of questions that all directors should ask about risk.



**PRE-REGISTRATION
DEADLINE:
DECEMBER 20, 2023**

**Special thanks to
CoBank
for sponsoring the evening
reception and dinner**

WHO SHOULD ATTEND

Directors not attending DCP Phases 1 and 2 in 2024

FACILITATORS



Dr. Keri Jacobs is Associate Professor of Ag & Applied Economics in the College of Agriculture, Food and Natural Resources at the University of Missouri, holds the MFA Chair in Agribusiness, and is Executive Director of the Graduate Institute of Cooperative Leadership. She provides teaching, research and extension on cooperatives and focuses her research and extension efforts on financial and equity conditions of ag cooperatives and agribusiness consolidation.

Brook Stromer is a Vice President with CoBank's Regional Agribusiness Banking Group in the Omaha office. She has more than 20 years of lending experience, primarily serving farm supply and grain marketing cooperatives in the Midwest.



Brian Briggeman is a Professor and Director of the Arthur Capper Cooperative Center in the Department of Agricultural Economics at Kansas State University. Dr. Briggeman's research and extension program focuses on agricultural finance, cooperative management, and macroeconomics. As Capper Center Director, he leads and delivers educational programs for farmer cooperative CEOs, CFOs, employees, and directors. Dr. Briggeman also teaches agricultural finance and cooperative management and advises a number of graduate students.

The evening speaker will be Bill Busch. Bill had 30+ years recruiting, leading, and coaching football at the highest level. He has had insider experiences with some of the greatest leaders in the profession, including Tom Osborne, Barry Alvarez, Urban Meyer, Ed Orgeron, Kyle Whittingham, and more. His keynote, "Leaders Provide More Than Just Pep-Talks," will offer insights on building a strong, team-oriented culture with a winning attitude.



Board Leadership Seminar

February 29, 2024 @ Hilton-Omaha

10am-3pm CT Seminar (registration checkin opens at 9:30am)

WHO SHOULD ATTEND

Current board officers or those who aspire to be an officer in the future.

To maintain a high level of interaction among registrants, participation is limited to 5 board members from each cooperative.

**PRE-REGISTRATION
DEADLINE:
FEBRUARY 15, 2024**



The farmer owned cooperative of the 21st Century presents a myriad of issues for farmer boards of directors to address in a rapidly changing environment. Board members are recognized as leaders by cooperative patrons and the public at large. The Board Leadership Seminar provides an opportunity for Board members to broaden their context and perspective on their roles as cooperative leaders.

This year's program will continue the open forum discussion that has always been highly rated by participants facilitated by NCC President & General Counsel Rocky Weber and Attorney Bill Kutilek with the Crosby Guenzel LLP law firm.

OBJECTIVES

- Gain an understanding of the leadership requirements of board members in the decision making process
- Gain an understanding of the current issues with which board members must deal to help the cooperative effectively serve its member patrons

COMMENTS FROM 2023 PARTICIPANTS

“Always one of the best programs for open discussion. Best meeting for time invested.”

“This was a great meeting. Wish I would have come a long time ago.”

“Every year the topics of conversation continue to expand and valuable information gets discussed.”

“Open forum format is really helpful in addressing issues that are pertinent for today. Allows the group to direct the meeting to the topics they have questions on. Always a great session and time well spent!”

“Best NCC meeting I attend every year!”

FACILITATORS



Rocky Weber is an attorney and the President and General Counsel of the Nebraska Cooperative Council. He was formerly a partner with the Crosby Guenzel LLP law firm. Prior to joining the Council in March 2016, he represented most Nebraska cooperatives as legal counsel in the course of which he worked closely with many boards and board members in a wide variety of situations. Rocky has also served as a facilitator for DCP programs for over two decades.



Bill Kutilek has practiced law at Crosby Guenzel LLP since 1998. Bill actively assists boards of directors and clients in the following areas of practice: commercial law, corporate governance, agricultural law, litigation, creditors' rights, corporate formations, and corporate mergers and asset acquisitions. He regularly represents clients in negotiating and closing a wide range of commercial loan, real estate, merger and acquisition, and other commercial transactions.

Nebraska Cooperative Council
635 South 14th St., Suite 125
Lincoln, NE 68508

Presort Standard
U.S. Postage Paid
Lincoln NE
Permit 1147

The Post Office requires verification of addresses. If your address as shown below is not correct, please contact the Council office at 402/475-6555 or debm@nebr.coop.