



Iowa Institute for  
Cooperatives

# CO-OPVIEWS

News and information for the benefit of Iowa cooperatives.

October 2020 Vol. 50, No. 3

## Cooperatives Still a Mainstay in Iowa over 100 Years Later

October is National Co-op Month

By: Dave Holm, Executive Director



October is always a busy time of the year. Football season starts, harvest is in full swing, Iowans begin mentally preparing themselves for winter, but the best part is celebrating National Co-op Month. Of course, here at Iowa Institute for the Cooperatives we celebrate and educate on co-ops every day with our members, however this annual recognition is an additional opportunity to share with our communities.

In the mid-1800s, when the cooperative business model was created in England, a group of individuals with similar needs came together to accomplish goals they could not achieve on their own. Today, the modern cooperative business model remains very similar to the original, built on three principles: co-ops are member-owned, member-controlled, and offer benefits and services for their members.

However, members and customers are not the only ones who depend on their local co-ops for services, that otherwise would not be available in rural areas.

Imagine your small community and what it might look like if there was no cooperative presence. No one to handle the grain, deliver fuel, turn on the lights, or provide reliable financing for homes and businesses. They also provide employment opportunities, thus spurring further economic impact through their own local commerce. In many cases, they are the reason we still have many local services and small businesses in our communities and rural areas.

The co-op also supports the community in other ways by sponsoring youth activities such as FFA and 4-H, as well as other impactful organizations. Who would sponsor the Little League teams or the after-prom parties if cooperatives

and their employees did not? Who would hang the Christmas lights each year using their boom truck and support the local volunteer fire department? Who donates the funds for the local food banks and non-profits that play such an important role in your community?

Currently, there are 990 co-op locations in Iowa, employing about 11,000 people and serving 1.37 million members, according to the data gathered by IIC. Grain and farm supply co-ops alone account for nearly \$32 million paid to local communities in property taxes while having an annual sales volume of \$11.5 billion. Additional revenue, employment, and taxes are generated through rural electric co-ops, telephone co-ops, and credit unions throughout the state.

Cooperatives in Iowa today, still play a significant role in the state's economy and serve members' needs in agriculture, rural electricity, rural communications, and financial services. They are a vital part of the local and state economic and social infrastructure, but they rely on the participation of their members.

Many of your younger members today don't know how their communities or the marketplace would look without their co-op. For co-ops to thrive for another 100 years, it is imperative that we work to remind members the success of the cooperative is reliant on their involvement - through engaged patronage, voting, or becoming a board member. While National Co-op Month gives us an opportunity for these conversations, the message is important 365 days of the year: don't take your local cooperative for granted.



# Learn More About How COVID-19 & Current Trends Impact the Farmer and Farmer Cooperatives

Brought to you by the Iowa Institute for Cooperatives and Partner State Cooperative Councils

In the spirit of “Cooperation Among Cooperatives”, IIC has partnered with Kansas, Nebraska, Oklahoma, and South Dakota state cooperative councils to present an education program for cooperative management teams and boards of directors.

The COVID-19 pandemic has brought increased attention and stress to an already challenged agri-food value chain, exposing weaknesses and potential threats when it comes to our current food system. The Battlefield Intelligence Update provides ground truth data and an impacts analysis on how COVID-19 accelerated transformation across the value chain. Aimpoint Research President and CEO, Brett Sciotto, will discuss the evolving agri-food landscape and highlight continued industry impacts, particularly as they relate to Aimpoint’s Farmer of the Future study and Industry Wargame revelations.

## BATTLEFIELD INTELLIGENCE UPDATE

*How Covid-19 and Current Trends Impact the Farmer of the Future and Farmer Cooperatives*

Tuesday, December 8, 2020  
9 am-Noon CT via Zoom

STAY TUNED FOR  
REGISTRATION DETAILS.



### ABOUT THE SPEAKER

**Brett Sciotto - President and CEO, Aimpoint Research**

A graduate of the United States Military Academy at West Point and a former Army Intelligence Officer, Brett Sciotto brings a practical, results-oriented approach to the civilian business world. His training emphasized mission-critical information gathering and targeted research methodology, which

makes him unique in his approach to problem-solving in a corporate environment. Brett’s disciplined, vetted approach to research is coupled with his military precision in detailed analysis and final presentation. With nearly two decades of research expertise, Brett has had tremendous success advising corporate leaders, government officials, and state and national organizations at all levels.

## IIC’s Annual Meeting Goes Virtual

As we know, 2020 has been the year of adaptation. With that being said, the IIC staff and board have been debating the fate of the 2020 Annual Meeting since this spring. Earlier this year we tabled it, hoping for better news by September and while the situation is not what we hoped, it gave us clarity on whether an in-person meeting would be possible.

IIC’s 2020 Annual Meeting will be offered to all members in a virtual format on Tuesday, November 24, 2020. There are many factors that played into this decision including pandemic status, facilities restrictions, and member participation policies to name a few. Our annual business meeting will begin at 10:30 am and will be followed by our keynote speaker, Thomas Halverson, President and CEO of CoBank.

With the limitations of a virtual meeting, we will postpone the naming of any Hall of Fame recipients for 2020. We plan to hold the 2020 applications until the 2021 Annual Meeting and extend the eligibility of all nominees for an additional year.

Registration information will be sent out later this month, so keep an eye on your inbox and mailbox!



### KEYNOTE SPEAKER

**Thomas Halverson**  
President and Chief  
Executive Officer, CoBank

Halverson was appointed as CoBank’s CEO in January 2017 after serving as their chief banking officer for

four years. Previously, he spent over 15 years with Goldman Sachs in a variety of executive positions in Europe, Asia, and North America. Before that, he worked at the European Bank for Reconstruction and Development, which was founded to help former Soviet bloc countries transition to free-market economies.

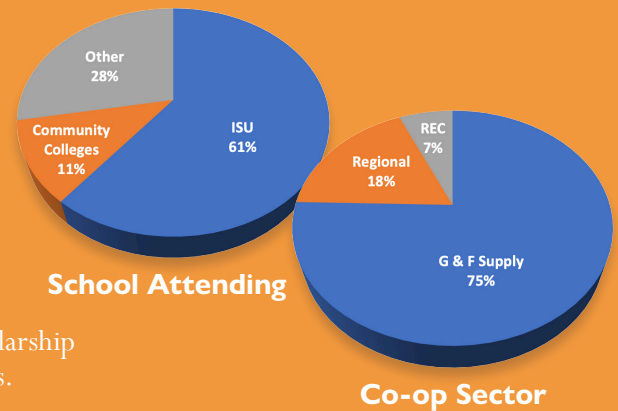
Halverson holds a bachelor’s degree from Wabash College and a doctorate in war studies from the University of London.

# IIC Chooses 10 Recipients for 2020 Scholarships

After a difficult selection process, the Iowa Institute for Cooperatives is pleased to introduce the 10 recipients of the 2020 Iowa Institute Scholarships. Congratulations to our recipients and thank you to our members for their generous support of the IIC scholarship program.

The awards are given to full-time students at two- and four-year schools who have work experience or an internship at an Iowa Institute for Cooperatives member cooperative. The scholarship recipients will each receive a \$2,000 scholarship award for the 2020-2021 school year.

Over the past seven years, the Iowa Institute for Cooperatives has awarded 61 scholarships totaling over \$115,000 in tuition assistance. Scholarship winners have come from 27 different cooperatives and 15 different schools.



**TREY BOYLE**  
COBANK  
Manning, IA



**ASHLEY ROBERTSON**  
CIPCO  
St. Charles, MO



**HANNAH HOLDSWORTH**  
NEW COOPERATIVE  
Denison, IA



**NATHAN BEHREND**  
FARM SERVICE COOPERATIVE  
Wiota, IA



**ISABELLE LINDAHL**  
COBANK  
Lindstrom, MN



**ASHLEY LEES**  
FARM SERVICE COOPERATIVE  
Walnut, IA



**TIFFANIE KOCH**  
HEARTLAND COOPERATIVE  
& KEY COOPERATIVE  
Hawkeye, IA



**HALLE JO JOHNSON**  
TWO RIVERS COOPERATIVE  
Leland, IA



**LUKE SOKO**  
AG PROCESSING, INC.  
Bettendorf, IA



**AMBER MORGET**  
AG PROCESSING, INC.  
Edina, MO

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## Save the Dates!

### 2020 CFO Conference Available as a Webinar Series

IIC is partnering with the South Dakota Association of Cooperatives to present a series of five webinars in lieu of an in-person CFO conference. Look for registration materials and additional information about other speakers as they are finalized. Topics will include creating a more effective budgeting process, patronage, and ethics/remote work.

**WEDNESDAY, NOVEMBER 18, 2020** - Jim Knuth, Senior Vice President of Farm Credit Services of America, and Tanner Ehmke, Manager of the Knowledge Exchange Division for CoBank, will present an update on the economy in 2020 from the farmer's perspective and how it affects the whole supply chain up to the co-op.

**WEDNESDAY, DECEMBER 16, 2020** - Kristine Tidgren, Director at the Center for Agricultural Law & Taxation (CALT) will present updates on 199A, changes to 1099's, and discuss updates on current government programs related to COVID, such as the Paycheck Protection Program (PPP) and the Coronavirus Aid, Relief, and Economic Security Act (CARES Act).

#### Jim Knuth

*Senior Vice President, Farm Credit Services of America*

Jim has over 35 years of commercial and agricultural lending experience, leading the Iowa Retail Financial Division of Farm Credit Services of America (FCSA). As the largest crop insurance agency in the state of Iowa, FCSA serves over 21,000 Iowa producers and includes over \$8.8 billion in loan assets. Jim grew up on a beef cattle farm in central Iowa and attended Iowa State University where he played football for the Cyclones.

#### Tanner Ehmke

*Manager, CoBank's Knowledge Exchange Division*

Tanner Ehmke works on market and industry research in sectors affecting the rural economy, including grains, biofuels and farm supply; animal protein; dairy; specialty crops; and power, energy, and water. Prior to joining CoBank in 2015, he marketed seed for his family's seed company in western Kansas, where his family has farmed since 1885. He continues to maintain an active role in the farming operation today.

#### Kristine Tidgren

*Director, Center for Agricultural Law & Taxation*

Kristine is an adjunct assistant professor in the Agricultural Education & Studies Department at Iowa State University and the director for the Center for Agricultural Law and Taxation (CALT). Kristine's work focuses on studying and interpreting laws impacting the agricultural industry, focusing on taxation. Since joining CALT in 2013, Kristine has written hundreds of articles to keep tax professionals, producers, and agribusiness professionals up to date about legal developments that could impact their operations.