



Iowa Institute for  
Cooperatives

Sept. 2022 Vol. 53, No. 3

# CO-OPVIEWS



October is Co-op Month  
in Iowa - And The Nation!

## The Co-op Advantage

Around here, October is our favorite month. As part of a national awareness, Governor Kim Reynolds has declared October as Co-op Month in Iowa.

During this month, cooperatives of all types and from all industries reaffirm their member-owned mission and commitment to the communities in which their members live and work.

IIC, in joint efforts with the Iowa Credit Union League (ICUL) and Iowa Association of Electric Cooperatives (IAEC), has deemed 2022's Iowa Co-op Month theme as "The Co-op Advantage". We encourage all cooperatives to join in celebrating and promoting The Co-op Advantage this month.

The Co-op Advantage recognizes the unique qualities and benefits customers receive when doing business with a cooperative, compared to a non-cooperative business model:

**Member Owned.** Cooperatives are owned and democratically controlled by their members - the ones who are conducting business within the co-op.

**Sharing of Profits.** Cooperatives operate for the benefit of their members, rather than earning profits for investors. Profits are distributed back to members through patronage.

**Community Focused.** Cooperatives operate locally, and the economic benefit generated stays in the community whether through property taxes, wages and benefits, donations, or other streams of revenue.

During the month of October, we encourage you to engage and share Co-op Month messaging. You will see op-eds and press releases submitted jointly by IIC, ICUL and IAEC to major news outlets celebrating the Governor's Proclamation and promoting The Co-op Advantage. Your cooperative will receive messaging from IIC to include in your

own newsletters or emails to members. Share our posts on social media with your followers, and encourage members to do the same.

A series of videos highlighting The Co-op Advantage can be found on the website [www.IowaCooperatives.com](http://www.IowaCooperatives.com). We took to the streets at the Iowa State Fair asking fairgoers about their experience and knowledge of Iowa cooperatives, and the seven cooperative principles are highlighted by cooperative members. These videos serve as a fantastic tool to spread awareness about the advantages of co-op business.

Our cooperative industries have been serving members for generations through the highs and lows. Our biggest impact comes from embracing the values and principles that make us truly unique.

We hope you will celebrate Co-op Month with us this October, and spread the word to your own members and communities.



Watch and  
share *The Co-op  
Advantage* videos!



## Strong FOUNDATIONS

2022 IIC ANNUAL MEETING  
NOVEMBER 22, 2022

Join us Tuesday, November 22, 2022 for the Iowa Institute for Cooperatives Annual Meeting that will take place in the Iowa State University Scheman Building located on 1805 Center Drive in Ames, IA. We're excited to commemorate the "Strong Foundations" of Iowa cooperatives, and set the stage for our coming year.

This year's keynote speaker has an exciting background as the Chief of Soviet Operations at the CIA. James Olson has spent 31 years undercover tracking Vladimir Putin dating back to the 1980s. Mr. Olson will share with the audience his knowledge of Putin and describe the many assassinations and atrocities for which Putin has been responsible, including most recently in Ukraine.

# Growing Cooperatives

## IIC Welcomes Seven New General Managers and CEOs

We are excited to welcome seven new General Managers and CEOs to the Iowa Institute for Cooperatives community. As we welcome these leaders to their positions, we've asked them to share helpful advice to pass onto our collective of cooperatives.

Here's what they had to say:

### Derrick Davis CEO Viafield Cooperative

Growing up raising standardbred race horses and row-crop farming, Derrick challenges himself to always stay ahead of the curve - literally.

His advice for Iowa cooperatives is, *"Stay ahead of the curve. Our industry is changing quickly and it is our job to be prepared for what's to come."*

He also states, *"Remember the past, but don't live in it. Embrace change and be comfortable trying something you haven't done before."*



### Taylor Kusterman, CEO Farmers Union Cooperative

Passionate about helping cooperatives grow and flourish into new heights, Taylor is focused on encouraging Farmers

Union Cooperative to push the limits, while keeping the community top of mind. Taylor's advice to all Iowa cooperatives is, *"Don't fight change. Change is inevitable. If we were to rather fight the change than accept it we do ourselves and our community more harm. Be adventurous. Accept the change."*



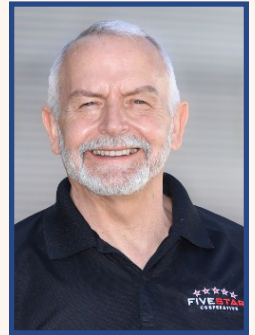
### Craig Backhaus, General Manager North Iowa Cooperative

Backed by *"A team focused on serving our customers with integrity every day"* at North Iowa Cooperative, Craig's advice for success in the cooperative industry is, *"Take one day at a time. Tomorrow's struggles and accomplishments will come no matter what. Do the most you can today to make a difference, and tomorrow will take care of itself."*



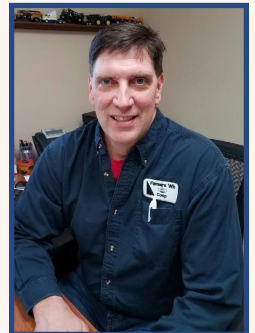
### Scott Black, CEO Five Star Cooperative

Ensuring Five Star Cooperative has a healthy work culture is top of mind for Scott. He states, *"With today's working environment, you need to keep team members top of mind, because without them, our cooperatives wouldn't be able to operate successfully. If you focus on the well-being of your team, you will create happy team members and happy team members will create happy customers—creating a happy bottom line."*



### Ron Cruise, General Manager Farmers Win Cooperative

Working his way through the cooperative industry for the past 21 years, Ron shares the importance of relationships. He states, *"It is important to nurture the relationships we currently have with customers and suppliers, but don't be afraid of making new connections. We can prepare ourselves as much as we can, but never know what tomorrow brings until it's here."*



### Nate Snyder, General Manager Farmers Cooperative Co. Readlyn

Focused on establishing and maintaining customer relationships within the cooperative is something Nate enjoys most. *"We are better together,"* says Nate. *"It's a win-win for both of us. The cooperative thrives from its customers while the customers benefit from the services and products that are available through the cooperative."*



### Joe Williams, General Manager Archer Cooperative Grain Co.

Though Archer Cooperative Grain Co. is one of the few single location cooperatives left in the state of Iowa, its impact is mighty to the surrounding community. Joe states that it is important to *"Be open to the ever-changing world and ready to take on any obstacles that come your way. The cooperative industry is on to bigger and better things, you just have to decide if you want to tag along for the ride or not."*



## ANNOUNCING THE 2022

# Iowa Institute Scholarship Recipients

The Iowa Institute for Cooperatives is pleased to announce the twelve recipients of the 2022 Iowa Institute Scholarships. We commend these students for their hard work and achievements. To all our members - we thank you for your support of the IIC scholarship program. We encourage you to continue to promote this program to your student employees.

Recipients are required to have work experience or an internship with an IIC member cooperative, and are awarded a \$2,000 scholarship for the current academic year at either a two- or four-year institution.



**Megan Funke**

*Dyersville, IA*

**THREE RIVERS FS**

*Junior studying Ag Business  
at Iowa State University*



**Jordan Hammen**

*Keota, IA*

**FCA & VISION AG LLC**

*Junior studying Agriculture  
at Iowa State University*



**Skyler Keller**

*Neola, IA*

**HARRISON COUNTY REC**

*Sophomore studying Business/  
Accounting at Buena Vista University*



**Amelia Klostermann**

*New Vienna, IA*

**THREE RIVERS FS**

*Sophomore studying Ag Education  
at Iowa State University*



**Delaney Nichols**

*Marshalltown, IA*

**KEY COOPERATIVE**

*Junior studying Ag Business & Ag Rural  
Policies at Iowa State University*



**Logan Nodine**

*Cambridge, IL*

**AG PROCESSING INC**

*Junior studying Ag Business  
at Iowa State University*



**Brice Phelps**

*Ellston, IA*

**UNITED FARMERS CO-OP**

*Senior studying Agriculture Science  
at NW Missouri State University*



**Mason Richards**

*Marion, IA*

**LINN COUNTY REC**

*Junior studying Electrical  
Engineering at Iowa State University*



**Rachel Ross**

*Lisbon, IA*

**NEW CO-OP & PRO CO-OP**

*Senior studying Ag Business &  
Management at Iowa State University*



**Phoebe Sanders**

*Eagle Grove, IA*

**NEW CO-OP**

*Senior studying Ag Business  
at Iowa State University*



**Morgan Schmidt**

*Rolfe, IA*

**AGSTATE & NEW CO-OP**

*Senior studying Ag Studies  
at Iowa State University*



**Mitchell Williamson**

*Wiota, IA*

**FARMER SERVICE CO-OP**

*Junior studying Ag Studies with  
Agronomy Minor at Iowa State University*

## Iowa Institute for Cooperatives

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### IIC Staff

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**Rebecca Boyer**, Director of Government Affairs

**Rick Kievits**, Director of Co-op Development

**Mike St. Clair**, Lobbyist

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## UPCOMING EVENTS

Looking ahead to upcoming events before the holiday season, here is what we have on the docket.

### NOVEMBER 4 | 9:30am - 12:00pm 2022 Legislative Committee

*IIC Office, 2515 University Blvd, Suite 104, Ames, IA*

The IIC legislative committee will meet to review both current and proposed legislative policy resolutions and present the approved resolutions at the upcoming 2022 IIC Annual Meeting on November 22.

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**Any new resolutions or changes to current resolutions must be presented to and approved by the legislative committee. The committee will meet on Friday, November 4, 2022. A copy of the current resolutions can be found on our website on the "Our Positions" page. Please contact Rebecca Boyer at [rboyer@iowainstitute.coop](mailto:rboyer@iowainstitute.coop) with any resolution questions.**

### NOVEMBER 22 | 9:00am - 4:30pm 2022 IIC Annual Meeting

*Scheman Bldg, 1805 Center Drive, Ames, IA*

It's time for the Iowa Institute for Cooperatives Annual Meeting. This year we're focusing on the strong foundations of the cooperative industry.

Join us as we celebrate the 100th anniversary of the Capper-Volstead Act and honor our Co-op Hall of Fame recipients: David Leiting, retired General Manager of Farmers Cooperative Elevator (FAC) and John T. Ward, President and CEO of Sullivan & Ward, P.C.

We hope you join us for a day of networking with cooperative industry professionals.



Looking to attend any of these events? Scan the QR code to the right with your phone's camera or head on over to our website [iowainstitute.coop](http://iowainstitute.coop) and register for these events under the "Events" tab. For more information, please contact our main office at 515-292-2667.

