

IOWA INSTITUTE FOR COOPERATIVES

2515 University Blvd., Suite #104 • Ames, IA 50010 • (515) 292-2667 • FAX (515) 292-1672 • info@iowainstitute.coop

2019 Board Presidents' Conference

Wednesday, February 13, 2019

**Courtyard by Marriott
2405 SE Creekview Drive
Ankeny, IA**

Thursday, February 14, 2019

**Iowa State Capitol
Des Moines, IA**

You are invited to our Board Presidents' Conference and Cooperative Day at the Capitol on Wednesday and Thursday, February 13th and 14th. The Board President's conference is designed to be highly interactive and discussion oriented. Our intent is to allow the board presidents to discuss with their peers topics relevant to their role and their cooperative.

We will spend Wednesday morning with the Iowa Cooperative Managers Association. We have two speakers that will present to both groups in the morning and then you will divide up and conduct your own meeting after lunch.

Our first speaker Wednesday morning is Brett Challenger. Brett was recently named head of CoBank's Agribusiness Banking Group. Mr. Challenger had previously served as CoBank's Eastern Region Agribusiness Banking and was based in St. Louis. In his new role, Mr. Challenger will have responsibility for CoBank's \$17 billion agribusiness banking portfolio. Brett Challenger succeeds Amy Gales who is retiring from CoBank. Brett is going to introduce himself to the group, update you on CoBank's outlook for local cooperatives and agribusiness and take questions from the group. This will be a good chance for you to meet Brett in a smaller, more intimate environment.

After a short break, we have invited Monte Wyatt of ActionCOACH to lead a workshop with you. Monte has worked as an Executive Coach with companies ranging from Fortune 100 companies to local cooperatives.

Monte will spend a couple hours helping you with a challenge we repeatedly hear from local cooperatives, culture. As unifications have occurred and the number of locations in a co-op has increased, merging the cultures of the prior co-ops has consistently been one of the primary challenges the new organization faces.. Monte will walk us through:

What is culture?

How do we establish a culture and shepherd that culture through to our employees and members?

How do we articulate a culture when visiting with other businesses and neighboring cooperatives?

Who is responsible and accountable for development of culture?

Many things have changed from the years when our local cooperatives were one location with 6-10 employees and creating and communicating a culture was part of the daily conversation with employees and members. As your cooperative has grown, it has become more of a challenge to develop and communicate an effective culture. Monte will work with you on how to begin this process and continue the process back at the cooperative

Continued on back

Monte's workshop will take us to noon. We will have lunch and would like to sincerely thank AGP who has graciously agreed to sponsor lunch.

After lunch we will split into two groups, the Board Presidents and the Cooperative Managers. The Board Presidents will hold the always popular open forum designed to generate rapport and allow you to ask questions/or raise issues important to your cooperative. We will have some experts in the room but usually the best responses come from peer Board Presidents that have been in similar situations. This session ends around 5:00 pm and gives you time to reflect on the day.

At 6:00 Land O' Lakes will host an evening reception as we prepare to go to the Capitol on Thursday morning. Matthew Wolhman, Land O'Lakes' Senior Director of State and Industry Affairs will provide a welcome and update for the group. We will also invite a representative of Iowa's Executive Branch and a legislative leader from the Iowa General Assembly to update on you on current items of discussion.

To conclude the evening reception, Katie Hall, IIC's Director of Government Affairs, and Mike St. Clair, our lobbyist, will update you on specific bills and issues the Iowa Institute is following. These presentations from our elected officials and IIC's representation in Des Moines will update and prepare you for your visit to the capitol on Thursday morning.

Your involvement and participation on Wednesday night and Thursday morning are imperative. Hearing directly from cooperative leaders and their constituents means so much to Iowa legislators and greatly compliments the Iowa Institute's efforts in representing you in the legislative arena. Please make plans to join Land O' Lakes and the Iowa Institute Wednesday evening and Thursday morning.

On Thursday morning, we will travel to the Capitol to visit with legislators. This individual contact is extremely important as we work to represent you. The reception at the capitol will begin at 7:00AM so you can greet and visit with legislators as they come to work Thursday morning.

The conference this year will be held at the Courtyard by Marriot in Ankeny (515-422-5555). The Courtyard is located at 2405 SE Creekview Drive in Ankeny—just off I-35. We have a block of rooms under "The Iowa Institute for Cooperatives" for both Tuesday and Wednesday evenings.

Please review the enclosed agenda and if you have questions give us a call. If you need to make hotel reservations, please do so by February 1.

We want to encourage you to stay and join us Thursday morning at the capitol. This is such an important piece of what we do. Your attendance at the legislative session and meeting helps us create a memorable visual of our size and reach so we can more effectively communicate our priorities to Iowa legislative leaders.

We hope to see you all on February 13th and 14th. As always, thank you for your membership and participation.

Best Regards,

David Holm
Executive Director

Agenda

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Wednesday, February 13

8:30 a.m.	--	9:00 a.m.	Registration, Coffee, Juice, and Rolls
9:00 a.m.	--		Welcome and Introductions— <i>Dave Holm</i>
9:00 a.m.	--	10:00 a.m.	CoBank Agribusiness Update — <i>Brett Challenger, CoBank's Regional Agribusiness Banking Group</i>
10:15 a.m.	--	noon	Creating Culture at our Cooperatives -- <i>Monte Wyatt, ActionCOACH</i>
12:00 noon	--	1:00 p.m.	Lunch with Iowa Co-op Managers Association Members <i>Sponsored by AGP</i>
1:00 p.m.	--	5:00 p.m.	Open Forum <i>Dr. Keri Jacobs</i> <i>Eric Eide</i> <i>Dennis Gardiner</i> <i>Dave Holm</i>

Land O'Lakes Legislative Reception

6:00 p.m.	--	6:30p.m.	Reception and hor d'oeuvres
6:30 p.m.	--	7:30p.m.	Legislative Updates-Hosted by Land O'Lakes <ol style="list-style-type: none">1. Welcome—<i>Matthew Wohlman, Land O'Lakes</i>2. Iowa Executive Branch--TBA3. Iowa Legislator--TBA4. Legislative Update and Review for Thursday morning's Co-op Day at the Capitol <i>Katie Hall and Mike St. Clair, Iowa Institute for Cooperatives</i>

Presenters:

Brett Challenger, CoBank
Monte Wyatt, ActionCOACH
Eric Eide, Nyemaster Goode, Ames, IA
Dr. Keri Jacobs, Iowa State University, Ames, IA
Dennis Gardiner, Gardiner + Company CPA, Des Moines, IA
Matthew Wohlman, Land O'Lakes, St. Paul, MN
Dave Holm, Katie Hall & Mike St. Clair, Iowa Institute for Cooperatives, Ames

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Thursday, February 14

7:00 a.m. -- 9:00 a.m.

Breakfast at the State Capitol
Hosted by Land O'Lakes and Iowa Institute for Cooperatives
Visit with legislators

9 a.m.

You are welcome to tour capitol on your own

Registration Form

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President Name _____

Vice President Name _____

Cooperative Name _____

Cooperative Town _____

Please indicate which of the following you will attend:

_____ IIC Board Presidents' Conference	Wednesday, February 13
_____ Legislative Update Reception	Wednesday, February 13
_____ Legislative Breakfast—Capitol, Des Moines	Thursday, February 14

Registration fee is \$300.00 per participant.

Please register by Friday, February 8, 2019. You may fax form to (515-292-1672) or email to info@iowainstitute.coop Please mail a copy of the form with your check for \$300 per participant to:

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Thank you for your membership and participation!