

# IOWA INSTITUTE FOR COOPERATIVES

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

## Credit Workshop

March 14, 2019

Location Change-Radisson Hotel Ames

2609 University Blvd. Ames, IA 50010

Credit has become a larger and even more important part of the day to day operations of your cooperative. Recognizing this, IIC has added a new program geared toward the credit professionals in your organization or those who just wish to learn more about the process. The program will have several speakers focusing on credit as well as allow for networking time with others.

Our first presenters are Seth Oostenink, Chief Credit Officer, and Dorinda Oostenink, CMS Manager, from Cooperative Credit Company. Many of you work closely with Cooperative Credit today, using either their credit management services or producer financing. Seth and Dorinda will talk more about the relationship between Cooperative Credit and your organization and trends that they are seeing.

Next, Joe Leo, attorney with Brown Winick, will speak about the legal side of credit and collections. Joe will walk you from start to finish through a credit transaction. Important topics that Joe will touch on will include collections, liens, credit agreements and bankruptcy. It is crucial to have a good grasp of all of these should your cooperative ever end up on the wrong side of a transaction. Joe will provide an in depth look from the credit side and help you think about your credit process.

We will continue after lunch with a presentation by Jim Knuth, Senior Vice President of Farm Credit Services. It is important to understand how your members are doing financially to help your co-op succeed. Jim will take us through some trends Farm Credit Services is seeing in their members to help provide you with a perspective on the farmer.

Our final speaker will be Scott Halbur, attorney with Faegre Baker Daniels. Many of our member cooperatives have seen a significant increase in the creation of Limited Liability Companies (LLC), Limited Partnerships (LP) and family farm corporations. There are many valid reasons for your members creating these entities. These new entities can complicate your transactions when it pertains to credit administration as well as signing of grain contracts. Scott is going to give you an overview of how to protect the cooperative as well as what steps you can take to ensure that commitments are honored and followed through. We will likely continue to see more of these types of entities as farms grow and you need to think through how you address them.

This class will be offered on March 14<sup>th</sup> at the Radisson Hotel **please note location change**. We prefer your registration as soon as possible but will need them by March 8th. We look forward to seeing you in a few weeks.

Sincerely,

Stacey Webster  
Director of Coop Development

# AGENDA

## 2019 Credit Workshop

Thursday, March 14, 2019

Radisson Hotel Ames Conference Center

---

9:00 a.m.	--	9:30 a.m.	<b>REGISTRATION</b>
9:30 a.m.	--	9:45 a.m.	<b>WELCOME &amp; INTRODUCTIONS</b> <i>Stacey Webster, IIC</i>
9:45 a.m.	--	10:45 a.m.	<b>COOPERATIVE CREDIT COMPANY</b> <i>Seth Oostenink &amp; Dorinda Oostenink</i>
10:45 a.m.	--	11:00 a.m.	<b>BREAK</b>
11:00 a.m.	--	12:00 p.m.	<b>THE LEGAL SIDE OF CREDIT &amp; COLLECTIONS</b> <i>Joe Leo, Brown Winick</i>
12:00 p.m.	--	1:00 p.m.	<b>LUNCH</b>
1:00 p.m.	--	2:00 p.m.	<b>FARMER CREDIT UPDATE</b> <i>Jim Knuth, Farm Credit Services</i>
2:00 p.m.	--	2:15 p.m.	<b>BREAK</b>
2:15 p.m.	--	3:15 p.m.	<b>REDUCING COUNTERPARTY RISK</b> <i>Scott Halbur, Faegre Baker Daniels LLP</i>
3:15 p.m.	--	3:30 p.m.	<b>WRAP UP &amp; DISMISS</b>

# REGISTRATION FORM

## 2019 Credit Conference

Thursday March 14, 2019

Radisson Hotel Ames Conference Center

2609 University Blvd, Ames IA

Cooperative Name: \_\_\_\_\_

Cooperative Town: \_\_\_\_\_

---

Please list names of persons who will be attending.

_____	_____
_____	_____

Registration Fee is \$300 per person

Please fax this form to 515-292-1672 or email to [info@iowainstitute.coop](mailto:info@iowainstitute.coop); then mail a copy with your check by Friday, March 8, 2019 to:

Iowa Institute for Cooperatives  
2515 University Blvd., Suite 104  
Ames, IA 50010  
Tele: (515) 292-2667  
E-mail: [info@iowainstitute.coop](mailto:info@iowainstitute.coop)  
Fax: (515) 292-1672