

# IOWA INSTITUTE FOR COOPERATIVES

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## 2019 Winter Manager/Director Workshop

Wednesday, January 9

Buena Vista University

Siebens Auditorium

610 West 4<sup>th</sup> St.

Storm Lake, IA

Thursday, January 10

The Hilton Garden Inn

7213 Nordic Dr.

Cedar Falls, IA 50613

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December 11, 2018

Dear IIC Members;

Our Annual Winter Workshops will be held on Wednesday, January 9<sup>th</sup> in Storm Lake and Thursday, January 10<sup>th</sup> in Cedar Falls. At these workshops, we host a variety of speakers and topics of importance that will help you in the decision-making process you go through at your local cooperative. The programs are intended for the Board of Directors and Senior Management staff who will be involved in formulating your cooperative's strategy. Listed below are the topics that we will be discussing this year. Please see the enclosed agenda for the specific order of the presentations.

**The Impact of Technology** – Most of us have heard about the development of driver less vehicles and when and how they might be available. Have you thought through the impact of this type of technology on your elevator locations? We have invited Dr. Dirk Maier of Iowa State University to explore this topic with you. Dr. Maier is an Engineering Professor who focuses on grain handling and storage. We have asked Dr. Maier to have some fun with you. He is going to explore what a country grain elevator may look like in 10 years with all the possibilities of technology integration. As you think about investment in your facilities and the affect that transportation and technology may have on how your system works, you should be aware of what your grain operations might look like soon.

**Broadband Development** - Any discussion today about rural economic development or attracting new talent to rural Iowa quickly evolves into a discussion about broadband deployment across rural America. Regi Goodale serves as the Director of Regulatory Affairs of the Iowa Association of Electric Cooperatives. Regi is going to share what IAEC has identified as the opportunities and challenges of cooperatives delivering broadband to rural Iowa. A lot of experts like to refer to electric cooperatives delivering power to rural Iowa in the 1930's. This is a different challenge with its own unique hurdles to overcome. Some REC's have embraced the opportunity for broadband deployment and some have chosen to not participate at all. There is likely a place for cooperatives to participate in this technology and rural Iowans desperately need access to high speed broadband. Regi is going to share some thoughts on who and how this could get delivered to cooperative members, perhaps even working in partnership with multiple kinds of cooperatives.

After these two discussions, we will break for lunch and reconvene for two more presentations.

(continued on back)

**Seasonal Employees** - How many of you have identified hiring dependable, reliable employees as one of your challenges? Several cooperatives in Iowa have explored hiring Hispanic workers as seasonal employees to meet the needs of your members. Nelly Limas is from Texas and has been working with several of our member cooperatives on providing legal, reliable seasonal workers in the spring and fall. Nelly is going to share what she can do for you, but just as importantly what you need to do to have a successful experience in hiring immigrant workers. This can be a partial solution to your employment challenges, but you need to be aware of the prerequisites to making this work. Nelly and her husband are going to share how you can utilize their services and what they expect of you.

**Enterprise Risk Management** - We all know and accept that agriculture is a risk laden venture. You manage the risk on your farm and business and try and identify and avoid those risk exposures before they happen. Have you spent time doing the same for your cooperative? It's hard enough to manage the risks that you assume everyday at your cooperative but have you and your leadership team spent any quality time trying to identify other risks and if there is any practical way to mitigate those risks. Bob Higgins is an Assistant Professor of Insurance and Risk Management at the University of Cincinnati. Prior to joining the University, Bob spent his career in Risk Management focusing on the agribusiness sector. Bob is going to take you through a discussion about what Enterprise Risk Management is and how you start the process at your cooperative.

We have planned a full day of pertinent and diverse topics, but all are relevant to issues your cooperative is facing today. We will have the same four presentations both days albeit in a different sequence to accommodate travel plans for our speakers.

Please share this agenda with your Board of Directors and Senior Leadership team and identify who would like to attend one of the two days. Fill out the enclosed registration form and return it to our office no later than Friday, January 4<sup>th</sup>.

As always thank you for your membership and support and participation. If you have any questions, please feel free to contact us.

Have a Merry Christmas and a Happy New Year,

Dave Holm  
Executive Director

# Agenda

## 2019 Winter Manager/Director Workshop

Wednesday, January 9, 2019

Buena Vista University

Storm Lake, IA

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8:30 a.m.	--	9:00 a.m.	<b>Registration, Coffee, Juice, and Rolls</b>
9:00 a.m.	--	10:30 a.m.	<b>The Impact of Technology</b> <b>What does automation do to/for your grain elevator?</b> <i>Dr. Dirk Maier, Professor, Agricultural &amp; Biosystems Engineering</i> <i>Iowa State University</i>
10:30 a.m.	--	10:45 a.m.	<b>BREAK</b>
10:45 a.m.	--	12 noon	<b>Broadband Deployment- Challenges and Opportunities</b> <i>Regi Goodale, Director of Regulatory Affairs</i> <i>Iowa Association of Electric Cooperatives</i>
12:00 noon	--	1:00 p.m.	<b>LUNCH</b>
1:00 p.m.	--	2:00 p.m.	<b>Seasonal Workers – How to have a good experience</b> <i>Nelly Limas</i>
2:00 p.m.	--	2:15 p.m.	<b>BREAK</b>
2:15 p.m.	--	3:30p.m.	<b>Enterprise Risk Management- How do we start the process?</b> <i>Bob Higgins, Asst. Professor, Insurance and Risk Management</i> <i>University of Cincinnati</i>
		3:30p.m.	<b>Wrap up comments</b>

(See other side for Cedar Falls Agenda)

# Agenda

## 2019 Winter Manager/Director Workshop

Thursday, January 10, 2019

The Hilton Garden Inn

Cedar Falls, IA

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8:30 a.m. - 9:00 a.m.

**Registration, Coffee, Juice, and Rolls**

9:00 a.m. - 10:30 a.m.

**Enterprise Risk Management- How do we start the process?**

*Bob Higgins, Asst. Professor, Insurance and Risk Management  
University of Cincinnati*

10:30 a.m. - 10:45 a.m.

**BREAK**

10:45 a.m. - 12 noon.

**Seasonal Workers – How to have a good experience**

*Nelly Limas*

12:00 noon. - 1:00 p.m.

**LUNCH**

1:00 p.m. - 2:00 p.m.

**Broadband Deployment- Challenges and Opportunities**

*Regi Goodale, Director of Regulatory Affairs  
Iowa Association of Electric Cooperatives*

2:00 p.m. - 2:15 p.m.

**BREAK**

2:15 p.m. - 3:30 p.m.

**The Impact of Technology**

**What does automation do to/for your grain elevator?**

*Dr. Dirk Maier, Professor, Agricultural & Biosystems Engineering  
Iowa State University*

3:45p.m.

**Wrap up comments**

(See other side for Storm Lake Agenda)

# Registration Form

## 2019 Winter Manager/Director Workshop

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

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

**Please list names of persons who will be attending.  
Managers, Directors and Staff Members are all invited.**

**Wednesday, January 9, 2019  
Buena Vista University  
Storm Lake, IA**

**Thursday, January 10, 2019  
The Hilton Garden Inn  
Cedar Falls, IA**

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**Registration fee is \$200.00 per person for 1-4 persons from same association.**

**Registration fee is \$175.00 per person if sending 5 or more from same association.**

**Please register by Friday, January 4, 2019. You may fax form to (515-292-1672) or email to [info@iowainstitute.coop](mailto:info@iowainstitute.coop) Please mail a copy of the form with your check to:**

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**THANKS FOR YOUR PARTICIPATION!**