



Iowa Institute for
Cooperatives

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OCTOBER IS CO-OP MONTH!



CO-OPVIEWS

News and information for the benefit of Iowa cooperatives.

Meet the Iowa Secretary of Agriculture Candidates



MIKE NAIG

Mike Naig proudly serves as Iowa's Secretary of Agriculture. Mike was raised on a Century Farm near Cylinder, Iowa, and has spent his entire career working in agriculture. He and

his wife, Jaime, have three boys.

What will you do as Sec of Ag to secure more market opportunities for Iowa's agricultural products?

A key role of Secretary is to be Iowa agriculture's greatest promoter. I will continue to build relationships with our trading partners and advocate for new markets for our world-class ag products.

What is needed next in Iowa's water quality initiatives?

SF512 passed this year allowing the department to scale up our water quality efforts across the state. We can leverage this funding to engage more stakeholders to sustainably improve water quality for generations to come.

What should Iowa be doing to protect our livestock producers?

As Secretary, I oversee disease outbreak preparedness in the state. This year, I received increased funding from the Legislature for foreign animal disease preparedness.

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TIM GANNON

I am a fifth generation Iowan from Mingo. For 8 years, I worked for Secretary of Agriculture Vilsack as a senior official at USDA. Now, I farm on my family's century farm.

What will you do as Sec of Ag to secure more market opportunities for Iowa's agricultural products?

I will join U.S. trade missions whenever possible, while working to preserve and develop our relationships in foreign markets. Our farmers want trade not aid, and I will work to reverse today's backwards approach while fighting for farmers' market share abroad.

What is needed next in Iowa's water quality initiatives?

We need to fund our efforts to improve soil health and water quality. The legislature should approve the 3/8th cent sales tax that 7/10 Iowans want. Between public, private sector, and corporate investment this opens up \$400 million of funding annually.

What should Iowa be doing to protect our livestock producers?

We need to create a robust insurance program for those in livestock, similar to the insurance row crop farmers depend on in times of uncertainty.

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RICK STEWART

Son of an Iowa Vocational Agriculture instructor who had 5, 20 and then 80 acre farms. I started an herb and spice business which now

employs 300 people and has annual sales of \$200 million. BA from Coe College and MBA from the University of Chicago. First runner-up America's Small Businessperson of the Year (1993). Six children and ten grandchildren.

What will you do as Sec of Ag to secure more market opportunities for Iowa's agricultural products?

Eliminate all tariffs and demand Washington move to a permanent 100% free trade environment. Tariffs are for losers.

What is needed next in Iowa's water quality initiatives?

Kick the politicians out of the room and let every Iowa watershed form a co-operative with the simple objective of all the water exiting the watershed be clean enough to drink. It's not a rural problem — it's a landowner problem (are you listening, cities and towns?). Landowners should quit trying to get someone else to pay to fix their problem (if they have one).

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What can be done to support Iowa's rural communities and economy?

A profitable ag economy will lead to improved rural livelihoods. As Secretary, I tirelessly advocate for new markets for our products to bring more wealth to our rural communities.

Additionally, how can we ensure a strong workforce in those rural communities with low unemployment rates?

We need to ensure we have the talent pipeline to deliver the workforce needs today and in the future. This is done with successful partnerships between schools, community colleges and businesses, and delivered through robust 4-H and FFA programs.

What can be done to support Iowa's rural communities and economy?

We need to invest in R&D to make farming profitable again. By determining value-added products and more efficient processes, we can create local wealth throughout our small towns. Additionally, expanding broadband to rural Iowa will benefit everyone from the field to Main Street.

Additionally, how can we ensure a strong workforce in those rural communities with low unemployment rates?

We need to ensure adequate funding for our community colleges and Regents Universities.

What should Iowa be doing to protect our livestock producers?

Get the government out of the livestock business. Break up monopolies, just like we did with AT&T. Competition lowers prices and increases quality.

What can be done to support Iowa's rural communities and economy?

Eliminate 99% of the government's obviously failed attempts to 'help.' Let the economy rip, rather than attempt to control it. Quit pushing people around from Des Moines.

Additionally, how can we ensure a strong workforce in those rural communities with low unemployment rates?

Permanent Green Cards should be auctioned off on a yearly basis to the highest bidders. If rural businesses want more employees, they can buy more Green Cards.

Members Connect with Local and Statewide Candidates

This year's recent Meet the Candidate events welcomed 35 legislators and incumbents, 20 candidates, and 102 members from 42 cooperatives. Six meetings were held across the state in Urbandale, Denison, Clear Lake, Spencer, New Hampton and Marion.

These meetings are critical to IIC's lobbying efforts. They help us create a connection with legislators and candidates,

so they understand issues important to our members and allow for an open dialogue about the impact legislation may have on cooperatives.

Thank you to members that made the effort to attend, board members that served as hosts at each event and those that made calls to drive engagement.



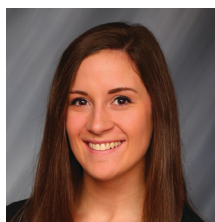
NINE STUDENTS AWARDED COOPERATIVE SCHOLARSHIPS

This year's Iowa Institute for Cooperatives Scholarship Program awarded nine college students with \$2,000 scholarships. With an emphasis on their cooperative work experience, this year's recipients were also chosen on demonstrated leadership skills and references from their respective academic institutions and cooperative supervisors.

As part of the application process, these students were also asked to submit, via a short essay, why cooperatives are important to their members or why cooperatives would be a good place to develop a career. The nine selected students awarded this year are listed below with their cooperative work experience and the college they are currently attending.

This annual scholarship program is just one way the Iowa Institute for Cooperatives focuses on developing future cooperative leaders. In addition to Co-op 101 resources available for members to use with interns and new employees, a day-long Co-op Intern Day has been hosted the past three summers. This event brings together cooperative interns from around the state to learn from those in the industry and network with their cooperative student peers.

Congratulations to the following 2018 IIC Scholarship recipients. We wish them all the best in their future career endeavors.



Fran Conley

Pro Cooperative
Iowa State University
Agronomy/MIS



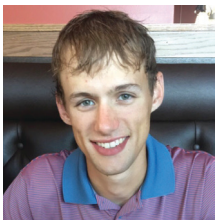
Andrew Goemaat

Key Cooperative
Iowa State University
Agronomy



Ted Hilgersen

Innovative Ag Services
Iowa State University
Agronomy



Evan Nilles

Hull Co-op
Dordt College
Ag Business



Jordon Oellerich

Landus Cooperative & GROWMARK, Inc
Iowa State University
Ag & Life Sciences Education



Alexandra Patterson

Landus Cooperative
Iowa State University
Accounting & Ag Business



Gracie Russell

Ag Processing Inc
Iowa State University
Ag Business & International Ag



Megan Warin

United Farmers Co-op
Iowa State University
Ag Business



Austin Whited

Cooperative Farmers Elevator
Iowa State University
Animal Science

UPCOMING IIC EVENTS

OCTOBER 9-10

CFO/Controller Conference

Gateway Hotel &
Conference Center
Ames, Iowa

NOVEMBER 20

IIC Annual Meeting

Keynote Speaker:

Chris Norton

Hall of Fame Inductees:

Art Churchill

Bill Lester

Scheman Building, ISU Center
Ames, Iowa

DECEMBER 4

Grain Accounting Workshop

Radisson Conference Center
at ISU
Ames, Iowa

DECEMBER 11

Human Resources Workshop

Iowa Institute Office
Ames, Iowa

DECEMBER 18-19

Mid Manager Program

Jeff & Deb Hansen Learning
Center
Ames, Iowa

JANUARY 9

Winter Workshop

Buena Vista College
Storm Lake, Iowa

JANUARY 10

Winter Workshop

The Hilton Garden Inn
Cedar Falls, Iowa

JANUARY 15

Iowa Legislature

Welcome Back Reception

State Historical Building
Des Moines, Iowa

For further details about these events or to register, please contact Nancy Cyr at 515-292-2667 or ncyr@iowainstitute.coop, or visit www.iowainstitute.coop/events.

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PROMOTE YOUR CO-OP, PROMOTE ALL CO-OPS

There is value in promoting each of our cooperatives throughout the calendar year, but every October provides a base to collectively promote the history, benefit and strength of the cooperative industry more widely. As we enter October's Co-op Month, strongly consider telling the message of your cooperative, Iowa cooperatives and your respective industry's cooperatives to internal and external audiences.

Not sure where to start? We've provided a list of ideas to kick-off and resources you can tap into for more facts, ideas and Co-op Month assets.

Together, we can strongly promote the importance of cooperatives.



CO-OP STATS

- ▶ 1 out of 3 Americans is a member of a cooperative.
- ▶ There are 2,106 agriculture co-ops in the U.S., with more than 2 million member-owners.
- ▶ Consumer cooperatives have a membership base of over 343 million.
- ▶ More than 1.2 million families live in cooperative housing.

CO-OP MONTH | OCTOBER 2018

CO-OP MONTH IDEAS:

- Host an open house at office (coffee & donuts, anyone?) and be sure to have employees interact with guests
- Include an article in a member publication and website that highlights co-op stats and facts
- Send an email to patrons announcing Co-op Month and thanking them for being a member
- Submit an op-ed or letter-to-the-editor in local newspapers about the value of a cooperative
- Educate your employee team on the financial differences between cooperatives and other businesses
- Submit local advertisements that highlight how to be a member or the economic impact of cooperatives
- As farmers deliver grain or customers visit your location, distribute soda cans or water that have a message attached to them about Co-op Month
- Handout t-shirts or other apparel to employees that mentions October Co-op Month

Co-op Month Resources:

www.coopmonth.coop | www.iowainstitute.coop/about-coops | www.ncfc.org/about-ncfc
www.rd.usda.gov/publications/publications-cooperatives | www.iowarec.org/iowa-co-ops/about-co-ops