

IOWA INSTITUTE FOR COOPERATIVES

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

Date: September 17, 2024
To: Iowa Institute for Cooperative Members
RE: Cooperative Accounting Workshop
November 13-14, 2024
Gateway Conference Center
2100 Green Hills Dr, Ames, IA

The Iowa Institute for Cooperatives will be hosting a Cooperative Accounting workshop on Wednesday and Thursday, November 13th and 14th. This workshop will be held at the Gateway Conference Center in Ames.

The first part of this conference will include timely presentations that will help you in your role at the cooperative. The second morning we are going to allot most of the morning to tabletop discussions and issues that you want to discuss. This will make sure you get your questions answered and allow for some good networking time.

We are going to start the day with Farm Credit Services of America. Al Patten who is a regional vice president for FCSA is going to review what they are seeing in their loan portfolios. FCSA is the largest production ag lender in Iowa and they see more production loans than any other lender including long term financing for land purchases as well as operating loans with annual renewals. They also track land sales in the Midwest so they have a database of how land prices are trending.

Our second speaker is Jason Kapanke with CHS. Jason is going to talk with you about how CHS integrates technology into their administrative functions. I think we are all aware of the emerging technologies that will affect your job and hope it will make your responsibilities easier. What many of you are still trying to identify is what are those technologies and what they could do to make your responsibilities more efficient. Jason is going to share some of the things CHS has begun using and how these may be an opportunity for your cooperative.

After a short break we have invited Scott Schluter from Creative Business Planning to unbundle the sales tax dilemma that many of you struggle with repeatedly. Scott is the manager of the State and Local tax team at Creative Planning. Determining what is subject to sales tax and what is exempt seems to be a topic that many of our member cooperatives struggle with. Scott is going to walk you through this. Come prepared with all your questions regarding sales tax.

We are going to finish the day with Joe Leo. Joe is an attorney with BrownWinick and he is going to give you some tips on staying out of trouble with your Accounts Receivable. As we enter this down cycle in production ag it is almost inevitable that you are going to have some accounts that will be more difficult to collect. The best way to avoid accounts receivable challenges is to prevent them.

That's a full afternoon of information.

After this full day we are going to provide a networking reception followed by dinner. This will be held at the Gateway Conference center.

We will begin again at 8:00 on Thursday morning with one final speaker. Commerce Bank has been working with several of our members to integrate new technologies into your backroom functions. This could include your accounts payable, how you receive your payments, how your customers can pay their bill and how your banking transactions are handled. Technology is going to continue to develop that will impact how your cooperative handles these functions. The decision you will have to make is when and how do you want to adopt these new practices.

This will be our last presentation, and we will spend the remainder of the morning interacting with other attendees. We will identify some tabletop discussion topics that you all struggle with. Often the best ideas and solutions come from your peers who have had the same experiences. Some of the topics that may be included are:

- a. Grain accounting and the Indemnity fund
- b. Equity Management and Practices
- c. Accounts payable and use of technology
- d. Sales and Excise taxes
- e. Leasing and Depreciation
- f. Payroll and Benefits
- g. Inventory and Valuations
- h. Section 199 (A)g

We will have some topics identified ahead of the discussion but if the participants have any topics they would like to address you will have that opportunity.

We will wrap up at Noon followed by a lunch.

This conference will be at the Gateway Conference Center in Ames. Their address is 2100 Green Hills Drive. Their phone number is 515-292-8600.

We have a block of rooms for Wednesday evening. If you would like to reserve a room, you can follow this link: <https://reservations.travelclick.com/2958?groupID=4491435>

Please share this with your staff and identify those who are interested in attending. The enclosed registration form should be completed and returned to our office no later than Friday, November 8th. If you have any questions or need more information do not hesitate to contact us.

As always, thank you for your support and membership

Sincerely,

Dave Holm
Executive Director

Agenda



Cooperative Accounting Workshop

November 13-14, 2024

Gateway Conference Center, Ames

2100 Green Hills Dr, Ames, IA

Day One

Wednesday, November 13, 2024

1-5 PM

1:00 - 2:00 **How are your Members Doing Financially**
Al Patten, Farm Credit Services of America

2:00 - 3:00 **What is the Newest and Greatest Technology**
Jason Kapanke, CHS

3:00 - 3:15 **Break**

3:15 - 4:15 **Unraveling the Mystery of Sales Tax**
Scott Schluter, Creative Business Planning

4:15 - 5:00 **How do we Prevent Accounts Receivable Issues**
Joe Leo, BrownWinick Law Firm

5:30 **Networking reception followed by dinner**

Day Two

Thursday, November 14, 2024

8-12 PM

8:00 - 9:00 **How Can Technology Improve your Back-room Functions**
Commerce Bank

9:00 - 12:00 **Tabletop discussions**

12:00 **Lunch and adjourn**

Registration Information

Registration due Friday, November 8

\$400/person if sending 1-4 people

\$375/person if sending 5 or more people

To **register online**, please click [here](#) or visit our website under 'Events'. Checks must be mailed in separately.

Or you may complete the registration form below and submit it to info@iowainstitute.coop.

Please make checks out to:

Iowa Institute for Cooperatives
2515 University Blvd., Suite #104, Ames, IA 50010
Telephone: (515) 292-2667
Website: www.iowainstitute.coop

2024 Cooperative Accounting Workshop

November 13-14, 2024

Gateway Conference Center, Ames

2100 Green Hills Dr, Ames, IA

Cooperative Name: _____

Cooperative Town: _____

Registrant Name

Title

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Attendees (if 4 or fewer) _____ X \$400 = _____
Attendees (if 5 or more) _____ X \$375 = _____