

Valuing the Cooperative Business in the 21st Century

November 5–6, 2007

St. Paul, Minnesota

Crowne Plaza Hotel St. Paul–Riverfront



Presented by:

University of Wisconsin Center for Cooperatives

University of Wisconsin–Extension

For a decade, the Farmer Cooperatives Conference has provided a stimulating forum for those in the cooperative business community to learn and exchange ideas with each other, and with policy, research, and legal experts. Organized by the **University of Wisconsin Center for Cooperatives** and **University of Wisconsin–Extension**, the annual program is developed by a national planning committee that is knowledgeable and informed about cooperative topics of interest.

Conference Sponsors include:

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National Council of Farmer Cooperatives
West Central Cooperative

For conference updates, visit the University of Wisconsin Center for Cooperatives website: www.uwcc.wisc.edu/farmercoops07.

Conference questions can be directed to:
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As cooperatives continue to adapt to a changing business landscape, they face many strategic dilemmas. Understanding the true value of the cooperative business is crucial to meeting these challenges effectively.

- ▶ How can cooperatives maximize the value of their assets?
- ▶ What are the key drivers when cooperatives consider business structure changes?
- ▶ How can benchmarks be used to optimize performance?

This national conference is an annual forum that examines the critical questions facing farmer-owned cooperatives today. It is a unique opportunity for cooperative board members, CEOs, and others doing business with agricultural cooperatives, to explore topics that include:

- ▶ Business structure strategies for the future
- ▶ Business structure changes: stories from FCStone Group, South Dakota Soybean Processors, Gold Kist, and others
- ▶ Understanding the value of the cooperative during times of change

Don't miss your opportunity to be part of this informative event about issues critical to farmer cooperatives!

2007 Program Schedule

Monday, November 5, 2007

7–8 a.m.

Registration and Continental Breakfast

8 a.m. – 12 p.m.

Morning Program

- ▶ **Welcome and Conference Objectives**
Brent Hueth, *Associate Professor and Director, University of Wisconsin Center for Cooperatives*
Steve Halbrook, *Vice President, Farm Foundation*
- ▶ **Do Cooperatives Create or Destroy Value?**
Chris Peterson, *Professor, Michigan State University*
Doug Sims, *Retired CEO, CoBank*
- ▶ **Valuing Assets during Changing Times**
Mark Flegenheimer, *President and CEO, Michigan Sugar Company*
Dennis Bolling, *President and CEO, United Producers, Inc.*
- ▶ **Bioenergy: Trends in Finance and Business Structures**
Tom Houser, *Executive Vice President, Global Financial Services Banking Group, CoBank*
Michael L. Weaver, *Attorney, Lindquist & Vennum P.L.L.P*

Lunch

1–5 p.m.

Afternoon Program

- ▶ **Business Structure Choices**
Moderators: David Barton, *Professor, Kansas State University*; Mike Boland, *Professor, Kansas State University*
- ▶ **Cooperative Conversion to Public Corporation: FCStone**
Paul (Pete) Anderson, *CEO, FCStone Group, Inc*
- ▶ **Cooperative Conversion to LLC: South Dakota Soybean Processors**
Rodney Christianson, *CEO, South Dakota Soybean Processors, LLC*

10TH ANNUAL FARMER COOPERATIVES CONFERENCE

▶ **Cooperative to Public Firm to Takeover: Gold Kist**
Dan Smalley, *Director, Gold Kist, Inc.*

▶ **Future Structural Strategies for Traditional Cooperatives: CHS**
John Schmitz, *Executive Vice President & CFO, CHS, Inc.*

5:30 – 6:30 p.m.

Social Hour

6:30 p.m.

Banquet and Presentation

▶ **Outlook for Agriculture**
Ross Anderson, *Senior Vice President and Chief Credit Officer, Agribank*

Tuesday, November 6

7 – 8 a.m.

Registration and Continental Breakfast

8 a.m. – 12 p.m.

Morning Program

- ▶ **Valuing Assets and Measuring Performance**
David Holm, *Executive Director, Iowa Institute for Cooperatives*
Mike Maranell, *Senior Vice President, Corporate and Member Relations, AGP*
Amy Gales, *Regional Manager, CoBank*
- ▶ **What Is the Value Proposition for Members?**
J. Gordon Toyne, *Co-CEO, Swiss Valley Farms*
Don Peterson, *Director, Swiss Valley Farms*
Michael Cook, *Professor, University of Missouri-Columbia*
- ▶ **Branding and Corporate Responsibility in the Cooperative World**
Jean-Mari Peltier, *President and CEO, National Council of Farmer Cooperatives*
Additional panelist TBA
- ▶ **Conference Wrap-up**

Adjourn 12 p.m.



Conference Accommodations

- ▶ Conference attendees are responsible for their own hotel reservations. Contact the Crowne Plaza Hotel St. Paul–Riverfront at 651/292–1900, or call toll-free 877/424–4225.
- ▶ A special conference room rate of \$113 per night for single or double occupancy, plus 13% tax, is available for reservations made before October 5, 2007. Refer to “FCN.”
- ▶ Parking is available at the hotel on a first-come, first-served basis in the ramp attached to the hotel for a fee of \$12.50/day.
- ▶ The hotel is located less than 10 minutes from the Minneapolis/ St. Paul International Airport (MSP). Shuttle charge is \$13.00 from airport. Taxi fares are approximately \$25.00 from the airport to the hotel.

A limited number of scholarships are available for those who need financial assistance to attend the conference. Contact the CHS Foundation (chsfoundation.org), The Cooperative Foundation (thecooperativefoundation.org), or the Ralph Morris Foundation (ralphkmorrisfoundation.org) for more information.

NCERA–194 Workshop

November 6–7, 2007
Crowne Plaza Hotel St. Paul–Riverfront
St. Paul, MN

Consider attending the NCERA–194 workshop, which immediately follows the Farmer Cooperatives Conference.

NCERA–194 is a regional research project that promotes and coordinates research and educational activities focusing on agricultural cooperatives. It also provides a forum for decision-makers and analysts from industry, government, and universities to review and discuss research results and their implications.

For more information or to register for the NCERA–194 workshop, visit www.agecon.ksu.edu/accc/ncr194/

Travel and registration scholarships are available from The Cooperative Foundation and the Ralph Morris Foundation for a small number of graduate students and assistant professors who wish to attend *both* the Farmer Cooperatives Conference and NCERA–194 workshop. Contact Michael Boland at mboland@ksu.edu, or call 785/532–4449, for more information.

EARLY
REGISTRATION
SAVINGS!

Farmer Cooperatives Conference Registration

Registration online: www.uwcc.wisc.edu/farmerscoop07

Fax: 608/262-5088 (Charge card/purchase orders only)

Mail: CALS Conference Services, 620 Babcock Drive, Madison, WI 53706

One form per registrant; duplicate as needed.

Name _____

Affiliation _____

Street Address _____

City _____ State _____ Zip _____

Check one: home office

Email _____

Phone _____ Fax _____

Vegetarian Meals Special Requirements _____

REGISTRATION FEES

Register by **October 5** for full conference to take advantage of Early Rate savings

	EARLY RATE	REGULAR RATE
▶ Full Conference/November 5-6	\$310/person	\$350/person
	\$285/person (2 or more)	\$315/person (2 or more)

Includes continental breakfast, lunch, social hour and banquet on the 5th, continental breakfast on the 6th, breaks and materials.

▶ **November 5** \$230/person

Includes continental breakfast, lunch, breaks and materials

▶ **November 5 Social Hour & Banquet** \$40/person

▶ **November 6 Half Day** \$120/person

Includes continental breakfast, breaks and materials

PAYMENT METHOD

Check enclosed (Payable to UW-Madison)

Purchase Order # _____

VISA MasterCard

Card # _____ Exp. Date _____

Name on card _____

Signature _____

Payment is required at the time of registration. Please note that registration refunds cannot be made for cancellations received after October 24, 2007. Substitute registrations are accepted.

Registration questions: 608/263-1672 (No phone registrations)

Wisconsin and Minnesota Continuing Legal Education (CLE) credits are available to lawyers attending the entire conference (CLE requests pending).