

2009 SYMPOSIUM AND
LEADERSHIP ROUNDTABLE

Risk Management Strategies for Cooperatives

Addressing The Issues Of:

Risk, Strategy and Finance

Risk Management Strategies

- Economist Perspective
- Banker Perspective
- Supply Chain Perspective
- Dealer and Farmer Perspective
- Human Resource Perspective

September 2-3, 2009

Wichita Marriott

Wichita, Kansas

Sponsored by:

ACCC
Arthur Capper
Cooperative Center



In cooperation with: KFSA & CoBank

RISK MANAGEMENT STRATEGIES

WEDNESDAY, SEPTEMBER 2, 2009

8:00 a.m. Registration and Continental Breakfast

Session 1: Risk, Strategy and Finance: The Big Picture

AM Chair: *David Barton, Professor, Kansas State University*

8:45 a.m. Welcome and Overview
David Barton

9:00 a.m. Risk Environment and Business Strategies: Economist Perspective
*Terry Barr, Senior Director of Agribusiness Research
CoBank*

10:15 a.m. **BREAK**

10:45 a.m. Risk Environment and Business Strategies: Banker Perspective
*Dean Moreau, President, Agribusiness Western Region
CoBank*

11:45 a.m. **LUNCH**

Session 2: Risk Management Strategies: Supply Chain Perspective

PM Chair: *Dennis Blick, Vice President, CoBank*

1:00 p.m. Fertilizer Supplier Perspective
*Martin Albright, Vice President, Strategic Planning
Koch Fertilizer LLC*

2:00 p.m. Fertilizer Wholesaler Perspective
*Cheryl Schmura, Vice President, Crop Nutrients
CHS, Inc.*

3:00 p.m. **BREAK**

Session 3: Risk Management Strategies: Human Resources

3:30 p.m. Human Resources: Risks and Strategies
*Bob Broeckelman, Vice President of Recruiting and Selection
FCC Services*

4:15 p.m. Human Resource Strategies: Retailer Perspective
*Art Duerksen, CEO and President
Julie Harrison, HR Director
Farmway Co-op*

5:00 p.m. **BREAK**

RISK MANAGEMENT STRATEGIES

5:30 p.m. Reception

Session 4: ACCC 25th Anniversary Celebration

Evening Chair: *Leslie Kaufman, Executive Director, KCC*

6:00 p.m. Dinner

7:00 p.m. KCC Update - Advancing the Cooperative Agenda
*Leslie Kaufman, Executive Director
Kansas Cooperative Council*

7:20 p.m. Public-Private Education Partnerships and the ACCC - **25 years
and still going strong!**

Bridging the Gap - KCC/ACCC Capital Campaign
*Terry Kohler, Campaign Chair
Farmers Cooperative Elevator Company (Garden Plain)*

ACCC - The First 25 Years
*Dr. David Barton, Professor and Director
Arthur Capper Cooperative Center*

8:00 p.m. **ADJOURN**

THURSDAY, SEPTEMBER 3, 2009

7:00 a.m. Continental Breakfast

Session 5: Retailer Risk Management: Strategies We Like

AM Chair: *Michael Boland, Professor, Kansas State University*

7:30 a.m. Cooperative and Farmer: A Comprehensive Approach
*David Christiansen, President and CEO
Bruce Vernon, Sales and Marketing Manager
MKC*

9:00 a.m. **BREAK**

9:30 a.m. Risk Management in the Real World: Nebraska Perspective
*Bob Fifield, CEO
Cooperative Producers, Inc.*

10:30 a.m. Risk Management in the Real World: Illinois Perspective
*Dennis Montavon, CEO
Effingham Equity*

11:30 a.m. **ADJOURN**

REGISTRATION FORM

Fill out and mail or fax the registration form below to:

Arthur Capper Cooperative Center
Dept. of Agricultural Economics
305 Waters Hall
Kansas State University
Manhattan, KS 66506
Fax: (785) 532-6925

or

Register on the Internet at:
www.agecon.ksu.edu/acc/symposform.htm

Registrations Due by AUGUST 19th!
See page 7 for cancellation
and substitution policies.

Registration fee:

\$195 (includes meals and materials)

Method of payment:

- Payment enclosed
(check payable to Kansas State University)
- Bill my company

Please fill out the business contact and billing address only. List all individual registrations on the next page, including the CEO, if attending.

Organization: _____

Address: _____

City/State: _____ Zip: _____

Phone: _____

Fax: _____

Billing Contact: _____

Billing Contact E-mail: _____

REGISTRATION FORM (continued)

Register the following individuals (please type or print clearly):
(make additional copies of the form as needed)

Name: _____

Badge Name (if different from above): _____

Title: _____

Address: _____

City/State: _____ Zip: _____

Phone: _____

E-mail: _____

I plan to attend the following meals which are included in my registration fee:

- | <u>Yes</u> | <u>No</u> | |
|--------------------------|--------------------------|----------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Lunch, Wednesday, September 2nd |
| <input type="checkbox"/> | <input type="checkbox"/> | Dinner, Wednesday, September 2nd |

Name: _____

Badge Name (if different from above): _____

Title: _____

Address: _____

City/State: _____ Zip: _____

Phone: _____

E-mail: _____

I plan to attend the following meals which are included in my registration fee:

- | <u>Yes</u> | <u>No</u> | |
|--------------------------|--------------------------|----------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Lunch, Wednesday, September 2nd |
| <input type="checkbox"/> | <input type="checkbox"/> | Dinner, Wednesday, September 2nd |

Name: _____

Badge Name (if different from above): _____

Title: _____

Address: _____

City/State: _____ Zip: _____

Phone: _____

E-mail: _____

I plan to attend the following meals which are included in my registration fee:

- | <u>Yes</u> | <u>No</u> | |
|--------------------------|--------------------------|----------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Lunch, Wednesday, September 2nd |
| <input type="checkbox"/> | <input type="checkbox"/> | Dinner, Wednesday, September 2nd |

SYMPOSIUM & LEADERSHIP ROUNDTABLE

Is there a better way to identify and manage the biggest risks in the future? One of the biggest risks faced by grain marketing and farm supply cooperatives and their producer-patrons is commodity related risks, both price risk and supply risk. In the past co-ops have taken price risk in fertilizer by buying or committing to take delivery of product before it is sold to producers, thereby protecting producers from supply risk (being without product when they need it). In 2008 that traditional strategy cost co-ops millions of dollars and may not be feasible in the future.

Is there a way to coordinate risk management between the dealer and producer that can lock in acceptable profit margins for both in this uncertain environment? Revenue risk on farm products like wheat and corn and cost risk on farm inputs like fertilizer and fuel have increased substantially for producers, primarily due to price volatility. At the same time risk to local co-op retail dealers who buy grain and sell farm inputs has also increased. The grain marketing and the farm input supply chains in fertilizer and energy continue to be volatile from both a price and supply risk perspective. The most difficult risks to manage, for producers and dealers, are supply and price risk in fertilizer. Producers and dealers need to develop more integrated and comprehensive risk management strategies that benefit both parties. Come and hear what some experts on risk management recommend and what some co-ops are doing to manage risk more effectively.

Kansas State University's Arthur Capper Cooperative Center and the Kansas Cooperative Council have joined together to offer this ***Symposium and Leadership Roundtable***, targeted at all cooperative leaders, including the entire leadership team comprised of the board of directors, the CEO and other key employees.

WHO SHOULD ATTEND

- Managers of Local & Regional Co-ops
- Directors of Local & Regional Co-ops
- Key Co-op Employees
- Co-op Consultants, Advisors and Service Providers

REGISTRATION INFORMATION

Fill out and mail or fax a registration form to:
Arthur Capper Cooperative Center
Dept. of Agricultural Economics
305 Waters Hall
Kansas State University
Manhattan, KS 66506
Fax: (785)532-6925

or

Register on the Internet at:
www.agecon.ksu.edu/accc/symposform.htm

Registration fee:

\$195 (includes meals and materials)

Contact Seleise for meal prices and payment information if you'd like to bring a spouse or guest to any of the meals.

Registration deadline, substitutions and cancellations:

Registrations/Cancellations are due by Wednesday, August 19th.

Substitutions of one person for another after registering are permissible at any time without penalty.

Please contact Seleise Barrett with changes:
phone: 785-532-1522
e-mail: sbarrett@ksu.edu

Late cancellations (after August 19th) and no-shows without an offsetting substitution will be charged \$75.00 each to cover materials, refreshment and lunch charges.

LODGING

Hotel accommodations are not included with registration. A block of rooms has been reserved at:

Wichita Marriott
9100 Corporate Hills Drive
Wichita, Kansas
800-610-0673 or 316-651-0333

When making reservations, ask for the *ACCC Symposium* rate of \$95. Rooms must be booked by **Tuesday, August, 18, 2009** for the conference rate.

PROGRAM PARTICIPANTS

David Barton
Professor and Director
Arthur Capper Cooperative Center
Kansas State University
Manhattan, Kansas

Terry Barr
Senior Director of Agribusiness Research
CoBank
Washington, D.C.

Dean Moreau
President, Agribusiness Western Region
CoBank
Denver, Colorado

Dennis Blick
Vice President
CoBank
Wichita, Kansas

Martin Albright
Vice President
Koch Fertilizer LLC
Wichita, Kansas

Cheryl Schmura
Vice President, Crop Nutrients
CHS, Inc.
St. Paul, Minnesota

Bob Broeckelman
Vice President of Recruiting & Selection
FCC Services
Wichita, Kansas

Art Duerksen
CEO and President
Farmway Co-op
Beloit, Kansas

Julie Harrison
HR Director
Farmway Co-op
Beloit, Kansas

Leslie Kaufman
Executive Director
Kansas Cooperative Council
Topeka, Kansas

Terry Kohler
General Manager
Farmers Cooperative Elevator Company
Garden Plain, Kansas

Michael Boland
Professor and Associate Director
Arthur Capper Cooperative Center
Kansas State University
Manhattan, Kansas

Dave Christiansen
President & CEO
MKC
Moundridge, Kansas

Bruce Vernon
Sales & Marketing Manager
MKC
Moundridge, Kansas

Bob Fifield
CEO
CPI
Hastings, Nebraska

Dennis Montavon
CEO
Effingham Equity
Effingham, Illinois



Kansas State University Agricultural Experiment Station and Cooperative Extension Service, Manhattan, Kansas

Kansas State University is committed to making its services, activities, and programs accessible to all participants. If you have special requirements due to a physical, vision, or hearing disability, contact Seleise Barrett, ACCC Educational Program Manager, by e-mail, sbarrett@ksu.edu or phone, 785.532.1522.