Special Thanks to Our Sponsors
The 20th Annual Farmer Cooperatives Conference is made possible by the generous support from the following sponsors:

**Star Partners**
CoBank

**Leadership Sponsor**
AgriBank

**Conference Partners**
CHS Inc.
GROWMARK
Land O'Lakes
Stoel Rives

**Program Sponsors**
Dorsey & Whitney
Farm Foundation
NCFC Education Foundation

**General Supporters**
CliftonLarsonAllen
Gardiner Thomsen

Thank you to the Ralph K. Morris Foundation for sponsoring conference attendees through scholarships.

**Questions?**
Conference questions can be directed to Anne Reynolds, Executive Director, UW Center for Cooperatives at 608-263-4775 or anne.reynolds@wisc.edu

www.farmercoops.uwcc.wisc.edu
About the Farmer Cooperatives Conference

The Farmer Cooperatives Conference is a national event highlighting the latest strategic thinking on current cooperative issues and trends. Attendees will spend two days with top agricultural cooperative leadership and industry experts as they address today’s most pressing competitive challenges. The Farmer Cooperatives Conference is an unparalleled opportunity to gain the information you need to help your cooperative succeed.

Organized by the University of Wisconsin Center for Cooperatives, the program is developed by a national planning committee with diverse background and expertise from the cooperative, agribusiness, and academic sectors. Members of the planning committee include:

- **Mark Biedenfeld**, CHS Inc.
- **Mike Boland**, University of Minnesota
- **Marlis Carson**, National Council of Farmer Cooperatives
- **Michael Cook**, University of Missouri-Columbia
- **Brent Hueth**, UW Center for Cooperatives
- **Keri Jacobs**, Iowa State University
- **Phil Kenkel**, Oklahoma State University
- **Ethan Giebel**, Cooperative Network
- **Jason Lueders**, CoBank
- **Anne Reynolds**, UW Center for Cooperatives
- **Jeff Stroburg**, Southern States Cooperative
- **Megan Webster**, UW Center for Cooperatives
- **Tom Wegner**, Land O’Lakes

About the University of Wisconsin Center for Cooperatives

The University of Wisconsin Center for Cooperatives (UWCC) is an interdisciplinary teaching and research center that works with all sectors and types of cooperatives. UWCC seeks to increase understanding and encourage critical thinking about cooperatives by fostering scholarship and mutual learning among academics, the cooperative community, policy makers and the public. UWCC is supported by resources from the University of Wisconsin-Madison and the University of Wisconsin Extension. For more information, please visit www.uwcc.wisc.edu.
Program at a Glance

Wednesday, November 1
6:00 – 7:30 pm  Welcome Reception

Thursday, November 2
7:00 - 8:30 am  Registration and Continental Breakfast
8:30 - 9:30 am  Farmer Co-op Outlook
This session will highlight the trends, challenges, and opportunities for farmer-owned cooperatives, with a focus on policy.
Chuck Conner, President & CEO, National Council of Farmer Cooperatives
9:30 - 10:15 am  From the Ground Up: Analyzing the 2018 Farm Bill
As the farm economy struggles with low commodity prices and depressed income, Congress prepares the next Farm Bill. In this session we will dive deep into how the bill will impact farmers.
Dr. Joe Outlaw, Professor and Extension Economist, Co-Director Agricultural and Food Policy Center, Texas A&M University
10:15 - 10:30 am  Refreshment Break
10:30 - 11:30 am  Advocating for Farmer Cooperatives
With a new administration still in its first year, governmental affairs leaders will address the regulatory environment, tax reform and other current issues.
John Engelen, Vice President, Government Affairs, CHS Inc.
Autumn Price, Vice President, Government Relations, Land O’Lakes
Chuck Spencer, Executive Director, Corporate & Government Relations, GROWMARK
11:30 - 12:15 pm  Agricultural Trade Outlook
In this session, we will explore the current administration’s direction on trade policy and how proposed tariffs and other restrictions could impact farmer cooperatives and their bottom line.
Secretary Tom Vilsack, President and CEO, US Dairy Export Council (Invited)
12:15 - 1:15 pm  Lunch
1:15 - 2:30 pm  Expansion of a Large Danish Farm Supply Co-op
As Europe’s largest farm supply cooperative, DLG has grown from operating solely in the Danish market to an international conglomerate with activities in 18 countries. This interactive session will explore the governance challenges that come with expansion.
Michael Boland, Professor and Director, University of Minnesota Food Industry Center
Neils Dengsø Jensen, Chairman, DLG
2:30 - 3:00 pm  **Refreshment Break**

3:00 - 4:00 pm  **Governance Case Study: Tennessee Farmers Co-op**
As the agribusiness environment industry continues to change, Tennessee Farmers Co-op (TFC) proposed a structural change to unify its member co-ops and TFC into one, unified retail cooperative.

**Jim McWherter**, *Chief Operating Officer, Tennessee Farmers Co-op*
**Kenneth Nixon**, *Board Chair, Tennessee Farmers Co-op*

4:00 - 5:00 pm  **Defining Membership: Challenges and Successes**
As farms convert to LLCs, trusts, etc., how do we define who is the member? This panel will explore the challenges of defining membership and the impact on equity redemption plans, board eligibility, and mergers.

**Hal Clemensen**, *Chair, South Dakota Wheat Growers*
**Mark Cade**, *Chair, Compeer Financial*

5:00 - 7:00 pm  **Cocktail Reception** - Featuring a generous selection of appetizers

---

**Friday, November 4**

7:00 - 8:30 am  **Registration and Continental Breakfast**

8:30 - 9:30 am  **Cybersecurity Starts at the Top**
The direction to prioritize cybersecurity must come from cooperative management and the boardroom. Participants will learn how to assess risks, how to effectively support IT, and how to effectively monitor cybersecurity programs.

**Tony Taylor**, *Sr. Director Infrastructure & Security, Land O’Lakes*

9:30 - 10:15 am  **Changing Supply Chains: Succeeding in a Challenging Environment**
This session will explore the supply chain consolidation and the impact on cooperative strategies, from mega-mergers to the choice to stay small.

**Keri Jacobs**, *Assistant Processor, Iowa Institute for Cooperatives Endowed Economic Professor, Iowa State University*
Other Speaker, TBD

10:15 - 10:45 am  **Refreshment Break**

10:45 - 12:00 pm  **Economic Trade-offs of Agricultural Consolidation**
Speakers will provide their perspectives on consolidation and successful responses, including mergers, and strategic alliances.

**Bruce Favinger**, *Director, Cooperative Producers, Inc.*
**Rich Sexton**, *Professor, Agriculture and Resource Economics, University of California-Davis*
**Alan Woodard**, *CEO, Comark Equity Alliance*

12:00 pm  **Adjourn**
The Farmer Cooperatives Conference is excited to be at the newly renovated Intercontinental Riverfront located in the heart of downtown St. Paul. We are pleased to offer conference attendees the special group rate of $164 plus tax per night for accommodations in a standard or double guest room. Please ask for the Farmer Co-ops Conference rate when making your reservation. **This rate is available for a limited number of reservations made on or before October 6, 2017. Please note there is a Minnesota Wild game on November 2 which will impact lodging availability. Please make your reservations as soon as possible.**

Attendees are responsible for making their own reservations; to do so, call (651) 292-1900 or (877) 834-3613. To make reservations online visit the conference website for direct links to the Farmer Co-ops hotel booking page.

**Parking and Transportation**

**Parking**
Self-parking is available on a first come, first served basis at the 320 N Wabasha Parking Ramp (attached to the hotel) at prevailing rates. Current overnight self-parking rate is $18 per day.

Valet parking is available for an additional fee. Current overnight valet parking is $29 per day.

**Transportation**
The hotel is located 8.5 miles/15 minutes from the Minneapolis/St. Paul International Airport (MSP).

Airport transportation is available via taxi or SuperShuttle. A taxi is approximately $30 each way ($60 round-trip). SuperShuttle is a shared ride van service that costs approximately $14 each way ($28 round-trip).
REGISTRATION

<table>
<thead>
<tr>
<th>Event Description</th>
<th>Early Bird Rate On or before Oct 6</th>
<th>Early Rate After Oct 6</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Full Conference November 1-3</strong></td>
<td>$450 per person</td>
<td>$500 per person</td>
</tr>
<tr>
<td>Includes welcome reception (11/1), continental breakfast, lunch and reception (11/2), continental breakfast (11/3), breaks and materials.</td>
<td>$400 per person (2 or more)</td>
<td>$450 per person (2 or more)</td>
</tr>
<tr>
<td><strong>November 2nd only</strong></td>
<td></td>
<td>$350 per person</td>
</tr>
<tr>
<td>Includes continental breakfast, lunch, reception, breaks and materials.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>November 2nd reception only</strong></td>
<td></td>
<td>$50 per person</td>
</tr>
<tr>
<td><strong>November 3rd only</strong></td>
<td></td>
<td>$200 per person</td>
</tr>
<tr>
<td>Includes continental breakfast, breaks and materials.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Please see conference website for cancellation policy – www.farmercoops.uwcc.wisc.edu


Registration questions? Please contact Union Conference Services at (608)265-6534 or conferences@union.wisc.edu.

Scholarships

Scholarships may be available through the Ralph K. Morris Foundation Cooperative Leadership Fund. Please visit www.ralphkmorrisfoundation.org for more information.

NCERA 210

November 1, 2017

NCERA-210 is a regional research project that promotes research and education on agricultural cooperatives. It also provides a forum for decision-makers and analysts from industry, government, and universities to discuss research results and their implications. For more information, visit www.sites.google.com/site/nceracooperatives
20th ANNUAL FARMER COOPERATIVES CONFERENCE

REGISTER NOW AND SAVE!
Early Bird Deadline: October 6, 2017
www.farmercoops.uwcc.wisc.edu