NOVEMBER 8–9, 2012

15TH ANNUAL FARMER COOPERATIVES CONFERENCE

Leading Change: Envisioning the Future

RADISSON PLAZA HOTEL • MINNEAPOLIS, MN

Presented by:
Center for Cooperatives
UNIVERSITY OF WISCONSIN–MADISON
Leading Change: Envisioning the Future

Out in front. Forward-thinking. Cooperative leaders must strategically position their businesses to meet today’s challenges, and to support sustainable growth into the future.

Join us for thoughtful, expert analysis of trends that are shaping the future. Learn how cooperatives are responding to the business challenges and opportunities that lie ahead. Topics will include:

- **Agriculture in the Global Economy**
  Understand the long-term trends behind current market realities, with a focus on policy analysis and developing successful partnerships.

- **Valuing Cooperative Businesses in Mergers and Acquisitions**
  Learn how to successfully navigate the accounting changes in cooperative business valuation during mergers and acquisitions.

- **Trends in the Energy Marketplace**
  Explore the business implications of ongoing changes in energy markets.

- **Developing a Culture of Safety**
  A superior safety program can have positive ripple effects for both employees and members. Find out how to build a safety program that really works.

- **Sustaining Strong Cooperatives**
  Learn how cooperatives have developed support for increased member investment and significant leadership development programs.

The Farmer Cooperatives Conference is a national conference highlighting the latest strategic thinking on current cooperative issues and trends. Organized by the University of Wisconsin Center for Cooperatives with assistance from a national planning committee of business and academic experts, this conference is made possible through the strong support of leaders in the agricultural cooperative sector. We appreciate their commitment.

The Farmer Cooperatives Conference has the generous support of these sponsors:

**STAR PARTNERS: $10,000 and above**
CoBank

**CONFERENCE PARTNERS: $5,000 - $9,999**
CHS

**PROGRAM SUPPORTERS: $2,000 - $4,999**
Dorsey & Whitney LLP
Farm Foundation
GROWMARK
Land O’Lakes
Lindquist & Vennum
NCFC Education Foundation
Stoel Rives LLP

**GENERAL SUPPORTERS: $1,000 - $1,999**
CliftonLarsonAllen LLP

Thank you to the **Ralph K. Morris Foundation** for its support through scholarship funding.

The University of Wisconsin Center for Cooperatives is an interdisciplinary center that combines the resources of the University of Wisconsin–Madison and the University of Wisconsin Extension to foster understanding about cooperatives.

Don’t miss your opportunity to be part of this important event!
Thursday, November 8, 2012

7 – 8 a.m.  Registration and Continental Breakfast

8 – 9 a.m.  Economic Overview
A current economic analysis, with a focus on agricultural markets.
BILL LAPP, President, Advanced Economic Solutions

9 – 10 a.m.  The Policy Environment: What’s on the Horizon?
With all eyes on Washington during this election week, our speakers will offer their perspectives on the policy environment, the Farm Bill, Capper Volstead, and the upcoming year.
CHUCK CONNER, President & CEO, National Council of Farmer Cooperatives
MICHAEL LINDSAY, Partner, Dorsey & Whitney LLP

10:30 – 11:45 a.m.  Valuing Cooperative Businesses in Mergers and Acquisitions
Panelists will discuss case studies, experiences, and best practices in co-op business valuation for purposes of merger or acquisition.
TIMOTHY MUEHLER, Partner, CliftonLarsonAllen LLP
Other speakers TBA

12 – 1 p.m.  Lunch  Sponsored by GROWMARK

1 – 2 p.m.  Building a Culture of Safety in Your Cooperative
Evaluation and education are the building blocks of a culture of safety. The speakers will discuss a partnership between local cooperatives, DuPont, and the University of Minnesota to create a successful program.
MICHAEL BOLAND, Koller Professor and Director, University of Minnesota Food Industry Center
TODD LUDWIG, President & CEO, WFS Cooperative

2:30 – 3:45 p.m.  Sustaining and Leading Your Cooperative Business
Panelists will discuss successful initiatives to educate members on the value of investing in their cooperative and participating in cooperative leadership.
MARK GRAUPMAN, Corporate Controller, Foremost Farms USA
OVE HANSEN, Corp. Secretary and Director, Member Relations, Gay Lea Foods Co-operative

Friday, November 9, 2012

7 – 8 a.m.  Continental Breakfast

8 – 9:15 a.m.  Cooperatives in a Global World
Panelists will discuss trends to watch in the global marketplace, with a focus on the role of policy and partnerships.
CAROL KITCHEN, SVP, General Manager Global Dairy Ingredients, Land O’Lakes
BRETT STUART, Founding Partner, Global AgriTrends
DOUG WILSON, CEO, Cooperative Resources International

9:45 – 11 a.m.  Cooperative Renewal: the CBH Story
The CBH Group handles and markets grain for its member producers in Western Australia. They are Australia’s leading grain exporter, with total assets of $1.6 billion.
TERRY CUNNINGHAM, Company Secretarial Services Manager, CBH Group, West Perth, Australia

11 a.m. – 12 p.m.  Review of the International Year of Cooperatives: Lessons for the Future
MICHAEL COOK, Professor and Robert D. Partridge Chair, University of Missouri-Columbia (invited)

Adjourn
Register by October 11 for Early Registration savings!

For online registration: [www.uwcc.wisc.edu](http://www.uwcc.wisc.edu). For registration questions and mail-in registration forms: CALS Conference Services, (608) 263-1672.

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<td><strong>Full Conference / November 8-9</strong></td>
<td>$405 per person</td>
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Please note that registration refunds cannot be made for cancellations received after October 31, 2012. Substitute registrations are accepted.

Conference dress is business casual.

### Conference Location and Accommodations

**Radisson Plaza Hotel Minneapolis**
35 S. Seventh St., Minneapolis, MN 55402
(612) 339-4900 | (800) 333-3333 | www.radisson.com

- Conference attendees are responsible for their own hotel reservations at the Radisson Plaza Hotel Minneapolis. A special conference room rate of $143 per night for single or double occupancy, plus 13.4% tax, is available for a limited number of reservations made [on or before October 16, 2012](http://www.uwcc.wisc.edu). Refer to Farmer Cooperatives Conference when making the reservation to get the special rate.
- Self-parking is available in the heated Plaza VII ramp directly beneath the hotel, with elevators leading to the lobby. The ramp entrance is on Seventh Street. Self-parking is $19 per day Sunday through Friday. Valet parking is available 24 hours for $25 per day.
- The hotel is located about 12 miles from the Minneapolis-St. Paul International Airport, which is about a 20-45 minute drive depending on traffic.
- SuperShuttle service is available for approximately $19 one way, or $36 roundtrip from the airport. Taxi fares are approximately $35 one way from the airport to the hotel. The hotel’s website has useful links to maps, directions and other information.
- For more information on accommodations, call CALS Conference Services at (608) 263-1672.

For conference updates, visit the University of Wisconsin Center for Cooperatives website: [www.uwcc.wisc.edu](http://www.uwcc.wisc.edu).

### What others have said about previous conferences:

- “Have been impressed with this conference and past conferences I have attended with you.”
- “My money and time were well spent!”
- “Very well run and organized. Great speakers and timely information.”
- “An excellent venue for interacting with agricultural co-op professionals about important topics affecting co-ops.”

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### Scholarship Information

Scholarships may be available through the Ralph K. Morris Foundation Cooperative Leadership Fund. Please visit their website at [www.ralphkmorrisfoundation.org](http://www.ralphkmorrisfoundation.org) for more information.

Consider attending the NCERA-210 workshop, immediately preceding the Farmer Cooperatives Conference at the same location.

**November 7, 2012**
Radisson Plaza Hotel Minneapolis

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.ncera.aae.wisc.edu](http://www.ncera.aae.wisc.edu).