NOVEMBER 7–8, 2013

16TH ANNUAL FARMER COOPERATIVES CONFERENCE

Leading Change: Strategies for the Future

RADISSON PLAZA HOTEL • MINNEAPOLIS, MN

Presented by:
Center for Cooperatives
UNIVERSITY OF WISCONSIN–MADISON
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 Inc.

**PROGRAM SUPPORTERS:** $2,000–$4,999
Dorsey & Whitney LLP
Farm Foundation
GROWMARK
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Lindquist & Vennum
NCFC Education Foundation
Stoel Rives LLP

**GENERAL SUPPORTERS:** $1,000–$1,999
CliftonLarsonAllen

*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.
Leading Change: Strategies for the Future

Be a part of the 16th Annual Farmer Cooperatives Conference, where top-notch, thoughtful analysis of cutting-edge issues will give you and your colleagues the tools to better manage and lead your cooperative into the future.

- **Global and domestic economic trends**
  How are they shaping cooperative strategic business decisions?

- **Finance**
  How are cooperatives handling equity capital?

- **Domestic policy**
  What’s the latest news on the Farm Bill and energy policies?

- **Technology**
  How can integrated data analysis boost co-op productivity and efficiency?

- **Consumer-driven markets**
  What are the trends and how will they affect production agriculture?

The Farmer Cooperatives Conference provides a forum for cooperative directors, managers, and those doing business with agricultural cooperatives to learn and exchange ideas with policy, research, and legal experts about issues currently affecting the agricultural cooperative community.

Don’t miss your opportunity to be part of this important event!
Thursday, November 7

7–8 a.m.  Registration and Continental Breakfast

8–9:45 a.m.  Capitalizing Cooperatives
Innovations, challenges and opportunities: a look at the latest strategies to handle equity capital for strategic growth.
  CARL CASALE, CEO, CHS Inc.
  RON MCFALL, Partner, Stoel Rives LLP
  JEFF STROBURG, President and CEO, West Central

9:45–10:15 a.m.  Break

10:15 a.m.–12 p.m.  Structural Changes at Glanbia: Members Increase Their Ownership in the Firm
Glanbia co-op, an international nutritional solutions and cheese group, transferred 7% of its joint-venture holding to its own members in a spin-off approved in 2012.
  LIAM HERLIHY, Board Chair, Glanbia Co-operative Society, Ireland
  MICHAEL BOLAND, Koller Professor and Director, University of Minnesota Food Industry Center

12–1 p.m.  Lunch
Sponsored by GROWMARK

1–1:45 p.m.  Policy Update
A perspective on the policy environment, the Farm Bill, Capper Volstead, and the upcoming year.
  CHUCK CONNER, President and CEO, National Council of Farmer Cooperatives

1:45–3 p.m.  Renewable Fuels: Economics and Public Policy
Policy and market trends and the impact on the outlook for ethanol.
  TOM BUIS, CEO, Growth Energy
  DOUGLAS DURANTE, Executive Director, Clean Fuels Development Coalition
  RICK SCHWARCK, President, Absolute Energy, LLC
  MICHAEL WEAVER, Partner, Lindquist & Vennum
3–3:30 p.m.   Break

3:30–4:30 p.m.   Leveraging Your Data for Success
How integrated data analysis can boost cooperative productivity and efficiency.
   GEORGE OLNEY, COO, iRely
   LARRY ROMAULD, CFO, CRI Inc.

5:30–6:30 p.m.   Reception
Sponsored by CoBank

6:30–8:30 p.m.   Dinner and Speaker
Sponsored by Ralph K. Morris Foundation
"The Great Surge in Global Development"
   STEVEN RADELET, Distinguished Professor in the Practice of Development, Georgetown University

Friday, November 8

7–8 a.m.   Registration and Continental Breakfast

8–9:30 a.m.   What’s Ahead for the Economy?
Perspectives on domestic and global economic conditions, focusing on agriculture.
   DERMOT HAYES, Pioneer Chair of Agribusiness, Iowa State University
   JOE MAHON, Economic Analyst, Federal Reserve Bank of Minneapolis

9:30–10 a.m.   Break

10–11:30 a.m.   Agriculture in a Global and Consumer-Driven World
The influence of consumer-driven market trends on production agricultural practices.
   MOLLY JAHN, Professor, Laboratory of Genetics and Department of Agronomy, University of Wisconsin–Madison
   CHRISTINE WALSH, VP, Sales and Marketing, Point Zero Retail

Adjourn
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. A special conference room rate of $145 per night for single or double occupancy, plus 13.4% tax, is available for a limited number of reservations made on or before October 15, 2013. Refer to "Farmer Cooperatives Conference" when making the reservation to get the special rate.

- Make hotel reservations by contacting the Radisson Plaza Hotel Minneapolis at (800) 333-3333 or (612) 339-4900. Or, to make reservations online, visit the hotel’s conference webpage: www.radisson.com/minneapolis/farmercoops.

- 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 $18 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 conference updates, visit www.uwcc.wisc.edu.

What others have said about previous conferences...
- High level of speakers and panels; you attract excellent people.
- Top-notch speakers, with deep knowledge of strategy.
- Timely information for the co-op/business world.
- Great conference, accommodations, and people.
- Cost is very reasonable. This is a high-quality program, created in the heart of the co-op world.
Register for the full conference by October 10 to take advantage of Early Registration savings!

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

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<th>Early Rate</th>
<th>Regular Rate</th>
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<tr>
<td><strong>Full conference / November 7-8</strong></td>
<td>$405 per person</td>
<td>$450 per person</td>
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<td><em>Includes continental breakfast, lunch, reception and evening banquet on November 7, continental breakfast on November 8, breaks and materials.</em></td>
<td>$370 per person (2 or more)</td>
<td>$405 per person (2 or more)</td>
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<td><strong>November 7 only</strong></td>
<td>$315 per person</td>
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<td><em>Includes continental breakfast, lunch, breaks and materials.</em></td>
<td>$50 per person</td>
<td>$180 per person</td>
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<td><strong>November 8 only</strong></td>
<td>$50 per person</td>
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<td><em>Includes continental breakfast, breaks, and materials.</em></td>
<td>$180 per person</td>
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Please note that registration refunds cannot be made for cancellations received after **October 31, 2013**. Substitute registrations are accepted. Conference dress is business casual.

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

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

**November 6, 2013**
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).