

Program Description for CPE Credits
Intersection between Governance, Finance, and Strategy

February 1, 2018

National registry sponsor #139346

The Intersection between Governance, Finance, and Strategy course will introduce participants to approaches towards business management and organization which lead to good decisionmaking for the long term interests of agricultural cooperatives and their members. This course is a good introduction for any CPA who works directly with a cooperative board of directors.

The first portion, **The Four Ps to Cooperative Success: Purpose, Planning, Perseverance, and Performance** leads participants to understand and communicate your primary reason for existence and your unique place in the market, and describes how your reason for existence should drive your core values, secondary values, and aspirational values. Participants will create a compelling yet practical strategy with an approach that breaks down strategy from the 30,000 foot perspective to the interrelated activities that make your strategy achievable. This is complemented with a session on Long-term financial planning strategies relevant to cooperatives: balancing debt solutions, managing equity/debt, and cash flow.

The second portion, **Taking Your Board to the Next Level** focuses on alignment between directors on the board, with the CEO, with Strategy, and with Member Interests. This session helps participants understand the board's key roles and responsibilities, provides examples of efficient processes for managing the relationships between directors, with the CEO, and membership. The finance portion of this training covers strategies for aligning assets with the core membership needs, maximizing profits through efficient operations, managing the balance sheet for liquidity, solvency and adequate reserves and distributing all residual cash to members through cash patronage and equity retirement.

Our evening session will provide a **2018 Federal Tax Bill Update** will provide early analysis of the new federal tax laws which were passed on 12/20/17, and will touch upon changes to Section 199 (Domestic Production Activities Deduction), interest expense limitations, and other provisions that impact coops and their members

Participants will:

- Understand how practices in the board room can be directed towards ensuring the cooperative stays focused on achieving its mission
- Understand the relationship between cash and allocated patronage, revolving equity periods, and ROE (return on equity)
- Learn how strategies for managing equity help fulfill cooperatives' mission.
- Understand how the federal tax bill

To register for this session, go to <http://www.cccd.coop/events/2018-agricultural-cooperative-directors-and-executives-leadership-training-program>. In order to be awarded the full credit hours, you must be present, registering your attendance and departure on the attendance sheets at the registration desk.

Participants will earn 4.0 credits in Business Management and Organization 2.0 total CPE credits in Finance, and 0.5 in Taxation

Prerequisites: None

Advanced Preparation: None

Delivery Method: Group Live

Program Level: Basic

Who Should Attend: CPAs in cooperative firms who report to board of directors, especially farmer and consumer owned cooperatives.

Refunds: Requests for refunds must be received in writing by January 24 and will be subject to a cancellation fee of \$40. No refunds will be granted after January 25, 2018. For more information regarding refund, complaint, and/or program cancellation policies please contact our offices at 530-297-1032.

Cancellation: In the event of circumstances beyond the control of CCCD, including but not limited to inclement weather, flight cancellations, and delays which prevent a particular session to occur, CCCD will credit registrant with future Director and Executive Training program registration. Cancellation notice will be provided by email to the email associated with the participant's registration

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