

AGRICULTURAL COOPERATIVE DIRECTORS AND EXECUTIVES LEADERSHIP PROGRAM



JANUARY 30-31

Join us in building on the educational programs we've provided to California Co-ops since 2008



WHAT TO EXPECT

CASE STUDIES

- Sun-Maid Growers
- All West Sires & Select Sires
- Malin Potato Cooperative

CCCD Members:
\$350 both days | \$200 individual days

Non-Members:
\$425 both days | \$250 individual days

Register online at:
<http://ccd.coop/events>

Contact CCCD at 530-297-1032



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EVENT
Clovis Veterans Memorial District
808 4th St, Clovis, CA 93612

HOTEL
Comfort Inn | Clovis, CA
Reservation Phone: (559)299-9994
Hotel rooms must be reserved by January 8 for special rate of \$124 per night

California Center for Cooperation Development
979 F Street, Suite A1
Davis, CA 95616

NONPROFIT	_____
ORGANIZATION	_____
U.S. POSTAGE	_____
PAID	_____
PERMIT NO. 119	_____

PROGRAM OVERVIEW

Thursday, January 30

General presentation:

Update on legal issues relating to Agricultural Cooperatives and Guidance on compliance with Cooper-Volstead law for cooperative boards, officers and counsel.

Followed By:

Track A:

Evaluating and planning for mergers and acquisitions

Organizing your team for an acquisition/merger.

Funding of mergers and acquisitions.

Some examples that we can learn from

Financial aspects of Mergers and Acquisition

Track B:

Board engagement

CEO succession as a special case of engagement

Identifying the successor

Board actions in seeking a successor

Observations on CEO succession planning (or lack of)

Friday, January 31

Single Track:

Sun-Maid Growers is the world's largest dried fruit marketer. This case describes the new marketing strategy used by the cooperative to promote dried fruit, and in particular raisins.

All West/Select Sires has supplied livestock breeders since 1941 with America's best genetics at a reasonable price. This case describes the bovine genetics industry and how All West's membership in the federated cooperative Select Sires has successfully met member expectations.

Malin Potato Cooperative declared bankruptcy after 55 years in 2015. This case describes the potato industry and the circumstances that led to this bankruptcy.

TRAINERS AND SPEAKERS



Gregory McKee, University of Nebraska

Gregory is Professor of Agricultural Economics at the University of Nebraska. He received his M.S. and PhD in Agriculture and Resource Economics from UC Davis. His research and teaching interests are based in agricultural cooperatives, credit unions, and rural electrics, with a special interest in succession planning.



Randon Wilson, Esq.

Randon's career has focused on working with farmers cooperatives in dairy, sugarbeets, sugarcane, farm apples, tart cherries, cranberries, potatoes, onions, and eggs. He has provided guidances on more than a dozen mergers and acquisitions involving up to \$1.5B in financing.



Michael Boland, Univ. of Minnesota

Michael (Mike) Boland holds the Koller endowed Professorship in Agribusiness management at the University of Minnesota. He teaches finance, governance, and strategic thinking in boards of director leadership programs for cooperatives.



Brent Morrison is founder and principal of Morrison & Co. He has served processing, distribution, manufacturing, and other companies executive and advisor since 1981. Prior to founding Morrison & Co., Brent was CFO of Sunsweet Growers and President of

Butte County Rice Growers Association. **Shawn**

Miller leads the People Solutions services at Morrison and Co. He has extensive experience in human resources, recruiting, organizational development, and HR services in addition to over 10 years experience in operations.



Eric Krienert is Director of Agribusiness practice for Moss Adams. He is experienced in tax planning and consulting for cooperatives. He provides services related to patronage philosophy and allocation programs; equity planning; mergers and acquisitions,

joint ventures, and other combinations. **K-deep**

Dhaliwal focuses on agricultural marketing and supply cooperatives; food processors and marketers; manufacturing and distribution; **Aaron Martinez** launched the merger integration startup for Moss Adams, where he leads Strategy Articulation, Integration Readiness, Value Creation Management, Stakeholder Management, and Functional team support.