

Cooperative Notes

Official Publication of the Northeast Cooperative Council

Young Farmers Cultivate Leadership

Over 40 participants were sponsored by their cooperatives to attend the Thirtieth Annual Cooperative Future Leaders Conference held July 20-22 in Batavia, NY at the Holiday Inn. Farm Credit of Western New York was this year's host cooperative for the conference. Cooperatives that sponsored participants included: AgChoice Farm Credit, Agri-Mark, Dairy Farmers of America, Dairylea, Dairy One Cooperative, Farm Credit of Western New York, First Pioneer Farm Credit, Genex Cooperative, National Grape Cooperative, and Upstate Farms Cooperative.

The Cooperative Future Leaders Conference is co-sponsored by the Northeast Cooperative Council and Cornell Cooperative Extension. The conference provides an excellent opportunity for members and staff who are likely to be in leadership positions in their cooperatives to learn more about the unique operating features of cooperatives and current issues affecting their organizations.

Featured speakers included: Michael Gerber, CEO of Farm Credit of Western New York who led a discussion on "Staying Ahead of the Curve" including panel discussants, Peter Call, Chairman of Pro-Fac Cooperative, Richard Janiga, Director at Upstate Farms Cooperative and Robert Militello, Director at National Grape Cooperative.



Mike Gerber



Pete Call

Rick Janiga

Bob Militello

Hal Adams, a director of Farm Credit of Western New York, discussed the "Roles and Responsibilities of Cooperative Directors". Tom Cosgrove, a loan officer with CoBANK discussed "Cooperative Finance." The host couple, Patti and Kevin Daugherty as well as Cindy VanLieshout discussed "Balancing Leadership Responsibility." Craig Alexander, of O-AT-KA Milk Products, addressed "Today's Dynamic Market". The "Unique Principles and Operations of Cooperatives," was presented by Brian Henahan, senior extension associate in the Department of Applied Economics and Management at Cornell University.

The participants enjoyed a Thursday afternoon tour of a snap bean harvesting unit as well as snap bean processing at a Birds Eye Foods plant in Bergen, NY. The tour also included a visit to an impressive hydroponic tomato and pepper operation at Inter-grow Greenhouses, Inc. The Friday morning sessions involved group discussions with cooperative management and directors including: John Makjut with Agri-Mark, Ed Schoen with Dairy Farmers of America, Sandy Stauffer with Dairylea, Dani Thon with Dairy-One Cooperative, Theron Kibbe with Farm Credit of Western New York, Roger Murray with First Pioneer Farm Credit, Dave Zimmerman with Genex Cooperative, Jay Hardenburg with National Grape Cooperative,



Group visits My-T-Acres bean harvest.

Events

“Cooperative Opportunities in a Global Economy”, Eighth Annual Farmer Cooperatives Conference - November 7-8 at the Hyatt Regency in Minneapolis, MN. For more information contact the Univ. of Wisconsin Center for Cooperatives at 608-262-3981 or on the website at: <http://www.wisc.edu/uwcc/farmercoops05/>

NECC - Cornell Advisory Committee meeting - December at Cornell University in Ithaca, NY.

NECC Board of Directors - meeting at 9:00 am on December 16 at the Agri-Mark in W. Springfield, MA

2006 Economic Outlook Conference - December 6 at 10:00 a.m. Kennedy Auditorium, Cornell University, Ithaca, NY. Sponsored by the Department of Applied

Economics and Management. For more information, contact Linda Putnam at 607-255-8429 or ldp2@cornell.edu on the web at: http://www.aem.cornell.edu/outreach/conferences/economic_outlook.htm

National Council of Farmer Cooperatives Annual Meeting - January 19-21, 2006 in New Orleans (tentatively). For more information contact NCFC at 202-626-8700 or at their website: www.ncfc.com

NECC Cooperative Leaders Forum and Annual Meeting - March 15-16, 2006 held in conjunction with CoBANK's regional customer meeting at The Wyndham Syracuse. For more information, contact Brian Henehan at 607-255-8800 or at <http://cooperatives.aem.cornell.edu>

Cooperative Opportunities in a Global Economy

The 8th annual Farmer Cooperatives Conference will be held November 7 and 8, 2005 at the Hyatt Regency in Minneapolis, Minnesota. The objective of the annual conference is to assemble cooperative leaders and academics to stimulate critical thinking and exchange ideas on how domestic, global and industrial trends are impacting cooperatives, and to hear how some cooperatives are responding to these trends. The conference is offered through the University of Wisconsin Center for Cooperatives with several sponsors representing cooperative trade associations and cooperatives.

The conference theme varies from year to year. This year the conference will focus on *Cooperative Opportunities in a Global Economy*. All cooperatives are impacted by the globalization of agriculture, whether they are locals or larger regionals. This force will become even more pervasive in the future. Agricultural cooperatives are increasingly entering the international marketplace to market commodities, value-added foods and ingredients, and to source fertilizer, energy and other inputs for farmers. Joint ventures and strategic alliances with international partners are becoming more common.

Terry Barr, Chief Economist with the National Council of Farmer Cooperatives will set the stage for the conference with a presentation on “Trends in the International Business Environment and the Implications for Future U.S. Farm Policy: Impacts on Cooperatives”. Additional speakers will discuss international cooperative membership, joint ventures with international partners, financing international business activities, entering the global marketplace, off-shore sourcing of fertilizer and other inputs, and communicating with boards of directors and members about opportunities in the global business environment. Thus, this year's conference offers topics of interest to all agricultural cooperatives. To view the entire program and for on-line registration go to www.wisc.edu/uwcc and click on Farmer Cooperatives Conference.

Co-op Month Focuses on Community Commitment

During October 2005, cooperatives celebrate their commitment to community – a core cooperative principle – as part of their annual Co-op Month observances.

Using the theme “*Cooperatives: Owned by Our Members, Committed to Our Communities*,” the National Cooperative Month Planning Committee encourages

President's Column

Roger Murray



While attending the Future Cooperative Leaders Conference in Batavia, I couldn't help but feel rejuvenated. The program was quality from top to bottom, with excellent presentations from sponsoring cooperatives. The host couple, Patti and Kevin Daugherty took a more active and involved role and were excellent. I want to give a special thank you to Farm Credit of Western NY for sponsoring the event and bringing in some great farmer-director speakers. If you didn't sponsor a few couples to this event you missed a great opportunity for leadership development.

As I looked over the attendees some thoughts concerning the future of cooperative boards in the Northeast.

- ◎ First, more women are needed on our boards. Based on the quality of those present, we've got some great candidates in training.
- ◎ Second, more youth is needed also. To encourage this we'll need to be more flexible at the board level and home on the farm.

Each year, for the past 30 years, the NECC plants some seeds in prospective young future leaders to take a more active role in their cooperative. Don't you think its time to start harvesting some of that investment? Make sure your board has proper representation from the membership base of the future. Be sure to include some of these fine women and men in your next nomination process. Is it time your board got "rejuvenated?"

co-ops to stress their community involvement, economic development activities, employment and other community contributions in their celebrations for the month, marked annually since 1930.

October is the time to tell others just how much co-ops are doing throughout America's cities and towns. On this site, you'll find tons of information and materials that will help you do that. www.co-opmonth.coop

Community.



Lots of businesses talk about their commitment to community. For cooperatives, it's more than talk. It's what we're all about.

We're owned by our members, and we work in almost every economic sector: housing, retail, financial, health and child care, utilities, and agriculture.

We're in it for the long haul... strengthening communities through jobs, service and community involvement.

OCTOBER IS CO-OP MONTH



Cooperatives.
Owned by Our Members,
Committed to Our Communities.

Young Farmers Cultivate Leadership

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Richard Moyle with Steuben Rural Electric Coop., Bill Young with Upstate Farms Cooperative and Bob Smith with CoBANK. At the end of the conference on Friday afternoon, a smaller group also toured Lamb Farms.



2005 Future Leaders Conference attendees.

Photos by Bruce

The Cooperative Leadership Conference has, over the years, provided past participants with a solid foundation for becoming today's cooperative leaders. This conference provides a productive investment towards developing talented leaders into the future.

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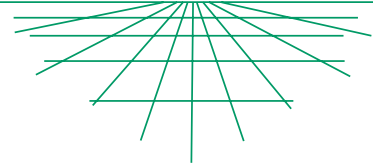
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NECC

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Agri-Mark Inc.
Methuen, Mass.

CoBANK, ACB
Springfield, Mass.

Dairy Farmers of America
East Syracuse, N.Y.

Dairylea Cooperative Inc.
East Syracuse, N.Y.

Dairy One
Ithaca, N.Y.

Farm Credit of Maine, ACA
Auburn, Maine

Farm Credit of Western New York, ACA
Batavia, N.Y.

First Pioneer Farm Credit, ACA
Enfield, Ct.

Genex Cooperative, Inc.
Ithaca, N.Y.

Lowville Farmers Cooperative Inc.
Lowville, N.Y.

Maine Potato Growers
Presque Isle, Maine

National Grape Cooperative Association,
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Westfield, N.Y.

New York State Rural Electric Association
Hartwick, N.Y.

O-AT-KA Milk Products Cooperative Inc.
Batavia, N.Y.

Ocean Spray Cranberries, Inc.
Lakeville-Middleboro, Mass.

Pro-Fac Cooperative
Rochester, N.Y.

Stamford Farmers Cooperative
Stamford, N.Y.

United Cooperative Farmers, Inc.
Fitchburg, Mass.

Upstate Farms Cooperative, Inc.
Leroy, N.Y.

Yankee Farm Credit, ACA
Williston, Vt..

To learn more about NECC or read past
issues of "Cooperative Notes" visit the
NECC Web pages at:
www.cooperatives.aem.cornell.edu/necc/

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