

# TACC NEWSLETTER

## TEXAS AGRICULTURAL COOPERATIVE COUNCIL

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### OFFICERS

President

**Suzy Davis**

Brownfield Farmers Co-op Station  
Brownfield, Texas

Vice President

**Brian Lehrmann**

Ropes Farmers Co-op Gin  
Ropesville, Texas

Secretary

**Tony Morton**

PYCO Industries, Inc.  
Lubbock, Texas

Immediate Past President

**James Massey**

Valley Co-op Oil Mill  
Harlingen, Texas

### STAFF

**Tommy Engelke**

Executive Vice president

**Christy Lewis**

Director of Member Services

**Jessica Minter**

Administration and  
Communications Assistant

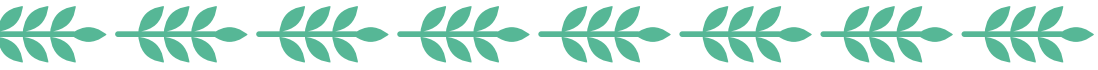


## ACADEMY IN COOPERATIVE EXCELLENCE PROGRAM

### GEARS UP FOR A SECOND YEAR

At the end of the month, TACC staff along with speakers, and emerging leaders will gather at the Inn on Barons Creek in Fredericksburg for the Texas Academy in Cooperative Excellence Program. This is a three-day conference focused on connecting the dots with the newer generation of farm families and co-op leaders by introducing them to alternative business structures, with a special emphasis on the farmer-owned business model. The theme of this conference, "Farmer Ownership: It Comes with Responsibilities and Commitment," will set the tone for the development of not only the speaker line up, but the delivery methods as well.

Notable speakers on the program include: a South Texas and West Texas co-op board president, a co-op CPA, professors, co-op attorney, a banker, economist, co-op CEO's, and a trade association representative. If you wish to enroll a couple or have questions about the school, call our office.



## NEW FARM STORE SUMMIT SET FOR FREDERICKSBURG

What started as a routine field contact swing to South Texas co-ops a number of weeks ago, has now blossomed into a full-blown collective effort to host a "Farm Store Summit" in an initial attempt to restore greater profitability to farm supply operations. Subsequently, more calls were made to central and west Texas stores to gauge the feasibility of such an event. EVERYONE was encouraged by the concept! To date, 38 people are registered!

Based on a very successful initial roundtable held on this subject a few weeks ago, we developed the two half-day agenda. Basically, the first day will allow each co-op to share their challenges and how they conduct their respective farm store operations (and allow participants to ask questions), followed by dinner --- which is where many private conversations will occur. The next day, is loaded with talent outside the co-op culture and some successful businessmen, which should offer participants alternative ways of doing business. These speakers include a representative from HEB grocery stores, a regional hardware vendor supplier and a respected co-op manager successful at running a farm supply store. We will conclude the meeting by recapping the two-day event, and with Gary McLaren's legal help, determine the proper direction in the future.



## JOINT COOPERATIVE MEETING

TACC's annual Joint Cooperative Meeting will be held March 15-17 in The Woodlands, Texas at The Woodlands Resort. This year's theme, "Co-ops: Providing the Mechanism to Move Agriculture," captures how cooperatives can restore profitability and a confidence in agriculture! The very nature of the co-op business structure---farmer-owned, farmer-directed, a shared-recipient of margins---gives members a powerful advantage in a risky sector of the economy.

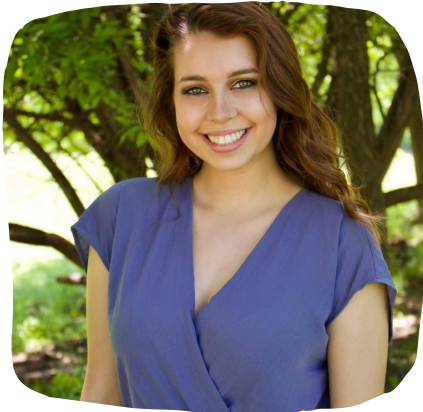
Keynotes include a well-known advocate for farmers, a noted ag economist, and a high-flying Navy Seal with expertise in leadership in high-risk, high-consequence environments. Breakout sessions cover labor, legal, and tax issues facing co-ops, and a debut of TACC's results from our 2019 Compensation Study.

## COMPENSATION STUDY: WE NEED YOUR HELP!

TACC is once again conducting a co-op compensation study. Hard copy survey forms were mailed at the end of last year to all local ag co-ops in Texas or can be downloaded from TACC's website.

Please complete the forms and return them to co-op CPA Greg Taylor in Lubbock (address is on the survey). Download survey: <https://texas.coop/resources/>

## TACC WELCOMES NEW STAFF MEMBER



TACC is happy to announce that we have filled the Administrative and Communications Assistant position we have had vacant since July 1 with the departure of **Whitney Curry** to PCCA in Lubbock. She is **Jessica Minter**, a December 2019 animal science graduate of Texas A&M University. Raised as the oldest of six kids on a cow / calf operation just outside of Mt. Vernon, Texas, Jessica was active in FFA and showed goats. During the Fall of 2018 she was a U. S. Congressional Intern in Washington, D. C. for her hometown congressman, R) U. S. Congressman John Ratcliffe of Rockwall.

Jessica was also an intern at the Houston Livestock Show and Rodeo in 2017, 2018 and 2019 communicating best animal practices to audiences throughout the show and coordinating educational exhibits. As an on-campus job, she worked in the call center of the Association of Former Students for nearly two years; eventually being promoted to supervising 85 student callers. She comes with a combination of factors & energy that should allow TACC to expand services in a number of areas. Passionate about being an "advocate" for the industry, Jessica is very excited to be working for an organization that positively represents producers.

## SUPPORT YOUR TACC-PAC DURING FUNDRAISER FEBRUARY

TACC-PAC will be heading up a new campaign in February to raise funds in support of PAC activities and your representation in Austin. People join cooperatives largely because there is power in numbers --- bargaining power. The same can be said of electing good people. The very nature of the cooperative structure, makes it an effective tool for government policy action! As such, years ago, TACC - PAC (political action committee), began a new process to recruit dollars to aid those in campaign elections who speak the farming and ranching language.

They did it by establishing the Charlie Award for those co-ops whereby each director in a co-op & the general manager gave a minimum of \$100 annually & the total came to at least \$1,000. They also created the 100% Club for those co-ops whereby the same group of farmers annually gave \$25 each. For those who believe in the process to elect people understanding ag, but are not on the board of a co-op, they can contribute \$100 individually to the group known as "Capitol Solos".

Today, more co-ops want to further that process, but just don't know how. Giving so little to something so immediate, can make a huge impact or said another way, contributing politically in a small way when combined with others can move mountains. If you want to be a part of the story and what so many others are wanting to do, simply call TACC (512-450-0555) and we will walk you through the process --- no forms to fill out, no bureaucratic hoops to jumps through, no background checks necessary!



THOSE CO-OPS EARNING THE CHARLIE AWARD IN 2020 WILL RECEIVE THIS 12" X 18" METAL SIGN!

## NOTICE OF NSAC MEETING

The National Society of Accountants for Cooperatives Texas Chapter will be holding their spring meeting February 20-21 in Fredericksburg, Texas at the Inn on Barons Creek (830-990-9202). The room block rate of \$99 is good until the cut-off date of Monday, January 20.

Office and bookkeeping professionals at both the local and regional co-op level and those CPAs that work in co-op audit firms are encouraged to attend. More information regarding the meeting will be forthcoming. Russ DuBose, with D. Williams and Company CPA firm in Lubbock (806-785-5982), serves as president of the Texas Chapter. This is a great occasion to receive required CEU credits for those who need them.

# Texas Agricultural Cooperative Council's **DIRECTOR DEVELOPMENT PROGRAM**

## "Co-ops: An Additional Tool to Make It in Agriculture"

- Allowing a co-op to send one "emerging leader" in their co-op FREE of charge to the program.
- An interactive session on a co-op manager's expectations of a co-op director.
- A premier ag banker dealing with financing ag in a stressed economy.
- A session on disruptions impacting board governance.
- This is a "one-stop-shop" program to get all of your questions answered with a co-op banker, CPA, attorney, and academician available throughout the day!

Co-op general managers are encouraged to attend as well--and usually do! We are holding a block of hotel rooms for your use. Should you need hotel assistance, please call TACC at 512-450-0555.

Don't worry with the \$125 director registration for now. We will simply bill you after the fact. We hope you make it a priority to encourage you and your board to come next month.

In last year's official invitations to the co-op director training, a point was made that to sit on a co-op board, entrusted with a multi-million dollar business and owned by many others, you have no annual training obligations. Yet, in a business sense, most legal experts would argue that any organization is legally exposed and at risk if the directors do not receive some degree of annual business training.

A RESPONSE BY WEDNESDAY, JANUARY 29TH to TACC AT 512-450-0555 WOULD BE APPRECIATED, BUT WALK-INS ARE ALSO WELCOME

### **Amarillo**

**Monday, February 3**

Holiday Inn- West Medical Center  
8231 West Amarillo Boulevard  
Amarillo, Texas 79124  
(806) 322-4777

### **Lubbock**

**Thursday, February 6**

USDA-ARS Plant Stress Lab  
3810 4th Street  
Lubbock, Texas 79415  
(806) 749-5560

## BOARD LEADERSHIP POSITIONS OPEN ON TACCs EXECUTIVE COMMITTEE

Want to have a more pronounced say in the direction of the State Co-op Council? Now, is your chance.

Between now and TACCs Joint Cooperative Meeting on March 15 - 17 at The Woodlands near Houston, you have the opportunity to place your name in nomination to be elected to its executive committee by virtue of one of its Divisions: Cotton, Allied and Grain (for farm supply, grain & dairy co-ops), Services (for insurance, banking and co-op resource individuals).

Ballot information was sent out on January 14th and you have until January 28, 2020 to respond to TACC whether you would like to apply for a position. Call TACC for more details. The Executive Committee meets three times a year --- and on occasion, by video conference call.

### OUT AND ABOUT (SINCE DECEMBER 11, 2019)

- Spearheaded numerous projects as chair of the Texas ag lobby group known as "Texas Ag Council," including a tour of the Port of Houston, facilitating a long-range plan, and hosting numerous political speakers.
- Held the December 17 TACC Executive Committee meeting. Chaired the first Texas Agriculture Council meeting of 2020 on January 8 where a strategic plan was discussed to increase the overall impact of the organization.
- Continued conducting annual dues solicitation.
- Initiated the process to elect new Division Officers for the TACC Executive Committee.
- Initiated the development of a new campaign in February to raise funds for TACC-PAC.
- Worked to recruit participants and finalized the programs for the Farm Store Summit, Academy in Cooperative Excellence, and Director Development programs in January and February.
- Initiated a process to host a fundraising event for 34-year veteran State Senator **Eddie Lucio** of Brownsville.
- Participated in a Texas Department of Agriculture sunset review process on January 15.
- Continued TACC's daily Facebook posts.

### WILL BE

- Preparing and soliciting attendees for the upcoming Texas Academy in Cooperative Excellence Program January 31-February 2 in Fredericksburg.
- Preparing an economic footprint/infographic for the Brownfield Farmers Co-op Station annual meeting in Brownfield in January.
- Coordinating registration for the Texas Chapter, National Society of Accountants for Cooperatives mid-year meeting in Fredericksburg on February 20-21.
- Attending the National Cotton Council Annual Meeting in New Orleans, LA on February 14-16, and the National Co-op Convention February 13-15 in La Quinta, CA.
- Scheduling and visiting college ag classes at 5 universities in the state in February and March.

## CALENDAR OF EVENTS

### JANUARY

- 20-21 TACC Farm Store Summit - Fredericksburg
- 31-Feb. 2 TACC Texas Academy in Cooperative Excellence Program - Fredericksburg

### FEBRUARY

- 3 TACC Director Development Program - Amarillo
- 6 TACC Texas Academy in Cooperative Excellence Program - Fredericksburg
- 11-13 National Co-op Convention - La Quinta, CA
- 14-16 National Cotton Council Annual Meeting - New Orleans, LA
- 20-21 Texas Chapter, National Society of Accountants for Cooperatives Meeting - Fredericksburg

### MARCH

- 8 Daylight Savings Time Begins
- 15-17 TACC Joint Cooperative Meeting - The Woodlands Resort, The Woodlands
- 27-29 Texas and Southwestern Cattle Raisers Association Annual Convention - Fort Worth

### APRIL

- 2-3 Texas Cotton Ginners Association Gin Show - Lubbock
- 3 Plains Cotton Growers Association Annual Meeting - Lubbock
- 10 Good Friday Holiday
- 12 Easter Holiday
- 22-24 Texas Grain and Feed Association Annual Meeting - Dallas
- 23 Triangle Insurance Annual Meeting - Enid, OK

