



COURSE 1

THE DIRECTOR'S ROLE & RESPONSIBILITIES IN TODAY'S COOPERATIVE

Monday, December 12, 2022

8:30 a.m.		Welcome and DDP Kickoff
9:00 a.m.	Section 1	What to Expect and KCC Overview <i>Brandi Miller</i> <i>Kansas Cooperative Council</i>
	Section 2	Introduction and Principles of Cooperatives <i>Dr. Brian Briggeman</i> <i>Arthur Capper Cooperative Center</i>
	BREAK	
	Section 3	Management Team – Roles of Director & GM <i>Brandi Miller</i> <i>Kansas Cooperative Council</i>
	Section 4	Getting the Most Out of a Board Meeting <i>Brandi Miller</i> <i>Kansas Cooperative Council</i>
12:00 p.m.	LUNCH	
1:00 p.m.	Section 5	Legal Foundations & Responsibilities <i>Eric Steinle</i> <i>Martindell Swearer Shaffer Ridenour, LLC</i>
	BREAK	
	Section 6	Legal Foundations & Responsibilities <i>Eric Steinle</i> <i>Martindell Swearer Shaffer Ridenour, LLC</i>
4:00 p.m.		Take Aways and Wrap-Up <i>Eric Steinle</i>

Reminder: Casino Night begins at 4:30 p.m.

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COURSE 2

THE DIRECTOR'S ROLE IN COOPERATIVE FINANCING

Tuesday, December 13, 2022

8:30 a.m.	Section 1	Cooperative Finance Foundations <i>Dr. Brian Briggeman</i> <i>Arthur Capper Cooperative Center</i>
	BREAK	
	Section 2	Cooperative Finance Analysis <i>Tobias Carson</i> <i>CoBank</i>
	Section 3	Financial Analysis Workshop <i>Tobias Carson</i> <i>CoBank</i>
	Section 4	Income Distribution Strategies <i>Dr. Brian Briggeman</i> <i>Arthur Capper Cooperative Center</i>
12:00 p.m.	LUNCH	
1:00 p.m.	Section 4	Income Distribution Strategies <i>Dr. Brian Briggeman</i> <i>Arthur Capper Cooperative Center</i>
	BREAK	
3:30 p.m.	Section 5	Equity Management Strategies <i>Dr. Brian Briggeman</i> <i>Arthur Capper Cooperative Center</i>



COURSE 3

THE DIRECTOR'S ROLE IN PLANNING & CONTROL

Monday, December 12, 2022

8:30 a.m. **Welcome and DDP Kickoff**

9:00 a.m. Section 1 **Director's Role in Strategic Planning**

- Why Strategy?
- Group Breakout Session #1 – Think Right Side, Live Left Side
- Your Strategy Needs a Culture – Clarity, Cohesion & Execution
- Key Elements of Effective Strategy

Eric Coet, Strategic Practice Leader

Peak Solutions

****Note – there will be a 15-minute break during the morning session****

12:00 p.m. LUNCH

1:00 p.m. Section 2 **Director's Role in Tracking & Monitoring Key Indicators**

- Leading Indicators vs. Lagging Indicators
- Meaningful Scoreboard
- Cadence of Accountability

Eric Coet & Michael Walton

2:15 p.m. BREAK

2:30 p.m. Section 3 **Director's Role in Internal Controls**

- Grain Risk Policy
- Credit Risk Policy
- Cash Management

Michael Walton, Lead Relationship Manager

CoBank

Reminder: Casino Night begins at 4:30 pm



COURSE 4

CEO PERFORMANCE PLANNING & EVALUATION

Tuesday, December 13, 2022

8:30 a.m.		Introductions/Welcome <i>Sara Kepley</i> <i>ProValue Insurance</i>
	Phase 1	Planning for Success: CEO Job Descriptions & Developing Performance Expectations <i>Sara Kepley</i> <i>ProValue Insurance</i>
9:30 a.m.	BREAK	
9:45 a.m.	Phase 2	Developing an Evaluation Tool: Creating & Implementing Your Own CEO Evaluation Tool <i>Sara Kepley</i> <i>ProValue Insurance</i>
	Phase 3	Communication: Strategies for Creating Open Communications between the Board and the CEO to Aid in Performance Evaluation <i>Sara Kepley</i> <i>ProValue Insurance</i>
	Phase 4	CEO Compensation Strategies: Evaluating Base Pay, Incentive Pay & Other Executive Level Pay Arrangements <i>Sara Kepley</i> <i>ProValue Insurance</i>
12:00 p.m.	LUNCH	
1:00 p.m.	Phase 5	CEO Employment Contracts: The Pro's and Con's in Today's Business Environment <i>S. Eric Steinle, Attorney-at-Law</i> <i>Martindell, Swearer, Shaffer, Ridenour, LLP</i>
1:45 p.m.	BREAK	
2:00 p.m.	Phase 6	The Board's Role in Creating Culture and Boundaries with a Multi-Generational Workforce <i>Sara Kepley, ProValue Insurance</i>
2:30 p.m.	Phase 7	Succession Planning and Recruiting a New CEO <i>Sara Kepley, ProValue Insurance</i>



DDP COURSE 5

BUILDING COOPERATIVE RESILIENCE

Monday, December 12, 2022

8:30 a.m. to 4:30 p.m.

Drury Plaza Hotel Broadview, Wichita, KS

Cooperatives and businesses across the U.S. are continually faced with new challenges every day, from labor issues, to drought, to an increasingly overburdened supply chain.

This year's Course 5 will include speakers that can prepare us for what is to come as we adjust for the future.

AGENDA ON REVERSE SIDE.



COURSE 5 AGENDA



BUILDING COOPERATIVE RESILIENCE

MONDAY, DECEMBER 12

8:30 am **Welcome and DDP Kickoff**
Brandi Miller, Kansas Cooperative Council

A Global Lap Around the World of Agricultural Commodities
Gregg Doud, VP of Global Situational Awareness & Chief Economist, Aimpoint

Break

Policy Update on the State of Federal Policy
Zachary Gihorski, Director, Government Affairs & Sustainability, NCFC

Cooperation Among Cooperatives, a Panel Discussion with Co-op Leaders

12:15 pm **Lunch**

1:00 pm **Don't Let One Loss Beat You Twice**
Phillip Kelley, Founder, Purpose-Driven Coaching & Founding Partner, PQLife

Developing the Most Important Skills for Directors
Dr. Brian Briggeman, ACCC

Break

Inside the President's Bunker, A Crisis Leadership & Decision-Making Presentation
Lieutenant Colonel Robert J. Darling, USMC

4:15 pm **Course Wrap-Up**

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