



# COURSE 1

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

*Monday, December 12, 2022*

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

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

**Co-op**



## COURSE 2

# THE DIRECTOR'S ROLE IN COOPERATIVE FINANCING

*Tuesday, December 13, 2022*

8:30 a.m.	Section 1	<b>Cooperative Finance Foundations</b> <i>Dr. Brian Briggeman</i> <i>Arthur Capper Cooperative Center</i>
	BREAK	
	Section 2	<b>Cooperative Finance Analysis</b> <i>Tobias Carson</i> <i>CoBank</i>
	Section 3	<b>Financial Analysis Workshop</b> <i>Tobias Carson</i> <i>CoBank</i>
	Section 4	<b>Income Distribution Strategies</b> <i>Dr. Brian Briggeman</i> <i>Arthur Capper Cooperative Center</i>
12:00 p.m.	LUNCH	
1:00 p.m.	Section 4	<b>Income Distribution Strategies</b> <i>Dr. Brian Briggeman</i> <i>Arthur Capper Cooperative Center</i>
	BREAK	
3:30 p.m.	Section 5	<b>Equity Management Strategies</b> <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.		<b>Introductions/Welcome</b> <i>Sara Kepley</i> <i>ProValue Insurance</i>
	Phase 1	<b>Planning for Success: CEO Job Descriptions &amp; Developing Performance Expectations</b> <i>Sara Kepley</i> <i>ProValue Insurance</i>
9:30 a.m.	BREAK	
9:45 a.m.	Phase 2	<b>Developing an Evaluation Tool: Creating &amp; Implementing Your Own CEO Evaluation Tool</b> <i>Sara Kepley</i> <i>ProValue Insurance</i>
	Phase 3	<b>Communication: Strategies for Creating Open Communications between the Board and the CEO to Aid in Performance Evaluation</b> <i>Sara Kepley</i> <i>ProValue Insurance</i>
	Phase 4	<b>CEO Compensation Strategies: Evaluating Base Pay, Incentive Pay &amp; Other Executive Level Pay Arrangements</b> <i>Sara Kepley</i> <i>ProValue Insurance</i>
12:00 p.m.	LUNCH	
1:00 p.m.	Phase 5	<b>CEO Employment Contracts: The Pro's and Con's in Today's Business Environment</b> <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	<b>The Board's Role in Creating Culture and Boundaries with a Multi-Generational Workforce</b> <i>Sara Kepley, ProValue Insurance</i>
2:30 p.m.	Phase 7	<b>Succession Planning and Recruiting a New CEO</b> <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**

**Co-op**  
Co-op logo featuring the text "Co-op" in a blue, sans-serif font with a small smile-like curve under the "o".