



# 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**

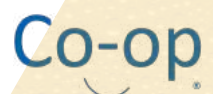
1:00 pm **Don't Let One Loss Beat You Twice**  
Phillip Kelley, Founder, Purpose-Driven Coaching & Founding Partner, PQLife

**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**





# *Casino Night is Back!*

Monday, December 12th 💰 4:30 to 7:00 p.m.

Enjoy a night of food, fun and games! Discuss and network with fellow directors while you 'roll the dice'. Drinks and hors d'oeuvres will be served all evening.

Don't know how to play? Don't worry! Experienced dealers will walk you through games like blackjack, craps, poker, or try your hand at the slots!

Each player will receive a voucher that will be redeemed for chips. Exchange your winnings for the chance to win wonderful prizes.

Spouses/guest welcome! See registration form for more details.

# 2022 KCC DIRECTOR DEVELOPMENT PROGRAM

Co-op Name \_\_\_\_\_ Headquarter City \_\_\_\_\_



**Please note the following:**

Each course is a FULL day so only 1 course can be taken each day per person.  
Attendees can only register for Course 5 IF they have completed Courses 1-4.

Course 5 attendees have the option to attend a Day 2 refresher course at no charge. Please note either Course 2 or 4 below.

Attendee Name	Email	Title	1	3	5	Casino Night	2	4	Refresher 2 or 4
_____	_____	<input type="checkbox"/> GM <input type="checkbox"/> Director	Monday			Monday	Tuesday		
_____	_____	<input type="checkbox"/> GM <input type="checkbox"/> Director	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> _____
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_____	_____	<input type="checkbox"/> GM <input type="checkbox"/> Director	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> _____

Monday, December 12th  
 Course 1: Director's Role & Responsibilities in Today's Cooperative  
 Course 3: Director's Role in Planning & Control  
 Course 5: Building Cooperative Resilience  
 Casino Night



Tuesday, December 13th  
 Course 2: Director's Role in Cooperative Financing  
 Course 4: CEO Performance Planning & Evaluation





## 2022 KCC DIRECTOR DEVELOPMENT PROGRAM

	Early Bird Pricing	General Pricing	Non-Member Pricing
Courses 1 - 4	\$295 per person, per course	\$365 per person, per course	\$600 per person, per course
Course 5	\$350 per person	\$420 per person	\$600 per person
Refresher Course	\$150 per person, per course	\$200 per person, per course	\$400 per person, per course

*Registration fee includes course materials, breaks, lunches and Casino Night.*

### EARLY BIRD REGISTRATION DEADLINE:

November 23rd

### REGULAR REGISTRATION DEADLINE:

December 1st

### SEND COMPLETED REGISTRATION FORM TO:

Kansas Cooperative Council

Attn: Jamie Boggs

PO Box 1747

Hutchinson, KS 67504

-OR-

Email to: [jamie@kansasco-op.coop](mailto:jamie@kansasco-op.coop)



### 2022 CANCELLATION POLICY

Due to venue guarantees, no refunds will be issued for cancellations received after Thursday, December 1st, including no-shows.



The Kansas Cooperative Council (KCC) staff may take photographs, videos, or electronically capture images of participants, individually or in groups, attending or taking part in KCC programs and activities. These photographs, videos or electronic images may appear in future KCC publications, correspondence, promotional materials or web postings. By registering for or attending KCC programs, participants consent to having their photograph, videos, or electronic image shown and used for such purposes. If a KCC program participant does not wish himself/herself to be photographed, videotaped or have their image electronically captured, the attendee must notify the KCC staff to that effect at the time they attend the program or activity.



# 2022 KCC DIRECTOR DEVELOPMENT PROGRAM

## *Important Info!*



### **CASINO NIGHT - MONDAY, DECEMBER 12 - 4:30 P.M TO 7:00 P.M.**

Registration for Courses 1-5 also includes an optional Casino Night on Monday evening for the attendee and spouse/guest. For planning purposes, an accurate count is appreciated. See the enclosed Casino Night flyer for more information.



### **INCLEMENT WEATHER**

The Council reserves the right to cancel courses due to inclement weather. If cancelation due to weather is necessary, phone calls will be made to co-op's general manager informing you of cancelation. Such calls will be made by 10 p.m. the night before scheduled courses. Refunds will be given to those that were registered to attend if DDP is not rescheduled or you are unable to attend at the new time.



### **LOCATION & HOTEL**

All courses will be held in Wichita at the **Drury Plaza Hotel Broadview** located at 400 West Douglas Ave. A block of rooms has been reserved for the nights of Sunday, December 11th and Monday, December 12th. To receive our group rate, rooms must be reserved by Wednesday, November 18th. Reservations made after this date will be subject to prevailing rate and availability. Attendees are responsible for making their own lodging room reservations.

Reservations may be made by calling **1-800-325-0720** and referring to the group number of **10018329**.



### **EARLY CHECK-IN**

Attendees will have the opportunity to check in on Sunday evening and receive meeting materials ahead of the Monday morning rush! Early meeting registration will be held in the hotel lobby on Sunday, December 11th. Check-in times will be announced at a later date.



### **COURSE COMPLETION RECOGNITION**

New for this year! Directors who will complete all courses 1-4 this year will be recognized during our lunch program on Monday.



### **MORE INFORMATION**

Scan the QR code to the right for more information!

SCAN ME

