

TACC Board of Directors to Meet in Downtown Austin --- The FINAL Meeting THIS year!

TACCs Board of Directors will be meeting for the final time next week --- May 8-9, 2019 --- in downtown Austin at the Holiday Inn Lady Bird Lake (20 North IH-35, Austin, Texas 78701; 512-472-8211).

Guest speakers for the second day of the upcoming meeting include State Representative R) **Phil Stephenson** of Wharton and **Charlene Heydinger**. Representative Stephenson currently serves on both the House Pensions, Investments & Financial Services and the House Corrections Committees. He will give an update on the current legislative session and bills that he is carrying --- he is sure to be a homerun hit!

Charlene Heydinger is the President of Texas PACE Authority. The Texas Property Assessed Clean Energy (PACE) Authority is a nonprofit organization that advances projects in Texas by administering a uniform commercial and industrial PACE program on behalf of local governments. Their model approach ensures local governments can establish an effective TX-PACE program quickly and economically, providing a tool for property owners to invest in more efficient infrastructure.

The divisions and committees of the Council will also meet to give direction to programs and activities. This meeting will be the beginning of the new administration with **Suzy Davis** of Brownfield Farmers Co-op Station serving as TACC president; along with four new members to the Executive Committee. As is annually done, an orientation meeting for new directors of TACC will also be held from 8:30 - 10:30 a.m. on May 8.

New directors of the council include:

- ◆ **Tim Akins**, Land O'Lakes, Lantana
- ◆ **Jeff Camp**, Tri-County Co-op Enterprises, Inc., Dodson
- ◆ **Chad Gibson**, Haskell Co-op Gin, Haskell
- ◆ **Dahlen Hancock**, New Home Co-op Gin, New Home
- ◆ **Jason Lee**, Planter's Grain Cooperative, Odem
- ◆ **Chris Looney**, CoBank, Gainesville
- ◆ **Clay Lowrance**, Lockney Co-op Gin, Lockney
- ◆ **Heather Parker**, Miller-Bowie Supply Company, Texarkana
- ◆ **Jerry Reynolds**, Tokio Co-op Gin, Tokio
- ◆ **Bryan Schrader**, Ag Producers Co-op, Bushland
- ◆ **Mark Sustarie**, Dairy Farmers of America, Sulphur Springs

TEXAS AGRICULTURAL COOPERATIVE COUNCIL

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OFFICERS

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Brownfield, Texas

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WHITNEY CURRY

Manager of Marketing and
Communications

20th Edition of the TACC Directory and Handbook --- *Coming Soon* to Your Office!

The 20th edition of the TACC Directory and Handbook will be released in mid-May following the May Board of Directors meeting. A HUGE thanks to Associate Members and friends for supporting this publication --- a total of 24 ads were placed in the Directory this year!

The TACC mobile app is up-to-date with the latest version of the Directory information and can be downloaded at any time! With the app members have access to the Directory at all times, access to a year-round calendar, meeting itinerary, and can NOW use the app to submit meeting evaluations.

If you would like to place a Banner Ad, please contact **Whitney Curry** for more information.



Revived Conference --- Excellent *Results* for the ACE Program!



The TACC staff, speakers, and emerging cooperative leaders made up the over 60 attendees that invaded the Westin Riverwalk in downtown San Antonio, Texas January 25-27, 2019 for the Texas Academy in Cooperative Excellence Program. This conference focused on connecting the dots with the newer generation of farm families and co-op leaders with a theme of “Farmer Ownership: It Comes with Responsibility and Commitment”. With an intentional set up of changing the format of this conference from the way the Council formats other conferences --- an UNintentional consequence happened --- ENGAGEMENT!

Topics included:

- ◆ “What Are the Economic Challenges Facing Today’s Farmers?” - **Dr. Darren Hudson**, Larry Combest Chair, Department of Agricultural Economics, Texas Tech University, Lubbock
- ◆ “What It Takes to Be a Competitive Farmer?” - **Dr. John Park**, Roy B. Davis Co-op Chair, Texas A&M University, College Station
- ◆ “What If One of the Ag Businesses You Rely on in Your Community, Went Away?” - **Tommy Engelke**, CEO, Texas Ag Co-op Council, Austin and **Dr. John Park**, Roy B. Davis Co-op Chair, Texas A&M University, College Station
- ◆ “Why Farmers Did and Still Do What They Do?” - **Gary McLaren**, Attorney, Phillips & McLaren, Lubbock and **Tommy Engelke**, CEO, Texas Ag Co-op Council, Austin
- ◆ “Explaining the ‘Investment’ versus ‘Returns’ Concept in Farmer-Owned Systems” - **Greg Taylor**, CPA, D. Williams & Company, Lubbock
- ◆ “The Most Asked Questions About the Farmer – Owned Business Model: A Panel” - **Gary McLaren**, Attorney, Phillips & McLaren, Lubbock, **Dr. John Park**, Roy B. Davis Co-op Chair, Texas A&M University, College Station, **Greg Taylor**, CPA, D. Williams & Company, Lubbock, **Dr. Darren Hudson**, Larry Combest Chair, Department of Agricultural Economics, Texas Tech University, Lubbock, and **Brad Johnson**, CEO, Northeast Texas Farmers Co-op, Sulphur Springs
- ◆ “How I Made the Co-op Work for Me” - **Danny Beyer**, Board President, Planter’s Grain Co-op, Odem, and **Doyle Schniers**, Board President, Wall Co-op, Wall
- ◆ “Spotlighting Co-ops for Co-ops (and Farmers) --- the Regionals” - **Kevin Brinkley**, CEO, Plains Cotton Cooperative Association, Lubbock, **Robert Lacy**, CEO, PYCO Industries, Lubbock, **Robert Swize**, CEO, Gulf Compress, Corpus Christi, and **Cody White**, Relationship Manager, CoBank, Lubbock
- ◆ “Secrets and Shortcomings: Valuable Legal Lessons Regarding Your Wishes” - **Gary McLaren**, Attorney, Phillips & McLaren, Lubbock
- ◆ “An Ag Co-op --- It’s a Business Too” - **James Deatherage**, CEO, Producers Cooperative Association, Bryan
- ◆ “The New Producer Engagement Initiative” - **Dr. Erica Irlbeck**, Associate Professor, Agricultural Communications, Texas Tech University, Lubbock

The attendees enjoyed a wine tour to the hill country, some delicious Mexican food on the Riverwalk, as well as participated in a focus group on the final day of the conference. This focus group, conducted by Dr. Irlbeck at Texas Tech University, was intended to explore their buying and decision – making habits. The results will be released during the TACC Co-op Managers Conference in Ruidoso, New Mexico --- July 10-12, 2019.

Director Development Programs --- The *Road to Achievement Begins Here!*

The 2019 Director Development Programs brought together 66 managers, directors, and other industry folks from 30 different co-ops and organizations.

The Amarillo Director Development Program was held at the Holiday Inn Amarillo West Medical Center on February 4 with 30 participants in attendance from 12 different locations. The Lubbock Director Development Program was held at the offices of PYCO Industries, Inc. in Lubbock, Texas on February 7 where 36 attendees from 18 locations participated.

Topics of discussion at both schools included:

- ◆ “What Makes a Board / CEO Work”,
- ◆ “Audits and Taxes: The Thankless, But Required Job”,
- ◆ “COPA Airlines and Your Co-op: What They Have in Common”,
- ◆ “O.K. You Now Have Your Monthly Financials. How Do We Know if They Are Good or Not?”,
- ◆ “Destination 360: Canvassing a Layer of Legal Protection Around Your Business”,
- ◆ “What You Are, Is Where You Were When”,
- ◆ “Re-Boarding: A New Twist in Effective Board Governance”, and
- ◆ “Prisoners Dilemma --- Finding the Shared Reality”.

While director and manager training are not a required, TACC continues to offer on-site, one-on-one board training at the local level, along with co-op attorney **Gary McLaren**, provide access to online “on-demand” training videos, provide a “Co-op Resource Manual”, and hold educational meetings statewide throughout the year.

April *Culminates* Many Months of State Capitol *Exposure* for COOPS

Every two years, to coincide with a State Legislative Session, TACC is consumed at the State Capitol with four high – profile political projects that benefits the entire co-op industry. Here’s a brief review of how they unfolded this year --- in chronological order ...



April 10 – For the 5th time over the last 10 years, Land O’Lakes teamed with TACC and the Texas Association of Dairymen (*made up of three regional dairy co-ops*) and conducted both a “Co-op Legislative Day” and a “Co-op Legislative Dinner” near the State Capitol. It was held at Ruth’s Chris Steakhouse. The day started with joining all the ag commodity groups for their weekly Texas Ag Council meeting near the State Capitol to review nearly 7,300 bills that had been filed to date, a tour to the State Capitol & offices, and concluded with the nice dinner that totaled 48 people. Of that amount, 16 were key lawmakers in state government and of those, many were first time participants to the light-hearted affair enjoyed by all.

April 16 – For the 8th time, spanning 16 years, the nine – member board and management of Producers Cooperative Association in Bryan left their facilities at 5 a.m., drove to the State Capitol and began 30 -minute visits at 7:30 a.m. with a variety of lawmakers including State Comptroller **Glenn Hegar** (*a member of the Bryan Co-op*), State Supreme Court Chief Justice **Nathan Hecht**, four state senators and two state representatives, along with the head lobbyist of the Texas Farm Bureau and the key point person for agriculture at the Texas Department of Public Safety.



While these visits were occurring, the local tv affiliate was in the back of the secluded room taping the entire day for later playback on the co-ops weekly Friday morning television show known as “From the Ground Up”. The show has now surpassed 1,000 episodes in its nearly 20 – year history. It is a show not intended to showcase the co-op, but rather to make a bridge of rural life with that of their urban counterparts. TACC coordinated the entire day. **James Deatherage**, a TACC past president, serves as CEO of the co-op.

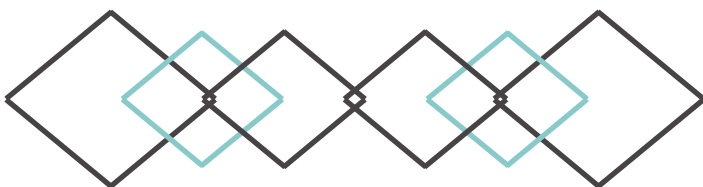
April 16 – Ever since 1991 and every two years after that, TACC has joined in with the Texas Cotton Ginners’ Association, the Texas Independent Ginners Association, and the Texas Cotton Producers group to host “Cotton Day at the State Capitol”. This years’ event featured distributing goodie bags filled with miniature cotton bales, cotton towels & accessories, and cotton information. Around 50 cotton leaders from throughout the state participated in the days’ activities. TACC participated in all phases of the day’s activities.



April 25 – Every odd-numbered year, during a State Legislative Session, 65 ag commodity groups (*Texas Ag Council*) hold a special event to spotlight the industry and to also thank the many lawmakers at the State Capitol. On occasion, the event is a BBQ dinner on the Capitol grounds, but in recent years it has been the hosting of a come and go breakfast taco meal. This year’s event was held IN the State Capitol and by the end of the morning, more than 1,500 tacos had been distributed. Ag groups also treat this as an educational opportunity and took advantage of that point all morning!

Co-op Summer Internship Program: *Tenth* Year Looking to be a *Successful* Run!

Between the months of October and April, TACC is always busy recruiting applicants, interviewing, and selecting interns for the summer co-op internship program. This year many miles were driven, five universities were visited, and approximately a thousand students were reached, all resulting in 14 applicants who were interviewed for the program. TACC is in the final stages of placing interns for the summer and are hoping to make 3-5 placements.



CALENDAR OF EVENTS

2019

May

- 8-9: TACC May Board of Directors Meeting – Austin
- 27: Memorial Day Holiday
- 27: Last day of the 86th Legislative Session

June

- 6: Plains Cotton Cooperative Association South Texas Gin Work Shop – Corpus Christi
- 23-25: Texas Cotton Ginners’ Association Summer Meeting – Grapevine

July

- 4: Independence Day Holiday
- 10-12: TACC Co-op Managers Conference – Ruidoso, New Mexico
- 15-16: Plains Cotton Cooperative Association Gin Work Shop – Ruidoso, New Mexico
- 24-26: TACC Board Chair Conference – Ruidoso, New Mexico

2019 Joint Cooperative Meeting: A *Hidden Location, Remarkable Speaker* Line-Up and *Splash of FUN!*

The 2019 Joint Cooperative Meeting at the Horseshoe Bay Resort in Horseshoe Bay, Texas was a great success! With attendance numbers similar to that of San Antonio locations, nearly 450 attendees; including spouses, guests, and children representing nearly 80 co-ops and associate members were in Horseshoe Bay.

TACC delivered an intriguing and inspiring program that included Associated Press journalist --- **Michael Graczyk** and national hero **Michael Benfante**. Graczyk spent his adulthood witnessing over 400 executions --- the most in the country --- and reporting on the events for over 30 years. Benfante earned his claim after the horrific events that shook the United States on 9/11 when he and a co-worker selflessly carried a disabled woman in a wheelchair down sixty-eight flights of stairs and of the World Trade Center North Tower to safety --- just minutes before the tower collapsed. **Arlan Suderman**, Chief Commodities Economist for FCStone Financial Inc. in Kansas City, MO also spoke. He oversees the company's commodity market intelligence efforts and provides a unique market insight on global economic trends and their implications for the commodity markets.

Supreme Court Chief Justice **Nathan Hecht** discussed the judicial system during the TACC-PAC breakfast. Justice Hecht is the longest serving member of the court in Texas history and the senior Texas appellate judge in active service. He has been elected to the court six times, first in 1988 as a Justice and most recently as the Chief Justice in 2014. In addition, the Spouses Program featured **Anita Renfro** --- a noted Christian comedian who went from a "stay-at-home-mom" to "YouTube Comedic Phe-mom-enon"! Participants also enjoyed the annual golf tournament, beautiful hill-country scenery, some wine tastings, and the 15th annual TACC-PAC Silent Auction which raised \$4,755.

During the awards luncheon, TACC recognized four distinguished leaders on Monday, March 11: Cooperator of the Year, Ginner of the Year, and two Distinguished Service Award Winners.

We are proud to announce this year's Cooperator of the Year, **Eddie Smith**, Plains Cotton Cooperative Association Board Chairmen. Smith's exceptional service and leadership will leave a lasting impression on others for years to come. He is committed to the cooperative system and dedicated to the industry. Upon graduating from Texas Tech University with a bachelor's degree in agricultural economics, Smith began farming full-time and continues to maintain a cotton, cattle and grain operation near Floydada, Texas alongside his father, Ed, and son, Eric. Eddie has served in many leadership roles throughout his lifetime including a director at Floydada Cooperative Gin, past chairmen and director of Cotton Incorporated, as well as National Cotton Council --- just to name a few!



TACC was honored to name **Ed Landry**, General Manager of La Feria Co-op Gin Association in La Feria, Texas as the 2018 Cooperative Ginner of the Year. Although Landry hasn't always lived in South Texas, he has set a golden standard for gin management in the southern part of the state. Growing up in Lubbock, Landry attended both South Plains College and Texas Tech University and then soon enlisted in the Air Force in 1973 and was stationed in South Korea, Japan, Illinois, and New Mexico. Landry began his co-op career in 1985 running the General Store at La Feria Co-op Gin. In the community, Ed has served on the first bale committee for the first bale auction, and along with wife Linda, actively involved in numerous other community activities.

This year, TACC recognized two Distinguished Service Award winners for the extensive involvement in the agriculture industry and cooperatives in Texas: **Ronnie Gilbert**, recently retired as the Senior Vice President of Marketing at PYCO Industries, Inc., and **Rick King**, a Member Service Representative for the National Cotton Council.



Ronnie Gilbert has spent 20 years of his career marketing cottonseed oil and is considered to have more knowledge about trading cottonseed oil than anybody else in the United States. Born and raised in Lubbock, Gilbert also attended Texas Tech University and graduated in 1975 with a Business Administration degree. In the early 1970's he served on Active Duty in the U.S. Naval Reserves during the Vietnam War. Beginning his notable career in 1975 at Lubbock Cotton Oil, Gilbert has served many years in distinguished roles until his retirement in 2018.

Rick King has educated and provided information to numerous ginner and others in the cotton industry for 40 years working for the National Cotton Council in membership services within the state of Texas. King graduated from Texas Tech University with a bachelor of science in agricultural education and spent some time as a vocational agriculture student teacher at Lubbock Cooper High School. He began his career at the National Cotton Council shortly after graduating college in 1979. Since that time, Rick has served in many roles throughout the industry and has been recognized for his service on a number of different occasions.



TACC: OUT & ABOUT

(since January 23, 2019)

- ✔ Held TACC's first annual Academy in Cooperative Excellence (ACE) Conference, January 25-27, 2019 at the Westin Riverwalk in San Antonio, Texas. The conference had 38 attendees representing 16 cooperatives, 11 speakers, and 5 sponsors.
- ✔ TACC conducted its annual dues solicitation process with West Texas cotton gins in January 2019.
- ✔ Initiated the development of a two-year state directory of all ag commodity legislative leadership, which was later distributed to 200-plus policymakers at the State Capitol in January 2019.
- ✔ Attended weekly legislative meetings with the Texas Ag Council where TACC serves as the chair.
- ✔ Spoke to 20 different classes composed of some 1,000 students at Texas Tech University; Texas A&M University College Station; Angelo State; West Texas A&M, and Tarleton State in the Fall and Spring for recruitment into the TACC Internship Program.
- ✔ Conducted the election process to place Division representatives on the TACC Executive Committee in January and February 2019.
- ✔ Conducted a half-day training seminars for U.S. Custom Harvesters Association on February 3 in Amarillo
- ✔ Conducted a DDP training seminar in Amarillo on February 4, where 25 people attended and a Lubbock DDP on February 7, where 29 people attended.
- ✔ Conducted strategic plans for TriCounty Producers Cooperative in Brownfield, February 21-22
- ✔ Assisted with the Cooperative Conference for Accountants, Bookkeepers, and Controllers hosted by the Texas Chapter of the National Society of Accountants for Cooperatives held in Fredericksburg on February 28-March 1.
- ✔ In March, TACC saw 11 directors retire from the board and 11 were added.
- ✔ Attended a dinner of the Texas Tech University MILE students (*an elite group of College of Agriculture students*) in Austin and spoke on advocacy on March 5.
- ✔ Spoke to the Texas Corn Growers elite leadership group, "LAND" about advocacy at a meeting at the State Capitol on April 1.
- ✔ Conducted a planning meeting for the July 10-12 Co-op Managers' Conference on April 4 in Lubbock.
- ✔ Served on the board of AgBenefits, a health insurance group in Amarillo, and attended most all of their meetings held every other month on average.
- ✔ Attended the Texas Cotton Ginners' Association Gin Show in Lubbock on April 4 and the Triangle Insurance Annual Meeting in Enid, OK on April 25.
- ✔ Assisted in numerous personnel issues, job postings, selection, and general manager evaluations.
- ✔ Produced the annual "TACC Co-op Directory and Handbook" to be distributed mid-May. The book saw 24 organizations advertise in this most recent edition.
- ✔ Developed a TACC-PAC co-op recruitment brochure that was initially distributed at TACC's TACC-PAC Breakfast on March 11 and then updated on May 2.
- ✔ Spent considerable time in private meetings and tracking central filing legislation at the State Capitol during the State Legislative Session.

Will Be:

- ◇ Assisting with hosting a junior/senior level class of approximately 30 agribusiness students from Tarleton State University to Austin on May 14.
- ◇ Assisting with hosting Ag Workers Mutual Insurance interns to Austin on May 20-22.
- ◇ Sending formal invitations and finalizing plans for the July 10-12 Ruidoso Co-op Managers' Conference;
- ◇ Holding a planning meeting to prepare for the October 30-31 TACC South Texas Cooperative Leadership Conference and Board Chairmen's Conference in Corpus Christi;
- ◇ Attending a Texas A&M Gin Engineering Chair Advisory Board Meeting in College Station on June 11-12, **Jimmy Ropplo** chairs the group but is also represented by TACC, Farmers Cooperative Compress, and Plains Cotton Cooperative Association.
- ◇ Attending the PCCA South Texas Gin Workshop in Corpus Christi, June 6 and Ruidoso, NM, July 15-16.
- ◇ Making final placement arrangements for TACC Summer co-op interns and monitoring their progress throughout the summer. 14 interns were interviewed for placement;
- ◇ Working on securing a location for TACC's Academy in Cooperative Excellence (ACE) Conference, January 24-26, 2020.