



Mid America Cooperative Council

Supported by the National Society of Accountants for Cooperatives

2017 CFO Essentials & CFO/Controller Conferences (8 CPE Credits Each)

CONFERENCES AGENDA (DRAFT)

Wednesday, November 8, 2017 – Friday, November 10, 2017

(Speakers to be Announced)

Nov. 8

- 1) **Economic Outlook:** Dr. Jim Mintert will cover the key factors that impact our cooperatives. There are many different market drivers. Dr. Mintert will cover the supply side of agricultural commodity products, as well as key international economic drivers that affect cooperatives.
- 2) **The Tax Codes Are Changing:** CliftonLarsonAllen LLP will discuss what changes have taken place in the tax code and changes that are likely to be discussed, in the future. We know that Section 199 deductions are being reviewed, and we will cover the latest on their future status.

Nov. 9

- 3) **Measuring the Performance of Your Cooperative:** How does your cooperative measure success? CliftonLarsonAllen LLP's presentation will cover different areas of financial and operational performance analysis. Certainly, ratio analysis has been used in the past, but what are the key ratios for the future? Is there a measurement for member engagement or member satisfaction? Cooperatives are a unique kind of business and we must look for a unique kind of metrics.
- 4) **Ag Credit Update:** We are all engaged in managing our cooperatives through more challenging times, due to low commodity prices. Steve Kluemper, GreenStone Farm Credit Services, will discuss the severity of our current times, estimate the length of this cycle, and offer tips on managing for success. This presentation will be covered at both the CFO and the CEO levels.
- 5) **Panel Discussion:** Approaching Risk Management Policies for Your Cooperative
- 6) **CEOs Discussing Expectations and Co-op Culture:** With tighter margins on our member/owners, we are looking for value beyond the economic benefit of cooperative patronage. This discussion will focus on the many aspects of cooperatives that are valued by its members.

Nov. 10

- 7) **IT Standards and Controls:** Blue & Company, LLC will present ways to develop the best IT standards and controls. "Every day there are breaches in IT security. Let us review best practices so that we can develop the best security policy and controls possible." (*Blue & Company, LLC*)
- 8) **FASB Update and Capital Asset Allocation Practices:** BHM CPA Group will cover our accounting updates for leases, taxes, and other standards for cooperatives. They will also cover observations for successfully managing your fixed asset allocations, for each enterprise or branch location.

Sign up for both conferences today at: www.macc.coop

Or, send us an email at: knowledge@macc.coop