

How MACC Works with Cooperative Partners

MACC works closely with Cooperative Development Partners, in both the public and private sector, some of which are listed below:

USDA - The U.S. Department of Agriculture provides cooperative development assistance with Rural Cooperative Development Grants, Business Opportunity Grants, Loan Guarantees and linking to other public agencies.

Ralph K. Morris Foundation - The Ralph K. Morris Foundation was established to perpetuate the memory of Ralph Morris and the contributions to rural America and the cooperatives movement that he made during his legal career. The Foundation has been organized by his family, friends and business associates. It was established under the nonprofit laws of the State of Minnesota for the purpose of providing development opportunities for emerging leaders expressing interest in applying and advancing the principles of cooperation.

Blooming Prairie Foundation - The Foundation, a self-sustaining non-profit organization, was created by the members of the Blooming Prairie Warehouse Cooperative with the purpose of educating and enlightening buying clubs, cooperatives and privately owned businesses. The Foundation also makes grants to non-profit, charitable organizations.

Nationwide Dunlap Grant - The awards program is administered by the Nationwide Foundation to honor George and Gladys Dunlap. Recipients are selected through a competitive grant program. The awards are funded by a \$1.2 million bequest from the Dunlaps to the Foundation.

CHS Foundation - The CHS Foundation is committed to investing in the future of rural America, agriculture and cooperative business through education and leadership development.

Coop Foundation - In good and bad times, The Cooperative Foundation is a steadfast supporter of cooperative development, research, and education. For more than 60 years, vision and generosity has guided the work of the foundation and in turn benefited cooperative members and communities.

Organic Valley - Proudly organic and farmer-owned since 1988, Organic Valley's philosophy and decisions are based on the health and welfare of people, animals and the earth. Their programs includes grants, cash and food donations, literature and our silent auction kits—created to help organizations with fundraising.

CDF - The Cooperative Development Foundation promotes community, economic and social development through cooperative enterprises. The foundation builds partnerships that create cooperative solutions to today's economic problems.

Rod Kelsay Attends

White House Community Leaders Briefing



Approximately 150 cooperative leaders from all sectors of the economy and corners of the nation met top policymakers at the White House on May 4, 2012; to discuss how their organizations spur economic recovery through job creation and ongoing investments in their local communities.

The National Cooperative Business Association (NCBA) coordinated the briefing with top White House policymakers. (See photo - Rod Kelsay, Exec. Director/MACC and Debbie Trocha, Exec. Director/Indiana Cooperative Development Center).

Prior to the White House briefing, Rod met with **John Wells, Director/ Education and Research Division, USDA; and James Wadsworth, Agricultural Economist/Program Leader, USDA**. The USDA is very interested in obtaining educational materials from MACC, regarding its' *Board Chairman Roundtable* education program. MACC partnered with Dr. Greg McKee, Director of the Center for Cooperatives at North Dakota University; to develop the Board Chairman training program. The program focuses on Governance Policies for cooperatives and Board Succession Planning to ensure continuing board quality for cooperatives, in the future. The USDA will distribute the education training materials to Board Chairman, across all sectors of cooperative businesses.

On Friday, May 4, Rod met with the Administration at the White House Community Leaders Briefing (Rod Kelsay with Debbie Trocha, Exec. Director/Indiana Cooperative Development Center). This meeting touched on many topics, including the *Rural Council Roundtable*, chaired by **Secretary of Agriculture, Tom Vilsack**. All federal agencies that are engaged in programs in rural America are members of this council.

MACC's goal is to make individuals who live in rural Indiana know they have a platform to discuss the coordination of federal programs. The cooperative leaders at the briefing informed the Administration that there are cooperative self-help approaches, to serving people's needs. As budgets get tightened, the cooperative self-help approach is a valuable alternative.

The Mid America Cooperative Council (MACC) is a multi-state, non-profit trade association for cooperative businesses founded in January of 2003. MACC members are cooperatives in the states of Illinois, Indiana, Michigan and Ohio. The association's goal is to develop a core co-op educational curriculum, and provide resources with broad accessibility. The programs and conferences are portable and disseminated at a variety of member co-ops and other locations, throughout the year.

Thanks to these 2012 MACC-Ed Sponsors and Scholarship Providers!





THE MACC TRACT

Spring 2012
Volume 13

Mid America Cooperative Council's E-News Update
Our Mission is to Promote, Foster and Strengthen the Values of Cooperatives

2012 MAC-Ed Program Offerings Brochures & Registration @ www.macc.coop

Co-ops 101

June 14	Louisville, KY	FCS Mid America
June 15	Fostoria, OH	Ag Credit
July 26	Piqua, OH	Truepointe Co-op
August 1	Mansfield, OH	Braintree
August 2	Columbia City, OH	NE REMC
Sept 6	Columbus, IN	Premier Ag
Sept 21	Louisville, KY	FCS Mid America
November 9	Louisville, KY	FCS Mid America

Illinois Co-op Youth Conference

June 7-8	Carbondale, IL	Southern IL Univ.
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Co-op Intern Program

July 19-20	Sandusky, OH	Cedar Point
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Co-op Credit Conference

Oct. 18-19	Indianapolis, IN	Four-Points Sheraton
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CFO Essentials

Nov. 14-15	Indianapolis, IN	Four-Points Sheraton
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CFO/Controller Conference

Nov. 15-16	Indianapolis, IN	Four-Points Sheraton
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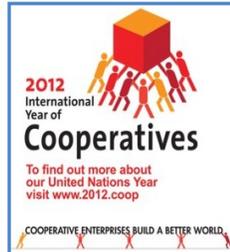
Board Chairman's Roundtable

Dec. 3-4	Springfield, IL	AIEC
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MACC Membership Meeting

Dec. 17	Columbus, OH	COBA/Select Sires
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How MACC Increases Sustainability Through Training



Education is not nearly as costly as the conflicts and failures incurred because of lack of understanding of the co-op business model. High-performing leaders know the importance of equipping directors, employees and management with the knowledge to understand their respective roles and therefore, develop and lead their cooperative with a unified approach.

MACC addresses this need through its' various cooperative education programs:

Board Chairman's Roundtable - The roundtable was instituted due to popular member demand and provides a forum for open dialog that assists co-op board chairman to share their challenges and solutions.

Co-ops 101 - A must for new and tenured employees, the session describes the history, culture and nuances of the cooperative business model.

Co-ops Intern Program - The Co-op Intern Experience is designed to generate excitement about the cooperative business model, while delivering a solid education on cooperatives and a memorable networking experience.

Cooperative Leadership Forum - This four-day co-op emersion workshop emphasizes co-op education and leadership development/management across generations.

Director Education - Understanding the director's role and how to govern cooperatives is not intuitive and likely the most difficult role in our cooperative system. Mac-Ed delivers a course curriculum in four core areas: 1) Co-op Governance, 2) Co-op Strategic Development & Oversight, 3) Keys to Co-op Finance, 4) Succession Planning for Management and Directors

Financial Programs - MACC provides the following financial programs:

CFO Conference - A two-day roundtable forum for CFOs/Controllers to discuss current issues like Equity Structure, Patronage, Revolving Equity, Fraud, Managing Financial Risk and Capital Asset Structure. The conference also discusses FASB updates, audit challenges, and current HR issues.

CFO Fundamentals - This program teaches the basics of being a true CFO to your cooperative. This series of one day programs covers methods for managing liquidity, measuring financial risk, and developing multiple borrowing reports; along with addressing debt and equity management policies.

Credit Conference - A two day program for professionals involved in credit and collections within the cooperative business model. The conference focuses on current challenges in farm credit markets such as credit scoring, credit collections, crop insurance and other risk management tools tailored for the agri-business industry.

National Discount Program for MACC Members

Effective May 1, 2012; MACC made available to it's members the **National Discount Program coordinated through FCC Services** in Greenwood Village, Colorado. Current discount programs include, but are not limited to:

- AT&T/Sprint Wireless, Long Distance and Data Services
- Office Supplies and Promotional Products
- Furniture, Kitchen & Janitorial Supplies
- Car Rental
- Dell Computers
- Clothing
- FedEx Ground & Express
- Food Suppliers Audio, Web & Video Conferencing
- Banners, Signage, Exhibit Booths, Table Throws

If you have questions about the National Discount Program, please contact Pat McFarland at FCC at pat.mcfarland@fccservices.com or (303) 721-3236.

MAC-Ed recognizes that every co-op is unique relative to its personal culture, the tenure and expertise of its employees, and the internal and relational dynamics of its board, management and staff. That is why we offer the Custom Co-op Curriculum. MAC-Ed creates training on demand, at our members' request. Call the MACC office at (317) 726-6910 for more information.