

**5th Annual CO-OP
Director Training Course
The Holiday Inn – Portland, Oregon Airport
January 10-11, 2017**

Our January 2016 Course utilized case studies to provide attendees with a forum for sharing ideas and perspectives pertinent to “real circumstances” faced by co-op boards and management. Attendees recommended continuation of this format. **Therefore, this year’s course will include presentation of six (6) case studies led by industry professionals.** In addition, the course will include a panel discussion on **How to Successfully Consummate a Merger and Acquisition Transaction** and **How to Successfully Navigate Board Dynamics**. Here are examples of the feedback received from January’s course participants.

“Loved the case study format.”
“The case studies were good at drawing out real life situations.”
“I found this year’s course to be one of the best I have attended.”
“I enjoyed the Course ... very well done.”

Certificate of CO-OP Director Leadership

Attendance at the Course counts toward earning the Certificate of CO-OP Director Leadership.

Registration

To register for the course, please complete and submit the attached registration form by **FRIDAY, DECEMBER 23, 2016**. The registration fee includes breakfasts, lunches, refreshments, speaker presentations, and course materials. The Holiday Inn – Portland Oregon Airport is holding a block of rooms for the course. Shuttle service is provided to and from the airport to the hotel. Please reference the **Cooperative Director Institute or CDI** when making your reservation (**503.256.5000**) to obtain the discounted room rate of \$92 plus tax/night including free parking. **Reservations must be made by December 23rd to obtain this rate.**

Faculty

Dr. Phil Kenkel, Bill Fitzwater Cooperative Chair, Oklahoma State University
Harvey Meier, Executive Director, CO-OP Director Institute
Michael Droke, Attorney, Dorsey & Whitney LLP
Lea Klingert, President, Alaska Fishing and Agriculture Bank (CFAB)
Grant Lundberg, CEO, Lundberg Family Farms
Bill Newbry, CEO Pacific Northwest Farmers Cooperative
Jim Wells, CEO, All West/Select Sires

We look forward to your attendance at our 5th Annual CO-OP Director Training Course.

Harvey A. Meier, Executive Director
CO-OP Director Institute
509.458.3210
harvey@harveymeier.com
www.harveymeier.com

OVER

**January 10-11, 2017
The Holiday Inn – Portland, Oregon Airport**

Course Agenda

Tuesday, January 10, 2017

- 7:30 AM** **Registration Desk Opens & Breakfast**
- 8:15 AM** **Welcome and Introductions – Harvey Meier, Executive Director, CDI**
- 8:30 AM** **How to Successfully Consummate A Merger and Acquisition Transaction**
– Harvey Meier, Phil Kenkel, Bill Newbry, Michael Droke
- 10:00 AM** **Break**
- 10:30 AM** **Case Study – 1st Round – Updating the Co-Ops Governance Structure – Phil Kenkel**
- 12:00 NOON** **Lunch**
- 1:00 PM** **Case Study – 2nd Round – The Case of Declining Fruit Tonnage – Chapter 1 – Mike Droke**
- 2:30 PM** **Break**
- 3:00 PM** **Case Study – 3rd Round – The Case of Declining Fruit Tonnage – Chapter 2 – Mike Droke**
- 4:30 PM** **Recess**

Wednesday, January 11, 2017

- 7:30 AM** **Breakfast**
- 8:30 AM** **Case Study – 4th Round – Reinvest, Refund, Redeem in a Grain and Farm Supply
Cooperative – Phil Kenkel**
- 9:45 AM** **Break**
- 10:15 AM** **Case Study – 5th Round – Transforming the Cooperative for the Next Generation
– Phil Kenkel**
- 11:30 PM** **Lunch**
- 12:15 PM** **Navigating Board Dynamics – CDI Faculty**
- 1:30 PM** **Case Study – 6th Round – The Case of the Nervous Auditor – Mike Droke**
- 2:45 PM** **Adjourn**

CDI | CO-OP Director Institute

Dedicated to Enhancing Board Effectiveness

CO-OP Director Training Course

REGISTRATION FORM

JANUARY 10-11, 2017 – Starts at 7:30 AM Tuesday/Concludes mid-afternoon Wednesday with Breakfast & Lunch provided both days.
THE HOLIDAY INN – PORTLAND, OREGON AIRPORT
8439 NE Columbia Blvd., Portland, OR
NO CHARGE FOR PARKING IN THE HOTEL'S LOT
503.256.5000 & Provide Group Code: CDI to Obtain Discounted Room
Rate of \$89/night plus tax.

For questions, contact
Harvey A. Meier, Executive Director
509.458.3210 or e-mail
harvey@harveymeier.com
www.harveymeier.com

*If more than one attendee from your organization, please
attach a list of all registrants to this registration form
[All Information is required]*

Name _____
Position _____
Cooperative _____
Address _____
City _____ State _____ Zip _____
Telephone _____ Fax _____
E-mail _____ Website _____

Seating is limited. Please register by FRIDAY, DECEMBER 23, 2016

Please make check payable to:
HARVEY A. MEIER CO.

**Mail your check and completed
registration form to:**

Registration Fee: Includes breakfasts, lunches,
refreshments, speaker presentations, and course materials.
**\$697 per attendee for registration received by
DECEMBER 23rd. Registration received after
DECEMBER 23rd is \$747 per attendee.**

**Harvey A. Meier, Executive Director
CO-OP Director Institute
410 West Nevada Street
Ashland, Oregon 97520-1043**

**Phone: 509.458.3210
FAX: 541.488.7905**

A check in the amount of \$_____ for _____
attendees is enclosed.

harvey@harveymeier.com

**Refunds will be issued for written cancellations received
by December 30, 2016. No refunds after this date.**

**The CO-OP Director Training Course is presented by
The CO-OP Director Institute**