

INSIDE

Students Attend NICE	1
Chairman’s Notes.....	2
Meet Your Director	3
Upcoming Events.....	3
New Vo-Ag Teachers.....	3
Director’s Chair	4
2007 DDP Info	5

Our Mission

The Kansas Cooperative Council exists to promote, support and advance the interests, business success and understanding of agricultural, utility, credit and consumer cooperatives and their members through legislation and regulatory efforts, education and public relations.

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Top Co-op Test Scorers Earn Honor of Attending NICE Conference in Pennsylvania



From left: FFA advisor Shane Austin, Rachel Kinsey, Katelyn Wolken, Sarah Poland and FFA advisor Lacy Bangert joined more than 130 others at NICE.

Three Kansas high school students traveled to Shippensburg, Pa., this summer to participate in the 79th National Institute on Cooperative Education (NICE). Sarah Poland of Junction City, Rachel Kinsey of Plainville and Katelyn Wolken of Garnett, Kan., joined more than 130 youth and adults from 11 states around the country for a four-day youth leadership event held July 19–22, 2007, at Shippensburg University.

All three students were eligible to attend after receiving the highest test scores in Kansas on a cooperative test administered by their local vocational agriculture instructors.

Sponsored by the KCC, in cooperation with the Kansas Association of FFA, the co-op exam tests high school students’ knowledge about cooperatives, which they typically learn in their vocational agriculture classes.

During the four-day event, students received a deeper understanding of cooperatives. In a team setting, they served as managers of a simulated cooperative store and competed with other stores in their market area for sales and profit. The students also toured Gettysburg Battlefield and Hershey Park. Sponsors Shane Austin, FFA advisor from Stockton, and Lacy Bangert, FFA advisor from Chapman, accompanied the students on the trip.

Austin, who has sent top-scoring students to NICE since 1999, says the experience is valuable because it teaches students about the cooperative environment.

“NICE gives them a chance to travel and hear how kids from other parts of the country do things. They talk about their FFA projects at home, and what a day in their life is like,” Austin says.

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Notes from the Chairman

The Co-op Spirit is Alive and Well



By Marvin Lynch

The cooperative business form has been evolving for hundreds of years. It began as, and still is, a model

founded on people working together to achieve more than they could alone. Essentially, it is neighbor helping neighbor.

For most of you, your cooperative can trace its roots to fairly humble beginnings, when everyday folks banded together for a common goal. Most likely there wasn't any media hype or gala openings for your co-op, or for mine.

While media campaigns are not the norm for Kansas cooperatives, we probably do miss many a good chance

to tell others about the important benefits of operating under the co-op model. In our hesitance to "toot our own horn," we are all too often silent about our contributions and accomplishments.

The October Co-op Month celebration is a perfect time to remind ourselves that cooperative education and promotion is up to us, the co-op family. We all do important work to contribute to our local communities, and there are simple, inexpensive ways to let others know about co-op benefits.

So toot your own horn, pat yourself on the back and let your neighbors know how important your cooperative is to the success of your local area.

If you'd like some ideas to help promote your cooperative, visit www.co-opmonth.coop.

To receive KCC updates and find out what's going on at the state capitol as it happens, or to receive this newsletter via e-mail, please send your e-mail address to: nnickel@kfsa.com.

(continued from page 1)

Austin adds that it's rather simple for vo-ag teachers to implement the cooperative educational materials into their classrooms.

"When you have a leadership class where you teach about ag business, co-ops are just one of the businesses your students can learn about. There's really not much to it. All you have to do is go to your local co-op and ask them to purchase the materials."

KCC has sponsored the co-op test for

the last 22 years and covers the students' registration, lodging and travel expenses. In the past, winners from districts across Kansas have attended NICE in such places as Chicago, Atlanta, Denver, St. Louis, Lexington, Ky., and Anaheim, Calif.

To learn more about the Kansas Cooperative Council and the teaching unit "Understanding Cooperatives," a complete teaching guide for educators, contact Executive Director Leslie Kaufman at 888.603.2667 or leslie@kansasco-op.coop.

KCC Board Director Spotlight: Dan Cashier, Anthony Farmers Co-op



Dan Cashier is a new KCC board member who's worked for the Anthony Farmers Co-operative Elevator Co. since 1982. That was the same year he graduated from K-State. "I got married the week after graduation and went to work the next week," he says.

His first job was in the grain elevator. From there, he worked

his way up. In 1989 Cashier was promoted to assistant manager, and became a full manager in 1997.

Originally from Holton, Kan., Cashier spent two years at Hutchinson Community College, then went to K-State, where he received a degree in agricultural economics. Growing up, he and his family lived on a farm, although he says his dad spent most of his career working for the rubber union at Goodyear, and his mom was a telephone operator who later worked in retail.

All the jobs that Cashier has ever had, though, have been in agriculture. He and his wife, Diane, live in Anthony and have two boys: Brent who, like his father, is attending Hutchinson Community College and is planning to transfer to K-State next year, where he'll major in either agribusiness or agronomy, and Ryan, who lives with his wife in Topeka and goes to school in Kansas City. Diane works at Anthony Elementary School.

Cashier has only attended one KCC meeting so far, but says he's been very impressed with how on-target the discussions are, in relation to the challenges faced by cooperatives.

"I was amazed by the board itself, who's involved, and how the topics were hitting right at home in regard to what's involved in co-ops today," he says. "I didn't realize until I attended the meeting that they were addressing all the hot topics that were affecting us at the local co-op. It's not just a fill-your-time committee. It's really interesting and eye-opening. I know I'm going to learn a lot."

2007-08 UPCOMING EVENTS

September

20-22 National Conference of State Co-op Councils Meeting, Ames, Iowa

25 KCC Board Meeting, Hutchinson

October

Co-op Month

November

12 KFSA Directors/Managers Meeting, Hutchinson

14-15 Kansas Agri Business Expo, Overland Park

22-23 KCC Office Closed for Holiday

29-30 CHS Annual Meeting, Minneapolis, Minn.

December

10-11 KCC Director Development Program, Wichita

11-12 KCC Director Development Program, Manhattan

24-25 KCC Office Closed for Holiday

January 2008

1 KCC Office Closed for Holiday

14 Kansas Legislative Session Begins, Topeka

23-25 NCFC Annual Meeting, Orlando, Fla.

24 KCC Legislative Day and Dinner

29-30 ACCC Symposium, Hutchinson

Help Spread the Word about Our Co-op Curriculum

If one of the following new vocational agriculture instructors are teaching in your area, why not initiate a conversation about how KCC's co-op educational program can benefit their students? Contact our office for more information to reach the following:

- Travis Pralle, Abilene
- Craig Pringle, Arkansas City
- Trent Platt, Bern, Kansas
- Randi Thompson, Central Heights, Richmond
- Nick Regier, Clay Center
- Joe Fisher, Concordia
- Julie Carden, Jewell
- Laura Priest, Lawrence Free State
- Jeremy Long, Natoma
- Derrick Chapman, Pleasanton
- Glenn Bechtel, Solomon
- Russ Baxley, Southern Coffey, Leroy

Creating a Culture that Values Cooperative Leadership Development: It's Up to Us... It's Up to You



By Leslie Kaufman

Every organization has its own “culture”—institutionalized attitudes and ways of operating that have grown over time and are part of the atmosphere that surrounds a business.

It may be grounded in official board and management policies, but often it is a reflection of general attitudes developed over time. How a cooperative values leadership education and development is often evident in the “culture” of the co-op.

Think about your co-op. What attitudes have you observed regarding director development and leadership training? Are they a priority? Is management supportive but board members are reluctant, or vice versa?

Director and management development is important. If your co-op has not caught this vision, now is the time to begin instilling this value.

The Kansas Cooperative Council has a role to play in fostering a cooperative family that values training. That's why, on an annual basis, we provide an in-depth

Director Development Program (DDP) for board members and management.

Additionally, we partner with the Arthur Capper Cooperative Center (ACCC) to bring timely seminar topics before co-op leaders through the ACCC Symposium. But individual co-op leaders and members have a role to play, too.

Cooperative managers play an important role in encouraging board participation in development activities and esteeming the virtues of board training. The co-op board itself has a critical role in fostering a co-op culture that values director development.

We encourage all co-op boards to formally adopt a policy requiring individual board members to attend DDP. As a member of a cooperative, you have a role, too. You are the electorate and have the power to select board members that value training to ensure they fully understand the role and responsibilities of a director.

Knowledgeable and informed co-op leadership is the key to cooperative success and survival. Let's all do our part to ensure every Kansas co-op is committed to leadership development.



Watch for changes to happen soon on the KCC Web site. The redesign will make it more visually appealing and convenient to use.

The new look will become effective sometime this fall, and our Web address will remain the same: kansasco-op.coop.

Be Sure to Save the Date!

**KCC LEGISLATIVE DAY AND DINNER
JANUARY 24, 2008**

Orientation, 1:30 p.m.
Reception, 6 p.m.
Dinner, 6:30 pm.

Sunflower Ballroom,
Maner Conference Center
Topeka, Kan.

Mark your calendars now, and plan to attend. Reservation information will be available soon.



Complete your training by enrolling in DDP this fall

Add your name to the growing list of cooperative managers, directors and key personnel who have completed valuable professional training through KCC's Director Development Program (DDP). All courses begin at 9 a.m. and adjourn at 4 p.m.

The cost to attend each full-day course is \$150 per participant, per course. For non-members of KCC, the fee is \$175 per person per course. Registration fee includes course materials, lunch and breaks.

To enroll, please send a check made payable to the Kansas Cooperative Council, PO Box 1747, Hutchinson, KS 67504-1747, or fax your registration to 620.802.0781 **no later than November 26, 2007.**

Wichita courses will be held at CoBank, 245 N. Waco. Manhattan courses will be held at a location to be determined in the near future.

*Course 1 – “Director’s Role and Responsibilities”
Dec. 10, Wichita/Dec. 11, Manhattan*

*Course 2 – “Cooperative Financing”
Dec. 11, Wichita/Dec. 12, Manhattan*

*Course 3 – “Director’s Role in Planning and Control”
Dec. 10, Wichita/Dec. 11, Manhattan*

*Course 4 – “Director’s Role in Management Development and Appraisal”
Dec. 11, Wichita/Dec. 12, Manhattan*

2006-07 Director Development Program Completions

Congratulations to the following people who received certificates for completing all four courses in KCC’s Director Development Program within the past year:

Roger Baker

Rangeland Cooperatives, Inc.
Phillipsburg

Keith Becker

MKC, Moundridge

Gerald Benda

Herndon Equity Co-op

Greg Bitter

Agco Inc., Russell

C.J. Blew

MKC, Moundridge

Kendall Clark

Farmers Co-op Elevator
Garden City

Brad Cowan

Frontier Ag, Inc., Goodland

Ron Els

Farmers Co-op Elevator, Sabetha

Eldon Entz

Andale Farmers Co-op

Norm Frederick

Lewis Co-op

Jon Roy Kelty

Pawnee County Co-op, Larned

Martin Kerschen

Farmers Co-op Elevator Co.
Garden Plain

Jim Kesler

Farmers Co-op Elevator, Sabetha

Kent Kisling

O.K. Co-op Grain and Mercantile
Kiowa

Rick Koehn

Sublette Cooperative, Inc.

Brian Linin

Frontier Ag, Inc., Goodland

Dale Maneth

Great Bend Co-op

Hal Mayer

Farmers Co-op, Manhattan

Jim McClaren

Lewis Co-op

Vic Moser

Farmers Grain Co-op, Abbyville

Paul Nauer

Decatur Co-op, Oberlin

Mike Richard

Farmway Co-op, Beloit

Bert Schartz

Pawnee County Co-op, Larned

Myron Voth

MKC, Moundridge

Todd Wasinger

Midland Marketing, Hays

Mike Werth

Midland Marketing, Hays

Earl Wetta

Andale Farmers Co-op

Gary Wolke

Farmers Cooperative Grain Assn.
Conway Springs

Kenneth Wood

Alida Pearl Co-op Assn., Chapman

Bryan Yohe

Cooperative Grain and Supply
Bazine

Pete York

Sublette Cooperative, Inc.

Ervin Zimmerman

Alida Pearl Co-op Assn., Chapman



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 Leslie Kaufman, Executive Director

National Media Covers KCC Greensburg Donation



We would like to thank everyone for their generous contribution to the Greensburg, Kan., relief and rebuilding fund. To date, KCC has received \$37,639 from cooperatives, individuals and businesses across Kansas and Colorado, and as far away as Indiana and Minnesota.

News of your generosity was covered in the state press, and across the country. WIBW-TV in Topeka picked up the press release we issued, and ran it in its entirety on wibw.com, in its headline news section. Wichita’s KAKE-TV picked up the story from WIBW and ran the KCC Greensburg donation story on its Web site, www.kake.com.

Just recently the National Rural Electric Cooperative Association, headquartered in Arlington, Va., called KCC Executive Director Leslie Kaufman and wrote their own story, based on the news release we sent them. The story appears in the August 17, 2007, issue of that organization’s newsletter, *Electric Co-op Today*, and quotes Rep. Dennis McKinney, D-Greensburg.

The weekly newsletter has a circulation of 15,000 and reaches managers, directors and staff at 900-plus rural electric co-ops in 47 states, as well as readers on Capitol Hill and in state capitols. You can view a .pdf file of this story online at www.kansasco-op.coop.

As we step up our media relations efforts, we ask that you please forward to us any newspaper, magazine or online articles that you come across that mention KCC so we can add them to our files and place online for others to read. Through your “Commitment to Community,” newsworthy events such as KCC’s Greensburg donation are not only benefitting others, they’re helping to convey the KCC mission. Thanks for being a part of our team!