

Membership Means More...

Become an Associate Member to align with world class cooperatives, while learning about the issues they face. You will enhance your relationship with both current and future cooperative clients. Attend our annual Cooperative Leaders Forum to experience a sample of the benefits you gain through membership to the Northeast Cooperative Council.

"We appreciate the opportunities to keep current with issues of importance to cooperatives and to network with NECC members." –

David Hayes, Bond, Schoeneck & King, PLLC

"I value NECC because it enables me to be engaged with my clients on the topics of high importance to them. Furthermore the annual meeting allows me to catch up in person with several of them at one time in one place." –

Robert Ludwig, The Hale Group

"Being a member of NECC connects our organization to NECC member co-ops. The connection gives us insights to the changing issues affecting farmer co-ops whether related to governance, membership, management or any number of organizational, market or production driven forces."—**Lynda Brushette, Cooperative Development Institute**

Council Officers:

President: Cynthia Van Lieshout

Upstate Niagara Cooperative, Inc.

Vice President: Michael Oleksak

CoBANK, ACB

Treasurer: Stephen Tudhope

Farm Credit East, ACA

Members of the Northeast Cooperative Council

AGCHOICE FARM, CREDIT, ACA

AGRI-MARK, INC.

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COBANK, ACB

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DAIRY ONE

FARM CREDIT EAST, ACA

GENEX COOPERATIVE, INC.

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LOWVILLE FARMERS COOPERATIVE, INC.

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O-AT-KA MILK PRODUCTS COOPERATIVE, INC.

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Associate Members

BOND, SCHOENECK, & KING, PLLC

COOPERATIVE DEVELOPMENT INSTITUTE

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FARM CREDIT COUNCIL SERVICES

HERBEIN + COMPANY, INC.

SCOLARNO, SCHULMAN, COHEN,

FETTER & BURSTEIN, PC

THE HALE GROUP

ROBERTA SEVERSON, EXECUTIVE SECRETARY

**To learn more, contact the
Northeast Cooperative Council**

CORNELL UNIVERSITY

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www.cooperatives.dyson.cornell.edu



**Business
Information
Education
Collaboration**



The Council serves as a catalyst for a network of cooperative leaders to join together to address common issues of governance and fiduciary responsibility.

TEL: 607/255-1987

Business

THE **NORTHEAST COOPERATIVE COUNCIL** IS AN ASSOCIATION OF AGRICULTURAL COOPERATIVE ORGANIZATIONS, FARM CREDIT ASSOCIATIONS, AND SERVICE PROVIDERS CONDUCTING BUSINESS THROUGHOUT THE NORTH-EASTERN UNITED STATES.



MEMBERS INCLUDE INDUSTRY CONSULTANTS, LEGAL COUNSEL, RURAL ELECTRIC, SERVICE, SUPPLY, CREDIT, AND MARKETING COOPERATIVES.

A RECENT STUDY FOUND OVER 300 AGRICULTURAL COOPERATIVES LOCATED IN NEW YORK, NEW ENGLAND, AND PENNSYLVANIA. THESE COOPERATIVES HAVE ASSETS OVER \$17 BILLION, GENERATE \$13 BILLION IN REVENUE, WITH 78,000 MEMBERSHIPS AND EMPLOY OVER 19,000 PEOPLE.



WITHIN THE UNITED STATES, COOPERATIVES MARKET 80% OF THE MILK, 40% OF GRAINS AND OILS, AND 20% OF FRUITS AND VEGETABLES.

COOPERATIVES SUPPLY 50% OF PETROLEUM PRODUCTS, 45% OF FERTILIZER NEEDS, 30% OF CROP PROTECTANTS, AND 15% OF FEED AND SEED INPUTS TO U. S. FARM BUSINESSES.

Education

LEADERS FORUM

NECC HOSTS THE ANNUAL COOPERATIVE LEADERS FORUM. PAST THEMES INCLUDED ISSUES OF COOPERATIVE GOVERNANCE, EQUITY MANAGEMENT, JOINT VENTURES, AND CRITICAL DECISION MAKING. THE FORUM FOSTERS THE EXCHANGE OF IDEAS AMONG COOPERATIVES, PROVIDES INFORMATION REGARDING CONTEMPORARY ISSUES AND NETWORKING OPPORTUNITIES.



FUTURE COOPERATIVE LEADERS CONFERENCE

THIS BIENNIAL CONFERENCE PROVIDES AN EXCELLENT OPPORTUNITY FOR COOPERATIVE MEMBERS AND STAFF WHO ARE LIKELY TO BE IN LEADERSHIP POSITIONS IN THEIR COOPERATIVES TO LEARN MORE ABOUT THE UNIQUE OPERATING FEATURES OF COOPERATIVES AND CURRENT ISSUES AFFECTING THEIR ORGANIZATION. OVER THE YEARS, THIS CONFERENCE HAS PROVIDED PARTICIPANTS WITH A SOLID FOUNDATION FOR BECOMING TODAY'S COOPERATIVE LEADERS. THE CONFERENCE PROVIDES A PRODUCTIVE INVESTMENT TO ENSURE INFORMED FUTURE LEADERS.

Collaboration

CORNELL UNIVERSITY

THE NECC HAS ESTABLISHED A GOOD WORKING RELATIONSHIP WITH THE COOPERATIVE ENTERPRISE PROGRAM (CEP), WHICH OPERATES WITHIN THE CHARLES H. DYSON SCHOOL OF APPLIED ECONOMICS AND MANAGEMENT IN THE COLLEGE OF AGRICULTURE AND LIFE SCIENCES AT CORNELL UNIVERSITY.

THE MISSION OF THE PROGRAM IS TO ENHANCE THE PERFORMANCE OF EXISTING COOPERATIVE BUSINESSES AND FACILITATE DEVELOPMENT OF EMERGING COOPERATIVE ENTERPRISE THROUGH TEACHING, RESEARCH, AND OUTREACH. PROGRAM INITIATIVES ARE AIMED PRIMARILY AT SENIOR MANAGEMENT AND BOARDS OF DIRECTORS OF COOPERATIVES WITH EMPHASIS ON FINANCE, MANAGEMENT, STRATEGIC PLANNING, AND MARKETING.

THE CEP HAS GROWN OUT OF A LONG-STANDING OUTREACH EFFORT AT CORNELL TO AGRICULTURAL COOPERATIVE BUSINESSES. THE PROGRAM SUPPORTS TRAINING AND RESEARCH FOR COOPERATIVE BUSINESS ENTERPRISES, AND ASSISTS NEW, EMERGING COOPERATIVES AS WELL AS GROUPS OF BUSINESSES FORMING NETWORKS IN RURAL COMMUNITIES.

ORGANIZATION AFFILIATIONS

THE NORTHEAST COOPERATIVE COUNCIL IS A MEMBER OF SEVERAL ORGANIZATIONS, INCLUDING:

- EMPIRE STATE COUNCIL OF AGRICULTURAL ORGANIZATIONS,
- NATIONAL COUNCIL OF FARMER COOPERATIVES,
- NATIONAL COOPERATIVE BUSINESS COUNCIL,
- AND A NETWORK OF STATE COOPERATIVE COUNCILS THROUGHOUT THE UNITED STATES.