

# The Northeast Cooperative Council



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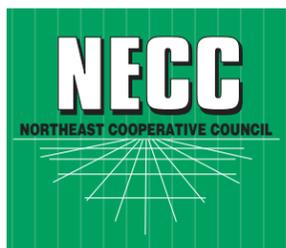
## cooperative notes

President	Vice-President	Treasurer	Executive Secretary
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Members	
<b>Agri-Mark Inc.</b> Methuen, Mass.	<b>Lowville Farmers Cooperative, Inc.</b> Lowville, N.Y.
<b>CoBANK, ACB</b> Springfield, Mass.	<b>Maine Potato Growers</b> Presque Isle, Maine
<b>Dairy Farmers of America</b> East Syracuse, N.Y.	<b>National Grape Cooperative</b> Association, Inc., Westfield, N.Y.
<b>Dairylea Cooperative Inc.</b> East Syracuse, N.Y.	<b>New York State Rural Electric</b> Association, Hartwick, N.Y.
<b>Dairy One</b> Ithaca, N.Y.	<b>O-AT-KA Milk Products</b> Cooperative Inc., Batavia, N.Y.
<b>Farm Credit of Maine, ACA</b> Auburn, Maine	<b>Ocean Spray Cranberries, Inc.</b> Lakeville-Middleboro, Mass.
<b>Farm Credit of Western</b> New York, ACA, Batavia, N.Y.	<b>Pro-Fac Cooperative</b> Rochester, N.Y.
<b>First Pioneer Farm Credit, ACA</b> Enfield, Conn.	<b>Stamford Farmers Cooperative</b> Stamford, N.Y.
<b>Genex Cooperative, Inc.</b> Ithaca, N.Y.	To learn more about NECC or read past issues of <i>Cooperative Notes</i> , visit the NECC Web pages at: <a href="http://www.cooperatives.aem.cornell.edu/">www.cooperatives.aem.cornell.edu/</a>

Associate Members
<b>Lynda Brushett</b> Cooperative Development Institute Greenfield, Mass.
<b>David Hayes</b> Bond, Schoeneck and King, PLLC Syracuse, N.Y.
<b>Jay McWatters</b> Dopkins and Co., LLP Williamsville, N.Y.
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<b>Charles Sullivan</b> Bond, Schoeneck and King, PLLC Syracuse, N.Y.
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## FORUM FOCUSES ON “STIMULATING INNOVATION” and RAILEX TOUR

The Northeast Cooperative Council will hold its Cooperative Leaders Forum and 59th Annual Meeting on March 11-12 at the Marriott Hotel in Albany, N.Y. The Forum is co-sponsored by CoBANK and Cornell Cooperative Extension. There will also be a pre-conference tour of the RAILEX produce, unit train operation in Rotterdam, N.Y. on the afternoon of March 10 departing from the hotel at 1:30 P.M.

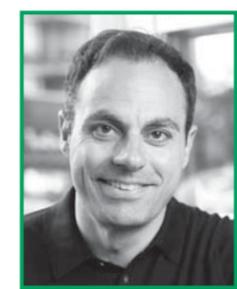
Richard Lewis will kick off the Forum on Tuesday with an address on “Global Market Strategies.” Lewis is the Chief Executive Officer of DairyAmerica, Inc. headquartered in Fresno, Calif. is a federated marketing association of nine producer-owned dairy cooperatives. DA supplies quality dairy products regionally, nationally, and internationally to its ever expanding and diverse customer base. Members include: Agri-Mark, Inc., California Dairies, Inc., Land of Lakes, Inc., Maryland & Virginia Milk Producers Association, O-AT-KA Milk Products, Inc., United Dairymen of Arizona, Dairy Farmers of America, and Lone Star Milk Producers. DA markets 100 percent of the milk powder produced by members. Products include: nonfat dry milk, buttermilk, and whole milk powders.

Dr. Arthur DeGaetano will discuss “Changing Weather for the Northeast.” DeGaetano is an Associate Professor and Director of the Northeast Regional Climate Center at Cornell University [www.nrcc.cornell.edu/](http://www.nrcc.cornell.edu/). He is a faculty member in the Dept. of Earth and Atmospheric Sciences at Cornell. His research and scholarship focus on: enhancing the use and utility of climate data and information in weather sensitive decisions, development of methods by which the existing climatological record can be used as a problem-solving tool or to enhance decision making. He earned a B.S and M.S. in Meteorology as well as a Ph.D. from Rutgers University. He serves as Editor of the American Meteorological Society Journal of Applied Meteorology.



**Dr. Robert Thompson** will present an “Economic Outlook.” Professor Thompson holds the Gardner Chair in Agricultural Policy at the University of Illinois in Urbana-Champaign, where he carries on an active program of classroom and extension education in public policy. He serves on the

USDA-USTR Agricultural Policy Advisory Committee for Trade and as Chairman of the International Food and Agricultural Trade Policy Council. He has held previous positions as Director of Rural Development and Senior Advisor for Agricultural Trade Policy at the World Bank; President and CEO of Winrock International Institute for Agricultural Development, and Dean of Agriculture at Purdue University, where he oversaw agricultural instruction, extension, research, international programs, and regulatory affairs for the State of Indiana. He holds a number of honorary degrees and has received various prestigious awards. He is author of over 120 research and popular publications. Thompson is a Bachelor of Science graduate of Cornell University and received its outstanding alumni award in 1988. Thompson earned both his Master of Science and doctor of philosophy degrees from Purdue University. He was raised on a dairy farm near Ogdensburg, N.Y.



**Andrew Razeghi** will address the subject of “Where Innovative Ideas Come From.” Andrew Razeghi works

## President's Column

At the beginning of a new year, it is easy to reflect on the past and look to the future. Our agricultural industry is certainly looking at a new cost structure, and hopefully returns that will cover these, in most cases, increased costs. There is no doubt this new economic reality will present new challenges for our cooperatives no matter what commodity or service we are in.

Your council board is very committed to providing educational programs and services to enhance the ability of our member cooperatives to effectively set policy for the future. At the same time, we recognize the time and financial limitations we operate under. To this end the NECC board spent a considerable portion of our December meeting in a strategic planning session. Bob Ludwig

from the Hale group, an associate member, graciously facilitated our discussion.

As a result of our "soul searching," I can report to you the board is very committed to our Mission. Our two main events have been the annual meeting and the leadership development program in the summer. We have been challenged to get enough participants for the summer program, but the board felt strongly that we should continue it and strengthen it. However due to the questioning of our direction and just what we wanted to provide it is too late to produce a high quality program for this summer so we will be taking a year off, but will offer it again in '09. Our desire is to deliver a high quality program and market it effectively.

In addition to these very visible programs your Council is a strong

advocate for cooperative education on the University level through Cornell University. Unfortunately a course on cooperatives is no longer offered at Cornell, so we are hoping to integrate the cooperative model into other agricultural curriculum.

A wealth of other resources are available to our cooperatives through the affiliation we have with Cornell and the goal of the council is to broaden and strengthen these offerings. If an opportunity arose to expand our geography, we would be open to that also. As always, your ideas, suggestions and criticisms are welcome as we endeavor to serve your cooperative educational needs in an efficient low budget manner.

Sandy  
Sandy Stauffer



## Forum Focus continued from page 1

with organizations seeking growth through the creation and introduction of new ideas. His work spans industries – from consumer packaged goods to healthcare, tourism to media, and non-profit organizations to professional sports teams. Moreover, Andrew speaks to thousands of people each year at trade association and organization events on topics related to leadership and innovation. He is the founder of The Andrew Razeghi Companies, LLC, He is also an Adjunct Associate Professor at The Kellogg School of Management at Northwestern University and has taught the capstone MBA course on strategy and organization at The Graduate School of Business at Loyola University Chicago. Shortly after the fall of Communism in Central Europe, he was invited to be among the first American professors to teach free market economics at The Prague University of Economics in Prague, The Czech Republic. Andrew earned a master's degree in financial derivatives from Loyola University Chicago and earned his undergraduate degree in international business from Bradley University.

The Tuesday afternoon program will be followed by a reception hosted by CoBANK directors. At the annual banquet, Roy Orton, who has retired as Chairman of CoBANK, will be honored for his many years of service to cooperatives in the Northeast and across the U.S. The Forum will continue on Wednesday morning with two presentations on "The Decision to Merge" by Dan Wolf and Dudley Chaffee.

Wolf will review the merger between Upstate Farms Cooperative and Niagara Milk Producers. He will also



participate on the panel discussion on **Cooperative Governance**. Daniel Wolf grew up in the grape belt of Chautaugua

County. He now lives in Lyons, N.Y. He and his wife, Nancy, have two sons. Dan, Nancy and their oldest son, John operate a 300-cow dairy farm and farm over 1,000 acres. Dan has been a delegate of Upstate Niagara Cooperative, Inc., and its predecessors since 1980. He was first elected as a director of the Cooperative in 1984. He was elected President of Upstate Farms Cooperative, Inc. in 2001, and is now President of the merged Upstate Niagara Cooperative, Inc.



Dudley Chaffee will review the merger between Niagara Milk Producers and Upstate Farms Cooperative. Chaffee, with

his wife Ruth, own and operate Chaffee Farms in picturesque Barker, N.Y. He is currently serving as Councilman for the Town of Somerset, is a past President of Niagara Milk Cooperative, Inc. and is currently Vice President of Upstate Niagara Cooperative, Inc. Dudley also is a Director for O-AT-KA Milk Products, and serves as Treasurer. Dudley is an Alumni of LEAD NY Class 3.

Roy Orton, Dan Wolf and Brian Henehan will share their "Observations on Cooperative Governance." Roy is owner of Orton farms, a fruit farm in Ripley, N.Y. He has been a member of the



National Grape Cooperative for 50 years. He has over 35 years of extensive experience as a cooperative board member serving

on the various boards including: the National Grape Cooperative, Welch Foods, Springfield Bank for Cooperatives, as well as CoBANK. He has served as Chairman of Welch Foods and most recently, CoBANK. He has also served on the boards of several National organizations including the National Council of Farmer Cooperatives and the Farm Credit Council. Henehan serves as director of the Cooperative Enterprise Program in the Dept. of Applied Economics at Cornell University. He is a Senior Extension Associate in the Dept. of Applied Economics where he conducts applied research and develops educational programs on cooperative business administration and governance. He has studied cooperative decision making, marketing and finance as well as engaged in Extension and outreach programming for over 25 years. He also serves as Secretary of the Northeast Cooperative Council. The forum will wrap up with round table discussions for directors and managers. These sessions have become very popular and allow leaders from across the Northeast to discuss current issues and share strategies. For more information on the RAILEX tour, meeting schedule or registration for the conference, visit the following Web site: [cooperatives.aem.cornell.edu](http://cooperatives.aem.cornell.edu) or contact Brian Henehan at 607/255-8800 or e-mail [bmh5@cornell.edu](mailto:bmh5@cornell.edu). ■

## TRIBUTE to ROY ORTON

The Council will pay tribute to **Roy Orton** at our Annual Banquet on Tuesday, March 11 for all of his years of cooperative leadership having served on the following cooperative boards of directors: Springfield Farm Credit Bank, National Grape Cooperative, Welch Foods, and CoBANK. He has most recently served as Chairman of CoBANK and retired from that board as of January 1. And so, come help celebrate Roy's contribution to cooperatives in the Northeast and across the U.S.

## EVENTS

**RAILEX** warehouse pre-conference tour. For more information and RSVP contact Dr. Todd Schmit at 607/255/8800 or at [tms1@cornell.edu](mailto:tms1@cornell.edu)

### NECC Future Leaders Conference Planning Committee

March 10 at 7:30 p.m. at the Marriott Hotel in Albany, N.Y.

### NECC Cooperative Leaders Forum and Annual Meeting

March 11-12, 2008 co-sponsored by CoBANK and Cornell Cooperative Extension at the Marriott Hotel in Albany, N.Y. For more information, contact Brian Henehan at 607-255-8800 or [wbmh5@cornell.edu](mailto:wbmh5@cornell.edu)

**NECC Board of Directors** — breakfast meeting on March 11 at 7:00 a.m. at the Marriott Hotel in Albany, N.Y.

### National Cooperative Business Association Annual Meeting and Conference —

April 30 - May 1 in Washington, D.C. For more information see Web site at: [www.ncba.coop](http://www.ncba.coop)

### National Society for Accountants of Cooperatives

NSAC will hold its Annual Meeting in St. Louis, Mo. at the Ball Park Hotel. For more information, see [www.nsac.coop](http://www.nsac.coop) ■