

Addressing Today's Cooperative Issues

Northeast Cooperative Council

2009 Annual Report



Meeting Member Needs for Education and Information

Council Profile

Mission

The mission of **NECC** is to stimulate the overall effectiveness of member organizations by increasing the understanding and power of the dynamic cooperative business model among directors, members, employees, advisors, future leaders, and educators through a working partnership of cooperative leaders and faculty at Cornell University. To provide leadership to members in leveraging their own educational resources through collaboration, and providing an ongoing forum fostering the exchange of ideas among cooperatives here and around the world.

Member Services

Cooperatives operate for the benefit of their member-owners. The Northeast Cooperative Council (**NECC**) operates for the benefit of member cooperatives and associate members. **NECC** is a regional membership organization serving cooperatives in New York and New England. Council members represent a variety of cooperatives including: rural electric, insurance, service, supply, credit and marketing. Associate members include legal, accounting, consulting and international development professionals working with cooperatives in the region.

NECC was incorporated in New York State in 1949 as the New York State Council of Farmer Cooperatives. As the service area of the member cooperatives expanded across the Northeast and the number of state councils in the region declined, the Council

began to accept members from outside of New York State. In 1991 the name was changed to the Northeast Cooperative Council. In 1997, the Council instituted an associate membership open to professionals working with cooperatives in the Northeast.

The Council is guided by the board of directors composed of representatives from member organizations. The board is comprised of a mix of producers and managers. The Council, along with the faculty and staff in the Department of Applied Economics and Management in the College of Agriculture and Life Sciences at Cornell University, strives to provide members with the highest quality educational programs.

A key relationship for the Council is a partnership between **NECC** and the Cornell Cooperative Enterprise Program (**CEP**). **NECC** and **CEP** jointly sponsor workshops, seminars and conferences.

The Council sponsors annual conferences and workshops for directors, senior management, and future leaders as well as special programs for members.

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President's Report

On behalf of the Northeast Cooperative Council Board of Directors I would like to welcome you to the 61st Annual Meeting and Leaders Forum. We are again very excited about the agenda that we've put together and by the quality of speakers we have on the program. The theme of this year's meeting is Contemporary Cooperative Issues. Each year we try to select a theme and plan an agenda that is relevant to the topics of the day. This year we have a great line up of speakers to bring you with topics including the financial impact of cooperatives in the US, an update on what's happening in our nation's capital, and trends in the retail food industry. We also have a panel discussion on marketing sustainability and, of course, will end with our round table discussions, which are typically a highlight for many of you.

We are also very pleased to be able to continue to hold this meeting in conjunction with COBANK's Annual Customer Meeting here in the northeast. Our relationship with COBANK is important to us and we feel that both organizations benefit from holding their meeting jointly. This is shown year after year by the favorable comments that each of us receives from meeting participants.

In addition to our normal business activities, your Council has been active in several areas over the last year.

Shortly after last year's annual meeting, we worked out an arrangement with Cornell University to extend our memorandum of understanding with the College of Agriculture and Life Sciences for an additional two year period ending in June 2012. As most of you know, our Executive Director, Brian Henahan, is a Cornell staff member. Over the years we have had an agreement with the University where we share Brian's services and he coordinates most of the activities of NECC. The extension of the agreement assures us that Brian will be with us for another two years and that we will also continue to receive administrative support through the University. We are very pleased with the arrangement and hope that it continues well into the future as we see it as important to the successful operation of the Council.

After taking 2008 off, we held the Future Cooperative Leaders Conference again in 2009. The meeting was hosted by the National Grape Cooperative and was held in Geneva, NY on July 15-17th. We were fortunate to have received financial support for the conference from both the Northeast Farm Credit Ag Enhancement fund as well as the Warren Teaching Fund at Cornell. Attendance at the meeting was very good with 39 participants sponsored by nine NECC members, as well as AgChoice Farm Credit, Maryland and Virginia Milk Producers Cooperative, and Mid-Atlantic Alliance of Cooperatives. The program featured a number of speakers, roundtable discussions, and tours. Comments from the participants were very favorable. As we reported at last year's meeting, we will be holding conference on an every other year basis going forward. The next meeting will be in 2011 at a location to be determined.

President's Report (cont'd.)

We also continue to hold ongoing discussions with the Mid-Atlantic Alliance of Cooperatives in Pennsylvania. We are pleased to have their support and involvement in not only our Annual Meeting but also at the summer Future Leaders Conference. We plan on continuing our discussions to find ways to work together and meet the needs of our member organizations.

In 2010 we will be looking at the NECC membership dues schedule. We have not adjusted these in many, many years and want to make sure that our fee structure matches up with our current membership base.

As always, I want to thank our Cornell associates – Brian Henehan, Todd Schmit, and Carol Thomson for all they do on behalf of NECC. This is my last meeting as President of NECC. It has been a great learning experience for me and I'd like to thank the other Board members for their support and the work that they do on behalf of the Council. This is not their primary job, but all the Board members are willing to step up with time and effort when necessary and all do a very good job of representing your organizations.

Executive Secretary's Report

This past year lived up to our 2009 Annual Meeting theme of “Cooperating in Turbulent Times”. We have experienced turbulence in: the financial services industry, agricultural markets, the overall economy and funding for universities including Cornell. However, the Council has been able to navigate through turbulence and end up with a productive year.

Member owned and focused businesses have fared relatively well during the current economic downturn. In the financial services industry, credit unions and the Farm Credit System avoided many of the problems that investor-owned firms experienced. I would argue that the clear focus on member-owners, as well as, a member derived governance system have limited the impact of the financial firestorm that struck investor-owned financial service firms. In general agricultural cooperatives have been able to access credit and avoid some of the financial problems other firms have encountered.

Over the past year, the Council has been able to deliver valued educational programming. Our Annual Leaders Forum brought together a set of informative presenters from cooperatives across the U.S. as well as Canada. And with support from COBANK, we gained insight on the national economy, commodity prices and leadership. The National Council of Farmer Cooperatives shared their expertise in better understanding what to expect from the then, new administration in Washington.

Executive Secretary's Report (cont'd.)

We skipped a year for the "Future Cooperative Leaders" conference in 2008, but were ably hosted by National Grape Cooperative in July, 2009. It is always inspiring to work with younger farmer-members of NECC member cooperatives and beyond. They are an ever more sophisticated and talented group every year which bodes well for the future success of cooperatives.

The "Year in Review" section of this Annual report includes more information on these and other activities of the Council. As I mentioned earlier, top-notch universities like Cornell have not been immune to economic downturns. Some of the overall economic turbulence has put downward pressure on the endowment, gift-giving, and public support. And so, the Council was asked to extend the Memorandum of Understanding and the related financial commitment to the year 2012 which provided support for the Secretary's position. I appreciate this support and Cornell's support for a phased retirement ending in 2012.

I continue to stand on the shoulders of "giants" at Cornell who taught about, researched, and, in some cases, led cooperatives. Cornell has three faculty who are members of the "Cooperative Hall of Fame" (more than any other university) – Liberty Hyde Bailey, H.E. Babcock, and W. I. Myers who all made significant contributions to cooperatives in the U.S. and beyond. I must also add Dr. Bruce Anderson to the list who hired me and was my mentor. His wealth of experience and advice proved invaluable.

I shall keep the Council educational activities on the top of my "to do" list as I wrap up my career at Cornell. I remain honored to serve as your Secretary and value the opportunity to deliver educational programming of value to Council member cooperatives and their leaders.

Cornell Report

Congratulations to the Northeast Cooperative Council (NECC) for another productive year working with cooperative leaders, executive management, and future leaders in increasing the understanding and power of the cooperative business model! Cornell University, the Department of Applied Economics and Management (AEM), and the Cornell Cooperative Enterprise Program are proud of the collaborative relationships we have with the NECC.

As many of you are aware, Cornell University, like many universities across the country, is facing some serious budget issues. In the face of operational and financial adjustments to deal budget deficits for FY2010, the FY2011 budget is considering reductions in endowment payouts, lower NYS appropriations, and increases in tuition. Expenditure reduction strategies are in play to reduce the debt burden, aggressively pursue administrative savings opportunities, and assign unit budget reductions. A number of 'Reimagining Cornell' task forces have been working diligently on strategic planning strategies looking to the future.

As a part of these overall efforts, the College of Agriculture and Life Sciences (CAL S) is working through its own 'Reimagining' efforts and positioning CAL S to better address the challenges in agriculture and food systems, bio-based energy, environmental sciences, life sciences, and the economic and social contexts in which they occur. Strategic efforts are focused on enhancing CAL S' intellectual contributions, developing more coherent undergraduate curricula, improving graduate field effectiveness, and enhancing the impacts of extension and outreach effort. Times are lean, budgets are being cut, and all units within CAL S and Cornell are strategically assessing where they are at and where they want to be under the current budget environment. Next year will again be a difficult one for Cornell and tough decisions will have to be made on prioritizing our efforts or eliminating activities and programs that simply will not be feasible with existing resources. That said, we will continue to consider the direct and indirect impacts to our stakeholders and broader implications for sustaining the Land Grant mission of the University. Including stakeholders in these planning discussions will be more important than ever during this process.

On a more positive note, we include below a brief description of some of this past year's educational and research accomplishments, with particular relevance to agricultural cooperatives. As always, we welcome your input on developing effective, useful, and timely research and outreach products. We look forward to another productive year together!

Thanks!



Todd M. Schmit, PhD

Ruth and William Morgan Assistant Professor in Applied Economics and Management
Department of Applied Economics and Management, Cornell University
Faculty Liaison to the NECC

Educational Activities

Agricultural Cooperative Leadership Education: Brian and Todd spoke at the NECC Future Cooperative Leaders Conference, held July 15-17 at the Lakefront Ramada in Geneva, New York. National Grape was this year's host cooperative and 39 participants from NECC member cooperatives were in attendance. The conference provided an excellent opportunity for 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 organizations. Brian addressed "How Cooperatives Create Value for Members" and Todd discussed "Developing Cooperative Strategy." More information and a link to photos and presentations can be found on the NECC Web site at <http://cooperatives.aem.cornell.edu/index.htm>

Advanced Director Workshops: Henehan serves on the planning committee for the National Farmer Cooperatives Conference held in Minneapolis, MN. He is also working with the Consulting Services Group of the Farm Credit Council to develop advanced director training sessions in the Northeast.

Cornell Strategic Marketing Conference: Todd currently serves as the faculty chair of the Agricultural Marketing and Management Program Work Team (PWT). Each fall the PWT organizes the Cornell Strategic Marketing Conference and the 2009 conference addressed today's complex market changes through the consumers' lens. The ever-popular conference focused on how a business can communicate what a consumer or buyer wants to know to create brand identity and encourage them to choose their products instead of a competitors. This year's conference was held on November 2-3, 2009 in Hyde Park, NY with nearly 60 attendees. More information is available at <http://marketingpwt.aem.cornell.edu>.

Local Food System Development: Todd served as the faculty supervisor for an undergraduate student intern in the summer 2009 on a project with CCE-Columbia County to evaluate important factors in improving producer-restaurant collaborations, increasing utilization of local foods, and increasing economic returns for participating farms. The intern administered surveys to farmers, chefs, and patrons of restaurants that highlight local foods. Preliminary results have been presented at the CCE Ag and Foods Systems In-Service.

eXtension Community of Practice: The USDA Extension service is developing an advanced online platform for delivering digital educational materials, videos, webinars, etc. The system is called eXtension and is built around "communities of practice"(CoP,s) which are collaborating networks of individual or organizations that focus on a common educational effort. Henehan is on the national leadership team for a CoP focusing on education about cooperative enterprise.

International: A group of ministerial staff from 4 African countries visiting as Cochrane fellows participated in a workshop on new cooperative development. A New York apple grower was placed as a volunteer in a new cooperative development project for the fruit

Cornell Report (cont'd.)

industry in Moldova. Educational materials and online support are being offered to faculty teaching about the cooperative business model at Kabul University in Kabul, Afghanistan.

Other Educational Outreach Efforts: Both Schmit and Henehan presented results of their research and educational efforts at numerous extension, industry, national, and educational events, including the Agribusiness Economic Outlook Conference, Cornell Cooperative Extension's Agricultural and Food Systems In-Service, Empire Farm Days, NYFARMS summit, County CCE events, and the CCE Agricultural Finance and Management Retreat. Schmit also serves on the New York Dairy Industry Task Force, Community & Rural Development Institute (CaRDI) Faculty Advisory Committee, and the CALS Economic and Community Development Working Group.

Research Efforts

National Committee Participation Both Henehan and Schmit are members of a national committee of University and industry participants titled NCERA-210. The NCERA-210 committee is a regional research project focusing on cooperatives (for more information see <http://www.agecon.ksu.edu/ACCC/ncera210/aboutncera210.htm>) A primary objective of the committee is to promote and coordinate research and educational activities focusing on cooperatively owned businesses. Schmit serves as the current chairperson of the group.

Food and Beverage Manufacturing: In the final year of a three-year project, we are conducting an economic analysis of the food and beverage manufacturing industry in New York State to identify strategic opportunities and barriers to growth and improved firm performance. In the past year, we have been analyzing data collected as a result of a comprehensive plant-level survey and conducting regional focus groups throughout the state. Additional information on the project can be found at <http://agribusiness.aem.cornell.edu/foodmanuf.html>.

Agricultural Cooperative Conversions: As part of a larger collaborative effort on cooperative conversions, failures, and restructuring, Schmit and Henehan wrote a case study providing an in-depth analysis of the Pro-Fac Cooperative. The work has been published in the *Journal of Cooperatives* and is also part of an edited book entitled *Cooperative Conversions, Failures and Restructurings: Case Studies and Lessons from U.S. and Canadian Agriculture*. More information about the book is available at <http://www.kis.usask.ca/CoopBook>.

Cornell Report (cont'd.)

Rural Development in China: China prioritized a reform policy in 2005 to address the growing disparities in incomes and living standards between rural and urban populations. Along with Chinese Visiting Professor Xiangyu Guo, Schmit and Henehan evaluated these policies to provide a base line index of reform concerning farmer, agricultural, and rural economic development. More importantly, as reform efforts continue, the empirical framework can be used to track relative performance over time.

Recent Publications

Henehan, B.M. and T.M. Schmit. 2009. "Serving Member Interests in Changing Markets: A Case Study of Pro-Fac Cooperative." Chapter 4, in Co-operative Conversions, Failures and Restructurings: Case Studies and Lessons from U.S. and Canadian Agriculture, M. Fulton and B. Hueth, eds. Knowledge Impact in Society, Saskatoon, Saskatchewan, 2009:53-70.

Henehan, B.M. and T.M. Schmit. "Serving Member Interests in Changing Markets: A Case Study of Pro-Fac Cooperative." *Journal of Cooperatives* 23(2009):53-70.

Schmit, T.M., R.N. Boisvert, D. Enahoro, and L. Chase. "Optimal Dairy Farm Adjustments to Increased Utilization of Corn Distillers Dried Grains with Solubles." *Journal of Dairy Science* 92/12(2009):6105-6115.

Guo, X., Z. Yu, T.M. Schmit, B.M. Henehan, and D. Li. "Evaluation of New Socialist Countryside Development in China," *China Agricultural Economic Review* 1/3(2009):314-326.

Schmit, T.M., J. Luo, and L.W. Tauer. "Ethanol Plant Investment Using Net Present Value and Real Options Analysis." *Biomass & Bioenergy* 33(2009):1442-1451.

Schmit, T.M., L. Verteramo, and W.G. Tomek. "Implications of Growing Biofuels Demands on NEt Livestock Feed Costs." *Agricultural and Resource Economics Review* 38/2(2009):200-212.

Schmit, T.M. and W.G. Tomek. 2009. "Chapter 5: Grain and Feed." in New York Economic Handbook 2010, EB 2009-20, Dept. of Applied Econ. and Mgt., Cornell University. December.

Henehan, B.M. and T.M. Schmit. 2009. "Chapter 3: Cooperatives." in New York Economic Handbook 2010, EB 2009-20, Dept. of Applied Econ. and Mgt., Cornell University. December.

Henehan, B.M. Editor. "Cooperative Notes," Newsletter of the Northeast Cooperative Council, (NECC). Vol. 23, No. 1(May) and 5(October), 2009. Vol. 24, No. 1(January), 2010. <http://aem.cooperatives.cornell.edu>

Year In Review

Forum focused on “COOPERATING IN TURBULENT TIMES”

The Northeast Cooperative Council held its Cooperative Leaders Forum and 60th Annual Meeting on February 25-26 at the Marriott Hotel in Albany, NY. The Forum was held in conjunction with the Northeast CoBANK customer meeting.

Steve Patterson, Vice-President, Corp. Marketing & Communications with Southern States Cooperative, Inc.(SS) kicked off the Forum with an address on “**The Turnaround at Southern States Cooperative**”. Steve has served as Vice-President of Marketing and Communications for SS since September of 2001 and was part of the management team that led SS through some of the “tough years”.

SS which was founded in 1923 as the Virginia Seed Service, has grown into the major farm supply cooperative in the Eastern U.S. SS generated total revenues in FY2008 of \$2.1 billion and over \$82 million in adjusted EBITDA. SS had to overcome significant financial challenges during a previous six year time period as expense grew and profitability sagged. Patterson described how a number of strategies were used to accomplish the economic turnaround for the cooperative.

Commercial farming in the core territory of SS has remained stable with crop acreage being maintained at the 14 million acre level since 1990. SS used a marketing approach that focused on providing superior growing solutions to commercial farmers who are the primary customers, as well as to homeowners and dealers. SS utilizes an extensive distribution network, strong brands and new products and services to grow market position.

This year’s theme is “let me help you” which emphasizes helping farmers increase profits and maximize returns. Associates are provided with tools to show how products and service enhance profitability. New formulations such as the “Legends” line of horse feed have proven successful. The “let me help you” campaign will be evaluated through surveying customers by web, direct mail, and in our stores to better understand customer approval rates. SS initiatives moving forward include: expanding associate training, increased investment/focus on core commercial ag., store development, and growing the dealer network. Although SS suffered through some tough economic times, the future is looking brighter.

Michael Toelle, Chairman, CHS Inc. discussed “**The Role of a Board of Directors in Setting Strategic Direction**”. Toelle was elected to the CHS Board of Directors in 1992 and since 2002 has been the chairman of the nation’s largest agricultural cooperative and one of the leading U.S. energy, agricultural supply and grain-based foods companies. He reviewed the role that the CHS board has in setting the strategic direction for CHS.

Year In Review, Cont'd.

Bob Engel, President & Chief Executive Officer of provided the Welcome and Overview of the CoBANK segment of the program. **Todd Buchholz** presented an “**Economic Outlook**”. Buchholz is a former White House economic policy director, trend forecaster, investor, and author. He is a managing director of the \$15 billion Tiger hedge fund, and an award-winning economics teacher at Harvard. **Everett Dobrinski**, Chairman of CoBANK gave the “**Report from the Board**”. Dobrinski represents CoBANK’s Central region. He been a board member since 1999 and has served as board Chairman since 2008. **Dr. Philip Abbot**, Professor of Agricultural Economics, Purdue University addressed the topic of “**What’s Really Driving Commodity Prices**”. Abbott is a Professor of Agricultural Economics at Purdue University. His PhD is in Economics in 1976 from the Massachusetts Institute of Technology. He has been on the faculty and working on agricultural trade at Purdue since 1981. Professor Abbott conducts research on both international trade and international agricultural development.

The afternoon session was followed by a reception sponsored by the CoBANK directors. Our dinner speaker, who was sponsored by CoBANK, was **Bob Danzig** who presented an inspiring talk titled “**The Leader Within You**”. Danzig is a former CEO of Hearst newspapers, philanthropist, and author. He told his personal story of a childhood spent in several foster homes to serving for two decades as the head of the Hearst newspaper group. After graduating from high school with no family support, he took a job as an office boy at his local newspaper, the *Albany Times Union*. Nineteen years later he became the publisher of the *Times Union* before heading to the helm of the Hearst newspaper group.

The Forum continued on Wednesday morning with a report at breakfast from **Patrick Hooker**, Commissioner of the New York State Dept. of Agriculture & Markets, on activities and the future direction of the Department. The Leaders Forum continued with Ken Hume presenting a “**Report from a Canadian Dairy Cooperative**”. Hume is the Vice-president of Business Development & Western Canada operations for Agropur Cooperative within Division Natrel. His current role is to evaluate possible acquisitions and business development to maximize the operations in Western Canada. He has worked in the Canadian Food/Dairy Industry for over 30 years. The final speaker for the Forum was Dr. Terry Barr who discussed “**What to Expect Under a New Administration**”. Barr was, at the time, Chief Economist for the National Council of Farmer Cooperatives. He reviewed various key appointments and changes in Congress following the transition to a new administration and a Democratic party majority. The forum wrapped up with round table discussions for directors and managers. In these sessions leaders from across the Northeast discussed current issues and shared strategies.

Directors and Officers Elected

Five directors were elected or re-elected to serve on the 12 member NECC board of directors. Cynthia VanLieshout was elected to represent Upstate Niagara. Craig Pollock

Year In Review, Cont'd.

was re-elected to represent First Pioneer Farm Credit. Theron Kibbe was re-elected to represent Farm Credit of Western New York. Ed Schoen was re-elected to represent Dairy Farmers of America. And, our newest addition, Paul Saenger, a livestock producer, was elected to represent Yankee Farm Credit.

Officers were re-elected at the Council's annual meeting held in Albany, NY. Will Baildon, vice-president, CoBANK was re-elected to serve as President of the Council. Eric Zuber a dairy farmer and director of Upstate Niagara Cooperative and O-AT-KA Milk Products was re-elected Vice-President. Theron Kibbe, director of marketing for Farm Credit of Western New York, ACA continues to serve as Treasurer. Brian Henahan, Senior Extension Associate at Cornell University, was re-appointed Secretary.

New Yorkers Participate in Summer Youth Institute

The Mid-Atlantic Alliance of Cooperatives, (MAAC) held its annual Summer Youth Institute on June 28-July 1 at the Lock Haven University in Lock Haven, Pennsylvania. NECC has assisted in promoting the Institute. A number of participants travelled from New York State to attend. The program is designed to create an understanding of business, cooperatives, and entrepreneurial skills among older teens within a workshop-learning environment that fosters team building and leadership development. For more information see <http://www.maacooperatives.org/id30.html>

FUTURE LEADERS ATTEND COOPERATIVE LEADERSHIP CONFERENCE

There were 39 participants sponsored by their cooperatives to attend "Cooperatives—They're Your Business," the Thirty-third Future Cooperative Leaders Conference held July 15-17 at the Lakefront Ramada in Geneva, New York. The National Grape Cooperative was this year's host cooperative for the conference.

The Cooperative Future Leaders Conference is sponsored by the Northeast Cooperative Council with support from the Northeast Farm Credit Ag. Enhancement Fund and the Warren Teaching Fund at Cornell University. The conference provided an excellent opportunity for 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 organizations.

Featured speakers included: Brian Henahan, senior extension associate in the Dept. of Applied Economics and Management, Cornell University who addressed "How Cooperatives Create Value for Members". Brent Roggie the general manager of the National Grape Cooperative presented "Are Cooperatives Still Relevant?" Joe Falcone, president of

Year In Review, Cont'd.

National Grape Cooperative and chairman of the board of directors of Welch's along with James Militello, a delegate of National Grape Cooperative, discussed "Building Cooperative Leadership".

Dr. Todd Schmit, assistant professor of agribusiness management and marketing in the Dept. of Applied Economics and Management, Cornell University reviewed "Developing Cooperative Strategy". Bob Egerton, regional president with COBANK gave an informative presentation on "Cooperative Finance."

The participants enjoyed a Thursday afternoon tour of the Geneva Agricultural Experiment Station and the Lakewood Vineyard. The day ended with dinner at the Anthony Road Winery. The Friday morning session began with a presentation from Marc Rosen, manager of Latin American sales for Welch's who discussed "Serving a Dynamic Market". The program wrapped up with small group discussions with cooperative management and directors from: Agri-Mark, Dairy Farmers of America, Dairylea, DairyOne Cooperative, CoBANK, First Pioneer Farm Credit, Stueben Rural Electric Cooperative, National Grape Cooperative/Welch Foods, Upstate-Niagara Cooperative, and O-AT-KA Milk Products Cooperative.

Annual Farmer Cooperatives Conference

The 12th annual Farmer Cooperatives Conference, presented by the UW Center for Cooperatives was held in St. Paul, MN on November 9-10. This year's program, "Thriving in Uncertain Times", examined how agricultural cooperatives can position their businesses for the future while navigating current economic uncertainties. A number of NECC member cooperative representatives attended or presented on the program.

Researchers Held Annual Meeting

NCERA-210 is a National Committee comprised of academic and industry researchers interested in studying cooperative businesses held their annual meeting and workshop on November 10-11 in conjunction with the Farmer Cooperatives Conference in St. Paul, MN. The annual meeting of the group provides a forum for the discussion of theory and empirical work, by both academic and industry experts, on issues related to cooperative businesses. Prof. Todd Schmit was elected Chairperson of the Committee. For more information on the committee and papers presented, visit the NCERA-210 web site at: <http://www.agecon.ksu.edu/accc/ncera210>.

NECC MEMBERS ON THE "TOP 100" LIST

The National Cooperative Bank has released its 2009 "Co-op 100" list of the largest U.S. business cooperatives. Seven NECC members are included in this elite group which includes cooperatives operating in various business sectors. The NECC cooperatives are:

Rank	Cooperative	2008 Total Revenue (million \$)
3	Dairy Farmers of America	11,816
14	CoBANK, ACB	2,774
31	Ocean Spray Cooperative	1,499
36	Dairylea Cooperative, Inc.	1,388
62	Agri-Mark	881
82	National Grape Cooperative	685
92	Upstate Niagara Cooperative	603

For more information on the list and on cooperative businesses visit:

www.coop100.coop

Leaders and Members

Board of Directors (2009)

Will Baildon

COBANK, ACB

Bill Banker

Agri-Mark

Jay Hardenburg

National Grape Cooperative

Judy Joy

Ocean Spray Cranberries, Inc.

Theron Kibbe

Farm Credit of Western NY, ACA

Kevin Murphy

Pro-Fac Cooperative

Craig Pollock

First Pioneer Farm Credit, ACA

Ed Schoen

Dairy Farmers of America

Paul Saenger

Yankee Farm Credit, ACA

Sandy Stauffer

Dairylea Cooperative Inc.

Cynthia VanLieshout

Upstate Niagara Cooperative

Eric Zuber

O-AT-KA Milk Products Cooperative

Officers

Will Baildon, President

COBANK, ACB

Eric Zuber, Vice-President

O-AT-KA Milk Products Cooperative

Theron Kibbe, Treasurer

Farm Credit of WNY, ACA

Staff and Associates

Brian Henehan, *Executive Secretary*

Carol Thomson,

Administrative Assistant

Dr. Todd Schmit,

Cornell Liaison

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<http://cooperatives.aem.cornell.edu/>

**MEMBERS OF THE NORTHEAST
COOPERATIVE COUNCIL
(2009)**

Agri-Mark, Inc.
COBANK, ACB
Dairy Farmers of America
Dairylea Cooperative, Inc.
Dairy One Cooperative
Farm Credit of Maine, ACA
Farm Credit of Western New York, ACA
First Pioneer Farm Credit, ACA
Genex/CRI Cooperative, Inc.
Lowville Farmers Cooperative, Inc.
National Grape Cooperative
NYS Rural Electric Cooperative Assoc.
O-AT-KA Milk Products Cooperative
Ocean Spray Cranberries, Inc.
Pro-Fac Cooperative
St. Albans Cooperative Creamery
Stamford Farmers Cooperative
Upstate Niagara Cooperative, Inc.
Yankee Farm Credit, ACA

Associate Members

Gary Heckman
AgChoice Farm Credit

David Hayes
Bond, Schoeneck & King, PLLC

Charles Sullivan
Bond, Schoeneck & King, PLLC

Lynda Brushett
Cooperative Development Institute

Jay McWatters
Dopkins & Co., LLP

Bob Ludwig
The Hale Group