

Agenda

Tuesday, December 3

- 9:00 am** Registration and Coffee
9:45 am Welcome and Introductions
10:00 am The US Experience with New Generation Co-ops - Bill Patrie
- Find out what makes NGCs so successful in the US
- 12:00 pm** Lunch
1:00 pm New Generation Co-ops in Alberta - Brian Kaliel and Gayle Kelly
- Getting organized
 - Setting up an NGC in Alberta
 - Issues and Challenges: share structure, contracts, delivery rights, membership
- 3:00 pm** Coffee Break
3:30 pm Providence Grain : An Alberta Case Study - Melton Miller
- Find out how Providence Grain handled visioning and organizing for an alternative business arrangement
- 4:00 pm** Discussion
4:30 pm Adjourn for networking on your own for the evening.

Wednesday, December 4

- 7:30 am** Continental Breakfast
8:30 am Sources of Funding - Mike Leslie and Ron Fredrickson
- Identifying financial partner agencies
- 10:00 am** Coffee break
10:30 am Raising Capital for New Agriculture Ventures - Brian Kaliel
- Alberta Securities Commission
 - Investor issues
- 12:00 pm** Lunch
1:00 pm Tax and Legal Implications of NGCs - Greg Gartner
- Tax sheltering, capital gains, and share revenue
- 1:45 am** Corporate Governance - Darrell Toma
- Finding and training the "right" CEO and Directors
- 2:30 pm** Coffee Break
3:00 pm Speaker Panel
- Your opportunity to ask questions of the conference speakers
- 4:00 pm** AAFRD's Innovative Business Arrangements Team - Ted Darling and Linda Hawk
- Team initiatives, resources and contacts
- 4:30 pm** Safe Journey!

New Generation Co-ops

Alberta's Newest Option for Agriculture Business

Technical Seminar
December 3 & 4, 2002

Coast Terrace Inn
4440 Gateway Blvd.
Edmonton, AB



The Seminar

A *New Generation Co-op* (NGC) is a business arrangement option for agricultural producers and processors who recognize the value of collaboration. Already extremely successful in the US, New Generation Co-ops bring farmers together to improve the long-term profitability of their businesses by adding value to their products.

In Canada, New Generation Co-ops are in their infancy. Alberta is the most recent western province to enact enabling legislation, and there are already many groups in various stages of forming NGC's and other innovative business arrangements.

Alberta Agriculture, Food & Rural Development and its partners in this conference hope to raise the profile of New Generation Co-ops in Alberta. We believe that "working together" is essential to the sustainable growth of our industry, and that NGC's can be one of the vehicles that takes us toward our goals.

Keynote Speaker

Bill Patrie has been a driving force behind the New Generation Co-op movement in the US. He's the author of "Creating Co-op Fever," which has been published by the United States Department of Agriculture and has served as a "how to" manual for NGC's across North America. Mr. Patrie has been involved in the start-up of numerous value-added co-ops, including Dakota Growers Pasta, the North



American Bison Co-op and Northern Plains Premium Beef (where he served a one-year term as interim CEO).

In 1998 Mr. Patrie was named as a "Notable North Dakotan" by the Bismarck Tribune. He

calls himself a "student of organizational theory and its application to farmer-owned enterprises", and he's earned university degrees in public administration and political science. Throughout his distinguished career he's shared his ideas and his insights about "working together" with audiences throughout the United States and Canada. We're very pleased to welcome Bill Patrie as our keynote speaker.

Session Speakers

Brian Kaliel and *Gayle Kelly* are both lawyers with *Corbett Smith Bresee LLP* in Edmonton. They have collaborated on papers and presentations concerning agribusiness organizations including New Generation Co-ops (NGC's) and have also provided professional assistance and advice to Alberta Agriculture, Food & Rural Development with respect to the new Cooperatives Act, and NGC's in particular.

Melton Miller of Edmonton is currently the CEO of Providence Grain Group Inc., which recently purchased two elevators from Agricore United. He is a former territory manager with that company and has been involved in the grain industry for past 15 years.

Greg Gartner is a lawyer and chartered accountant. He joined *Felesky Flynn*, Barristers and Solicitors of Edmonton in 1992, where he is now a partner. He specializes in corporate reorganizations, and is the firm's agricultural tax specialist.

Mike Leslie, Knowledge Coordinator with AVAC Ltd., keeps his audiences involved as they learn how to gain access to capital, get value-added products to the export market and link knowledge needs with knowledge sources.

Ron Fredrickson has been with Agriculture Financial Services Corporation (AFSC) since April 1, 2002 as a result of a merger with The Alberta Opportunity Company. He served with AOC for 21 years in numerous locations. Ron's position with AFSC is Regional Commercial Manager Alberta North.

Darrell Toma, M.Sc., P.Ag., CMC, with Toma & Bouma Management Consultants in Edmonton, has over 22 years of experience in management consulting, business planning, economics, marketing and strategy development in agri-food, business, manufacturing and services.

For more information on this seminar, contact a member of the AAFRD Innovative Business Arrangements Team

Merle Good (403) 556-4237
Ted Darling (403) 948-8524
Graham Gilchrist (780) 632-5417
Linda Hawk (403) 528-5250

<http://www.gov.ab.ca/diverisfy>
See "Upcoming Events"

Accommodations:

Coast Terrace Inn (780) 437-6010
A block of rooms has been reserved. Please book by November 1st.

Delta Edmonton South 1-800-268-1133
Greenwood Inn (780) 431-1100
Holiday Inn Palace (780) 438-1222

Registration

Fee in full (\$100 + GST postmarked on or before November 22) must accompany registration. If paying by cheque, **make payable to REDA**. If paying by **VISA**, please complete the following:

VISA # _____
Expiry Date _____
Signature _____

VISA registrations may be faxed to REDA at (780) 452-5385

Mail your cheque and completed registration form to:

**New Generation Co-ops
REDA
220, 10403 – 172 Street
Edmonton, AB T5S 1K9**

Name: _____

Company: _____

Address: _____

City: _____

Province: _____

Postal Code: _____

Phone: _____

Email: _____

Information requested on the registration form will be used to administer the Alternative Business Arrangements seminars, and will be used for future information mailings dealing with business arrangements. This information is requested in accordance with the Government Organization Act, and is subject to the provisions of the Freedom of Information and Privacy Act.