

Registration Form

Program registrations will be accepted up to one day prior to the class. Registration options:

Email to: knowledge@macc.coop or

Mail to: MACC
6302 Rucker Rd, Suite H
Indianapolis, IN 46220 or

Questions: Rod Kelsay at (317)-726-6910

Fees: \$195.00 MACC Members
\$350.00 Non-MACC Members

Hotel: **Special MACC Rate: \$84.00**
Expires SEPTEMBER 13th
Phone 1-317-574-4606
Four Points- Sheraton
Indy-Carmel
251 East Pennsylvania Parkway
Indianapolis, IN 46280

Cancellations received 1-13 days prior to the class can be refunded at 50%. Cancellations received one day or less are non-refundable.

Co-op Name _____

Address _____

City _____

State _____ **Zip** _____

Contact _____

Email _____

Phone _____

Participants:

1. _____

2. _____

3. _____

NSAC 8 CPE Credits Offered

While the technical sessions are designed to meet Continuing Professional Education requirements, these requirements vary by state. Consult your state guidelines to determine which courses qualify.)

National Society of Accountants for Cooperatives

136 South Keowee Street - Dayton, OH 45402

Fax: 937.222.5794 Phone: 937.222.6707

National Registry of CPE Sponsor identification number 103068

The National Society of Accountants for Cooperatives is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the: National Registry of CPE Sponsors-150 Fourth Avenue North, Suite 700 Nashville, TN, 37219-2417
Web site: www.nasba.org

If interested let us know by
Emailing knowledge@macc.coop



MAC-Ed's networking opportunities are just simply unmatched anywhere in the Midwest. Attendees repeatedly report how revitalized and better equipped they are after attending our credit conferences. They value meeting others to discuss recent challenges common to co-op businesses.

Mid America Cooperative Education, Inc.
6302 Rucker Road, Suite H
Indianapolis, IN 46220
www.macc.coop



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6th Annual Cooperative Credit Conference

**Get Solid Answers for
Credit Challenges
in Tough Times**

**? And
8 CPE
Credits**

September 27-28, 2011

Four Points- Sheraton
Indianapolis North-Carmel
251 East. Pennsylvania Pkwy

(Local Time is Eastern)

*Begins 12:45 p.m. on the 27th
Ends at noon on the 28th*

Got
8 CPE
Credits?



Your MAC-Ed Credit Conference has earned the reputation of a “not to be missed” annual event. The mission of this conference is to provide real solutions to co-op credit professionals who are navigating the trenches as the economy continues to stagger. Attendees will discover concrete solutions to pressing credit issues that are common to a variety of co-op industries. Expert speakers converse with the audience in an open Q & A forum to insure answers to new challenges and unrelenting problems are uncovered.

Learning Objectives

Economic and Energy Outlook -Dr Tyner will explain the economic climate based on key energy and other economic drives. Learn how much of our world is influenced by energy markets and other factors.

Energy Assistance Programs- Explore alternative opportunities for Energy Credit Customers. Learn what is available and how it can be accessed.

Managing Online Payment Options—Understand fees associated with various online payment methods. Use of Credit Cards, Debit Cards, ‘PayPal’ Type accounts, and others.

Managing livestock Input Credit-Explore the key factors to managing credit for livestock producers. Mr. Callaway will identify the key risk management tools and the importance of understanding production costs.

Legal Responsibilities for Managing Credit-Understand your rights to collect individual and corporate accounts. Key processes to minimize your risk exposure will be explained.

USDA FSA Update-Options available for managing credit with higher risk accounts.

2011 Program Topics

September 27th 1:00pm—5:15pm

- **Energy Assistance Programs:**
Paul Krievins-Deputy Director of Energy
- **What’s Available**
 - How to access
- **Managing Credit : Online Payment Challenges**
Roundtable Discussion
- **Energy Economic Outlook & Energy Markets Impacts**
Dr. Wallace Tyner,-Energy Economist
 - Macro & Midwestern Focus
 - Key Drivers of the Markets
 - Impact of Alternative Energy
- Dinner & Networking

September 28th 8:00 am – 12:00 noon

- **Managing Livestock Inputs Credit**
 - Importance of Knowing Your Costs
 - Our Strategy*Gary Callaway-Jackson-Jennings Co-op*
- **Legal Responsibilities for Managing Credit**
 - Individual Strategies
 - Corporation Strategies*Warren Nerz-Attorney at Law*
- **USDA Farm Service Agency Update**
 - Options for Credit Challenges*Greg Foulke*

Program Speakers

Paul Krievins is the Deputy Director of Energy Programs for the Indiana Housing & Community Development Authority (IHCDA). Krievins is responsible for the successful delivery of the Community Service Block Grant, Low Income Home Energy Assist. & Home Energy Conservation Programs.



Professor Wallace Tyner is an energy economist and James & Lois Ackerman Professor of Ag Economics, Purdue Univ. He holds M.A. & Ph.D. degrees in economics from the Univ. of Maryland. Tyner’s research interests are in the area of energy, ag & natural resource policy analysis.



Greg Foulke attended Purdue University and received Bachelor and Master of Science Degrees in Ag Econ. During his 26 year career with FmHA/FSA, he has been a Farm Loan Officer, Farm Loan Manager, and for 19 years, a Farm Loan Specialist, and now Chief, with oversight of all Farm Loan Programs in IN.



Gary Callaway the Feed Division Manager for Jackson Jennings Co-op for the last 18 years. I have a BS degree in Animal Science from Purdue University and have spent 32 years in the animal nutrition and production business.



Attorney Warren Nerz received a BS & Master’s in Environmental Eng. & Science from Manhattan College. He received his J.D. from IU Law School & his practice is concentrated in the areas of construction law, corporate law, commercial litigation, and commercial & consumer debt collection law.

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