



DAIRY CO-OPERATIVE DIRECTOR TRAINING - PROMOTING LEADERSHIP TO DELIVER ON OUR FOOD HARVEST 2020 TARGETS

OVERVIEW

Irish Dairy Co-op Directors are faced with huge challenges in preparing their businesses for the Food Harvest 2020 targets, particularly putting in place the infrastructure to profitably process and market a potential 50% increase in milk supplies. Co-operatives and Co-operative Organisations, internationally, have highlighted the difficulties in bringing directors from their farm businesses to a level whereby they can effectively govern large complex organisations, with turnovers of hundreds of millions of Euros.

ICOS has developed a training programme for existing and future Co-op Directors, to be delivered over four days, split into two by two day sessions, and held in a number of regional locations, to suit the participants.

The programme will place an emphasis on scenarios and case studies, with participants challenged to examine real and hypothetical scenarios, and asked to work as a Board to address the challenges, and comment critically on strategies adopted by international peer co-operatives.

SUMMARY CONTENT

There will be four modules, each one split over two half days as follows:

Day 1

“The Co-operative” and Co-op Governance - Part One

- Co-op Principles and Good Governance
- Role and Responsibility of Directors, Officers,
- Sub-Committees and the Board
- Communications and Member Engagement

Leadership and Strategy - Part One

- Leadership for Co-op Directors, Tools and Skills employed
- Co-op Strategy, addressing the needs of members

Day 2

Finance and Reporting-Part One

- Financial Reporting and Management Accounts
- Directors Responsibilities
- Understanding the Annual Report



Dairy processing and Operations - Part One

- Milk, its constituents and Manufacturing processes, Butter, Powders, Cheese, Proteins
- Assembly, Transport, Utilities, Process Efficiency

Day 3

“The Co-operative” and Co-op Governance - Part Two

- Board Operations and Relationships
- Scenario Workshop

Leadership and Strategy - Part Two

- “The Big Picture”; external factors affecting strategy
- Case Study; approaches by international peer Co-op Boards to their strategic challenges

Day 4

Finance and Reporting - Part Two

- Ratio analysis / Financial Benchmarking
- Financial Terms

Dairy Processing and Operations-Part Two

- Milk Pricing
- Co-competition and the achievement of industry objectives