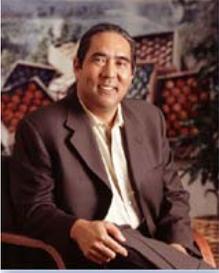


WINTER 2007 NEWSLETTER

IN THIS ISSUE:	Your NSAC:	SAVE THE DATE!
<ul style="list-style-type: none"> ▶ 2007 Meetings ▶ President's Message ▶ National Director's Report ▶ New Members ▶ New Member Enrollment Application <hr/>  <p>Upcoming Seminars:</p> <ul style="list-style-type: none"> ▶ April 19, 2007 – "Introduction to Cooperatives" ▶ May 03, 2007 – "Property and Casualty Insurance" ▶ May 17, 2007 – "Homeland Security: Control and Accounting Issues" ▶ July 12, 2007 – "Advanced Cooperative Performance Measures" ▶ September 20, 2007 – "Basics of Leasing" ▶ October 18, 2007 – "Pension and Business Combination Accounting Update" <p>For additional information and to register, go to www.nsacoop.org member services tab</p> 	<p>NATIONAL OFFICE:</p> <p>Kimberly Fantaci Executive Director 136 South Keowee Street Dayton, Ohio 45402 Phone: 937-222-6707 Fax: 937-222-5794</p> <p>Website: www.nsacoop.org E-Mail: Info@nsacoop.org</p> <hr/> <p>2007 Annual Convention and Tax Seminar</p> <p>Minneapolis, MN August 6 – 8, 2007</p>  <p>This year's Annual Meeting will feature presentations by recognized experts and panel discussions concerning accounting, taxation, financing and management methods employed by both large and small cooperatives.</p> <p>Invited speakers include individuals who possess a national reputation and hold positions of significant responsibility. Their papers deal with subjects of significant interest to cooperatives and their professional advisors. Concurrent sessions are often scheduled in order to provide participants with any opportunity to attend the sessions designed specifically to cover their special interests and needs.</p> <p>Participants are able to earn approximately 12 hours of CPE credits.</p>	<p>Far Western Chapter Meeting - 2007 May 23 – 25, 2007</p>  <p>Embassy Suites Napa Valley</p> <p><i>Napa Valley, situated just 45 miles away from the famous Golden Gate Bridge, houses the Embassy Suites Hotel Napa Valley, California, amidst world-renowned wineries and restaurants, bringing the warm and relaxed atmosphere of the Mediterranean into the rush of American city life.</i></p> <p>FEATURED SPEAKER A. G. Kawamura <i>Secretary, California Dept of Food and Agriculture</i></p> <p><i>"A. G. Kawamura is widely respected for his experience as a third-generation grower and shipper. His depth of knowledge of California's agricultural industry will be vital to restoring the California dream."</i></p>  <p><i>--Governor Arnold Schwarzenegger</i></p> <p>Governor Schwarzenegger appointed A. G. Kawamura as secretary of the California Department of Food and Agriculture in November 2003. Secretary Kawamura is a produce grower and shipper from Orange County, where his family grows strawberries, green beans and other specialty crops.</p>



**MESSAGE FROM
THE PRESIDENT**
Brent Morrison

During the Chapter Development Committee meeting at the NSAC national conference in Nashville, talk turned to what each of us appreciated most about our NSAC membership. Membership is rich with benefits – National and chapter conferences, technical resources, tax updates, “The Cooperative Accountant” magazine, online training – but all agreed the biggest payoff is the people we’ve come to know. As resources and fellow travelers in the cooperative world, certainly, but also as colleagues and friends.

It takes more than mere membership to reap these benefits; it takes involvement. Every person in the room had a load of professional and personal commitments but all made time for NSAC. And it is different, a fraternity of friends and professionals in the unique world of cooperatives.

To help our members get the most from their membership, the directors of the Far Western Chapter are committed to working hard to give more members the chance to be involved. For example, this newsletter contains contact information for all directors; if something interests you, let us know. Our chapter committees are:

- ▶ Newsletter
- ▶ Mentor Program
- ▶ Early Bird
- ▶ Publicity Printing & Registration
- ▶ Program Chair
- ▶ Golf
- ▶ 2008 Time & Place
- ▶ Silver Star
- ▶ Membership
- ▶ 2007 Time and Place
- ▶ Education Committee

Earlier this term, each director committed to contacting a number of members to find out what was most important to them and seeing how they might wish to get involved. We would have called everyone if we could; if we missed you, please call any director or committee chair and tell us what you’d like to do and what you’d like from your chapter.

**NSAC’s
Mission Statement**

To be the acknowledged leader in:

- ▶ Providing accounting, tax and business education uniquely tailored to cooperatives;
- ▶ Providing networking and professional development opportunities for our membership; and
- ▶ Supporting cooperative business interests in standard setting processes enabling our membership to effectively serve cooperatives.

**WRITE AN ARTICLE FOR THE TCA
and Become a Published Author!**



NSAC’s quarterly journal, *The Cooperative Accountant*, presents important articles on cooperative issues which are intended to enlighten members. As a member, you automatically receive the journal and enjoy the timely information presented in the TAXFAX, ACCTFAX, Small Business Cooperative Forum, and Utility Cooperative Forum.

Article submission deadlines are April 1 for the Summer Issue and July 1 for the Fall Issue. Articles must be typewritten, double-spaced, leaving wide margins. Microsoft Word format articles by e-mail are preferred and accepted at fmessina@uab.edu. Please also send a copy of your article to Brent Morrison, NSAC Far Western Chapter President, at brent@morrisonco.net.

WINTER 2007 NEWSLETTER

NATIONAL DIRECTOR'S REPORT

Richard French



ANNUAL MEETING:

As all of you know, NSAC's 71st Annual Meeting was held this past August in Nashville. Overall attendance was very good, as the overall count including guests totaled 362. For those of you that were unable to attend, you missed a great meeting. Continuing a recent trend, the technical programs were excellent. Once again Sue Bielstein of the Financial Accounting Standards Board brought us up to speed on the recent activities of the FASB, including the change in accounting for pensions.



Although the technical programs were very worthwhile, I would like to point out once again that the real value of attending these meetings is the networking/ relationship building opportunities. It is much easier to pick up the phone to discuss an issue with someone you have actually met as opposed to a "cold call".

Finally, the entertainment highlight of the meeting took place at the Presidents reception. Sponsored by Sunkist, country singer and Grammy award winner Billy Dean performed for the group. Given that we were in the "country music capital of the world", the setting was perfect. In case you are wondering, Billy Dean is the spokesperson for Sunkist's "Take a Stand Program", which involves children raising money for their favorite charity by selling lemonade.

NATIONAL BOARD UPDATE:

► Membership -

As of October 31st, overall membership was 1,464. Compared to total membership of 1,528 at the beginning of the year, this represents a 96% retention rate. Although it is disappointing that membership is down, we at least attained our goal of 90% retention.

The corresponding membership numbers for the Far Western Chapter are 155 as of October, versus 165 at the beginning of the year. Needless to say, there is work to be done with respect to attracting and retaining members.

FINANCIAL HIGHLIGHTS:

There is nothing but good news with respect to the Society's financial picture. As of September 30, retained earnings were \$751,000. Net income for the first nine months of the year was \$108,000, of which the approximately \$41,000 was generated by the annual convention. Unlike the case several years ago, the challenge that the Board faces today is how to best utilize the accumulated funds for the purpose of providing value to the membership.

► Chapter Development Committee -

Plans to revise chapter "newsletter" requirements as well as to update the "Chapter Leadership Manual" are now underway. There was also much discussion on developing a strong "mentoring" program.

Turning to the Silver Star Award program, a chapter must accumulate at least 86 points in order to be eligible for this award. Points are earned based on various activities of the chapter and its members. Examples would be the publishing of articles, chapter meeting attendance, and the timely issuance of quarterly newsletters, all of which are geared toward demonstrating active membership within the chapter. The Far Western Chapter was short on Silver Star points this past year. Clearly we have room for improvement, and your chapter directors have plans in place to do just that.



This program has proved to be a tremendous success, and a great value to the membership. Year to date through October, the program has attracted 474 participants. Upcoming topics will include Section 199, Accounting for Leases, Property & Casualty Insurance, FASB updates and Homeland Security. As chairman of the Education Committee, Dan Groscoast has done an outstanding job.

TRIVIA TIME!

Which Far Western Chapter member has been a member of NSAC the longest? *[Answer on Page 5]*

NATIONAL DIRECTOR'S REPORT (continued)

► Other Board Activities -

Discussions took place with respect to a variety of issues. For instance, should the "Chapter Officers Workshop" be held via "web cast"? This would allow greater participation given that it would not be necessary to attend the Annual Conference. Other discussion topics included whether or not the National Office should provide on-line registration for chapter meetings and/or handle chapter finances.

As for strategic planning, the Board will ask that each of the various committees take a look at their existing goals and corresponding action plans. Emphasis needs to be placed on measurement. In other words, how do we know we are attaining the goal?

The Board did approve the formation of a subcommittee for the purpose of reviewing Board policies, and recommending revisions where appropriate. It was also agreed that "New & Views" would be distributed electronically in the future.



► 2007 National Meeting -

Next year's annual meeting and tax seminar will be held in Minneapolis at the "Marriott Downtown". I can tell you that the host committee is working very hard to put together a great meeting. As I already pointed out, the Nashville event has really "raised the bar" with respect to this event!

As a heads up, a meeting format change is being implemented, which the Board feels will be quite beneficial for all conference attendees. Specifically, a "Welcoming Reception" is being planned for Sunday evening, the day that the majority of attendees arrive. This will give everyone a chance to mingle and "re-connect" prior to the start of the conference.

In closing I would like to say that I continue to appreciate the opportunity to serve along with Anna Spyras as your National Director, and as a member of the Executive Committee of the National Board. Please feel free to contact me either by email at rfrench@sunkistgrowers.com or by phone at 818-379-7411 with any questions or concerns that you may have.

MEMBERSHIP



as of February 1, 2007:

- NSAC Total Membership: **1,478**
- Far Western Chapter Membership: **161**

We're Growing...

Welcome to the Chapter!



New Members
since August, 2006

<i>Tim Benshoof</i>	Paramount Farms, Inc.
<i>Benny Chung</i>	Fruit Growers Supply Company
<i>Laura Coffey</i>	Saticoy Lemon Association
<i>Veronica Desrosiers</i>	Financial Service Centers Co-op, Inc.
<i>Carolyn Dukes</i>	Fresno Madera Farm Credit, ACA
<i>Nick Jacobson</i>	Aon Risk Services
<i>Heidi Love</i>	Fruit Growers Supply Company
<i>Jerry Pogorzelski</i>	Saticoy Lemon Association
<i>Joe Slagle</i>	CoBank, ACB
<i>Ginny Stichternath</i>	CoBank, ACB
<i>Karen Torrey</i>	Master Nursery Garden Centers Inc.

Do you know someone who might benefit from NSAC membership? Someone who could use:

- Continuing education?
- Basic cooperative education?
- Conferences and networking?
- Quarterly cooperative news?

Contact Steve Sutter, Far Western Chapter Membership Chair, Matson & Isom Accountancy Corp., P.O. Box 1638, Chico, CA 95927-1638.
Phone (530) 891-6474;
email: ssutter@matson-isom.com



Far Western Chapter

Arizona | California | Hawaii | Nevada | Utah

WINTER 2007 NEWSLETTER

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Senior Relationship Manager
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Secretary/Treasurer

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Additional Committee Chairs:

Tax – Terece Castanias
Silver Star – Brett Huston
Newsletter – John Striff
2007 Time & Place – Roger Coutts
Mentor Program – Ana Spyres
Education – Dan Nutley

Program Chair – Casey Garten
Membership – Steve Sutter
Early Bird – Cindy Holland
Publicity Printing & Registration – Kathleen Block
Golf – Owen Hamilton
2008 Time & Place – Allen Ludlow

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TRIVIA TIME answer:

Edmund Vollmer joined NSAC all the way back in August, 1960.



Submit an article for the next edition of the Newsletter and receive a gift box filled with delicious *Fruit Gems!*

Submission should be sent to:
john.striff@fruitgrowers.com



136 South Keowee Street • Dayton, OH 45402 • (937) 222-6707 Phone • (937) 222-5794 Fax

The NSAC Board of Directors has approved a policy to permit approved organizations to present graphics, text, and/or artwork promoting their businesses in *The Cooperative Accountant* and certain other publications. In exchange, these organizations are asked to support NSAC as follows:

One-half page presentation in each of four consecutive quarterly issues of *The Cooperative Accountant*, as well as the *Membership Directory & Resource Guide* - \$1,000

Full page presentation in each of four consecutive quarterly issues of *The Cooperative Accountant*, as well as the *Membership Directory & Resource Guide* - \$2,000



Member ID:

New Member Enrollment Application

Please complete both sides.

National Society of Accountants for Cooperatives

136 South Keowee Street * Dayton, OH 45402

Phone: 937.222.6707 * Fax: 937.222.5794

info@nsacoop.org * www.nsacoop.org * www.nsac.coop

Name (First/Middle/Last): _____

Salutation (name you prefer to be called by if different from above): _____

I was referred to NSAC by (member name) _____

Chapter(s) I want to join (refer to next page): _____

I prefer correspondence to go to my: Firm Address Home Address Are you a former member of NSAC? Yes No

Company Information:

Job Title _____

Firm Name _____

Mailing Address, City, State, Zip, Country: _____

Package Address (Street, City, State, Zip) for FEDEX, UPS, etc. if different from above address:

Work Phone + extension: _____ Fax: _____ Toll free number: _____

Email: _____ Web: _____

CEO or General Manager's Name: _____

Home Information: *We do not give this information to other members or to non-members without your permission. We need this information in case we are unable to reach you at your firm or you leave your firm and we can't get a forwarding address from them. It will not be accessible to others on the website unless it is the only address you give us or it is your preferred address for mailings.*

Home Address: _____

Home Phone: _____ Cell Phone: _____ Email: _____

Professional Information Are you a CPA? Yes No

Number of years in a cooperative activity or providing professional support to a cooperative activity: _____

Other relevant professional certifications: _____

Demographic Information (optional)

Birth date: _____

Male

Female

Name of School

City/State

Degree and Year

1. _____

2. _____

Each application **MUST** be accompanied by a **check or charge for both (1) national and (2) chapter¹ dues.** Dues are non-refundable.

¹Retired members are not required to pay chapter dues.

Check enclosed \$ _____ Charge \$ _____ to my: Visa MasterCard AMEX

Card #: _____ Exp: _____ Cardholder Signature: _____

Print name on credit card _____

Credit card billing address: Firm Address Home Address Other: _____

Signature: _____ Date: _____

Approval of this application is subject to final endorsement by the Executive Board.



Membership Types

All memberships are individual memberships and are not transferable.

REGULAR: To be eligible for regular membership, an individual shall be employed by or affiliated with a cooperative association, be engaged in providing professional services for cooperatives, or shall otherwise be engaged in the furtherance of cooperative principles. The national annual membership service fee is **\$150.00** and covers 1 year of membership from the date enrolled. NSAC membership dues must include payment of national membership service fees *plus* applicable chapter dues (listed below).

RETIRED: To be eligible for retired membership, an individual must have a minimum of five years active membership in good standing, have reached age 55, and be retired from active business under provisions of a formal retirement plan or through amicable arrangement with his or her employer which results in a complete severance or material reduction in compensation, or have retired because of permanent disability. The national membership service fee is **\$50**; there are no chapter dues required.

CHAPTER MEMBERSHIP AND DUES

Chapter membership is required as a condition of membership in NSAC. Twelve chapters have been organized using state boundaries as set forth below. Members usually affiliate with the chapter covering the state in which they live or work. However, NSAC recognizes that for professional, geographic or other reasons members may prefer to affiliate with a different chapter or with more than one chapter.

Dues are assessed on the basis of all chapters chosen. Please designate on page 1 the chapter(s) in which you want to hold membership. If no choice is made, a chapter assignment will be made based on address. *If joining more than one chapter, the first chapter listed on page 1 will be considered your primary chapter for voting purposes.*

CHAPTERS AND CHAPTER DUES

Capitol (DC, DE, MD, PA, PR, VA, WV)	\$ 20
Electric Cooperative (nation-wide)	\$ 25
Far Western (AZ, CA, HI, NV, UT)	\$ 20
Great Lakes (MI, WI)	\$ 10
Mid-Central (IN, KY, OH, TN)	\$ 5
Mid-West (CO, KS, NE, NM, OK)	\$ 10
Mississippi Valley (AR, IA, IL, MO, MS)	\$ 10
North Central (MN, ND, SD)	\$ 10
Northeast (CT, MA, ME, NH, NJ, NY, RI, VT)	\$ 10
Pacific Northwest (AK, ID, MT, OR, WA, WY)	\$ 20
South Atlantic (AL, FL, GA, NC, SC)	\$ 30
Texas (LA, TX)	\$ 10

OCCUPATIONS *(check the box which applies)*

If 'Other,' please specify your occupation.

- Accountant or Auditor - General
- Accountant – Tax
- Association Management
- Attorney
- Bookkeeper
- CEO/COO
- CFO/Treasurer/Controller
- Consultant
- Educator
- Financial Officer or Advisor
- Information Technology
- Management
- Marketing
- Other: _____
- Retired

CO-OP TYPE *(Check the box which applies; if not a cooperative, check the last box.)*

- | | | | |
|--------------------------------------------------------|----------------------------------------------------------|-------------------------------------------------------|----------------------------------------------------|
| <input type="checkbox"/> Agricultural Marketing | <input type="checkbox"/> Energy, State-Wide Associations | <input type="checkbox"/> Funeral & Memorial Societies | <input type="checkbox"/> Purchasing, Other: _____ |
| <input type="checkbox"/> Banking/Financial Services | <input type="checkbox"/> Energy, Other: _____ | <input type="checkbox"/> Hardware/Lumber | <input type="checkbox"/> Service, Other: _____ |
| <input type="checkbox"/> Distribution/Logistics | <input type="checkbox"/> Farm Supplies & Services | <input type="checkbox"/> Healthcare | <input type="checkbox"/> Telephone & Communication |
| <input type="checkbox"/> Education/Childcare | <input type="checkbox"/> Grocery, Retail or Wholesale | <input type="checkbox"/> Housing & Related Industries | <input type="checkbox"/> Transportation |
| <input type="checkbox"/> Energy, Electric Distribution | <input type="checkbox"/> Franchise | <input type="checkbox"/> Information Technology | <input type="checkbox"/> Other: _____ |
| <input type="checkbox"/> Energy, Electric Power Supply | | <input type="checkbox"/> Insurance | |
| | | <input type="checkbox"/> Marketing, Other: _____ | |
| | | | <input type="checkbox"/> <i>Not a cooperative</i> |

WHERE ARE YOUR FIRM'S CUSTOMERS?

- | | |
|---------------------------------------------------------------------|----------------------------------------|
| <input type="checkbox"/> Local (county and/or surrounding counties) | <input type="checkbox"/> Nationwide |
| <input type="checkbox"/> Regional (state and/or surrounding states) | <input type="checkbox"/> International |