



A ROAD MAP FOR WOMEN IN AGRICULTURE

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Government Relations

 **LAND O'LAKES, INC.**

Today's Topics

- My Road Map- A Long Winding Road
- Land O'Lakes, Inc. and Women
- Women in Politics
- Take Away

A Long Winding Road

- Tifton, Georgia
- 1980's-90's
- Agriculture Industry
- Leadership roles for women
- Business Succession Plan



A Long Winding Road

- Furman University
- Washington DC
 - Internship for Senator Coverdell, Member of the Senate Agriculture Committee
 - Assistant for The Redding Firm
- Mercer University



A Long Winding Road

- United Fresh Produce Association
- Troutman Sanders Strategies
- Senate Agriculture Committee



A Long Winding Road

Land O'Lakes, Inc.

\$14 Billion in Sales

#194 on the Fortune 500

50 States/60+ Countries

10,000 Employees

3,000 DAIRY producer-
members

1,000 member co-ops
Serving 300,000 producers



More than butter.....



Second largest
member-owned co-op in the U.S.



Fortune 200
agribusiness leader

Land O'Lakes Approach

“Women in Cooperative Leadership”

Development of women leaders among members

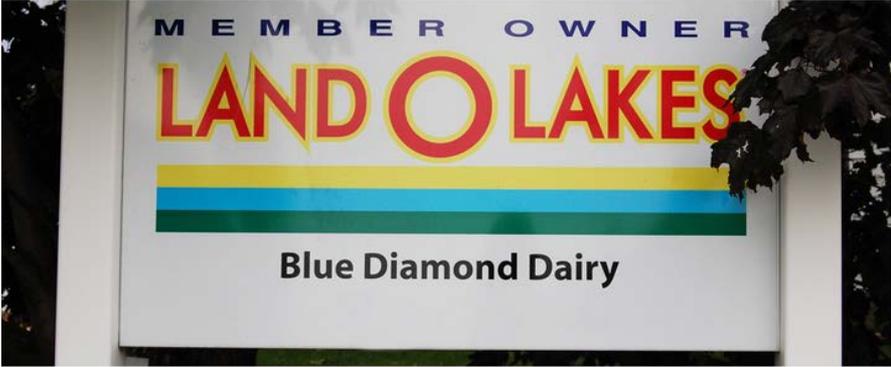
- Identification of “high potentials”
- Training
- Mentoring
- Support
- Leadership Skills
- Personal Development
- Advancement in cooperative system



Women Influencing Policy

THE LAND O'LAKES BLOG
— Bringing inspiration to those who share our love of good food. —

THE LATEST RECIPE BUZZ² ASK BECKY COOKING & BAKING HELP **THE SOCIAL PLATTER** KITCHEN CONVERSATIONS



MEMBER OWNER
LAND O LAKES
Blue Diamond Dairy

THE SOCIAL PLATTER

What it means to belong to the Land O'Lakes Cooperative

By Sofia | July 27, 2023



This spring, Dan's kindergarten class and Monika's preschool class came out to our farm for a field trip. We also invited our Land O'Lakes dairy fieldman, Glen, to join us for the morning. As a fieldman,

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“ADD FLAVOR WITH BUTTER”
-Ree

Ree's Joining The Conversation

The Pioneer Woman, Ree Drummond, blogs about daily life on her Oklahoma ranch at [ThePioneerWoman.com](#). As a busy mom, Ree also knows a thing or two about how to get a simple and delicious meal on the table. Join The Pioneer Woman, Becky from the Test Kitchen and our blogger friends via Kitchen Conversations as they dish on cooking and baking with butter.

[Follow Along >](#)

The Fresh Taste You Love. One Half Stick At A Time.

Convenient premeasured half sticks go a long way toward keeping your butter tasting fresher longer.

[View Unsalted Butter in Half Sticks >](#) [View Butter with Olive Oil & Sea Salt in Half Sticks >](#) [View Butter in Half Sticks >](#)

A Pioneer's View into the Kitchen

Watch as Ree Drummond leads us into a new flavor frontier filled with deliciously simple dishes made with Land O'Lakes® Butter.

The Women In Washington

- Snapshot of Women in Washington
 - 18 % of Congress are women
 - 78 in House
 - 20 in Senate (20% in the Senate)
- 75 Women hold statewide executive office
- A regular survey conducted by National Journal of more than 300 top congressional aides showed that in 2011 about one-third were women.
- A recent NJ survey of high-ranking members of President Obama's second-term administration found that women hold about 40 percent of the 250 top positions.

Women in Government Relations (2013)

- Total # Registered Lobbyists in DC – 12,281
- Industry Specific: Ag – 1,672
 - Of this, approximately 30% are women

Women Influencing Policy

- Women have a unique voice on policy issues
- The rise of the “Mommy Blogger”
 - Educated: 52% have completed college
 - Influential: Top bloggers picked up by major media
 - Affluent: average blogger household income is \$14,000 above average
 - Everywhere: 3.9 million in the US last year

Women Influencing Policy

- Food is a favorite issue
- Can be harmful or helpful to our industry

Summary

- There's no right or wrong path for finding a career in agriculture
- We are engaged in one of the world's greatest growth industries
- Agribusiness and food production careers offer greater purpose and mission
- Grasp the opportunities to grow and lead



Thank You!