



# Cooperation Works!

THE COOPERATIVE DEVELOPMENT NETWORK

**Toolkit Implementation:  
Practical Application of Tools and Skills for Co-op Developers  
Madison WI  
Sample Agenda  
Monday**

<b>8:00-8:30am</b>	<b>Registration</b> Breakfast in the Meeting Room
<b>8:30-9:00am</b>	<b>Welcome and Introduction to the Program</b>
<b>9:00-10:30am</b>	<b>Small Group Work:</b> Case Studies
<b>10:30-10:45am</b>	Break
<b>10:45-12:00pm</b>	<b>Facilitation</b> Basics of facilitation and how to build facilitation skills with co-op groups
<b>12:00-1:00pm</b>	<b>Lunch</b>
<b>1:00-3:30pm</b>	<b>Group Dynamics: Navigating Power Dynamics, Conflicts, and the Role of the Developer</b>
<b>3:30-3:45pm</b>	<b>Break</b>
<b>3:45pm-5:45pm</b>	<b>Governance: Transitions</b> How to transition co-op governance smoothly as the organization becomes operational.
<b>5:45-6:00pm</b>	<b>Reflections and feedback</b>
<b>6:00-7:00pm</b>	<b>Dinner</b>
<b>7:00-8:00pm</b>	<b>Optional: Networking/Speed-dating</b>



# Cooperation Works!

THE COOPERATIVE DEVELOPMENT NETWORK

## Tuesday

<b>8:00-8:30am</b>	<b>Breakfast in the Meeting Room</b>
<b>8:30-9:30am</b>	<b>Strategic Planning: Using the Business Model Canvas as a Tool</b> A step-by-step, hands-on overview of how to use the Business Model Canvas with groups as a tool for strategic and business planning
<b>9:30-9:45am</b>	<b>Break</b>
<b>9:45-10:45am</b>	<b>Project Management and Business Planning</b> Tools and resources to help developers guide groups through the process of business planning and keep their own projects on track
<b>10:45-12:00pm</b>	<b>The Cooperative Landscape: Rethinking Co-op Sectors</b> How to think about co-ops beyond the traditional sector and ownership-based segmentation to better serve the stakeholders and community
<b>12:00-1:00pm</b>	<b>Lunch</b>
<b>12:00--5:00pm</b>	<b>Tours</b> <ul style="list-style-type: none"><li>• Filene Research Institute</li><li>• University of Wisconsin Center for Cooperatives</li></ul>
<b>5:00-6:00pm</b>	<b>Small Group Discussions, Reflections, Feedback</b>
<b>6:00-7:00pm</b>	<b>Dinner</b>



# Cooperation Works!

THE COOPERATIVE DEVELOPMENT NETWORK

## Wednesday

<b>8:00-8:30am</b>	<b>Breakfast in the Meeting Room</b>
<b>8:30-10:30am</b>	<b>Feasibility: Putting Theory into Practice</b> Use the tools learned in Building Blocks by applying them to a series of scenarios to determine feasibility in various co-op sectors and locations.
<b>10:30-10:45am</b>	<b>Break</b>
<b>10:45-12:00pm</b>	<b>Case Study: The Evolving Cooperative Landscape in the Bay Area</b>
<b>12:00-1:00pm</b>	<b>Lunch</b> <b>Group Photo</b>
<b>1:00-2:30pm</b>	<b>Business Launch: Anticipating Common Issues</b>
<b>2:30-2:45pm</b>	<b>Break</b>
<b>2:45-4:45pm</b>	<b>Funding Cooperative Development</b> A break-down of the funding available to new co-ops and when it's most appropriate to access. Includes bank loans, member equity, community loans, grants, DPOs, CDFIs
<b>4:45-5:00pm</b>	<b>Break</b>
<b>5:00-6:00pm</b>	<b>Small Group Work, Reflections, Feedback</b>
<b>7:00-9:00pm</b>	<b>Small Plates at Camp Trippalindee</b> Graduate Hotel, Rooftop Restaurant



# Cooperation Works!

THE COOPERATIVE DEVELOPMENT NETWORK

**Thursday**

- 8:00-8:30am**      **Continental Breakfast in the Meeting Room**
- 8:30-10:00am**      **Cooperative Development: Forging a Career as a Co-op Developer**  
An in-depth look at career paths for cooperative developers both within cooperative development centers and as independent contractors
- 10:00-10:15pm**      **Break**
- 10:15am-12:00pm**      **Case Studies Revealed:**  
Representatives from the real-life co-ops that inspired the case studies will discuss the challenges of their co-op, how they handled them, and the outcomes.
- 12:00-1:00pm**      **Lunch**
- 1:00-2:00pm**      **Wrap Up: Reflections, Lessons Learned, Next Steps**

**Sponsored By:**

