



CooperationWorks!

THE COOPERATIVE DEVELOPMENT NETWORK

**The Art and Science of Cooperative Development: Building Blocks
Madison WI**

Monday, May 20th

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|-----------------------|---|
| 8:00-8:30am | Registration
Continental Breakfast in the Meeting Room |
| 8:30-9:00am | Welcome and Introduction to the Program
Alex Stone, Executive Director, CooperationWorks! |
| 9:00-10:15am | Pre-workshop Assignment and Small Group Formation |
| 10:15-10:30am | Break |
| 10:30 -12:00pm | Cooperative Business Model
<i>A game-show style presentation highlighting key points from assigned videos</i>
Margaret Bau, Cooperative Development Specialist, USDA |
| 12:00-1:00pm | Lunch |
| 1:00-2:45pm | History of Cooperatives
<i>An overview of cooperative movements throughout history and the necessities that drove them</i>
Margaret Bau, Cooperative Development Specialist, USDA |
| 2:45-3:00pm | Break |
| 3:00pm-5:00pm | Feasibility Studies
<i>Setting goals: from vision to business plan, start-up to conversion, key components of feasibility analysis: finance, market analysis, governance, multi-year financial projections, developing the capacity of the board or steering committee to lead the process</i>
Margaret Lund, Consultant, Co-opera |
| 5:00-5:30pm | Reflections |
| 5:30-6:15pm | Networking on the Terrace |
| 6:00-7:00pm | Dinner at Memorial Union |



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Day 2

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| 8:00-8:30am | Continental Breakfast in the Meeting Room |
| 8:30-10:30am | Cooperative Business Governance
<i>Effective governance systems in a start-up environment</i>
Courtney Berner, Executive Director UW Center for Cooperatives |
| 10:30-10:45pm | Break |
| 10:45-12:00pm | Cooperative Business Basics Part I
<i>Financial structures: member investment, equity, patronage</i>
Margaret Lund, Consultant, Co-opera |
| 12:00-1:00pm | Lunch |
| 1:00-2:00pm | Cooperative Business Basics Part II
<i>Financial structures: member investment, equity, patronage</i>
Margaret Lund, Consultant, Co-opera |
| 2:00-2:15pm | Break |
| 2:15-4:15pm | Group Dynamics
<i>Group behavior dynamics: building trust and relationships, cultural competence, communication: listening, recognizing non-verbal cues, teamwork, responsible problem-solving</i>
Nat Locke, Co-op Educator |
| 4:15-4:30pm | Break |
| 4:30-6:00pm | Case Study: Worker Co-op Conversions – Turning a Promise into Reality
Roodline Volcy, Events Coordinator, Democracy at Work Institute |
| 6:30-8:00pm | Dinner at the Ambrosia housing Cooperative |



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Day 3

- 8:00-8:30am** **Continental Breakfast in the Meeting Room**
- 8:30-10:30am** **Legal and Tax Environment**
Overview of the legal and tax environment for cooperatives: why it is important, selecting an incorporation model, process for building bylaws, talking to professionals: lawyers, accountants, etc.
Anne Reynolds, former Executive Director of the UW Center for Cooperatives
- 10:30-10:45am** **Leave for Cooperative Site Visits**
- 10:45-4:00pm** **Madison Co-op Tours**
Transportation Provided by the Union Cab Cooperative
- Willy St. Cooperative**
Presentation by Kirsten Moore, Director of Cooperative Services, and Katie O'Connell-Jones, Owner Resources Coordinator
- Just Coffee Cooperative**
Presentation by Rob McClure
- Isthmus Engineering & Manufacturing**
Presentation by Ole Olson
- 4:00-4:30pm** **Return to Memorial Union/Reflections on Tours**
- 4:30-6:00pm** **Case Study: Real Estate Cooperatives as a Solution to Displacement and Expensive Housing in Crunched Markets**
Gregory Jackson, East Bay Permanent Real Estate Cooperative
- 7:00-9:00pm** **Gathering at Camp Tripalindee (The Graduate Rooftop)**



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Day 4

- 8:00-8:30am** **Continental Breakfast in the Meeting Room**
- 8:30-10:15am** **Cooperative Development Ecosystem**
Building a successful cooperative development ecosystem, meeting community needs, engaging ecosystem actors, initiating cooperative development projects, gathering community support
Alex Stone
- 10:15-10:30am** **Break**
- 10:30-12:00pm** **Case Study: Building the NYC Cooperative Ecosystem**
Maru Bautista
- 12:00-1:00pm** **Lunch at Memorial Union**
- 1:00-1:30pm** **Next Steps and Wrap-Up**
Building and maintain connections, education opportunities, evaluation

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