



# CooperationWorks!

THE COOPERATIVE DEVELOPMENT NETWORK

**The Art and Science of Cooperative Development: Session Two**

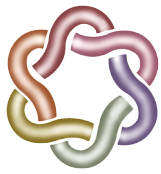
**November 13-16th, 2017**

**Madison WI**

## **Agenda**

### **Monday November 13<sup>th</sup>**

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|----------------------|---|
| <b>8:00-8:30am</b>   | <b>Registration</b><br><b>Breakfast in the Meeting Room</b>   |
| <b>8:30-9:00am</b>   | <b>Welcome and Introduction to the Program</b><br>Alex Stone, Executive Director, CooperationWorks!   |
| <b>9:00-9:30am</b>   | <b>Small Group Intros: Case Studies</b>   |
| <b>9:30-12:00pm</b>  | <b>Group Dynamics: Navigating Power Dynamics, Conflicts, and the Role of the Developer</b>  |
| <b>12:00-1:00pm</b>  | <b>Lunch</b><br><b>Group Photo</b>  |
| <b>1:00-3:00pm</b>   | <b>Governance: Transitions</b><br>How to transitions co-op governance smoothly as the organization becomes operational.   |
| <b>3:00-3:15pm</b>   | <b>Break</b>  |
| <b>3:15pm-4:15pm</b> | <b>Facilitation</b><br>Basics of facilitation and how to built facilitation skills with co-op groups  |
| <b>4:15-4:30pm</b>   | <b>Break</b>  |
| <b>4:30-5:30pm</b>   | <b>Strategic Planning: Using the Business Model Canvas as a Tool</b><br>A step-by-step, hand-on overview of how to use the Business Model Canvass with groups as a tool for strategic and business planning |
| <b>5:30-6:00pm</b>   | <b>Reflections</b>  |
| <b>6:00-7:00pm</b>   | <b>Dinner</b>   |



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**Tuesday November 14<sup>th</sup>**

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| <b>8:00-8:30am</b>   | <b>Breakfast in the Meeting Room</b>  |
| <b>8:30-10:00am</b>  | <b>Feasibility: Putting Theory into Practice</b><br>Taking the tools learned during Session 1 and applying them to a series of scenarios to determine feasibility in various co-op sectors and locations.   |
| <b>10:00-10:30am</b> | <b>Small Group Feasibility</b>  |
| <b>10:30-10:45am</b> | <b>Break</b>  |
| <b>12:30-1:30pm</b>  | <b>Lunch at the Pyle Center</b>   |
| <b>10:45-12:00pm</b> | <b>Project Management and Business Planning</b><br>Tools and resources to help developers guide groups through the process of business planning and keep their own projects on track  |
| <b>12--6:00pm</b>    | <b>Tours</b> <ul style="list-style-type: none"><li>• <b>University of Wisconsin Center for Cooperatives</b></li><li>• <b>Willy St. North</b> – adapting the grocery co-op model to a new neighborhood</li><li>• <b>Summit Credit Union</b></li><li>• <b>Filene Center</b></li></ul> |
| <b>6:00-8:00pm</b>   | <b>Dinner and Tour at MCC Housing Co-op</b>   |

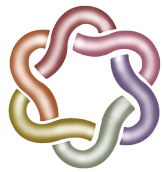


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**Wednesday November 15<sup>th</sup>**

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|----------------------|--|
| <b>8:00-8:30am</b>   | <b>Continental Breakfast in the Meeting Room</b>   |
| <b>8:30-10:00am</b>  | <b>The Cooperative Landscape: Rethinking Co-op Sectors</b><br>How to think about co-ops beyond the traditional sector and ownership-based segmentation to better serve the stakeholders and community  |
| <b>10:45-11:00am</b> | <b>Break</b>   |
| <b>11:00-12:00pm</b> | <b>Business Launch: Anticipating Common Issues</b>   |
| <b>12:00-1:00pm</b>  | <b>Lunch</b>   |
| <b>1:00-3:00pm</b>   | <b>Funding Cooperative Development</b><br>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. More broadly, what funding is available for institutions practicing co-op development? |
| <b>3:00-3:15pm</b>   | <b>Break</b>   |
| <b>3:15-5:30pm</b>   | <b>Case Studies Revealed:</b><br>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.   |
| <b>5:30-6:00pm</b>   | <b>Reflections</b>   |
| <b>6:00-7:00pm</b>   | <b>Dinner</b>  |
| <b>7:00-8:00pm</b>   | <b>Optional Gathering at The Terrace</b>   |



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Thursday November 16<sup>th</sup>

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

**A Tale of Two Cities: The Evolving Cooperative Landscape in Jackson, MS and Madison, WI and Practical Steps for Increasing Your Community's Co-op Capacity**

Cooperative ecosystems building is important for every community. Learn the history and ecosystems of two areas to explore the best way to build the co-op ecosystem in your own community.

12:00-1:00pm

**Lunch**

**Wrap Up: Reflections, Lessons Learned, Next Steps**

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