

Benefits of On Co-op Membership

We are delighted that you have chosen to be part of the Ontario Co-operative Association (On Co-op) and to connect with people and organizations across Ontario, Canada and around the world who share co-operative values and principles.

Over the next few pages, we'll present many of the benefits of your membership and explain more about our role in supporting your co-op and growing and strengthening co-operative enterprise.

At A Glance

On Co-op Leads.....	1
Membership provides our strong foundation.....	2
Advocacy and government relations.....	2
Research.....	2
Recognizing and rewarding excellence	2
On Co-op Cultivates.....	3
Post-secondary co-op education	3
Networking, movement-building, and workshops	3
Developing young co-operators	3
Co-op development resources	3
On Co-op Connects.....	4
Your co-op development hub	4
Silo-busting networks.....	4
Local co-op cluster support	4
Extending your reach.....	4
Discounts and exclusive member services*	5

*For more in-depth information about our Office Support Discounts, please see the Discount Program Update included in this mailing.

On Co-op Leads.

Membership provides our strong foundation

At On Co-op, we know that co-operative enterprise is a sustainable and fundamentally better way of doing business. **On Co-op is a booster of co-op values, principles and opportunities.** We lead the co-op sector and support a robust co-op movement in Ontario, building on the strong foundation provided by our membership. On behalf of our membership and the Ontario co-op movement, we strive for a strong, unified presence in the co-op community and in the eyes of government and the public. In turn, we often rely on the resources and expertise of our membership to support our work in growing and strengthening co-operative enterprises.

The Ontario Co-operative Association is a co-operative, owned and governed by – and accountable to - our members. Membership dues account for more than 35% of our annual funding and are the backbone of our co-operative.

On Co-op Voting Members direct the strategies and democratically set the goals of our organization. In addition, Voting Members are eligible to join the board to help govern our association, and in turn, influence the movement .

On Co-op also welcomes non-voting, associate members who may take part in all On Co-op programs and activities. While not able to vote on resolutions or in elections, Supporter and Friend members can speak to any motion brought forward during an AGM and bear witness to the democratic process. Associate members also benefit from the tangible and intangible benefits of being part of the province's co-operative network.

Advocacy and government relations

On Co-op provides a strong, clear voice on behalf of Ontario's co-operatives. In order to improve the regulatory and legislative environment for all Ontario co-ops, we facilitate sector-wide research to determine the most pressing challenges Ontario co-ops face – and then advocate for needed changes to those who can affect solutions. On Co-op also offers advocacy tools and training for member co-operatives and clusters that wish to promote co-operatives on a community level or to advance their specific public policy requirements before, during and after elections.

We build relationships with key government ministries, agencies, departments and offices, and **relentlessly promote the socio-economic impact, diversity and democratic foundations of the sector.** Our Regulatory Affairs committee – one of our many member- and sector-supported committees - campaigns for greater inclusion of co-ops in the government's policies and strategies.

Research

On Co-op periodically links with the co-op and non-co-op research communities to conduct studies and research projects of our membership and the sector at large. These findings are essential to support our advocacy and communications work by clarifying our contributions to a stronger Ontario, and add to national and international co-operative research. This data also helps us anticipate, identify and respond to trends in the province in an appropriate and timely fashion. We are exploring options to grow this part of our mandate, but our progress here relies on both new partners and new funding, and the willingness of our membership to participate.

Recognizing and rewarding excellence

Every fall, we honour true champions of the sector with Spirit Awards in a special ceremony held at our Co-op Week Conference and Celebration (formerly called Gala). Since the ceremony began in 1999, we have honoured over 110 Co-op innovators. We limit the nomination process to our member organizations (and organizations that are members-of-our-Members) and widely celebrate and publicize their achievements.

On Co-op Cultivates.

Post-secondary co-op education

The Co-operative Management Certificate Program is our premiere co-op professional development course, created in partnership with the Schulich School of Business at York University. This program is an invaluable asset for staff and directors who want a deeper, relevant understanding of co-op theory and practices. Graduates praise the unique, co-operatively-themed course content, the valuable new connections they make within the co-op sector and the flexibility of the program, as well as its blend of face-to-face and electronic learning.

Networking, movement-building, and workshops

On Co-op gatherings are opportunities for all types of co-operators to connect with and learn from others in the movement. Events like our AGM, our Co-op Week Conference as well as regional conferences re-energize sector leaders and allow new co-ops to better leverage their co-op advantage. Events are open to board and staff from every co-op sector, and On Co-op often offers discounts and early registration to our membership. On Co-op strives to incorporate educational components and cross-sector interactions into all its events.

Board, staff or managers who want to learn about foundations and principles at their own pace may choose to enrol in an e-Learning course. These self-directed courses are offered at a discount to members on our website.

Our members are eligible for free and/or discounted training, learning or consulting hours in many co-op areas.

Additionally, member of Member organizations receive discounts on many of our training options. On Co-op facilitates entertaining and informative workshops and webinars for co-ops, boards or departments on topics as far-ranging as governance, co-op history, Co-ops 101/202, advocacy, best-practices, hot-button issues and more. Customized learning solutions and linkages to others who provide training resources are also provided.

Developing young co-operators

Our award-winning youth programs empower and ignite passion in the next generation of co-operators. **On Co-op is your link to effective youth member engagement.** Our flagship Co-operative Young Leaders (CYL) program continues to equip 14-18-year-olds with the leadership skills and connections to succeed in the co-op sector and beyond.

We will also help develop your own youth engagement strategy, or assist in your intern/ contract staff hiring process. On Co-op can train new-hires in co-op principles, philosophies and practices, as well as some practical office skills. Inquire about establishing a Youth Director position on your Board of Directors: On Co-op has had such a position since 2005, and would be pleased to share our experiences and policies with you.

On Co-op's new *All 4 Each* curriculum expands upon many of the ideas that have been so successful at our summer CYL program and introduces them into the high school classroom. *All 4 Each* has now expanded across the country and continues to add additional co-op lessons and regional content. We always welcome new partners who want to experience the benefits of more direct involvement.

Co-op development resources

New or emerging co-operatives, which often require additional support, can apply for a Friend membership which grants them access to more in-depth consulting services. Existing co-ops that join as Associate or Voting Members are invited to take advantage of consulting and development options that are more suited to their needs in the form of workshops, training sessions or phone support. Our Co-op Fact sheets, which cover a wide range of topics, are invaluable when starting (and operating) a co-operative, and are part of our free web resource library.

On Co-op's unique plain-language guide to the *Ontario Co-operative Corporations Act*, is a helpful resource to co-ops in all stages of their lifecycle, and is significantly discounted for our membership.

On Co-op Connects.

Your co-op development hub

Even though the co-op model has a stellar success rate, new co-operative enterprises still face barriers to success. Expertise, best practises, mentors and funding – as examples - can be difficult to track down. New co-ops which join as Friend associate members can take full advantage of all of our co-op development connections. On Co-op has resources to support existing and expanding co-ops, too, which can be combined with free or discounted consulting. On Co-op also partners with others in the co-op community to offer a suite of discounted products and services to support your business, such as courier, long distance, or office supplies. Ask us about the most current list of vendors.

On Co-op employs a full-time Co-op Development Manager to provide guidance, and direct both emerging and existing co-operatives to other co-ops or experts for advice. This essential service allows co-ops to have easy access to the services and advice they need, greatly reducing the growing pains experienced by so many new or expanding co-ops. Our “broker” model not only supports co-ops, but also develops co-op development and consultancy capacity within the sector and across the province.

Silo-busting networks

On Co-op provides its membership with a rare opportunity – the chance to meet people and receive mentorship across industry silos. Leadership skills, for instance, are not industry-specific and are often found in emerging sectors. On Co-op can assist in finding mentors for our newer members and reverse-mentors for established co-operators who want to learn from more inventive young co-ops. This allows you to create unique partnerships and connections, which can lead to non-traditional and co-operative solutions.

Many On Co-op Members are federations or associations. On Co-op recognizes member-organizations of federations – we call them MOMOs (member of Member organizations) - and offers them many of the benefits of membership including attendance at our events and discounted rates or fees. This increases our Members’ networks, offers them additional opportunities, and provides a value-added benefit to your federation.

Local co-op cluster support

On Co-op is very serious about Principle 6: *Co-operation among co-operatives*. Working together, co-ops are stronger and more visible. Co-ops in local clusters can organize and lend support to common projects, collectively sponsor initiatives, purchase from one another, and create mentorship opportunities – even across sectors. Following a number of International Year of Co-operative pilot projects, On Co-op intends to foster long-term, sustainable, cross-sector clusters to increase the resilience of the provincial movement.

Extending your reach

On Co-op members benefit from having their profile on our website, and being celebrated and promoted through our extensive e-Newsletter and media connections. Our comprehensive electronic co-op directory extends your online presence and helps potential members or those otherwise interested in your co-op’s services find you easily. Whether you want to raise money, awareness or the co-op flag, partnering with On Co-op can help boost your signal.

On Co-op is a member of the Canadian Co-operative Association (CCA), which in turn is a member of the International Co-operative Alliance (ICA) – meaning that YOU are connected to co-ops in Canada and throughout the world through your membership with us. **On Co-op is part of CORE, Canada’s network of co-operative associations, allowing us to share co-op knowledge, trends, research and best practises across the country.** If a solution to your challenge has been used elsewhere, we’ll link you together, potentially saving your co-operative time and money and allowing you to do what you do best: meeting the needs of your membership and your community.

Discounts and exclusive member services: Voting member

On Co-op is always looking to provide tangible and intangible benefits for our members. Going beyond what you've read in the pages above, here is a summary of many of our "hard" discounts, free services, and distinct benefits of On Co-op membership. Many of the benefits aggregate (i.e., if 5 people from your organization attend the Co-op Week Conference and Celebration, you save a total of \$250). These benefits are available to any organization that is a member in good standing of On Co-op. Some external benefits may apply only to co-operatives, e.g. office support discounts.

Note that each On Co-op membership category has a unique benefit and member services list.

BENEFIT	MEMBER PRICE	MEMBER VALUE
¹ All 4 Each		10% more material
² Consulting Discount	\$80	\$20/hour savings
³ Consulting Hours	--	\$300 value
² e-Learning	\$179	\$50 savings
² Guide to the Act	\$28	\$10 savings
² Internship Administration	\$1300	\$200 savings
² Office Support discount package (courier, long distance, office supplies, shredding, etc.)	--	varies
² Presentations	\$80/hour	\$20/hour savings
² †CMC	\$4500	\$500 savings
² †Gala 2013	\$280	\$50/person savings
² †Regional Conferences	\$40	\$10
² †Webinars	\$15	\$10 savings
†CYL Facilitation	--	\$1000 value
⁴ Extending Communication Base	--	
⁴ Insurance for Co-ops	varies	
⁴ Member Profiles	--	\$250 value
⁴ Members-Only Communiqués	--	
⁴ Print Newsletter and Updates	--	
⁴ Special Training Opportunities at AGM	--	\$100 value
⁴ Spirit Award Nomination	--	
⁴⁵ Year-Round CYL Engagement Tools	--	
⁴ Youth Engagement Strategies Consulting	--	\$100 value
⁴ Featured e-Directory Listing	0	

¹ 10% more material is given to Members that sponsor All 4 Each in their region.

² This discount applies to all consulting beyond the free hours given to Membership.

³ See On Co-op's Training and Consulting brochure for a list of our services. All hours accrued beyond those included in the membership will be charged at the listed discounted rate.

⁴ These benefits are offered to members in good standing as part of your annual membership [Insurance is only for co-operatives, not other types of businesses].

⁵ Offered at no extra charge to members who sponsor CYL participants.

† Members are given early or priority access to these events and educational opportunities.

Members of member organizations

If a federation or an association joins On Co-op, the member organizations of that federation/association are considered member-of-member-organizations (MOMOs). MOMOs are entitled to the discounted "member rate" for On Co-op programs and activities. MOMOs are granted many of the other rights and benefits of the parent federation with the exclusion of participating in the democratic process, which includes voting on resolutions at On Co-op member meetings, submitting a candidate for election to the On Co-op board of directors or voting in elections. MOMO status is granted only to organizations. Individual members (i.e. customers) are not entitled to the "member rate" that is offered to MOMOs. However, individuals may join On Co-op as Friends with all of the rights, benefits and privileges of that membership category.

BENEFIT	MEMBER PRICE	MEMBER VALUE
¹ All 4 Each		10% more material
CMC	\$4,500	\$500 savings
^{2,3} Consulting	\$85 per hour	\$15 savings
e-Learning	\$179	\$50 savings
Gala 2013	\$280	\$50 savings
<i>Guide to the Act</i>	\$28	\$10 savings
⁴ Office Support discount package (courier, long distance, office supplies, shredding, etc.)	--	varies
³ Presentations	\$85 per hour	\$15 savings
Regional Conferences	\$40	\$10 savings
⁴ Spirit Award Nomination	--	
Webinars	\$15	\$10 savings
⁵ Year-Round CYL engagement tools	--	

¹ 10% more material is given to Members that sponsor All 4 Each in their region.

² This discount applies to all consulting.

³ See On Co-op's Training and Consulting brochure for a list of our services. All hours accrued beyond those included in the membership will be charged at the listed discounted rate.

⁴ These benefits are offered to members in good standing as part of your annual membership [Insurance is only for co-operatives, not other types of businesses].

⁵ Offered at no extra charge to members who sponsor CYL participants.

Discounts and exclusive member services – Supporter associate member

On Co-op is always looking to provide tangible and intangible benefits for our members. Going beyond what you've read in the pages above, here is a summary of many of our "hard" discounts, free services, and distinct benefits of On Co-op membership. Many of the benefits aggregate (i.e., if 5 people from your organization attend the Co-op Week Conference and Celebration, you save a total of \$250). These benefits are available to any organization that is a member in good standing of On Co-op. Some external benefits may apply only to co-operatives, e.g. office support discounts.

Note that each On Co-op membership category has a unique benefit and member services list.

BENEFIT	MEMBER PRICE	MEMBER VALUE
¹ All 4 Each		10% more material
² Consulting Discount	\$85	\$15/hour savings
³ Consulting Hours	--	\$200 value
² e-Learning	\$179	\$50 savings
² Guide to the Act	\$28	\$10 savings
² Internship Administration	\$1300	\$200 savings
² Office Support discount package (courier, long distance, office supplies, shredding, etc.)	--	varies
² Presentations	\$85/hour	\$15/hour savings
² +CMC	\$4500	\$500 savings
² +Gala 2013	\$280	\$50/person savings
² +Regional Conferences	\$40	\$10
² +Webinars	\$15	\$10 savings
†CYL Facilitation	--	\$1000 value
⁴ Extending Communication Base	--	
⁴ Insurance for Co-ops	varies	
⁴ Member Profiles	--	\$250 value
⁴ Members-Only Communiqués	--	
⁴ Print Newsletter and Updates	--	
⁴ Special Training Opportunities at AGM	--	\$100 value
⁴ Spirit Award Nomination	--	
⁴ ⁵ Year-Round CYL Engagement Tools	--	
⁴ Youth Engagement Strategies Consulting	--	\$100 value
⁴ Featured e-Directory Listing	\$0	

¹ 10% more material is given to Members that sponsor All 4 Each in their region.

² This discount applies to all consulting beyond the free hours given to Membership.

³ See On Co-op's Training and Consulting brochure for a list of our services. All hours accrued beyond those included in the membership will be charged at the listed discounted rate.

⁴ These benefits are offered to members in good standing as part of your annual membership [Insurance is only for co-operatives, not other types of businesses].

⁵ Offered at no extra charge to members who sponsor CYL participants.

† Members are given early or priority access to these events and educational opportunities.

Discounts and exclusive member services: Friend associate member

On Co-op is always looking to provide tangible and intangible benefits for our members. Going beyond what you've read in the pages above, here is a summary of many of our "hard" discounts, free services, and distinct benefits of On Co-op membership. Many of the benefits aggregate (i.e., if 5 people from your organization attend the Co-op Week Conference and Celebration, you save a total of \$250). These benefits are available to any organization that is a member in good standing of On Co-op. Some external benefits may apply only to co-operatives, e.g. office support discounts.

Note that each On Co-op membership category has a unique benefit and member services list.

BENEFIT	FRIEND PRICE	FRIEND VALUE
¹ All 4 Each sponsorship		10% more material
² Consulting discount, per hour	\$90	\$10/hour savings
³ Phone Consulting hours 3 hours	--	\$300 value
² e-Learning courses	\$179	\$50 savings
² Guide to the Act, per printed copy	\$28	\$10 savings
² Internship administration	\$1300	\$200 savings
² Office Support discount package (courier, long distance, office supplies, shredding, etc.)	--	varies
² Presentations by On Co-op staff	\$90/hour	\$10/hour savings
² †CMC Program tuition	\$4500	\$500 savings
² †Co-op Week Conference 2013 registration	\$280	\$50/person savings
² †Regional Conferences registration	\$40	\$10
² †2013 Speakers Series webinars	\$15	\$10 savings
†CYL Facilitation	--	\$1,000 value
⁴ Extending Communication Base	--	
⁴ Member Profiles	--	\$250 value
⁴ Members-Only Communiqués	--	
⁴ Print Newsletter and Updates	--	
⁴ Special Training Opportunities at AGM	--	\$100 value
⁴ Spirit Award Nomination	--	
⁴⁵ Year-Round CYL Engagement Tools	--	
⁴ Youth Engagement Strategies Consulting	--	\$100 value
⁴ Featured e-Directory Listing	\$0	

¹ 10% more material is given to Members that sponsor *All 4 Each* in their region.

² This discount applies to all consulting beyond the free hours given to membership.

³ All hours accrued beyond those included in the membership will be charged at the listed discounted rate.

⁴ These benefits are offered to members in good standing as part of your annual membership.

⁵ Offered at no extra charge to members who sponsor CYL participants.

† Members are given early or priority access to these events and educational opportunities.

On Co-op Membership Benefits

The seven principles are just the start of your relationship with On Co-op

GROUP INSURANCE BENEFITS: On Co-op has partnered with The Co-operators to provide our Voting Members with flexible medical/dental/insurance solutions at a competitive price. Check out our brochure to learn more about this special employee group benefit package.

STAPLES ADVANTAGE: (FORMERLY CORPORATE EXPRESS) Prices average about 80% below retail on more than 300 specially-selected *office supplies*, with discounts on many other items. Free next day delivery, and fax, toll-free or online ordering. Use the link on the On Co-op members' area to download the price list.

PUROLATOR COURIER: Take advantage of the extraordinary *preferred rate on courier services*, negotiated on behalf of the combined Canadian co-operative and credit union system.

MTS ALLSTREAM LONG DISTANCE: Pay 1.9 cents per minute on your long distance! There are discounts on calling card and toll-free numbers, too. It is very easy to switch your long distance provider - and no codes to dial!

BELL TELECONFERENCING: \$0.042 per minute for teleconferences, with no reservation required. Long distance charges are extra, and local dial-in numbers are available.

BELL MOBILITY: Cell phone plans for organizations and individuals. Example – \$30/month for 250 anytime minutes; per second billing; includes call display, voice mail etc; no activation or system access fees. E-mail and internet plans for Blackberries, too. Your existing Bell Mobility plan can be converted right away.

IRON MOUNTAIN SHREDDING: Onsite or off-site destruction of paper-based items. They provide background checked equipment operators and single chain-of-custody for accountability.

FIND A CO-OP PREFERRED LISTING: All Members, Supporters and Friends of On Co-op are specially identified on the new and improved "Find a Co-op" directory, on the home page of the On Co-op website (formerly the e-directory), Ontario's only comprehensive online database of the province's 1300 co-operatives, caisses populaires and credit unions and their 1900+ locations. Members and Supporters also receive a 75-word description (standard is 50-word). Additionally, Members are highlighted in the featured listing area, and Member listings display their logos.

ASSOCIATION EVENTS AND ACTIVITIES: The On Co-op membership receives discounted rates on workshops and educational opportunities (such as the Co-op Gala or CYL), and discounts on On Co-op products such as the *Guide to the Ontario Co-operative Corporations Act*, board training and other consulting services

CONSULTING SERVICES: On Co-op provides a variety of training and professional development sessions for staff, managers, boards, government, business developers and the general public. Our services are customizable and include: Board training, Co-ops 101 and 201 workshops (co-op knowledge sessions), Co-op development services for those planning, incubating or operating a co-op, Organizational development & governance training, Marketing & public relations services, Member development training, Government relations and Financial & funding assistance. Prices are discounted for the membership!



Passing along these SAVINGS to you!

Full details on MEMBER DISCOUNTS and BENEFITS are available online at:

www.ontario.coop/members

Access to the On Co-op member-only area requires a password and username!

To get your password, email Mark Ventry at mventry@ontario.coop or call at 1.888.745.5521 ext. 30.

If you are a federation or association, you may elect to pass these benefits on to your member co-operatives.

**ON CO-OP SHIPS BY
PUROLATOR COURIER.
DO YOU?**



Members and Supporters can send Puro-paks to many places in Ontario for about \$6.00 each.*

On Co-op gets an incredible deal on Purolator courier ... and as part of our membership, you can too!!

Discounted rates for Purolator Courier is just

one of the items included in your

On Co-op membership benefit package.

See the back of this sheet for a summary of the discounts and benefits available to your organization, as part of the On Co-op membership!

* The approximate cost of a Puro-pak sent between destinations in S.Ontario. Similar discounts are available for Canadian and International destinations. This rate is possible because we have combined the buying power of the entire Canadian credit union system and co-op sector networks. (There are more than 1,300 co-ops and credit unions in Ontario alone, and more than 9,000 in Canada.)