Col.lab.o.ra.tion. (noun)
Two or more people working
together towards shared goals.

Co-ops and Credit Unions Collaborating for Success

October 12, 2018

Objectives

1. Identify some of today's **challenges**
2. Share some **unique needs**
3. Explore some of the **benefits of collaboration**
4. Start thinking about **changing organizational culture**
5. What directors can **do** to ***influence*** change

Question…

How important do YOU think it is to practice Principle #6: Co-operation among Co-operatives?

Your Number – Scale 1 =not at all
10 =being totally immersed. Write this number down

Consider…

CANADA

9,000+ co-operatives
18 million members
150,000 employees

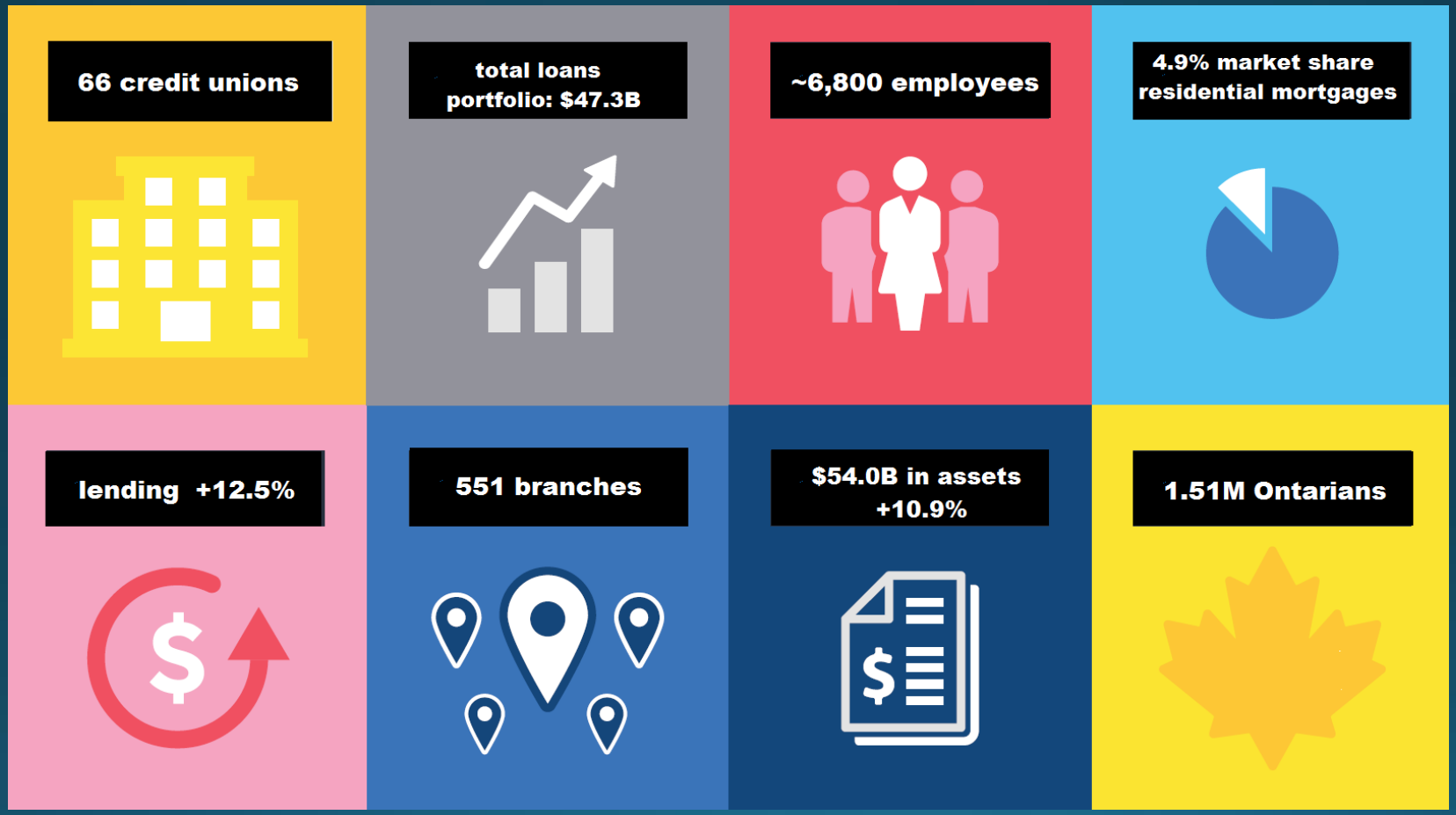
ONTARIO

1,500+ co-operatives
3 million members
57,000 FT jobs

Consider...

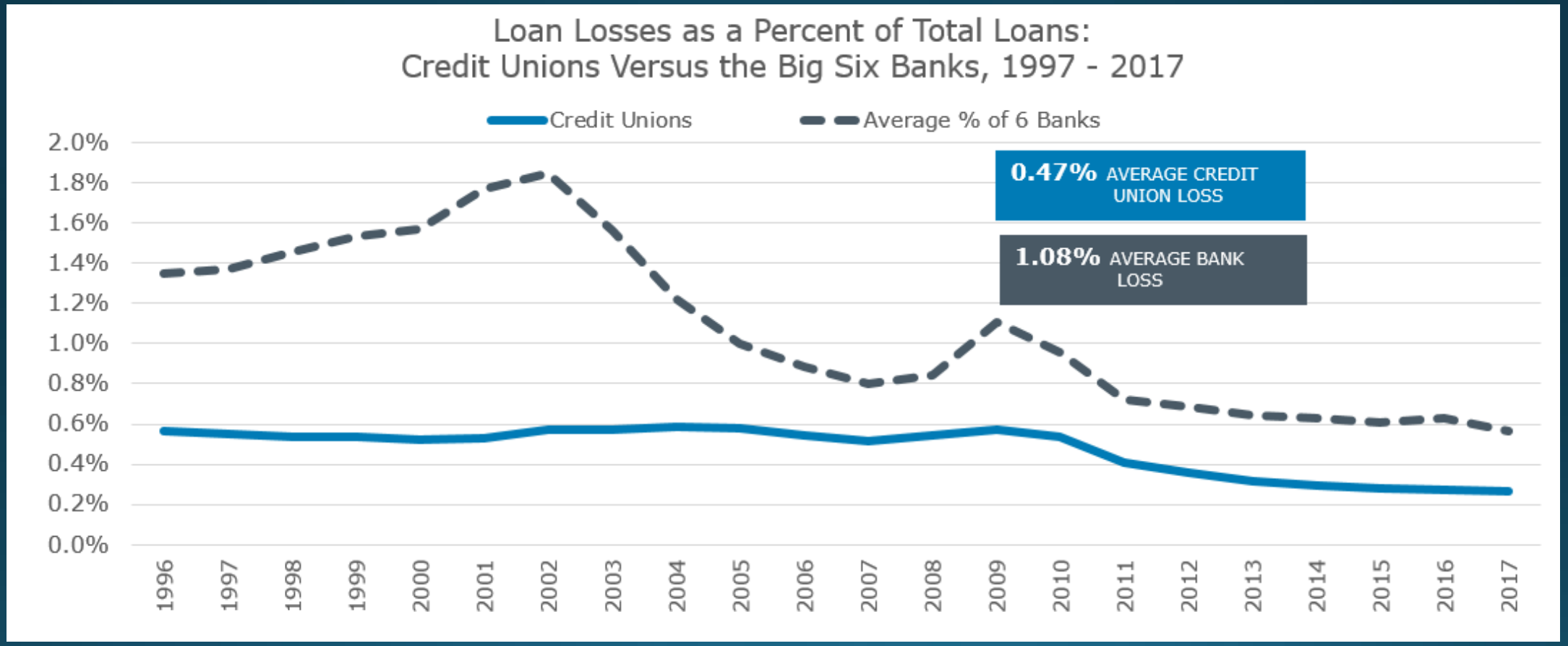
Credit Unions in Canada

Consider…



Credit Unions in Ontario

Consider…


Loan Losses as a Percent of Total Loans:
Credit Unions Versus the Big Six Banks, 1997 - 2017
Credit Unions
Average % of 6 Banks
0.47% AVERAGE CREDIT UNION LOSS
1.08% AVERAGE BANK LOSS
2.0%
1.8%
1.6%
1.4%
1.2%
1.0%
0.8%
0.6%
0.4%
0.2%
0.0%
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- **Twice as many co-operatives remain in business after ten years of operation as compared to other businesses**

- 83% of Canadians say they would rather buy their products and services from a
- co-operative than a private business

- On average, about 30 new co-operatives are incorporated in Ontario each year

Panel #1

Matt Adams – Fourth Pig Worker Co-op
Sean Campbell – Union : Sustainable Development Co-operative
David Cork – Tapestry Community Capital

Co-ops and Credit Unions Collaborating for Success

Tapestry

COMMUNITY CAPITAL

Director's Forum
October 12, 2018

What are Community Bonds?

- A proven social finance tool
- Issued by co-operative and non-profit organizations
- An interest bearing loan from community members

- Used to finance a capital project
- Typically 20-30% of total project cost
- Done properly, can be held in RRSP or TFSA

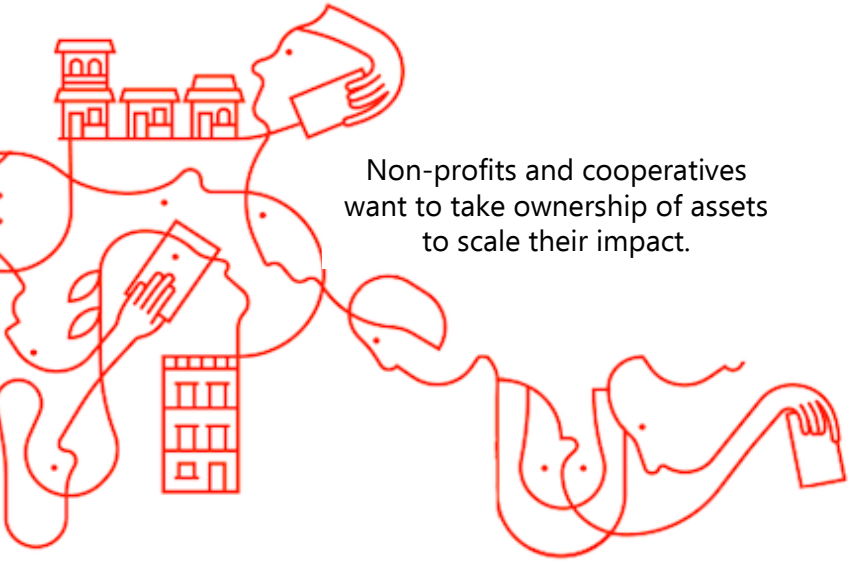
Let’s Finance with the Power of Community

Tapestry Community Capital

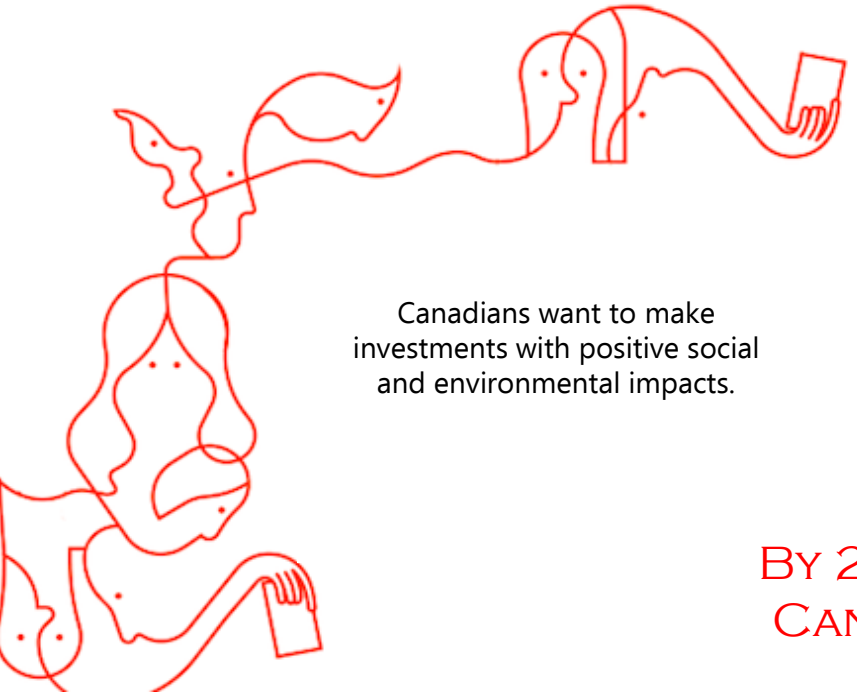
- Founded by TREC, a cooperative with 20 years of experience in mobilizing community capital.
- To date, we have supported 13 community bond campaigns raising over $55 million for 7 issuers.
- We currently manage those bond accounts for 3,800 community investors on our platform.

Tapestry

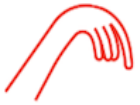
Is catalyzing a vibrant community investment marketplace to finance iconic community projects.



Non-profits and cooperatives want to take ownership of assets to scale their impact.



Canadians want to make investments with positive social and environmental impacts.

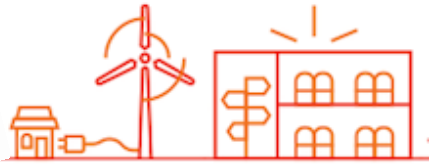


PROCESS
Fine-tuning the process of raising community investment.

PLATFORM
Providing an online, secure, scalable platform to manage community bonds.

POLICY
Building government support for community ownership.

1.
Community investors make a fair return by investing in projects they believe in.



2.
Non-profits and cooperatives own asset that allow them to scale their impact.

3.
Communities are better served.

By 2022, 80 iconic community projects across Canada will have been successfully financed through community bonds.

Finance to the Power of Community

www.tapestrycapital.ca

Roundtable Discussion

1. What can your credit union be doing to attract more co-operative business accounts?
2. Why should you, as a director, care? Why should your credit union care?

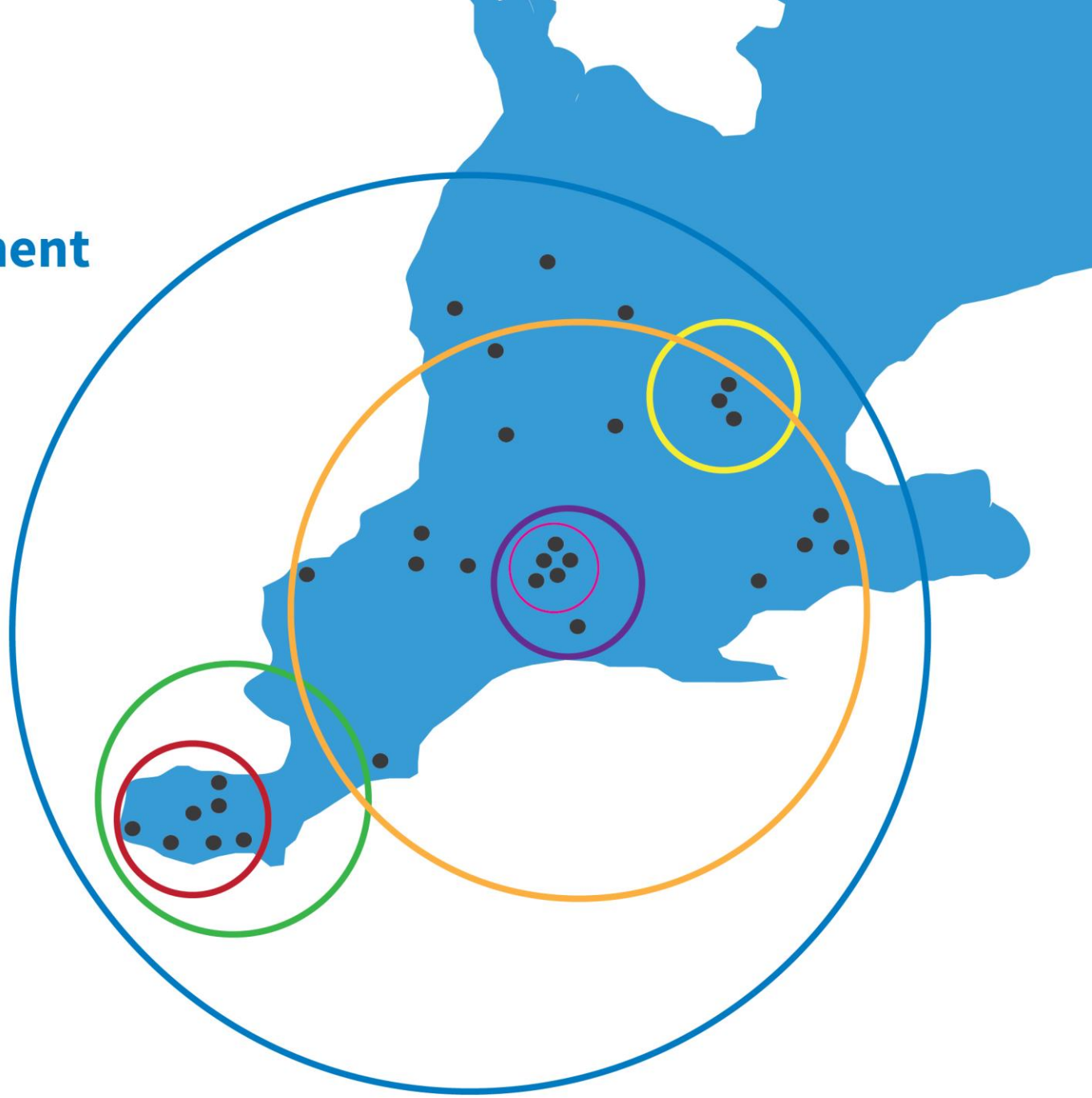
Panel #2

Michael Barrett – Gay Lea Foods Co-operative
Stephen Bolton – Libro Credit Union

Co-ops and Credit Unions Collaborating for Success

Libro Cluster for Community Development

- Libro Branches
- University of Guelph Libro Professorship
- Western University Accelerator
- University of Windsor Libro Social Innovators
- WE Tech Alliance StartUP and ScaleUP Programs
- Libro/Verge Social Enterprise Incubator
- University of Waterloo St. Paul's GreenHouse
- Goodwill Impact Loan



Final thoughts…Maybe…

- A key player in the growth of co-operative businesses are credit unions.
- Working with co-operatives makes sound business sense for credit unions.
- Co-operatives are the exception, not the norm.
- Credit unions need to learn (or re-learn) how to do business with co-operatives.
- Credit unions play a critical role in helping co-operative businesses be more competitive in the economy.

Question…

How important do YOU think it is to practice Principle #6: Co-operation among Co-operatives?

Your Number – Scale 1 =not at all
10 =being totally immersed. Write this number down

Takeaways…

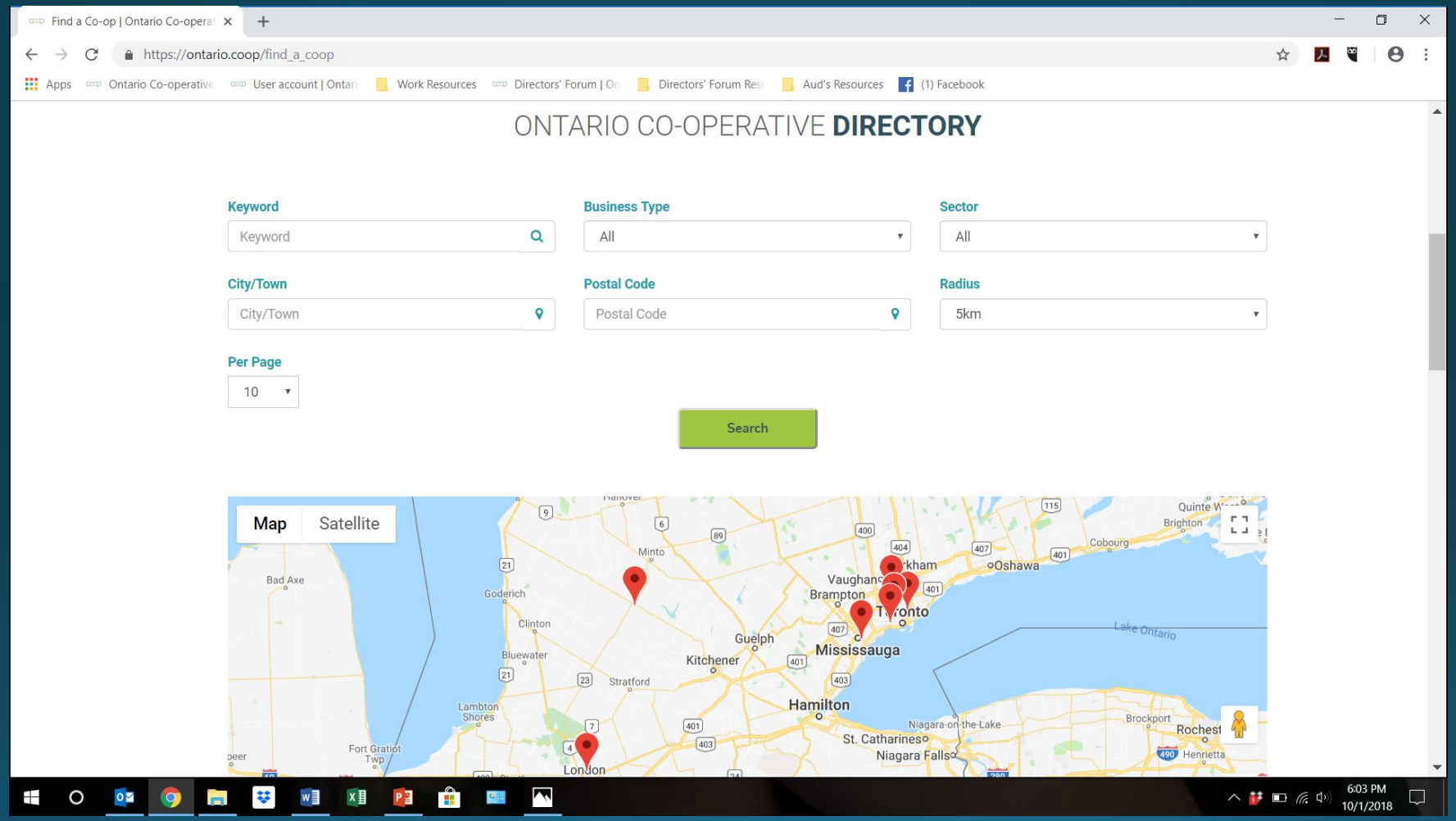
1. Is your credit union currently working with any co-operatives? If not, why? If yes, how is has this experience been? How can you improve on it?

2. Is your board already having conversations about "co-operative culture"? If not, why? If yes, where are they going with it?

3. Do you know who the co-operatives in your communities are?

4. Do you know where to access this information and other resources on co-operatives?

Co-operatives in your community



ontario.coop/find_a_coop