



### Key Learning

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There are about 1,100 active co-operatives across Ontario and many of them are mature, sustainable businesses.

These co-ops and co-op start-ups may well be a sustainable lending and community building opportunity for credit unions.

### 2 Key Takeaways

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What are 'purpose built' lenders and might credit unions leverage this emerging thinking?

(i.e., Canadian Co-operative Investment Fund.) Check out [www.theworkingworld.org/us](http://www.theworkingworld.org/us)

There may be opportunities to think of lending to co-operatives through lenses like:

- Loans as equity
- The cost of capital is less than investment funds
- Using community capital as a way of offsetting risk.

### 3 Questions to Ask Your Board

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1. What are the co-operatives (start up or established) that may be in our market?
2. How might co-operatives be a values-based business partner with our credit union?
3. What assumptions do we have about co-operatives that the research challenges?

## SESSION 4: Do Existing Lending Products of Credit Unions Meet the Financial Needs of Co-operatives?