

# Cooperative Business Initiative

Economic Development Committee

September 16, 2015

Kevin Gundlach & Anne Reynolds

# What is a Cooperative?

Cooperative businesses are owned and democratically controlled by their members.

There are about 80 cooperatives in Madison, owned by workers, consumers, farmers and small business owners.

# Program Goals

**Capacity building** around technical assistance, financing, community organizing and tracking & reporting the impact of cooperative businesses in the City of Madison.

**Increased number of family-supporting, living wage jobs** as a result of worker ownership. This can include new jobs created by new co-ops, jobs retained by the transition of a business to a co-op ownership or unionized co-op models.

**Community asset building.** Technical and financial support for programs that help create ownership of businesses and community owned assets with a focus on communities of color, low wealth communities and communities excluded or exploited within the traditional workforce.

# Potential New Co-ops

Start-up support will focus on employee-owned co-ops providing living wage jobs

- Construction/building trades
- Health care
- Transportation
- Food system
- Green/solar retro-fitting
- Light manufacturing

# Union Cab







COOPERATIVE  
HOME CARE  
ASSOCIATES

Committed to **delivering**  
quality care by  
creating **quality jobs**



# Sustainergy in Cincinnati

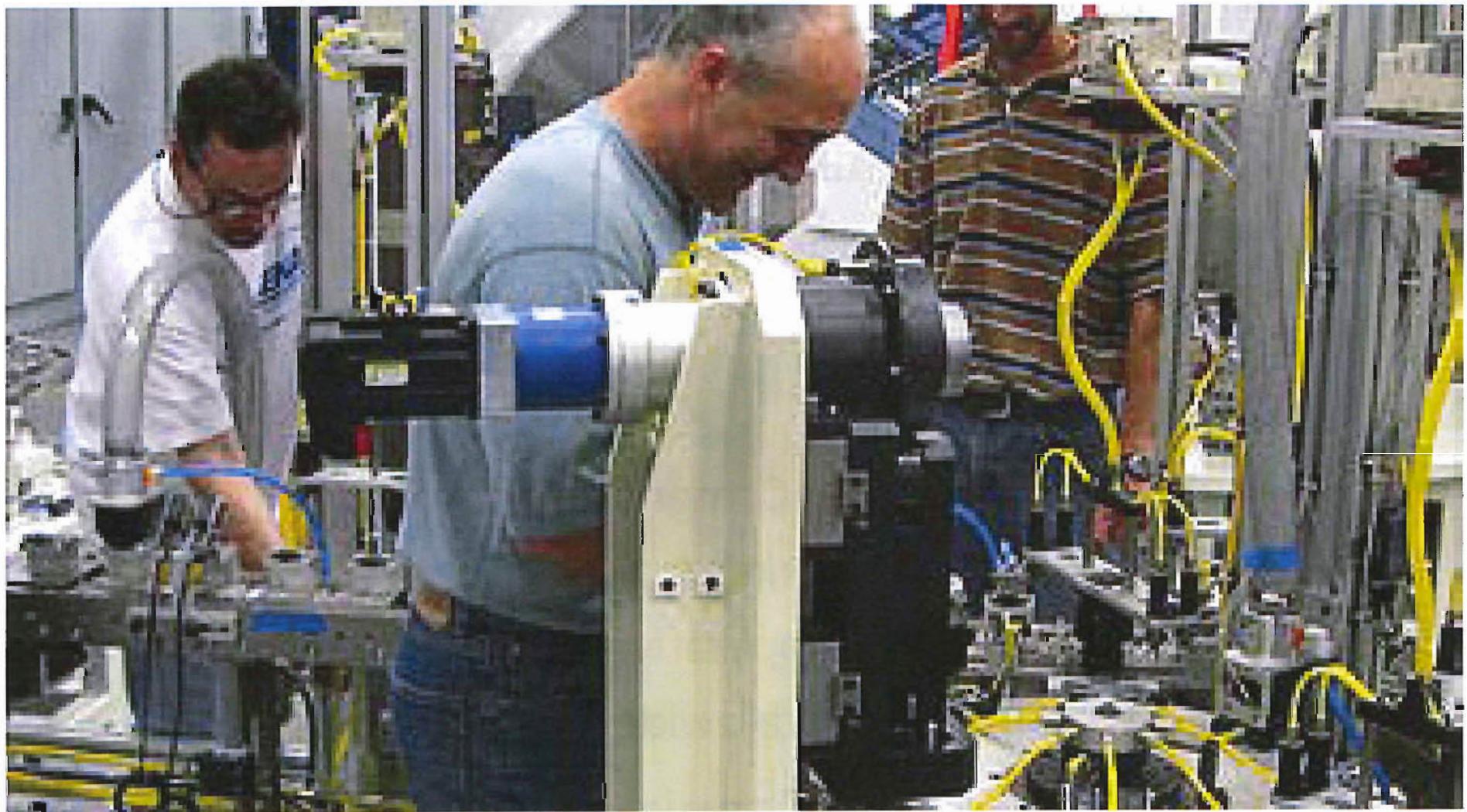


WE are a **WORKER-OWNED** business in the **ENERGY EFFICIENCY** and renewable energy industries. We are committed to helping **HOMEOWNERS** significantly **REDUCE** their **ENERGY EXPENSES** and **IMPROVE** their home's level of **COMFORT**.

# Allied Community Co-op



# Isthmus Engineering and Manufacturing



# Sample list of supporters and partners

- Unions and Labor partners
  - WRTP Big Step (WI Regional Training Partnership)
  - SCFL (South Central Federation of Labor)
  - IUPAT (Painters and Allied Trades)
  - SMART(Sheet Metal, Air, Rail, and Transportation)
  - UFCW (United Food and Commercial Workers)
- Cooperatives
  - University of Wisconsin Center for Cooperatives
  - MadWorC (Madison worker-owned co-ops)
  - Willy Street Grocery Cooperative
  - Cooperative Network (statewide co-op association)
- Community based organizations and lenders

# What can the partners offer?

- Training: including leadership development, business skills, apprenticeship programs
- Space for co-op business incubation & training facilities is a possibility
- Market analysis, business pipeline
- Technical assistance: Business development, Legal, and financial services
- Favorable benefits
- Lending/Grant funding

# Goal: Build a sustainable system

- Accountable and representative leadership
- Clear and careful thinking about goals
- Establish metrics, evaluation system
- Communicate to all stakeholders
- Leverage City funds for private investment
- Embed cooperative development capacity in a diverse group of resources: professionals, unions, cooperatives, community orgs, SBDC, lenders