



NCBA CLUSA

THE NATIONAL COOPERATIVE BUSINESS ASSOCIATION | CLUSA INTERNATIONAL

BUILDING AN INCLUSIVE ECONOMY. TOGETHER.



COOPERATIVE EXECUTIVE ROUNDTABLE

MAY 10, 2023 | NATIONAL COOPERATIVE BANK



WELCOME

**CASEY FANNON**

President and CEO, National
Cooperative Bank

**DOUG O'BRIEN**

President and CEO,
NCBA CLUSA



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INTRODUCTIONS



Name



Cooperative or association



One phrase describing a fundamental opportunity or risk facing your co-op



COOPERATIVE IMPACT



CO-OPS PROVIDE

- **Electricity** and broadband to rural communities (20 million households and businesses)
- **Financial services** to households (>110 million credit union members)
- Marketing and processing of **agricultural products** (>50% of farmers)
- Affordable **home ownership**
- Business ownership for **low-wage workers** (fastest-growing sector)
- **Healthy foods** to communities
- **Purchasing scale** for independent businesses (Ace Hardware, Wakefern Food)

CO-OP IDENTITY AND SUCCESS

What tangible evidence exists that identifying and operating as a cooperative results in greater success and competitive differentiation?

elevate your identity





BY THE NUMBERS

- **Better interest rates.** According to the National Credit Union Administration, there is a real difference with interest rates between .5 and 1% advantage for members of CU's versus non-CU banks
- **Better prices.** Farmers receive higher prices for their products from co-ops versus non-co-ops (or the co-ops tend to set better prices in local markets)
- **Greater economic impact.** Local products make up to 20% of food co-op sales, compared to about 2% of non-co-ops.

CO-OPS AND PRINCIPLE 6

How can co-ops collaborate to achieve widespread recognition as leaders in the application of fair and inclusive practices?





CO-OPS AND PRINCIPLE 6

HOW CAN COOPERATIVES COLLABORATE TO ACHIEVE WIDESPREAD RECOGNITION AS LEADERS IN THE APPLICATION OF FAIR AND INCLUSIVE PRACTICES?

- DEI and the Cooperative Identity
 - ICA potential update of the shared values, principles and guidelines
 - CU's 8th Cooperative Principle
- Working together locally on high impact, high visibility projects that impact historically underserved communities
- Working together to recruit from regional minority serving institutions

CO-OP GOVERNANCE

How should co-op governance differ from for-profit and nonprofit governance?





CO-OP GOVERNANCE

- **Gender**
 - CU's: 35% of directors are women, up from 27% in 2012.
 - Other co-ops: Data is incomplete, but surveys indicate other large sectors have small but growing percentage of women as directors
- **Minority representation**
 - CU's: 14% directors are minority, slightly up from 13% in 2021.
 - Other co-ops: Data is incomplete.
- **CU Collaborative 2022 Report**
 - Indicates that gender and minority composition of board has little to do with financial performance, but may impact other metrics of member satisfaction.

“Democratic member control is cooperatives’ superpower and Achilles’ heel.”

[UWCC CGRI](#)
[\(2021\)](#)

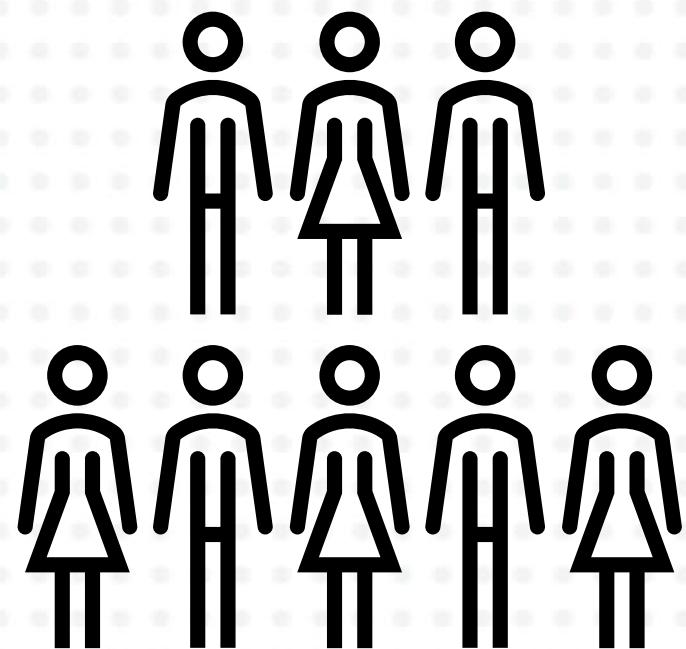


CO-OP GOVERNANCE

How do co-ops balance the need for representation,
expertise and member engagement

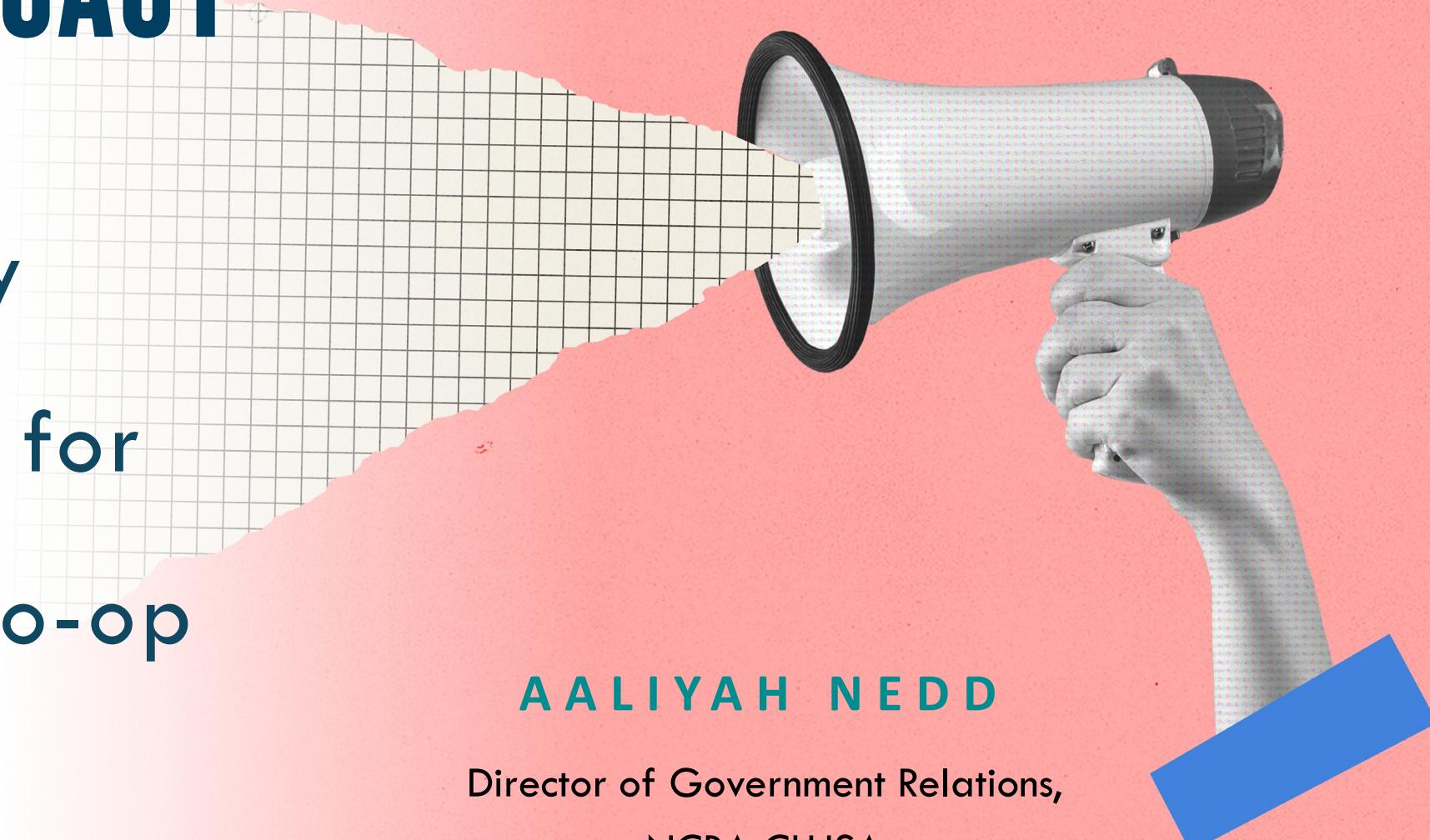
in an environment where people want to feel more
connected to their businesses AND

businesses need to navigate ever-increasing
complexity in both the business and regulatory
contexts?



CO-OP ADVOCACY

What are key
opportunities for
cross-sector co-op
advocacy?



AALIYAH NEED

Director of Government Relations,
NCBA CLUSA



CROSS-SECTOR POLICY

- Fund cooperative development
- Financing for cooperatives
- Fair treatment on tax status
- Data privacy policy
- Co-op's role in climate related policy

FINAL THOUGHTS?





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THANK YOU!

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