



2010 Cooperative Education Seminar

for directors, members and executives

19 & 20 August • Brentwood Hotel, Kemp St, Kilbirnie, Wellington

MUTUALITY AT WORK – Ensuring A Successful Cooperative Business

Over these two days, we will be examining what makes a member-owned co-op or mutual business sustainable, one that serves more than a single generation of members.

"If you have an apple and I have an apple and we exchange these apples then you and I will still each have one apple. But if you have an idea and I have an idea and we exchange these ideas, then each of us will have two ideas." - *George Bernard Shaw*

COST

\$995 + GST for NZCA members + overseas ICA members

\$1395 + GST non-members

includes accommodation and meals

Numbers limited to 25 • Preference will be given to participants from member businesses

Final date to register Monday 16 August

Presented by

New Zealand Cooperatives Association

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Day 1 • Thursday 19 August

Arrive at the Rimu Room, Brentwood Hotel, Kemp St, Kilbirnie, Wellington before 10am
Morning tea / coffee will be available from 9.40am

Introduction to the seminar

10.15 to 10.45 am

Ramsey Margolis – Executive Director, New Zealand Cooperatives Association

HOW THE NZCA SUPPORTS MEMBER BUSINESSES

Summed up in two words – lobbying and education – Ramsey will look at how the Association supports the country’s co-ops and mutuals, keeping parliamentarians and the media up with the play, as well as providing information, networking and education opportunities to directors and members of member businesses as well as to its senior executives.

- In this role since the end of 2006, Ramsey comes from a communications background. At the end of the eighties, he set up the London-based translation agency World Accent Ltd, where he remains a director.

Session ONE

10.50am to 12 noon

Bill McLeod – Chairman, Ravensdown Fertiliser Cooperative Ltd

TAKING AWAY THE GEOGRAPHICAL BOUNDARIES

to ensure inter-generational sustainability

Starting with Ravensdown’s strategy Bill McLeod will demonstrate how and why the co-op took itself into the Australian market, discussing some of the issues around creating a true trans-Tasman co-op, whilst providing protection for its existing 26,000 NZ members. He will also talk about why making a profit in a co-op shouldn’t be seen as a dirty word.

- Bill is a dairy, sheep and beef farmer who is also involved in transport. Previously a director of a dairy co-op, as well as being chair of Ravensdown Fertiliser Cooperative he is a director of Ravensdown Australia. Bill is an accredited director with the Institute of Directors and passionate about the cooperative model.

Lunch 12 noon to 12.45pm

Session TWO

12.50 to 2pm

Gareth Fleming – General Manager Marketing & Products, PSIS

A COOPERATIVE WAY OF BANKING

A ‘cooperative way of doing business’ has to be more than a throwaway line if you want the business to be sustainable over generations. Gareth Fleming will provide a PSIS, and therefore

banking industry perspective, on their current and ongoing journey towards 'a cooperative way of banking'. His insight as to how they are going about this transformation offers lessons for all cooperative businesses considering going down a similar path.

- Having held senior roles in National Bank and ANZ during the 15 years, before he joined PSIS has offered Gareth a genuine perspective on the key differentiating factors between shareholder and cooperatively owned banking businesses.

Session THREE

2.10 to 3.20pm

Tom Jones – Consulting Project Manager, LBMX Inc

USING INFORMATION TO BETTER MANAGE YOUR CO-OP

This presentation will focus on how cooperatives can become more competitive through the strategic use of information. In particular, the presentation will review a number of LBMX case studies from North America that illustrate the value of information in addressing real world issues. Specific discussion points will include managing credit risk, solving supply chain challenges, ensuring members receive the rebate payments they deserve, developing greater member participation in directing their purchases through the co-op, and improving rebates earned through focused purchasing. Although many of the examples will use purchasing cooperatives as examples, the principles will apply to all kinds of cooperative businesses.

- A Consulting Project Manager with LBMX Inc., the leading provider of software solutions for cooperatives in North America, Tom advises clients throughout Canada and the United States on the implementation of LBMX solutions which assist cooperatives in managing their rebates, electronically communicating with suppliers and facilitating focused purchasing.

Afternoon tea / coffee 3.20 to 3.55pm

Session FOUR

4.00 to 5.10pm

Arthur Flint – Chief Financial Officer, NZPM Group Ltd

46 YEARS AND GOING FROM STRENGTH TO STRENGTH

The story of a shared service cooperative

Starting with nothing NZPM Group is now a top 120 New Zealand business. With more than two decades working for the cooperative, Arthur will look at its history, issues with membership and funding – should it be equity or debt?, adding value for current and future members and whether to stand still, or grow, and more.

- A corporate accountant for 40 years and CFO of NZPM Group (Plumbing World) for 23 of these, Arthur has a real appreciation of the strengths a good cooperative offers its members.

Evening Meal 6.30pm

Guest Speaker TO BE ANNOUNCED

To be followed by informal discussions

Day 2 • Friday 20 August

Session FIVE

8.45 to 9.55am

Chris Knowles – former Company Secretary, Foodstuffs South Island Ltd

82 YEARS – THIRD GENERATION GROCERS

Recently retired as Company Secretary of Foodstuffs South Island, Chris will review the touchstone topics that he, his former Chief Executive and board constantly follow to ensure their cooperative remains in tune with its member requirements.

- Chris has spent 45 years in the accountancy profession – twelve in public practice and the balance as a corporate accountant and administrator. He held the position of Company Secretary and CFO in Foodstuffs South Island for 19 and a half years until his recent retirement in May 2010, and continues to act as a consultant to the cooperative.

Session SIX

10.25 to 11.35am

Nicola Shaw – Executive Education Coordinator, College of Business, Massey University

GRADUATE EDUCATION IN THE GOVERNANCE OF COOPERATIVES AND MUTUALS

Executive education, graduate education, credit and non-credit – sense making and making sense of educational offerings

The University offers a graduate level course (15 Credits) in Cooperative Governance and Management, and is the provider for governance training and education to Fonterra's Governance Development Programme, the Crown Ownership Monitoring Unit and many other organisations. Nicola will describe how graduate level credit-based education currently operates in New Zealand, and what opportunities exist for non-credit training and development at both the industry and organisation level.

plus

Alan Robb – Independent consultant and commentator on financial accounting, cooperatives, corporate governance and business ethics

POSTGRADUATE AND DIRECTOR EDUCATION FOR COOPERATIVES

Produced at the University of Wisconsin, The LEADing Board is a board training package which is aimed specifically at the boards of cooperative and mutual businesses. Alan will describe this course, show example modules and run through the possible ways directors of New Zealand cooperatives could make good use of this package. In addition, Saint Mary's University, Canada, offers a Master of Management in Cooperatives and Credit Unions. This course is taught over the web and so is available to New Zealander co-op executives while they work. Having taught in this programme for four years, Alan will outline the content of the programme and show its relevance for directors and executives wishing to upskill to world class standards.

- Well known in the New Zealand cooperative movement, Alan is Adjunct Professor, St Mary's University, Canada, on their Master of Management, Cooperatives and Credit Unions course, Alan has considerable experience both as a teacher and as a board member of various not-for-profits.

Session SEVEN

11.40am-12.50pm

Matthew Farrington – Senior Solicitor, Buddle Findlay

DEVELOPMENTS IN FINANCIAL SECTOR LAW

Ensuring compliance with current laws in order to ensure the sustainability of any business is obviously important. There have been a number of recent developments in law which will affect cooperatives and mutuals to a greater or lesser degree. This segment will be looking at the Financial Advisers Act, Financial Service Providers Act as well as the current reviews of securities law and mutuals governance, the latter of which is looking at the Industrial and Provident Societies Act, the Friendly Societies and Credit Unions Act and more.

- A senior solicitor in Buddle Findlay's Wellington office, Matthew specialises in corporate, commercial and capital markets work, including financial regulation.

Lunch 12.50 to 1.25pm

Session EIGHT

1.30-2.40pm

Chris Pearce – Capital Structure Manager, Fonterra Cooperative Group Ltd

CONSOLIDATING THE CHANGE PROCESS

Over the past year, Fonterra's farmers have voted to make wide ranging changes to the cooperative's capital structure, culminating in June's vote to introduce share trading among farmers. These changes will provide a permanent base of capital, which will help protect and grow returns to farmers while allowing them much more flexibility in how they manage their shareholding in the cooperative. Chris will cover how the proposal and consultation process has balanced the issues of maintaining farmer control while ensuring that farmers can buy and sell their shares as well as maintain value in the cooperative for current and future farmers.

- Chris Pearce is the Capital Structure Manager for Fonterra Trade and Operations, and has spent the past 18 months working on the design of Fonterra's capital structure and consulting with farmers on the proposal.

Session NINE

2.45-3.15pm

Review seminar and complete evaluations

Close by 3.30pm

This programme is subject to change