

# The Cooperative Business Model

12 September 2018 | 06:00AM EST, 12:00PM CEST, 1:00PM EAT, 3:30PM IST | 1hr 15 min

Cooperatives are people-centred enterprises owned and controlled by their members to meet their common needs and aspirations. Profits generated are partly reinvested in the cooperative and partly returned to the members according to their transactions with it.

Cooperatives bring people together in a democratic and equal way. Whether the members are the producers, the employees, the users or the residents, cooperatives are democratically managed by the 'one member, one vote' rule by which members share equal voting rights regardless of the amount of capital they put into the enterprise. They allow people to take control of their economic future and, because they are not owned by shareholders, the economic and social benefits of their activity stay in the communities where they are established.

As businesses driven by values and not for the remuneration of capital, cooperatives share internationally agreed principles and act together to build a better world through cooperation. Putting fairness and equality at the heart of the enterprise, cooperatives around the world are allowing people to work together to create sustainable enterprises that generate long-term jobs and prosperity.

This is far from being a marginal phenomenon, as one in every six people on the planet are co-operators and one in ten people who work or have an economic activity do it in or within the framework of a cooperative.

The International Cooperative Alliance (ICA) is a non-profit international association established in 1895 to advance the cooperative model.

## Presenters:



**International  
Co-operative  
Alliance**



**Mr. Bruno Roelants** is the Director-General of the International Co-operative Alliance (ICA). Prior to this position, Bruno was the Secretary General of CICOPA, the sectoral Organisation of

the International Co-operative Alliance for industry and services – a role which he held from 2002 to 2018.

**Mr. Yong Khang** is the Secretary General of the International Co-operative Agricultural Organisation (ICA). He began his career at the Korean National Agricultural Co-operative Federation's (NACF's) Research Department in 1994.



**Mr. Ki-Hoon Kim** is the Deputy Secretary General of the International Co-operative Agricultural Organisation (ICA). Working at the NACF for more than twenty years, Mr. Kim has dreamed of

building a better life for farmers and developing rural communities domestically and overseas.

**Dr. Chiyoge Buchekabiri Sifa** is the Regional Director of International Co-operative Alliance – Africa (The Alliance Africa). Her experience with Co-operative movement dates back to the



1990s when she was working as management trainee with the Central Co-operative for Savings and Credits (COCCEC-KIVU) in Bukavu, Zaire.

The ICA is the apex organisations for cooperatives world-wide, representing 317 cooperative federations and organisations across 110 countries (as of September 2018). The members of the ICA are national level cooperative federations, individual cooperative organisations and government offices concerned with cooperatives.

### *Global, regional, sectoral, thematic commitment*

The International Cooperative Alliance consists of a board, a General Assembly, four Regions (one each for Africa, Europe, Asia-Pacific, and Americas), eight sectoral organisations and several thematic committees and networks (research, legislation, development, gender and youth).

### *The webinar*

The webinar will start with a presentation of the ICA's mission and structure at global level as well as of the ICA's sectoral organization for agriculture ICAO, to then continue with the presentation of the Regional Offices and international cooperative development tools (CEDP - Cooperatives Europe Development Platform) for Technical Assistance in setting up new cooperatives or strengthening the existing ones in the agri-food sector, showing also how the cooperative financial system could assist in the process.

The Regional Office ICA Africa will present the recently created AAACO (African Agriculture Cooperative Federation) while the Regional Office ASIA-Pacific will emphasize the commitment with SDGs in creating decent jobs and agriculture services via the formalization of cooperative enterprises among informal workers and DGRV, on behalf of the CEDP, a case study of an international cooperative development project in agriculture financing.

This will shed light on how to partner with similar organizations at regional and global level and how to positively influence each other in order to innovate and access permanent markets in a more efficient way.



**Mr. Balu Iyer** is the Regional Director of ICA Asia-Pacific Regional Office. Balu worked in India in co-operative development before moving to the US to work on Asian regional concerns for overseas agencies. He has

worked with the Aga Khan Rural Support Program, Action Aid, International Development Exchange and the Asia Foundation. He joined ICA Asia-Pacific in 2014.

**Klaudia Marcus** is team leader Asia in the International Relations Department of DGRV (German Cooperative and Raiffeisen Confederation). She has worked for DGRV for more than 10 years, managing projects in Africa, Asia and Latin America in the financial as well as in the rural sector. She participated in the CEDP from its beginnings in 2008.



**Danilo Salerno** is the Regional Director for the Americas Region at International Cooperative Alliance. Before this he was serving as Director of Coopermondo, the NGO created by Confcooperative,

the largest apex organization of the Italian cooperative movement.

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