

The Italian Co-operative Movement



- ♦ Most co-ops per capita
- ♦ Decentralized but integrated
- ♦ Co-op consortia
- ♦ Five cross-sector federations
- ♦ Co-operative expansion

The Region of Emilia Romagna



- ◆ 4 million people
- ◆ 7,500+ co-ops (2/3 are worker co-ops)
- ◆ 30-40% of GDP
- ◆ 2 out 3 are members of co-ops
- ◆ 10% employed by co-ops
- ◆ Cross-sector collaboration
- ◆ "Full employment"
- ◆ High standard of living

3elle

Imola



- ◆ Founded in 1908
- ◆ Employment for art students
- ◆ 306 employees, 156 members
- ◆ Manufacturer & exporter of windows & doors
- ◆ €69 million in sales (\$98.8 mill)
- ◆ €69 million in net assets
- ◆ Interco-operation

Giovani Relagatori Social Co-op

Imola



- ◆ Founded in 1983
- ◆ Employment & training for marginalized individuals
- ◆ Bookbinding, printing, small parts assembly & archiving
- ◆ 25 permanent employees
- ◆ €1.25 (\$1.79) million in sales
- ◆ Key loan from Legacoop
- ◆ 60% of customers are co-ops

Coopfond

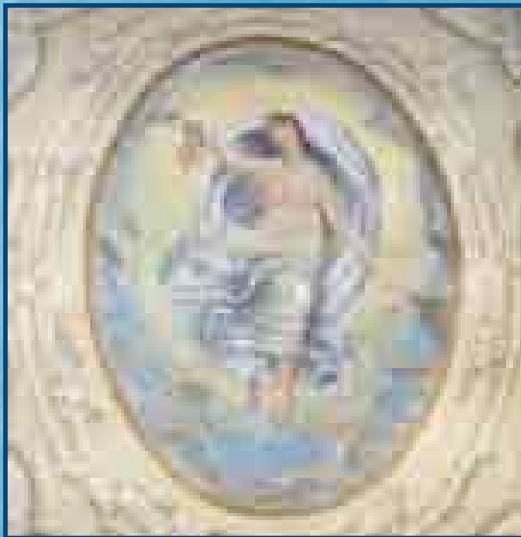
Bologna



- ♦ “External mutuality”
- ♦ Lending & equity
- ♦ Technical assistance
- ♦ Cross-sector role
- ♦ Funded by co-ops through contribution of 3% of surplus

Legacoop Imola

District of Imola



- ♦ Cross-sector federation
- ♦ Coordination, Advocacy, Training, Funding
- ♦ Growth 1982 - 2007
 - ♦ 52 co-ops - 84 co-ops
 - ♦ 18,336 members - 65,604 (258%)
 - ♦ 2,910 direct employees - 6,863 (136%)
 - ♦ €164,743 revenue - €2.4 billion (1,365%)
- ♦ Industrial Expansion

Other Examples



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What's Unique?



- ♦ Clear co-op identity
- ♦ Strong co-op organizations
- ♦ Investment in co-op devmt
- ♦ Innovation & co-opreneurship
- ♦ Co-operative economy
- ♦ Co-op enterprise as a multigenerational asset

Worker Co-ops in the U.S.

- ♦ 223 firms (1% of co-op enterprises)
- ♦ 5,514 members*
- ♦ 2,380 non-member employees**
- ♦ \$219 million in annual revenue (08)

University of Wisconsin, 2009 • <http://reic.uwcc.wisc.edu>

These are conservative estimates based on survey responses.

*Includes part-time workers. **As measured by FTE, and some co-ops reported membership but not employee figures.

Valley Alliance of Worker Co-ops

Pioneer Valley of Western MA and Southern VT



- ♦ 11 worker co-ops
- ♦ 60+ members, 20+ apprentices
- ♦ Tradition of collective mgmt
- ♦ Multisector: copying & book-binding, auto repair, internet services, renewable energy, bicycle transport, wool spinning, bodycare products...
- ♦ ±\$6.7 million ann revenue (08)

www.valleyworker.org

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Collective Copies

Florence, Amherst & Belchertown, MA



- ♦ A Worker co-op copy shop
- ♦ Founded 1983 from Strike
- ♦ 13 worker members, union shop
- ♦ 3 locations in western MA
- ♦ \$1.4 million in annual sales
- ♦ 2:1 pay ratio highest to lowest
- ♦ Health insurance, IRA, 2-4 wks vac.
- ♦ 10% of gross profit to community

www.collectivecopies.com

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Pioneer Valley Photovoltaics

Greenfield, MA & New Britain, CT



- ◆ Founded 2002
- ◆ Design & installation of renewable energy systems
- ◆ Home, business, government contracts
- ◆ 14 employees
- ◆ \$2 million in revenue (08)

www.pvsquared.coop

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Green Mountain Spinnery

Putney, VT



- ♦ Founded in ±1980
- ♦ Converted to co-op 2006
- ♦ 9 members, 2 non-members
- ♦ Wool processing and spinning
- ♦ Yarn, clothing & pattern sales
- ♦ \$480k annual revenue (08)

www.spinnery.com

WAGES Co-operatives

San Francisco Bay Area, CA



- ♦ Founded in 1994
- ♦ 4 worker co-ops
- ♦ 50 total member-owners
- ♦ Green cleaning services
- ♦ Members earn 50-100% more than in conventional firm
- ♦ Household incomes up 40%
- ♦ Leadership & Business Skills

www.wagescooperatives.org

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Isthmus Engineering

Madison, WI



- ♦ Founded in 1980
- ♦ Automated assembly, machine and handling systems
- ♦ Conversion from partnership
- ♦ 25 members, 24 non-members
- ♦ \$10,000 member share
- ♦ \$20-25 million annual revenue
- ♦ All members serve on board

www.isthmuseng.com

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Co-operative Home Care Associates

South Bronx, NY



- ◆ Founded 1985
- ◆ 1,600 employees
- ◆ Home care services
- ◆ \$60 million annual revenue

www.chcany.org

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Equal Exchange

West Bridgewater, MA



- ◆ Founded 1986 with 3 members
- ◆ 87 members, 100+ total staff
- ◆ Offices in MA, MN & OR
- ◆ Fairly traded coffee, tea & chocolate + domestic products
- ◆ 4:1 pay ratio
- ◆ External "social" investments
- ◆ \$34 Million in sales ('08)

www.equalexchange.coop

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