

The Valley Alliance of Worker Co-operatives



Annual Report 2018-2019



Dear Member Co-operatives, Affiliates and Supporters,

We'd like to begin by saying thank our Member Co-operatives for all you do to make VAWC successful. We are proud to be a co-op ourselves that is owned and controlled by members. A special thank you to our affiliates and partners, too, for supporting us in achieving our mission of a vibrant co-operative economy empowered with a voice of worker co-operation.

Our work this past year brought more peer-to-peer support, educational programming, conference attendance, and marketing of our members. We developed member recruitment strategies and invited worker co-operatives to join our secondary co-op to be part of worker co-op development and promotion in our region. These core activities and others continued while meeting our member-approved budget. We held a successful board election and are proud to say we have an all female board of directors.

Our Executive Director attended and reported at all our member and board meetings. Adam presented about VAWC and our Member Co-ops at several regional and national conferences, amplifying our message of co-operative led support and development. We carried out a successful review of our staff in an effort to continuously improve. We worked with Adam to develop educational modules, one of which was held already and was free to VAWC Members, as our latest innovation to meet member needs.

We are proud to report another year of co-op focused curriculum with 80+ enrolled students at UMass, Amherst, through our participation in the UMass Co-operative Enterprise Collaborative (CEC). In 2018-2019 we hosted four internships who contributed 1,000 hours researching the impact of worker co-ops and crafting materials to improve our work in conversions and education. Thanks to the CEC, the Neighboring Food Co-op Association and the Department of Economics at UMass, Amherst.

Partners help us achieve our mission and we encourage all VAWC member co-ops to take advantage of membership discounts we have with partner associations. VAWC Member Co-ops receive 50% dues discount to the United States Federation of Worker Cooperatives and 25% off dues to the Valley Co-operative Business Association, a local cross sector co-op specializing in marketing and cross sector collaboration.

Thank you again and onward to another year.

Respectfully,

VAWC 2018-2019 Board of Directors

Faith Seddon, VAWC Board Treasurer
Collective Copies

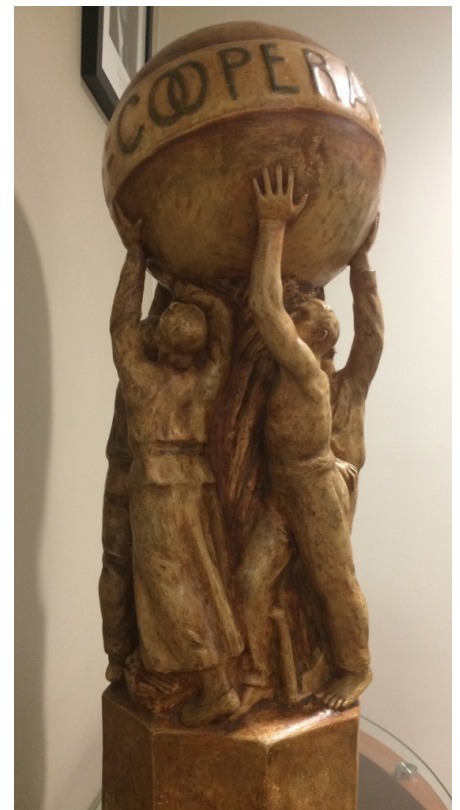
Lauren Von Krusenstiern, VAWC Board President
Green Mountain Spinnery

Suzette Snow-Cobb, VAWC Stakeholder Director
Neighboring Food Co-op Association

Our Impact



- 1** Loan active from our Interco-operative Development Fund
- 2** VAWC invests in two Co-operative Loan Funds
Also the number of co-ops we're supporting to open or convert in our region
Also the number of worker-members we helped elect to association boards
- 3** Classes offered at University of Massachusetts, Amherst, Department of Economics about co-operatives as part of the Certificate in Co-operative Enterprise
- 4** Interns who worked over 1,000 hours in research and materials creation for VAWC
Also the number of our partners' Annual Member Meetings VAWC attended
- 5** Conferences where VAWC represented its members
- 6** Workshops and presentations given by VAWC about our Members and activities
- 82** Loans to co-ops VAWC supported in 2018 through our Interco-operative Development Fund
- 85** Students enrolled in classes offered through our Certificate in Co-operative Enterprise
- 155** Attendees of VAWC workshops and presentations
- 24,419** Dollars in VAWC's Interco-operative Development Fund that are building co-ops
- 59,160** Impressions on Twitter about the activities of VAWC and its members



Working
for a Co-operative Economy

Member Relations

VAWC staff and Board of Directors continue to meet directly with members and to work closely to provide technical assistance regarding structure, governance, marketing, business opportunities and more.

VAWC's Board proposed and executed a successful budget for the year and 2017-2018. The Board also held a special meeting immediately following a member meeting to engage and gather input for the year's activities in addition to a strategy session at last year's Annual Meeting.

2017-2018 saw a democratic election for our board, five member meetings and five board meetings, all of which reached quorum and moved our federation forward. VAWC's Board worked with staff to design and execute member recruitment activities as well, including initiating contact with potential members and holding events open to the public.

VAWC is proud to serve our members:



**pedal
people**



**Oxbow
design|build**

In the long run, the vision and the nerve to achieve a more cooperative future must come primarily from cooperatives themselves.

- Jackall and Levin, 1984

Marketing, Advertising and Public Relations

Promoting our members and their services is another core activity for VAWC. We are pro-active in promotion whether it is marketing through our *Together, We're Working for a Co-operative Economy* campaign, social media, bringing speakers to our region or advertising. Highlights include:

- Delivered six workshops, attended five workshops and four Annual Member Meetings of our partners
- Earned 59,160 impressions on Twitter with 80 tweets about VAWC and its members and increased followers 16% to 782
- Had a reach of 5,267 with an engagement rate of 13% and a 5% increase in followers to 802 on Facebook
- Took part in shared advertising printed in two newspapers in our region during Co-op Month (see image at left)
- Website up and running all year using a co-op web host with new images and content on education

National Co-op Month's shared print ad by VCBA promoted cross sector collaboration in our region and included VAWC and many VAWC members.

Principle 5: Education, Training and Information

Education has been a strategic focus because we see an informed public as one that knows the advantages of co-operatives. Throughout the year we spread the message of our worker co-operatives and co-ops in general as we engage the history and theory of co-operatives worldwide.

Highlights include:

- Internal Education:
 - Organized a workshop entitled *Participation in Worker Co-operatives and Collectives* tailor-made for worker co-ops - this was free for VAWC members and all member co-ops were represented
 - Held six “Mastermind” sessions for members to share challenges and receive peer-to-peer support
- External Education: We work with the Neighboring Food Co-op Association to create curriculum and direct UMass Co-operative Enterprise Collaborative.
 - Three classes offered specifically on co-operatives with 85 students enrolled
 - Ten interns placed with VAWC and Neighboring Food Co-op Association members
 - Seven recipients of the Certificate in Co-operative Enterprise



VAWC co-presented with the Neighboring Food Co-op Association at the Northeast Organic Farmer's Association's "Co-op Track" in summer of 2018.



Attendees at *Participation in Worker Co-operatives and Collectives* in April, 2019.

Participation in Worker Co-operatives



Adam Trott
Executive Director
Valley Alliance of Worker Co-operatives

Principle 6: Co-operation Among Co-operatives

VAWC supports its members through local and national structures for both worker co-operatives and across co-op sectors. We participate with our affiliates and other partners, too, to achieve mutual goals.

- VAWC is a member of three co-operatives: the Valley Co-operative Business Association for local cross sector collaboration, Shared Capital Cooperative to build our co-op economy through investment and Freedom Credit Union to support local co-op economy and finances
- VAWC is a Federation Partner of the United States Federation of Worker Cooperatives, providing connection and partnership to national level dialog in our sector
- VAWC attended four annual meetings of co-ops and support organizations: Neighboring Food Co-op Association, Shared Capital Cooperative, National Cooperative Bank and the National Cooperative Business Association-CLUSA
- Our educational and interco-operation collaborations with Neighboring Food Co-op Association continue and are bolstered by Suzette Snow Cobb serving as our Stakeholder Director
- The VAWC Interco-operative Development Fund is making impact both in our region and nationally:
 - VAWC's Fund has \$24,000 invested in two co-op loan funds: Shared Capital Cooperative and the Cooperative Fund of New England
 - We will successfully close a successful direct loan to Collective Copies who borrowed from our Fund to expand wide format and color printing

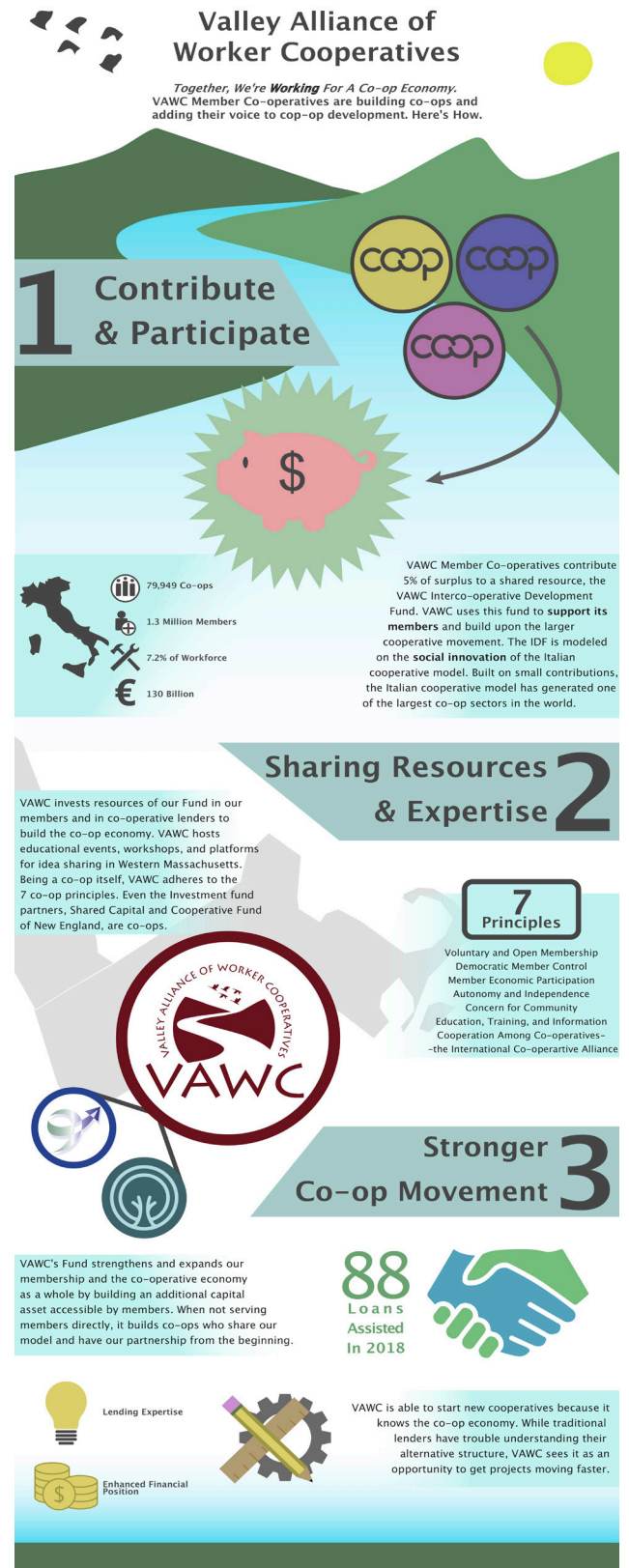
Thanks to our Organizational Affiliates:

Special thanks to our Affiliates for supporting our mission and collaboration across the region.

AORTA: Anti-Oppression Resource and Training Alliance
Boston Tech Collective
Erbin Crowell
Local Enterprise Assistance Fund
Neighboring Food Co-op Association
Real Pickles Co-operative
River Valley Co-op
PV Squared
Philippe Rigollaud
Suzette Snow Cobb

What makes our VAWC Interco-operative Development Fund work?

VAWC Members are building the co-op economy and strengthening the movement through surplus allocation.



Created by VAWC Intern Marc Maren

Financial Report

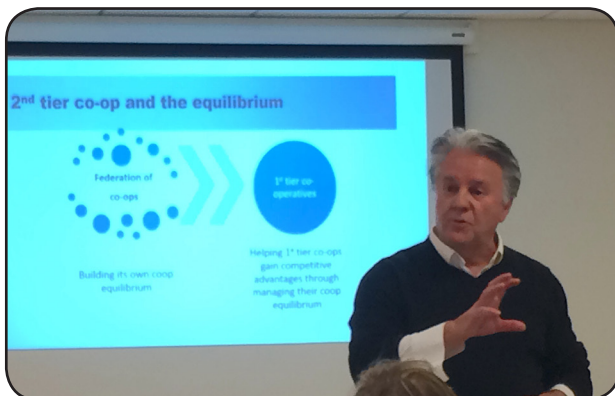
We successfully carried out last year's budget despite some decrease in revenues. We continue to be a majority dues funded and member-led co-operative in both governance and in finances.

We have employ checks and balances using both a bookkeeper to review our all our finances and a separate tax preparer. We continue to support co-operatives with our banking services by having our business checking and credit card with Freedom Credit Union.

Note that line 4000 • 'Member Dues', is higher than this year's actual. This was due to a former member paying late.

...Networks is not only the driving force of identity in side the cooperative movement, but historically it has offered the rest of society the core image of cooperation.

- Menzani and Zamagni, - 2010



Saint Mary's University adjunct professor Daniel Côté held a workshop about measuring co-operative-based metrics including member participation, interco-operation and co-op values in management. Côté, who teaches at the Co-operative Management Education program at Saint Mary's University in Canada, is pictured here at the Neighboring Food Co-op Association Annual Member Meeting.

VAWC Profit & Loss January through December 2018

	Jan - Dec 18
Income	
4000 • Member Dues	12,319.29
4690 • Other Operating Income	2,096.83
4700 • Development Funding	1,869.09
4777 • Organizational Affl	2,075.00
4899 • Loan interest	89.74
4992 • Bank interest	25.13
Total Income	18,475.08
Expense	
5003 • Staff Contracted Services	4,605.38
5004 • Accounting Expense	696.80
5006 • Bad Debt Expense	500.00
5205 • Telephone & Telecommunications	24.61
5505 • Dues & Fees	475.00
5506 • Promotion	896.68
5600 • Other Expenses	759.04
Total Expense	7,957.51
Net Income	10,517.57

VAWC Balance Sheet As of December 31, 2018

	Dec 31, 18
ASSETS	
Current Assets	
Checking/Savings	
1004 • Freedom Credit Union	10,812.36
1009 • Shared Capital	19,354.31
1045 • CFNE	864.24
Total Checking/Savings	31,030.91
Total Current Assets	31,030.91
Other Assets	
1180 • Loans Receivable	
Loan Receivable - Simple	3,068.06
Loan Receivable Coll Copies	1,947.92
Total 1180 • Loans Receivable	5,015.98
1390 • Allowance for Doubtful Loans	-2,000.00
Total Other Assets	3,015.98
TOTAL ASSETS	34,046.89
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2200 • Accrued payroll	2,333.93
Total Other Current Liabilities	2,333.93
Total Current Liabilities	2,333.93
Total Liabilities	2,333.93
Equity	
3100 • Net Assets	21,095.39
3200 • Member Share	100.00
Net Income	10,517.57
Total Equity	31,712.96
TOTAL LIABILITIES & EQUITY	34,046.89

Nurturing participation at grass-roots levels therefore strengthens the legitimacy and authority both of front-line co-operative organizations, but also and particularly of their representative bodies such as the ICA.

- Blueprint for a Co-operative Decade

Worker co-operatives and our movement are made stronger through shared identity, statutes and structural provisions that preserve our individual autonomy while clearly identifying our organizations as co-operatives united in the common cause of developing a co-operative economy.

Definition

A co-operative is an autonomous association of persons united voluntarily to meet their common economic, social, and cultural needs and aspirations through a jointly-owned and democratically-controlled enterprise.

Values

Co-operatives are based on the values of self-help, self-responsibility, democracy, equality, equity and solidarity. In the tradition of their founders, co-operative members believe in the ethical values of honesty, openness, social responsibility and caring for others.

Principles

The co-operative principles are guidelines by which co-operatives put their values into practice.

- Voluntary and Open Membership
- Democratic Member Control
- Member Economic Participation
- Autonomy and Independence
- Education, Information and Training
- Co-operation among Co-operatives
- Concern for Community

The worker co-operative identity is further detailed by the World Declaration on Co-operative Worker Ownership established by CICOPA (The International Organisation of Industrial, Artisan and Service Producers' Co-operatives) in 2004.

The Valley Alliance of Worker Co-operatives (VAWC) is rooted in the ideals of co-operation, mutuality and solidarity. VAWC is itself an expression of co-operative principles - a "co-op of co-ops" - that have come together as a means of strengthening the efforts of our individual co-ops to develop their businesses, serve their members, and contribute to the wider co-operative economy. Our core goal is to provide ourselves with the resources and support we need to advance our co-operatives, empower our members, and benefit more people in our communities.

Valley Alliance of Worker Co-operatives

Board of Directors

Faith Seddon - Treasurer
Collective Copies

Lauren Von Krusenstiern - Chair
Green Mountain Spinnery

Suzette Snow-Cobb

- Stakeholder Director
Neighboring Food Co-op Association

VAWC is a proud member of the following co-operatives:



**Shared Capital
Cooperative®**



A member of:



And an investor in:



We are a proud Federation Partner of the United States Federation of Worker Co-operatives

