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This is the first issue of Indiana Cooperative Development Center's email newsletter. We strive to provide you with relevant updates that we hope you find interesting. We suggest enabling images to enjoy the full experience. Please enjoy!

Director's Corner

Another busy year is coming to a close for the Indiana Cooperative Development Center. Since our last newsletter we've relocated our office, hired a new Executive Director, and lost Chad Martin, Business Development specialist, to a new position with Purdue University. We wish Chad all the best in his new position.

We've seen interest in the cooperative model increase and as a result we've seen an increase in the number of clients with whom we've been working. The Center has participated in a number of seminars and workshops including the Ohio River Valley Farm Marketing Conference, the National Value Added Ag Conference, Farmers Market Workshops, and grant workshops.

We also organized and chaired the committee to bring the first Cooperative Summit to Indiana (see article below). The center is poised to make even greater strides in 2008. With the continued support of our Board of Directors, our Advisory Board and the Cooperative Enterprise Network, we look forward to a very busy and productive new year.

Food Cooperative Start-up Seminar

The ICDC and the Lost River Community Cooperative hosted a Food Cooperative Start-Up Seminar November 10, 2007 in Paoli, Indiana. The seminar was well attended by representatives from six start-up groups located throughout Indiana, Illinois and Kentucky. The agenda featured presentations by ICDC staff; Stuart Reid representing Food Co-op 500, a network of food co-op experts headquartered in Minneapolis, MN; a local lending institution; and the Lost River Board members. Topics covered during the seminar included sessions on Co-ops 101, getting organized by building effective teams and meetings, the Food Co-op 500's Four Cornerstones of effective project development, lessons learned from the Lost River Board of Directors, and getting prepared for financing. The event enabled participants to network and learn from the members of one of the newest and brightest food co-op start-up stores, the Lost River Market & Deli. Participants toured the new store and met several employees, who also joined the training sessions.

Here is what one participant said about the seminar: "I was thrilled to be a part of the seminar. I felt revitalized, ready to renew our efforts by the end of it. I encourage you to



Midwest Organic Production and Marketing Conference and Trade Show

January 17-18, 2008
Illini Union on the Campus of the University of Illinois
Urbana, IL
<http://orgconf.sustainability.uiuc.edu>

Indiana Horticultural Congress

January 28 - 30, 2008
Adams Marc Hotel
2544 Executive Drive, Indianapolis, IN
www.inhortcongress.org

Ohio River Valley Farm Marketing Conference

February 19 - 20
Roberts Convention Centre and Holiday Inn
Wilmington, OH
[Conference Website](#)

Midwest Women in Agriculture Conference

February 20 & 21, 2008
Holiday Inn
Columbus, IN
[Conference Flier](#)

Consumer Cooperative Managers Association (CCMA) Conference

June 12-14, 2008
Portland, Oregon
[Conference Website](#)

NCBA's Annual Cooperative Conference

April 30 - May 1, 2008
George Washington University
Washington, D.C.
http://ncba.coop/serv_conf.cfm

NCBA's 14th Annual Conference for Purchasing Cooperatives

September 22-24, 2008
Embassy Suites Golf Resort
Phoenix, AZ

Indiana Cooperative Summit

October, 2008
Check website for more details as they become available

continue these efforts, and let others in other regions know how useful they are.”

The seminar was made possible by support from the Howard Bowers Foundation for Consumer Cooperatives based in Washington, D.C. The ICDC views this event as a kick-off to a series of future trainings for new food start-up groups. ICDC is assisting the following new food cooperative start-ups: Mooresville Food Co-op, Indy Food Co-op, Terre Foods in Terre Haute, as well as other groups considering a food co-op grocery store in their community.



Debbie Trocha presents to seminar participants on how to organize and run effective business meetings.



Chad Martin checks out the quality fresh meat counter at the Lost River Market & Deli featuring beef, pork, and poultry sourced from local producers within Southern Indiana region.

Indiana Cooperative Summit

The inaugural Indiana Cooperative Summit spotlighted the cooperative business model and allowed representatives of many Hoosier-based cooperatives to network with peers and vendors during the Oct. 30 event at the Hendricks County Fairgrounds in Danville.

The summit coincided with Co-Op Month, an October celebration of cooperatives' impact on the lives of many since 1930. It was accompanied by a trade show with Indiana cooperative businesses and resource providers.

The summit featured local and national speakers sharing success stories and discussing the cooperative business world's various industries. Those addressing the summit included Jim Blaine, president of the North Carolina State Employees' Credit Union, and Adam Schwartz, vice president of Public Affairs and Member Services of the National Cooperative Business Association. Other speakers were CountryMark Vice President of Marketing Jon Lantz, Elkhart County Farm Bureau Credit Union President Jack Sheets, Indiana Statewide Association of RECs Chief

Executive Officer Bruce Graham and Cabot Creamery Senior Vice President Roberta McDonald.

Although cooperatives contribute more than \$210 billion to the economy, employ more than half a million people and serve nearly 130 million members across the United States, the cooperative business model remains an unknown benefit to many who purchase goods and services from co-ops.

"The summit really spotlighted how cooperatives empower people to improve the quality of their lives," said Debbie Trocha, executive director of the Indiana Cooperative Development Center. "This type of forum helps cooperatives create new business-to-business opportunities for themselves but also focus on making the cooperative business realm as solid as it can possibly be. It will be exciting to see how the Indiana Cooperative Summit grows from here." (see www.icdc.coop for powerpoint presentations and pictures)

CEN Highlight

Jerry Nelson is a part of the Purdue New Ventures Team where his role is to advise individuals and groups of producers in the creation of new business opportunities related to Agriculture, and direct them to the appropriate resources. Jerry covers the state of Indiana in his position, and coordinates several projects involving county based Purdue Extension staff, as well as other partner organizations.



Jerry Nelson

Even prior to his involvement as a member of the ICDC Cooperative Enterprise Network, Jerry has been involved in cooperative business development. He played an integral role in the start-up of the Corn Flour Producers, LLC, a New Generation Cooperative located in Worthington, IN. This business is a food grade corn processing facility which is owned by several producers in the southwestern region of the state and other investors and creates corn masa flour utilized for tortillas.

Jerry has been with Purdue Extension since 1980 and serves as a valuable resource to producers across the state of Indiana. Most recently, Jerry has been instrumental in the development of programs related to Agri-tourism development, organic production and marketing, farm sustainability, and helping to establish local foods systems in various regions throughout the state.



From right to left: Marcelino Solis (Corn Flour Producers, LLC), his wife, his daughter, Jerry Nelson (Purdue New Ventures Team, CEN member)

Jerry recently assisted a group of beef producers in Orange County to create new direct marketing opportunities through collaboration. He is also involved in assisting the start up of the Indiana College and University Food Alliance comprised of food service representatives from several of Indiana's largest universities who are working to integrate locally grown Indiana products within campus food service menus.

ICDC appreciates the hard work Jerry Nelson does to assist agricultural entrepreneurs at all levels in a positive and upbeat way. He has been a committed CEN member working to enhance the awareness of opportunities for cooperative development throughout the agricultural community!

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