

# Co-operative Opportunities Conference

February 18 - 19, 2010



## Wednesday February 17

6.30 pm-8.00 pm - Early registration and welcoming cocktail party

## Thursday February 18

8.00-8.30	Registration
8.30-8.45	Welcome <i>Jim Sneesby, Chairman, Co-operative Federation of NSW Limited</i> Official Opening
8.45-9.00	Co-operative Opportunities <i>Helen McCall, EO, Co-operative Federation of NSW Limited</i>
9.00-9.45	Keynote speakers: Co-operatives - the Italian Experience <i>Prof. Carlo Borzaga, Dr. Ermanno Tortia, Department of Economics, University of Trento</i>
9.45-10.30	Nuriootpa, the co-operative town <i>David McArthur, CEO, The Community Co-operative Store (Nuriootpa) Ltd</i>
10.30-10.45	Two short biographical presentations - co-operators present
10.45-11.05	Morning tea
11.05-12.05	Workshop - the importance of leadership planning for the future of your co-operative <i>Peter Gates, CEO, The Mercury Centre Co-operative Limited</i>
12.05-12.30	Co-operatives Australia report
12.30-1.30	Lunch
1.30-2.15	Co-operative Banks, Australian style <i>Neville Parsons, CEO, Holiday Coast Credit Union</i>
2.15-3.00	Australia's oldest Aboriginal Co-operative <i>Lindon Coombes, CEO, Tranby Aboriginal College</i>
3.00-3.20	Afternoon Tea
3.20-4.05	Our absent worker co-operatives - what are we missing? <i>Anthony Jensen, researcher, Sydney University</i>
4.05-5.05	Workshop - What makes a co-op a co-op? An exploration of co-operative values <i>Kaye Wetzler, trainer on principles and values of co-operation</i>
5.05-5.45	Maximising opportunities to extend benefits to members <i>Andrew Leontarou, GM, Tertiary Access Group Co-operative Limited</i>
6.30	Pre dinner Drinks
7.00	Addisons Gala Dinner - <i>speakers: Prof. Carlo Borzaga, Dr. Ermanno Tortia, Department of Economics, University of Trento</i> - EuRISCE & The need for Research

## Friday February 19

7.00-8.00	Networking breakfasts	B1 Chairpersons	B2 CEOs	B3 Treasurers/Financial Officers
8.30-9.15	S1 Why you need a board charter & how you keep it relevant <i>Ian Causley, Director, NSW Sugar Milling Co-operative</i>	S2 Media basics <i>Melina Morrison &amp; Suzanne Henderson, Sommerson Communications</i>		
9.15-10.00	S3 Removing inactive members from your register <i>Marie Winter, Secretary, Hastings Co-operative</i>	S4 Basic salary packaging <i>Richard O'Brien, Certified Financial Planner, The Optima Group</i>		
10.00-10.45	S5 Preparation for year end for a small co-operative <i>Clayton Hickey, Partner, Lawler Partners</i>	S6 Sale of business or major asset - legal considerations for a Co-op <i>Tony Addison &amp; Robin King, Addisons Commercial Lawyers</i>		
10.45-11.05	Morning tea			
11.05-11.50	S7 Getting the best from Board committees <i>Bradley Gannon, Co Sec/General Counsel, Capricorn Society</i>	S8 Changing the co-op to meet a competitive environment <i>David Crombie, CEO, Estate Agents Co-operative</i>		
11.50-12.35	S9 Board meeting - focusing on the real issues <i>Greg McNamara, Chair, Norco Co-operative Ltd</i>	S10 Duties of Directors - recent developments <i>Nigel Hill, Australegal</i>		
12.35-1.35	Lunch			
1.35-2.20	Affordable health care, the co-operative way <i>Di Batterham, CEO, Westgate Health Co-operative Ltd</i>			
2.20-2.35	Two short biographical presentations - co-operators present			
2.35-3.50	Workshop - co-operative opportunities - ideas for the future <i>Helen McCall, EO, Co-operative Federation of NSW Limited</i>			
3.50	Closure			

Venue - Sydney University Village, 90 Carillon Avenue, Newtown, 2042

This conference is part of **The Co-operative Week**  
with *The Italian and Australian Co-operative Sectors - The Past, Present and Future Symposium*

The University of Sydney, February 15-17 at the same venue.

## Co-operative Opportunities Conference Speakers



**Prof Carlo Borzaga** is chairman of the European Research Institute on Co-operative and Social Enterprises (Euricse). As professor of economic policy, University of Trento, his specific interests are labour economics, and the economic analysis of non-profit organisations, focusing on co-operatives in general as well as on social co-operatives, and the evolution of this sector in Europe. Carlo has written and co-edited numerous books and papers on labour economics, social and co-operative enterprises and has done extensive governmental work.



**Ermanno Tortia** is a researcher at Trento University, Department of Economics, working on the economics of co-operation, social enterprises, and non-profit organisations, with special focus on labor economics and local economic development. His doctoral thesis was on the economics of co-operation and labor managed firms, focusing on the accumulation of capital and other financial issues. He has conducted research on industrial relations and organisational innovation, with special regard to human resources management and pay systems.



**David McArthur** [B.Bus (Marketing) F.A.I.C.D.] is CEO of The Community Co-operative Store in the Barossa. David joined the co-op as GM in 1982 and has managed the growth from a \$5 million turnover to a \$60 million operation with significant shopping centre assets. The co-operative now operates six stores with interests in food, hardware, floor coverings, electrical and fashion retailing, supports a further 15+ tenants and expansion continues.



**Peter Gates** is CEO of The Mercury Centre Co-operative which specialises in building collaborative enterprises through consultancy, research, information, advice and training. He spent 18 years on the board of a major national credit union serving in a number of roles including board Chair and developed a keen interest in governance. Peter worked with the Australian Institute of Credit Union Directors in the delivery of learning experiences for directors and has facilitated skills and leadership training programs for grass-roots credit unions in several Pacific countries.



**Neville Parsons** worked briefly as an employed Solicitor before joining the Hastings Credit Union Ltd (now Holiday Coast Credit Union Ltd, which serves the Holiday Coast and Maitland - Hunter Regions), becoming GM in 1988. Neville continues as CEO, but has also been active on the board of Cuscal, the Cuscal Membership Council, Credit Union Foundation Australia (CUFA) and the World Council of Credit Unions. He also is very active in Rotary, currently being District Governor for District 9650.



**Lindon Coombes** is a proud Aboriginal man whose family comes from Brewarrina. He worked in Aboriginal Affairs in NSW government for over a decade in positions covering culture & heritage, natural resource management, education, child sexual abuse and the Aboriginal Land Council system. He also worked for ATSIC and as Senior Policy Advisor to successive Ministers. Lindon is currently the Executive Director of Tranby Aboriginal College in Glebe which provides Certificate and Diploma level courses for Indigenous students from all over the country.



**Anthony Jensen** is at the Business School at Sydney University where he is researching the characteristics of success of the worker owned firm in Italy, Spain and the USA. He has had a long standing interest in worker co-operatives going back to his visit to Mondragon in 1982. From 1996 he worked in a number of Cooperative Development Agencies in the UK providing advice and training on worker co-operatives. In 2004 he acted on behalf of workers wanting to submit a tender to co-operativise the running of the Dartford Tunnel in London - the biggest in Europe. He is also a director of the Australian Employee Buyout Centre.



**Kaye Wetzler** took up a part-time position in a very small credit union in 1972 as its first employee. Her skills and commitment resulted in promotion and she became heavily involved in the wider credit union movement where she learnt the principles of co-operation. During her 37 years in mutual financial institutions Kaye's involvement has included, Credit Union CEO and Director, CUSCAL Membership Councillor, APRA advisory committee member, Credit Union Foundation of Australia (CUFA) Trustee and Development Educator.



**Andrew Leontarou** is GM of TAG, the national collaborative enterprise for tertiary campus service organisations. Andrew came from site management of airport retail food and beverage operations, via three years as Commercial Services Manager at UNSW Union. This conflicted past, one highly commercial, the other a not-for-profit, drives his belief that creating community on campuses in order to enhance the student experience is of paramount importance but that commerciality through strong contracts and agreements underpins the ability to deliver.



**Ian Causley** was the original dropout, giving up a University Scholarship to go canecutting, manually, for 'the money'. He was elected to the Canegrowers organisation, became their President and a foundation Director of

the NSW Sugar Milling Co-operative. In 1984 he was elected to the NSW Parliament, becoming a Minister in the Greiner Government. He later entered Federal Parliament, serving on several Committees and as Deputy Speaker. Back on NSW Sugar Milling Co-operative Board, Ian is also a director of the Warregah Cane Harvesting Co-op.



**Suzanne Henderson** is Director of Sommerson Communications, a marketing and public relations business providing communication services to government, third sector and tertiary education clients. **Melina Morrison** is a Senior Associate. Suzanne has developed and co-ordinated many successful projects and managed high profile community awareness and education campaigns. She was Communication and Marketing Manager for ACCORD and is currently a member of the Co-operative Council of NSW.



Melina last year co-convoked the national housing symposium, 'Living Co-operatively' and is a Senior Associate of The Mercury Centre Co-operative. Both are associate-editors of the ICA global Digest and were editors of CCC eNews, reporting on co-operative developments and innovation.



**Marie Winter** has been secretary of the Hastings Co-operative since 1990, responsible for all corporate/secretarial duties including the share register. The register has grown from 2,500 to 9,000 members in this time. Previously Marie used to work for a firm of Chartered Accountants in their corporate services section. She has been a member of the Co-operative Council of NSW for 12 years.



**Richard O'Brien** [Dip FP, Dip LI, MAICD] has practiced in the Financial Services industry since 1981. He is a principal of The Optima Group, an holistic integrated advice practice incorporating accounting, investment, superannuation, finance and risk management services to the SME and business proprietor sectors. Richard is an experienced presenter who will show employers and employees alike how to make smart decisions with the way remuneration packages are constructed.



**Clayton Hickey** is a partner within Lawler Partners Audit & Assurance with over 12 years experience. He has assisted large national and international clients, small and medium sized enterprises, co-operatives, publicly listed companies, government, not-for-profit entities and registered clubs. Clayton specialises in external audit, risk management, financial statements and A-IFRS, sales acquisition, capital raising and efficiency & effectiveness reviews. Current clients include co-operatives in Sydney, Newcastle and the Mid-North coast operating in diverse markets including sporting and community organisations and retail.



**Tony Addison** is the former Senior and Managing Partner of Addisons and is now a consultant to the firm. He is a member of the Legislative Review Committee of the Co-operatives Council and is recognised as a leader in co-operative law. Tony has advised a large number of Co-operatives and companies, and their Boards, on their corporate responsibilities and duties and on their commercial transactions for over 40 years. **Robin King** joined Addisons in 2004, having previously worked as a solicitor in the



UK, including 2 years in the "home of co-operation", Rochdale. Robin has advised a number of co-operatives in relation to statutory and compliance issues and commercial transactions.



**Bradley Gannon** [B.Comm, LLB (Hons), GAICD (OoM)] was appointed as Company Secretary/General Counsel to Capricorn Society Limited in July 2008. He has been admitted as a Barrister and Solicitor of the High Court of Australia and Supreme Court of WA and has held very senior legal positions including as a Partner with the Perth based law firm Solomon Brothers. His experience has included providing extensive advice and services relating to corporate governance and he has completed the Australian Institute of

Company Directors (AICD) Course Diploma.



**David Crombie** is the CEO of EAC, Australia's largest co-operative of real estate agents and a leading provider of technology-based marketing products and services to the real estate and related industries. He has a background in both IT and Commerce combined with extensive IT and management experience. David's main focus is the development of innovative products to enable members and other agents and property professionals to provide a higher level of service to consumers.



**Greg McNamara** has been a Director of Norco since 1996 and Chairman for 10 years. That time has seen tremendous change in the dairy industry and Norco, including deregulation. Maintaining the Board's focus on critical decision making in an environment that encourages open and frank discussions and then coming to a group consensus, has been a key element of Greg's leadership as well as the view that working collectively together brings about a better outcome for all. Norco now boasts a turnover of \$350 million with a moderate profit.



**Nigel Hill**, the principal of Australegal, established the firm after several years with both regional and major national law firms. He has had over 20 years of experience in advising and guiding businesses in all legal facets of their operations, particularly on complex restructures and in mergers and acquisitions. Nigel has worked with co-operatives for over 15 years, acting on many significant transactions with dairy, retail and service co-operatives, all over Australia and advising extensively in relation to director duties.





**Dianne Batterham** is the General Manager of the Westgate Health Co-operative which runs two surgeries for its members in suburban Melbourne. She has wide experience in administration, research and management in the health sector. She has also been assisting with the establishment of another co-operative, using Westgate as a model. Dianne is active on committees within her area of interest, which extends to her role as a Director of the Co-operative Federation of Victoria.



## Bookings

When booking, please note the five sessions for which you must choose one of the options. **Before February 9** return the registration enclosed form; or visit [www.coopsnsw.coop](http://www.coopsnsw.coop); or email [hmccall@coopsnsw.coop](mailto:hmccall@coopsnsw.coop) or ring (02) 4938 5308. You will be sent a tax invoice booking confirmation. Arrive early to register and join us Wednesday evening from 6.30 pm for the welcoming cocktail party sponsored by University Co-operative Bookshop and Independent Liquor Group. And don't miss the Addisons Gala Dinner, an excellent opportunity to socialise as well as to hear more from the keynote speakers. Internet access will be possible at all the times in the conference area - ask Helen for the code.

**GST inclusive conference fees per person are as follows:** (If you're unsure of whether you're a member, ask Helen.)

Member Co-operatives:		discounted rate for > one person	Non-Members:		discounted rate for > one person
Both Days	@ \$285	@ \$273	Both Days	@ \$345	@ \$330
Thursday only	@ \$190	@ \$183	Thursday only	@ \$225	@ \$218
Friday only	@ \$130	@ \$124	Friday only	@ \$162	@ \$154
Addisons Gala			Addisons Gala		
Dinner - Guest booking	@ \$53	@ \$53	Dinner - Guest booking	@ \$53	@ \$53

Thursday and Both Days rates include the Addisons Gala Dinner Thursday night.

## The Italian and Australian Co-operative Sectors - The Past, Present and Future Symposium

The Business and Labour History Group, in the Faculty of Economics and Business, The University of Sydney, has entered into collaboration with the European Research Institute on Cooperative and Social Enterprises (EURICSE) at the University of Trento, to explore the potential links between the Australian and Italian co-operative movements and to learn from the past and present experiences in the two countries. They plan to research the key factors leading to a successful sector and those that inhibit co-operatives. Visit <http://blhg.econ.usyd.edu.au/> to register to attend their February 15-17 exploratory Symposium.

## Conference Accommodation

The **accommodation** rate for delegates wishing to stay at the **conference venue** - Sydney University Village - is \$105 per room, bed only. Full buffet breakfast will cost \$15 per person. As room numbers are extremely limited, it is urgent that you book accommodation before December 14. Ring Helen on (02) 4938 5308 to check availability. **Alternatives** are Rydges Camperdown Hotel Sydney 1300 857 922 and Quest Apartments 9557 6100.

## Access to Conference Venue

- ◆ The Sydney University Village is located on the Newtown side of Carillon Avenue, just up from Missenden Road.
- ◆ Daytime parking: subject to availability, costs \$10/day approx, if in correct bay. Details from Helen.
- ◆ Rail: Catch a taxi from Central (under ten minutes, \$17) or from Newtown Station.
- ◆ Buses drop off on City Road near Carillon, King Street near Missenden Road and Carillon near Susan Street. Call 131500 or [www.131500.com.au](http://www.131500.com.au) for public transport information.
- ◆ Newtown's hundreds of restaurants and shops are only a short walk away, on King Street. Try the Dendy cinema or soak up the street life whilst window shopping.

**WE GRATEFULLY ACKNOWLEDGE OUR GENEROUS SPONSORS WHO MAKE THE CONFERENCE POSSIBLE:**

## The Co-operative Federation of N.S.W. Ltd aims to:

- ◆ represent and assist co-operatives and like entities in their relations with government
- ◆ facilitate or provide advice and services to co-operatives and like entities;
- ◆ improve the awareness and understanding of the extent and significance of co-operatives;
- ◆ promote the exchange of information among co-operatives; and
- ◆ maintain links with co-operative organisations, both interstate and internationally.

For particular issues, contact the Executive Officer, Helen McCall on [hmccall@coopsnsw.coop](mailto:hmccall@coopsnsw.coop); call (02) 4938 5308; visit [www.coopsnsw.coop](http://www.coopsnsw.coop); or write to 207 Duns Creek Road Duns, Creek N.S.W. 2321.

**Co-operative Opportunities Conference**  
**Sydney University Village, February Thursday 18-Friday 19, 2010**  
**REGISTRATION FORM (You will receive a tax invoice/receipt in confirmation of your booking)**



Co-operative Name: \_\_\_\_\_

Postal address: \_\_\_\_\_

Telephone No.: \_\_\_\_\_ I agree to my contact details being supplied to other delegates at the conference.

One or more from co-op	Member		Non-Member		Number of people	SAUS
	single	multiple	single	Multiple		
Both Days	@ \$285	@ \$273	@ \$345	@ \$330		GST inclusive
Thursday only	@ \$190	@ \$183	@ \$225	@ \$218		GST inclusive
Friday only	@ \$130	@ \$124	@ \$162	@ \$154		GST inclusive
Guest dinner booking	@ \$53	@ \$53	@ \$53	@ \$53		GST inclusive
						Total \$

- How to use this form:**
1. Find out whether your co-op is a member of the Federation.
  2. Can you claim the discounted rate for more than one person attending?
  3. Next fill in both sides of the form, according to what will be attended.
  4. Finally, **by February 9, 2010** send it with your cheque to 207 Duns Creek Road, Duns Creek, 2321, OR remit the money electronically to Companion Credit Union BSB 802-386 Member 63812 account name Co-operative Federation of NSW and send back the form to 207 Duns Creek Road, Duns Creek, 2321 or email it to [hmccall@coopsnsw.coop](mailto:hmccall@coopsnsw.coop).

Please deduct \$42 from the Both Days fee or Thursday fee if you do not wish to attend the Addisons Gala Dinner.

**Co-operative Federation of NSW Ltd ABN 49 475 913 132**

Delegate				Weds 17/2	Thurs 18/2		Fri 19/2						
Preferred first name	Surname	email	Position	Welcome Drinks (Free)	Day time	Dinner	Breakfast		S1 or S2	S3 or S4	S5 or S6	S7 or S8	S9 or S10

- Please note that the Chairpersons' Networking Breakfast (B1) is for co-operative chairpersons, only. The CEO's Networking Breakfast (B2) is for CEOs only. And the Treasurer's/Financial Officer's Networking Breakfast (B3) is for the Financial Officer of the co-op, only. If attending, indicate which breakfast.
- For each person attending, tick the sessions they require. Where there is a choice (eg S1/S2) write in the session that the person expects to attend.
- Indicate if each person will attend the dinner and if additional people will be joining them.
- Special dietary requirements .....

**Don't forget, if you want accommodation at the venue, contact Helen on (02) 4938 5308 before December 14.**