

interactive dialogue

The “Cooperating Between Co-ops: Strategic Partnerships in the New Era” webinar will begin at 10:00 am CT

To listen to the audio portion of the webinar, please dial 1-800-536-9136, access code: 9038709#.

- A sign-in sheet and materials were attached to the program reminder email sent Wednesday, May 17.
- To submit a question before or during the webinar, please use the chat pane on the left-hand side of your screen.
- A replay of this webinar will be available upon request.



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Cooperating Between Co-ops: Strategic Partnerships in the New Era

Michael Weaver

Mike Droke

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a brave new format

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why do co-ops try to cooperate?

- **Market Strategies**
- **Cost Strategies**

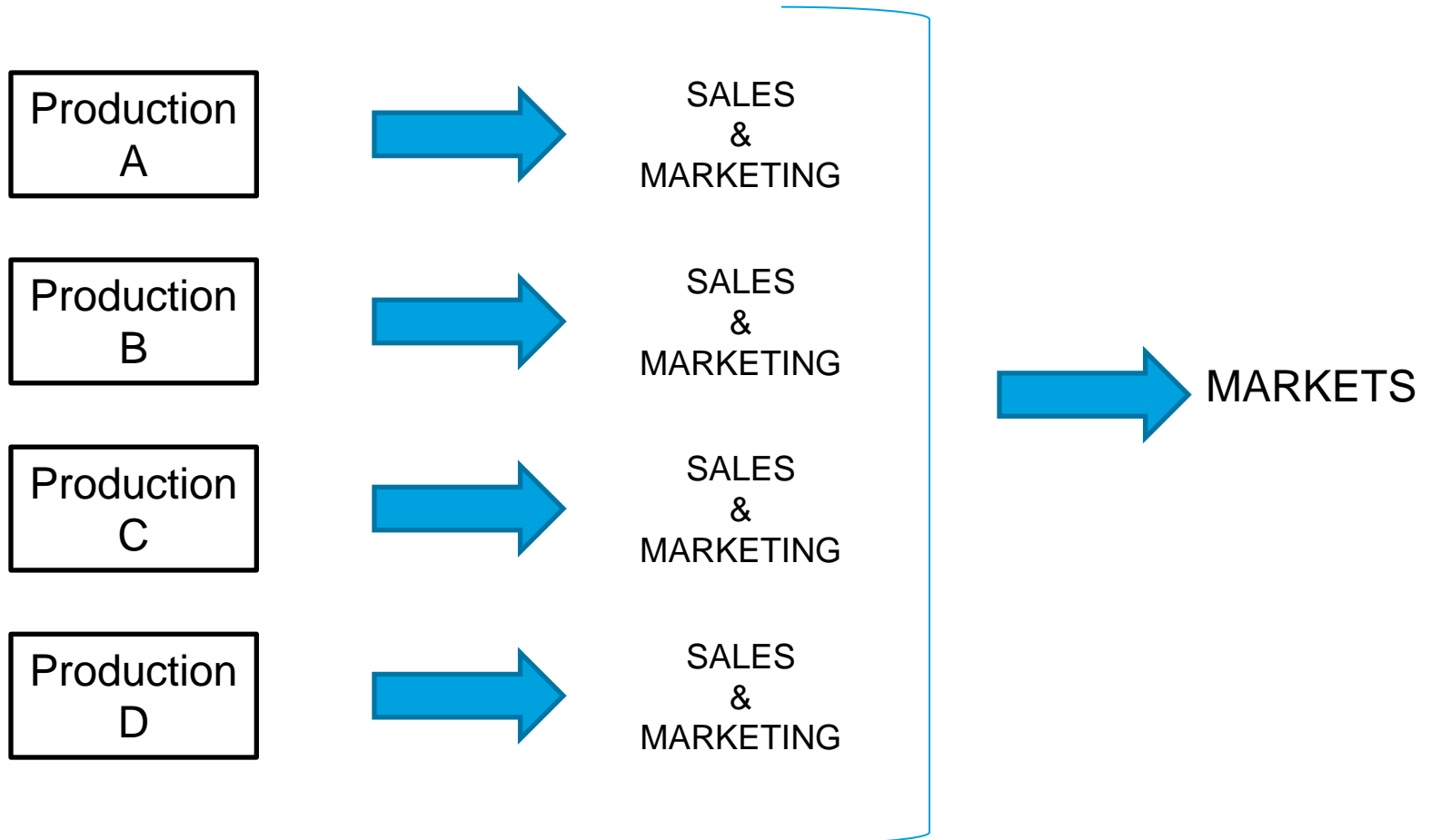


what types of industries are usually involved?

- **Management Services**
- **Manufacturing**
- **Health & Insurance Services**
- **Financial Services**
- **Food/Retail Services**
- **Food and Agribusiness**
- **Production Agriculture**
- **Beverage Production and Distribution**

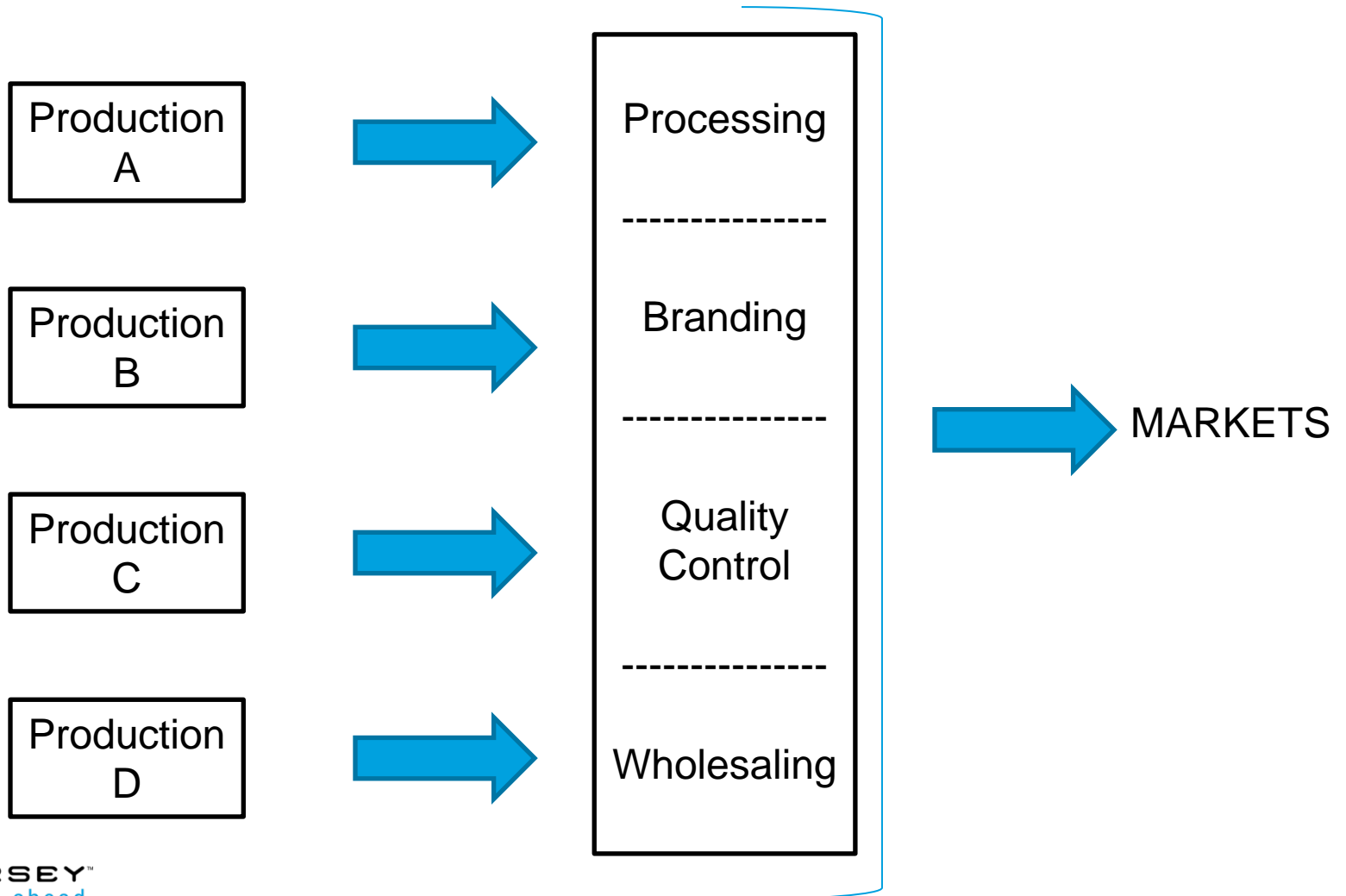
MARKET OR COST STRATEGY

Joint Marketing Associations



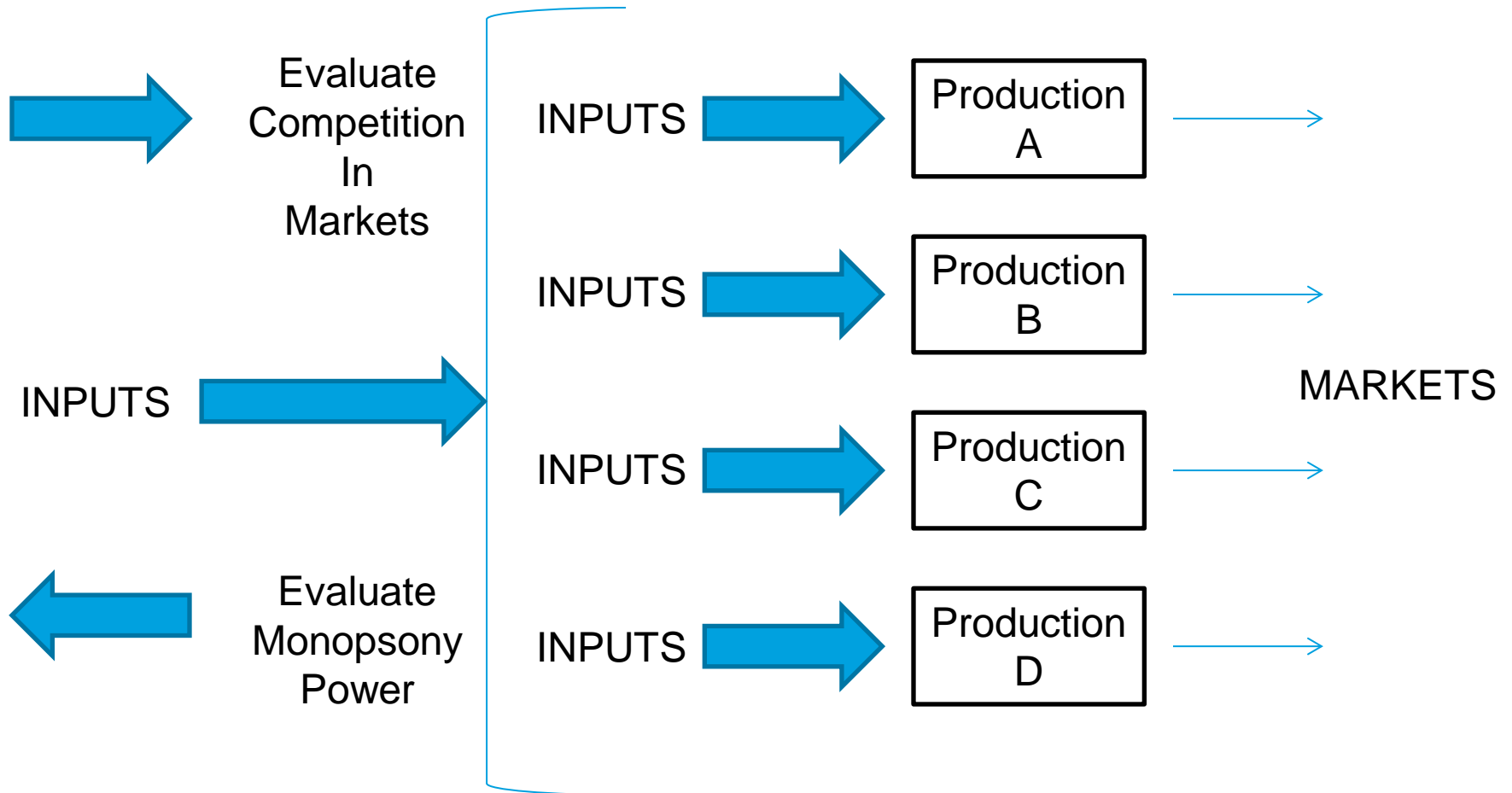
MARKET OR COST STRATEGY

Joint Processing Associations



MARKET OR **COST** STRATEGY

Group Purchasing Organizations



some legal considerations/topics and risks

1. **Types of Associations**
2. **Antitrust**
3. **Formation & Capital**
4. **Permanent Capital**
5. **Taxation**
6. **Net Savings/Net Earnings**
7. **Management & Governance**
8. **Membership**
9. **Exit Strategies**



what structures are used?

- **Options**
 - **Contract joint ventures**
 - **Holdco Co-op model**
 - **Joint venture model**
 - **Merger or Consolidation Model**

- **And what are the costs and benefits of each?**

what is unique about co-ops that gives them more or less options?



who wants more credit? CLE credit, that is

Complete the sign in sheet included in the reminder email (sent yesterday) and return to hubble.michelle@dorsey.com.

We will send CLE Certificates to those who return the form.

how do I learn more?

interactive dialogue

Protecting Your Brand in the Food, Beverage and Agriculture
Space

Presented by:

Jeff Cadwell, Dorsey & Whitney, Minneapolis

Mike Droke, Dorsey & Whitney, Seattle & Palo Alto

June 6, 2017
10:00 a.m. (Central Time)

questions?



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