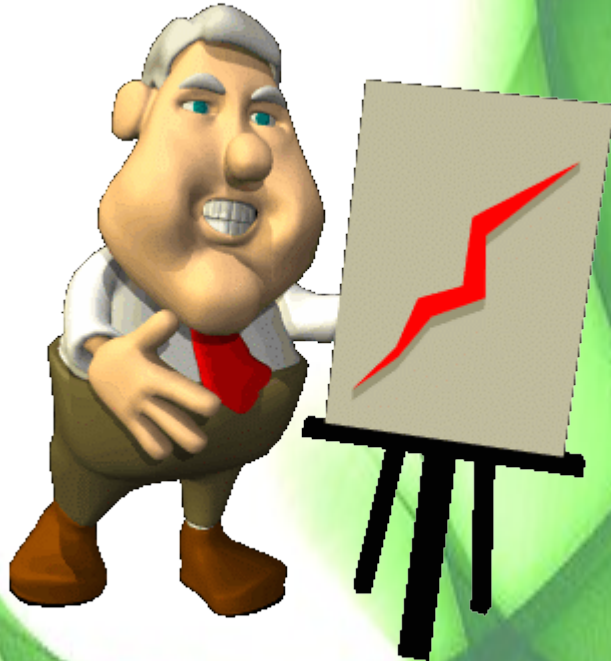




UPLB CREDIT AND DEVELOPMENT COOPERATIVE
Kanluran Road, Sacay Grand Villas, College Laguna



PRE-MEMBERSHIP EDUCATION SEMINAR

Handout

Module 4: COOPERATIVES: An Overview and Cooperative Values

Module 4: COOPERATIVES: An Overview and Cooperative Values

WHY should you be joining a cooperative?

COOPS are vehicle for:

- providing goods & services to its members, enabling them to attain increased income, savings, investments, productivity & purchasing power; promoting entrepreneurial attitude thru cost-sharing and risk-taking;
- providing maximum benefits to members thru better ways in carrying out business ideas which as individuals cannot be executed;
- providing lower income groups an opportunity to participate & increase their ownership of the nation's wealth.

WHAT Coops can do?

- give members access to credit
- make modern technology available
- rationalize production & marketing
- mobilize savings & human resources
- raise income level
- provides goods & services at lower cost
- provide services which government cannot provide

COOPERATIVE PRINCIPLES

The cooperative principles *are guidelines* by which cooperatives *put their values into practice*.

1. Voluntary and Open Membership
2. Democratic Member Control
3. Member Economic Participation
4. Autonomy and Independence
5. Education, Training and Information
6. Cooperation among Cooperatives
7. Concern for Community

COOPERATIVE INSTITUTIONS

Based on Economic Functions

1. Consumers' Coops
2. Producers' Coops
3. Marketing Coops
4. Service Coops
 - Credit
 - Health
 - Farming
 - Multi-Purpose

Other Categories

1. Local/Primary
2. Federations/Unions
3. Territorial

Some reasons for failure of COOPS:

- Inadequate capital
- Limited membership
- Inability to meet local competition
- Undue extension of credit & conflicting price policies
- High overhead cost
- Too small margins
- Over-expansion due to initial success
- High savings returns and inadequate Capital reserve
- Overstocking of merchandise
- Lack of strong cooperative network

SUCCESS FACTORS IN COOPERATIVE

OPERATIONS:

- Continuous cooperative education
- Members conviction that group action offers more advantages
- Members determination to help themselves
- Presence of dedicated leaders
- Good record keeping
- Frequent audits
- Sufficient financing
- Sound operating policies
- Adequate volume of business
- Honest and efficient management

INDIVIDUAL VALUED CONTRIBUTIONS

- Remain more loyal
- Communicate and provide feedback
- Take greater interest
- Patronize the cooperative
- Stay with the coop when the going gets rough
- Offer more constructive criticism & suggestions
- Informs his neighbors about the coop
- Serves as an effective salesman of the coop
- Promote cooperative products and services
- Meet his obligations and pay bills regularly
- Develop a favorable climate & understanding between members and officers
- Promote progressive attitude
- Build member confidence in management
- Help stop rumors & defend the coop
- Develop a pride among themselves & the community
- Inform the community of the coops contribution

COOPERATIVE VALUES

SELF-HELP
SELF-RESPONSIBILITY
EQUALITY
EQUITY
SOLIDARITY
HONESTY
OPENNESS
SOCIAL RESPONSIBILITY
CARING FOR OTHERS