



Business Associations – New Models for Enterprise Growth & Success

November 2: Day-long Conference

Rutgers University Eco-Complex, Bordentown, NJ

Learn about how business associations and cooperatives are helping entrepreneurs in a variety of industry sectors achieve business goals by working together to achieve economies of scale and market their ventures and products. Hear from experts and successful association and business managers at a day-long program sponsored by Rutgers University's Business Association Mentor Program

To Register for the Conference [click here](#)

Agenda

- 8:00 **Registration, Coffee with Local Fruits and Foods, Networking**
- 8:30 **Opening Session**
- WELCOME AND CONFERENCE OVERVIEW**
 Lou Cooperhouse, Director, Rutgers Food Innovation Center
 Margaret Brennan, Associate Director, NJ Agriculture Experiment Station
 Mark Robson, Director, New Jersey Agricultural Experiment Station
 Andy Law, NJ State Director, USDA Rural Development
- 9:00 – 9:25 **EMERGING OPPORTUNITIES FOR BUSINESS ASSOCIATIONS AND COOPERATIVES**
 John Wells, Director, Cooperative Development Division, USDA Rural Development
- 9:30 – 10:15 **BUSINESS ASSOCIATIONS: NEW MODELS FOR 21ST CENTURY BUSINESS COLLABORATIONS**
 Paul Hazen, President and CEO, National Cooperative Business Association
- 10:15 -10:30 **Break**
- 10:30 – 11:45 **PANEL DISCUSSION**
HOW ARE COLLABORATIVE VENTURES ACHIEVING BUSINESS GOALS
 Commentaries by experts about best practices being used by cooperatives and business association engaged in business models that are
- Purchasing
 - Marketing
 - Distributing
 - Providing Services

11:45 – 12:15 **COMMENTARY ON LEGAL ISSUES OF CONCERN TO COOPERATIVES AND BUSINESS ASSOCIATIONS**

David Hayes, Esq., Bond, Schoeneck & King, PLLC

12:15 to 12:45 **Luncheon**

TOPIC DESIGNATED TABLES WILL BE ORGANIZED FOR NETWORKING

Participants will be able meet each other for lunchtime discussions on topics such as Food Business Associations, Business Association Management, Housing Coops, Worker Coops, Purchasing Cooperatives, Marketing Cooperatives, Working with Credit Unions

1:00 – 1:30 **COMMENTARY ON FINANCING OPPORTUNITIES FOR COOPERATIVES AND BUSINESS ASSOCIATIONS**

Speaker TBA

1:45 to 2:15 **Small Group Sessions**

LESSONS FROM PRACTITIONERS

- **Start Up - Agriculture:** Experiences forming an Association or Cooperative (*co-sponsored Fair Foods Initiative for Small Farmers*)
- **Start Up – Business Associations and Cooperatives:** Experiences forming an Association or Cooperative
- **Operating Business Association and Cooperatives Group:** Experiences running an Association or Cooperative

2:15 to 3:30 **ROUNDTABLE DISCUSSIONS**

Attendees will convene as small groups to talk about their own projects

3:30 – 3:45 **Break**

3:45 – 5:00 **Final Sessions**

COMMENTARY ON MAKING COOPERATIVES AND ASSOCIATIONS WORK

Chris Clamp, Associate Professor, Southern New Hampshire University

WRAP UP AND EVALUATION

The Rutgers Business Association Mentor Program is a statewide economic development service hosted by the Rutgers Food Innovation Center