Registered Cooperative Manager

Also known as "RCM"

RCM Certification

- The certification includes three components:
 - History of Cooperatives
 - Business of Cooperatives
 - Ethics of Cooperatives

RCM Curriculum Overview:

- 1.History of Housing Cooperatives:
- How the industry was born.
- Rochdale Principles.
- Government and non-government initiatives and their impact.
- That is where we are going to start, so lets go! We begin with the history.
- 2.Business Component:
- Generic review of documents
- How Cooperatives are governed.
- Value and equity as a business entity.

RCM Curriculum Overview:

- 3. Ethical Practices:
- RCM Code of Ethics
- Day to day work of a practicing RCM.

History of Cooperatives

- The discussion during this course will give the participant a perspective of cooperative housing that studies the underlying principles of cooperatives and a history of modern cooperatives.
- Although there are many types of cooperatives, our studies in this course center around housing cooperatives.

A little Cooperative History

- In 1844, the Rochdale Society of Equitable Pioneers opened a small food cooperative in Rochdale, England.
- Please review "The Night The Lights were Lit", which is included as Exhibit #1.

In 1863, the "Cooperative Wholesale Society" was established.

- The original Rochdale Pioneers played an important role.
- By 1880, national membership reached over a half million people in what was called "consumer societies".

Housing Cooperatives History

International Cooperative Alliance:

The authority for interpretations of the Rochdale Principles to meet the needs of today's economics. (referred to as the ICA)

Founded in London in 1895 and consists of members of national and international cooperative organizations in all sections of activity including agriculture, banking, energy, industry, insurance, fisheries, housing, tourism, and consumer co-operatives.

Housing Cooperatives History

- The ICA has more than 230 member organizations from over 100 countries, representing more than 730 million individuals worldwide.
- The ICA published the first revision of the Rochdale Principles in 1938, revised in 1966, and again revised in 1995.

Housing Cooperative History

- The Statement on the Cooperative Identity.
- ICA's most recent revision where a cooperative is defined as:
- "An autonomous association of persons united voluntarily to meet their common economic, social, and cultural needs and aspirations through a jointly-owned and democratically-controlled enterprise."

Housing Cooperative History

- ICA identifies cooperative values as:
- VALUE STATEMENT:
- Self-help, self-responsibility, democracy, equality, equity and solidarity. In the tradition of their founders, cooperative members believe in the ethical values of honesty, openness, social responsibility, and caring for others."
- Lets now look at each Rochdale Principle

Business of Housing Cooperatives

 Course reviews the structure and business of housing cooperative from their formation to the successful management of the cooperative. A generic review of documents gives the candidate a perspective about how and why cooperatives become successful.

Business of Housing Cooperatives

- The course offers insights into how cooperatives are governed and the important role of governance to the success of the housing cooperative.
- It discusses practical and useful issues that help the manager to be more productive in their work.

THE BUSINESS OF HOUSING COOPERATIVES

- BUSINESS: A commercial or mercantile activity engaged in as a means of livelihood.
- Discussion topics before we begin:
- How did you learn about the RCM Program?
- Who is sponsoring your efforts to become an RCM?
- What expectations do you have for this course?

Cooperatives are Corporations

- Corporate formation gives:
- A. Assembly of capital: In a cooperative, this comes from the debt in the of a mortgage and equity in the form of cash payments received from its members.
- B. Continuity of life: Corporations have perpetual duration. A housing cooperative may hold title to the same land and buildings for several generations.

Cooperatives are Corporations

- C. Protection from Liability: The corporate veil is a legal concept that acts like a shield to protect individual shareholders from personal liability for the actions of the cooperative and protects them from individual liability to pay the cooperative's debt.
- D. Favorable tax treatment: This treatment is in turn offered to member shareholders in the form of lower monthly

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The Business of Housing Cooperatives

- Upon completion of this section, the participant will be able to:
 - Understand basic cooperative business terms.
 - Understand management principles
 - Understand cooperative documents
 - Recognize tax implications
 - Identify common policy requirements
 - Understand marketing issues
 - PASS THE TEST.

Ethical Practices for Cooperative Management

- This course represents the highest professional conduct ideals of our industry.
- The RCM Code of Ethics will be discussed in detail.
- The code of ethics will allow you to conduct yourself according to the highest ethical standards in your personal and professional capacity.

Ethical Practices for Cooperative Management

- The course is a review of ethical considerations and requirements for an RCM.
- This course is personal and challenging because it addresses ethical issues which confront a cooperative manager each day in the process of his or her profession.

Ethical Practices for Cooperative Management

- This course will review the basic principles of ethical conduct and will examine the obligations and duties of an RCM from an ethical perspective.
- It will lead the candidate to a better understanding of the personal convictions required for success in the industry and strengthen the candidate's professional self confidence.

RCM Code of Ethics

- To be loyal to the cooperative and its mission
- To comply with laws governing my profession
- To defend my profession from harm
- To be diligent in professional duties
- To safeguard confidential information
- To have NO undisclosed conflicts of interest
- To take no undisclosed commission or rebate

- The Cooperative Manager Plays a Critical role in the success of a Housing Cooperative.
- The RCM Program began in 1993 for the purpose of adding knowledge about Cooperatives to help you improve your role as Manager.
- The RCM Board and Program began as a part of the National Association of Housing Cooperatives who works to assist and educate its Cooperative Members.

- Competition and your Cooperative
- A. Other housing providers
- B. Talented employees
- C. Best service and pricing
- D. Location, layout, customer service.

- Cooperatives are Corporations with the same legal obligation as any other corporation.
- A Cooperative with a outstanding management team will be more competitive and more professional to the people they compete for and serve as a cooperative member.

- To advance a cooperative's business one must understand its mission and operations while at the same time understand what motivates its members and potential members.
- A cooperative with clearly defined goals for the creation of wealth and value as well as shelter for its members is imperative.

- The Manager must understand the mission and have a team that is skilled in handling its day-to-day affairs.
- The Manager must understand and know basic corporate business principles as well as the principles of the cooperative housing industry.
- This course will do that as well as explore different forms of cooperative structure.

RCM Designation

- The designation:
- A. Agree to abide by the RCM Code of Ethics.
- B. Pass all three components with a 70% score or better.
- C. Pay annual dues (\$100.00 per year).
- D. Continue to manage and support the Cooperative Housing movement.
- E. Make application and be accepted for candidacy.

RCM Curriculum Overview

- Course is offered over 2 ½ days
- The course is offered over six hours per day
- The section test is given at the end of each section.
- You will receive your certificate and pin at the luncheon that will be held on Thursday.

RCM Discussions

- Discussion of RCM Program
- Questions