

CooperationWorks!

The Art & Science of Starting a Cooperative Business

Session Three: Financial Analysis for New Cooperatives

September 20 & 23-27, 2013

Program Curriculum – All times are Eastern Standard Time (EST)

Friday, Sept. 20: Excel Formulas to Build Financial Statements

Joe Marraffino

3:00 p.m. – 5:00 p.m. Eastern Time

Monday, Sept. 23: Feasibility Analysis

Kate Smith, Joe Marraffino

12:00 p.m. – 2:00 p.m. EST

- Overview of Feasibility Analysis
- Components of the Financial Analysis of Start-Ups
- Feasibility Study vs. Business Plans

3:00 p.m. – 4:30 p.m. EST

- Components of Income Statements
- Presentation of Case Study Assignment
- Presentation of Homework – due Tuesday morning

Tuesday, Sept. 24: Income Statements

Kate Smith, Joe Marraffino

12:00 p.m. – 2:00 p.m. EST

- Review Homework
- Pre-Opening Budget
- Components of Revenue Models
- Methods for Modeling Revenues

3:00 p.m. – 4:30 p.m. EST

- Income Statements continued
- Depreciation
- Amortization & Debt Structure
- Where to Find Data
- Presentation of Homework – due Wednesday morning

Wednesday, Sept. 25: Cash Flow Analysis and Multi-Year Projections

Kate Smith, Joe Marraffino

12:00 p.m. – 2:00 p.m. EST

- Review Homework
- Income Statements Reviewed
- Cash Flow Analysis

3:00 p.m. – 4:30 p.m. EST

- Projections across Years

- Graphic Analysis
- Variability Analysis
- Presentation of Homework- due Thursday morning

Thursday, Sept. 26: Balance Sheets and Ratio Analysis

Kate Smith, Joe Marraffino

12:00 p.m. – 2:00 p.m. EST

- Review Homework
- Assets, Liabilities, Equity

3:00 p.m. – 4:30 p.m. EST

- Different Forms of Equity
- Ratio Analysis
- Presentation of Homework – due Friday morning

Friday, Sept. 27: Worker Co-op Financials; Analyzing Mature Co-ops

Kate Smith, Joe Marraffino

12:00 p.m. – 2:00 p.m. EST

- Review Homework
- Unique Aspects of Worker Co-op Financial Statements

3:00 p.m. – 4:30 p.m. EST

- Analyzing Mature Cooperatives
- Questions on Case Study Assignment

Friday, October 11: Homework Assignment Due

Pass/Fail score – Pass score required for certification

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The Art and Science of Starting a Co-op
Session Three: Financial Analysis for New Cooperative Businesses
On-line Training Program
September 20 & 23-27, 2013

REGISTRATION FORM

To register for the program, send the completed registration form with payment to:

Sarah Pike
Common Enterprise Development Corporation
1057 Parkview Lane
Victoria, MN 55386
sarah@cedc.coop
763-432-2032

Please make checks payable to CooperationWorks!

The registration deadline for Session Three is Thursday, September 13, 2013

REGISTRANT INFORMATION

Name	
Organization Title	
Address	
Telephone & Cell	
Email Address	

Session Three, May 10-18, 2012: Tuition		Sub-total
CW Member Tuition	\$ 600.00	
Non-Member Tuition	\$ 750.00	
TOTAL REGISTRATION PAYMENT ENCLOSED:		

I am seeking certification: yes___ no ___

CooperationWorks Sponsorship:

Are you a current employee of a CW member center: Yes ___ No ___

If yes, which center? _____

If you are not an employee of, are you being sponsored by a CW member? Yes___ No ___

If yes, which member? _____

(Please fill out the following so we can better understand your goals and experience.)

REGISTRANT INFORMATION

Name:

Current work situation:

Educational background:

Work experience background:

Current and long-term goals in the area of cooperative business development:

What are your key areas of interest in the field of cooperative business development?

