ARE 132: Cooperative Business Enterprises
UC Davis, Department of Agricultural and Resource Economics
Winter Quarter 2018
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Please read this information carefully. It describes important course policies and deadlines!

Course overview:
This course introduces students to cooperatives and other collaborative forms of business. You will learn about the role of cooperatives in market-oriented economies and familiarize yourself with fundamentals of operations including governance, financing, distribution of benefits, and related legislation. While coops evoke social and political connotations, we will focus on cooperatives as economic organizations. We will mostly discuss agricultural and grocery cooperatives as well as related collaborative structures (e.g. marketing orders, CSAs, and food hubs). However, principles of cooperative behavior are quite similar across different industries such that students interested in non-agricultural cooperatives may benefit from this course as well.

Guest speakers will share their experiences working in cooperative settings, and you will be introduced to internship opportunities for the upcoming summer.

Learning Objectives:
By the end of this quarter you will have a basic understanding of the
1. fundamentals of cooperative business enterprises.
2. key economic functions of cooperatives.
3. conditions amenable to cooperative structures.
4. experiences shared by professionals working in cooperative businesses.

How this course works:
The course materials are designed to support the above stated learning objectives and made available on canvas. You will need to familiarize yourself with assigned readings prior to coming to class. We will discuss important points and add context in lectures. Engagement with the material during class and beyond is essential.
If you do not understand something or need additional help, please ask. If you do not feel comfortable asking in class, come see me in office hours. I am happy to help!

Quizzes and lecture participation:
We will have weekly quizzes at the beginning of lecture (Wednesday). The quizzes test whether you read the assigned material and access your understanding of re-emphasized important points.
There will be a total of 9 quizzes, and I will drop your two lowest quiz scores in computing your final grade. You will need a UCD2000 (blue or red) scantron for each quiz.
In addition, you will be able to actively participate and test your understanding by responding to questions using iclicker remotes or the iclicker App (iclicker Cloud or Reef) throughout. I will randomly choose one question to assign up to two participation points for that day (assigning one point if you submitted an answer and an additional point if you submitted the correct answer). While...
you can receive more points total, 30 points count as a 100% participation score towards your final grade.¹

Final project:
In order to apply the learned material throughout the quarter, you will complete a business case study on a Cooperative business of your choice. Additional information regarding this project will provided in a separate handout and throughout the quarter. I encourage you to think about this early and seek continuous feedback from me.

Exams:
There will be one midterm on Wednesday, February, 13th during lecture. The final will be held during the scheduled time on Thursday, March 21st at 8am. There will be no make-up exams. If, due to a serious illness or family tragedy, you are unable to take one of the exams, your final grade will be based solely on the remaining assignments and exams. You must contact me immediately with appropriate documentation in order to receive this accommodation. Please bring a UCD2000 (blue or red) scantron form on the day of exams.

Prerequisites:
ECN 001A (C- or better) or ECN 001AV C- or better); UWP 104A or UWP 104AY or UWP 101 (recommended)

Required:
There is no comprehensive textbook on cooperatives that is currently in print. Instead, we will use three primary sources posted on Canvas:


An Introduction to Cooperation and Mutualism. Michael Boland, University of Minnesota (2017).

Additional journal articles are posted on Canvas as well.

iClicker2 (remote) or iclicker Cloud (Reef) App ¹

Recommended:
Everything for Everyone: The Radical Tradition that is Shaping the Next Economy, Nathan Schneider. Nation Books (2018)

Cooperatives in Agriculture, David Cobia, Person (1989, out of print)


¹ You can choose to opt out of the participation part of your grade altogether, however. If you decide to do so, you must see me in person in my office hours to discuss this option for grading before the first midterm. In this case, all other assignments receive a higher weight in your overall grade.
Grades:
Your final numerical score will be calculated based on your participation, quizzes, group project, midterm and final exam. Numerical scores will not be converted to letter grades until the end of the quarter and specific letter grades will not be assigned to individual assignments. The final score breakdown and grade distribution is as follows:

<table>
<thead>
<tr>
<th>Component</th>
<th>Percentage</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Participation</td>
<td>6%</td>
<td>(30 points)</td>
</tr>
<tr>
<td>Quizzes</td>
<td>14%</td>
<td>(70 points)</td>
</tr>
<tr>
<td>Group Project</td>
<td>10%</td>
<td>(50 points)</td>
</tr>
<tr>
<td>Midterm</td>
<td>30%</td>
<td>(150 points)</td>
</tr>
<tr>
<td>Final</td>
<td>40%</td>
<td>(200 points)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
<td><strong>500 points</strong></td>
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Percent: Points: Grade

| 93 – 100% | 500 – 465 | A |
| 90 – 92%  | 450 – 464 | A-|
| 87 – 89%  | 435 – 449 | B+|
| 83 – 86%  | 415 – 434 | B |
| 80 – 82%  | 400 – 414 | B-|
| 77 – 79%  | 385 – 399 | C+|
| 73 – 76%  | 365 – 384 | C |

Lectures: M/W 2:10 – 4:00pm, Wellman 226
Office hours: W 9:00 – 10:00am, SSH 2147
F 10:00 – 11:00am, SSH 2147

The best way to meet me outside of office hours is to email me. If you have any problems with this course, or with any other matters that may affect your work in this course, please contact me as soon as possible and we can try to work out a solution.

Tentative schedule:

<table>
<thead>
<tr>
<th>Week</th>
<th>Subject</th>
<th>Required Readings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1 (M 01/07, W 01/9)</td>
<td>Course Logistics and Introduction</td>
<td>Zeuli and Cropp, Chapter 1 USDA, Chapter 2</td>
</tr>
<tr>
<td>Week 2 (M 01/14, W 01/16)</td>
<td>History and Role of Cooperatives</td>
<td>Zeuli and Cropp, Chapter 2 USDA, Chapter 1 and 3</td>
</tr>
<tr>
<td>Week 3 (M 01/21, W 01/23)</td>
<td>Economic Theory of Cooperatives</td>
<td>USDA, Chapter 4 and 5 Boland, Chapter 1 Hueth (2014)</td>
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<tr>
<td>Week 4 (M 01/28 W 01/30)</td>
<td>Decision Making in Cooperatives</td>
<td>USDA, Chapter 4 Boland, Chapter 2</td>
</tr>
<tr>
<td>Week 5 (M 02/04, W 02/06)</td>
<td>Financing Cooperatives</td>
<td>Zeuli and Cropp, Chapter 7 Boland, Chapter 3</td>
</tr>
<tr>
<td>Week 6 (M 02/11, W 02/13)</td>
<td>Financing Cooperatives (cont.), Taxation</td>
<td>Sexton and Sexton (1986)</td>
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Midterm: W 02/13

<table>
<thead>
<tr>
<th>Week</th>
<th>Date</th>
<th>Topic</th>
<th>Book</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 7</td>
<td>M 02/18, W 02/20</td>
<td>Legislation and Institutions relevant to Cooperatives</td>
<td>Zeuli and Cropp, Chapter 3</td>
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<td></td>
<td>No Lecture on 2/18 (President’s day)</td>
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<tr>
<td>Week 8</td>
<td>M 02/25, W 02/27</td>
<td>Challenges and Opportunities</td>
<td>Boland, Chapter 4</td>
</tr>
<tr>
<td>Week 9</td>
<td>M 03/04, W 03/06</td>
<td>New Approaches to Cooperatives</td>
<td>Zeuli and Cropp, Chapter 8</td>
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<td>Boland, Chapter 4</td>
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<tr>
<td>Week 10</td>
<td>M 03/11, W 03/13</td>
<td>Keys to Cooperative Success</td>
<td>Zeuli and Cropp, Chapter 9</td>
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<td>Boland, Chapter 4</td>
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<td>Hardesty (2005)</td>
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<tr>
<td>Final Exam</td>
<td>Thursday 03/21, 8:00am</td>
<td>The final is cumulative</td>
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**Academic Conduct:**
You are an active member of the UC Davis campus and essential in our efforts to create a fair and honest community. Please review the [Code of Academic Conduct](#). Familiarize yourself with your rights and responsibilities as you are required to acknowledge them for each of your courses. I encourage you to work together as I strongly believe it supports the learning process. However, your submitted quiz and exam answers need to be your own, and any sources used in the preparation of your group project need to be properly cited (Please refer to [additional information on proper citation](#)). Any violation will result in you receiving no credit for the assignment in question, and me reporting the incident to the Office of Student Support & Judicial Affairs.

**Courtesy:**
As a courtesy to your fellow students and me, please try to be on time for class. If you arrive late or leave early, please do so quietly. **If you arrive after we started a quiz, you will not be able to take the quiz that day.** Please try to not use your electronic devices (phones, tablets, laptops) other than for class purposes. **Applications created for these devices seek to capture our attention and inhibit your active participation.** When interacting with your classmates, please be respectful. UC Davis is a diverse community comprised of individuals having many perspectives and identities. In order to create an inclusive and intellectually vibrant community, we must understand and value individual differences and common ground. The [UC Davis Principles of Community](#) reflect the ideals I seek to uphold in this class.

**Disabilities:**
If you have a learning disability or a physical disability that requires accommodation, please let me know as soon as possible. All needs that have been verified through the [Student Disability Center](#) will be accommodated.

I hope you will enjoy this course and I wish you a successful quarter.