

Category

MEMBERSHIP AND CONSTITUENC

FOUNDING AND TIMELINE

GOVERNANCE AND LEADERSHIP

EMPLOYMENT AND JOBS

FINANCE AND FINANCIAL DISCIPL

PARTNERSHIPS AND EXTERNAL SI

PROGRAMS, SERVICES, AND TRA

INNOVATION AND OFFERING DEV

**OPERATIONS AND SUPPLY CHAIN**

**MARKETS AND SALES CHANNELS**

**TECHNOLOGY AND DIGITIZATION**

**CULTURE AND HERITAGE**

**GEOGRAPHY AND PARTICIPATION**

**RISK, RELATIONS, AND ADAPTATION**

## INDIGENOUS COOP

### Question

#### Y

How many members are currently in good standing?

By what percentage has membership grown since founding?

What percent of founding members are still active today?

In what year was the cooperative formally established?

How long from informal collaboration to formal co-op?

How many directors currently serve on the board?

Is continuity dependent on one or two key individuals?

Is there a contingency plan for sudden key-person unavailability?

How many full-time employees does the co-op employ (exclude contractors and advisors)?

How many part-time employees does the co-op employ (exclude contractors and advisors)?

How many contractors, consultants, or advisors are engaged on a paid basis?

How many total jobs has the co-op created across its communities?

#### LINE

Which bracket best describes current annual revenue?

How often are budgets/financials formally reviewed each year?

Are available lines of credit sufficient for planned operations?

#### SUPPORT

How many active external partner organizations does the co-op work with?

How many partners are non-Indigenous organizations?

How many distinct grants or external funding sources have been secured?

#### INING

How many new programs or services have been added since founding?

How many training or workforce development programs are offered?

How many community engagement events or workshops has the co-op organized?

#### VELOPMENT

How many notable new practices, models, or platforms has the co-op developed?

How many new products or services has the co-op launched since founding?

Does the co-op offer products uniquely difficult to source elsewhere?

**I**

Does the value chain rely on external processing, warehousing, or certification?

Does the co-op own, lease, or rent production equipment that would be difficult for a single member to afford alone

Does the co-op employ non-member workers to meet operational needs?

Are the co-op's inputs sourced mainly from the local area?

Are the co-op's outputs purchased mainly within the local community?

How many primary, recurring revenue streams does the co-op have?

Do most end customers buy directly from the co-op, or mostly via distributors/retailers?

What is the main sales footprint (local, regional, state/province, national, international)?

**I**

How many distinct digital tools are used in operations and marketing?

In how many concrete ways are traditional or cultural values integrated?

How many ongoing initiatives support cultural preservation?

**N**

What is the scope of the production footprint?

Are multiple tribes or communities formally involved?

**ION**

How many persistent challenges or obstacles are recognized?

Are there significant government-related issues affecting business?

Are there significant tribe-related issues affecting business?

Are there significant community-related issues affecting business?

How many discrete risk-mitigation strategies are in place?

How many adaptations address climate or market shifts?

## ERATIVE SYSTEMS - COMPARATIVE ANALYSIS

| Legend   | Coop 1       |
|--|--------------|
| <i>Number of active members</i>  | 17           |
| <i>Growth rate % or trend description</i>                                  | Not reported |
| <i>Retention rate % or description</i>                                     | Not reported |
| <i>Year (YYYY)</i>   | 2017         |
| <i>Time in months</i>  | 36           |
| <i>Number of board members</i>   | Not reported |
| <i>Yes/No - succession risk assessment</i>                                 | Yes          |
| <i>Yes/No - backup planning exists</i>                                     | Yes          |
| <i>Number of FTE staff</i>   | 0            |
| <i>Number of part-time staff</i>   | Not reported |
| <i>Number of paid contractors</i>  | Not reported |
| <i>Total employment impact</i>   | 0            |
| <i>1=&lt;\$25K, 2=\$25K-50K, 3=\$50K-100K, 4=\$100K-200K, 5=&gt;\$200K</i> | 1            |
| <i>Times per year (1=annual, 4=quarterly, 12=monthly)</i>                  | 12           |
| <i>Yes/No - credit adequacy for growth</i>                                 | Not reported |
| <i>Number of partner organizations</i>                                     | 6            |
| <i>Number of non-Indigenous partners</i>                                   | 3            |
| <i>Number of funding sources secured</i>                                   | 4            |
| <i>Count of new programs/services</i>                                      | Not reported |
| <i>Number of training programs offered</i>                                 | Not reported |
| <i>Number of events per year</i>   | Not reported |
| <i>Count of major innovations</i>  | 4            |
| <i>Number of new products/services</i>                                     | 4            |
| <i>Yes/No - unique market offerings</i>                                    | No           |

|   |              |
|---|--------------|
|   |              |
| <i>Yes/No - external dependencies</i>                                     | No           |
| <i>Yes/No - shared equipment access</i>                                   | No           |
| <i>Yes/No - non-member employment</i>                                     | Yes          |
| <i>Yes/No - local sourcing</i>  | Not reported |
| <i>Yes/No - local sourcing</i>  | Not reported |
|   |              |
| <i>Number of revenue streams</i>  | 2            |
| <i>1=Direct, 2=Mixed, 3=Distributors/Retailers</i>                        | 1            |
| <i>1=Local, 2=Regional, 3=State/Province, 4=National, 5=International</i> | 1            |
|   |              |
| <i>Count of digital tools used</i>  | 2            |
|   |              |
| <i>Number of cultural integrations</i>                                    | 3            |
| <i>Number of preservation initiatives</i>                                 | 3            |
|   |              |
| <i>1=Single site, 2=Multiple sites, 3=Distributed network</i>             | 2            |
| <i>Yes/No - multi-tribal participation</i>                                | No           |
|   |              |
| <i>Number of identified persistent challenges</i>                         | 5            |
| <i>Yes/No - government regulatory challenges</i>                          | Yes          |
| <i>Yes/No - tribal governance challenges</i>                              | Not reported |
| <i>Yes/No - community relationship challenges</i>                         | Not reported |
| <i>Number of formal risk strategies</i>                                   | 3            |
| <i>Number of climate/market adaptations</i>                               | 3            |

| Coop 2       | Coop 3       | Coop 4       |
|--------------|--------------|--------------|
|              |              |              |
| 5            | 250          | 46           |
| Not reported | Not reported | Not reported |
| Not reported | Not reported | Not reported |
|              |              |              |
| 2014         | Not reported | 2019         |
| 120          | Not reported | Not reported |
|              |              |              |
| Not reported | Not reported | Not reported |
| Yes          | No           | Yes          |
| Yes          | No           | Yes          |
|              |              |              |
| 2            | 10           | 0            |
| 2            | 10           | 0            |
| 2            | 20           | 2            |
| Not reported | 30           | 0            |
|              |              |              |
| 5            | 5            | 2            |
| 4            | 12           | Not reported |
| Not reported | Not reported | Not reported |
|              |              |              |
| 6            | 3            | 5            |
| 4            | Not reported | 3            |
| 2            | 0            | 2            |
|              |              |              |
| 3            | 2            | Not reported |
| 3            | 2            | Not reported |
| 30           | Not reported | 4            |
|              |              |              |
| 4            | 3            | 3            |
| 6            | 3            | 4            |
| Not reported | Not reported | Not reported |

|  |              |              |              |
|--|--------------|--------------|--------------|
|  |              |              |              |
|  | Yes          | Not reported | Not reported |
|  | Yes          | No           | Not reported |
|  | Yes          | Not reported | Not reported |
|  | Yes          | Not reported | Not reported |
|  | No           | Not reported | Not reported |
|  |              |              |              |
|  | 2            | 1            | 3            |
|  | 2            | 1            | 1            |
|  | 5            | Not reported | 1            |
|  |              |              |              |
|  | 4            | 2            | 1            |
|  |              |              |              |
|  | 4            | 2            | 3            |
|  | 3            | 2            | 3            |
|  |              |              |              |
|  | 1            | 3            | 1            |
|  | Yes          | Yes          | No           |
|  |              |              |              |
|  | 5            | 4            | 5            |
|  | Yes          | Not reported | Not reported |
|  | Not reported | Not reported | Not reported |
|  | Yes          | Not reported | Not reported |
|  | 2            | Not reported | Not reported |
|  | 4            | 2            | 1            |