

**Community-focused international development –  
Canadian co-operatives in international development:  
A Resonse to the Panelists**

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# 1. The Process?

- **What process do the different actors go through to decide upon the projects that they will support?**

## 2. The Vision?

- **Is there an underlying vision that informs their selection process? And if so, where does it come from?**
  - Local and Regional Development models
  - Successful cases
  - Discourse with local cooperatives and coop networks
  - Funding sources

# 4. Strategies

- **Are there specific strategies that the organizations employ for achieving goals**
  - Extending/Replicating the Projects (geographically)
  - Scaling up production (and finance)
    - Increasing capacity to deal with larger buyers
    - Moving up the value chain into processing and developing final products
  - Integrating different components of economic development (finance, primary production, processing, distribution, marketing)
  - Engaging Northern cooperatives as business partners (and not just donors and resource providers)

# 4. Collaboration?

- **With whom do they collaborate?**

- Local cooperatives and cooperative networks (Regional Coop bodies, Fair Trade producer organizations, etc.)
- Development agencies
- Local governments
- Other Northern Co-op Initiatives (Co-op College, Co-ops UK, etc.)

- **What do they collaborate on?**

- Learning, replication of best practices and models
- Sharing of resources, division of labour (geographically, sectors), specialization

# 5. Challenges and Responses

- **What factors inhibit co-operatives from more effectively promoting development?**
  - Local governments and legal structures
  - Lack of local infrastructure
  - Lack of resources (to fund projects)
  - Co-ordination and collaboration problems
  - Learning & knowledge generation
- **What are the key priorities and how can they be more effectively addressed?**