Co-op Federation Assembly



NSW Teachers Federation Conference Centre 37 Reservoir St, Surry Hills, NSW









Current Landscape

Leadership and Innovation

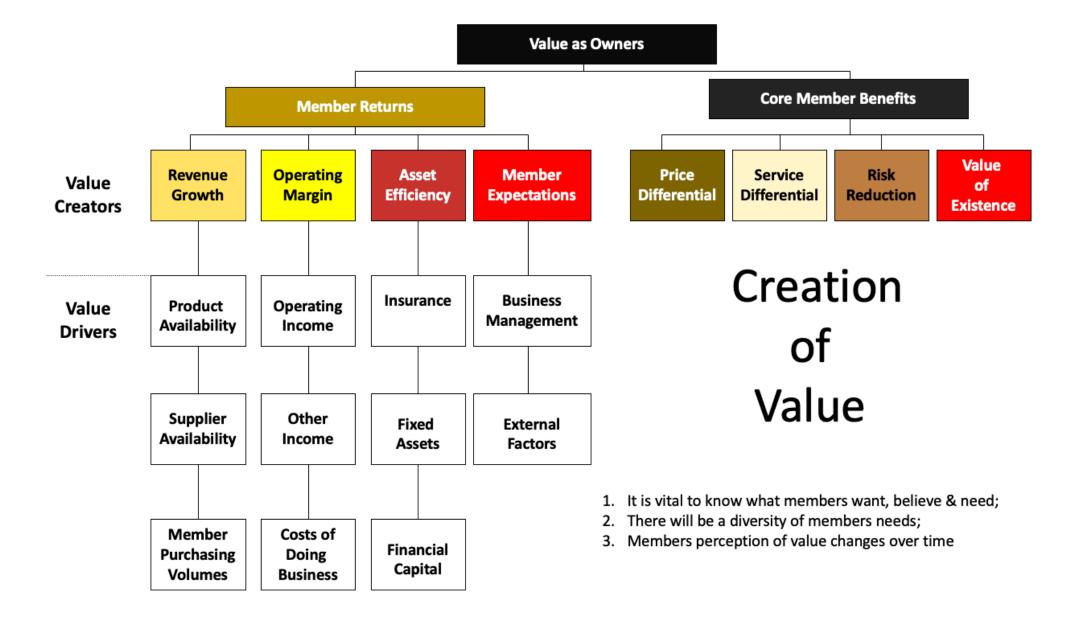


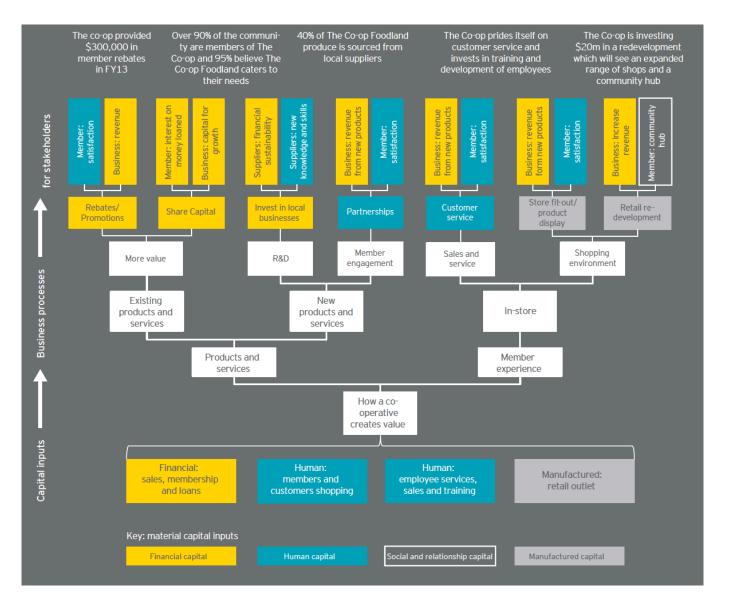
Universal Purpose

To sustainably create, protect & return member value

The
Moving Target
of
Member Value







Member Value

An expanded view of how value creation is tracked at a co-op

Dimensions of CME Value



Commerciality

Generation of sustainable economic value for current and future members through business operation.



Shaping Markets

Creating, maintaining and/or shaping sustainable and competitive markets for goods and services



Member Relationships

Building and maintaining meaningful and sustainable relationships with members of the CME



Community Relationships

Building and maintaining strong and sustainable relationships with the broader community beyond the members of the CME



Ecosystem and Reciprocity

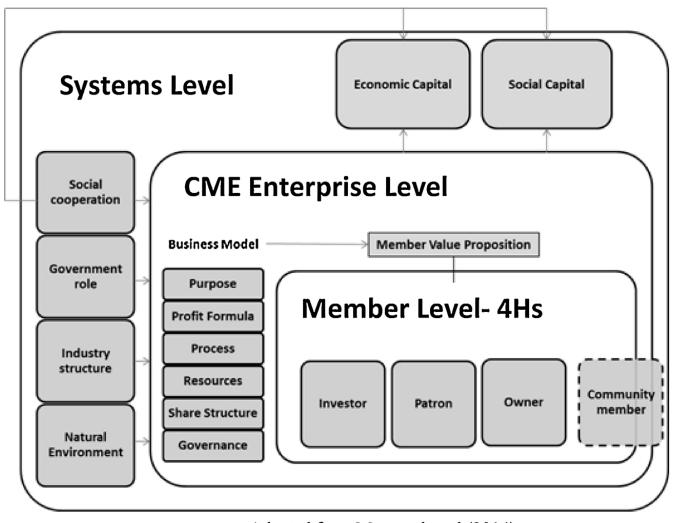
Stakeholders of the CME are part of a mutually beneficial and sustainable ecosystem, a 'virtuous circle'



Mutual Mindset

Acting ethically, sustainably, and consistent with mutual/ cooperative values

A Member can wear 4 Hats



Adapted from Mazzarol et al (2014)

HOW DO YOU CURRENTLY GET VALUE FROM CBH?



AS A USER

As a user of CBH's services you receive a number of benefits including:

- Low fees
- Patronage rebates
- Grower-focused products Quality
 Optimisation, Pre-Pay Advantage and Oil
 Bonification for example
- Access to an efficient, tax effective storage and handling system that operates for the benefit of WA grain growers
- · Grower driven segregations on site
- · Reduction of standing crop risk
- An honest broker on price in grain markets



AS A MEMBER

As a member of CBH, you:

- Own and control the supply chain and its critical links
- · Have a say on who governs CBH
- Vote on key issues



AS A BENEFICIARY

As a beneficiary of CBH, we help you build wealth for the long-term by:

- Increasing the profitability of your farm business
- Contributing to increasing the value of your farm



AS PART OF YOUR COMMUNITY

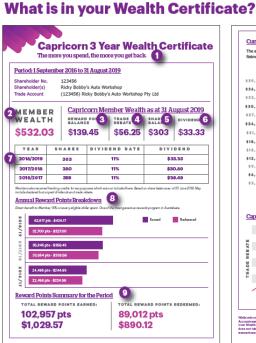
As a part of your community CBH:

- Advocates for WA grain growers with government and markets
- Supports the development of the grains industry
- Contributes to the vitality of rural communities



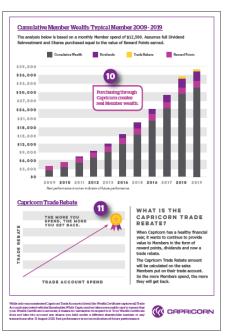
Defending Australia's biggest Co-op from takeover

Based on the 4 Hats concept developed by Co-operative Enterprise Research Unit (CERU) at University of Western Australia

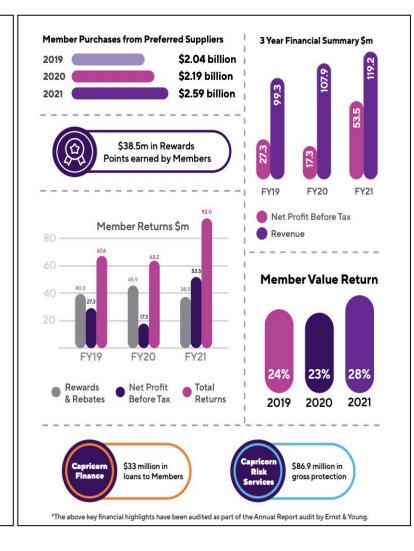




- 2 Member Wealth
- Reward Points Balance Dollar Value
- 4 & 11 Trade Rebate
- 5 Share Balance Dollar Value



- 6 2018/19 Dividend Payment
- Financial Year Dividend Payments
- 8 Annual Reward Points Breakdown
- Reward Points Summary for the Period
- 10 Cumulative Member Wealth





Member Value Return

Sustainably create, protect & return member FINANCIAL value

Your CBH

Creating value for your industry

Highlights 2018-19

\$3.2 billion

In grain payments made to WA growers, the largest amount in the last decade.

\$16.4 million rebate from Operations to growers

\$285.3 million invested in capital works and maintenance on the storage and handling network.

\$259.7 million

in new storage and throughput improvements for the 2019-20

\$1.6 million invested into our regional communities through our Community Investment Fund.

37 minutes cycle time Average site cycle time reduced by six minutes.

All Injury Frequency Rate decreased 27 per cent to its lowest ever of 9.4.

Australia's largest exporter of grain.

with a market share of 45 per cent of Australian grain exports.

9 million tonnes traded

19 million tonnes shipped to 130 customers in 30 countries

\$3.5 billion M&T revenue increased by 10 per cent.

Value in use 2019-20 Harvest

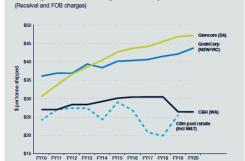
\$1.95 per tonne Quality Optimisation delivered

an additional \$1.95 per tonne on average to growers wheat sales.

\$75 million in transport savings delivered to WA growers when compared to grain freight in South Australia

\$185 million in storage and handling savings (pre-rebates) when benchmarked against the rates of all major storage and handling providers in Australia.

Storage and Handling Fee Comparison



Standard Wheat, delivered on 1st November to a main/primary country storage, railed to port and exported in April. Outloading and hisolating during normal working hours. Assumes use of cheepest product available. CBH rebates assume tonnes soid to CBH MST.

Your zone

Adding value to your zone

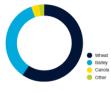
Kwinana Zone

4.1 million tonnes

received, stored and handled during the 2019-20 harvest.

34 minutes

Average gueue and cycle time across the zone.



Your business

Returning value to your business

Your tonnage and CBH nominations:

Values based on rebates earned for the 2018-19 season

*Value based on rebate redeemed for the 2018-19 season.

Value returned as "value in use"

Your Quality Optimisation:

Please log in to LoadNet to view your rebate balances and options

The number of tonnes upgraded through Quality Optimisation

Your Storage and Handling Savings:

Estimated storage and handling fee savings provided by

Estimated transport savings provided by CBH Integrated service, based on the sites you delivered to. These are compared to grain

freight in South Australia which has a similar distance and topography

CBH based on the average WA export profile

Your Integrated Supply Chain:

to Western Australia

Delivered tonnes

Sold tonnes

Operations Rehate

Direct to Vessel Rebate

2018-19

Your CBH rebates:

Your Infrastructure 2018-19

\$50.7 million invested in adding more than 500,000 tonnes combined new permanent storage at McLevie, Dowerin, Dulvalbin and Wickenin

\$8.05 million to improve site throughput at Cadoux. Merredin, Bruce Rock, Narembeen, Avon and Narrakine.

\$2.1 million invested in new accommodation facilities at Kellerberrin and Dulyalbin.

\$11.5 million invested in sustaining maintenance across the zone including repairs to roads and drainage, major mechanical and electrical maintenance, and Kwinana Grain Terminal shutdown

\$2 million to refurbish annexe storage facilities at Kwinana Grain

Your Services 2019-20

46 grain segregations including 16 wheat, 15 barley, 4 canola and

Community sample shed located at Badgingarra sampled 299 loads or 14,800 tonnes.

Processed 2.016 fast-tracked loads totalling 76,026 tonnes.

Your Community

last year with 564 casual staff employed for the 2019-20 harvest.

Sponsorship of grower groups Liebe Group, Corrigin FIG. West Midlands Group and WIFE.

Contributed over \$120,000 to 45 community driven projects and events funded under the Grass Roots Fund including:

- Yilgarn Agricultural Show
- Lions Cancer Institute Inc.
- Wandering Community Toy Library
- Bruce Rock Hockey Club

Sponsored the Royal Flying Doctor Service, who made 664 patient evacuations and inter-hospital transfers.

Equal music partner of Musica Viva presenting 12 concerts to

348 permanent staff employed

including; WANTFA, Facey Group,

- Piawaning Expo

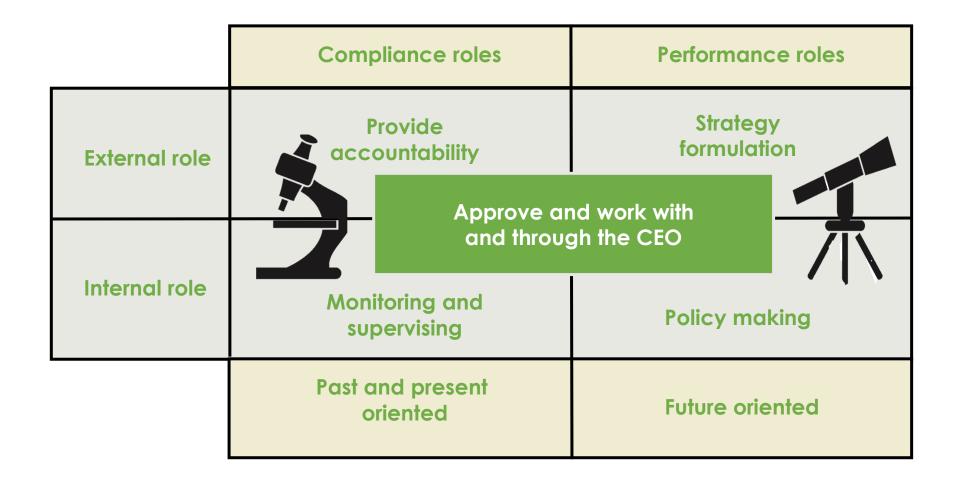
Supported 6 WACFL leagues, 38 clubs, 121 teams and 3 150 players as well as supporting the Country Colts Carnivals.

1.931 students during the year.

CBH Board Statement of Strategic Outcomes

"Grower value will be measured and reported at a farm enterprise level annually".

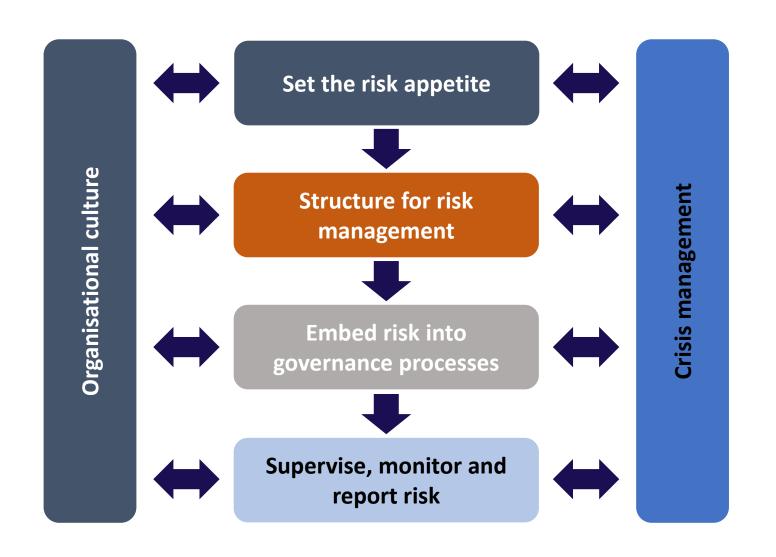
Essential board functions



Source: Robert I. Tricker, 1994, International Corporate Governance: Text Readings and Cases, Prentice Hall, New York, p.149



Risk roles of the board



Different risks—different risk appetites











Hazard	Financial	Operating	Organisational		tegic
risk	risk	risk	risk		sk
 Asset management Safety Environmental Regulatory 	 Currency Interest rate Commodity prices Credit Fraud 	 Inventory Supply chain Production system Information systems 	 Governance performance Organisation structure Talent/ morale M&A integration 	 Technology Brand erosion/ collapse Disruptive competitor Industry economics collapse 	 Customer shift New project/ investment Stagnation Obsolete business model

Decreasing quantifiability

Set the risk & opportunity appetite

How does your board measure its risk and opportunity appetite?

For a risk and opportunity appetite statement to be effective, it needs to include a measurement scale against which key strategic risks can be measured.

Risk Appetite Measurement Scale Risk Opportun							
Appetite	Very Low	Low	Medium	High	Very High		
Approach	Avoid	Minimise	Accept	Optimise	Exploit		
	We have a very low appetite for risk taking and will put in place measures to avoid exposure or negative outcome	We have low appetite for risk taking or opportunity capture and will take reasonable measures to minimise exposure	We have a medium appetite for risk taking or opportunity capture. We will accept and manage exposure within defined tolerances	We understand the balance in risk and reward in opportunity capture and have a high appetite for risk as opportunity. We will actively manage exposure to optimise our position	We will seek to exploit opportunity in pursuit of positive returns and have a high appetite for rish as opportunity		



Aligning the risk appetite

The board should ensure that risk appetite aligns to:

The organisation's capability.

The organisation's purpose, values and strategy.

Expectations of the members and other stakeholders.

The environment in which the organisation is operating.

It is also critical for the risk appetite of the CEO and management team to align with the board's.

Ensuring strategic readiness—able

Business processes capability:









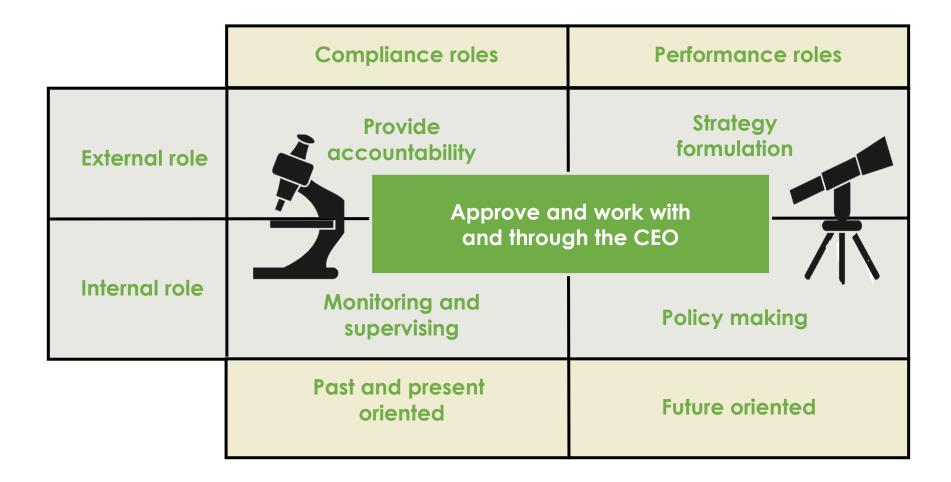
Operations management	Customer management	Innovation	Regulatory and social
• Supply	• Selection	 Opportunity 	Environment
• Production	Acquisition	identification	Health and safety
• Distribution	• Retention	Manage research and	Employment
Risk management	Growth	development portfolio	• Community
		Design and develop	Compliance
		• Launch	

Strategy and culture drive structure for best 'fit'.

Membership
Business Model
Disruption



Essential board functions



Source: Robert I. Tricker, 1994, International Corporate Governance: Text Readings and Cases, Prentice Hall, New York, p.149

Connected all the time

The information age

Life sciences

What are our future sources of sustainable growth and innovation?

Robotics

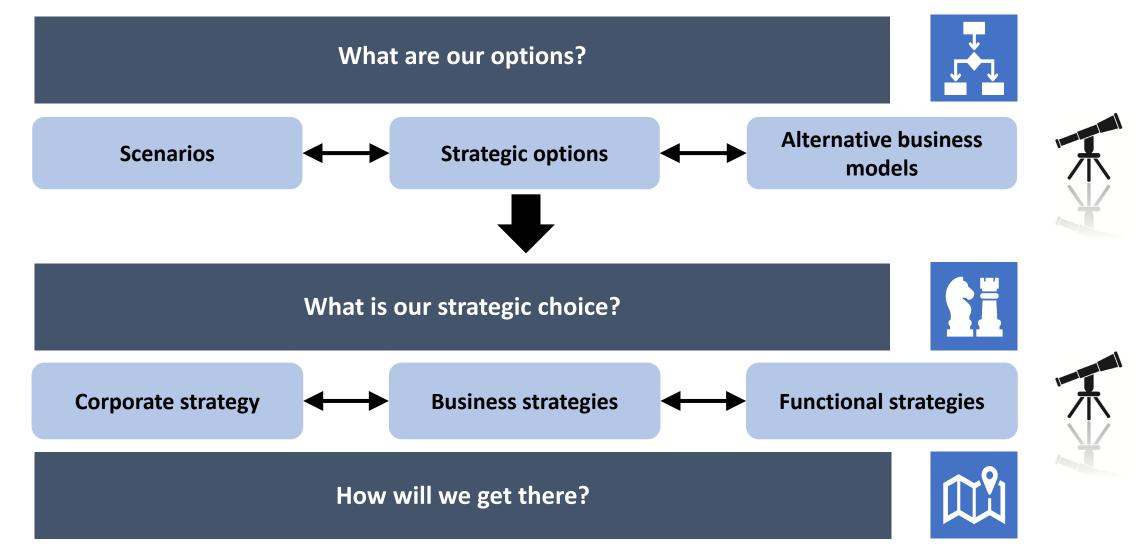
Cybersecurity

Codification of money

Insight & foresight — key trends



Where insight and foresight intersect



BUSINESS MODEL CANVAS NETFLIX

Key Partners



- Alliances with Smart TV companies
- alliance with gaming industry
- TV network companies
- Google and Amazon

Key Activities



- Hire and retain
- Maintain and expand
- Produce, acquire and license
- Develop its pricing strategy
- retain current customer base

Key Resources



- Software developers
- Recommendation system (algorithm)

Value Propositions



- Users can stream 24-7, minus the ads
- · View shows & movies in high-definition
- · Stream content conveniently anywhere
- · unlimited access to TV shows and movies
- Netflix's original
- New signups can avail a 30day free trial
- · cancel at any time
- Receive algorithmic recommendation
- Avoid commercials ads

Customer Relationships



- Self-Setup Made Easy
- Exceptional Customer Experience
- Online Live Chat Services
- Social media
- Netflix gift Cards

Channels



- Online streaming through the website
- Streaming on TV Apps and Gaming consoles
- Mail delivery for DVDs

Customer **Segments**



- · interested in watching movies, TV shows and documentaries
- · content for children and adults

Cost Structure

- Major purchasing rights establishment (TV shows and movies)
- Cost of producing movies
- Cost for recommendations, R&D and artificial intelligence
- Subscription maintenance cost
- DVDs and mail-related shipping costs



Revenue Streams

- Monthly subscription plans
 - Basic
 - Standard
 - Premium







Netflix cuts 150 jobs after subscriber exodus

US-focused redundancies in film and TV operations follow revenue slowdown

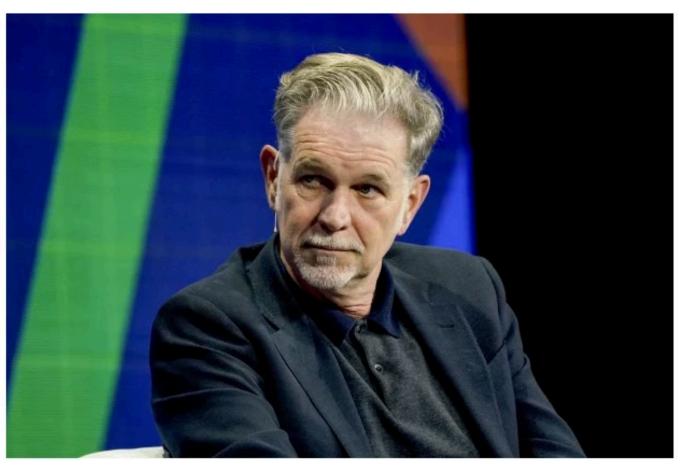


viola Davis in the Netflix film Ma Rainey's Black Bottom. The streaming firm is estimated to be spending \$17bn on making and licensing content this year. Photograph: David Lee/AP

Netflix is cutting 150 jobs as the streaming company seeks to reduce its costs after revealing it expects to lose millions of subscribers in the first half of the year.

The widely expected cuts are mostly focused on its US operation, affecting employees in its sprawling film and TV divisions.

NETFLIX

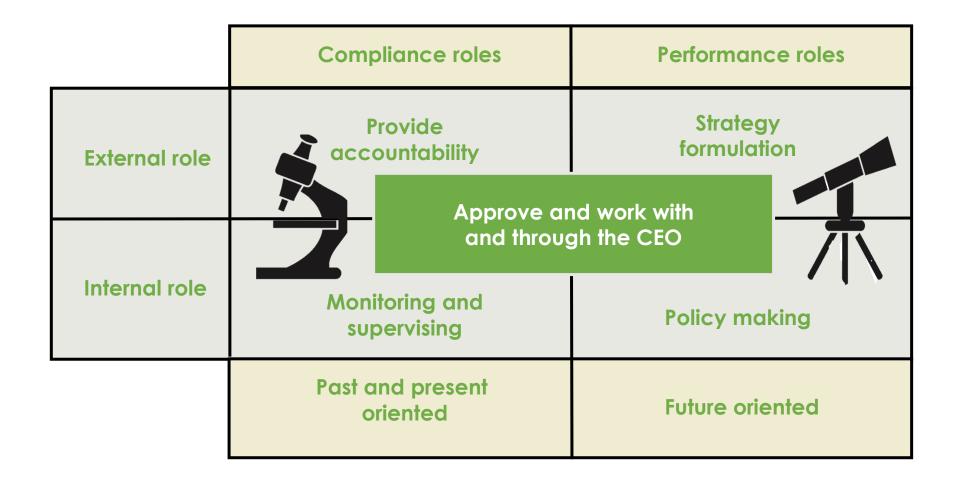


Reed Hastings has admitted that his corporate strategy may need an overhaul. Bloomberg



Decision Making
Responses
to
Disruption

Essential board functions



Source: Robert I. Tricker, 1994, International Corporate Governance: Text Readings and Cases, Prentice Hall, New York, p.149

Strategic foresight

Long-term thinking into the future.

Challenge the assumptions.

Visualising how alternate futures might look, including:

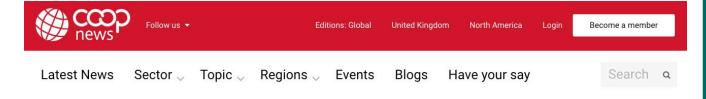
- How predictable is the business environment in our chosen arena?
- How malleable is the business environment (i.e. to what extent can we shape it as an organisation or in concert with network partners)?

Enables building and testing strategy to meet future challenges.



Open to emergent and disruptive practices and technologies.





Mutuality, ESG & sustainable business – a new catalyst for Australian climate action

BCCM on its work with Mutuo to develop ways for co-ops to deliver social and environmental benefits



#7: Concern for the Community



While focusing on member needs, cooperatives work for the sustainable development of their communities through policies approved by their members. You can do something for the community even as you keep succeeding.

> ESG & Co-ops

Always was
Still is

October 18th, 2021 | Freight Talk, Industry Spotlight, Sustainability

what are the scopes of carbon emissions?



areenworldwide*

SCOPE 1
Direct Emissions from Reporting Company

SCOPE 2 Indirect Emissions from Upstream Activities

scope

GREENHOUSE GAS EMISSIONS

Scope 2 emissions are indirect GHG emissions associated with the purchase of electricity, steam, heat, or cooling and are a result of the organization's energy use.

SOURCE: EPA.GOV

@ greenworldwide*



SCOPE 3

Indirect Emissions from

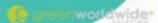
Upstream Activities
Purchased Goods & Services
Capital Goods
Fuel & Energy Related Activities
Transportation & Distribution
Waste Generated in Operations
Business Travel
Employee Commuting
Leased Assets
and...

Downstream Activities

Transportation & Distribution
Processing of Sold Products
Use of Sold Products
End-of-Life Treatment of Sold Products
Leased Assets
Franchises
Investments

Scope 3 emissions are all indirect emissions (not included in scope 2) that occur in the value chain of the reporting company, including both upstream and downstream emissions.

SOURCE: EPA.GOV



PwC planning to hire 100,000 over five years in major ESG push

By Jessica DiNapoli

2 minute read













The logo of Price Waterhouse Coopers is seen at its Berlin office in Berlin, Germany, September 20, 2019. REUTERS/Wolfgang

NEW YORK, June 15 (Reuters) - Accounting firm PwC said on Tuesday it would invest \$12 billion over five years to create 100,000 new jobs aimed at helping its clients grapple with climate and diversity reporting and also in artificial intelligence, as part of its new global strategy.



ESG & Regulation

ASIC success will hinge on going hi-tech: Longo

Exclusive Chairman sees machine learning. AI as the new frontier.

John Kehoe

During summer, corporate cop Joseph Longo has been listening to the BBC's Reith Lectures to learn about artificial intelligence.

"It's utterly extraordinary," he says.

The way the Australian Securities and Investments Commission chairman sees the rapidly evolving world. technology and data are going to be pivotal to how ASIC regulates business in the digital economy over the years

"We live in an age where the advance in technology is extraordinary." Longo says, "The world is dramatically changing all the time, driven by technology. I don't pretend to be a technology expert, I'm a lawyer. But part of my job is to challenge curiosity and focus on areas that I think are strategically signi-

ASIC, the country's key corporate and investment markets regulator, is grappling with how to better utilise artificial intelligence, machine learning, big data, predictive coding and cyber protection tools to become a smarter and more efficient regulator.

This includes for surveillance and investigations, breach reporting, information storage, licensing businesses and market participants, communicating information to stakeholders and the introduction of company director identifications. "I think the application of those technologies in the enforcement and investigation space will be very significant," Longo says.

He believes technologies such as AI and machine learning can not only help detect patterns to identify poor market behaviour, but they can also last year the regulator set up a digital

and what I say at ASIC is that there isn't a single issue, challenge, objective or aspiration at a major bank or indeed at ASIC where technology, systems and processes isn't a material part of the solution and what you're trying to

Technology capability will be a key test for ASIC and its "organisational capability and effectiveness", Longo says. "We must enhance and fully use our data and cyber resilience capabilities."

ASIC collects reams of data across a range of platforms, but the challenge is to effectively interpret and use it.

"If we don't get digital and technology right, then in the medium-to-long term it creates a very significant risk for ASIC, that it becomes a lot less effective and relevant." Longo says,

It is also a key focus for the new Financial Regulator Assessment Authority, which is reviewing ASIC's effectiveness.

Longo and his colleagues have already held several workshops with FRAA chairman and former



Joseph Longo

Macquarie Group chief executive, Nicholas Moore.

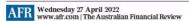
"That is a very significant development," Longo says of the FRAA, which was formed in response to the banking royal commission's onus on improving the performance of regulators.

"Going into 2022, I'm thinking about how we're developing our working relationship with FRAA for its first report, and we are deploying resources.

"We've spent quite a bit of time together already."

As well as investing in the technology, ASIC must also ensure it has the people with the necessary skills to take advantage of the digital opportunities.

Before Longo joined ASIC in June



News

Uber faces \$26m fine after ACCC probe

Max Mason

Competition watchdog boss Gina Cass-Gottlieb warned digital platforms against using nefarious algorithms and so-called dark patterns to coax users to make certain decisions, after ridesharing app Uber agreed to cop a \$26 million fine for misleading millions of Australians.

The Australian Competition and Consumer Commission lodged a claim against Uber BV, the Dutch incorporated subsidiary, and the ride-sharing app giant has admitted to misleading or deceptive conduct and making false or misleading representations, breaching Australian consumer law.

Uber was accused of failing to have proper oversight of its algorithm,

which was producing misleading results, as well as designs or features within its app that influenced users to maximise Uber's interests rather than the customer's without their knowledge - a concept known as dark pat-

Uber agreed to make joint submissions with the ACCC to the Federal Court of Australia for \$26 million in penalties. The fine still needs to be approved by the court.

We think this is a significant penalty. That Uber has agreed to put joint submissions with us to the court for this penalty shows they understand how importantly and seriously we see this conduct," Ms Cass-Gottlieb told The Australian Financial Review.

"We did do extensive investigation

into the algorithm and the treatment of the data in order to satisfy ourselves as to the concerns in the design and the absence of sufficient monitoring of the way the algorithm was working."

The penalties related to two separate representations made to customers.

In the first, between December 2017 and September 2021. Uber showed a cancellation warning that customers may be charged a small fee if they cancelled because the driver was on their way. This claim was made even though Uber, including the popular UberX service, has a free cancellation policy within five minutes after a driver has accepted the ride.

The ACCC said more than 2 million Australians were shown the cancellation warning. In September 2021, this warning was changed to say customers would not be charged a cancellation fee within the free cancellation period.

"Since the ACCC raised this, we have worked to streamline our in-app messages to make it clear exactly when cancellation charges will or will not apply, per occasion, so that riders always have certainty," Uber said.

"The ACCC has not alleged that Uber was charging cancellation fees in circumstances where no fee should have applied."

The second claim that Uber agreed misled customers related to the estimated fare range for Uber Taxi. These claims were made only in Sydney between June 2018 and August 2020, when Uber users could book a regular taxi through its app.

Uber admitted it falsely represented that the fare would likely be within the estimated range. Instead, Uber's algorithm inflated the estimates so that it was almost always higher than what the actual taxi fare would be.

"We value the important work the ACCC carries out and have co-operated with the ACCC throughout its two-year investigation, including proactively making changes to our platform based on the concerns they raised," Uber said.

Ms Cass-Gottlieb said the ACCC, through various investigations and inquiries, had identified the way algorithms, app or website design influenced the way users engaged with the digital service and the importance of information provided to consumers

Wesfarmers' facial recognition use would breach new privacy laws

Technology

John Davidson

The former human rights commissioner says that what Bunnings and Kmart are doing with facial recognition technology should be against the law "if it's not already"

The Office of the Australian Information Commissioner is investigating the retailers for potential breaches of the existing Privacy Act.

The retailers did not appear to be obtaining sufficient customers' consent to meet the standards of the upcoming model law, said Edward Santow, the former human rights commissioner and a professor at University of Technology Sydney who specialises in artificial intelligence.

UTS is drafting a model law with the participation of the federal government, due for release in September. If that law were adopted what Bunnings and Kmart are doing would be illegal, Professor Santow told AFR Weekend.

The law will require "genuine, free, prior and informed consent" from people being scanned before facial recognition technology can be used in highstakes settings, he said.

"Without added protections, for example regarding genuine consent, this should be unlawful," he said of Bunnings and Kmart's current prac-

Bunnings, Kmart and The Good Guys all came under criticism after an investigation by the consumer advocacy group Choice found the retailers were using facial recognition

technology on their customers without most customers knowing about it. Existing privacy law requires that customers are informed when they are scanned by artificial intelligence, but "physical signs at the store entrances informing customers about the use of the technology" were "small, inconspicuous and would have been missed by most shoppers," Choice found.

Since that investigation, The Good Guys has stopped using the technology. but Wesfarmers-owned Bunnings and Kmart have kept the practice unabated, a Wesfarmers spokesman said.

Bunnings maintains its use of AI is legal because it is only being used "to keep our team and customers safe and combat organised retail crime", said managing director Mike Schneider.

"When we have customers berate

our team, pull weapons, spit, or throw punches - we ban them from our stores," Mr Schneider said.

"But a ban isn't effective if it's hard to enforce. This technology gives us a chance to identify when a banned person enters a store so we can support our team to handle the situation before it escalates.

If a situation does escalate, the police might be called, a spokesman said.

Last year, the Australian Human Rights Commission called for a moratorium on the use of facial recognition for "high-risk" decision-making when there could be legal consequences for people being scanned. The moratorium was required until specific laws governing facial recognition were adopted, said Human Rights Commissioner Lorraine Finlay, adding senting to," she added.

that facial recognition was a technology that had so many human rights implications it needed its own laws, over and above existing privacy laws.

She said the case showed a "disconnect" between what people think of as consent, and what the law currently requires. "We need to think about these things in a practical way, and not in an abstract legal way. The question of consent really [is] ... what are people aware of in their day-to-day lives?

"In the examples in the retail sector there is a disconnect between what people are actually aware of and consenting to, and the legal technicalities that surround that," Ms Finley said.

"If we are going to have public trust in these technologies, people need to have an awareness of what they're con-





UK's FIRST CO-OPERATIVE PPA

Posted 7th December 2021 | 436 words | 3 minutes



The Co-op as the lead buyer, together with two of Co-op Power's customers, brings the UK's first 'Co-operative' PPA onto Zeigo's digital platform to bid for a joint PPA tender to tackle their Scope 3 emissions.

Co-op Power has partnered with Zeigo to tender 100GWh per annum for a 'Co-operative' PPA - the equivalent of powering over 32,000 homes per year.

Platform Co-ops

Please meet Blockchain!

Director Professional Development

Directorship Opportunities Self-assessment

Business Centre and Member Lounge

Company Direct Magazine

MEMBERSHIP > MEMBERSHIP UPDATE

DAO - What directors need to know

Directors need to be aware that blockchain-based governance could become a lot bigger in a much shorter time than many expect, as the concept of the decentralised autonomous organisation pushes its way into mainstream thinking.

Sholto Macpherson

14 December 2021



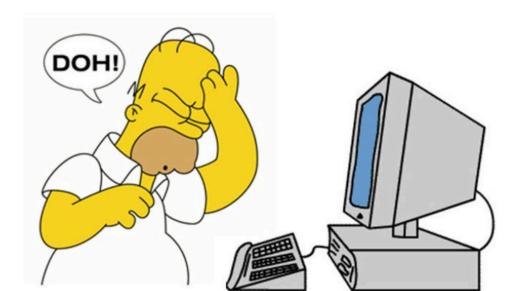








DAO not DOH!



How The DAO Model Builds On The Co-op Tradition





Blockchain - the catalyst for a cooperative economy?



Anthony Collins Solicitors outline what blockchain is, and how and why co-operatives might start to incorporate blockchain into their governance and operations.



DAO's Are Novel But Not New

Distributed Autonomous Organizations are cooperatives that have been cryptomonetized. Everything else that a DAO does has been done for at least two hundred years.

Exclusive Report: Solving the Riddle of the DAO with Colorado's Cooperative Laws

By Jacqueline Radebaugh and Yev Muchnik December 16, 2021 DeFi News, DeFi Research



What Are Blockchain-Based Platform Cooperatives?

May 12, 2022 By Philémon Poux

ags

Blockchain DAO fishers Mexico

Platform Cooperative

