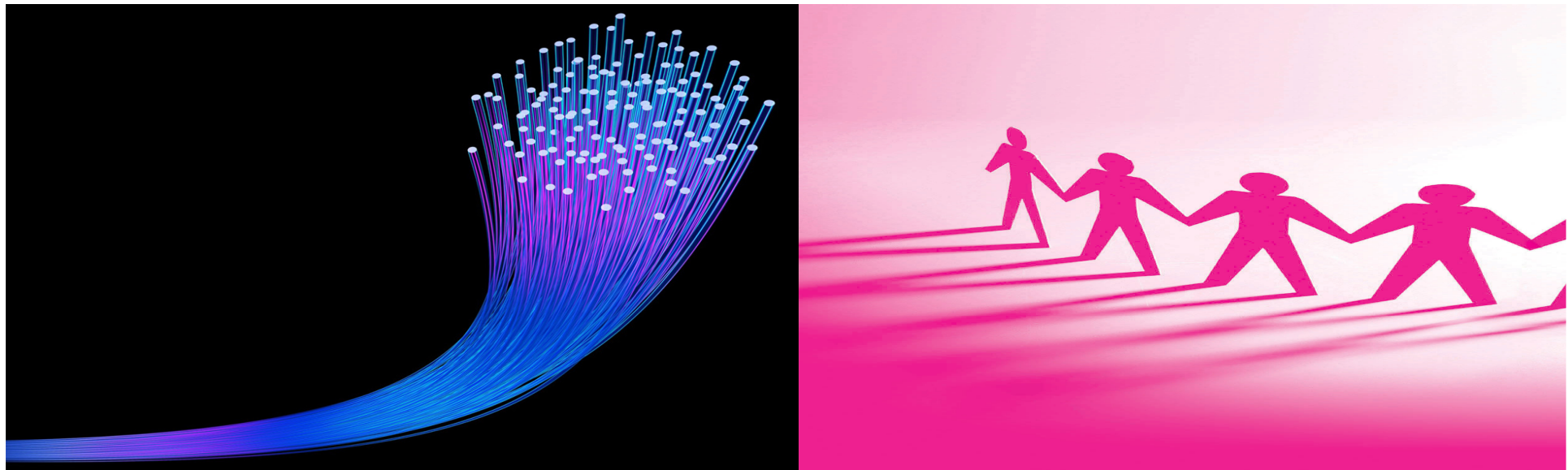


Creating Co-operative Networks

Sarah Deas, Chief Executive



developing co-operative enterprise across Scotland

“To promote & facilitate the development of co-operative enterprises”

- Scottish Enterprise subsidiary
 - covering the whole of Scotland
- Government Economic Strategy
 - sustainable economic growth



Co-operative model

- Open membership
 - any broadband user within community
 - shareholding
- Democratic member control
 - participation in decision making
 - nominate & elect management board
- Surplus
 - re-invest in new services
 - members dividend
 - community investment



developing co-operative enterprise across Scotland

Benefits

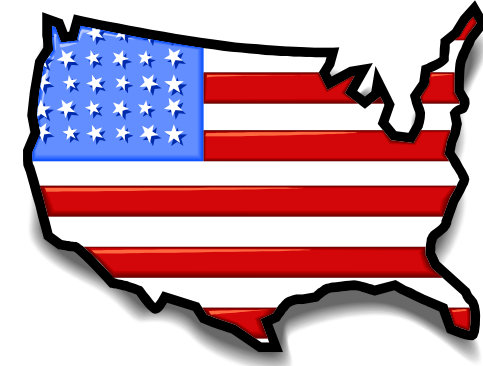
- Community ...
 - empowered - “us feeling”
 - participation / cohesion
- Members influence ...
 - strategy
 - operations
- Sustainability ...
 - short term
 - long term



Nuenen, Netherlands



- 2004 – Broadband Co-operative
- “OnsNet” - 100mbps
- Finance – gov subsidy, private investor & bank
- Member – Yr1 free / Yr2+ membership fee & std charges
- Take-up – Yr1 97% / Yr2+ 80%
- Board – elected local members
- Services – community TV, video coms
- Success factors – champion, community, subsidy



- Mid-Atlantic Broadband Co-operative
- Maryland Broadband Co-operative
- Lower Shore Broadband Co-operative
- Bay Broadband Co-operative
-

Cybermoor

- Alson, Cumbria
- Estab 2002
- First generation - wireless
- 1st UK co-operatively run community broadband
- 300 members, 30% population
- Fibremoor ... Next Generation broadband



- Whitcomm
 - West Whitlawburn Housing Co-operative
 - Digital inclusion
 - 100 + 650 homes
 - 20 Mbps (100 Mbps potential)
- Angus Glens Broadband Co-operative
 - 1000 population, 500 sq miles
 - 100 Mbps – cable (& wireless infill)
 - £10k – Angus Rural Development, LEADER & Angus Glens Website Group
 - Survey & planning



developing co-operative enterprise across Scotland

Support

- Advice
 - Feasibility studies
 - Legal structures
 - Funding options & sources
 - Membership participation
- Training & events
 - Co-op specific issues
 - Learning visits



***PLUS access to wider
business support ...***

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