

DATE	LOCATION	TIME	SESSION TITLE	PRESENTER	DESCRIPTION- ENGLISH
9/12/2023	ZOOM	6:00-6:10 pm	WELCOME	TORY & KATHLEEN	Welcome and a few words about this year's theme: <i>Telling Our Stories</i> . This is a chance to tie all the presentations to the theme and invite people to attend other sessions and to encourage their neighbors to attend.
9/12/2023	ZOOM	6:10-7:30 pm	MARKETING 101	KATHLEEN	Is your co-op trying to sell homes, fill lots, or bring in new members? Then this session is for you! It's time to do some marketing. It's easier than you think when you put yourself in the marketing mindset. This interactive session will kickstart your marketing knowledge and empower you to make smart choices. We will talk about identifying target audiences, making messages that grab attention and easy, affordable ways to get the word out.
9/13/2023	ZOOM	6:00-7:30 pm	CONTRACTORS, VENDORS AND YOU	SAM ESTES, CHRISTA WOLNER (CONNECT REALTY), KATIE KOSCIELAK (WSB)	Co-ops can help themselves by providing the right kind of information to the organizations they work with. Whether that is negotiating contracts for commercial services (such as trash removal), establishing vendor relationships (such as property management or bookkeeping), or building alliances with municipal or government agencies, you can help them understand how working with a co-op may be unique. Panelists who have worked with several co-op communities will share what they wish they had known about co-ops at the beginning. There will be plenty of time to ask questions and get answers about how their businesses work, as well.
9/14/2023	ZOOM	6:00-7:30 pm	MAKING CONNECTIONS- ADVOCATING FOR RESOURCES	JOEL HANSON (NCF), JULIAN LASCALZO (LOBBYIST FOR NCF), BEV ADRIAN (WTC)	Are you interested in securing resources for your ROC? Then this session is for you! The power of member-owners' stories helped pass some great legislation in the 2023 Minnesota legislative session. But advocacy isn't just about gathering political support for an idea or a cause, it's about building strong connections. You are advocating any time you are trying to convince others to support something you believe in. Sharing your story can make better connections with local government or enable you to team up with service or civic organizations to work on home repairs or other projects around your co-op community.
9/15/2023	IN-PERSON ZRE	4:30-8:00 pm	ROC TOUR, NETWORKING SOCIAL & BBQ	ZRE BOARD	Join us for a tour of Zumbro Ridge Estates' large infrastructure projects, followed by social networking time and a BBQ dinner
9/16/2023	IN-PERSON ZRE	10:00 am -12 noon	TURNING CLASHES INTO COLLABORATION	KATHLEEN	Do discussions get off track or become a little intense at your co-op's meetings? We've got something great for you! Learn how to handle disagreements and challenging people like a pro. Join this fun workshop and pick up cool techniques for steering conversations back on course. You'll get better at listening carefully, thinking quickly, and adjusting how you talk based on the situation. You'll also learn secrets to feeling more confident and being adaptable when you talk. Best of all, these skills are like magic – they work anywhere, not just in co-op meetings!
9/16/2023	IN-PERSON ZRE	12 noon - 1:00 pm	LUNCH		Box lunches
9/16/2023	IN-PERSON ZRE	1:00 pm -3:30 pm	GRANT WRITING STEP-BY-STEP	KATHLEEN and MICHELLE	If you have never applied for a grant before, this session is for you. If you have written a grant application before, we have tips for you too! NCF is giving you the chance to snag a \$5,000 project assistance grant . That's right, you could get some serious support for your co-op. But here's the deal - you must attend this workshop to qualify for the grant . So, mark your calendar and be there! We will look at each section of a typical grant application and talk about why it's there and the information it provides, in this hands-on working session. Understanding what information the grantor wants and why they want it will help you turn your ideas into clear proposals, state specific project goals and outcomes and develop realistic budgets. The grant application will be available soon, so you can get started on it. Each participant must bring their pre-written grant narrative draft, the part where you explain your fantastic project idea, to this session. We will work together to improve each application. Applicants will work on their own or with their co-op's TA outside of the session to compile the budget and the rest of the application. Mark your calendars: applications are due by midnight on September 30, 2023 . Then a group of third-party experts will review all the grant applications and pick a lucky winner.