



LGBTQIA2+ CO-OPERATIVES REPORT



COMMUNITY RESEARCHERS




OVERVIEW

There are an estimated of 15 to 25 co-operatives and mutuals serving LGBTQIA2+ in Canada. An estimated of 10 to 15 are listed on the [CMC directory](#). Among these, it is estimated that 17% exclusively or mostly serve LGBTQIA2+ while 83% serve LGBTQIA2+ alongside other groups.

Among co-operatives surveyed which exclusively or mostly serve LGBTQIA2+, one-third were in Western Canada, one-third were in Quebec, and one-third were in Eastern Canada. One-third were operating in communities with fewer than 100,000 people and two-thirds were operating in larger communities.

Overall, 67% were in operation for fewer than five years. The remaining 33% had been operating for 5 or more years. 100% operated as non-profits and none were for-profit.



Among co-operatives and mutuals which either exclusively or mostly serve LGBTQIA2+, 0% indicated that they serve LGBTQIA2+ exclusively while 100% claimed they primarily serve LGBTQIA2+. 100% are majority led by LGBTQIA2+.

Overall, 67% of the co-operatives and mutuals which either exclusively or mostly serve LGBTQIA2+ indicated that their revenues were above \$100,000. The remaining 33% reported lower revenues. On average, co-operatives and mutuals exclusively or mostly serving LGBTQIA2+ reported that 58% of their annual funding was derived from government.

Among leaders representing organizations exclusively or mostly serving LGBTQIA2+, 33% indicated the organization was led primarily by volunteers and none said it was primarily led by paid staff. The remaining 67% were led by a combination.

When questioned regarding challenges facing their organization, 67% indicated that funding was among their top two challenges. 67% of leaders also indicated that building a stronger management structure was among their top two challenges.

The leadership survey asked specific questions to gauge co-operatives and mutuals priorities corresponding with the Government of Canada's Investment Readiness Program. Leaders of organizations which exclusively or mostly serve LGBTQIA2+ were asked to rate their organization's priorities regarding developing new products, finding new markets, developing business plans, and finding technical expertise.

Three sample co-operatives and mutuals serving LGBTQIA2+ are featured at the end of the report.

RESEARCH

Number of co-operatives

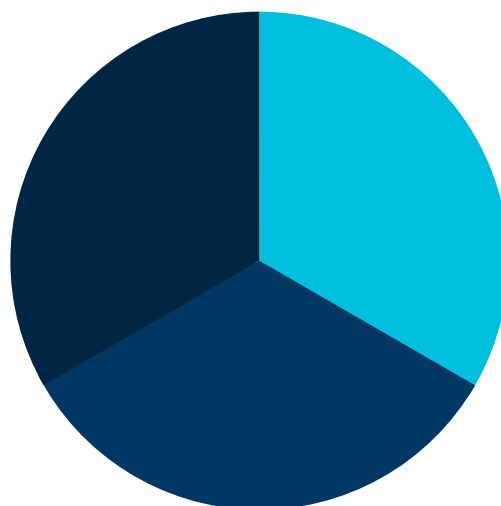
Community Researchers conducted a review of the Co-operatives and Mutuals Canada online directory and each of the Canadian provincial co-operative associations. The review determined that there are an estimated 15 to 25 co-operatives serving the LGBTQIA2+ community.

It is estimated that 10 to 15 of the co-operatives serving LGBTQIA2+ were listed on the CMC directory. A subsequent survey of co-operative leaders across Canada determined that among co-operatives and mutuals serving LGBTQIA2+, 17% exclusively or mostly served LGBTQIA2+ while 83% indicated they served LGBTQIA2+ alongside other groups. The remaining analysis in this segment report only considers data from co-operatives that either exclusively or mostly serve LGBTQIA2+.

Location

Eastern Canada

1/3



Western Canada

1/3

Quebec

1/3

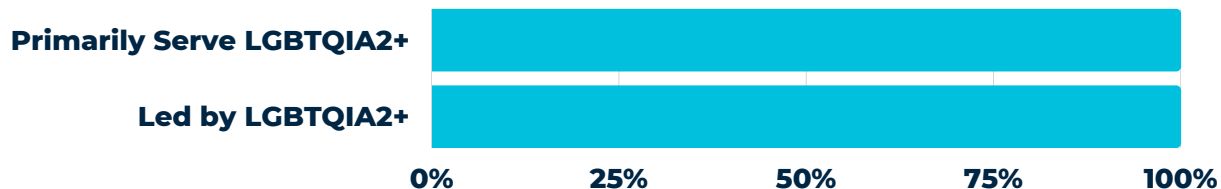
The leadership survey asked respondents to describe their location and the community size in which they serve. Among co-operatives and mutuels surveyed which exclusively or mostly serve LGBTQIA2+, one-third were in Western Canada, one-third were in Quebec, and one-third were in Eastern Canada. Among co-operatives and mutuels surveyed which exclusively or mostly serve LGBTQIA2+, one-third were operating in communities with fewer than 100,000 people and two-thirds were operating in larger communities.

Status and Lifetime

The leadership survey asked respondents to describe certain parameters of their organization including years in operation and their business structure. Overall, among co-operatives and mutuels surveyed which exclusively or mostly serve LGBTQIA2+, 67% were in operation for fewer than five years. The remaining 33% had been operating for 5 or more years. Among co-operatives and mutuels

surveyed which exclusively or mostly serve LGBTQIA2+, 100% operated as non-profits and none were for-profit.

Mission

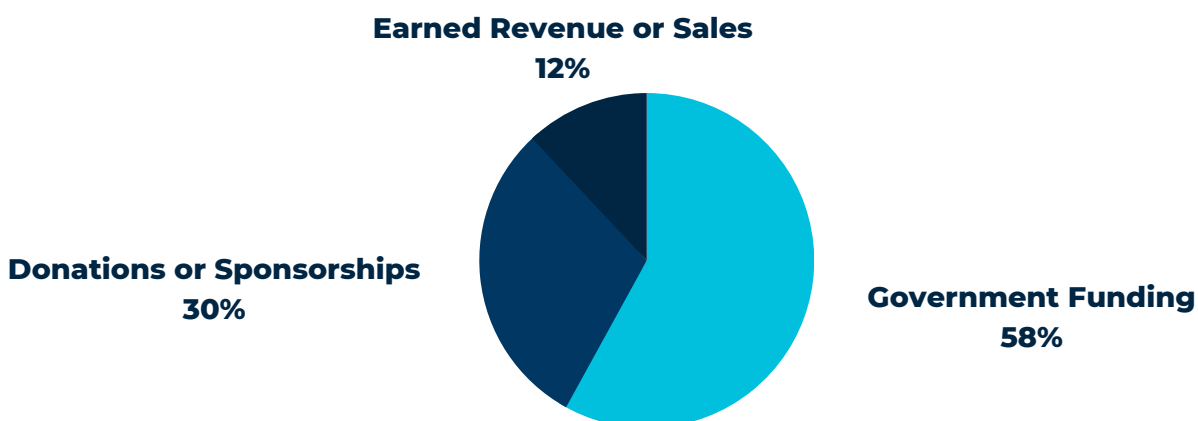


Respondents to the leadership survey were asked the extent to which their organization served LGBTQIA2+ and the extent to which their organization was led by LGBTQIA2+. Among co-operatives and mutuals which either exclusively or mostly serve LGBTQIA2+, 0% indicated that they serve LGBTQIA2+ exclusively while 100% claimed they primarily serve LGBTQIA2+. According to the survey, 100% of co-operatives and mutuals which exclusively or mostly serve LGBTQIA2+ are primarily led by LGBTQIA2+. None of the organizations surveyed had a minority or no LGBTQIA2+ leaders.

Revenue and funding

Respondents to the leadership survey were questioned regarding their organization's annual revenues, along with the proportion of revenues generated through earned revenue or sales, donations and corporate partnerships, and government funding.

Overall, 67% of co-operatives and mutuals which either exclusively or mostly serve LGBTQIA2+ indicated that their revenues were above \$100,000. The remaining 33% were under \$100,000. None of the survey respondents which exclusively or mostly served LGBTQIA2+ reported revenues of more than \$250,000.



On average, co-operatives and mutuals exclusively or mostly serving LGBTQIA2+ reported that 58% of their annual funding was derived from government funding. On average, leaders representing these organizations indicated that 30% of their revenues were from donations or corporate sponsorships. The average amount of revenue from earned revenues or sales was 12%.

Leadership and challenges

Respondents to the leadership survey shared whether their leadership was primarily managed by paid staff, volunteers, or a combination. Additionally, an open-ended question asked leaders to describe the top two challenges facing their organization.

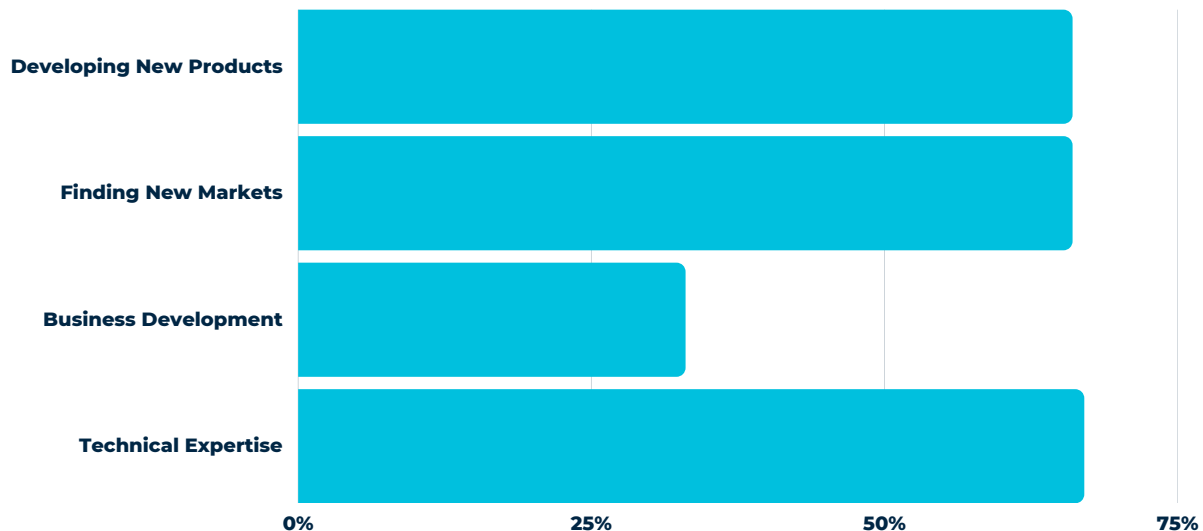
Among leaders representing co-operatives and mutuals either exclusively or mostly serving LGBTQIA2+, 33% indicated the organization was led primarily by volunteers and none said it was primarily led by paid staff. The remaining 67% of respondents indicated that their organization was led by a combination of paid staff and volunteers.

When questioned regarding challenges facing their organization, 67% of leaders representing co-operatives and mutuals which exclusively or primarily served LGBTQIA2+ indicated that funding was among their top two challenges.

67% of leaders also indicated that building a stronger management structure was among their top two challenges. Other challenges mentioned by leaders included cash flow management.

Organizational priorities

The leadership survey asked specific questions to gauge co-operatives and mutuals priorities corresponding with the Government of Canada's Investment Readiness Program. Leaders of organizations which exclusively or mostly serve LGBTQIA2+ were asked to rate their organization's priorities regarding developing new products, finding new markets, developing business plans, and finding technical expertise.



In total, 66% of co-operatives and mutuals which exclusively or mostly serve LGBTQIA2+ indicated that developing new products was a priority. 33% claimed that it was high priority while 33% said it was medium priority. The remaining third indicated it was low priority. 66% indicated that finding new markets was a priority. 33% claimed it was high priority while 33% said it was medium priority. 33% also claimed developing business plans was a high priority. 67% indicated it was low priority. 67% believed that finding technical expertise was a high priority. The remaining 33% said it was low priority.

SAMPLE CO-OPERATIVES IN SECTOR

09

Café coop Le Cagibi

- Established: 2007
- Location: Montreal, QC
- Mission: Le Cagibi is a vegetarian café and restaurant run by and for the queer community. We offer affordable and healthy vegetarian and vegan food, as well as coffee, beer, wine and cocktails.
- Website: www.cooplecagibi.com

Rainbow Health Co-operative

- Established: 2014
- Location: Victoria, BC
- Mission: Rainbow Health Co-operative is BC's largest trans, Two-Spirit, nonbinary (TGNB) organization. It is a volunteer based, not-for-profit community services co-operative that began as a community initiative in 2014. Its mission is the promotion of gender wellness through research and education.
- Website: www.facebook.com/RainbowHealthCoop

L'Euguélonne

- Established: Date not published
- Location: Montreal, QC
- Mission: L'Euguélonne is a bookstore and non-profit solidarity co-op in Montreal. The bookstore specializes in women's literature (fiction, poetry, comic books, essays, young adult fiction and children's books) and feminist, queer, lesbian, gay, bisexual, trans, intersex, asexual and non-binary, two-spirited, anti-racist, anti-colonial works, etc.
- Website: www.librairieleuguelionne.com



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