

**THE INDUSTRIAL COMMONS (TIC):  
ACCELERATING COMMON ECONOMIES (ACE) WORKSHOP**  
TABLE OF CONTENTS



Topic/Focus	Topic Details
<b>Triple Bottom Line + Circularity</b>	<ul style="list-style-type: none"> <li>- People (meeting human need), planet (circularity), profit (good business)</li> <li>- Mutual benefit/relationships</li> <li>- Theory of Change; Building circular networks and products</li> </ul>
<b>Business Planning Tools + Business Savvy</b>	<ul style="list-style-type: none"> <li>- Fail fast/fail cheap (minimal viable product); Hustle and Prioritization</li> <li>- What do you need to start a new enterprise?</li> <li>- Build, buy, leverage (start with need)</li> <li>- Lean manufacturing, negotiations and client selection</li> </ul>
<b>Organizational Development + Place Analysis</b>	<ul style="list-style-type: none"> <li>- Different organizational stages (Forming, Storming, Norming, Transforming)</li> <li>- Multiple forms of wealth and asset mapping</li> <li>- Mutualism; problematic allies and succession planning</li> </ul>
<b>Organizational + Legal Structures</b>	<ul style="list-style-type: none"> <li>- Timelines for growth and staffing</li> <li>- LLC's, 501c3, PBC, land trusts - "co-ops as a vehicle not a cult"</li> <li>- Always looking for the next gig!</li> <li>- Staying flexible while maintaining and willing to dive into complex structures</li> </ul>
<b>Metrics + Evaluation</b>	<ul style="list-style-type: none"> <li>- Framework - Stories, Metrics, Ecologists</li> <li>- UN Sustainable Development Goals</li> </ul>
<b>Organizational Culture + Values</b>	<ul style="list-style-type: none"> <li>- Leadership model/style/culture (leadership that builds up other people)</li> <li>- Hiring and mentors; Sacrifice and commitment of founders</li> <li>- Language Justice and embedded DEI work</li> </ul>
<b>Management Training</b>	<ul style="list-style-type: none"> <li>- Coaching supervision method and transparency</li> <li>- Executive Skills training and Evaluation processes</li> </ul>
<b>Political Centrality</b>	<ul style="list-style-type: none"> <li>- Broadening local ownership and control</li> <li>- Build local political understanding; cohesion vs. division; universal language</li> <li>- Build mutuality with "problematic allies"</li> </ul>
<b>Networks</b>	<ul style="list-style-type: none"> <li>- Ecosystem Framework, network building and community organizing</li> <li>- Building political capital</li> </ul>
<b>Youth Programming</b>	<ul style="list-style-type: none"> <li>- Working in schools and community; public art and artist in residence</li> <li>- Community tours and parties, generational, long haul focus</li> <li>- Work in Burke and Opt-In; skilled training programs</li> </ul>
<b>Housing Co-ops + Cooperative Infrastructure</b>	<ul style="list-style-type: none"> <li>- If we don't have control of the land, not resilient communities</li> <li>- A tool against gentrification; Housing affordability</li> <li>- Different models/housing co-ops, land trusts, limited equity co-op, scattered site</li> <li>- Co-op 101 and the 7 cooperative principles</li> <li>- Different types of cooperatives; Start-ups and conversions; legal implications (state law)</li> </ul>
<b>Demystifying Capital</b>	<ul style="list-style-type: none"> <li>- Capital hustle versus philanthropic hustle</li> <li>- When to seek outside capital vs. raise own</li> <li>- 5 different ways to do capitalization: debt, grant funding, pre-purchase agreements, client buys equipment and work down the purchase, PRI's</li> <li>- Productive debt vs. unproductive debt</li> <li>- Creative uses of Philanthropy - donor advised funds</li> </ul>