



Community Purchasing for a Cooperative Future

CPA's coordinated group purchases save institutions thousands of dollars. Our members are charter schools, houses of worship, and human services organizations. **When we help community institutions cut costs, the money saved goes back to the people they serve.** This cooperative model was born out of local community organizing, which means a network of trust has been built through teams of deeply engaged, local community leaders. When we help these leaders and their community institutions choose anti-racist and environmentally-sound vendors, the money spent builds markets that help disadvantaged businesses grow and strengthens our IAF affiliate organizations.



Meet CPA

In 2011, representatives from 12 Washington D.C.-area churches got together and realized that they were spending more on electricity than on their pastors' salaries. **By working together, these leaders decided to combine their purchasing power to lower operating costs and strengthen their communities.** Since then, this group grew to form a full-fledged and financially self-sustaining purchasing cooperative in the DC Metro Area and has been seeding cooperatives in Illinois, Massachusetts, Ohio, and Connecticut.

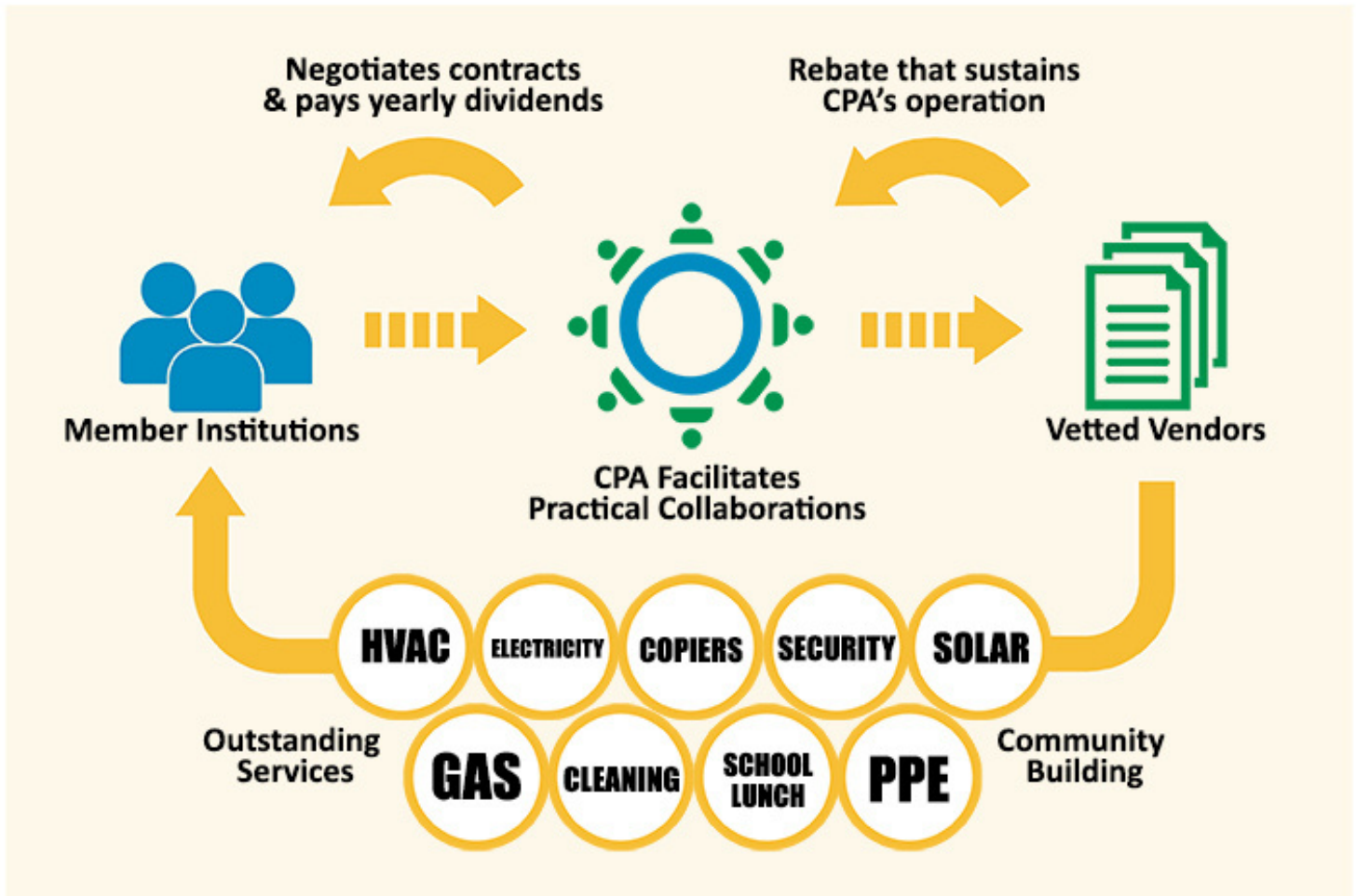
What's the impact?

121 collaborated on \$17.3 million. In 2019, CPA Co-op facilitated \$17.3 Million in contracts and purchases in 10 purchasing areas for 121 organizations.

43% went to person-of-color-owned businesses. \$7.9 million from these churches and schools went to Black and Latinx-owned-businesses.

40 solar projects were installed and financed off the balance sheet in ways that strengthened each organization's near-term and long-term financial position.

ANATOMY OF A COOPERATIVE



Impact Highlights

For Randall Memorial United Methodist Church, a 108-year-old church in Northeast D.C., our process started with lots of listening and a leaky roof. Working together to find a solution for their facility, we were able to capitalize on their flat roof and D.C.'s valuable solar market to negotiate a solar panel contract that included a new roof, at no extra cost to the congregation. **"Because of CPA, we're in a better position for ministry in this community."** - Rev. Dr. Brian Jackson

Illinois Early Wins

In the middle of a pandemic we kicked off **an electricity purchase with 12 institutions that will save participants \$50,000 in 2020**. With the partnership of the four local Industrial Areas Foundation affiliate organizations and a \$25,000 pledge from the National Cooperative Bank, we have the support, talent, and grassroots interest needed to bring a purchasing cooperative to this new region.