

Paul Giudice

CANDIDATE STATEMENT

I still consider myself a “newbie” to the cooperative model. My introduction occurred nine years ago when I met the founders of then CoopMetrics, now CoMetrics. To this day, I’m constantly reminded of the outsized impact cooperatives have on our economy and world. Sadly, it’s a well-kept secret that I intend to share.

CoMetrics would not be around today if it weren’t for the cooperative model. As CEO of CoMetrics, I’ve leaned into the cooperative model to retain our workers, learn from our customers, and finance our balance sheet.

We are a 308B Minnesota cooperative. Most of our members are workers with the balance, consumers. Our worker-ownership model is directly responsible for the stellar team we’ve been able to retain and grow. Our team is amazing and truly special. And the shared sense of ownership is palpable and impactful.

Further, our consumer members, represented on our board of directors, help shape our company strategy while providing specific feedback on product and customer experience decisions. It’s unique to have your customers share a vested interest in the success of the business. It truly defines “partnership.”

Finally, the cooperation among cooperatives we’ve enjoyed has sustained and fueled our business. Our customers are cooperatives, our users are cooperatives, our lenders are cooperatives, and we’ve received foundational support since the early beginnings of CoMetrics from the broader cooperative community.

The challenges sharing this business model with the world are real. It can be complicated, hard to explain, and co-ops span so many industries and models. BUT, with my learned experience as a cooperative leader combined with my outside experience advising companies of all sizes, I believe I can help shine a new light on the cooperative model and bring new perspective to the NCBA CLUSA board. Further, I have a deep network of relationships through our customers and prospects in the purchasing cooperative space. I also believe I can help NCBA CLUSA deepen our engagement and participation from this sector.

Thank you for your consideration. Onward!