

Capital raising for co-ops & collaborations



Farming together.

Course Outline

Who is this course for?

Founding board members and business managers of existing, and newly formed co-operatives or collaborative enterprises.

Why? New businesses need to understand how to secure finance. Collaborating and co-operative businesses have particular structural needs and financial instruments. What are the options, benefits and risks?



Content

Preliminary

1. Finance & collaboration - structure types
2. Financial structures of successful collaborations
3. Member or shareholder participation
4. Implications of partnership channels to market

Core

1. Share structures and startup capital
2. Loans
3. CCUs
4. Crowdfunding
5. External investment options, benefits and risks
6. Financial forecasts and assumption testing
7. Reporting
8. Issues to watch out for

Course delivery modes

At a location that suits your group* – or at a Southern Cross University venue in Sydney, Lismore, Coffs Harbour or the Gold Coast.

- face time with a finance expert
- small group activities to share with and learn from each other
- micro-learning updates, quizzes and reporting templates
- discounts on *Farming Together's* 1-on-1 mentoring service

Timing and locations

This full-day (plus 4 week follow-up micro-learn) course is offered quarterly, when a group (or several smaller groups) can gather at a NSW community* or Southern Cross University venue (Sydney, Lismore, Coffs Harbour, Gold Coast). **Minimum number to run course = 25.**

Costs: \$2500/person [with 50% subsidy from NSW Rural Assistance Authority (NSWRAA)]. Cost covers expert presenter, catering, materials, 4 micro-learning updates and certification to enable reimbursement. Venues must have reliable large screen internet access and participants are encouraged to BYO mobile device (smart phone/ipad). No software needed.

Eligibility: Any NSW primary producer with more than 50% of gross income from Primary Production. The NSWRAA also allows participants to claim travel (fuel, accommodation, meals) and child/respite care, but not wages relief.

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