Specialist Enterprise Support

Consultancy * Training * Mentoring * Study visits
Supporting food businesses to be robust and sustainable

The Consultant Pool.
Advice and training across all projects
Working together with Co-operatives UK

The Mentor Pool.
1:2:1 support to individuals within organisations.

60 Study visits.
Designed, facilitated and funded visits for MLFW clients.
The Golden Company

What The Golden Company do well

• Good planning

• Chasing multiple revenue streams

• Putting themselves out in the market place.

• Social objectives are built into the business model of the social enterprise

Support from Enterprise Support.

• Help with a growth and sustainability strategy

• Identification of public sector contracting opportunities (youth service, schools, LSC)

• Website: brand and marketing development. Press coverage
Loxley Valley Community Farm

What Loxley Valley do well

- Meeting a need
- Got on with it
- Get publicity!
- Have a clear and public 3 year plan
- Realistic view of membership and volunteering

What Enterprise Support did…

- Provided mentoring to one of the directors.
- Put on community finance training for CSA’s in Sheffield.
- Taking applications to visit Loxley in the summer.
The visit started as a simple fact finding mission but resulted in big project changes for HCP Ltd.

**Visitors**
- Deciding who takes the final responsibility for the shop, HCP Ltd or our tenant
- A small shop is a complicated a business.
- We cannot rely solely on volunteers to run our shop
- Realising that we should take our time to decide how best to set up the shop, - after all we haven’t had one for 30 years!

**Host organisation:**
- The need to be honest and provide practical advice and guidance
- The visit helped me to realise how well we’ve done and how much we’ve achieved
- How little we knew when we started and how much we know now
- I wish a similar scheme had been available when we started out

**Facilitator:**
- The general consensus is that the visit gave everyone the opportunity not to rush into making a decision about the shop ownership, at the George & Dragon, or the structure and management..
Walton Lea Project

What Walton Lea do well

• Mission focussed

• Optimise diverse income opportunities

• Preserving tranquility, whilst sharing the work space

And with Enterprise Support…

• Becoming a destination shop

• Capitalising on proximity to other attractions

• Maximising presence at the farmers’ market.

• Optimising the website.

www.makinglocalfoodwork.co.uk
How to be an economically viable growing business

• Start out robustly, and have a plan as well as a vision.
• Don’t ignore the obvious – it’s hard to make a living growing vegetables.
  – Ask yourself - How can you add value to the business?
• Ask the experts – The people who are doing it well - not just consultants!
  • Visit and really listen to people’s experiences. They do know better than you!
  And will save you loads of time.
• Embrace economic diversity whilst keeping true to your mission
  – Income from selling produce
  – Income from secondary produce
  – Income from service level agreements
  – Income from training
  – Income from consultancy/ hosting study visits
  – Income from facilities
  – Income from grants – social and economic.
• Take advice from programmes like MLFW. It’s free and dedicated to groups like yours.
• Shout loudly about what you do.