Co-op Financing

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Overview

- Timing is Everything
- Hurdles or Roadblocks
- Show Me the Money
- Call Me Irresistible
Timing is Everything

- Farmers interested in adding value
- Minnesota model existed
- Potential investors’ frame of mind was right
- Monies available from potential investors

Hurdles or Roadblocks

- Identifying Board Members
  - Need to...
    - Work well together
    - Possess complimentary skill sets
    - Represent large geographic area

- Maintaining the Timeline
  - Minimize slippage
Hurdles or Roadblocks

• Startup Costs
  – Don’t underestimate the cost of putting the project together
    • Feasibility study
    • Legal fees for organizing
    • Permitting costs
    • Fund raising costs
    • Staff costs

Show Me the Money

• Sources of fund
  – Grants
  – Seed stock
Call Me Irresistible

- Conduct Feasibility study
- Build network
- Develop business plan
- Select site
- Identify quality builder
- Emphasize strong points
- Present realistic ROI

Questions?

QuickTime™ and a TIFF (Uncompressed) decompressor are needed to see this picture.