PRODUCER COLLABORATIVE BUSINESS MODELS

Full day workshop

Monday September 3\textsuperscript{rd} 2007
Conference Room One, Centre for Cropping Systems
York Road, Northam
9:00 to 4:00

Cost: $20

Individuals growing a small amount of product each often find it difficult to gain access to the marketplace. In many cases it is beneficial for growers to pool their resources (product, time, skills…) to ensure continuity of supply to the market and to avoid unnecessary competition, duplication of efforts, and extra expenses.

Over the years there have been many cooperatives that have succeeded and many more that have failed. This day will explore the benefits and the pitfalls of various models. Speakers will tell of their experiences and time will be made available to discuss your own industry and ideas for Business Models.

9:00 arrive for coffee
9:30 Brad Plunkett, Department of Agriculture and Food WA – Phd (University of Missouri, Columbia: Co-operative Strategy / Structural issues), Collaborative Business Structures unit, Department of Agriculture and Food, WA: ‘Co-operative Design Principles’
10:30 Questions
10:45 Morning tea
11:05 Case Studies, the voice of experience:
- Heartlands
- Vern Dempster – United Farmers Cooperative
- Peter Wells – Cooperatives WA
12:05 Questions to the panel
12:20 Brad Plunkett – Resources available, possible ways forward

12:35 Lunch
13:10 Audience break into grower related groups, opportunity to discuss one-on-one with the presenters about their own product and potential issues
14:10 Full group discussion, sharing of ideas from the previous session
14:35 Afternoon tea
15:00 Paving the way forward
16:00 Close

RSVP for catering: Monica Durcan, AVONGRO: 9291 8249, mdurcan@iinet.net.au