

STIR *to*
ACTION

Development
Pipeline Tool
Taster Workshop

What to expect?

- Introduction to development tool
- Diagnostic breakout activity & discussion
- Strategic development breakout activity & discussion

Who is Stir to Action?

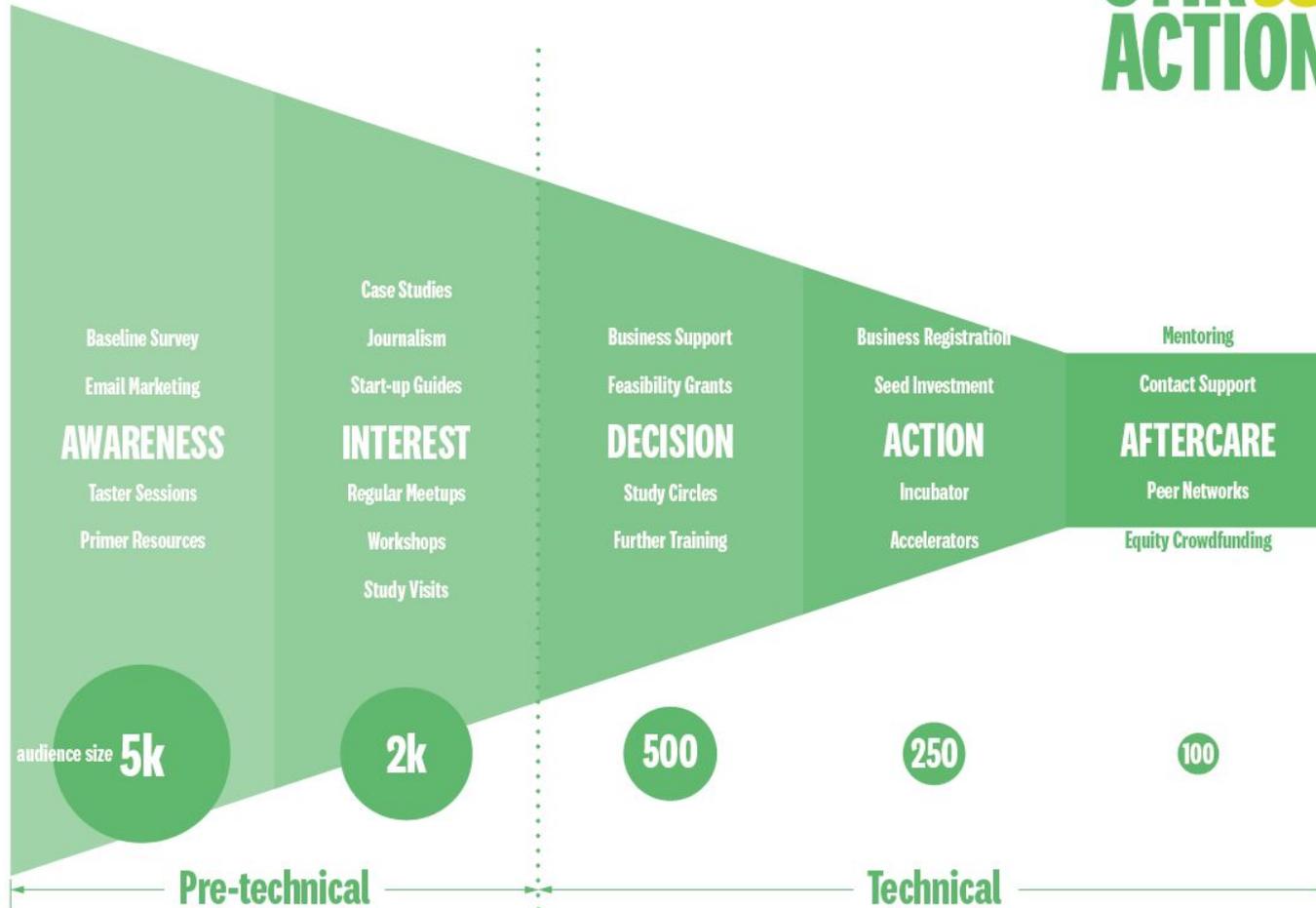
- Emerging infrastructure body
- Community of practice
- National training platform

Why?

Supporting local government to be an active and effective partner in democratic business development.

DEVELOPMENT PIPELINE TOOL

STIR^{to}
ACTION



What are the outputs?

Detailed analysis of local infrastructure & gaps

“What infrastructure can support and encourage more democratic business activity?”

What are the outputs?

Identify existing & new 'entry points' into the sector

"How can you use in-reach partnerships and adjacent networks to engage new audiences?"

What are the outputs?

Strategic understanding of full business cycle

“What is the support cycle and how do we determine the ‘pace’ of development?”

What are the outputs?

Develop readiness and appropriate levels of support

Understanding your 'pipeline' and offering the right level of support.

Development Pipeline Tool

'Full cycle' or the five stages of co-operative development

1. Awareness
2. Interest
3. Decision
4. Action
5. Aftercare

Development Pipeline Tool

'Awareness'

Building cultural awareness of new models

- Limited awareness
- In-reach partnerships
- Low capacity and inequity
- Charity to enterprise

Development Pipeline Tool

'Interest'

Developing awareness into interest

- Study visits and open days
- Accessible training opportunities
- Relatable and relevant
- Reviewing the 'literature'

Development Pipeline Tool

'Decision'

Exploring options & applying for support

- Feasibility & viability studies
- Business support
- Organisational development

Development Pipeline Tool

'Action'

Making commitments and launching the business

- Business registration
- Building the team
- Incubators and accelerators
- Fundraising

Development Pipeline Tool

Aftercare

Registration to operation

- Investment readiness
- Workspace
- Networks

How can I use the pipeline development tool?

- Diagnostic: identifying existing infrastructure & development gaps
- Strategic: when & where to invest capacity and resources
- Funding: leveraging internal & external funding

1. Diagnostic

- The purpose of this phase is to understanding the baseline: What data is out there? What is the existing democratic business infrastructure? Which organisations and possible partners can we identify?

Diagnostic breakout activity

Start to develop a map for your local authority / area - What business support programmes exist? Which co-ops are there? Which institutions (business, statutory) might enable connections?

2. Strategic

- Based on the outputs from the diagnostic assessment, the purpose of this phase is to analyse gaps in the current system for democratic business and cultural development, and prioritise what areas of investment would create maximum impact for the pipeline?

Strategic breakout activity

From the partners and orgs identified in the diagnostic activity, can you see any emerging gaps or opportunities? Talk about these with your partner.

3. Funding

- Based on our identified investment priorities, what funding is available to support these options (e.g. micro grants to existing programmes)

Support package

5-10 days of support on diagnostic, strategic development, and funding opportunities.