

# **Piecing together funding**

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DANI

# Funding sources

- Traditional funding
  - Government
  - Fundraising
  - User fees

# Funding sources

- Innovative funding
  - While relying on traditional funding sources a new idea is introduced
  - Business model is attached to the non-for-profit
    - Non-for –profit selling
    - Social Enterprise
    - B-Corporation

# Business models

- Non-for-profit selling
  - Occasional sales (art show, local market, etc.), occasional profit is made
- Social Enterprise
  - Business idea is formed and operated, ongoing profit is made
- B-Corporation
  - Benefit corporation or B-corporation is a type of for-profit corporate entity that includes positive impact on society and the environment in addition to profit as its legally defined goals

# DANI Social Enterprise Model

It's a 'hand up', not a 'hand out'

# What is a Social Enterprise?

- A business venture with a social twist
- Works like a business
- Profit is generated
- Vocational training possibilities
- Preparation for the open job market

# A business venture with a social twist

- Builds on community support
- Open to the public
- Niche market research (A **niche market** is the subset of the **market** on which a specific product is focused)

# Works like a business

- Professionally run and managed
- Market value/market price



# Profit is generated

- Just like any other business, there is a profit margin
- No shareholders
- Profit is turned back into the non-for-profit organization's budget

# Vocational training possibilities

- Participants are trained in the business
- Participants take pride in the work they do
- Once trained and working; participants are paid (market value!!!!)

# Preparation for the open job market

- Social enterprise is somewhat sheltered
- Open market employers need training and ongoing support
- Participants need ongoing support
- Buffer between employers and employees

# DANI Social Enterprise Arms

- DANI Dairy Delights Catering
- DANI Event Centre
- Café DANI
- DANI Gifts
- DANI Express Snack Bar
- Greenhouse
- DANI Wash N'Fold (future)

# Current DANI Funding

- 30% Tuition fees
- 5% Government Grant
- 15% Social Enterprise net revenues
- 50% Fundraising

