

Business Growth Program

The Food South Australia Business Growth Program will help you address the key questions involved in growing your product range or your business:

1. Can I sell it?
2. Can I make it?
3. Can I afford it?

Every business is different. The Business Growth Program is designed to provide you with a flexible program of support based on your priorities and needs. Food South Australia can help you develop your strategies and skills, find the right help to overcome your key challenges and connect you with the right support to achieve your objectives.

Market intelligence

Can I sell it?

Accessing our global resources in market and competitor intelligence, we can work with you to identify your competitors, evaluate competing products, and identify potential market and distribution channel opportunities. We can support you with information and connections to the right people to grow your pathways to market and reach your product development and market growth objectives. Information available includes recent product launches, product pricing and presentation, and key distributors for your product category and markets.

Business management

Can I make it?

Bring your product development processes up to best practice standard through the implementation of a stage gate approach to innovation. Through this process, we can help you identify needs and solutions to the challenges in developing and implementing your new product or system. We will also connect you with experienced industry professionals to help you grow your business management skills and we can provide structured coaching to help you save time and money developing new products using a fast track process.

Finance and risk management

Can I afford it?

What effect will your plans for growth have on your business? Through the Business Growth Program, we can help you access expert support to assess your true financial position, and to develop your internal business skills to manage finance and risk into the future and grow your profitability.

Who is the Business Growth Program for?

The Business Growth Program is open to food or beverage manufacturing businesses of any size or age, and to primary producers looking to value-add products, provided the business:

1. Is a South Australian-registered food or beverage manufacturing or value-adding primary production business
2. Has some level of existing plans for growth
3. Is willing to work with Food South Australia's Business Growth team and expert advisers and share information to achieve growth.

How does it work?

The Business Growth Program starts with an initial discussion with our program team. Our team (the pit crew) will then work with you (the driver) to move your business forward, accelerate your growth and provide the right assistance to make it happen. At the 9-11 month mark, the program team will evaluate progress and identify areas of further need and support.

Our support includes our in-house team and external service providers, selected and referred to you based on your specific needs.

What does it cost?

- Food South Australia members: \$220 (inc gst)
- Non-members: \$715 (inc gst)

Limited places are available in this program for 2018-2019 and applicants will be accepted on a first come, first served basis.

How can I participate?

Please contact our Business Growth Program team to find out more.

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Visit the Business Growth Program page on our website at <https://foodsouthaustralia.com.au/business-growth-program/>.

Connect with us

Contact Food South Australia at contact@foodsa.com.au or on (08) 8303 9435.



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