

## Guidance, Support and Options for Collaborative Routes to Market

### Organisations Providing Advice & Support

- **Co-operatives UK** – National body supporting the development of co-operatives with guidance, training and governance resources.  
<https://www.uk.coop/start-new-co-op>
- **Co-operative Development Scotland** – Support for co-operative formation, governance and employee ownership in Scotland.  
<https://www.scottish-enterprise.com/how-we-can-help/business-strategy/business-models/co-operative-business-support>
- **Scottish Agricultural Organisation Society (SAOS)** – Specialist organisation supporting farmer co-operatives and producer collaboration in Scotland, providing governance advice, facilitation, business planning and development support.  
<https://www.saos.coop>
- **Plunkett UK** – Helps communities establish and run community-owned rural businesses.  
<https://plunkett.co.uk>
- **Community Supported Agriculture Network UK** – Advice and resources for farms exploring CSA models and subscription farming.  
<https://communitysupportedagriculture.org.uk>
- **Landworkers' Alliance** – Support and resources for small-scale farmers, including guidance on direct sales and local supply chains.  
<https://landworkersalliance.org.uk>

### Key Guidance & Further Reading

- **Co-operatives UK – Start a Co-op Guide**  
<https://www.uk.coop/start-new-co-op>
- **Co-operatives UK – Guide to Co-ops**  
<https://www.uk.coop/resources/guide-co-ops>
- **Landworkers' Alliance – Direct Sales & Short Supply Chains Guide**  
<https://landworkersalliance.org.uk/wp-content/uploads/2020/10/Landworkers-Alliance-Guide-to-Direct-Sales-models-and-management.pdf>
- **Landworkers' Alliance – Direct Sales Case Studies**  
<https://landworkersalliance.org.uk/wp-content/uploads/2020/10/LWA-Direct-Sales-CASE-STUDIES-.pdf>

## **Types of Co-operatives**

- Worker co-operative – owned and run by employees
- Producer / agricultural co-operative – farmers collaborate to market produce or buy inputs
- Marketing co-operative – producers jointly sell products
- Processing co-operative – producers collectively own processing facilities
- Machinery / service co-operative – shared equipment or services
- Consumer co-operative – owned by customers
- Multi-stakeholder co-operative – ownership shared across different member groups
- Secondary co-operative – a co-op owned by other co-ops

## **Community & Collaborative Business Models**

- Food hubs – collaborative aggregation and distribution of local food
- Community Supported Agriculture (CSA) – customers support farms through subscriptions
- Farm partnerships / joint ventures – farms collaborate on production or marketing
- Producer organisations – groups coordinating supply and marketing
- Community businesses – enterprises owned and run for community benefit
- Community share enterprises – businesses financed through community investment