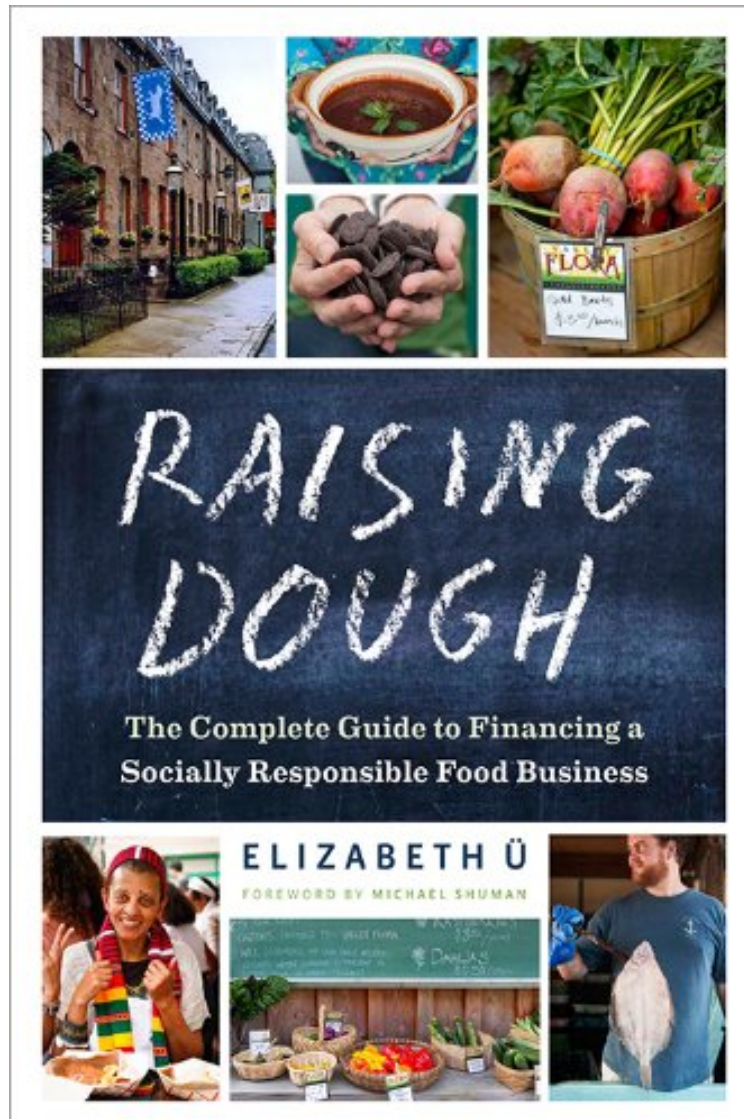


# Raising Dough: The Complete Guide to Financing a Socially Responsible Food Business

Elizabeth Uuml;

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**Elizabeth Uuml; : Raising Dough: The Complete Guide to Financing a Socially Responsible Food Business** before purchasing it in order to gage whether or not it would be worth my time, and all praised Raising Dough: The Complete Guide to Financing a Socially Responsible Food Business:

8 of 8 people found the following review helpful. MUST read for all emerging and accomplished entrepreneursBy JulieAs owner of a very successful cafe (7.5 years this writing) and founder of our town's local first movement, I can only imagine how many thousands of dollars I could have saved and natural conflict I could have avoided with just the

first three chapters alone. There is no other book that compares to this, which contains the absolute leading edge of information in a rapidly evolving field. I have spent countless hours researching many of the different aspects of this book, and now it is all neatly compiled into a practical, information rich and easy to understand book for the emerging foodpreneur or seasoned social entrepreneur/activists looking to reorganize, grow or evolve their concept to the next thing. When people like Elizabeth U are in the sweet spot of influencing so many people in our economic climate, I have way more than just hope for the future. "Raising Dough" is a very grounded book bringing pragmatic and practical practices into a new business culture that is helping co-create the "more beautiful world our hearts know is possible" (Charles Eisenstein).0 of 0 people found the following review helpful. Five StarsBy A. Loret de MolaGood, specific advice on a variety of subjects related to fundraising and starting your business.3 of 3 people found the following review helpful. Excellent book for funding resources for small farms.By Melinda PereiraGreat book for anyone considering starting a small farm or any kind of farming venture. Lots of resources available for financing.

More and more entrepreneurs are using food-based businesses to solve social and environmental problems - and yet the majority of them report that a lack of access to capital prevents them from launching, maintaining, or growing their ventures. Raising Dough is an unprecedented guide to the full range of financing options available to support sustainable food businesses.Raising Dough provides valuable insights into the world of finance, including:Descriptions of various capital options, including traditional debt and equity, government grant and loan programs, and cutting-edge models such as crowdfunding and community-based alternativesGuiding questions to help determine which capital options are the most appropriate given the size, stage, entity type, growth plans, mission, and values of an enterpriseCase studies and testimonials highlighting the experiences of food system entrepreneurs who have been there before, including both success stories and cautionary talesReferrals to sources of capital, financiers, investor networks, and other financial resources.Written primarily for people managing socially responsible food businesses, the resources and tips covered in this book will benefit social entrepreneurs - and their investors - working in any sector.

ldquo;Starting a food business?nbsp;Raising Doughnbsp;provides an extremely useful roadmap through the financial landscape. This is a wonderful overview of the tools and techniques for capitalizing your small food enterprise.rdquo;--Woody Tasch, chairman, Slow Money, and author ofnbsp;Inquiries into the Nature of Slow Moneyldquo;Enterprise and money are a representation of spirit, values, and responsibility for the whole. This book provides valuable financial guidance for entrepreneurs who are building the companies that are vital to a sustainable society. Elizabeth Uuml; offers important insight for a new era of good business.rdquo;--Joel Solomon, chairman, Renewal Fundsnbsp;ldquo;In this book, Elizabeth tells the revealing truth of what it takes to raise capital for mission-driven food businesses and the extraordinary creativity and perseverance required to succeed. Her book also shares inspiring stories about entrepreneurs who are making breakthroughs and innovations in fundraising. No one who is thinking about starting and raising money for a food business should do so without first reading this book.rdquo;nbsp;--Brahm Ahmadi, CEO and president, Peoplesquo;s Community Marketldquo;Great business ideas need money behind them, and Elizabeth Uuml; shows us how to attract and steward investors who are looking beyond profit and toward the benefits that a mission-driven business brings to the community it serves. I wish this book had been around when we were looking for equity investors in Cowgirl Creamery.rdquo;--Sue Conley, cofounder, Cowgirl Creameryldquo;Elizabeth has written an absolutely critical book for social entrepreneurs.nbsp;She provides a unique perspective on how different kinds of capital can be blended and sequenced.nbsp;If you are not familiar with how to attract grants, low-interest loans, equity, loan guarantees, etc., to grow your business, yoursquo;ll find this to be a hugely valuable investment in yourself.nbsp;Read it, use it!rdquo;--Don Shaffer, president and CEO, RSF Social Financeldquo;The foundation of a new economy is an equitable society that values everyone. Localists know this requires working on multiple fronts, and community capital is one of the most important. Elizabethrsquo;s book coversnbsp;the many ways to connect any local businessesmdash;not only those related to foodmdash;with local lenders, investors, and donors.rdquo;--Michelle Long, executive director, Business Alliance for Local Living Economies (BALLE)ldquo;Raising Dough is an invaluable resource for socially minded farmers and food entrepreneurs. Elizabeth Uuml;rsquo;s clear-eyed, nuts-and-bolts advice demonstrates that, like food, finance can be sustainable, too.rdquo;--Amy Cortese, author of Locavesting: The Revolution in Local Investing and How to Profit from Itldquo;Asnbsp;a food entrepreneur, I learned how challenging it is not only to find money butnbsp;to find thenbsp;rightnbsp;money. Elizabethrsquo;snbsp;book is an important tool to help food entrepreneurs start and grow their businessesnbsp;in a way that supports their visionmdash;so that their food start-ups can thrive andnbsp;change the world.rdquo;--Sheryl Orsquo;Loughlin, executive director, Center fornbsp;Entrepreneurial Studies at the Stanford University Graduate School of Business,nbsp;cofounder and former CEO, Nest Collective (now Plum, Inc.), and former CEO,nbsp;Clif Bar Companyldquo;Successfully financing food enterprises is paramount to building a just, fair, and healthy food system. Elizabethrsquo;s book shows us how to get it done.nbsp;Raising Doughnbsp;is an excellent addition to the literature of the sustainable food movement.rdquo;--LaDonna Redmond, executive director, The

Campaign for Food Justice Now! Elizabeth Uml; has created a formidable one-stop guide to the brass tacks of building a successful sustainable food business. For everyone who's ever wanted to turn their passion for sustainable food into a thriving business, this book is for you. --Anna Lappe, founder Real Food Media Project and author, *Diet for a Hot Planet* Where has this book been all my life? This step-by-step guidebook to financing food businesses is vitally needed today. In this rapidly evolving field, *Raising Dough* is a key contribution. --Marjorie Kelly, Tellus Institute fellow and author of *Owning Our Future: The Emerging Ownership Revolution* About the Author Elizabeth Uml; is executive director of Finance for Food, a nonprofit that educates food-system entrepreneurs in the United States about the full range of financing options available to support them. Elizabeth has extensive experience at the intersection of sustainable food systems and social finance; helping food-based business owners identify appropriate; and mission-aligned; financing opportunities based on their unique situations and values. Elizabeth previously served as manager of strategic development at RSF Social Finance, helping launch a loan fund to support high-impact, sustainable food ventures. She has served on staff at the Business Alliance for Local Living Economies (BALLE), and spent two years as program officer of Slow Money, then a project of Investors' Circle. Elizabeth regularly speaks and gives workshops on the topics of impact investing, social finance, and sustainable food systems at conferences geared toward foundations, financiers, investors, philanthropists, nonprofits, and social entrepreneurs. A Food and Community Fellow of the Institute for Agriculture and Trade Policy, Elizabeth holds a BS in geography from McGill University and an MBA in sustainable management from Presidio Graduate School. She lives in San Francisco, California. Michael H. Shuman is an economist, attorney, author, and entrepreneur, and a globally recognized expert on community economics. He is one of the architects of the crowdfunding JOBS Act signed into law by President Obama in April 2012. He's a fellow at Cutting Edge Capital and Post Carbon Institute and a founding board member of the Business Alliance for Local Living Economies (BALLE). He teaches economic development at Simon Fraser University in Vancouver. He has authored or coauthored nine books, including *Local Dollars, Local Sense*; *The Small Mart Revolution*; and *Going Local*. Shuman has performed leakage analyses and related economic; development planning in more than ten states and has analyzed opportunities for food localization for several states, cities, counties, and regions across the nation. He has given an average of more than one invited talk per week, mostly to local governments and universities, for thirty years in forty; seven states and eight countries. He has appeared on numerous television and radio shows, such as the *The NewsHour* with Jim Lehrer and NPR's *Talk of the Nation* and *All Things Considered*, and has written nearly one hundred articles for such periodicals as *The New York Times*, *The Washington Post*, *The Nation*, *The Weekly Standard*, *Foreign Policy*, *Parade Magazine*, and *The Chronicle of Philanthropy*. Previously, he has been a W.K. Kellogg National Leadership fellow. He is also a member of both the State Bar of California and the District of Columbia Bar, and he lives in Silver Spring, Maryland, with his two children.