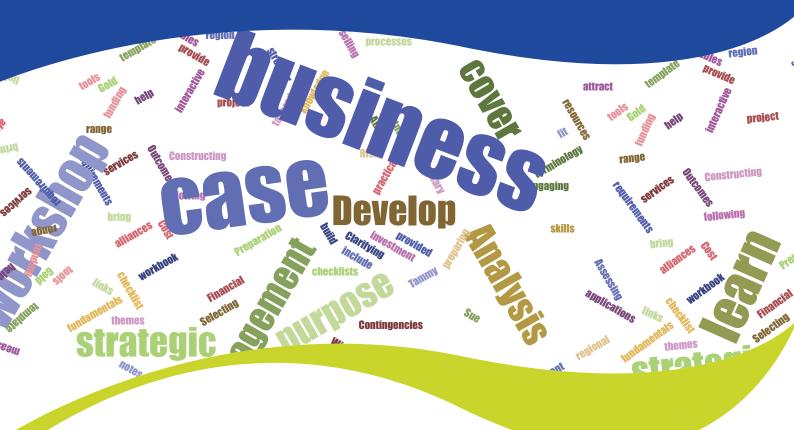
WRITING A WINNING BUSINESS CASE

Thursday 3 March 2016 | Wagga Wagga



WORKSHOP DESCRIPTION

This workshop will cover the fundamentals of preparing a Winning Business Case and provide you with practical tools to help attract the investment necessary to build a stronger region. Tammy Atkins and Sue Gold bring a range skills and knowledge in regional development, business services, project management, strategic alliances and funding applications.

This interactive workshop will cover the following themes:

- Clarifying the purpose and requirements of a Business Case
- Assessing the strategic fit
- Engaging partners
- Preparation and processes to develop a Business Case
- Selecting a Business Case that is fit for purpose
- Develop a business case checklist
- Risk Analysis, Management & Contingencies
- Financial and Cost Benefit Analysis
- Outcomes and measurables
- Constructing and selling the Business Case

A tailored workbook will be provided which will include workshop notes, business case terminology, template checklists and links to further resources.

WHO SHOULD ATTEND?

Development Officers, Senior Managers, Managers of Businesses, Government, Projects, Human Resources, Finance.

REGISTRATION FEE: \$120 INCL GST

Please complete registration form attached and return to contact details listed below:

Marg Couch | RDA Riverina Project Officer | po@rdariverina.org.au | Ph: 02 6964 5540

Where: Cache Function Centre | 214 - 220 Baylis St, Wagga

PROGRAM:

9.00am - 9.30am	Registration
9.30am - 9.40am	Mark Ritchie RDA Riverina EO Introduction & NSRF
9.40am - 11.00am	How to Write a Winning Business Case (1)
11.00am - 11.30am	Morning Tea
11.30am - 1.00pm	How to Write a Winning Business Case (2)
1.00pm - 1.40pm	Lunch
1.40pm - 4.30pm	Mentoring & Coaching in small groups. Topic of most need will be determined by the group eg cost benefit analysis, budgeting, risk analysis, partnerships.

BOOK EARLY - Limited spaces | Morning Tea, Lunch & Afternoon Tea provided.

PRESENTERS



SUE GOLD

Sue Gold brings a collaborative and practical approach to her services.

She provides business services, project management, mentoring, coaching, training and facilitation services to private enterprises including large, small and micro business and registered training organisations; community organisations, including neighbourhood houses; public organisations, including health care providers; and micro business operators.

Sue has delivered Business Case workshops and assisted a number of clients establish strategic alliances, prepare a Business Case aligned with strategic goals and grant applications. She also works one-to-one with clients developing project plans and then preparing Business Cases and funding applications.



TAMMY ATKINS

Tammy Atkins has experience working with all three tiers of

government and with manufacturers. She has assisted community groups and individuals develop funding applications as well as Local Government during her time as Economic Development Officer for Indigo Shire Council. Whilst regional manager at the Industry Capability Network she worked on regional and nationally significant projects including the \$2B Victorian Foodbowl Modernisation, \$750M Sugarloaf Pipeline and the 2009 Black Saturday bushfire rebuild. She has extensive networks and an understanding of government policy and processes.

Tammy has written and overseen the preparation of a number of Business Cases. One of her larger projects involved preparing a Business Case to encourage the Victorian Government to allocate funding to engage a specialist manufacturing consultant to work with her to develop a Business Case for the establishment of an Australian manufacturing plant to produce plastic lining. An ultimately successful business venture.

TO REGISTER:

- Complete the form attached
- Spaces are limited so book ASAP by emailing registration form to po@rdariverina.org.au and request an invoice if required.
- Deadline for registrations is Tuesday February 23, 2016





WORKSHOP REGISTRATION

WRITING A WINNING BUSINESS CASE Thursday 3 March, 2016

Name:		
Address:	Town:	
Phone:	Mobile:	
Email:		
Occupation:		
I am registering for:		
✓ Wagga Wagga / March 3, 2016 \$120.00 (inc. GST)		
ADDITIONAL INFORMATION:		
Special Dietary Requirements:		
Emergency Contact Name:		
Special Needs:		
PAYMENT DETAILS:		
Cheque	If cheque please payable to: RDA Riverina	
Money Order	If money order please payable to: RDA Riverina	
☐ Direct Deposit	If Direct Deposit please send the receipt from the transfer with this registration form	
Account Name: RDA Riverina Bank: Bendigo Bank Description: Your Surname BSB: 633 000 Account: 137672663		
Mail: RDA Riverina PO Box 8025 GRIFFITH EAST NSW 2680		
Scan & Email: Marg Couch po@rdariverina.org.au		

ALL REGISTRATIONS WILL BE CONFIRMED ON RECEIPT OF PAYMENT.

REGISTRATIONS AND PAYMENT DEADLINE: ASAP TO SECURE A PLACE / 23 FEBRUARY 2016