

Think Tank: Workforce resilience and community engagement

Teresa Reed

Mangrove Housing Ltd



DIVERSIFICATION

creating for-purpose revenue streams



MANGROVE GROUP

THE POWER OF PARTNERSHIPS



MANGROVE REALTY



MANGROVE
MAINTENANCE & CLEANING

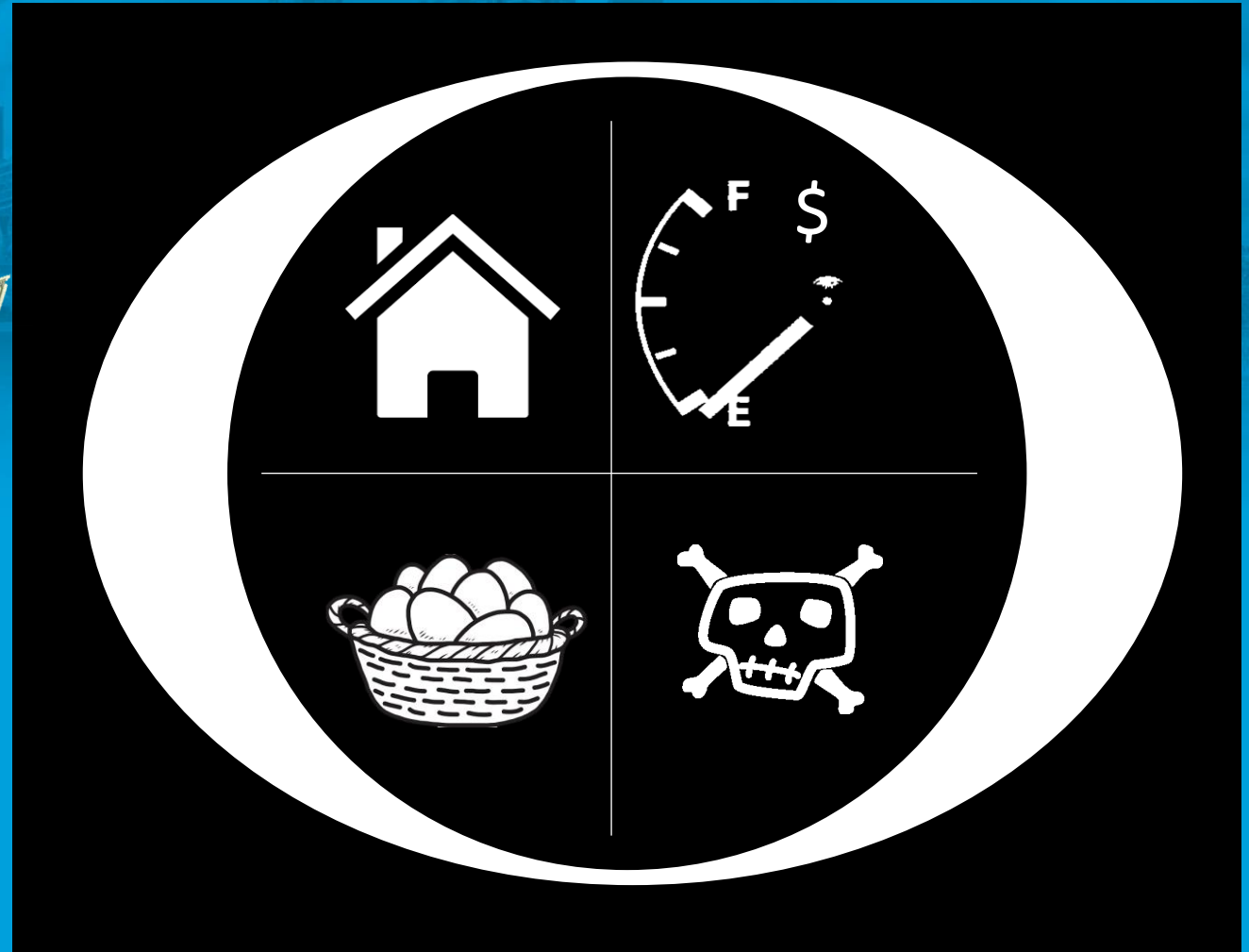


REVENUE STREAMS

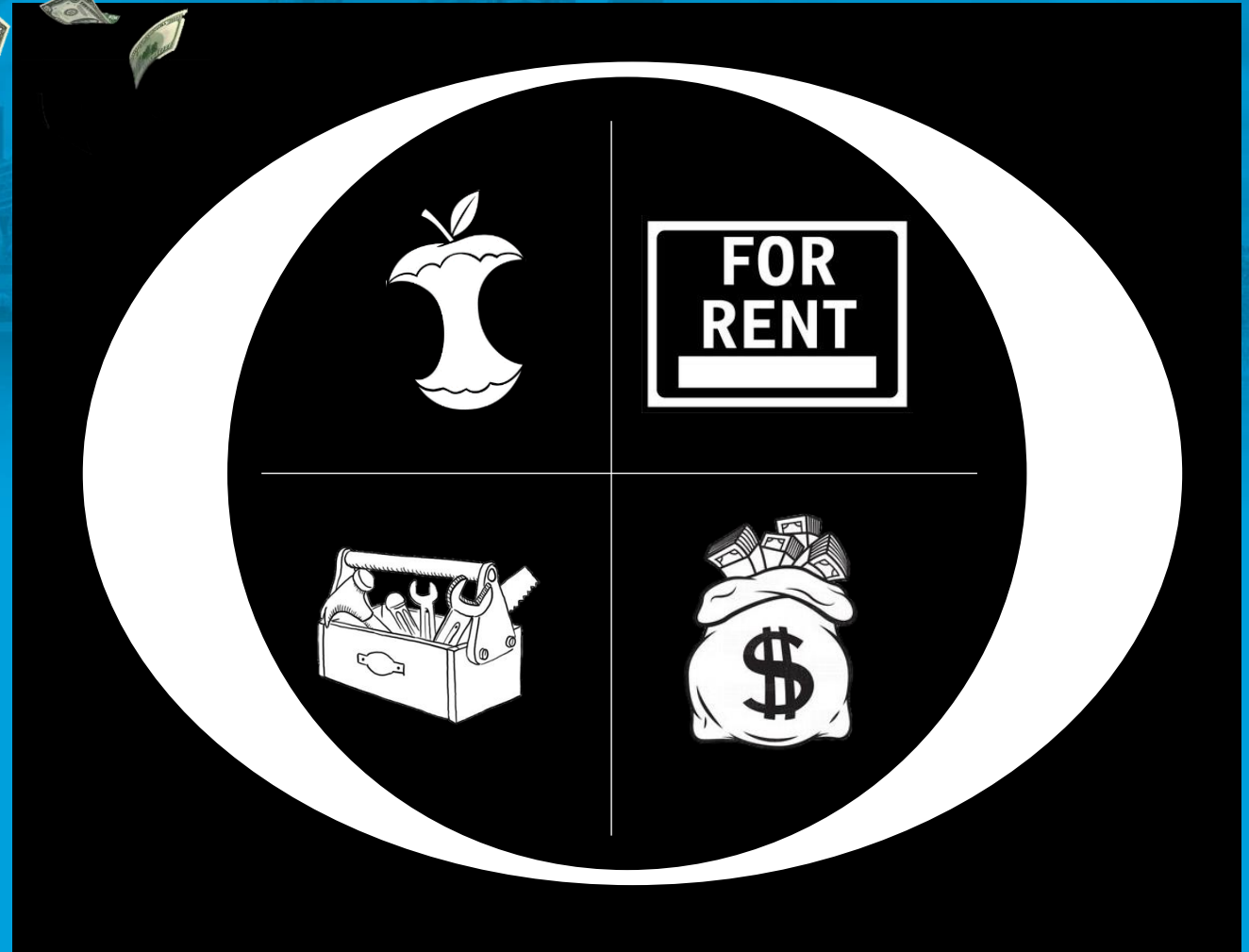


OZARK

- › Tier 2 Housing Company
- › Funding & surplus
- › Government basket
- › Financial death, innovation death



- › core competencies (casino, funeral parlour, motel, bar...)
- › vertical or horizontal integration
- › capital & resources needed



- › co-location
- › shared resources & infrastructure
- › shared expertise / partnerships
- › Structure – NFP or FP





startup realities

- › 42% of startup businesses fail
- › 29% failed because they ran out of cash
- › 23% failed because they didn't have the right team running the business
- › 18% failed because of pricing and cost issues
- › 17% failed because they lacked a business model
- › 14% failed because of poor marketing
- › 14% failed because they ignored their customers



avoiding pitfalls

- › people
- › underestimating
- › modelling
- › board
- › dividends vs cost transfers

