How?

KEY PARTNERS

- Relationship building and potential collaborators
- Hybridization
- Building community

KEY ACTIVITIES OR DELIVERY

- Sustainable management
- Social or cultural core tasks
- Environmental or territorial activity

KEY RESOURCES

- Human resources: aid, collaboration, community, knowledge
- Economic resources
- Others

What?

VALUE PROPOSED

- Community-led value propositions
- Social mission
- Local commitment
- Accesibility
- Community support
- Cooperation
- Social, environmental, territorial impact
- Reduction of waste, costs, risks
- Sustainability performance
- Community impact and growth
- Develop sense of belonging

Who?

CUSTOMER SEGMENTS

- Segmented market
- Associations
- Neighborhood
- Local government
- Community-led entrepreneurship

CUSTOMER RELATIONSHIPS

- Creation of collectives
- Communities
- Collective ownership and governance
- Communication
- Awareness

CHANNELS

- Multichannel
- Community and local channels and events
- Digital and social media
- Private and public organizations

How much?

REVENUE STREAMS

- Revenues
- Business sales
- Asset sales
- Traditional financial sources
- Funding / Patron contributions
- Crowdfunding
- Donatives
- Partnerships
- Sponsorships
- Grants
- Subscription fees

COST STRUCTURE

- Economies of scale
- Variable costs
- Fixed costs

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