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# Individual Investors

# Challenge

Communications charity Media Trust founded and ran The Community Channel for 16 years as a wholly-owned subsidiary. In 2016, it was time for the channel to fly the nest and become independent by converting into a Community Benefit Society and launching a community shares issue secure and grow its future.

#### **Revenue model**

Over 300 individuals and businesses invested through community shares and donations. The investment helped cover the costs of building a new team, develop new digital platforms and grow the audiences, income and impact across TV, digital and social platforms. Income comes from advertising and commercial licensing deals.

### Impact

Rebranding in 2018, Together is the first people-owned TV channel for social impact dedicated to turn viewing into doing. 4 million viewers a month, 15-20 unique viewers annually, plus 2 million per month engaging via social media. 17% of viewers surveyed say they are are motivated to do more in their community thanks to the channel.

## **Key Statistics**

Duration: N/A

- **Cost of capital:** N/A
- Ø Turnover: £822,783
- Investment: £128K through Social Investment Tax Relief, £390K total
- Product type: Community Shares & Social Investment Tax Relief

