



# Funding & Business Support Overview

Northumberland Expo  
30<sup>th</sup> October 2014

John King

North East Business Support Manager



# NBSL Background

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- **Enterprise Agency for Northumberland since 2001 – Not for profit / Private sector Board**
- **We help people start and grow their business**
  - **Pre-Start businesses – supporting over 300 a year in Northumberland**
  - **Established businesses – supporting over 1,200 a year in the North East**
- **Focus for today – Funding & Business support programmes available to trading Northumberland businesses**

# Funding & Business Support – A Rough Guide

<b>Growth</b> Up to 20% per annum growth	<b>High Growth</b> Over 20% per annum growth
North East Business Support Fund - NBSL	
Rural Growth Network - NBSL	
Investment 4 Growth - BEG	
Business Northumberland - BEG	
Innovation Programme - BIC	
	Growth Accelerator – Winning Pitch / RTC
	High Growth Programme – Oxford Innovation
Manufacturing Advisory Service	
UK Trade & Investment	
iNorthumberland Business Support - ARCH	

**Key:**

Funding

Business Support  
Programme

Both

# Funding Support from NBSL

Fund:

**North East Business Support Fund**

Manager:

**NBSL**

Offer:

**Up to 40% Funding for business development projects – web development, process improvement, marketing strategy etc**

**Maximum funding of £1,400 exclusive of VAT (e.g. £3500 project value)**

Eligibility:

**Trading Businesses based in North East planning to grow**

**Small or Medium size – less than 250 staff**

**Mainly B2B but some B2Cs can be supported**

More info:

**Fund details** - [www.nbsl.org.uk/how-we-can-help/growing-your-business](http://www.nbsl.org.uk/how-we-can-help/growing-your-business)

**15 minute Online Application** - [www.nbsl.org.uk/nebsf-application](http://www.nbsl.org.uk/nebsf-application)

**Phone** – 01670 813322

# Projects we can support (examples)



**We need more suppliers who deliver these types of projects – registration is free**

# Funding & Business Support from NBSL

Fund / Programme:  
**Rural Growth Network**

Manager:  
**NBSL**

Offer:

**Free Pre-Start and Established Business Support programme:**

- **Access to Rural Enterprise Development Officer – review / referrals**
- **Business development workshops - online marketing etc**
- **Pre-Start workshops – marketing, bookkeeping etc**

Eligibility:

**Rural Based Northumberland businesses (Pre-start and Established)**

**Small or Medium size – less than 250 staff**

More info:

**Phone: 01670 813322**

**E-mail: [rgn.funding@nbsl.org.uk](mailto:rgn.funding@nbsl.org.uk)**

**Web: [www.nbsl.org.uk/rural-growth-network](http://www.nbsl.org.uk/rural-growth-network)**

# Other Funding & Business Support Options

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- **Investment 4 Growth**
- **Business Northumberland**
- **Innovation Programme**
- **Growth Accelerator**
- **Oxford Innovation**
- **Manufacturing Advisory Service**
- **UKTI**
- **iNorthumberland Business Support**

# Other Funding & Business Support

Fund:

**Investment 4 Growth**

Manager:

**BE Group**

Offer:

**30-40% Funding for business development projects – web development, process improvement, marketing strategy etc**

**Project values from £3,750 - £15,000**

Eligibility:

**Trading Businesses based in North East planning to grow**

**Small or Medium size – less than 250 staff**

**B2B only**

More info:

**0191 426 6408 / [www.investment4growth.co.uk/](http://www.investment4growth.co.uk/)**



# Other Funding & Business Support

Programme:

**Business Northumberland**

Manager:

**BE Group**

Offer:

**Free Pre-Start and Early Stage Business Support programme:**

- **Web & Phone support**
- **Mentoring**
- **Pre-Start workshops – marketing, bookkeeping etc (South East Northumberland)**

Eligibility:

**Businesses based in Northumberland trading for less than one year**

**Small or Medium size – less than 250 staff**

More info:

**08451 444 000 / [www.businessnorthumberland.co.uk/](http://www.businessnorthumberland.co.uk/)**

# Other Funding & Business Support

Fund:  
**Innovation Programme**

Manager:  
**Business & Innovation Centre**

Offer:

- Expert help and guidance to develop and implement your innovation plans.**
- Access to industry experts and suppliers**
- Project Funding – up to 40% of project costs**

Eligibility:

- Trading Businesses based in North East planning to grow**
- Small or Medium size – less than 250 staff**
- B2B only**

More info:  
0191 516 6021 / [innovation@ne-bic.co.uk](mailto:innovation@ne-bic.co.uk) / [www.ne-bic.co.uk/innovation](http://www.ne-bic.co.uk/innovation)

# Other Funding & Business Support

Programme / Fund:  
**Growth Accelerator**

Manager:  
**RTC North / Winning Pitch**

Offer:

Access to an experienced business coach to help achieve business growth plans  
Leadership and Management fund – 50% funding up to £2000 per person any investment made in training the management team.  
Free access to a rolling programme of workshops or masterclasses

Costs - 0-4 employees - £600 / 5-49 employees - £1500 / 50-250 employees - £3000

Eligibility:

Trading Businesses based in North East with projected growth rates of 20% per annum over each of the next 3 years  
Small or Medium size – less than 250 staff

More info:

RTC North – Business Development

0191 5164400 / [enquiries@rtcnorth.co.uk](mailto:enquiries@rtcnorth.co.uk) / <http://www.rtcnorth.co.uk/ga/>

Winning Pitch – Access to Finance / Growth Through Innovation / Business Development

0844 463 2995 / [enquiries@growthaccelerator.com](mailto:enquiries@growthaccelerator.com) / [www.growthaccelerator.com](http://www.growthaccelerator.com)

# Other Funding & Business Support

Programme:  
**Business Northumberland High  
Growth Programme**

Manager:  
**Oxford Innovation**

Offer:

Free access to 12 hours of intensive coaching support

Support with any stage of the commercialisation process: *strategy, change management, expansion, technology audit, operations, marketing and sales, intellectual property protection, creative thinking*

Eligibility:

A business registered in Northumberland trading for more than 12 months

Small or Medium size – less than 250 staff

Potential for rapid, sustained growth and want to double in size or better within three years.

More info:

01670 528 403 / [northumberland@oxin.co.uk](mailto:northumberland@oxin.co.uk) / [www.oxin-northumberland.com](http://www.oxin-northumberland.com)

# Other Funding & Business Support

Programme / Fund:  
**Manufacturing Advisory Service (MAS)**

Manager:  
**MAS**

Offer:

**Free Manufacturing review & advice**

**Up to 50% funding (£300-£3000 ) towards your business improvement project e.g.**

- **Lean, 5S, continuous improvement**
- **Getting systems in place for ISO 9001, 14001 and other industry standards**
- **Consultancy to improve product design**
- **Design for manufacture and assembly**

Eligibility:

**Manufacturers based in England**

**Small or Medium size – less than 250 staff**

More info:

0845 658 9600 / [advice@mymas.org](mailto:advice@mymas.org) / <http://www.mymas.org/>

# Other Funding & Business Support

Programme / Fund:  
**UK Trade & Investment**

Manager:  
**UKTI North East**

Offer:

**Provide expert trade advice and practical support to UK-based companies who want to grow their business overseas**

**Potential access to grants for Trade Shows and Export Missions**

Eligibility:

**Small or Medium size – less than 250 staff**

**Be currently, or planning to, export products or services abroad**

More info:

**0845 05 05 054 / [enquiries@uktinortheast.org.uk](mailto:enquiries@uktinortheast.org.uk) /**

**[www.gov.uk/government/collections/uk-trade-and-investment-services-for-exporters](http://www.gov.uk/government/collections/uk-trade-and-investment-services-for-exporters)**

# Funding & Business Support from NBSL

Fund / Programme:  
**iNorthumberland Business Support**

Manager:  
**ARCH**

Offer:

**One-to-one business support** from specialist Business Advisers

**Online learning portal** - Topics covered include: *Social Media for Business, Search Engine Optimisation (SEO), Digital marketing, & Online tendering for SMEs*

**Master Classes** - in depth tuition with an industry expert in the given subject.

**Superfast Voucher Scheme** - free superfast broadband connection for one year (*subject to separate eligibility restrictions*)

Eligibility for Online Learning Programme:

**Established Northumberland businesses**

**Small or Medium size – less than 250 staff**

More info:

**Phone: 01670 528 453**

**E-mail: [business@archdigital.co.uk](mailto:business@archdigital.co.uk)**

**Web: <http://www.inorthumberlandbusiness.co.uk/>**

# Keeping up to date

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## Support options change regularly... Some tips:

- **North East Access to Finance Guide** - [www.nea2fguide.co.uk/](http://www.nea2fguide.co.uk/)
- **Twitter – Who to follow**
  - @NBSL\_Info - NBSL
  - @nea2f - North East Access to Finance
  - @northeastlep
  - @BusinessNland – Business Northumberland
  - #NlandHour – Wednesday 7-8pm / Sunday 3-4pm (@NorthumberlandH)
- **E-Newsletters**
  - NBSL – (monthly) - [www.nbsl.org.uk/business-bullets](http://www.nbsl.org.uk/business-bullets)





# Questions

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