



**European Union**

European Structural  
and Investment Funds



# FUNDING FOR RURAL BUSINESS

04 December 2019 - 12.30 - 15.30pm

Kilnwick Percy Resort, Pocklington



The European Agricultural Fund  
for Rural Development:  
**Europe investing in rural areas**



**Humber  
Business  
Growth  
Hub**



**European Union**

European Structural  
and Investment Funds



**Laura Barley**

Business Programme Manager

Humber Local Enterprise Partnership



The European Agricultural Fund  
for Rural Development:  
**Europe investing in rural areas**





# European Union

European Structural  
and Investment Funds



## Welcome

- Housekeeping:
  - No fire alarms planned
  - Facilities
  - Wi-Fi User Name: Password:
- Slides will be available after the event
- Evaluation Forms



The European Agricultural Fund  
for Rural Development:  
**Europe investing in rural areas**





# European Union

European Structural  
and Investment Funds

- Welcome & Introductions
- RDPE Growth Programme
- Case Study
- Growth Hub
- Tea & Coffee Break
- Rural Community Energy Fund
- The Supply Chain Network
- PAPI & Spark Fund
- Networking

## Agenda



**Humber**  
Local Enterprise  
Partnership



The European Agricultural Fund  
for Rural Development:  
**Europe investing in rural areas**



**Humber**  
Business  
Growth  
Hub



# Growth Programme Grants

November 2019-February 2020

## Expression of Interest Workshop

Department for Environment Food & Rural Affairs

The European Agricultural Fund for Rural Development. Europe investing in the future.

**RDPE Growth Programme**

Business Development Handbook

Deadline for expressions of interest: midnight 16 February 2020

Search 'RDPE Growth Programme' on GOV.UK

Department for Environment Food & Rural Affairs

The European Agricultural Fund for Rural Development. Europe investing in the future.

**RDPE Growth Programme**

Food Processing Handbook

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Department for Environment Food & Rural Affairs

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**RDPE Growth Programme**

Rural Tourism Infrastructure Handbook

Deadline for expressions of interest: midnight 16 February 2020

Search 'RDPE Growth Programme' on GOV.UK

# Objectives of the Workshop

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At the end of this workshop you should have a good understanding of:

- The Growth Programme aims & themes
  - The application processes and timetable.
  - Strategic fit and Eligibility requirements
  - The scope of information needed to complete an Expression of Interest (EOI).
  - Where to find Handbooks, Forms, and Support.
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# Growth Programme

The RDPE Growth Programme provides grant funding for projects in England which create jobs, and/or produce growth in the rural economy through increased productivity and enabling access to new markets.

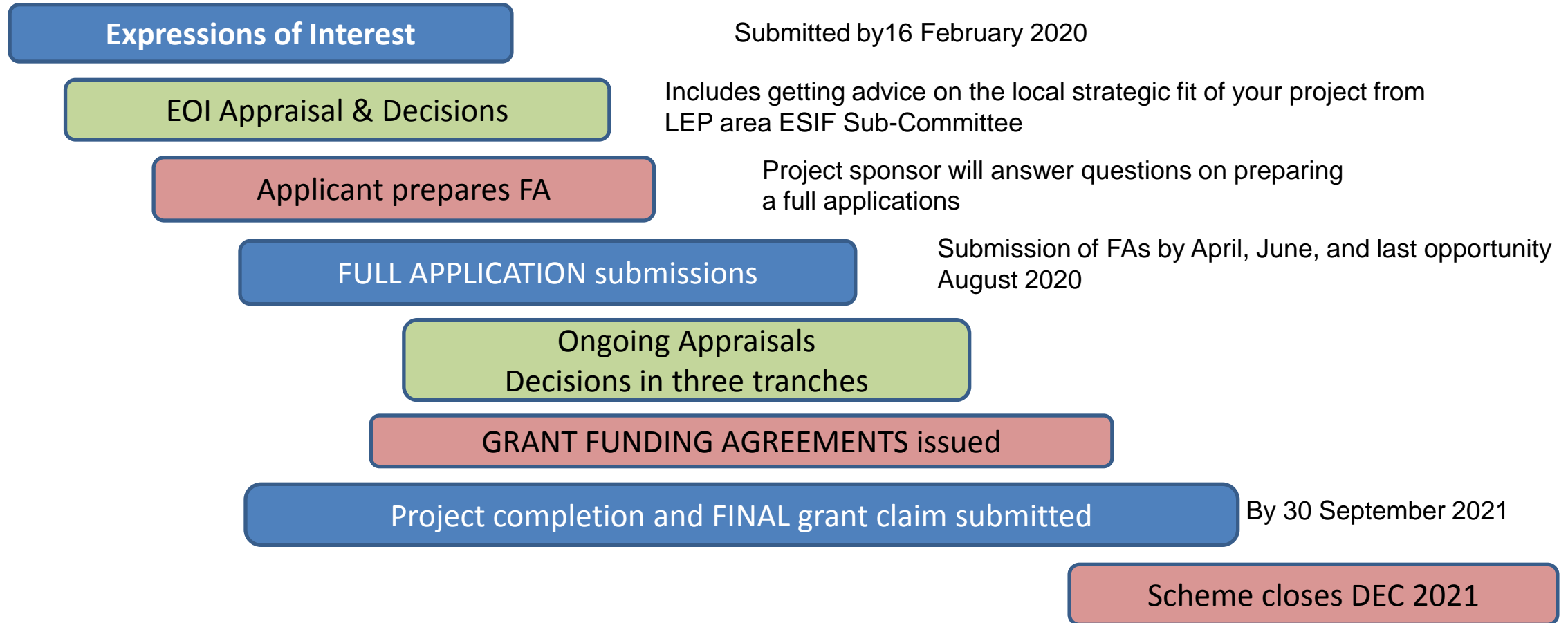
- The grants are capital investments towards Building or Equipment costs.
- 3 themes
  - Business Development
  - Food Processing
  - Rural Tourism Infrastructure
- Each theme has a Handbook on Gov.uk and a Helpline on 03000 200 301
  - Eligibility criteria
  - National priorities
  - Local LEP priorities





# Application process and scheme timetable

This round of applications has to be delivered and completed within the current programme which finishes at the end of 2020.





# Timescales & deadlines

This round of applications has to be completed within the current programme which finishes at the end of 2020.

<b>16 February 2020</b>	Final date for submission of EOI
	<i>We aim to give you a decision on your EOI within 30 working days (6 weeks)</i>
	2 - 3 months for you to prepare your full application, possibly longer if you need planning permission
<b>30 April 2020</b>	Target date for submission of Full Application
	<i>We aim to give you a decision on your full application within 60 working days of receipt. (3 months)</i>
<b>30 June 2020</b>	Target date for submission of Full Application
<b>31 August 2020</b>	Final date for submission of Full Application
<b>31 December 2020</b>	Final date by which RPA can agree to new projects
<b>30 September 2021</b>	Final date by which all projects must be finished, paid for and complete grant claims submitted

# Business Development theme

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What are the grants for?

- To help rural businesses grow and create more jobs

Who can apply?

- Project location must be in a rural area of the LEP.
- Micro & small businesses (less than 50 FTE).
- Farmers diversifying into non-agricultural activity.

How much money can you apply for?

- Grants can cover up to 40% of eligible costs.
- Minimum grant is £20k (i.e. projects of at least £50k of eligible costs).
- Maximum grant is €200,000 (currently c£175k).

# National Priorities: Business Development

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Your project must achieve two of the priorities below, or your application will be rejected. The more priorities your project achieves, the more likely you are to get a grant;

## **Create jobs**

Creates new, higher-skilled or higher-paid jobs. Creates at least 1 FTE job for every £30,000 of grant funding

## **Grow your business**

Increases the turnover and profitability of a business

## **Improve productivity through innovation**

Introduces new techniques, equipment or processes to a business to make it more productive

## **Open new product markets**

Helps your business sell goods or services to new customers or markets.

## **Export**

Helps your business access export markets

# Humber Local Priorities: Business Development

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Priority will be given to projects that:

- enable farming businesses to diversify into non-agricultural activities
- adopt new techniques, processes or technologies that increase the productivity of the business
- introduce new products to the market, or develop existing products for a new market

# YNYER Local Priorities: Business Development

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Priority will be given to projects that:

- allow farming businesses to diversify into non-agricultural activities
- create new services and/or manufacture new products
- increase the productivity of the applicant business
- start or increase exporting of products by the applicant business

# Greater Lincolnshire Local Priorities: Business Development

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Priority will be given to projects that:

- enable farming businesses to diversify into non-agricultural activities
  - create new or expand existing micro and small businesses in rural areas in the GLLEP area
  - introduce and implement innovation and new technologies to the applicant business
  - create jobs above the current average skill level of jobs in the applicant business
-

# Food Processing theme

## Who can apply?

- 'Annex I' Inputs: Any size Food and Drink business rural or urban.
- Non-Annex I Inputs and Outputs: small business in rural areas or farmers diversifying into processing their own produce.

## How much money can you apply for?

- Minimum grant is £20k (i.e. projects of at least £50k of eligible costs).
- Maximum Grant rates vary:

Raw Materials	End Product	Grant Rate	Maximum
Annex I	Annex I	40%	£750,000
Annex I	Non-Annex I	40%	€200k/c£175k
Non-Annex I	Non-Annex I	40%	€200k/c£175k

Note: For Cornwall & Isle of Scilly the maximum is 50% for Annex I in/out.

Annex I covers primary agricultural/horticultural products e.g. meat, milk, grain, root vegetables. Fish and fisheries products are not eligible.



# National Priorities: Food Processing

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Your project must achieve two of the priorities below, or your application will be rejected. The more priorities your project achieves, the more likely you are to get a grant;

## **Create jobs**

Create at least 1 FTE job for every £30,000 of grant funding.

## **Grow your business**

Increases the turnover and profitability of a business

## **Benefit the supply chain**

Provides direct benefits to the farmers and growers who supply the raw materials, particularly local farmers and growers.

## **Access new markets**

Helps you sell more products locally, nationally and through exports.

## **Improve productivity through innovation**

Introduces new techniques, equipment or processes to a business to make it more productive

## **Create joint ventures and partnerships**

Creates new and useful links between businesses – for example between growers and processors.

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# Humber Local Priorities: Food Processing

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Priority will be given to projects that:

- create new products
- allow the applicant business to start exporting products, or increase the volume of products exported
- create or support 'local food' initiatives by processing local produce

# YNYER Local Priorities: Food Processing

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Priority will be given to projects that:

- expand commercially successful food processing businesses
- provide local processing facilities that reduce risk for local growers
- invest in clusters of food processing businesses and related supply chains
- scale up new, but commercially proven, manufacturing processes that generate new income streams for processors and growers
- complement and add value to horticultural and agricultural products by establishing processing facilities that help access new markets for crops and by-products, such as crops grown currently for their environmental value

# Greater Lincolnshire Local Priorities: Food Processing

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Priority will be given to projects that:

- significantly improve growth and productivity
  - adopt new technologies bringing new products to the market, leading to improved skills
  - access new markets
  - develop the agri-food sector
  - create new higher skilled jobs above the current average skill level within the applicant business
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# Tourism Infrastructure Grants

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What are the grants for?

- The aim is to support projects that will encourage more tourists to come, to stay longer, and to spend more money in rural areas.

Who can apply?

- Project locations must be in a rural area.
- If the project is commercial and will make a profit:
  - *only micro/small businesses and diversifying farmers can apply.*
- If the project won't make a profit (eg. infrastructure with no income):
  - *a wide range of businesses and organisations can apply*

How much money can you apply for?

- Maximum grant rates vary, depending on project income levels: commercial projects 40%, projects not intended to make a profit 80%, and projects with no income 100%.
- Minimum grant is £20,000 (i.e. projects of at least £50k), up to a maximum grant of £175,000.

# National Priorities: Tourism

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Your project must achieve two of the priorities below, or your application will be rejected. The more priorities your project achieves, the more likely you are to get a grant;

## **Create jobs**

Create at least 1 FTE job for every £30,000 of grant funding.  
Creates skilled jobs

## **Extend the tourism season**

Attracts tourists outside the usual period of May to October

## **Develop tourist attractions and infrastructure**

Creates or develops tourist attractions and infrastructure to increase the range of attractions available locally, encourage tourists to stay longer and increase their spend.

## **Wider benefits**

Provides benefits to the wider tourism economy in the rural area.

# Humber Local Priorities Tourism:

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Priority will be given to projects that:

- create new or expanding existing visitor attractions or events
- extend the visitor season between October & March
- increase the number of overnight stays in rural areas
- create quality serviced accommodation where there is clear evidence of need and demand, and the accommodation will achieve appropriate accreditation through industry bodies

These grants will not support projects that:

- refurbish, repair or maintain existing accommodation where the current standard of facilities and/or accreditation rating is retained
-



# YNYER Local Priorities Tourism:

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## Priority will be given to projects that:

- create and improve infrastructure for outdoor activities, particularly projects that develop capacity and enhance the reputation of the area for activities including cycling, walking, horse riding, canoeing and nature tourism
- create and develop infrastructure to enable visitors to move around the area such as cycle paths and footpaths
- improve facilities to encourage:
  - visitors to stay longer
  - make return visits

New or expanded visitor accommodation is not a priority for this call.

Only support projects that will create quality serviced accommodation of 4\* or equivalent and above where there is clear evidence of need and demand.

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# Greater Lincolnshire Priorities Tourism:

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Priority will be given to projects that:

- improve the range and quality of tourism products and services, particularly those that
  - extend the tourism season
  - encourage visitors to stay for longer
  - increase overnight and/or day visitors
- create new sustainable jobs in the applicant business
- create infrastructure supporting the development of rural tourism, such as multi-user trails for cycling and walking

## Changes from Round 2

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- Funded from National Reserve Fund (previously LEP area allocations)
- Minimum grant reduced to £20,000 (previously £35,000).
- Maximum grant levels set nationally:
  - Business Development & Commercial Tourism Projects €200k
  - Food Processing - £750,000
  - Tourism Infrastructure - £175,000
- Timescales are tight
- If invited to submit a full application you must submit this by 31 August 2020.
- If your project needs planning permission this **MUST** be in place and submitted with your full application, or the project will be rejected as incomplete
- All projects successful at FA stage must be completed by 30 September 2021.

# Completing the Expression of Interest

- Read the 'How to fill in an Expression of Interest (EOI) form' guidance
- Remember we know nothing about you or your project, or what it will mean to your business.
- Take time to think about your answers and give us enough information to understand what it is you want to do and why.



**RDPE Growth Programme**  
How to fill in an Expression of Interest (EOI) form

Deadline for expressions of interest: midnight 16 February 2020

Search 'RDPE Growth Programme' on GOV.UK

The graphic features a green background with white text. It includes a photograph of a person's hands typing on a laptop keyboard, with the laptop screen displaying a web form titled 'Expression of Interest Form'. The form has various input fields and sections. At the bottom, there is a navigation bar with icons for home, back, forward, search, and a page indicator '1 / 12'. A search bar at the bottom right contains the text 'Search 'RDPE Growth Programme' on GOV.UK'.

# Completing the Expression of Interest

- The form has 10 sections.
- Read the questions carefully – they are designed to guide you towards providing the information required.
- Try to give full and detailed answers.
- Do not leave questions unanswered.
- If you are not sure about how to complete an answer, check the guidance.
- If still unsure contact the RD Team for guidance (*see last slide*).

**Rural Payments Agency**

**Rural Development Programme for England (RDPE) (2014-2020)**  
**RDPE Growth Programme**

### Expression of Interest Form

Please read the RDPE Growth handbook guidance carefully before completing this form: search 'RDPE Growth' on GOV.UK

**Key things to remember:**

- Expressions of Interest (EOI) must be submitted by email, as a Microsoft Excel attachment only. We cannot accept this form in any other format, such as PDF or hard copy.
- Email the completed form to [growthapps@rpa.qsi.gov.uk](mailto:growthapps@rpa.qsi.gov.uk)
- The closing deadline for this EOI is in the RDPE Growth handbook. You can submit your application any time before the
- Complete all the questions in the form - you can only skip a question if the instructions say so.

#### Section 1. LEP details

You will find all of this information in the LEP Directory in the RDPE Growth handbook.

- **Call reference number**
- **Type of grant** (Select from the list)
- **Local Enterprise Partnership (LEP) area where your project will be located** (Select from the list)

#### Section 2. Applicant details

Please give the details of the main contact in the business or organisation applying for the grant. This is normally a director or partner.

- 1 **Title**  **First name**  **Surname**
- 2 **Gender** (Select from the list)
- 3 **Role in**

#### Section 3. Business/organisation details

- 4 **Name of business/organisation**
- 5 **Business/organisation address and contact details** (Main postal address)  
  
  
  
  
  
 **TOWN/CITY**  
 **COUNTY** (Select from the list)  
 **POSTCODE** (Capitals only and a maximum of 8 characters - use this format: AB12 3YZ)  
**Landline phone**   
**Mobile phone**   
**Email address**  (This is the main way we will contact you)

# Completing the Expression of Interest

- Provide a concise but very clear description of the project activity (i.e. what will happen).
- Detail construction and equipment costs separately (also, list large capital items separately).
- Do not use generic descriptions which may obscure the eligibility of the proposed expenditure.
- Explain how the project will meet the National and local LEP priorities.
- Tell us about quality and quantity to illustrate your statements
- Detail specific project outcomes.

## Section 5. Project details

22 **Project name**

23 **Brief project description / summary**  
 What is the project? (Ideally, keep to a maximum 50 words) |

25 **Project costs**  
 Indicate the types of costs included in the total project expenditure in the table below. All costs should be net of VAT unless you including irrecoverable VAT in your eligible project costs.

	Type of cost (Example - building works)	Grant rate %	Eligible project expenditure	Date expenditure will be incurred (Select from list)	Grant requested
Grant funded project costs					£0.00
					£0.00
					£0.00
					£0.00
					£0.00
					£0.00

# Before submitting the EOI

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Review the EOI.

Have you:

- Explained the strategic fit. The aim of the grant is to support the GP priorities and create jobs and growth: have you explained in detail how your project does this. Have you addressed each priority separately.
- Sold your idea. Have you explained clearly what your project does, and how it will benefit your business.
- Shown how grant funding is vital to the project. Have you explained how the business idea is good value for money, and how you will use the grant to improve your business.
- Only included eligible costs. Have you checked the handbook (chapter 5) to ensure all your proposed costs are eligible.
- Evidenced Demand: Have you described the outcomes of your market research, or detailed unfulfilled orders or forward interest.



# Things to remember

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- Successful EOIs will be invited to submit a Full Application.
- Full Applications are extensive documents, and preparation should start immediately. Proposed expenditure should have three supporting quotes. Provide evidence of market demand and be realistic about the potential effect on any competitors.
- RPA will assign a 'project sponsor' to provide support.
- Projects **cannot start** until the project has been approved by RPA, and a Grant Funding Agreement offered and signed.
- Any project activity started or expenditure incurred **before** the GFA is signed will render the project ineligible.
- Grant claims are paid in arrears. Projects will need to be completed and final grant claims submitted by Sept 2021.

# Showstoppers at Full Application

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- relevant planning permission
- 3 quotes for all items to be purchased
- business accounts for last 3 financial years (unless you are a new business)

# Further Information & Support

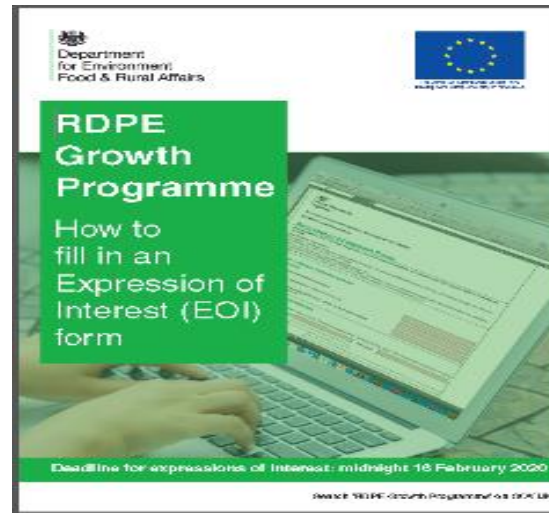
All information, including Handbooks and Application form, is available at:

[www.gov.uk/government/publications/rdpe-growth-programme](http://www.gov.uk/government/publications/rdpe-growth-programme)

GP Handbooks

Guide to completing an EOI

EOI Application form

A screenshot of the 'Expression of Interest Form' for the RDPE Growth Programme. The form is titled 'Rural Payments Agency' and 'Rural Development Programme for England (RDPE) (2014-2020) RDPE Growth Programme'. It includes instructions to read the handbook and submit the form by email. The form is divided into three sections: Section 1. LEP details, Section 2. Applicant details, and Section 3. Business/organisation details. Each section contains various input fields for information like call reference number, type of grant, name, title, gender, role, business name, address, and contact details.

Further advice: Rural Payments helpline : [03000 200 301](tel:03000200301)

Email: [GPEnquiries@rpa.gov.uk](mailto:GPEnquiries@rpa.gov.uk)



# European Union

European Structural  
and Investment Funds

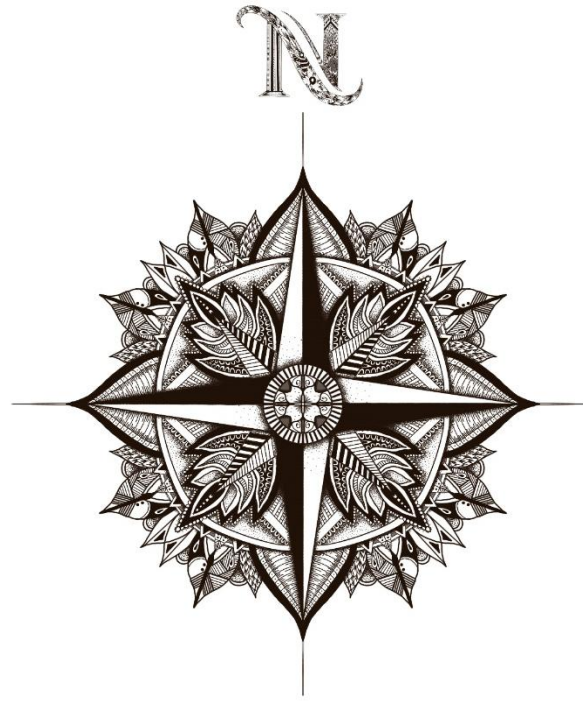


# CASE STUDY



The European Agricultural Fund  
for Rural Development:  
**Europe investing in rural areas**





Simon North

North Leisure Ltd

[www.northstarsanctum.co.uk](http://www.northstarsanctum.co.uk)

# Day 1 of the Construction Phase





February 2019





# Mud everywhere





# The Development model

Lowfield Park Development Cost Summary 17 06 19 - Excel

Simon North

Development week Nr	29/04/19	06/05/19	13/05/19	20/05/19	27/05/19	03/06/19	10/06/19	17/06/19	24/06/19	01/07/19	Total		
<b>Costs (shown +ve)</b>													
<b>Item</b>													
Northern Electric											£ 24,428.96		
Yorkshire Water											£ 4,385.81		
CD Services										£ 6,656.49	£ 14,443.00		
F& H Payments			£ 35,950.24					£ 36,878.65			£ 389,865.90		
Rotospa											£ 19,469.99		
Committed Mattison									£ 2,993.00		£ 2,993.00		
Trade furniture								£ 7,719.03			£ 7,719.03		
Add Zen	£ 757.00										£ 757.00		
Add Linx IT Data									£ 3,300.95		£ 3,300.95		
Add CCTV										£ 2,000.00	£ 2,000.00		
Arleigh										£ 3,677.39	£ 3,677.39		
Balancing (accrues VAT)					£ 13,800.00						£ 21,300.00		
<b>Total</b>	£ 757.00	£ -	£ 35,950.24	£ -	£ 13,800.00	£ -	£ -	£ 44,597.68	£ 6,293.95	£ 12,333.88	£ 494,341.03	£ 473,041.03	
<b>Incoming (shown -ve)</b>													
Directors Loan											£ -		
Loan tranche											£ -		
Grant Payment										£ - 26,946.69	£ - 164,441.75	£ 164,442.00	Capped
Balance (must show -ve)	-£ 101,001.31	-£ 101,001.31	-£ 65,051.07	-£ 65,051.07	-£ 51,251.07	-£ 51,251.07	-£ 51,251.07	-£ 6,653.39	-£ 359.44	-£ 14,972.25			
Target eligible expenditure value			£ 72,829.63				£ 72,828.89						
Eligible expenditure claim 1													
Eligible expenditure claim 2													
Eligible expenditure claim 3						£ 72,828.89							
Loan received to date	-£ 299,871.53	-£ 299,871.53	-£ 299,871.53	-£ 299,871.53	-£ 299,871.53	-£ 299,871.53	-£ 299,871.53	-£ 299,871.53	-£ 299,871.53	-£ 299,871.53			
Total finance received											-£ 509,313.53	Note this is corrected	
Total expenditure											£ 494,341.03		

READY

# The Finished Project











NORTH STAR  
— SANCTUM —



**Humber**  
Business  
Growth  
Hub



**European Union**

European Regional  
Development Fund

**#GrowMySME**

# The Humber Business Growth Hub & The #GrowMySME Programme

Jon Brunton – Growth Hub Manager



# What is the Growth Hub?

One-stop-shop for Business Support in the Humber Region and a key part of the Humber LEP.

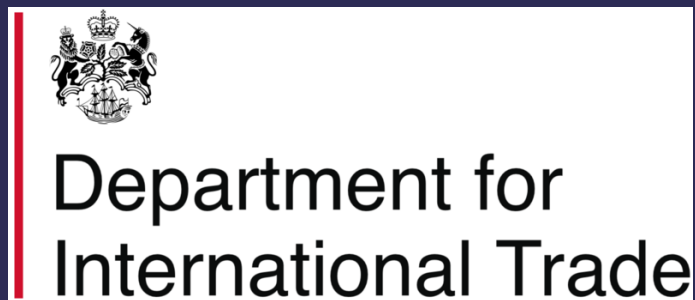
FREE 1-2-1 impartial advice, guidance and support from experienced Business Advisors

Access to other regional and national sources of business support, expertise and funding

Suite of online resources, guidance & information:  
[Humbergrowthhub.org](http://Humbergrowthhub.org)



# Signposting & Referral Specialists



# What have we achieved since 2014?

## Businesses

- 9,700 supported
- 1,950 supported on a medium or high intensity basis
- £802,317 of grant funding accessed between since April 2018 and March 2019 alone

## Individuals

- 10,843 supported
- 45 start-ups created between April 2018 and March 2019

## Referrals & Signposting

- 635 businesses supported to access finance or grants
- 373 businesses supported to access skills & training programmes

Above figures are for the period April 2014 to September 2019 unless otherwise stated





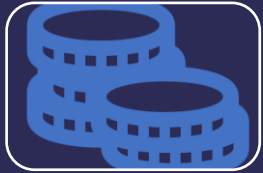
# What Business Support Does the Humber Region Need?



98% of Humber businesses are SMEs and 81% have less than 10 staff



Many businesses struggle to deal with growth barriers such as access to the right skills, innovation support and new markets



Many businesses have difficulties accessing the right form of business finance and need support with funding applications



Take up of digital technology in the region is not where it should be. Studies show that embracing digital technology can grow a business' profitability by up to 26%



# The #GrowMySME Programme

**BUSINESS GROWTH  
SCHEME**

**FINANCE  
FOR GROWTH**

**ICT  
FOR GROWTH**

A £6 million package of business support to accelerate the growth of Humber region businesses from 2018 to 2021

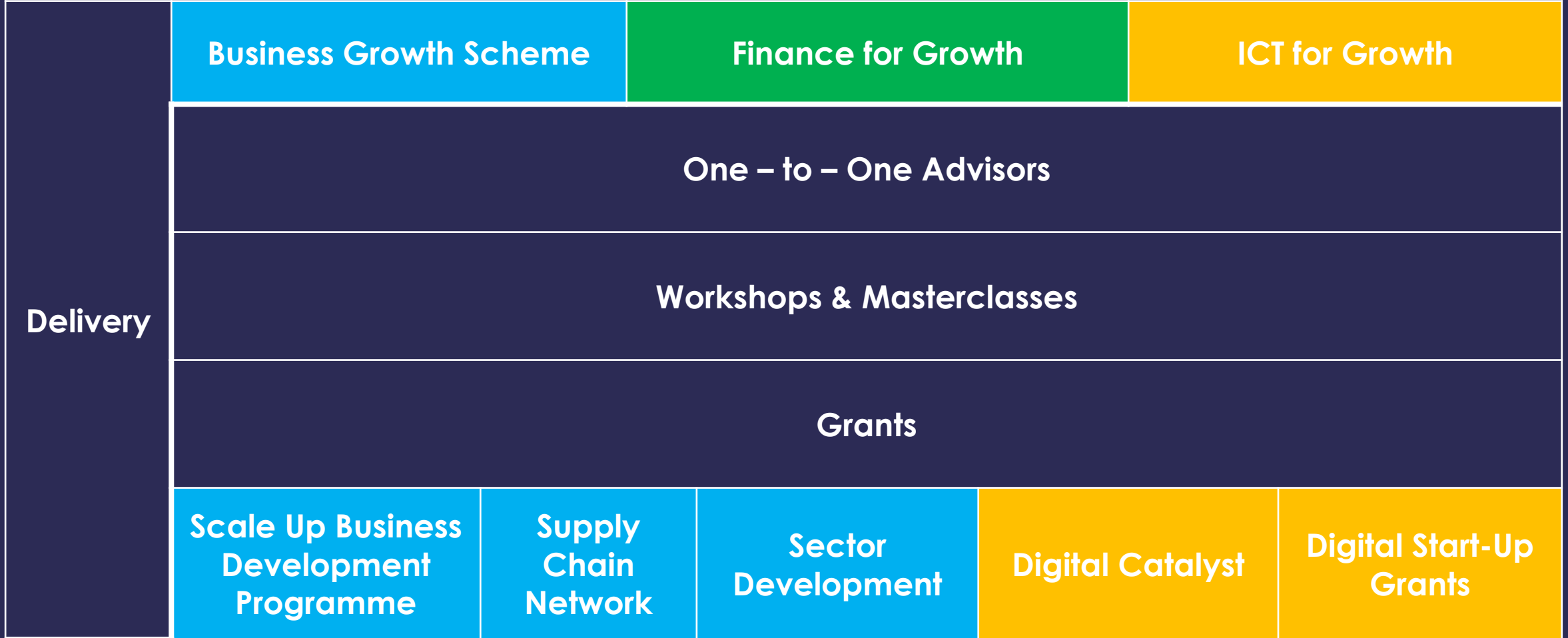


# Eligibility Criteria

- Must be a Small to Medium Enterprise, which is a business that has:
  - Less than 250 full time (or equivalent) employees
  - A turnover of less than €50m **or** a balance sheet value of less than €43m
- Must have a trading address in the Humber region, that is, in:
  - Hull
  - The East Riding of Yorkshire
  - North Lincolnshire
  - North East Lincolnshire
- Have received less than €200,000 of State Aid in a rolling 3-year period.
- Other eligibility criteria may apply depending on which part of the programme you wish to access. Speak to the team to find out more.



# #GrowMySME – At a Glance



# One-to-one Advice

## BUSINESS GROWTH SCHEME

- Team of 9 FTE Growth Hub Business Advisors across the region
- Can carry out a business needs analysis with you to identify your support needs to accelerate your business growth
- Work with you every step of the way to implement a bespoke action plan

## FINANCE FOR GROWTH

- Team of 4 FTE Finance Business Advisors across the region
- Can help you address the key issues preventing your business accessing finance
- Assist you to understand what investors and lenders are looking for
- Help you to navigate the financial landscape

## ICT FOR GROWTH

- Team of 2 FTE ICT Business Advisors across the region
- Can help you to identify your ICT needs and requirements
- Assist you to design a tailored project solution
- Technical consultancy 1-2-1s also now available with external ICT experts



# Workshops & Masterclasses

## BUSINESS GROWTH SCHEME

Select Topics

- **Sales & Marketing**
  - Strategic Marketing & Brand
  - Customer Segmentation
- **Business Processes**
  - Lean Office Principles
  - HR Policies & Systems
- **Leadership, Innovation and Culture**
  - Managing Talent
  - Organisational Culture

## FINANCE FOR GROWTH

Select Topics

- **Developing a Winning Pitch**
- **Understanding the Investment Process**
- **Equity Finance – Am I Giving Up Control?**
- **Funding Growth – Determining the Right Package of Investment**

## ICT FOR GROWTH

Select Topics

- **Cyber Security & Resilience to Threat**
- **Cloud-Based Computing**
- **The Internet of Things**
- **Artificial Intelligence for Business**
- **New and Emerging Technologies**



## BUSINESS GROWTH SCHEME

## FINANCE FOR GROWTH

## ICT FOR GROWTH

- All three schemes have grant funding available to support business growth in various ways
- All grants offer 40% contributions toward an eligible project's costs between £2,500 and £12,500 (e.g. a £4,000 grant contribution toward a £10,000 project). Revenue costs only (some capital spend possible with ICT grants)
- Eligible grant fundable projects can be identified with an advisor of the relevant scheme
- Applications for grants are subject to an assessment process and are therefore competitive

### Example projects

- Support to attain accreditations
- Specialist advice to create a sales and marketing plan to access a new market.

### Example projects

- Support to create a business plan for investment
- Assistance to create integrated financial forecasts to attract funding

### Example projects

- E-Commerce sales platforms
- Specialist software and related hardware (i.e. CAD software and touch-screen computer)





# #GrowMyStartUp Digital Start-Up Grants

## ICT FOR GROWTH

- For businesses up to 12 months old (must be trading and HMRC registered)
- £1,000 'bitesize' grants toward essential ICT equipment & software for projects totalling between £2,000 & £2,500 (thus matched funded)
- Applications for grants are subject to a quick-check assessment and will be turned around within two weeks

### Example projects

- Superfast Broadband
- A Desktop PC or Laptop
- Specialist Software
- Website Development
- Digital Marketing



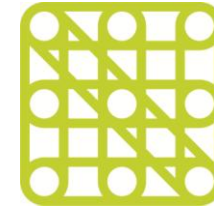




# Sector & Supply Chain Development



In Partnership With



**The Supply Chain Network**

## Through the Supply Chain Network Website

- SMEs can advertise their products and services on a FREE business directory
- SMEs can view potential current and future supply chain opportunities from OEMs, tier 1 suppliers, public authorities and more.
- SMEs can access information on supply chain projects and funding available

## Through One-to-One & One-to-Many Support

- Undertaking initial assessment of businesses, their products & services, and helping them to identify barriers to supply chain access
- Delivery of sector and supply chain knowledge through workshops, events and access to resources
- Raising understanding and aspiration through knowledge of procurement processes, networking and collaborations.

**#GrowMySME**





# Scale-Up Business Development Programme

An exciting programme designed to support ambitious businesses of all sectors with the potential and determination to achieve significant and sustainable business growth, by working on the growth challenges of:

Accessing new regional, national and international markets	Assessing and understanding the best financial options for growth	Introducing differentiated products and services that build on existing markets	Boosting productivity and minimising waste	Developing & building an effective team
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90 Business Leaders across six cohorts will be engaged by a tailored package of support including:

Scale-up Masterclasses	Peer-to-Peer Board Networks	1-2-1 Coaching Support	'Growthology' Online Playbook	'WOW' Leadership Events
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Cohort 1 will get underway in November 2019 – EOI's are being accepted now!

#GrowMySME



# Sector Development – Social Enterprise

#GrowMySME  
Social  
Enterprise

- Social Enterprise ‘Accelerator’ Pilot – a discrete programme of support for organisations that are looking to grow & scale their service. Delivery will vary from mentoring, through to action learning and interactive sessions. Support will include:
  - Overcoming growth barriers
  - HR & Recruitment
  - Succession Planning
  - Responding to new markets
  - Social impact and social value
- A Specialist Workshop Programme, including:
  - Finance & Trading for Social Enterprise
  - Unlocking Social Investment
  - HR & Volunteer Management
  - Valuing & Evidencing Impact

Commences Dec 2019

Commences Jan 2020



# Digital Catalyst Programme

## What

- A programme to accelerate digital adoption within Humber SMEs
- A programme that will target businesses with 10-49 FTE staff

## Why

- Business that effectively adopt digital technology can generate up to 20% higher revenue at 30% lower cost
- Generate competitive advantage
- Lower costs and create efficiencies
- Increase integration across the customer journey
- Keep ahead of the game through increased innovation

## How

- Digital Benchmarking
- Digital Sprint Workshops
- Digital Plan
- Brokerage
- Technology Provider Selection



# How to engage with us?

EXPRESS YOUR INTEREST (Via our website, call us, email us, speak to us today!)

Get Assigned to Your Business Advisor

Undertake Your Business Needs Diagnostic & Start Your 1-2-1 Support Journey

ACCESS OUR CORE OFFER

Attend our Workshops & Masterclasses

Assistance to apply for a Grant

WE WILL ALWAYS KEEP YOU INFORMED ABOUT FUTURE EVENTS & DEVELOPMENTS

Supply Chain Support

Sector Specific Support

Scale-Up Business Development Programme





# Thank you

## [www.humbergrowthhub.org](http://www.humbergrowthhub.org)

**Business support that  
makes a difference**

[www.humbergrowth.co.uk](http://www.humbergrowth.co.uk)

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 **HumberGrowth**  **Humber Business Growth Hub**

**#GrowMySME**





# European Union

European Structural  
and Investment Funds



## Any Questions?



The European Agricultural Fund  
for Rural Development:  
**Europe investing in rural areas**







**European Union**

European Structural  
and Investment Funds



**Humber**  
Local Enterprise  
Partnership

# Tea and Coffee Break



The European Agricultural Fund  
for Rural Development:  
**Europe investing in rural areas**

**ENTERPRISE  
PARTNERSHIP**  
York / North Yorkshire / East Riding

**Business  
Inspired  
Growth**



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## RURAL COMMUNITY ENERGY FUND



The Rural  
Community  
Energy Fund



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# • Background

- UK committed to net zero carbon emissions by 2050.
- How are we getting on so far?
- Important role for Community Energy



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 The Rural  
Community  
Energy Fund

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# • What is the Rural Community Energy Fund?

- £1.45 million of funding for the North East Yorkshire and Humber Local Energy Hub
- Supports rural communities in England to develop renewable energy projects, which provide economic and social benefits to the community.

# • Key elements of a successful Community Energy project:-

- A natural resource that can be utilised
- Technology to create electricity
- A building to utilise the power that is created
- A community group to own the technology



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 The Rural  
Community  
Energy Fund

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# • How is it paid for?

- Upfront costs covered by RCEF
- Community group charge for the electricity it sells (to building or to grid)
- Uses income stream to secure funds
- Loans or Community Share Issues
- Surplus goes back into community



# • Why get involved?

- Climate change
- Community benefit
- Electricity cost savings and price stability



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# • What is the bidding process?

- Stage 1- up to £40,000 for feasibility
- Stage 2- up to £100,000 for development funding
- The fund is open for 2 years
- Rolling deadlines every 2-3 months



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# •What is next?

- If you are aware of any buildings that might be suitable, or know of any community groups, please get in touch!
- Thank you for your time



The Supply  
Chain Network

# THE SUPPLY CHAIN NETWORK



EAST RIDING  
OF YORKSHIRE COUNCIL





The Supply  
Chain Network

**Supporting  
businesses to take  
advantage of regional  
and national supply  
chain opportunities by**

**facilitating supply chain  
opportunities and supporting  
business growth**



EAST RIDING  
OF YORKSHIRE COUNCIL







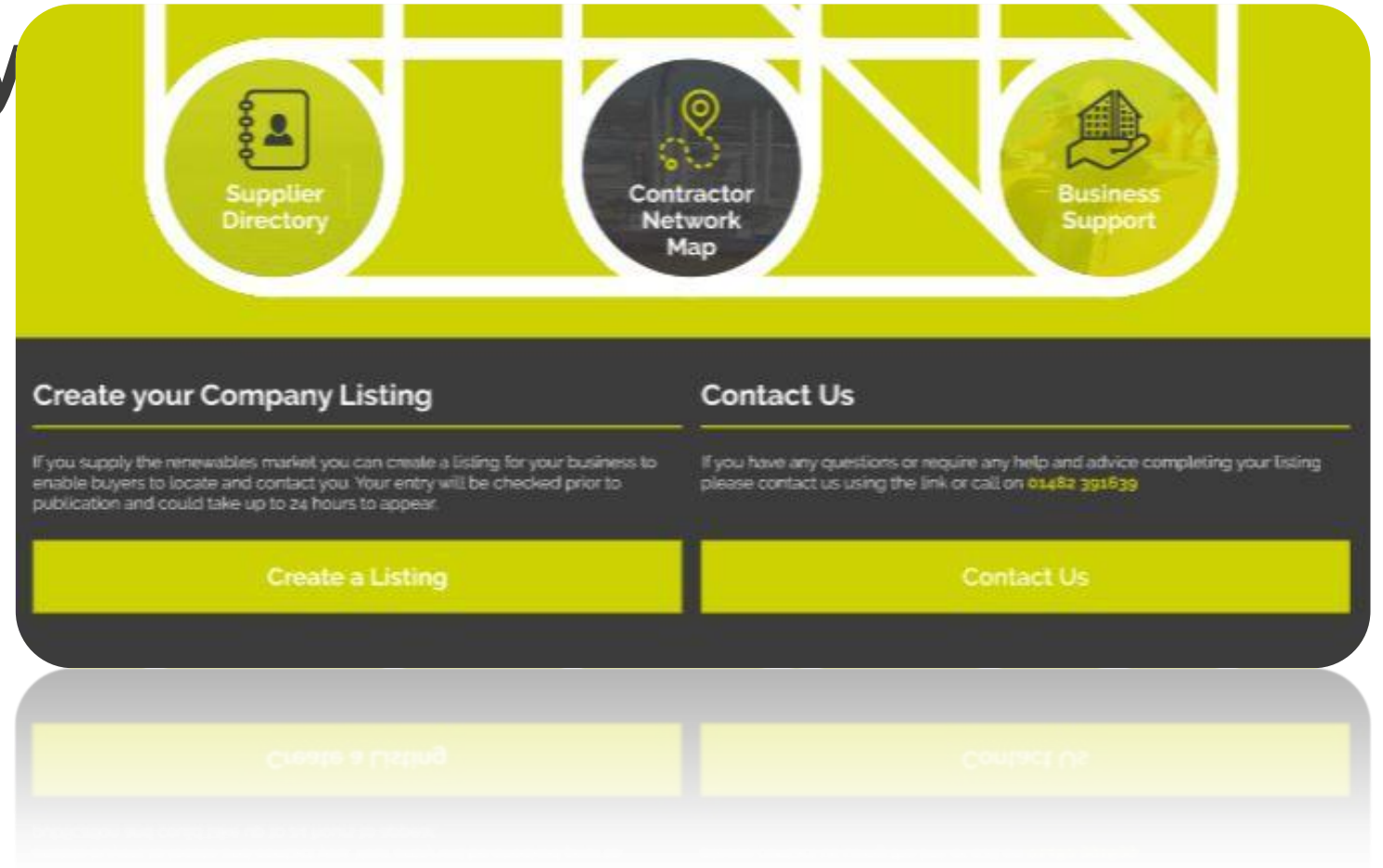
Supplier  
Directory

Mapping of  
Opportunities

Support  
Services

# Supplier Directory

To promote the region's suppliers, products and services and encourage regional supply chain development.



**Supplier Directory**

**Contractor Network Map**

**Business Support**

**Create your Company Listing**

If you supply the renewables market you can create a listing for your business to enable buyers to locate and contact you. Your entry will be checked prior to publication and could take up to 24 hours to appear.

**Create a Listing**

**Contact Us**

If you have any questions or require any help and advice completing your listing please contact us using the link or call on **01482 391639**

**Contact Us**



The Supply  
Chain Network

# Map of Opportunities

Identifying and strengthening knowledge and intelligence of supply chain opportunities, standards and specifications across the region.





The Supply  
Chain Network

# Support Services

Identifying, informing and supporting regional businesses to be supply chain ready to access opportunities







# Raising Business Aspirations and Supply Chain Opportunities

- Making Opportunities Visible
- Making Opportunities Accessible
- Making Opportunities Winnable
- Enabling Business Growth





## Partners






The Supply  
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# Delivered in partnership through East Riding of Yorkshire Council



Supported by the  
 Regional Growth Fund



EUROPEAN UNION  
European Structural and Investment Fund





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**Darrell Hooper**  
**PAPI Innovation Advisor**



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**Humber**  
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Partnership

# Richard Webster SparkFund

**SparkFund**  
Igniting Innovation



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[https://www.youtube.com/watch?v=JOf1dhFtPZc&feature=emb\\_title](https://www.youtube.com/watch?v=JOf1dhFtPZc&feature=emb_title)

SparkFund Explainer Video

You Tube



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## Contact:

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# Networking



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