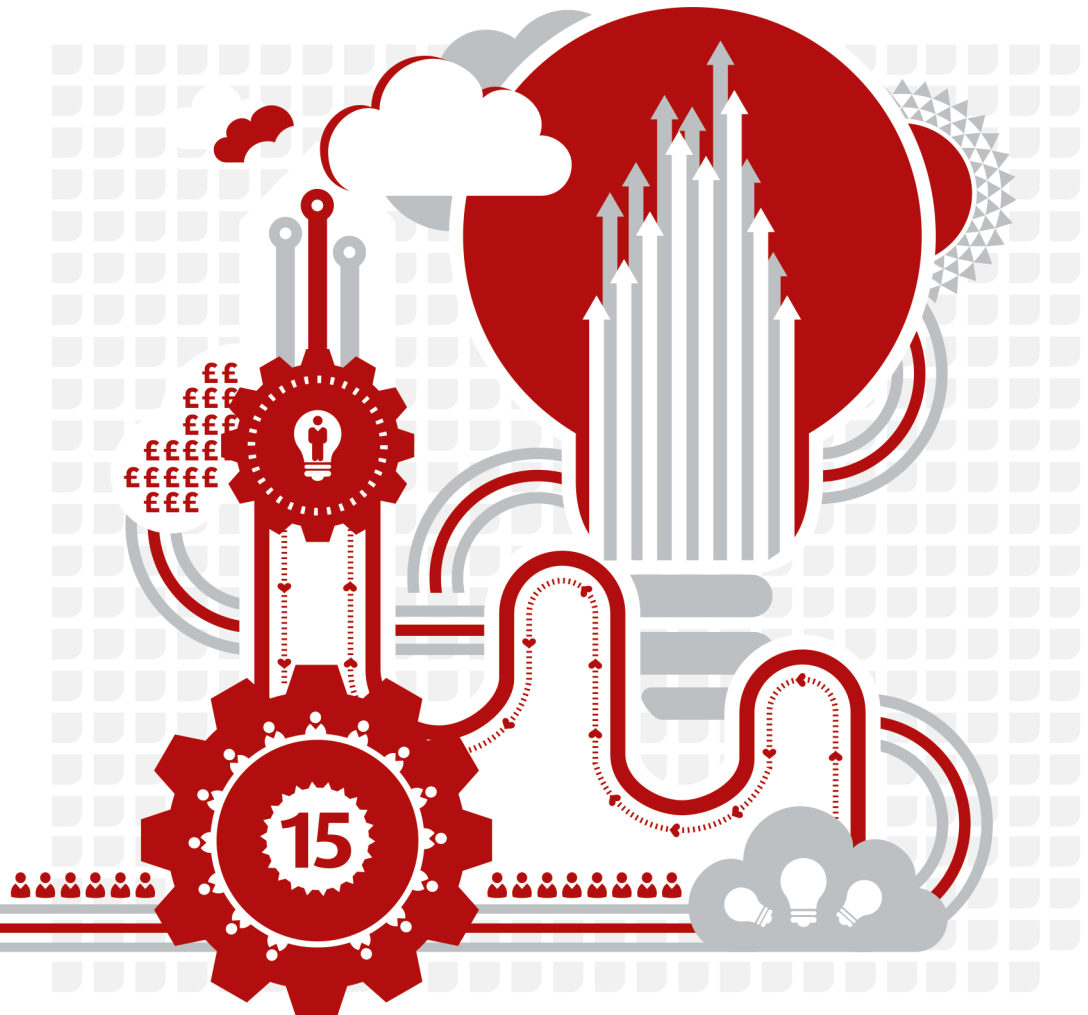




Wave 2 Growth Hub Showcase

An exciting programme of support to
15 growth areas across the UK





Foreword

Professor Sue Cox OBE

Dean of Lancaster University
Management School (LUMS)

At Lancaster University we have long recognised the important contribution that research-led engagement with businesses and communities can make. Lancaster University Management School (LUMS) is a triple-accredited, world-ranked management school, consistently among the UK's top five. We are notable among leading business schools in that we combine excellence in research with impactful SME engagements. We conduct this work regionally, nationally, and internationally.

This engagement, along with research and teaching, forms one of the key priorities in our strategy. Whilst we work with large organisations such as IBM and Unilever, we also recognised early on the great importance of small and medium-sized enterprises (SMEs) to the UK economy. Lancaster University is

focused on ensuring that our research delivers genuine impact on society and the economy. Working alongside SMEs is increasingly important in meeting these objectives. Over 99% of the 4.9 million businesses in the UK are SMEs and they employ over 14 million people (and contributing nearly 50% of the value of the UK economy).

Lancaster University Management School is proud to be one of only three Business Schools to receive the Small Business Charter Gold Award in recognition of the role it has played in helping to kick-start British enterprise. We are committed to building on the work that led to our receiving the Gold Award and look forward to strengthening our SME engagement even further in the future. The Wave 2 Growth Hub Programme is one example of how we strive towards this.



Foreword

Professor Ellie Hamilton

Associate Dean of Lancaster University
Management School (LUMS)

Higher education has much to offer in fostering growth and encouraging innovation throughout the SME community. Lancaster University has a world-leading reputation for the excellence of its entrepreneurship research, teaching and SME engagement. By working with SMEs and supporting their growth, we have built a strong knowledge base, which now provides a platform for business engagement both nationally and internationally. This draws upon and feeds into our research and enhances our teaching.

Our commitment to integrating business engagement across the activities of Lancaster University is clear and is recognised in the University's strategy. Initiatives such as our guild of 30 Entrepreneurs in Residence distinguish us amongst our peers, and our leadership of the Wave 2 Growth

Hubs Programme paves the way for further extending our work.

We are delighted to lead the £32million Wave 2 Growth Hub Programme and to work with our 15 Growth Hubs across England. More than 25,000 businesses have already benefited from the programme and I am sure this will continue as the Wave 2 Growth Hubs flourish.



Growth Hubs are a vital part of the Government's plans to make it easier for businesses to start and grow by ensuring business support is simpler, more joined up and easier to access.

Lord Heseltine



Black Country Growth Hub



Businesses in the Black Country have easy access to a wide range of support and expertise through the Growth Hub, a collaboration between the four local authorities and key business support agencies. The Black Country Growth Hub offers a variety of business events, drop-in sessions and business services, plus support and information for Black Country based businesses looking to grow, with a particular focus on the manufacturing base within the area.

They offer six main programmes:

- Resource efficiency
- Leadership development
- Capital grants
- Sales and marketing
- Export expert
- Pre-Investment advice

Additionally, there is customised support available designed to address manufacturing SMEs' specific needs enabling them to compete and achieve sustainable growth.

The Growth Hub will help Black Country manufacturers to:

- Find links to new supply chains and export opportunities
- Adopt the latest processes and management practices
- Keep up to speed with latest technologies
- Access bespoke part-funded business programmes
- Address skills shortages



For small businesses in the Black Country, being able to access funding is fantastic. Having a support team on our doorstep and the fact there is less paperwork means we can focus on the important things like job creation and higher profits. The Black Country Growth Hub and B C Gold were quick to help us and to ensure we deliver a successful project - they're on our side! Thanks to everyone involved.

Matt Weston, Director, Stone's Throw Media





CPN Systems

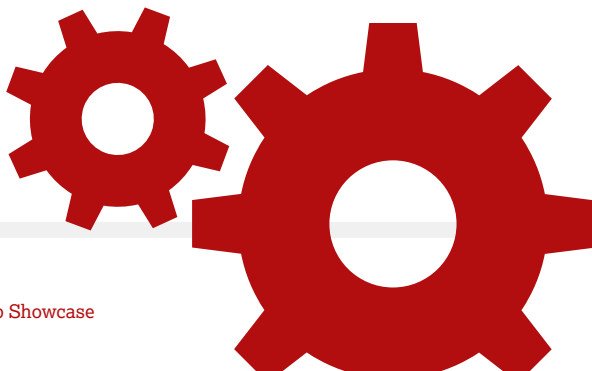
CPN Systems aim to deliver quality control systems that are well engineered, easy to use and maintain. They do this by only partnering with some of the leading manufacturers of control equipment to bring together the best solution possible.

CPN Systems participated in one of the seven manufacturing specific programmes developed for the Black Country manufacturing base. The Leadership Development course provides six days of free executive masterclasses plus one to one coaching from specialists in organisational development in high value manufacturing. This is aimed at directors and senior management only within manufacturing SMEs.



The Black Country Leadership Development Programme is working really well for me. I'm getting out of it just what I expected – the leadership and business skills that I was missing to enable the growth of the business. The sessions we receive are led by people who understand our mind-set and needs as busy business owners and their teachings are practical and firm but enjoyable. I believe the programme will make me a better leader and CPN Systems a better company. I would highly recommend the programme.

Carl Nash,
CPN Systems





Dorset Growth Hub

The Dorset Growth Hub was established to support businesses that want to grow, increase employment, improve the competitiveness of businesses in Dorset and encourage inward investment to the area.

It provides information to help with:

- Starting and growing businesses
- Finances
- Employment and skills information
- Contact details for local suppliers
- Support schemes and services
- News from around the region
- Training, seminars, and networking events

Business Growth Programme

The hub launched its Business Growth Programme on the 1st May 2014 to assist businesses in key sectors.

The hub was built around four main growth platforms:

- Growth through Investment - offers grant funding to support to businesses that are looking for investment for expansion purposes
- Growth through Innovation - offers grant funding to support businesses that want to commercialise a new product or service and need innovation support to do this
- Growth through Internationalisation - offers grant funding to support businesses who wish to use design to help access international markets
- Growth through Inception - supports individuals who are thinking about a business start-up, or who are in the early stages of starting a business with growth potential and need assistance with further development



Lou Brown Designs



Lou Brown Designs is a small independent creative business based in Dorset. Lou creates bespoke gift items such as customised children's books, DIY craft kits, jigsaws and notebooks. Lou believes firmly in running her business with the best possible moral ethics. Wherever possible her suppliers are locally run family businesses. She continues to support her local post office and all her packaging and base materials are sourced as environmentally friendly as possible. Nearly 85% of all her products are made with recycled materials. Currently the business runs from her dining room as a sole trader and she uses local printers and distributors to supply the ever increasing demand for her quirky hand crafted products.

Lou made an initial inquiry to the Dorset Growth Hub phone line after hearing about the service at a local event. Their Business Adviser (Tony Latham) spoke with Lou over the phone and suggested that a Business Navigator come and visit to offer support and advice in regards to her business.

The initial meeting at Lou's home raised the follow needs for the business to help sustain and create growth;

- Lou needed to formalise her business processes and get to grips with the day to day running of all the business rather than producing all the products herself



- New larger premises were needed as manufacturing was being restricted from her dining room at home
- Lou wanted to employ three new staff to help sustain her growth of the company

The Dorset Growth Hub team introduced Lou to Dormen, a business mentoring service, to help her keep on track with her business goals and also be a sounding board during her period of growth. Also, it was identified that Lou was a very creative force but struggled with the business acumen to support her business. The team at the Dorset Growth Hub helped to come up with a solution to rectify this.

The results from working with Dorset Growth Hub are:

- They have moved to new larger premises to cope with product demand
- 1 full-time job and 2 part-time positions have been created to help with production, admin and marketing
- Cash flow injection in the form of a grant to help with future developments of Lou Brown Designs

Brighton and Hove Business Navigator Growth Hub

There are three main elements to the Programme.

- The Business Navigator Growth Hub which includes the Business Support Navigators and the Growth Hub business support portal
- The Business Growth Toolkit
- The Business Growth Grants

The **Business Growth Toolkit** supports all stages of business from start-up and growing businesses to growing new markets.

Start-Up Businesses

The **Business Start-up Hot House** delivers business boot-camps for pre or recent starts, along with business workshops, peer-to-peer action learning sets and business coaching sessions. **Graduate ProfitNet** is aimed at graduates who have recently started a business.

Growing Businesses

Managing Innovation is an interactive programme to help to understand the process of innovation, develop skills to manage innovation and embed best practice in innovation into business culture.

Profitnet offers structured peer-to-peer based business development assistance.

Knowledge Exchange Partnerships promote the sharing and exchange of knowledge between businesses and universities. The **Intern Placement Programme** aims to place talented interns in focused roles within the creative, digital, media and technology and green sectors. **Support for High Growth Businesses** is a bespoke package for the more technical entrepreneur, offering multi-disciplinary support from business model development and marketing strategy, to growth reviews and understanding investment.

Developing New Markets

International Trade – Business Beyond Borders is a five day in-depth programme for businesses needing assistance in accessing new and emerging foreign markets.

The **Export Hothouse** is a six month knowledge and support programme aimed at businesses who want to achieve their first export, or have just started and see this as a way to grow, but need to know what the first steps are.



Cresco Communications



Cresco Communications is a Brighton-based digital marketing company set up one year ago. Founder and MD Louise Boxall originally started the business to provide marketing support for small to medium pharmaceutical and health research companies that did not necessarily wish to do their own marketing in-house.

The business soon branched into other sectors and the company now also provides digital content marketing support to a number of SMEs in Brighton.

In its first year, Cresco has achieved remarkable success - including building a client base that reaches into Europe and the US – but there have been challenges along the way, as with any start-up.

Louise found that due to being so busy working for clients, there was not much extra

CRESKO
COMMUNICATIONS

time to focus on business development. In addition, although Louise enjoyed pitching for projects and new clients, she did not have a sales-led background in terms of closing deals and negotiating. She also found that putting financial systems in place took time.

Cresco worked with a Business Support Navigator to discuss their business needs.

Louise says, "Laura has provided lots of valuable information and support on many different things including available grants, business training and other advice on networking events. The most valuable tool has been the Hot House programme, which we signed up to in August."

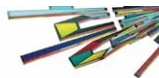


Louise says of a Hot House workshop she attended:

This particular session has given me more confidence to network and has given me a greater understanding of how building long term relationships and collaborations with other small businesses will benefit our own business in the future. We also find the interactions and idea-sharing with other members of the Hot House programme very inspiring.

Louise Boxall,
Cresco Communications





Coventry and Warwickshire Growth Hub



The Coventry and Warwickshire Growth Hub works with businesses that have aspirations to grow.

It can offer help with:

- Access to finance
- Business innovation
- Business support
- Business planning
- International trade
- Skills development
- Inward investment

The Growth Hub launched on 10th April 2014 and provides support to all SMEs in the Coventry and Warwickshire area, with a focus on the Advanced Manufacturing and Engineering sector. The support activities will include specialist UKTI advice to facilitate international trade, skills support, information and assistance for companies wishing to relocate to Coventry and Warwickshire and financial support and advice to innovative companies looking to develop new products or processes.

Supporting Manufacturing Businesses in the Growth Hub Network

Coventry and Warwickshire Growth Hub co-hosted a Lancaster University workshop 'Supporting Manufacturing Businesses in the Growth Hub Network' along with the Black Country Growth Hub. This event was aimed at sharing knowledge about how Growth Hubs can best support businesses in the manufacturing industry.



We have a target that is set at delivering 217 jobs over year 1 of this programme. I have been able to demonstrate today that we can deliver 2,500 jobs. That's a real boost to the Coventry & Warwickshire sub-regional economy.



**Craig Humphrey, Managing Director
Coventry & Warwickshire Growth Hub**





I cannot overstate the help I have been given. I just wouldn't be anywhere near this stage if I hadn't received the support being offered through the Coventry and Warwickshire Growth Hub.

Matthew Statham, ChinaTech Sourcing



ChinaTech Sourcing Ltd



Matthew Statham, who runs ChinaTech Sourcing Ltd, at the Wharf Centre in Warwick, has developed a new combustion unit that ignites a fire inside a wood-burning stove with the flick of a switch or remote control. With support from Coventry and Warwickshire Growth Hub, he's on the road to turning the prototype into a fully-fledged product.

The Manufacturing Advisory Service (MAS) was originally approached for support and Advisor Colin Hanson-New worked with his colleagues at the Growth Hub to offer their expertise to help further support the company.

A production prototype and patent for the product have been secured already thanks to the support – which included grant funding from MAS – and Matthew believes his product could hit the market in the next nine to twelve months.

Matthew is now holding talks with stove manufacturers in the UK in a bid to get the Autoblaze Unit installed as an option within their products and one of those companies, which is also based in Warwickshire, has been introduced through UKTI.

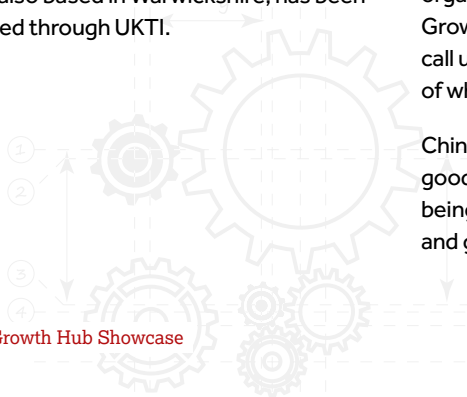


Pictured (from left): Brian Mountford (UKTI), Matthew Statham (ChinaTech), Colin Hanson-New (MAS), John Nollett (Growth Hub Business Account Manager)

John Nollett, a Growth Hub Account Manager said "China Tech Sourcing is one of the first companies we have been able to assist in this way since the Growth Hub was established and it is a perfect example of what it is designed to do.

Matthew would not have had the time to navigate his way through the various organisations offering support but with the Growth Hub's involvement he has been able to call upon the expertise of a range of bodies, all of whom can help in different ways.

China Tech was, previously, an importer of goods from China but with this new product being assembled in our area it will create jobs and growth for this region".



Hull and Humber Growth Hub

Following its successful launch at Humber Business Week in June 2014 the Humber LEP Growth Hub has now established itself as a key mechanism for engaging with local business across the Humber. In addition to the generic support available the Humber Growth Hub provides valuable access to the following six bespoke support schemes:

RGF 3 Capital Grants - Building on the success of the Regional Growth Fund in the Humber as part of the Growth Hub activity an additional £1m has been added to the existing 'Growing the Humber' funding pot to support Humber businesses to invest in premises and or capital plant and machinery.

Supply Chain Development - supports priority growth areas (ports & logistics, renewables, chemicals, food manufacture, engineering services) to access supply chains through sector specialist support and one-to-one advice.

International Growth Pathway - This scheme provides companies with:

- Targeted support for local businesses in priority areas to access and export to international markets
- Targeted programme of outward missions with local businesses to key and emerging international markets
- A range of international trade opportunity awareness raising events for Humber based businesses

Start Up Grants - Flexible grants of up to £5K are available to support business start ups in the Humber. Eligible expenditure includes capacity building activity including access to training, consultancy, IT and small capital investment. As part of the scheme businesses receive one-to-one support provided under the co-ordination element of the programme.

Apprenticeship Hub - By matching those seeking full-time employment with businesses requiring skilled and competent employees the scheme seeks to provide valuable apprenticeship placements into local business.

Graduate Internships - Graduates will be matched and placed within local companies ensuring high based skills are introduced to assist companies grow and retaining graduates in the Humber.

Wright Mind Training Services



This support is invaluable for new businesses – the Advisor was supportive, professional and non-critical. I cannot recommend it highly enough – overall it was a positive and beneficial experience.

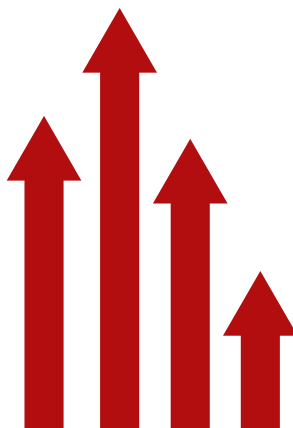


Deborah Wright,
Wright Mind Training

Wright Mind Training Services aims to promote positive mental health through education and fun and delivers training and workshops to people in the public, private or voluntary sectors. They work with Associates who specialise in areas such as self-harm, suicide awareness, drugs, alcohol, dementia and personal development. Wright Mind heard about the free business support on offer from another business who had already taken advantage of the Growth Hub.

Their Business Advisor helped in rationalising the thought process and setting clearer goals and key objectives to turn Wright Minds momentum and vision into a reality. Deborah Wright was impressed with the Growth Hub Business Support being free and commented “setting up a business is difficult and, even when the concept and path is set, good business support is beneficial”.

A Diagnostic Report was drawn up identifying priority areas for them to concentrate on and Wright Minds still refers to the Report to assess the company’s growth and direction. Wright Minds recognise that the business support has helped them continue in a positive way and as the business grows and progresses they hope to expand and employ new staff in the future.



New Anglia Growth Hub



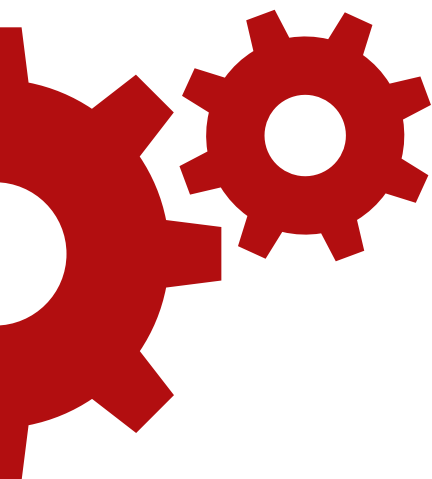
New Anglia Growth Hub launched at the Norfolk and Suffolk County Shows in June 2014. It provides support for businesses and those wishing to start their own business, across Norfolk and Suffolk. They bring together a range of local and national business support from hundreds of sources and find help on subjects ranging from finance to exporting and resource efficiency to contract opportunities. It provides a programme of direct business support and co-ordination.

The **Small Grants Scheme** will accelerate the growth of businesses currently being held back because of a lack of finance by providing 20% grants for job creation.

The **Innovation Vouchers Scheme** will address the financial barrier to accessing support from Higher Education institutions. The scheme provides innovation support at 50% of the actual costs.

Enhancing Start-Up Support

The region suffers from lower than average start-up rates, with levels of start-ups going down in recent years. The scheme will offer comprehensive support across the Norfolk and Suffolk areas and enable the types of support available to individuals.





Earl Soham Brewery

Earl Soham Brewery in Debenham is a traditional ale brewery, producing 30-40 barrels per week, as well as acting as a wholesaler for cider, wine and soft drinks. Following a steady increase in capacity, the brewery realised they needed to adjust their distribution strategy.

Morgan Potter, Business Growth Adviser with the New Anglia Growth Hub and local district Councillor Kathy Guthrie were discussing the grant scheme Grants4Growth which administers capital grants for growing businesses to purchase or install efficient new processes, production facilities and clean tech, helping them to invest to grow. Morgan and Kathy visited the brewery and told them about the scheme. Brewery owner, John Bjornson said; "It all sounds too good to be true."

Morgan arranged a meeting with John at the brewery. Following some research, Morgan identified that the brewery would be eligible for a grant through Grants4Growth. Morgan said: "The brewery had high growth potential but were resource limited in terms of distribution. Extra capacity was required they matched all the relevant criteria so I referred them directly to Grants4Growth. The application was submitted, processed and approved in a mere two weeks." They have been awarded £3,750 towards the cost of a new delivery van in response to increased capacity.



This funding has allowed us to finance the new van and continue our strategy to deliver 30% growth within the next two years as well as safeguarding jobs. I'm amazed how quick the process has been and I'm grateful to all those involved in helping us with our expansion plans.



John Bjornson,
Earl Soham Brewery



Velocity Growth Hub

Velocity makes it easier for small businesses to maximise their growth potential.

As well as an online portal and telephone helpdesk, it provides one-to-one mentoring and support by six, locally-based Business Advisers, together with revenue grants of £1,000 to £10,000 for business development projects and free, training workshops to give owners the skills they need to grow their business.

More than 500 businesses have received one-to-one advice from Velocity's six advisers, have attended one of its free growth workshops or had a business development grant.

Its grants have helped to kick-start ventures ranging from a nappy delivery service and a 3D printing bureau to a garage and a greyhound track; for businesses as diverse as a plumber and a pie-maker to a distiller and a dance shoe maker; to develop new markets for everything from luxury villas to leading-edge defence technology, for everyone from a teenage entrepreneur to a 113 year old manufacturing business.

Velocity operates in eleven local authority areas: Aylesbury Vale, Bedford, Central Bedfordshire, Cherwell, Corby, Daventry, Kettering, Luton, Milton Keynes, Northampton and South Northamptonshire.



Velocity is here to help businesses in the South East Midlands to grow into the future.

Daniel Mouawad,
SEMLEP Chief Executive



National Sameday Ltd

National Sameday Ltd at Luton used its £7,200 Velocity grant to develop the back-office systems necessary to win major courier contracts and has doubled the size of its workforce in these first six months, taking on 10 new drivers on the back of successive, contract awards from new customers.

Velocity has been providing businesses like National Sameday Ltd with a confidence-boost at its free workshops, which aim to help owners to acquire the knowledge, skills and information that they need to grow their business. The feedback so far is that the workshops are succeeding in doing so.



The Velocity grant has had a major and immediate impact. We've seen a significant breakthrough in the performance of the company and recorded our highest-ever turnover in the 22 years since we started.

It has allowed us to rub shoulders with the 'big boys' in delivery and courier services and we beat off major competition to win a lucrative and significant contract, which we wouldn't have done without Velocity and it has given us the confidence to tender for more contracts on this scale.



Partha Dey,
Managing Director

Matched programme
investments from RGF &
private sector



Contracts secured by
Wave 2 Growth Hubs



25,000 SMEs have
been engaged



New jobs created each week during
the programme





EIGHT

Unique Growth Hub events



Readership through press releases



Oxfordshire Business Support

The aim of Oxfordshire Business Support is to support Oxfordshire businesses at all stages. It is designed to point people rapidly to the help they need locally or nationally to start or expand their business. It focuses on connecting business owners and entrepreneurs to the wider community of support, primarily through a team of experienced Network Navigators. The overall objective is to boost economic activity and create jobs in Oxfordshire

Oxfordshire Business Support was launched at Venturefest Oxford on the 8th July 2014. Venturefest Oxford is an annual event which brings together the area's innovation community of investors, entrepreneurs, and innovators along with local businesses to drive innovation-led economic growth.

Innovative Support for Business is a part of the Oxfordshire Business Support programme, offering a range of services which help local companies to grow and create new private sector jobs by providing funding, Innovation Support Vouchers and 'Start up Success' a training programme designed for those starting up a business.

Network Navigators ensure that anyone seeking help is signposted to the support they need irrespective of who provides it and that everyone works together to build an environment that encourages and supports innovation.

Network Navigators have expertise in the following nine areas:

- Advanced engineering
- Cryogenics
- Digital media and publishing
- Entrepreneurs and investors
- Life sciences
- Low carbon
- SMEs and retail
- Social enterprise
- Space and satellite applications

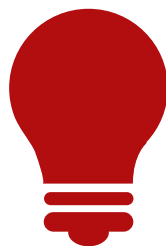
Imago



Imago is an international print and product sourcing services company with offices around the globe. Imago's roots are in book production and although the company remains specialists in this field, they have expanded widely into the sourcing market. Imago offer a one-stop shop for production management and manufacture a huge range of products in China and Europe for a wide range of clients.

Innovation Support Vouchers

Imago secured an Innovation Support Voucher and used this to secure valuable and business critical training. Imago found the scheme very straightforward to use and thought it included a wide range of training providers. As a relatively small company Imago felt they would not have been able to access the scheme without the voucher. They received two days training from a local provider around social media and presentation skills.



Our Sales people are now skilled up and whilst we cannot put a tangible figure on the benefit to our business, this training has, without question, enabled our people. In the longer term, we expect to improve our sales pipeline as a result.

**Gaynor Johnston,
Training, Sales
and Marketing**



We see these jobs as being the first fruits of the initiatives we have been driving and very much show how the world leading scientific facilities ... that we have in the county can be brought together with entrepreneurial talent and business support services to create the next generation of 'Gazelle' companies that will provide high-value jobs to the people of Oxfordshire.

**Nigel Tipple,
Chief Executive, OxLEP**



Thames Valley Berkshire Business Growth Hub

The Thames Valley Berkshire Business Growth Hub helps with business information, coaching and support, networking, workshops and events, access to funding, strategic planning support and advice, academic and technical expertise and assistance with open innovation and discovering local sector clusters.

The Growth Hub's Approach

- A one stop shop web site as the single gateway for Berkshire's growth businesses, providing access to information, an overview of grants and business support services that are available, and an open innovation platform
- A programme of 1:1 coaching, advice and training, and 'account management' from an experienced team that will assist businesses develop strategies and plans for growth. The Growth Hub will partner with other national offerings such as MAS, UKTI, GrowthAccelerator, TSB, and with the LEP's Funding Escalator
- Training at Henley Business School through a proven three day Berkshire Business Accelerator programme
- A competitive grants programme to directly fund businesses that need up to £40k to develop new products, prove new technologies and get ideas to market
- A business network delivering relevant events and topical activities at a range of local touch points through Berkshire, to provide knowledge and information exchange for growth businesses

SME Beneficiaries

Almost 60 ambitious businesses (as of September 2014) have benefited from business coaching from a team of experienced coaches who have themselves all started, grown and in many cases successfully sold their own companies. The focus for coaching ranges from helping the founders of a small specialist chocolate manufacturing company to scale up through a revised channel marketing and changing their brand strategy, to supporting a leading innovator in technology who are improving oil drilling efficiency for major oil companies to raise funding for growth.

A client business in environmental services is benefiting from objective input from an experienced business coach; they reported back to the Growth Hub that the coaching input provided the impetus to make change. They thought immediately about what more could be offered to existing customers, changed their sales methodology and the resultant sales activity led to a new £45k order.

The Growth Hub coaching team is working with the national business support programmes such as GrowthAccelerator, MAS and UKTI to ensure businesses can make best use of the whole range of support and funding that's available to them.

Ancoris



Ancoris is an award-winning Google Enterprise Partner with 28 employees. In 2013 it achieved a year-on-year growth of 48%. The Growth Hub Coach has been working with the leadership team to clarify long term strategy and direction. Although Ancoris is a ten-year-old IT business, as a consequence of the recession it changed its business model to take advantage of emerging cloud computing opportunities. As a result it found itself behaving more like a fast growth new start up. "Quite specifically, it's helped us align our marketing budgets with our key growth areas," says David McLeman, Managing Director of Ancoris.

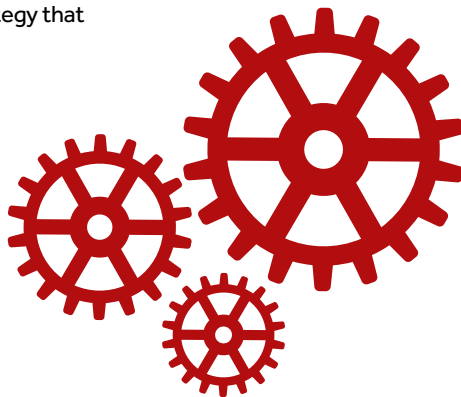
With a new product, new markets and new customers, it committed completely to the new business model. Change brought with it considerable challenges; a business acquisition meant an additional director joined the two existing directors and a new financial director was also appointed. The Management team attended the Berkshire Business Accelerator and this allied to the coaching has enabled the team to deal with the change and has created a new focussed and clear business strategy that is delivering results.

ANCORIS



The Berkshire Business Accelerator gave us a great opportunity to refine and articulate future business strategy. The timing was perfect; we were already starting to plan for our new financial year.

David McLeman,
Managing Director



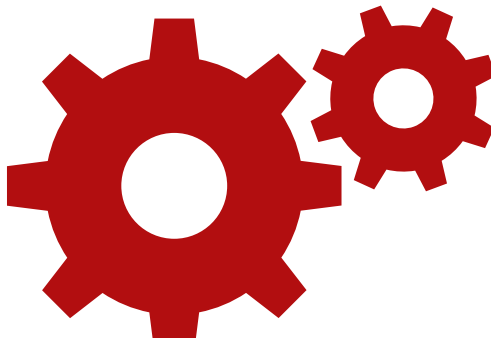
Peninsula City Deal Growth Hub

Peninsula City Deal Growth Hub co-ordinates business support across the region, collecting into one place everything a business needs to help it succeed and grow. Over £3 million of Regional Growth Funding has been made available through GAIN and the City Deal Growth Hub to help businesses grow and create sustainable new jobs. Their ambition is to raise awareness to 20,000 businesses in the first year – around 25% of our business population and over 900 jobs will be created as a direct result of the activities of the Growth Hub in its first year.

The Growth Hub makes it easier for businesses to access the right support, and includes nine new business support products and services including access to finance and specific marine sector support.

There are three main elements to the Programme.

- Business Finance Network - Options available to business for finance and to identify investment opportunities
- Inward Investment Activity - Targeted at marine, advanced engineering, energy and photonics. Inward investment events
- Web-Fuelled Export Advice - Setting up a cluster of accredited international web designers and getting more businesses trading internationally - online
- Innovation - Vouchers targeting marine, advanced engineering, manufacturing and energy sectors for SME and large businesses
- School for Startups - Training and mentoring for 250 businesses
- MAS for the Marine Sector - Supporting 170 leaders and senior managers in 25-30 business offering a detailed diagnostic assessment of their specific needs and given access to a suite of high impact master class programmes on key elements of growth



British Beds Worldwide



British Beds Worldwide sells high quality British made beds and delivers them directly to people's bedrooms across the globe. Thanks to Growth Hub funding they have been able to implement a new website build to focus on growth of international sales.

Later this month British Beds Worldwide will be launching its own collection of beds, made to their own specifications, for export. The range will include luxury, super luxury and mid-range British made beds for the UK and international market.

British Beds Worldwide attended a UKTI workshop earlier this year which gave them the opportunity to revisit their export procedures and highlighted ways that they could increase overseas sales. They then undertook an export communications review to ensure they had the right processes and systems in place for our international sales.



After working with UKTI, they worked with their Growth Hub Business Advisor who highlighted the ways that they could access advice, funding and support for our growth plans. On reviewing the recommended changes British Beds Worldwide decided to completely overhaul their website. By accessing the Growth Hubs Web-fuelled exports voucher scheme, they were able to design, build and implement of a new website to further their international sales. With growth aspirations firmly at the heart of this small local business the company has also appointed two new team members to assist in achieving its aims.



Right from when we first heard of the Peninsula City Deal Growth Hub everybody has been extremely supportive and easy to work with. Our Growth Hub Advisor, Danny, in particular was extremely helpful in the advice that he gave, his enthusiasm and assisting in completing the funding application. He made it all a very smooth process.

Roger Charles,
British Beds Worldwide





Solent Growth Hub

The Solent Growth Hub launched in March 2014 offering a signposting service to businesses as well as having funding attached to the project. Operating in the Solent LEP region it offers simplified access to a range of information on business support services provided both nationally and locally. It helps individuals, organisations and businesses, from start-ups to established operations, to find funding support initiatives and services that can best help them achieve their growth potential.

There is also a signposting service run through the one stop shop delivered by telephone and face to face Navigators as well as the online portal. The Navigators are available to identify the best support to aid businesses with their growth potential and help them every step of the way. The online portal holds information on a wide range of support initiatives and has a useful search and filter function to identify the most relevant schemes available.

The funding attached to the project focuses on developing the key sector in the Solent LEP region of advanced manufacturing including marine, high technology, maritime, aerospace and engineering. Through the Enterprise Vouchers and Investment Grants it helps provide access to external finance and support capital investment.

Enterprise Vouchers are available to aid businesses start with their growth journey and are delivered through growth audits undertaken by the University of Portsmouth Business School. There is up to £20k available to be used to undertake activities identified in the audits and are offered on a 1:1 match basis.

Investment Grants focus on high growth businesses and contributes between £50k and £150k towards investment matched on a 3:1 basis. It aims to help businesses achieve growth and create employability in the region in the marine, maritime, advanced manufacturing, technology and wider private sector supply chain for these industries.



Brain in Hand



Brain in Hand Ltd (BiH) is helping people with autism, learning disabilities and mental health problems lead more independent lives. Their software helps users to manage the day to day problems that accompany their condition through innovative use of mobile technology using a smartphone. In conjunction with this software BiH hopes to further grow their business and set up a network of mentors who will help individuals to use this technology and lead more autonomous lives.

BiH is currently implementing 250 new users in schools, universities and NHS mental health services. These include users of supporting organisations such as Mencap and the Wirral Autistic Society's award winning programme 'Step into Work', which supports people with autism in finding employment.

This is all made possible with the assistance of the Solent Growth Hub who have worked closely with BiH to understand the company's plans and business needs. Brain in Hand Ltd was subsequently awarded the Solent Growth Hub's first RGF Investment Grant of £150k with match funding of £600k to launch their new business and open a new office in Southampton creating 15 new jobs in the Solent LEP region. The BiH service also helps users achieve more in education and to get into work, and so indirectly the system will have a much bigger impact on the economy.

braininhand



What we've done at Brain in Hand is taken the best of clinical excellence, put it in the smartest technology, and tailored it to make it easy to use in the real world. It is a truly patient-centred model of care. Support from the Solent Growth Hub and RGF grant will help us make this innovation much more widely available and impact on the lives of many more people.

**David Fry, CEO
Brain in Hand**



Business Southend

Business Southend aims to ensure that companies across Southend flourish by providing access to the support and services they require to meet their needs.

The Hub launched on 19th June 2014. It offers business grants, innovation vouchers, business support events and workshops. Having established itself as a pilot programme in Southend it is now being rolled out across Thames Gateway South Essex.

The learning from developing a Growth Hub is being shared with partners from across South East LEP. This will be used to inform and shape a Growth Hub model which encompasses all the South East LEP area.

Business Growth Grant

The **Business Growth Grant** is an adaptation of a successful Low Carbon Business Programme modified to target wider growth opportunities particularly in priority sectors. It supports businesses from start-up through to expansion and growth. Grant applications are considered by a panel of representatives from the public, private and third sector.

Innovation Vouchers

The **Innovation Vouchers** help subsidise access to training, academic expertise and university facilities. Vouchers can be spent with delivery partner HEIs University of Essex and Anglia Ruskin University.

Start Up, SME and Trade Support provides face-to-face advice, mentoring, early stage trade support and free events and lectures alongside national programmes and is delivered by Essex Chambers of Commerce.

Surgical Holdings

PW Coole and Sons trading as Surgical Holdings are a family business based in the Southend area, and are one of the key employers within the Medical Technology sector, currently employing 27 people. Growing from a one man business in 1995 to a company that has recently needed to expand Surgical Holdings have recently invested a substantial amount of money to further develop the work they can offer and expand their manufacturing, repairs and sales team with plans to take on experienced members of staff and to train apprentices in the sector also. Daniel feels that Surgical Holdings are in a position to use the Business Southend grant to have “direct impact on the business from funding secured over the next couple of years” to continually grow and shape their business.



Southend Borough Council are committed to investing in the skilled workforce of the area and with Medical Technologies being a key sector it is hoped to attract graduates from the local universities to stay in the area, expanding on their personal skills and knowledge whilst widely improving the services offered in the local community.

Daniel Coole has expressed a specific interest to “employ people who are going to manufacture these products for the benefit of the local area” and is keen to be part of the continual improvements being made to Southend as he feels “as a town and a place to do business it is in the best shape it’s ever been”.

Daniel Coole added the council support ensured their application was dealt with promptly and that the Business Southend grant has enabled them to take on additional staff in their sales team to support them to expand the business in line with their growth plan.



Surgical Holdings have chosen to be based in Southend for many reasons including it being a thriving, innovative place for business.

Daniel Coole,
Managing Director



Stoke-on-Trent & Staffordshire Growth Hub

The Stoke-on-Trent and Staffordshire Growth Hub has been established to play a major role in the drive for strong, sustainable business growth across the region. It acts as the focal point for businesses that wish to grow, providing co-ordinated and cohesive growth programmes, business networks and links to specialist information, advice and services.

The Hub launched two business support programmes on 7th May 2014 and demand is strong: **Small Business Grant Fund** and **High Growth Investment Programme**.

Small Business Grant Programme

This programme encourages companies to develop new and existing business and to create sustainable employment. This grant offers up to 33% contribution towards project costs where employment will be created and can be used for capital or revenue expenditure.

High Growth Investment Programme

This programme offers matched funding grants from £10K - £50K. The grant is designed to enable companies to realise their growth potential through increased employment, productivity and expansion. It is particularly targeting businesses seeking early stage equity finance, in order to lower the risk to equity investors and help complete a funding package.

The Hub has developed excellent working relationships with the local Chambers of Commerce, which provide advisors offering face-to-face appointments with businesses. The Growth Hub has formally brought together five local Chambers to deliver a seamless service across the LEP area.



Kamm Design Limited

Kamm Design Limited has secured grant funding from Stoke-on-Trent and Staffordshire Growth Hub to enable the business to further expand its development activities into the competitive carbon fibre triathlon cycle frame market.

Kamm Design Limited, based in Newcastle-under-Lyme, provides an advanced tailor-made bicycle service for triathletes. Their ambition is to design and produce a brand of bikes that will ultimately service the increasingly popular triathlon and cycling market. Kamm Design was the first business to take advantage of the High Growth Investment Programme fund, which was launched in June 2014. The funding secured will enable them to continue with their

development activities and in turn result in an innovative, highly competitive product that will enable the company to enter the rapidly expanding carbon fibre bicycle market, which is currently dominated by Far East suppliers.

David Frost, Chairman of the Stoke-on-Trent & Staffordshire LEP stated: "The UK triathlon business alone, is worth £66m, and demand for Kamm Design products will be highly sought in this competitive market. We are delighted the funding will enable Kamm Design Limited to develop their business further into this niche market and we are confident that the business will go from strength to strength. With the bike frames being produced in Staffordshire this is good news for our region."



We want to be able to provide a highly innovative product that enables us to fulfil the demands required by the triathlon market. The funding we have secured through the High Growth Investment Programme will now enable us to further develop a ground-breaking product and put the area on the map as a provider of excellence in this sector.

Martin Meir,
Managing Director



Wiltshire Business Hub

The Wiltshire Growth Hub launched on 2nd January 2014 with priority objectives of supporting medium-sized businesses to export, innovate or improve their strategic ability to grow through developing leadership competence. It was formed with one aim - to help businesses in Wiltshire succeed and grow and it provides grants and advice to help businesses achieve this.

Easy to access grants from £5k to £50k are available along with advice, mentoring and hands-on support from professional business advisors with access to accountants, business strategists, lawyers and much more.

Gateway for Growth

The Swindon and Wiltshire '**Gateway for Growth**' Programme launched on 25th February 2014. The programme aims to support at least 350 local 'growth' businesses – with annual sales of over £500K and more than 10 employees – and provides advice and financial support to further improve business performance.

Rob Perks, Chief Executive of Wessex Chambers, said: "The funding from Lancaster University has enabled us to form a very effective consortium of business support providers – primarily the Wiltshire Business Support Service, Business West and Innovate UK (formerly The Technology Strategy Board) – to build on the existing support available.

"In a study conducted last year, in which we asked local businesses what they found the main issues to be in accessing support, the biggest problem they experienced was that there were too many places to go, that they didn't know where to find the information, and they wanted somebody to bring it all together."



With the Wiltshire Business Hub, we've now got one place where businesses can access all the support they need, which should make a big difference towards helping our business community.

**Rob Perks, Chief Executive
Wessex Chambers**



Guild Anderson Furniture

Guild Anderson Furniture is a family run business based in Wiltshire that makes bespoke handmade kitchens and furniture. It was established in 2003 by Nick and Hannah Anderson and has grown to a dedicated team of 13 people.

The company has grown quickly since 2012 after a period of stagnation through the recession. Their current IT system works, but does not allow them to expand. This is the reason that they decided to upgrade their software.

After a lot of research Nick identified that Cabinet Vision was the software that would best work for them, but the software cost was so high that they could not afford to go ahead with their plans at that time.

Shortly after this Nick received a leaflet through the post from Wiltshire Business Hub offering one third grant funding. He then contacted the Hub to find out what sort of help that they could offer and whether they would help fund his software upgrade project.

Guild Anderson



Dee from the Hub came to see us and she was fantastic. She really engaged with the company and what we were doing, and went through our eligibility and how we should approach the application.

The application process really helped me to clarify my own thinking. If I'd undertaken the project without the grant, perhaps I wouldn't have researched it as much, and made such an informed decision. It really helped me to focus and run a proper spend analysis which I may not have done otherwise.

Dee presented our application to the committee and rang me straight after the meeting to give me the wonderful news. She was just as excited as I was!

Nick Anderson,
Managing Director



Tees Valley Business Compass

Tees Valley Business Compass is specifically aimed at supporting and growing the 13,500 SME community within Tees Valley, providing a simple, single point of access to publicly funded business support.

It is an enhanced business support programme which will improve co-ordination of business support services across the Tees Valley and points local businesses to a whole range of practical support such as:

- Putting together an achievable development plan
- Grants and finance
- Leadership development
- Vital training
- Expert business advice
- Assistance with finding premises
- Help developing effective marketing strategies

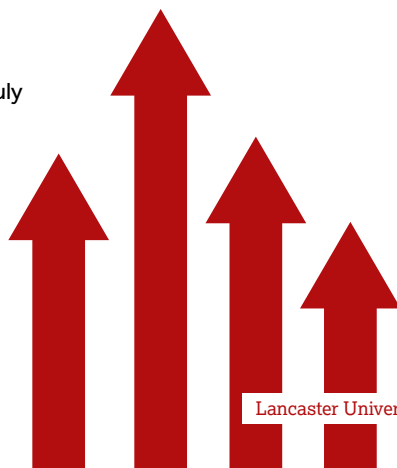
The project is simplifying the customer journey and partner organisations are working together to promote the scheme.

Business Growth Investment Scheme

£2 million of the Regional Growth Fund is being used to deliver the **Tees Valley Business Growth Investment Scheme**. The Scheme offers grants from £25,000 to small and medium-sized enterprises (SMEs) looking to invest in their business to achieve sustainable growth.

Business Summit

Tees Valley Business Compass launched on the 9th July 2014 at the **Tees Valley Business Summit**. Almost 700 delegates and exhibitors attended the launch which had specific workshops on the Tees Valley Business Growth Investment Scheme.



Camerons Brewery

Set up in 1865 as a traditional family brewer, Camerons Brewery has gone on to establish itself as one of the UK's leading contract brewers as well as an owner and operator of more than 70 pubs in the North East. It also produces its own brand beers which are sold throughout the country.

Hartlepool-based Camerons Brewery secured almost £150,000 from the Business Growth Investment Scheme funded by Tees Valley Business Compass.

The money will enable Camerons Brewery to invest in a modern bottling facility which will open the brewery up to new markets as well as creating 12 full-time jobs and safeguarding a further three jobs by 2016.

Chris Soley, Director and General Manager at Camerons Brewery, said: "Without the grant assistance through the Business Growth Investment Scheme, we would have been unable to finance the project and lost out on the opportunity to grow the business and help secure the long term future of the brewery.

Camerons Brewery is now the only remaining major independent family brewer in the North East. The addition of a bottling capability will allow the business to adapt to changing consumer trends and help cement the site's future long term prosperity.



As a result of the grant funding, we are able to install a beer bottling line capable of packaging up to 10,000 bottles per hour. The investment adds a further vital dimension to our UK renowned contract brewing services."

The facility will allow Camerons Brewery to tap into the growing take home market sector for both UK and export sales, as well as assisting with new product development and growth in contract lager brewing and bottling.



Growth, sustainability and job creation are at the core of what this scheme is about and it's encouraging to see how the funding has assisted Camerons Brewery in investing in a project which looks set to secure a long and fruitful future here in the Tees Valley.

Stephen Catchpole,
Managing Director, TVU





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