Access to Finance & Business Support for York-based Firms

December 2015

For further advice about any of the funding sources below please contact Simon Middleton, Access to Finance Manager, Make It York on 01904 551829 / 07854 238113 or at simon.middleton@makeityork.com

Section 1: Grant Funding................................................................. 3
Section 2: Growth Coaching, Mentoring, Apprenticeships...................... 8
Section 3: Alternative Loan Finance.................................................... 9
Section 4: Equity Investment.............................................................. 13
Section 5: Further Contacts................................................................ 16
<table>
<thead>
<tr>
<th>FULL CONTENTS</th>
<th>PAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Section 1: Grant Funding</td>
<td></td>
</tr>
<tr>
<td>Capital Grants (Assets, Machinery, Equipment, Fibre Broadband)</td>
<td></td>
</tr>
<tr>
<td>- Let’s Grow North &amp; East Yorkshire</td>
<td>3</td>
</tr>
<tr>
<td>- Leeds City Region Local Enterprise Partnership</td>
<td>4</td>
</tr>
<tr>
<td>- Biorenewables Development Centre, Specialist Equipment Grants</td>
<td>4</td>
</tr>
<tr>
<td>- Arts Council England</td>
<td>5</td>
</tr>
<tr>
<td>- Creative Finance Network</td>
<td>5</td>
</tr>
<tr>
<td>- CITB</td>
<td>5</td>
</tr>
<tr>
<td>Grants for R&amp;D / Innovation</td>
<td></td>
</tr>
<tr>
<td>- EU Horizon 2020</td>
<td>5</td>
</tr>
<tr>
<td>- SMART Scheme</td>
<td>6</td>
</tr>
<tr>
<td>- Innovation Vouchers</td>
<td>6</td>
</tr>
<tr>
<td>- Knowledge Transfer Partnerships</td>
<td>7</td>
</tr>
<tr>
<td>- Growth Vouchers</td>
<td>7</td>
</tr>
<tr>
<td>Section 2: Growth Coaching, Mentoring, Apprenticeships</td>
<td></td>
</tr>
<tr>
<td>- City of York Council – Apprenticeship Brokerage Scheme</td>
<td>8</td>
</tr>
<tr>
<td>- National Metals Centre</td>
<td>8</td>
</tr>
<tr>
<td>- Business Support York &amp; North Yorkshire</td>
<td>8</td>
</tr>
<tr>
<td>- Connect Gazelles</td>
<td>9</td>
</tr>
<tr>
<td>Section 3: Alternative Lenders</td>
<td></td>
</tr>
<tr>
<td>- Whyte Knight Fund</td>
<td>9</td>
</tr>
<tr>
<td>- Finance Yorkshire</td>
<td>9</td>
</tr>
<tr>
<td>- Business Enterprise Fund</td>
<td>10</td>
</tr>
<tr>
<td>- Debt Crowdfunding</td>
<td>10</td>
</tr>
<tr>
<td>- Factoring, Invoice Discounting, Asset Finance</td>
<td>11</td>
</tr>
<tr>
<td>- Community Development Finance Institutions (CDFIs)</td>
<td>11</td>
</tr>
<tr>
<td>- Acorn Commercial Finance</td>
<td>12</td>
</tr>
<tr>
<td>- Triodos Bank</td>
<td>12</td>
</tr>
<tr>
<td>- Reparo Finance Group</td>
<td>13</td>
</tr>
<tr>
<td>Section 4: Equity Funding</td>
<td></td>
</tr>
<tr>
<td>- Finance Yorkshire</td>
<td>13</td>
</tr>
<tr>
<td>- Seedrs</td>
<td>14</td>
</tr>
<tr>
<td>- British Business Bank</td>
<td>14</td>
</tr>
<tr>
<td>- Business Growth Fund</td>
<td>14</td>
</tr>
<tr>
<td>- UK Business Angels Association</td>
<td>15</td>
</tr>
<tr>
<td>- NESTA</td>
<td>15</td>
</tr>
<tr>
<td>- Angel Groups</td>
<td>15</td>
</tr>
<tr>
<td>- Virgin Media Accelerator</td>
<td>15</td>
</tr>
</tbody>
</table>
Section 1: Grant Funding

Capital Grants (Assets, Machinery, Equipment, R&D, Arts, Training)

1. Let’s Grow North & East Yorkshire: Business Grant Programme

   Tel. 0191 389 8434
   E-mail: letsgrow@be-group.co.uk

   Let’s Grow North & East Yorkshire is a £4m Regional Growth Fund programme managed by BE Group in partnership with Clive Owen LLP.

   The programme provides grant support for capital investment and R&D projects that will create new, sustainable jobs in North Yorkshire, the City of York and the East Riding of Yorkshire. Grant support is available for business expansion and diversification and is designed to help firms to expand their operations or to set up new establishments in the region.

   Let's Grow is aimed towards manufacturing businesses and service sector businesses offering more than a local service. Grants are available to businesses of all sizes, with higher levels of support available to SMEs. The programme operates under strict State Aid rules, so non-SMEs will only be eligible by exception.

   The programme supports projects of £125,000 or more which will be completed by March 2017. Projects must meet the eligibility criteria of the programme and are also judged on their levels of impact and value for money.

   Grants of £25,000 to £1,000,000 are available and the levels of support we can offer range from 10% to 25% of the eligible project expenditure. The level of support offered in each case will be determined by factors including the location of the project, the type of expenditure involved, the size of the company and the level of job creation.

   The type of activities covered by the grant are capital projects (property, equipment, salary costs of new employees where the role is created as a result of the project), R&D and training.

   To qualify, businesses must:

   - Be independent and based in the York, North Yorkshire and East Riding Region, or intending to move into the region as part of the project;
   - Be an SME with an annual turnover of less than £40 million;
   - Create new jobs or safeguard jobs within the applicant company.
2. **Leeds City Region Local Enterprise Partnership: Business Grant Programme**


**Contact:** Phil Cole, Programme Manager  
**Tel:** 0113 348 1818  
**E mail:** businessgrowth@the-lep.com

Leeds City Region LEP covers York and grants are available for small and medium sized businesses who will use the funding for capital investment in land, buildings, plant, machinery and equipment, or research and development activity, creating permanent jobs in the Leeds City Region. Applications are also considered from larger companies under certain circumstances.

To qualify, businesses must:

- Create permanent new jobs in the Leeds City Region (which covers the local authority areas of Barnsley, Bradford, Calderdale, Craven, Harrogate, Kirklees, Leeds, Selby, Wakefield and York).
- Have private finance available: either your own, from a bank, or other commercial finance to invest alongside (please note: the minimum total project cost is £50,000 - therefore you must have at least £40,000 of private sector finance to invest).
- Be able to provide at least £4 of private sector investment for every £1 of LEP funding sought.
- Support the City Region’s key growth sectors: specifically life sciences and related industries, digital and creative industries, food and drink, low carbon and environmental industries, manufacturing and financial and business services.
- Businesses need to trade B2B.

3. **Biorenewables Capital Grant Scheme**  
www.biorenewables.org

**Contact:** Vicky Wren, ERDF Project Manager  
**Tel:** 01904 567825  
**E-mail:** vicky.wren@york.ac.uk

The York Biorenewables Development Centre is able to support small to medium-sized enterprises (SMEs) from Yorkshire and the Humber to develop their businesses through the use of biorenewable materials. Whether you are assessing a raw material, needing a new process to develop it, or looking for new bio-based products, this funding could be for you.

The scheme can offer the following funded support to eligible SMEs:

- Two days of consultancy to work on a discrete project – whether desk-based or in our labs  
- Grants representing a 64% contribution to the purchase of equipment to test proof of concept, up to a grant value of £32,000

The grant can cover almost any project that uses materials that are biorenewable (e.g. plants, food, plant-based wastes or chemicals; or processes linked to these materials).
4. **Arts Council England**  
[www.artscouncil.org.uk](http://www.artscouncil.org.uk)

The Arts Council invest money from government and the National Lottery in arts and culture across England. This funds a wide range of activities – from theatre to digital art, reading to dance, music to literature, crafts to collections; and helps them to achieve their mission of Great art and culture for everyone.

There are a number of funding opportunities available at present for artists and creative professionals, libraries, museums and organisations. There are case studies highlighted on the website detailing what successful applicants have used their grant for.

5. **Creative Finance Network**  
[www.creativefinancenetwork.co.uk](http://www.creativefinancenetwork.co.uk)

Accessing finance in the creative industries can be a tricky business. The Creative Finance Network is specifically designed to help creatives understand the complexities of finance and help you find the money you need to make your ideas a reality. This is a particularly useful site for businesses in the music, publishing, fashion, film & TV, design or games sectors. It provides details of the range of finance opportunities that are available and can be specific to a particular sector.

6. **Construction Industry Training Board (CITB)**  
[www.citb.co.uk/funding/](http://www.citb.co.uk/funding/)

The next round of flexible & structured funding opens on 19th January 2016 with grant support available to provide training and qualifications for employees in the construction sector. The scheme supports registered employers to train their staff and enhance skills in the sector. Click through to the website for full details with funding of up to £3M available subject to which one of the three schemes you apply for.

### Grants for R&D / Innovation

1. **European Union: Horizon 2020**  

**Contact:** Charles Storr, Economy and Enterprise Manager, Make It York  
**Tel:** 07903 894 518  
**E-mail:** charles.storr@makeityork.com

- Horizon 2020 is the new research and innovation stream within the new European Funding Programme 2014-2020. Total budget €71 bn.
- SMEs, Universities, Research Institutions are eligible to apply. SMEs will be able to apply individually, or collectively with UK or European partners.
- Relevant to SMEs specialising in leading edge research in fields such as ICT, Bioinformatics, Nanotechnology, Design Innovation etc. In theory up to €3m available per SME.
2. Technology Strategy Board: SMART Scheme

https://www.gov.uk/government/organisations/innovate-uk

Contact: Nigel Walker, Head of Access to Finance
Tel: 07824 418360
E-mail: Nigel.Walker@tsb.gov.uk

The Government backed Technology Strategy Board SMART scheme offers funding to SME’s to engage in R&D projects in the areas of science, engineering and technology, from which successful new products, processes and services could emerge. Funding is available for businesses in all stages (inc. pre start-ups & start-ups), and in all industries.

There are three types of grant:

1. Proof of Market
   Funding to test the commercial viability of the new product, process or service.
   Max grant £25k - up to 60% of total project costs

2. Proof of Concept
   Initial feasibility studies, basic prototyping, pre-clinical research studies for healthcare technologies etc.
   Max grant £100k - up to 60% of total project costs

3. Development of Prototype
   Funding to develop a pre production prototype of a technologically innovative product.
   Max grant £250k - up to 45% of total project costs for Small and 35% for Medium sized businesses

3. Technology Strategy Board: Innovation Vouchers

Innovation Vouchers site

Contact: Nigel Walker, Head of Access to Finance
Tel: 07824 418360
E-mail: Nigel.Walker@tsb.gov.uk

Innovation Vouchers are designed to encourage businesses to look outside their current network for new knowledge that can help them to grow and develop. Start-ups and small and medium-sized businesses from across the UK can apply for an Innovation Voucher. Themes for each round are available on the Innovation Voucher website.

A grant of up to £5000 is available to businesses to work with a supplier for the first time and is used to pay for knowledge or technology transfer from that supplier.

The voucher has three key criteria:
- The idea that you want help with should be a challenge for your business that means you need to look for specialist help
- This should be the first time that you have worked with the knowledge supplier
- Your idea should be applicable to one of the three priority sectors
4. Technology Strategy Board: Knowledge Transfer Partnerships

Contact: Rukmal Abeysekera, Knowledge Transfer Manager, University of York
Tel: 01904 435287
E-mail: rukmal.abeysekera@york.ac.uk

Knowledge Transfer Partnerships (KTP) helps UK businesses to improve competitiveness, productivity and performance by accessing the knowledge, technology and skills that are available within Universities, Colleges etc.

KTP offers businesses the opportunity to work in partnership with an academic institution to obtain knowledge and expertise to which they currently have no access, to address their business challenges and embed sustainable innovation. The knowledge sought is embedded into the company through a project or projects undertaken by a recently qualified graduate recruited specifically to work on that project. Funding is available to cover a significant proportion of recruitment / graduate salary costs up to a maximum of 24 months.


Contact: Via Government website only

This government programme helps small businesses (less than 50 employees) get expert advice on:

- Finance and cash flow
- Recruiting and developing staff
- Improving leadership and management skills
- Marketing, attracting and keeping customers
- Making the most of digital technology

Some businesses will be randomly chosen to get a voucher for up to £2,000 to help finance specialist business support. Businesses have to match the amount applied for with their own funds.

Growth Vouchers can be spent on paying for specialist skills or support: performing a skills analysis; developing a financial strategy for growth; drawing up a plan for managing change; advice on how to increase your presence online and how to use technology to provide excellent customer service. The scheme will also cover the costs of participating in trade fairs or studies or consultancy services needed for the launch of a new or existing product on a new market.

Growth Vouchers may not be used to cover the cost of purchasing ‘business as usual’ services, for example: building a website; paying for advertising; the acquisition of software; buying any new equipment, staff training costs etc.
Section 2: Growth Coaching, Mentoring, Apprenticeships

1. City of York Council: Apprenticeship Brokerage Service
   https://www.york.gov.uk/info/20074/apprenticeships/1534/hiring_an_apprentice

   Contact: Julia Massey
   Tel: 07769 640241
   E-mail: York.apprenticeships@york.gov.uk

   City of York Council operates an impartial advice and support service dealing with all aspects of apprenticeships and training. The service also includes guidance / signposting around wider recruitment issues.

   City of York Council's Economic Development Team also provides a point of contact for anyone seeking broader business support with business finance, property / premises support, statistical / economic information etc. For further information about these broader support services please contact Charles Storr, Economy and Enterprise Manager 01904 555901 / 07903 894 518
   charles.storr@makeityork.com

   Internships: Also note that Higher York (a partnership of all Universities and Colleges in York) have developed a flyer for employers regarding investment in skills and (student) internships. You can download it here: http://www.higheryork.org/uploads/attachment/187/developing-talent.pdf

2. NAMTEC   www.namtec.co.uk/company-support

   Contact: James Hughes, Regional Co-ordinator
   Tel: 0114 25158000
   E-mail: j.hughes@sheffield.ac.uk

   NAMTEC (the National Metals Technology Centre) in fact offers support to any manufacturing firm in Yorkshire and the Humber (with the exceptions of electronics, software and food manufacture).

   Part of this programme will offer up to 75% of the cost for experts to help companies to undertake research and development leading to tangible and real improvements in their business. Virtually any company with an idea that will help it grow would be eligible. Projects of any size can be considered but the focus is on short term, high impact changes - typically projects are in the range of £5,000 to £20,000.

   The types of project that can be supported include those of MAS above


   Contact: Mike Everitt, Business Support York & North Yorkshire
   Tel: 01904 699590
   E-mail: info@bsyny.co.uk
Business Support York & North Yorkshire (BSNY) offers a wide range of mentoring, coaching support and financial advice services to both existing businesses and entrepreneurs / business start-ups in the City of York and surrounding areas. The organisation also hosts an ongoing programme of business support events, seminars and advice sessions.

4. **Connect Gazelles** [www.connectgazelles.co.uk](http://www.connectgazelles.co.uk)

   **Contact:** Nick Butler, CEO  
   **Tel:** 0113 384 5642  
   **E-mail:** nick.butler@connectgazelles.co.uk

Aimed at ambitious individuals and high-growth businesses, Leeds based Connect Gazelles offers access to an Entrepreneurs in Residence scheme. These highly skilled professionals are respected business people who want to put time and effort back into the local business community.

---

**Section 3: Alternative Loan Finance**

1. **Whyte Knight Fund:** [www.bsny.co.uk](http://www.bsny.co.uk)

   **Contact:** Mike Everitt, Business Support York & North Yorkshire  
   **Tel:** 01904 699590  
   **E-mail:** info@bsny.co.uk

   Operated by Business Support York & North Yorkshire (BSNY) the Whyte Knight fund provides assistance to businesses and individuals struggling to raise finance in the York City Council area. The scheme can provide finance and a range of professional services. Interest payments will be set at 1% above the Bank of England base rate calculated on an APR basis. Typically applications are for loans of circa £5,000. Funding must be matched with 50% of the applicant's own funds.

   To qualify you will be an existing business less than three years old or starting and intending to set up a business in the City of York Council area. The loan can be used for purchase of capital equipment or other business costs e.g. marketing/advertising, but may not be used for wages or payment of rent etc.

2. **Finance Yorkshire:** [www.finance-yorkshire.com](http://www.finance-yorkshire.com)

   **Contact:** Ian Atkinson, Investment Manager, Finance Yorkshire  
   **Tel:** 07799 647549  
   **E-mail:** iana@finance-yorkshire.com

   Finance Yorkshire (FY) successfully invested the last of their £90m fund from the European Regional Development Fund (ERDF) at the end of 2014. Since then they have secured further funding to allow them to support SME’s with finance from £15K to £2m.

   FY offer finance ranging from £15,000 to £2m. Seedcorn finance is available up to £780k, Business Loans up to £150k and Equity Linked Finance from £100k to £2m. Business loans from £15K to £50K are available for early stage businesses, defined as those with less than 3 years trading history. Established
businesses can apply for loans up to £75K and those that are established and profitable up to £150K. The maximum loan term available is 5 years.

Investment packages are suitable for most business sectors, the main exceptions are retail businesses, primary industries such as agriculture and some property development.

3. **Business Enterprise Fund**: [www.befund.org](http://www.befund.org)

   **Contact:** Head Office, Bradford  
   **Tel:** 0845 200 3919  
   **E-mail:** info@befund.org

   The Business Enterprise Fund is available to start-up and established businesses in York, West and North Yorkshire and Tyne & Tees and assists firms that have been refused other sources of finance or funds a gap by working with other lenders. The maximum loan is £150,000 and interest rates range between 12% APR - 19.8% APR for loans of £25,000 and above and 19.8% APR to 23% APR for loans up to £25,000. Funding is available for the purpose of starting a new business or expanding an existing business such as purchasing an asset or assisting with cashflow.

   Start Up Loans - The Business Enterprise Fund also administers a government backed initiative that provides support in the form of business loans together with a business mentor. Applicants may already have started their business but must not have been trading for more than 24 months. For start-up loans only there is a fixed interest rate of 6% with a maximum 5 year payback period. The maximum loan rate per individual can be up to £25,000, with the average being around £6,000. It should be noted that if several individuals are starting a business each can apply for a start-up loan.

4. **Debt Crowdfunding Platforms**

   **Contact:** Charles Storr, Economy and Enterprise Manager, Make It York  
   **Tel:** 07903 894 518  
   **E-mail:** charles.storr@makeityork.com

   Debt Crowdfunding loan platforms, such as Funding Circle, offering working capital, expansion capital, property, asset finance and other one-off business expenses. The majority of debt crowdfunding platforms aim to support relatively established businesses, usually with at least 2 years’ filed accounts with Companies House and a minimum turnover of £100k, but can be a very effective way to raise working capital. Three key platforms popular within the region are:

   - Funding Circle: [www.fundingcircle.com](http://www.fundingcircle.com)  
   - Rebuilding Society: [www.rebuildingsociety.com](http://www.rebuildingsociety.com)  
   - ZOPA: [www.zopa.com](http://www.zopa.com)  
   - Kickstarter: [www.kickstarter.com](http://www.kickstarter.com)  
   - Crowdcube: [www.crowdcube.com](http://www.crowdcube.com)
5. **Factoring, Invoice Discounting, Asset Based Financing**

**Contact:** Simon Middleton, Access to Finance Manager, Make It York  
**Tel:** 01904 551829  
**E-mail:** simon.middleton@makeityork.com

Invoice Factoring is designed to address slow-paying customers, shortage of working capital and protection against bad debt losses. Companies sell invoices to a Factoring organisation who advance funding instantly (less charges).

If a business already has the staff and systems to generate rapid customer collections, the factor’s skills will not be needed. But there may still be a need to turn debtors into cash faster, and generate the maximum working capital from the sales ledger balance. Invoice Discounting is often employed in these situations. Immediate cash is available up to 80/85% of approved invoices. However, responsibility for the sales ledger operation remains with the business, and the service is normally undisclosed to customers.

Asset Based Lending is another emerging product and delivers sophisticated solutions for a variety of scenarios including growth, mergers and acquisitions, refinancing, business expansion etc.

Please contact Charles Storr for an up-to-date list of Factors, Invoice Discounters and Asset Based Lenders in the Yorkshire area.

6. **Community Development Finance Institutions (CDFIs)**

**Contact:** Simon Middleton, Access to Finance Manager, Make It York  
**Tel:** 01904 551829  
**E-mail:** simon.middleton@makeityork.com

Community Development Finance Institutions (CDFIs) fill a market gap by providing community finance tailored to the needs of businesses in deprived areas, owned by entrepreneurs from disadvantaged communities, or unable to access mainstream finance.

CDFIs lend money to firms and social enterprises unable to get finance from high street banks. They fill the gaps in mainstream lending, addressing market failures and offering an affordable alternative to high interest doorstep lenders.

There are currently around 60 active CDFIs operating across the UK. Key operators in the Yorkshire region include:

- **Key Fund**  
  [www.thekyfund.co.uk](http://www.thekyfund.co.uk)

- **Charity Bank**  
  [www.charitybank.org](http://www.charitybank.org)

- **Business Enterprise Fund**  
  [www.befund.org](http://www.befund.org)
7. Acorn Commercial Finance

Contact: Paul Thompson  
Telephone: 01904 693700  
E-mail: paul@acorn4.co.uk

As one of the UK’s leading finance brokers (recipients of national awards in 2013 and 2014) Acorn are at the forefront of business funding.

Working with approximately 150 lenders Acorn’s finance specialists help businesses to realistically assess their needs, identify potential products and providers and write the proposal for the lender. At the forefront of new lending sources Acorn have commissioned their own crowd-lending site - www.acorn4finance.co.uk

With joint experience in excess of 40 years Acorn will help to identify potential stumbling blocks for lenders and help the applicants to work around them or find lending sources who are comfortable with this.

With no entry criteria Acorn work with new start ups and existing businesses, arrange funding from £5,000 with no ceiling, arrange unsecured funding, trade finance both within the UK and for importers or exporters, development finance within the UK and for larger projects within the Eurozone and selected other areas, commercial mortgages for owner operated businesses and investors.

8. Triodos Bank

Contact: Matthew Boggan  
Telephone: 07879 333026  
E-mail: matthew.boggan@triodos.co.uk

Triodos Bank offers finance exclusively to organisations that can demonstrate a positive impact on society, the environment or culture.

They offer a full banking service, connecting business, people and projects who care about what their money finances with positive causes making a real change in the world.

As such, they have in depth expertise in sectors associated with sustainability, such as organic food and farming, charities and social enterprises, renewable energy and social housing.

Loans are available from £100k to £15m, over a maximum of 25 years. All loans need to be fully secured.

Whilst their Head Office is in Bristol, their local Relationship Manager, Matthew Boggan, is based in York.

www.triodos.co.uk

Calls to and from Triodos Bank may be recorded for training and monitoring purposes.

Triodos Bank NV (incorporated under the laws of the Netherlands with limited liability, registered in England and Wales BR3012). Authorised by the Dutch Central Bank and subject to limited regulation by the Financial Conduct Authority and Prudential Regulation Authority. Details about the extent of our regulation by the Financial Conduct Authority and Prudential Regulation Authority are available from us on request. Registered office: Triodos Bank, Deanery Road, Bristol BS1 5AS. VAT reg no 793493383.
9. **Reparo Finance Group**

Reparo are a UK based independent lender to the SME market. They are fast, flexible and ethical. They have two brands:

**Reparo Finance** is a secured lender, taking security over any business asset, and lending in any situation. They work with other lenders, and work nationwide, but focus on the North of England. They provide totally bespoke debt packages between £25,000 and £500,000 over a maximum period of 24 months.

If you can provide security for your loan, have a good business case, and can demonstrate the ability to repay or refinance us within 24 months then they want to assist if possible.

**Fast track Business Finance** is a small business lender, lending up to £50,000. Fast Track only takes security in the form of indemnities from the directors / shareholders. This is a ‘credit scored’ model, and the loan approval depends on the credit worthiness of the business and the individuals.

The maximum period is 52 weeks, and the loan is repaid weekly over the period of the loan. Loans can be with the client within 48 hours.

Contact Details:
Andrew Ward
aw@reparofinance.co.uk
07581 084311

Note: In both brands they lend to businesses, and they do not operate in the consumer arena, or any loan which comes under the consumer credit act.

---

**Section 4: Equity Investment**

1. **Finance Yorkshire**: [www.finance-yorkshire.com](http://www.finance-yorkshire.com)

**Contact**: Ian Atkinson, Investment Manager, Finance Yorkshire
**Tel**: 01226 323732 / 07799 647549
**E-mail**: iana@finance-yorkshire.com

Finance Yorkshire is a £90m fund that provides businesses across Yorkshire and Humber with funding to start and grow. Finance Yorkshire provides Seedcorn, Business Loans and Equity Linked investments ranging from £15,000 and £2m, to help small and medium businesses raise the funding they need alongside investment from the commercial market.

Finance Yorkshire offers finance ranging from £15,000 to £2m. Seedcorn (loan / equity) finance is available up to £780k, Business Loans up to £150k and Equity Linked Finance from £100k to £2m. Investment packages are suitable for most business sectors, the main exceptions are retail businesses, primary industries such as agriculture and some property development.
For more information about Finance Yorkshire, please visit www.finance-yorkshire.com or ring 0845 649 0000.

2. **Seedrs**  [www.seedrs.com](http://www.seedrs.com)

   **Contact:** Frank Webster, Senior Investment Associate  
   **Tel:** (0)207 033 8676  
   **E-mail:** frank.webster@seedrs.com

Seedrs is a crowdfunding website which facilitates equity investment into start-up firms. Startup companies create a listing on the site which outlines their idea, market and team, as well as how much money they are seeking to raise in exchange for how much equity. Investors view the listing, and can invest in the start-up directly through the SEEDRs website.

The startup must be UK-registered (or, if not yet incorporated, willing to register in the UK), and it must be a new business. ‘New business’ is defined as a startup that is either pre-trading or has been trading for less than 1 year.

Approximately 35% of applicants are approved to feature on the site. Seedrs charge an administrative fee of 7.5% of the amount of funding raised by the start-up.

3. **British Business Bank**  [www.british-business-bank.co.uk](http://www.british-business-bank.co.uk)

   **Contact:** Individual equity funds listed on the site.

   The Government backs, and co-invests, a number of specialist equity investment schemes through the British Business Bank. The include See Funds that the British Business Bank invests in for further details of the above businesses can access directly. The primary sources of funding are:

   **Enterprise Capital Funds**

   Enterprise Capital Funds are commercially focused funds that bring together private and public money to make equity investments in high growth businesses. This investment encourages venture capital funds to operate in a part of the market where smaller businesses are not able to access the growth capital they need.

4. **Business Growth Fund**  [www.businessgrowthfund.co.uk](http://www.businessgrowthfund.co.uk)

   **Contact:** Richard Taylor, Investment Director  
   **Tel:** 07747 780474  
   **E-mail:** richard.taylor@bgf.co.uk

The Business Growth Fund was established in 2011 to BGF was established in 2011 to help Britain’s growing smaller and medium sized businesses. Backed by five the UK’s main banking groups – Barclays, HSBC, Lloyds, RBS and Standard Chartered – BGF is an independent company with up to £2.5bn with which to make long-term equity investments.

**The fund looks to invest in privately owned, profitable companies typically with a turnover of £5m–£100m.** The Business Growth Fund will initially invest £2m–£10m of growth capital for a minority equity stake and a board seat.

[www.yorkmeansbusiness.co.uk](http://www.yorkmeansbusiness.co.uk)
The fund will invest in all business sectors with the exception of regulated financial services and property development, and offers long-term funding of up to 10 years.

5. **UK business Angels Association**  [www.ukbusinessangelsassociation.org.uk/member/directory](http://www.ukbusinessangelsassociation.org.uk/member/directory)

   **Contact:** Individual Angels / Syndicates listed on the site.

   The UK Business Angels Association is the national trade association representing angel and early stage investment in the UK. (England, Wales and Northern Ireland). It has superseded the BBAA and was re-launched in its new strengthened role in July 2012. Each year private investors account for between £800 million and £1 billion of early stage investment in the UK – the single largest source of early stage capital in this country. The Member Directory provides a searchable directory of information about the members of the UK Business Angels Association, what services they provide and how to contact them.

6. **NESTA**  [www.nesta.org.uk](http://www.nesta.org.uk)

   **Contact:** Impact Investing Team
   **Tel:** 0207 4382500
   **E-mail:** impactinvesting@nesta.org.uk

   NESTA invests in social ventures with innovative products or services that are addressing some of the UK’s most pressing challenges.

   In particular, NESTA are seeking innovations that have a positive impact on:
   - the health and wellbeing of an ageing population;
   - the educational attainment and employability of children and young people; and
   - the social and environmental sustainability of communities.

7. **Angel Groups Yorkshire**  [www.angelgroups.co.uk](http://www.angelgroups.co.uk)

   **Contact:** Martin Avison

   Angel Groups was released in Dec 2015 and allows entrepreneurs to pitch their proposals online and in confidence. Proposers are provided with support prior to their pitch going live to potential investors. Subject to sufficient interest being received applicants are then invited to pitch face to face with business angels. Interested parties are invited to register their interest through the website. Proposals are not restricted to specific sectors and equity funding of up to £500K may be requested.

8. **Virgin Media Accelerator**  [www.virginmediabusiness.co.uk/accelerator](http://www.virginmediabusiness.co.uk/accelerator)

   Aimed at digital entrepreneurs. Have you got a great idea that needs funding to help it come alive? This competition is open now until 9th January with up to USD120K available in return for 10% of the equity. They are looking for ideas based on connectivity and networks that have a global reach. Click through to the website for more information and to apply.
Section 5: Further Contacts

There are a number of excellent generic advice and support services to help your business start-up and grow, some of whom specialise in funding advice and support, including the following:

1. York Science Park

   Contact: Darrell Hooper, Business Development Manager
   Tel: 01904 435100
   E-mail: darrell.hooper@york.ac.uk

   York Science Park offers high specification, fully serviced office and laboratory space, facilities and business support to all types and size of business spanning the Creative, Media, Technology, IT and Science sectors. Our 100+ companies benefit from all-inclusive, flexible rental agreements with a wide range of additional services. York Science Park residents also benefit from access to the University’s world-leading research, support, facilities and contacts.

2. Federation for Small Business  www.fsb.org.uk

   Contact: Emma Smailes, Development Manager
   Tel: 01751 467165 / 07917 628918
   E-mail: Emma.Smailes@fsb.org.uk

   The Federation of Small Businesses is the UK's largest campaigning pressure group promoting and protecting the interests of the self-employed and owners of small firms. Formed in 1974, it now has 200,000 members across 33 regions and 194 branches.

3. Visit York  www.visityork.org

   Contact: Business Development Team
   Tel: 01904 554620
   E-mail: membership@visityork.org

   Visit York organises frequent business member networking events and training workshops throughout the year. Networking events are often held at member attractions or conference facilities and provide a great opportunity to build relationships with other members across all retail / tourism sectors.

4. Science City York  http://scy.co.uk/our-vision

   Contact: Heather Niven, Innovation Lead
   Tel: 07772 981615
   E-mail: heather.niven@scy.co.uk
Science City York (SCY) is a leading provider of business and innovation services with the specialist capability to drive business growth. Specialising in business mentoring, funding expertise and innovation key priorities include
- Helping early stage businesses to establish and grow, particularly through mentoring opportunities
- Helping businesses reach their goals
- Improving SME engagement with the education and research base; local and central government
- Leading and partnering events to support business and innovation

5. York, North Yorkshire, East Riding Local Enterprise Partnership: [www.businessinspiredgrowth.com](http://www.businessinspiredgrowth.com)

Businesses in York are eligible to receive support and mentoring from the York, North Yorkshire and East Riding Local Enterprise Partnership. A rolling programme of training and events for businesses are offered throughout the year. Please see the website for further detail.

6. Virtual Addresses – individuals or companies who would like a virtual address in York city centre as opposed to physical office space are welcome to contact the following who all provide this service with differing terms and prices.

- Blake House, Blake Street [www.blakehouse.co.uk](http://www.blakehouse.co.uk) 01904 500650
- Tower House, Fishergate [www.towercorp.co.uk](http://www.towercorp.co.uk) 01904 567300
- York Hub, Peter Lane [www.yorkhub.co.uk](http://www.yorkhub.co.uk) 01904 670671

7. York & North Yorkshire Chamber of Commerce: [www.yorkchamber.co.uk](http://www.yorkchamber.co.uk)

**Contact:** Susie Cawood, Head of York & North Yorkshire Chamber  
**Tel:** 01904 567838  
**Email:** Susie.cawood@yorkchamber.co.uk

York & North Yorkshire Chamber is part of the West & North Yorkshire Chamber group. The Chamber offers comprehensive support to a wide variety of businesses throughout the region. This includes a varied programme of business and networking events as well as business advice, tender opportunities and cost-saving services. The Chamber represents businesses to ensure that their voice is heard by policy and decision makers at local, regional and national level.

8. Government Support for Businesses – the link provide search based details of support available subject to location and sector.

[https://www.gov.uk/business-finance-support-finder/search?support_types%5B%5D=grant&postcode=YO1+7DT&business_sizes=&sectors=&stages](https://www.gov.uk/business-finance-support-finder/search?support_types%5B%5D=grant&postcode=YO1+7DT&business_sizes=&sectors=&stages)

Please see table below for a list of other contacts and support agencies.
<table>
<thead>
<tr>
<th>Organisation</th>
<th>Contact Details</th>
<th>How they Can Help</th>
</tr>
</thead>
</table>
| **UK Trade & Investment (UKTI)**                  | Key contact for Yorkshire based firms is Peter Tweddle, International Trade Advisor  
  p.tweddle@uktiyorkshire.co.uk  
  0300 365 1000  
  07720 072 872  
  www.ukti.gov.uk                                                                 | UK Trade & Investment (UKTI) works with UK-based businesses to ensure their success in international markets, and encourage the best overseas companies to look to the UK as their global partner of choice. UKTI has professional advisers both within the UK and across more than 100 international markets. \ A range of advice services and funding streams are potentially available. |
| The British Private Equity & Venture Capital Association (BVCA) | Email: bvca@bvca.co.uk  
  www.bvca.co.uk                                                                 | The British Private Equity & Venture Capital Association (BVCA) is the industry body and public policy advocate for the private equity and venture capital industry in the UK. The aim of the BVCA is to aid understanding, clarity and transparency around the activities of its membership, promoting industry to entrepreneurs and investors as well as to Government, the EU, trade unions, international media and the general public. |
<p>| GRANTfinder                                       | Tel: 01904 555901                                                                | GRANTfinder is a grants and policy database, detailing in excess of 6,000 funding opportunities. GRANTfinder subscribers include local authorities, the voluntary and charitable |</p>
<table>
<thead>
<tr>
<th>Organization</th>
<th>Contact Information</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prince’s Youth Trust Business Fund</td>
<td>Tel: 020 7543 1234 Email: <a href="mailto:webinfops@princestrust.org.uk">webinfops@princestrust.org.uk</a> <a href="http://www.princes-trust.org.uk">www.princes-trust.org.uk</a></td>
<td>The Prince’s Trust targets young people who are not in work, education or training. There are numerous programmes to help young people including funding through the Enterprise Programme and Community Cash awards.</td>
</tr>
<tr>
<td>Forum of Private Business</td>
<td>Tel: 0845 612 6266 Email: <a href="mailto:info@fpb.org">info@fpb.org</a> <a href="http://www.fpb.org">www.fpb.org</a></td>
<td>The Forum of Private Business is a proactive, not-for-profit organisation and can assist with every aspect of running a business, from HR and finance to business development. It provides cost-effective, tailored solutions to support, protect and reassure members throughout the business lifecycle.</td>
</tr>
<tr>
<td>The Institute of Directors</td>
<td>Contacts for Members: Tel: 020 7766 8866 Email: <a href="mailto:membership@iod.com">membership@iod.com</a> <a href="http://www.iody.com">www.iody.com</a></td>
<td>The Institute of Directors (IoD) is Europe’s largest membership organisation or business leaders, currently supporting around 43,000 members. IoD members have access to tailored research and bespoke business advice on a wide range of issues.</td>
</tr>
<tr>
<td>Institute of Chartered Accountants in England &amp; Wales (ICAEW)</td>
<td>Tel: 020 7920 8100 <a href="http://www.icaew.com">www.icaew.com</a></td>
<td>The ICAEW provides its members with knowledge and guidance based on the highest ethical and technical standards, shaping opinion, understanding and delivery to ensure the highest standards in business and in the public interest.</td>
</tr>
</tbody>
</table>
| Chartered Institute of Management Accountants (CIMA) | Tel: 020 8849 2251  
Email: cima.contact@cimaglobal.com  
www.cimaglobal.com | CIMA is the world’s largest professional body of management accountants. CIMA is committed to upholding the highest ethical and professional standards and to maintaining public confidence in management accounting. |
|---|----|---|
| Asset Based Finance Association (ABFA) | CEO – Kate Sharp  
Tel: 020 8332 9955  
Email: kate.sharp@abfa.org.uk  
www.abfa.org.uk | The Asset Based Finance Association (ABFA) formerly known as the FDA, is a UK based trade association representing an industry with 40 years experience of supplying much needed liquidity to UK businesses. Our members provide Factoring, Invoice Discounting and Asset Based Lending. The ABFA’s Membership comprises 49 Members, representing about 95% of the UK and Irish market. |
| Chartered Institute of Management Accountants (CIMA) | Tel: 020 8849 2251  
Email: cima.contact@cimaglobal.com  
www.cimaglobal.com | CIMA is the world’s largest body of management accountants. CIMA is committed to upholding the highest professional standards and to maintaining public confidence in management accounting. |

For further detail regarding any of the detail contained in this factsheet please contact Simon Middleton, Access to Finance Manager, Make It York on 01904 551829 / 07854 238113 or at simon.middleton@makeityork.com