Access to Finance & Business Support for York-based Firms

March 2017

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 simon.middleton@makeityork.com

Section 1: Grant Funding

Capital Grants (Assets, Machinery, Equipment, Arts, Training)

1. Let’s Grow North & East Yorkshire
   http://www.be-group.co.uk/services/commercial-development-programmes/lets-grow-north-east-yorkshire/
   Tel. 0191 389 8434
   E-mail: letsgrow@be-group.co.uk

   Let’s Grow is a grants programme which provides support for capital investment projects that will create new sustainable jobs or safeguard existing jobs at risk. The scheme covers the City of York, North Yorkshire and the East Riding of Yorkshire.

   The scheme is available to businesses with proposed projects of £125,000 and above. Projects must meet the scheme criteria and are judged on their levels of job creation and value for money. Applications can be made for assistance towards the purchase of land & buildings, premises extension & fit out and/or the purchase of plant, machinery & equipment.

   The minimum grant is £25K, maximum £1M. Grants typically provide contributions of between 10-20% of the total project cost. Applicants need to prove that the investment would not happen without the grant.

   Please note that this fund is also open to businesses larger than the generally accepted definition of an SME. It is primarily aimed at most manufacturing sectors and regional / national / international service providers. Retail and B2C are not eligible. Approved applications will be subject to a due diligence exercise undertaken by Clive Owen LLP, after which a 3% fee is payable.

2. Leeds City Region Local Enterprise Partnership
   Contact: Simon Middleton, LEP Growth Manager for York
   Tel: 01904 551829
   E-mail: simon.middleton@makeityork.com

   York is part of the Leeds City Region LEP area and they welcome grant and funding applications from businesses in the city. Present opportunities are:
• Capital Grant – minimum spend of £50K in capital assets for businesses trading B2B, operating in the LEP’s key growth sectors. Grants of up to 20% available up to a maximum of £250K. Please note the grant will no longer assist with the purchase of property but it can be used to assist with the refurb or fit out of property.
• Digital Technology – grants from £1K - £5K are available for businesses trading B2B to help them invest in digital technology where it is specifically being done to enhance the business and drive growth e.g. Replacing IT equipment like for like is not eligible. Grants will provide a 40% contribution subject to the £10K limit and can be used to purchase (not lease) hardware, software and increased connectivity speed. Please note that this fund has been temporarily suspended as from 24th March 2017. It is planned to reopen in June 2017.
• Resource Efficiency Fund – grants from £1K - £10K are available for businesses seeking to drive efficiencies in the use of energy and water and the treatment of waste. Projects should seek to deliver cost and greenhouse gas emission savings and is targeted at investments in fixed assets. Successful applications will require 50% matched contribution from applicants.
• Market Invoice – the LEP have invested in this invoice finance fund to assist businesses in the city region with funding their invoices within 24 hours. Up to 90% of the invoice value will be paid with the remainder on receipt of payment from your client less commission. Eligible businesses need to be Ltd Co’s with turnover above £100K.

3. **Product & Process Improvement (PAPI)**

   **Contact:** Katie Wytwyckyj (pronounced Whit-Whisky)
   **Tel:** 01904 328080

   Grant funding up to £20K to provide a 40% contribution towards the purchase of fixed assets that enable innovation in your business. Business support also available to help with funding applications. Businesses have to be SME’s, operating in one of the following sectors, bioscience, digital & creative media, electronic based, food & drink, health & social care and manufacturing using biological & chemical materials. Interested parties need to submit an expression of interest form by 6/1/17. The application will require businesses to demonstrate where the innovation is within their request. The item being funded has to be specific to the related project, i.e. if it is a computer that has general use then it is not eligible, if it is some innovative software that is critical to the project then it is eligible. Start ups can apply subject to them having the matched funding available.

4. **Skills Support for the Workforce [https://www.fundingunit.org.uk/](https://www.fundingunit.org.uk/)**

   **Contact:** Shaun Withers

   This new programme is available to SME businesses in the YNYER LEP area. The programme is fully funded ie. free and enables eligible business to access external training to develop their staff. Businesses must operate in one of the following sectors in order to apply: Agritech, Biorenewables, Construction, Engineering, Food Manufacture, Visitor Economy, Health & Social Care, Voluntary, Community & Social Enterprises. Enquiries can be made directly through the website.
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).

Grants for R&D & Innovation

1. **European Union: Horizon 2020**

   Horizon 2020 is the research and innovation stream within the EU funding programme up to 2020 with a total budget of €71bn.

   SME’s, Universities and research institutions are eligible to apply. SME’s will be able to apply individually or collectively with UK or European partners.

   The programme is relevant to SME’s specialising in leading edge research fields such as ICT, Bioinformatics, Nanotechnology, Design Innovation etc. Up to €3M is available in theory per SME.

2. **Innovate UK**

   Innovate UK is the UK’s innovation agency based in Swindon. They work with people and companies to find and drive the science and technology innovations that will grow the UK economy. They have ever changing opportunities for science and technology businesses to seek funding to assist with developing specific projects. Current schemes include 3D printing, manufacturing innovation, agri-food, energy innovation and aerospace design & manufacture.

3. **Stimulating Innovation in the Agri Food Sector (SIAFS)**
   [www.agrifoodinnov.com](http://www.agrifoodinnov.com)

   Delivered by Science City York (a part of Make It York), this is a fully funded programme designed to help agri food businesses to grow, develop and expand. Innovation vouchers up to £5K are available to use at Fera Science Ltd to enable businesses to use their food testing services (to comply with food safety laws), risk identification services, pesticide control services and other agri food research. The programme also offers a series of workshops and covers Leeds City Region and the YNYER LEP areas.
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, including the new apprenticeship levy and how you can take advantage of it if your wage bill is over £3M pa.

2. Manufacturing Growth Programme

   Contact: James Smith, EGS
   Tel: 07790 358525

   This programme is delivered by Economic Growth Solutions and provides up to 8 days of support over 4 months by way of consultancy, coaching or mentoring to support growth and create jobs. The subjects they can support with are strategy, marketing, productivity, innovation, supply chain, financial managements, quality, systems & processes and leadership & management. Grants will contribute 35% of the cost of this support with a minimum grant of £1K and a maximum grant of £1.4K.


   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. They are a delivery partner for the Start Up Loan Scheme, provide their own matched funding through the Whyte Knight Fund (max loan of £5K) and also deliver the new Enterprise programme. Enterprise is a European funded programme that provides support to start up businesses, helping them to define their ideas and work into a viable business plan. Grants of up to £1K are available with applicants to provide 50% matched funding. They can also support with help to create employment and improve financial understanding.

Section 3: Alternative Loan Finance

1. Northern Powerhouse Investment Fund  www.npif.co.uk

   The British Business Bank have recently launched a £400M fund to help SME’s. The fund is split 3 ways:
   - Micro Finance £25K - £100K delivered by BEF (see Number 2 below)
   - Debt Finance £100K - £750K delivered by Enterprise Ventures (Ian Atkinson covers York and lives in the city, tel 07540 014 911)
   - Equity Fund £50K - £2M delivered by Enterprise Ventures

   NPIF isn’t here to replace bank funding and disturb the market, it is here to help businesses unable to secure bank funding for the full amount of finance they need.
2. **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.

3. **Debt Crowd funding Platforms**

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

Debt Crowdfunding platforms, such as Funding Circle, offering funding for 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. 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)

If you have a community project that requires funding that Spacehive is a suitable option. This is a national crowdfunding platform and the York Hive exists as a local area within their website.  
[https://www.spacehive.com/initiatives/york](https://www.spacehive.com/initiatives/york)

4. **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  
Charity Bank  
Business Enterprise Fund  
(featured above)

5. **Acorn Commercial Finance**

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

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.

6. **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.
7. **Reparo Finance Group**

Reparo has been established to provide finance to firms who may be finding it difficult to source finance from mainstream sources. They can provide funding from £50K up to £2M and provide a decision within 48 hours. They will consider refinance deals, asset backed finance, MBO / MBI's, expansion, restructure and purchasing assets from insolvency / liquidation companies.

Contact Details:
Phil Dibbs
pd@reparofinance.co.uk
07866 362333

8. **Synergy Commercial Finance**

**Contact:** Nick Simpson, Managing Director  
**Tel:** 07736 361584  
**E-mail:** nick.simpson@synergy.finance

Synergy are a commercial finance broker with national coverage. Product range includes commercial & investment mortgages, development finance, short-term funding, invoice finance, asset finance and peer 2 peer funding.

**Section 4: 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](http://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](http://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](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

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