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# Access to Finance

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## Introduction

- Discuss Access to Finance within Yorkshire Forward
- Investment Readiness Support
- Grants available
- Commercial Funding
- Support for Growth
- Questions



# Access to Finance

Understanding Finance

Accessing Finance

Using Finance

## Financial Awareness



Support to;

- Understand the different types of finance
- Identify the appropriate type of finance and eligibility
- Know what support is available

## Financial Capability

If the business is Investment Ready

Investment Readiness services assisting companies to;

- Understand the needs of investors
- Develop the business to be 'investable'
- Develop the proposition to meet the needs of investors
- Help companies make strong pitches to investors

Introduction to Investors

## Grant Finance

- Grant for Research & Development*
- Industrial Research & Development*
- Grant for Business Investment*
- Rural Enterprise Investment Programme*

## Commercial Finance

- Public Supported Funds (PIF/SYIF – Successor Fund)*
- Business Angels*
- CDFI/Charity Bank*
- Banks
- Private Sector Funds

## Support for Growth

- Support to help companies;
- Make the most of the investment
- Meet the needs of investors
- Manage their growth
- Realise their potential





## Grant Finance

- Grant for Research and Development
- Industrial Research and Development
- Grant for Business Investment
- Rural Enterprise Investment Programme



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## Grant for Research and Development

- Aimed at small businesses (Including start-ups) and individuals
- Supports Research and Development work that will lead to **technologically innovative** products or processes



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## Grant for Research and Development

Type of Grant	Employees	Grant Rate	Max Amount
Micro	<10	45%	£20,000
Research	<50	60%	£100,000
Development	<250	40%/35%	£250,000
Proof of Market	<250	60%	£20,000



## Grant for Research and Development

- Is it R or D?

Has the concept / feasibility been proven..?

...it's still RESEARCH

...it's DEVELOPMENT



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# Research and Development

**INNOVATION**

**ADDITIONALITY**

**MANAGEMENT**

## A Strong Application

**TECHNICAL  
CHALLENGE**

**PRESENTATION**

**INTELLECTUAL  
PROPERTY**

**COMMERCIAL  
POTENTIAL /  
EXPLOITATION**



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## Innovation Vouchers – Scheme Coverage

- New product / process / service development
- New business model development
- Supply chain management and logistics
- New service delivery and new customer interfaces
- Product and service testing and economic impact assessment



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## Innovation Vouchers – Contact and key details

- Application form on website [www.businesslink.gov.uk/yorkshire/innovation](http://www.businesslink.gov.uk/yorkshire/innovation)
- Or call Gerry Hackett on 01226 738007
- email [G.Hackett@businesslinkyorkshire.co.uk](mailto:G.Hackett@businesslinkyorkshire.co.uk)
- 50 vouchers drawn per month (£3000 each)
- 6 months to complete project
- SME pays Knowledge Provider and reclaims from Business Link



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## Grant for Business Investment (GBI)

- Businesses that are looking at the possibility of investing but need financial help to go ahead.
- Support is discretionary - grant of last resort
- Projects that lead to long term productivity, skills and employment.



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## GBI – Types of Investment Supported

- Launching a business.
- Modernising, expanding or reorganising your existing business.
- Upgrading your business, introducing technological, or other process improvements.
- Taking a new product, service or process from the development stage to production.



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## GBI – Key Figures

- Minimum grant can be applied for £10K.
- Successful businesses receive typically around 10 – 15%, but can vary depending on the quality and need of the project.
- The cost per job varies according to the quality of jobs created and or safeguarded.



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## GBI – Criteria

- Additionality (need).
- Minimum necessary
- Viability
- Displacement
- Quality Features
- Skills & quality of jobs
- Gross Value Added



## Rural Business Start Up

- Accessed through Business Link
- Businesses in rural locations
- Start ups less than 12 months old
- Funding @ 40% up to £10,000 (∴ £25,000 max project)
- Can cover capital, revenue, technical support, training and mentoring.





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## Rural Enterprise Investment Programme

- Grants start at £25k, therefore min. project is £62.5k
- Upto 40% of eligible costs supported
- Private match funding always required
- Supports Business Growth
- Supports Investment in Supply Chains



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## Rural Enterprise Investment Programme - Priorities

- Adding value and processing of primary agricultural products
- Local food and drink
- Visitor products and services
- Public access, leisure and recreation activities
- Renewable energy and waste management
- Woodland products
- Creative industries sector
- Traditional land based trades
- Collaborative ventures



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# Rural Enterprise Investment Programme

Looking to

- Promote innovation
- Demonstrate good/high growth potential
- Promote collaborative actions between businesses and through supply chains
- Deliver multiplier effects, such as wider public 'goods' and benefits
- Provide high quality employment opportunities
- Develop a skilled and adaptable rural workforce



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## Rural Enterprise Investment Programme – Appraisal Criteria

- Strategic fit with priorities
- Key Attributes displayed
- Market research & demand for product/service
- Financial viability & funding package
- Outputs & outcomes
- Management and delivery



## Commercial Finance

- Public Supported Funds – SYIF/PIF and Successor Fund
- Business Angels
- CDFI



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## SYIF/PIF and Successor Fund

- South Yorkshire Investment Fund
- Partnership Investment Finance
- Loan and Venture Capital funds
- Loans from approx £25k
- Equity upto a maximum of £2m
- Successor fund the same but Regional from September 2009



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## Business Angels

- Investing in companies across the region
- Investment forum every 6 weeks
- Aims to bring together Private Investors



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## Community Development Finance Institutions

- Offer smaller loans, upto approx. £25k
- Must have been refused support from a bank
- Aims to support deprived communities



## We will help Businesses by

- Turn full applications round in 30 days
- Pay full claims within 10 days
- Offer through YF & Partners an access to a grant plus service



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Questions?