

Rural Business Support Guide **2017**



Are you looking to grow your business?

This guide will make it easy to find expert help and guidance on specific areas that matter the most to you. All of the information prepared in this guide was correct at the time of printing*.

The aim of this guide is to help you access the information you need to grow your business. This is not designed to answer all of your questions, but to help sign post you, so you know where to look for further information about what might be suitable for your business. The following themes are covered in this guide, but more detailed information can be found by visiting the North East Growth Hub.

*February 2017

Finance & Funding

People & Skills

Sales & Marketing

Innovation & Technology

Property

Trade & Export

North East Growth Hub

“Our ambition is clear. We will help businesses find and utilise the right information, expert advice and finance to thrive and grow.”

<http://www.northeastgrowthhub.co.uk/>



Who to speak to?

Join the North East Growth Hub. You can search for information on available funding and finance, business advice schemes and upcoming events.

You also have the opportunity to connect and share information with other like-minded organisations.

To discuss your funding and business support requirements further you can call the support line on 0300 456 3565 or contact info@northeastgrowthhub.co.uk

Details of contacts for specific funds and support are provided in the following pages.



Finance & Funding

Access to finance is key to expanding and growing your business. In this section you can read about the funding support available for premises, equipment, plant or machinery and tourism infrastructure. In addition, if you are struggling to access finance from high street lenders, there are programmes of support available. Read on for more information.

Rural Growth Network

The North East Rural Growth Network has specific funding and expertise available for micro to large sized businesses located in rural locations across Northumberland, Gateshead and Durham.

Capital grant funding is available to support a range of activities including:

- Development of enterprise hubs
- Creation of multiple business units
- Tourism projects of strategic importance
- Improvements to business premises
- Expansion of business premises
- Purchase of capital plant and equipment

Calls for projects are released according to funding availability. The application is a 2 stage competitive process. Grants cover up to 40% of eligible costs.

Please contact Julie Bullen or Katy McIntosh to discuss your funding needs.



Julie Bullen

Julie.Bullen@arch-group.co.uk
01670 528 476



Katy McIntosh

Katy.McIntosh@arch-group.co.uk
01670 528 489

<https://www.archnorthumberland.co.uk/arch-business/rural-growth-network>

North East
Rural
Growth
Network

Helping
businesses
to start and
to grow



KIBBLESWORTH HUBS



THE SILL



Leader

LEADER funding is now available for businesses across the rural areas of Northumberland, Gateshead and County Durham. The programme funds farmers, foresters and other local businesses and communities to help develop the rural economy and create jobs.

Capital funding is available for the following themes until 2018

- Supporting micro and small businesses
- Farm diversification
- Boost rural tourism
- Increase farm and forestry production
- Provide rural services
- Provide cultural and heritage activities

There are Programme Officers for each area. Please get in touch to talk through your requirements. Officers will re-direct you to the appropriate contact if required.

Northumberland Uplands

Gillian Cowell – Gillian.cowell@northumberland.gov.uk 01670 623885

Northumberland Coast & Lowlands

Ivan Hewitt – Ivan.Hewitt@northumberland.gov.uk 01670 623927

Durham Coast and Lowlands

Sarah Marshall – Sarah.Marshall@durham.gov.uk 03000 266894

North Pennine Dales

Pamela-Jane Harding - pamela.harding@durham.gov.uk 03000 266 895

<https://www.gov.uk/guidance/rural-development-programme-for-england-leader-funding>



RDPE Growth Programme funded by the European Agriculture Fund for Rural Development (EAFRD)

The Growth Programme provides capital funding for projects in England which create jobs and growth in the rural economy.

It is open for projects that will grow a business, create jobs or bring more money in to the rural economy. Grant funding can help pay for constructing or improving buildings, and buying new equipment and machinery. **Deadline for expression of interest closes at midnight 31 January 2018.**

Grants can fund up to 40% of project costs with a minimum grant of £35,000.

Businesses must be located in the eligible rural areas of County Durham, Northumberland and Gateshead and within the North East Rural Growth Network boundary.

Three grant funds are available for:-

- Food Processing
- Tourism infrastructure, including tourism accommodation
- Rural Business Development grants for small and micro businesses in manufacturing and engineering, pharmaceuticals, food and drink, knowledge intensive business services and creative sectors. Activities include diversification of a farm business into non-agricultural activities.

Full details of the calls and guidance notes can be found:

<https://www.gov.uk/government/publications/rdpe-growth-programme>.

Contact: DEFRA Rural Services Helpline 03000 200301
or email GPEnquiries@rpa.gsi.gov.uk



North East Finance

The Finance for Business North East (FBNE) fund – also known as the JEREMIE programme (Joint European Resources for Micro-Medium Enterprises) has secured additional funds to help it to continue investing in the region's fastest growing businesses. There are seven individual funds designed to provide a range of investment:

- North East Micro Loan Fund
- North East Proof of Concept Fund
- North East Technology Fund
- North East Accelerator Fund
- North East Angel Fund
- North East Growth Plus Fund
- North East Growth Fund

The Funds are open to businesses that are:

- Earning revenue
- Investment ready
- Based in the North East of England (Northumberland, Tyne & Wear, Durham and Tees Valley)
- Employ fewer than 250 people

Please note there are further eligibility criteria which need to be considered, queries should be directed to each specific delivery partner. Information on these, including contact details can be obtained by visiting <http://www.northeastfinance.org/> or calling 0191 211 2300.

People are key to the success of your business. Likewise, sales and marketing is one of the most important functions of business. In this section, read about the range of support programmes available. If you require advice on training, recruitment, web development and marketing then read on for more information.

Business Northumberland

If you are an SME looking to grow your new or existing business, this programme is for you. Running until 2019, Business Northumberland is focused on supporting SME's demonstrating the ability to grow. You can access an online portal and supplementary seminars and workshops. Topics include growth through digital technology, access to finance, product and market diversification and business development. The programme supports and protects economic growth across Northumberland and the wider North East LEP region.

For further information about Business Northumberland and to register your interest, please contact the relevant Business Northumberland team member based at Arch:

Chris Dawson – West Northumberland

01670 719 911 chris.dawson@arch-group.co.uk

James Holloway – North Northumberland

01670 719 910 james.holloway@arch-group.co.uk

Dionne Clark – South East and Central Northumberland

01670 528498 dionne.clark@arch-group.co.uk

<http://www.archnorthumberland.co.uk/arch-business/business-northumberland>

**BUSINESS
NORTHUMBERLAND**



RTC North

Innovators need access to good advice, mentoring and finance to support and accelerate growth. RTC can help put together the right package of support.

For further information please visit: <http://www.rtcnorth.co.uk/> or contact a member of the team on 0191 516 4400.



NBSL

The North East Business Support Fund can give you up to 35% funding for business improvement projects costing between £3,000 and £8,000 (maximum grant of £2,800) - you can use the grant for most types of business support that will help your business to grow - from marketing and web design to financial or human resources planning.

For further information please visit: <https://www.nbsl.org.uk/nebsf> or contact a member of the team on 01670 813322.



Durham Business Opportunities Programme (DBOP)

Aimed at SME's who have not traditionally engaged with or benefitted from business support initiatives in the past or may not be very well networked.

Available until 2020 the team will help businesses identify new opportunities and help them pursue them, to grow and develop operations. This could be by helping firms access new markets, new developments, new sales or new technology. It could be as simple as connecting them with a partner on their industrial estate, seeking EU or UK match-funding support for a new innovation project or engaging as part of a blue chip open innovation project.

Contact:

Michael Harriott - North Durham

Michael.Harriott@durham.gov.uk

Lisa Wall - South West Durham

Lisa.Wall@durham.gov.uk

Guy Bashford - East Durham

Guy.Bashford@durham.gov.uk

For Further information please contact the team on 01207 291268.

Business B
Durham D



Arch Business

Arch provide a high quality support service to businesses of all sizes in Northumberland. They are committed to working with businesses, partners and external support agencies to ensure your business has what it needs to grow. The following support is available.

- Access to finance
- Business advice
- Training and recruitment advice
- Relocation packages
- Property information
- Supply chain connections
- Site tours

Arch want your business to succeed and grow in Northumberland, so please contact a member of the Business Growth Team to discuss your requirements.

<https://www.archnorthumberland.co.uk/arch-business>

Gary Roe - Business Growth & Investment Manager

Gary.Roe@arch-group.co.uk 01670 528 479

John Hildreth - Business Growth and Investment Manager

john.hildreth@arch-group.co.uk 01670 528 463

Lisa Harwood – Business Growth and Investment Manager

Lisa.harwood@arch-group.co.uk 01670 528492

Arch Business

Business Durham

We're a trusted guide who forge long-term partnerships with businesses, helping you to accelerate the growth of your company and see long-term sustainability. If you're unsure what business support you need, just call us. We can work through it with you and make sure you get the right help:

- Help with innovation finance
- From office space to industrial units
- Recruitment, skills availability and training support
- Identifying suppliers, customers and competitors
- Introductions to universities and research institutes
- Strategic information on regional and national programmes
- Access to Durham County Council services

With our extensive knowledge of the county, we specialise in making connections and spotting opportunities to catalyse business growth and success.

To contact a member of the team:

Tel: 03000 261261

E Mail: enquiries@businessdurham.co.uk



TEDCO

“We have helped thousands of businesses to start, grow and achieve sustainable business success in the last five years.”

Tedco deliver a number of programmes to both pre and post start businesses in the region. They can help businesses develop business ideas, access finance, source contractors, create business plans, employ staff and find suppliers.

For further information call a member of the team on 0191 516 6102 or visit <http://www.tedco.org/>



Manufacturing Growth Programme

The Manufacturing Growth Programme is available to manufacturing businesses throughout Durham, Tyne and Wear and Northumberland to help them grow. It offers expert advice on how to improve productivity, efficiency and competitiveness in order to:

- Access new markets
- Create jobs
- Improve productivity
- Apply innovations

The programme runs for 12 months until July 2017.

For more information please email enquiries@ne-mgp.co.uk or call 0191 389 8434.



If you are looking to develop different ways of doing things to drive forward new ideas and advocate new technologies, then read on for more information on how you can access support.

The North East Business and Innovation Centre (BIC) SME Innovation Programme

The North East SME Innovation Programme is designed to help North East SME's realise their innovative possibilities. To be eligible for funding you must; have the need to progress an innovative idea that contributes to business growth, be a North East based SME, willing to create either a product, service or process and be investment ready.

The team at the BIC provide expert help and guidance taking you through the grant process to structure an Innovation project which matches the needs of the business, and creating an essential competitive edge with growth potential.

They offer: Independent advice and guidance, access to industry experts and suppliers, up to 40% Project Funding and links to other support agencies. Give the team a call on 0191 5166035 or email them on innovation@ne-bic.co.uk

<http://www.ne-bic.co.uk/business-solutions/innovation-programme/>



Durham Flexible Support Programme

Support is available to SME's with a B2B remit based in Durham County that need a helping hand to understand what innovation means for them. Based within the organisation the aim of the 12 hours of 'one to one' support is to give meaningful experience to eligible businesses. Support can cover Horizon Scanning, Strategic Planning, the Digital Landscape and Growing Innovative People.

If you are interested and need more details please contact:-
Elizabeth Shaw, Innovation Manager 0191 516 6039 elizabeth.shaw@ne-bic.co.uk
<http://www.ne-bic.co.uk/business-solutions/innovation-programme/>

**INNOVATION
PROGRAMME**



NETPark North East Technology Park

NETPark – the North East Technology Park – is an internationally recognised location for science and technology companies in the UK providing a dynamic and supportive environment to accelerate the growth of ambitious, innovative, high tech companies into global markets. NETPark encourages collaborative multidisciplinary links, driving innovation, enterprise and economic prosperity.

NETPark focuses on supporting companies that are integrating materials into high value innovative products, particularly printable electronics, microelectronics, photonics and nanotechnology, and their application in the fields of energy, defence, and medical-related technologies.

Sedgefield, County Durham TS21 3FD (www.northeasttechnologypark.com)

NETPark Net Science and Technology Community

Operating or launching a business in the science, engineering or technology sectors?
Then NETPark Net is the innovation support network you need.

NETPark Net members can access a range of high-quality specialist services which offer tailored business advice and information from a panel of regional experts in areas including market intelligence with IP landscaping services, routes to market, access to finance and technology hunting. Members can also attend monthly breakfasts to network with like-minded innovators.

Find out more at www.uknetpark.net/join
(www.uknetpark.net)



As your business grows and develops, you may find you outgrow your current premises. You may need to expand, or relocate. Finding the right premises for your business can be challenging, the good news is there is plenty of support available across the region.

Arch Commercial

With a host of units across Northumberland and relationships with estate agents throughout Northumberland, Durham and Gateshead, contact Arch to talk through your requirements or visit our website to use our online search function.

<http://www.archnorthumberland.co.uk/arch-commercial/search>
commercial@arch-group.co.uk
01670 528 460



Business Durham

Business Durham has a wide variety of offices, science laboratory spaces and industrial units across County Durham. If they don't have exactly the right office space or commercial property unit for you, they can help you look with their Property Finder which lists available property from other providers.

<http://www.businessdurham.co.uk/commercial-property-in-county-durham>
enquiries@businessdurham.co.uk
03000 261261



Gateshead Council

Gateshead Council's Business Development Team works with developers and landowners to influence the provision of commercial accommodation in the borough. If you are looking for commercial or industrial premises, or development land in Gateshead, speak to one of the council's Business Advisors on 0191 433 2803, alternatively you can email economicdevelopment@gateshead.gov.uk



Rural Connect

The rural North East of England is home to a wide range of hubs where businesses can locate, grow, meet and participate in network events and training. Businesses of all types operate from Rural Connect hubs taking advantage of the diverse accommodation and services available. If you are looking for offices to rent or a meeting space, either for a one off purpose or a longer term solution, please visit us at <http://ruralconnect.biz/find-a-hub.html> or email info@ruralconnect.biz



Growing your business at home or expanding overseas – there is a range of support available. Read on for more information.

Department for International Trade North East

Department for International Trade North East (DIT) supports small and medium sized businesses in all 7 local authority areas in the North East. We help first time or experienced exporters acquire skills, contacts and confidence to start exporting or break into new markets. Our activity and support is part funded by the European regional development fund (ERDF).

International Trade Advisers (ITAs) can help you export by acting as independent mentors for your business. ITAs have experience in exporting to a range of markets and come from a wide variety of sectors. Recruited from the private sector they have either owned their own business or worked in large multinational companies selling overseas.

Your ITA can work with you to create a tailored export growth action plan, advise you on which markets are best for your business and put you in touch with contacts who can help you expand internationally.

To make an appointment with an International Trade Adviser call the North East Hotline on 0345 1360169 or email northeast@mobile.trade.gov.uk

Website: www.gov.uk/dit, www.exportingisgreat.gov.uk
Twitter: [@tradegovuk_NE](https://twitter.com/tradegovuk_NE)



**Department for
International Trade**

Virtual Export Management Programme (funded by ERDF)

The ultimate in hands-on business support. The Virtual Export Manager Programme is designed to assist both experienced and inexperienced exporters to realise their export potential by helping them approach international trade in a focused and structured way. Places are limited to Small and Medium Sized Enterprises (SMEs) offering UK products or services and demonstrating their commitment to growth through international trade.

The aim of the Virtual Export Manager programme is to place seasoned export professionals, carefully selected for the client based upon geographical or industrial expertise to provide 'hands on' support for the development of international trading. The export professional (referred to as 'Virtual Export Manager') will offer a real resource to help clients deliver a working export strategy.

Projects will focus on identified opportunities and will include assistance with all export related aspects of the business. A project action plan will be agreed, and will have as the principal aim a construction of clear strategic development plans for participating businesses. To assist the business wherever possible, when choosing a Virtual Export Manager to work with, we will endeavour to offer the business the choice of more than one Virtual Export Manager who will match business objectives and targets.

Support to Sell Online

The E-exporting programme helps UK retailers and brands export their products via e-commerce.

It enables you to

- Meet an e-commerce adviser to develop and implement an international online strategy.
- Quickly identify and set up on new international e-marketplaces
- Access better than commercial rates to list on some e-marketplaces

To find out more please visit bit.ly/2hcdGto



Building Your Skills

Department for International Trade North East has a range of events and online tools to help you build the skills needed to export.

We hold master classes on a variety of export-related topics, from how to protect your Intellectual Property to how to optimise your website for an international audience. We also organise a wide range of sector and market focused events, webinars, and one-day introductory workshops on exporting.

Our events are part-funded by the European Regional Development Fund (ERDF)
www.bit.ly/DITNE

Great.gov.uk

The Exporting is GREAT website www.great.gov.uk offers a digital solution for companies who wish to find out more about how to export their products and services.

The website offers content for first time, occasional and experienced exporters. Export opportunities are listed on the website and companies can apply for those opportunities and register for alerts.

Export ready businesses can register on the great.gov website to enrol in a register of UK based companies to boost their profile to international businesses.

Northumberland

Arch provide a high quality inward investment and relocation service, committed to working with businesses, partners and international agencies to help you understand the benefits of a Northumberland base. For further information please contact John Hildreth on the details below.

John Hildreth - Business Growth and Investment Manager

john.hildreth@arch-group.co.uk

01670 528 463

<http://www.archnorthumberland.co.uk/arch-business/invest-northumberland>

Gateshead

Economic regeneration is a big priority for the Council and Gateshead offers investors a range of commercial, industrial and business park locations. The Council will work with businesses interested in relocating into the area, providing packages of assistance that are focussed on business need. For further information please contact Kerry Walker on the detail below.

Kerry Walker - Inward Investment Manager
KerryWalker@Gateshead.Gov.UK
0191 433 2858
<http://www.gateshead.gov.uk/Business/investment/home.aspx>



Business Durham

As the economic development company for County Durham, Business Durham encourages overseas companies to establish and settle into a long term base. They understand that business needs are individual and what is useful for one investor may not be for another.

Various tailored incentives are available for potential investors in the area. For further information please contact Peter Rippingale on the details below.

Peter Rippingale - Inward Investment Manager
Peter.rippingale@durham.gov.uk
03000 265509
<http://www.businessdurham.co.uk/inward-investment-county-durham>



Prepared and supported by the
North East Rural Growth Network

North East
Rural
Growth
Network

Helping
businesses
to start and
to grow


**GROWTH
DEALS**

North East
Local Enterprise Partnership

