

Appendix 1 – SCR Business Growth Support

SCR Growth Hub Service

Outputs reported to BEIS in relation to the Growth Hub: GVA Growth, Jobs, Number of referrals, Number of businesses engaged, Number of businesses supported – high, medium and low, New businesses created, Private sector finance leveraged, % responses from feedback, % positive responses, Total number of individuals supported to start a business as well as qualitative data across a number of areas.

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| Gateway | The Growth Hub provides businesses with a single 'gateway' with access to one to one support from a team of growth specialists as well as signposting to a whole host of business initiatives aimed at supporting growth with access to help where needed. Delivered across several thematic areas including; Access to Finance, Skills, Growth, and Innovation. |
| | Brexit Diagnostic - The Growth Hub have developed a useful tool for businesses across our region to help them plan and access information and advice provided nationally and locally around Brexit. |
| Specialist Advisor Services – Skills | The Skills Hub is integrated into the Growth Hub. A key message from employers and stakeholders from Skills Bank 1 was the need to have an impartial skills advisor team who can work with employers on all options available to them in relation to skills training and development. We now have Skills Advisors based within the Growth Hub who offer this service and provide access into the SCR Skills Bank service. |
| Specialist Advisor Services – Innovation | The Sheffield Innovation project is an ERDF project delivered by both of the region's Universities in partnership with the Growth Hub. SIP provides businesses access to University specialisms to aid businesses with Innovation and will include a number of specialist Innovation Advisors. |
| Specialist Advisor Services – Finance | The Access to Finance team provides supports companies to identify and access private and public funding opportunities. The team comprises experienced finance professionals who can out businesses in touch with suitable lenders including banks, finance houses and gap funders as well as advise on publicly based finance such as the Northern Powerhouse Investment Fund and the SCR Business Investment Fund. |
| Business Support Offer | |
| Start Up Activity | Both Launchpad and Y Accelerator provide support for early stage and start-up businesses, being delivered by local Authority teams and having been supported via Growth Hub funding and referral activity. |

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| Scale Up Pilot project | A Scale Up project is due to launch on the 1 st of July which is being delivered by both Universities and the Growth Hub, will comprise of a cohort of high growth businesses and will receive intensive support over a three-month period of activity. |
| SME competitiveness | RISE |
| Trade and Investment | |
| Inward Investment | Working in partnership with the Department for International Trade and Local Authorities the SCR Invest Team continue to work to generate new investment leads for the SCR, both foreign and domestic. Foreign-owned investment successes for 18/19 have been positive considering the challenging and uncertain environment with 40 project successes likely to be confirmed ¹ . This is on a par to the previous financial year. New job creation as a direct result of new investment projects continues to be around the 1,000 target. |
| Foreign Owned Business KAM project | In partnership with the Department of International Trade, the SCR is supporting the delivery of a small-scale Foreign Owned Key Account Management pilot programme. This programme is working with foreign owned businesses across our region to support and accelerate their expansion and growth. To date around 30 projects are being actively managed, with 9 project successes recorded with DIT |
| Institutional Investor Engagement & International Brand | In partnership with the Department of International Trade and scale up of Northern Powerhouse brand promotion a series of investor engagements are proposed. Designed to target and build relationships with institutional investors and nurture existing City Region investors for continued regeneration and economic growth. The programme of engagement includes Trade Events, Trade Missions, DSK visits, Investor Receptions and Premier Missions, where investable opportunity, the vision of the SCR's Global Innovation Corridor and differentiators for choosing to invest and locate in the City Region are promoted. |
| Export | Support referrals continue to be made across the partnership including to the Department for International Trade and Chambers of Commerce. The ERDF-funded Exporting for Growth Programme has to date supported an additional 211 businesses in the SCR to increase their export activity, directly creating 71 jobs |
| Overseas Market Development | The SCR Invest Team are now in the third and final year of a lead generation contract with OCO. For the first two years the focus for OCO, on behalf of SCR, was identifying new investment leads from companies based in North America that expressed an interest in locating in the UK. The final year of the contract has changed focus to target investment leads for the city region from those companies that initially invested in London or the South East and are now looking for their next step. The targets for the final year of the contract are at least 10 qualified investment leads, which results in at least 4 site visits to the region. |
| Developing New Markets | Civic and Trade Shows. Undertaking high profile visits, aligned to trade missions where possible, to develop civic relationships in our target overseas markets e.g. China and India Civic and Trade Show |
| Business Investment | |

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| <p>Business Investment Fund (BIF)</p> | <p>The Business Investment Fund is an £52m SCR Local Growth Fund Scheme supporting inward investment and indigenous businesses to create growth and employment.</p> <p>In March the LEP Board approved the creation of two sub categories within the BIF – Productivity Challenge and Made Smarter. These will provide financial investment between £25k and £100k to business to support projects that improve company productivity and support the adoption of industrial digital technologies.</p> |
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¹ Official figures will be confirmed by the Department for International Trade in July 2019