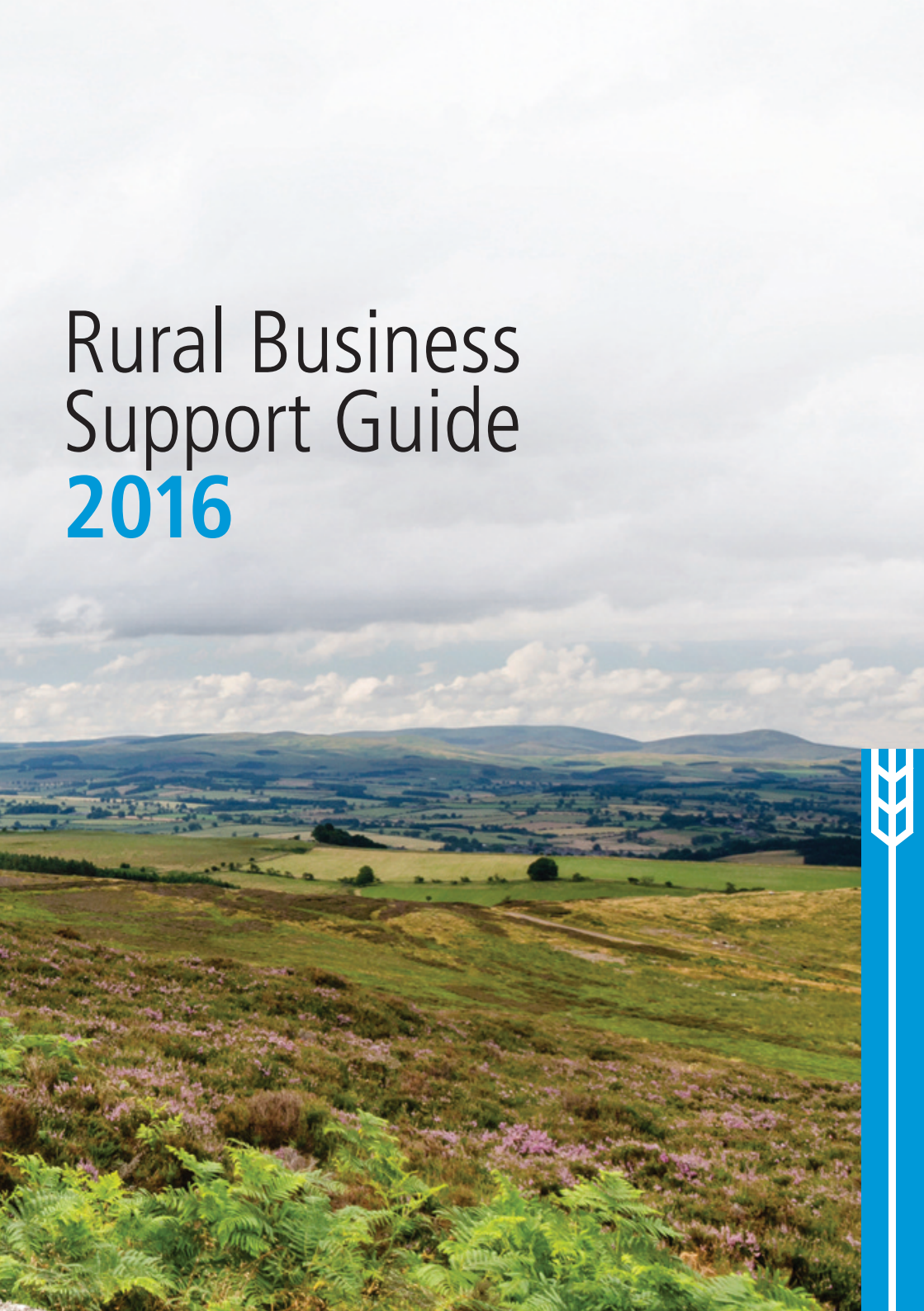


# Rural Business Support Guide **2016**



# 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.

\*June 2016

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?

Here you can find information on grant funding, support, what is happening in the community and upcoming events. Registering is really simple and takes minutes - unlock your business community, make connections, find answers and share experiences.

The funding scene for rural businesses is not straight forward. We fully understand the need to have someone on the other end of the telephone who can talk you through what is relevant to you. We would encourage you to contact Julie Bullen or Katy McIntosh to discuss your funding and business support requirements further. Both Katy and Julie work as Implementation Officers for the Rural Growth Network (RGN), covering rural parts of Northumberland, Durham and Gateshead. Please get in touch with any questions you have.



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



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



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. 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 until 2020 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 throughout the year. 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



## 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>



## European Agriculture Fund for Rural Development (EAFRD)

The European Growth Programme provides funding to help projects which create jobs and boost the economy in England. Specifically for rural areas this is funded by the European Agricultural Fund for Rural Development (EAFRD). The Rural Payments Agency (RPA) manages the funds, working with Local Enterprise Partnerships (LEPs) and local partners. From Autumn 2016, the RPA will publish 'calls for applications' under the Growth Programme inviting applications for grants across the country under the following priorities:

- Business Development (small and micro-businesses)
- Tourism (small scale infrastructure and co-operation projects)
- Food Processing (medium, small and micro-businesses)

Support in the North East LEP area is likely to focus on business development and tourism projects initially.

More information will be available in due course on Gov.uk



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, and to discuss your eligibility for the scheme, please contact Lucy, the ERDF Programme Manager responsible for the delivery of Business Northumberland.

Lucy.Cansfield@arch-group.co.uk 01670 528 453

**Arch Business**

## 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.

## 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

The logo for Arch Business, featuring the word "Arch" in black and "Business" in red, enclosed in a dashed rectangular border.

## 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/>



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

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 5166037 or email them on [innovation@ne-bic.co.uk](mailto:innovation@ne-bic.co.uk)

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



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.

The logo for Arch Commercial, featuring the word "Arch" in black and "Commercial" in yellow, enclosed in a rounded rectangular border.

<http://www.archnorthumberland.co.uk/arch-commercial/search>  
[commercial@arch-group.co.uk](mailto: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](mailto:enquiries@businessdurham.co.uk)  
03000 261261

The logo for Business Durham, featuring the words "Business" and "Durham" in green, with a stylized "B" and "D" in a darker green, enclosed in a rounded rectangular border.

## 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](mailto:economicdevelopment@gateshead.gov.uk)

The logo for Gateshead Council, featuring a red building icon, the word "Gateshead" in black, and "Council" in a smaller font, with a red swoosh underneath, enclosed in a rounded rectangular border.

## 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](mailto:info@ruralconnect.biz)

The logo for Rural Connect, featuring the words "rural" in black and "connect" in blue, enclosed in a rounded rectangular border.



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

## UKTI

UKTI seek to increase the number of exporters and inward investors to the UK. They aim to:

- Co-ordinate efforts across government and partners to increase export and investment opportunities
- Provide businesses in the UK with specialist support, advice and access to trade and investment events overseas
- Increase the supply of UK businesses that are ready to export
- Increase the supply of inward investment opportunities, particularly through high value campaigns
- Increase overseas demand for UK exports and inward investment opportunities

Overseas companies can contact UKTI Investment Services Team for information about setting up in the UK including the help that is available. For further information please call 0207 000 9012 or email the team [enquiries@ukti-invest.com](mailto:enquiries@ukti-invest.com).

Advice and support can also be provided for inward investment queries on a regional basis. Please see below contact details.



## 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](mailto: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](mailto:KerryWalker@Gateshead.Gov.UK)  
0191 433 2858  
<http://www.gateshead.gov.uk/Business/investment/home.aspx>



## 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](mailto: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

North East  
Local Enterprise Partnership