



Hull
City Council

BUSINESS SUPPORT HANDBOOK



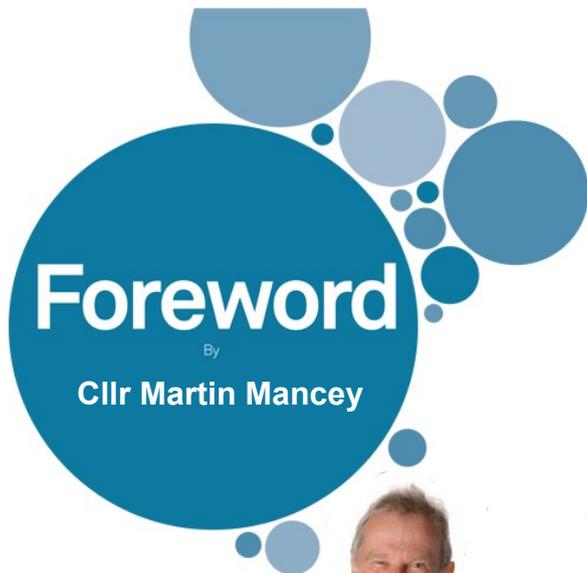
***Hull City Council:
Working in partnership to support
Local Businesses***

Contents Page

	Page No.		Page No.
FOREWORD	4	ACAS	38
INFORMATION, BUSINESS ADVICE & GUIDANCE		CHAPTER 4	42
CITY REGENERATION & POLICY	5	CHOICES & RIGHTS	43
GREENPORT HULL	6&7	TEAM HUMBER MARINE ALLIANCE	44
YOUTH ENTERPRISE	8		
SUPERFAST BRITAIN - BROADBAND CONNECTION VOUCHER SCHEME	9	SCHOOLS FOR START-UPS	57
HULL CULTURE & LEISURE	12	MENTORSME	58
HULL CITY COUNCIL—BUSINESS RATES	13&14	CAPABILITY MENTORS	59
HUMBER LEP GROWTH HUB PROGRAMME	16	BUSINESS DEBTLINE	60
CHAMBER ACORN FUND (HUMBER)	17	GROWING BUSINESS	61
SIRIUS	18	ENTERPRISE NATION	62
ENRG	19	NATIONAL ASSOCIATION OF BUSINESS CRIME PARTNERSHIPS (NABCP)	63
UNIVERSITY OF HULL	20	GOLDMAN SACHS	64
HULL BID	22	INSTITUTE OF CHARTERED ACCOUNTANTS	65
C4DI	24		
FOR ENTREPRENEURS ONLY	25		
PRINCE'S TRUST	26	FINANCE	
BUSINESS GROWTH SERVICE—INCLUDES: MASS & GROWTH ACCELERATOR	27	GREENPORT HULL	6&7
		CHAMBER ACORN FUND	17
DOING BUSINESS WITH THE GOVERNMENT	30	SIRIUS	18
CONTRACTS FINDER	31	START-UP LOANS	40
INTELLECTUAL PROPERTY	32	HUMBER LEP	15
START-UP BRITAIN	33	FINANCE YORKSHIRE	51
HMRC	34	KEY FUND	55
GOV.UK WEBSITE INFORMATION	35	BETTER BUSINESS FINANCE	48
JOBCENTRE PLUS - NEW ENTERPRISE ALLOWANCE	36	UK BUSINESS ANGELS ASSOCIATION	49

Contents Page

	Page No.		Page No.
FINANCE Cont'd ...		EXPORTING	
CROWD CUBE	50	WORLD TRADE CENTRE HULL & HUMBER	39
ZOPA	54	UK TRADE AND INVESTMENT	29
FUNDING CIRCLE	53		
ENVESTORS	52		
PARTNERSHIP AND MEMBERSHIP ORGANISATIONS		PROPERTY SERVICES	
HULL & HUMBER CHAMBER OF COMMERCE	23	HULL MEANS BUSINESS	11
FEDERATION OF SMALL BUSINESSES	41	NPS	66
FORUM OF PRIVATE BUSINESSES	47		
NATIONAL ENTERPRISE NETWORK	46		
RECRUITING, TRAINING AND MANAGING STAFF		EMAIL INDEX PAGES 67 & 68	
HULL TRAINING & ADULT EDUCATION	10		
HULL COLLEGE	21		
GREENPORT HULL (EMPLOYMENT & SKILLS DEVELOPMENT STRAND)	6&7		
JOB CENTRE PLUS	37		
SFEDI	56		
SCHOOLS FOR START-UPS	57		
HIGH GROWTH & INNOVATION			
BUSINESS GROWTH SERVICES INCLUDES MASS & GROWTH ACCELERATOR	27		
INNOVATE UK	28		
GREENPORT HULL (R&D STRAND)	6&7		
YORKSHIRE INNOVATION FUND	45		



Hull
City Council

Welcome to the latest edition of Hull City Council's Business Support Handbook.

The Hull and Humber area is on the brink of an exciting and transformational period of economic activity and growth.

Following the Siemens announcement, over the next several years our area aims to become the national and international centre for renewable energy. Many thousands of jobs will be created alongside growth in other area key sectors such as food, ports and

logistics, manufacturing, creative and digital and healthcare.

2017 will also see the City become the UK City of Culture 2017, bringing a further boost to the City. The opportunities for growth are significant as the economy continues to recover.

The City Plan identifies issues we face and outlines how we can address these in order to take advantage of the many opportunities. It sets clear goals and contributions for the City over the next 10 years including the challenging target of creating over 7,500 jobs.

Hull City Council recognises that small businesses are a major part of the Hull economy and have a vital role to play in new job creation. We are focused on putting in place the right conditions and support infrastructure to support the formation and growth of more businesses.

With a comprehensive range of support and advice available to businesses within the City, we hope that this handbook will help you access all the support you need to enable your business to flourish.

The Council's Enterprise Support Team is there to assist you fulfil your business ambitions, please contact them for further assistance.

I am keen to engage with local businesses and therefore, if you have any issues or proposals you would like me to hear about, please get in touch.

Cllr Martin Mancey
Portfolio Holder for Energy City
Kingston Upon Hull City Council

*Working in
partnership to
support Local
Businesses*



Hull
City Council

City Regeneration And Policy

Our aim is to support you to ensure your investment and business interests are successful.

The Enterprise Support Team provides a point of contact for anyone seeking business support.

Specific business support services available include:

- Advice on sources of assistance including grants, relating to finance, starting and expanding a business, mentoring and tailored business advice.
- Premises – the council operates a number of managed workspace centres and other business accommodation, ideal for start up and expanding businesses.
- Inward Investment.
- Sector Support.
- Key Account Management.
- Statistical and economic information.
- Labour market and skills.
- Sites & Premises.
- Regeneration

Contact Details:

T: Paul Burnley / Phil Hall
01482 613336/ 613188

E: Business.Support@hullcc.gov.uk

W: www.hullmeansbusiness.co.uk



Supported by the
Regional Growth Fund

Green Port Hull – The Vision

The Green Port Hull vision is to establish Hull and the East Riding of Yorkshire as a world-class centre for renewable energy, creating wealth and employment for the region.

With its prime location close to the offshore wind opportunities in the North Sea, established infrastructure, knowledge, expertise and the capability to handle a diverse energy mix, the region is capitalising on its strengths.

These attributes are the reason that Siemens chose Hull as the location to build its £310m offshore wind turbine blade manufacturing, assembly and servicing facilities that will form the centrepiece of Green Port Hull, creating 1,000 new jobs and many more during the construction phase and in the supply chain.

The Siemens investment is just the catalyst for the Green Port Hull vision. As well as offshore wind there are major opportunities in bio fuels, carbon capture and storage, waste to energy, solar, wave and tidal power generation.

Planned investment:

Siemens/ABP – £310m (joint investment) offshore wind turbine facility

Energy Works – £150m green power plant

Biomass Handling Facility at Port of Hull – £150m investment enabling transport of sustainable biomass to Drax Power Plant

Reality Energy Centre – a £130m 49MW biomass fired power plant

Ron Dearing University Technical College – specialising in digital technology and mechatronics

The renewable energy sector will be the single biggest influence on the local economy for generations, creating thousands of new jobs along with a wealth of opportunity for local people and business.

Green Port Growth Programme

With an investment of £25.7m, the programme, which is supported by the Government's Regional Growth Fund, is designed to capitalise on the renewable energy opportunities. It aims to develop indigenous business growth within the sector and secure long-term economic growth and employment for the region.

The growth strands ...

The Green Port Growth Programme will deliver a programme of activity through six business strands designed to develop all aspects of the renewables industry.

Employment and Skills Development

Site Assembly

Inward Investment

Business Support & Advice

Business Investment Grants

Research, Development & Innovation (RDI)



Supported by the
Regional Growth Fund

Cont'd

The objectives...

Contribute £300m to the local economy
Create 1,300 jobs
Up-skill and train up to 1,900 local people
Develop over 160 ha of land
Secure £280m of large inward investment
Assist up to 650 local businesses to enter the renewable supply chain
Establish Hull as a centre for RDI for the renewables industry

Eligibility...

- To be eligible for the Green Port Growth Programme:
- Businesses must be located within Hull and the East Riding of Yorkshire
Or be a business looking to invest and locate to Hull or the East Riding of Yorkshire
- Other eligibility criteria may apply to individual strands.

Enterprise Zones

The renewables industry by its nature is land hungry, so the provision of large areas of development land in the immediate vicinity of Green Port Hull is key to kick-starting inward investment and encouraging the co-location of the supply chain.

In response to this challenge, local authorities in Hull and the East Riding have worked with partners to bring forward a comprehensive range of sites suitable for all potential investors.

Many of the sites are in a 253-hectare Enterprise Zone (EZ) and benefits include:

100 per cent business rate discount worth up to £257,000 over a five year period for businesses moving into the EZ before April 2018
Simplified planning approached – Local Development Order
Government support to ensure superfast broadband is rolled out throughout the EZ
Enhanced capital allowances for plant and machinery on investments made before April 2020

For further information about Green Port Hull, the Growth Programme or the Enterprise Zone benefits please visit: www.greenporthull.co.uk



The Hull Youth Enterprise Service of Hull City Council is committed to the shared vision of growing the city's economy for the benefit of young people and facilitating opportunities to widen the entrepreneurial spirit in the city. The primary purpose is to encourage young people to become more enterprising, enabling them to develop their enterprising ideas and skills. We offer a 1:1 support service as well as access to other young entrepreneurs.

● **John Cracknell Youth Enterprise Bank** www.youthenterprise.co.uk

● The John Cracknell Youth Enterprise Bank is aimed at people aged up to and including 21 years old that live in Hull. The Enterprise Bank offers grants of up to £1,000 for individuals or groups of young people who need finance to help make their idea happen. (More funding will be considered in exceptional circumstances).

● The Youth Enterprise Bank (YEB) is not just about giving financial support; it also offers practical help with developing your business idea. To date over 350 young people from the Hull area have benefited from this source of funding.

The Lee Creamer Youth Enterprise Club

The club based in Lowgate Centre provides young people with a place to meet and exchange skills, make contacts, share experiences, receive support and encourage each other to work through their business ideas. All the young people who get involved in Club will also be able to apply for a test market grant from the John Cracknell Youth Enterprise Bank if they are aged 21 and under.

Contact Details:

01482 613489

www.youthenterprise.co.uk

Broadband Connection Vouchers

Boost your bottom line with a £3,000 grant to get superfast broadband for your business

About the broadband grant

The grant pays for the installation costs – that is the capital and equipment costs of upgrading your broadband connection. You pay any VAT charged and the monthly line rental to your service provider. Monthly costs vary depending on the package, but a quarter of businesses pay £40 per month or less.

If you aren't sure what kind of broadband connection you should choose for your upgrade, check the guide on our website which explains the options to find out what's best for your business.

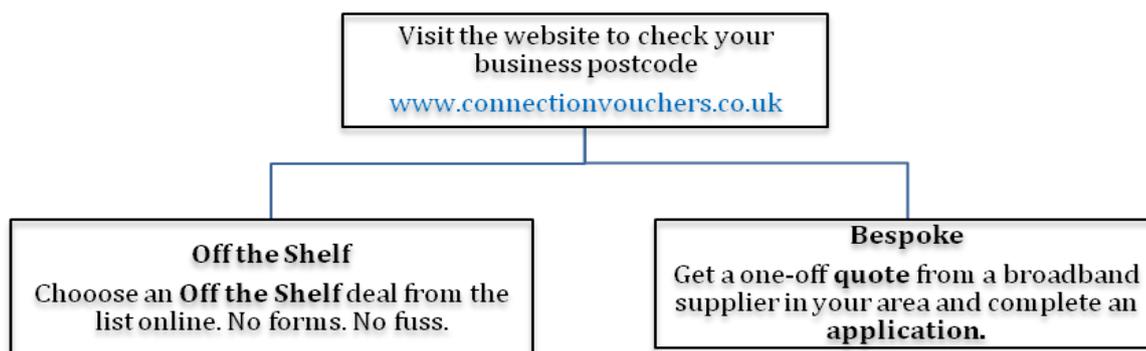
Benefits for SMEs

With faster, better broadband, you can:

- Grow and access new markets through better communication with customers
- Increase security through fast secure back-up of data
- Increase productivity while attracting and retaining the best staff
- Improve customer service by sending or uploading large files faster
- Increase your bottom line by improving your customer satisfaction
- Future proof your business for the digital challenges of tomorrow
- Work in the cloud. Flexible storage with disaster recovery

Who can apply?

To apply for a broadband grant you must be a small or medium sized business, or a registered charity, social enterprise or sole trader.



How to apply

Hull City Council will be administering the scheme for the Hull and immediate surrounding area. Please visit www.hullmeansbusiness.com/bbvouchers for more information or If you have any queries, you can email : broadbandvouchers@hullcc.gov.uk



Hull Training and Adult Education is one of the largest and most successful providers of education and training within the Humber Region and is part of Hull City Council.

Our Employer Engagement Team has the expert skills and knowledge to provide training services to employers throughout Hull and the Humber region. We can provide you with solutions for injecting new talent into your business, through Apprenticeships, whilst also working with you to develop and deliver training to your existing staff.

Hull Training and Adult Education already have a productive and successful working relationship with many local businesses and work with them to find suitable Apprentices and training solutions.

- Apprentices are good for your business - they have been designed and developed to meet your needs and it can be more cost effective than recruiting skilled staff, leading to lower overall training and recruitment costs.
- Setting up an apprenticeship is easier than you think, and we help you through the whole process, supporting you the business and your apprentice all the way.

We can provide apprentices in many different areas, including:

- Business & Administration
- Buildings Maintenance
- Childcare
- Construction
- Customer Services
- Engineering
- Health & Social Care
- IT
- Signmaking
- Teaching Assistants

Contact Details:

T: 01482 615 349
E: partnerships@hcctraining.ac.uk
W: www.hcctraining.ac.uk

Hull means business



Managed workspace centres and virtual offices

Ideal for small and start-up businesses, these premises are suitable for industrial and commercial use up to 130m sq. in size. Premises are offered on a monthly basis and there is 24 hour access, giving businesses the flexibility to meet client needs.

We have several sites in and around the city, and meeting rooms which can be hired by external companies on a daily, weekly or monthly basis. The Managed workspaces, the locations and what they offer are listed below:

161 High Street	City centre	Primarily office space
Danish Buildings	City centre	Primarily office space
Lowgate Centre	City centre	Primarily office space
The Host Office	City centre	Primarily office space
Hull Microfirms Centre	Wincolmlee	Mixture of workshops and offices
Louis Pearlman Centre	Goulton St, West Hull	Mixture of workshops and offices
Malmo Food Park	Malmo Road	Food development kitchens

The Managed Workspaces also offer a Virtual office service, which gives you a low cost professional business presence within one of our centres. Services include mail handling, access to meeting rooms and business support services at little or no extra cost.

Contact Details:

T: 01482 331204

E: managedworkspace@hullcc.gov.uk

W: www.hullmeansbusiness.co.uk



**Thinking of setting up a business or becoming self employed?
Not sure where to start or if it's really for you?
We can help!**

Hull Libraries Enterprise Hubs are a free service to help people who are thinking of setting up a business or becoming self employed, using local knowledge and resources.

Come and talk to one of our friendly, impartial members of staff who will offer you support, help and guidance to decide if working for yourself is right for you.

We provide a place to:

- Receive support and encouragement to work through business ideas
- Meet people and exchange skills
- Develop your knowledge
- Make contacts and share experiences

Hull Libraries Enterprise Hubs have the skills, resources and contacts to help turn your ideas into reality. We can offer:

- One to one business information and guidance
- Access to specialist resources and statistical information
- Understanding of Intellectual Property – copyright, trade marks, designs and patents
- Information on funding opportunities
- Sign-posting to relevant agencies
- Business information workshops

Contact us to arrange an individual appointment or drop in to see us

Contact Details:

T: 01482 223 344

W: www.hcandl.co.uk/libraries

E: reference.library@hcandl.co.uk

Business rates is the commonly used name of **non-domestic rates**.

The Business rates are the way the users of non-domestic property contribute towards the cost of providing essential services such as schools, Police and the fire brigade.

On 1 April 2013 a new system of business rates retention began in England.

Before April 2013 all business rate income collected by councils formed a single, national pot, which was then distributed by government in the form of formula grant. Through the Local Government Finance Act 2012, and regulations that followed, the Government gave local authorities the power to keep up to half of business rate income and transfer half of it centrally, to central government. The central share is then distributed to councils in the form of Revenue Support Grant. The other half kept by local authorities are then subjected to tariff, levy, top up and safety payments depending on the financial position of the council.

For each property in the rating list for their area, the local authority calculates and issues a bill, which it is responsible for collecting, with powers to pursue payment.

All non-domestic properties have a rateable value, which broadly represents the annual rent that the property could have been let for on the open market in 2008. The rateable value of non-domestic property is determined by the Valuation Office Agency and is independent of the council.

All non-domestic properties are re-valued every 5 years. The current rating list is effective from 1st April 2010. The Government has postponed the next revaluation until 1st April 2017.

Information on rateable values can also be found on the Valuation Office Agency's website at <http://www.voa.gov.uk>

The rateable value is multiplied by the Uniform Business Rate, referred to in legislation as the non-domestic rating multiplier, to arrive at an annual bill. For example, a rateable value of £10,000 and a multiplier of 40p would produce an annual bill of £4000. The bill usually requires payment in installments over the financial year. The multiplier is set by central government, and is uniform.

Business Rates Cont'd ...

The bill may also be reduced by having one or more reliefs applied to it, such as reliefs for empty properties, or for charities or for occupiers of small premises. Reliefs are administered by the local authority and they do not affect the rateable value of a property.

While some reliefs are mandatory, others are at the discretion of the local authority, which also have to bear, whole or in part, the costs of some reliefs. In addition to specific reliefs, a hardship relief is available at the discretion of the local authority.

For further information on : Business rate bills; Rateable values; Occupation of premises; Business rates reliefs and How to pay you bill : visit

www.hullcc.gov.uk/businessrates or contact us on ndrsr@hullcc.gov.uk

Tel: 01482 300301

Post: Business rates ,Hull City Council ,PO Box 15,Hull, HU1 2AB

For enquiries regarding your rateable value you should contact the Valuation Office Agency, your local office is : Hull Valuation Office, Earle House, Colonial Street, Hull, HU2 8JN. Tel: 03000 501501 or www.voa.gov.uk

Rating Advisors

Ratepayers do not have to be represented in discussions about their rateable value or their rates bill. Appeals against rateable values can be made free of charge. However, ratepayers who do wish to be represented should be aware that members of the Royal Institute of Chartered Surveyors (RICS) <http://www.rics.org> and the Institute of Revenues Rating and Valuation (IRRV) <http://www.irrv.org.uk/> are qualified and are regulated by rules of professional conduct designed to protect the public from misconduct. Before you employ a rating adviser, you should check that they have the necessary knowledge and expertise, as well as appropriate indemnity insurance. Take great care and, if necessary, seek further advice before entering into any contract.

Be cautious of cold callers and check with the Council first before agreeing to sign up. Our advice is free and if a relief has not been claimed and it is appropriate we will not charge commission on savings.



The Humber Local Enterprise Partnership's Business Loan Fund provides loans to businesses to help get stalled development projects off the ground.

It is designed to unlock capital projects that have the potential for job creation and can quickly deliver tangible economic outcomes through providing additional capital investment.

The aim of the loan fund is to support development projects which have a significant economic impact and support sustainable job creation.

The fund is allocated by the Humber LEP's Investment Panel which comprises private sector business leaders.

Find out more

Information on interest rates eligibility, how to apply is available on:

<http://www.humberlep.org/business/funding/loan-fund/>

Humber LEP Growth Hub Programme

The Humber Local Enterprise Partnership is a business-led partnership that works closely with government to promote and develop the natural economic area surrounding the Humber estuary, and provide strategic leadership for economic growth.

The Humber LEP Growth Hub Programme offers an important opportunity to overcome the historic fragmentation of business support across the Humber. By taking a partnership approach to delivery, the Humber LEP Growth Hub brings together business support providers around a single Humber business support offer with clear leadership and a single brand under the Local Enterprise Partnership (LEP).

The Growth Hub will be open to business support providers from across the Humber to participate in, and will be free for businesses to access. One of the functions within the growth hub is the provision of a one stop shop service which aims to deliver a coordinated, high quality support, information and business advice service by growth hub business advisors.

The Humber LEP Growth Hub website is a way to find out about business support in the Humber area. This website provides quick and easy access to local resources and information to support your business including;

- First point of call for local and national business support
- Online business support resources
- Dedicated business support advisors
- Capital investment support for business growth
- Advice and financial assistance to access international markets
- Trade missions to overseas markets
- International market briefings and events
- Access to supply chain development and manufacturing specialists
- Financial support for apprenticeship and graduate placements
- And much more ...

Contact details:

National helpline free from a landline on 0300456 3565

Visit the Humber Business Growth Hub at www.humberlep.org/growthhub



Project Part-Financed
by the European Union
European Regional
Development Fund

Hull Business Development Fund Limited is a not for profit company, limited by guarantee and a fully accredited Community Development Finance Initiative. We are a 'gap funder', operating across a large geographic area and committed to finding ways to support the financially excluded with commercial funding. We look for a viable business project which will create employment and provide a sustained benefit to the economy.

Since its inception 10 years ago Hull Business Development Fund Ltd (known locally as the Acorn Fund) has supported 1200 businesses, created 3900 jobs and helped grow the local economy by £140m. The Fund is sourced from Hull City Council, BIS and the European Regional Development Fund.

The Fund has been specifically formed to provide financial support to those businesses that may find themselves unable to raise finance from traditional sources.

The Fund provides a mixture of loans, business mentoring and small grants from time to time. The Business loans can range between £500 and £100,000 or more and are available to get your business off the ground and help it grow.

The Fund is also a Delivery Partner for the Government's Start Up Loan Scheme providing low cost, unsecured loans plus a free business mentor to people looking to start their own business.

Please refer to the website for more information.

Contact Details:

Peter Sykes

T: 01482 324976

E: p.sykes@hullbdf.com

W: www.hullbdf.com



Sirius is a registered Enterprise Agency and CDFA supported by BP and KC as one means of providing continual support to the local economy.

Sirius offers free advice for those looking to start up a business or who are going self employed. They also offer continued on-going support through mentoring and advice

- Sirius also have Loan funds available for Start-Ups and for those looking to develop and grow their business.
- The qualified staff at Sirius are available to help with all aspects of business planning, finance and marketing.

Contact Details:

T: 01482 890146

M: 07930 531199

F: 01482 899253

W: www.sirius-hull.co.uk

E: info@sirius-hull.co.uk



The ENRG Project is a partnership programme led and managed by Goodwin Development Trust and supported by Hull City Council, Hull Culture & Leisure Services and JobCentre Plus. Operating in Hull the project offers practical and hands on support for people considering self employment and starting their own businesses as well as providing support for existing SMEs to identify opportunities to grow and expand.

With a focus on support for businesses and individuals in the Hull geographic boundary the ENRG project comprises a highly skilled team of professionals who are able to offer advice, guidance and support to people considering self-employment as an option, those ready to start their own businesses and to established SMEs who have a desire to grow. ENRG takes its clients through a comprehensive consultation, support and mentoring programme, monitoring development and advising them every step of the way: at no cost to the end user. Wherever you are in your enterprise journey we can help.

Ready: Based in Libraries across the city, the enterprising libraries team can help you decide if self-employment is right for you and progress you to the start-up stage of support.

Set: From 1-2-1 start-up support to networking events and resources, we offer bespoke coaching where you need it at a time, place and pace to suit you.

Grow: If you're an existing Hull business looking to grow, or maybe overcome a specific challenge, we can help you make the most of the opportunities on offer. Our experienced team of professional Growth coaches can provide support on a wide range of business issues, offering you a regular point of contact backed up by a wider and dedicated team.

Contact details:

Louis Pearlman Centre, 94 Goulton Street, Hull, HU3 4DL

T- 01482 485921

E- futurehull@goodwintrust.org

W- www.enrg-hull.co.uk



UNIVERSITY OF Hull

Whether it is helping existing businesses, starting new businesses or helping to provide an innovative environment in which forward-thinking businesses can thrive, the University of Hull is a keen and active partner.

By translating its research, knowledge and expertise into the business community, the University is at the heart of the economic development of the region.

The University provides a range of services to businesses, enabling them to benefit through:

- World-class contract research
- Consultancy
- Continuous professional development and training
- Graduate placement, internships and Knowledge Transfer Partnerships access to state of the art facilities

The University has helped businesses achieve success in areas of activity including logistics, the environment, renewable energies, healthcare technologies, creative and digital, engineering, chemistry, computer science, law and languages.

Its state of the art Enterprise Centre provides the time, space and support for pre and early trading businesses to hone their ideas and create profitable enterprises. This fabulous facility is not just available to students and graduates, it is also proving popular with those with no prior connection to the University who feel that proximity to the expertise and facilities that the centre offers will help them to achieve commercial success.

Contact Details:

T: 01482 464900

F: 01482 464901

E: business@hull.ac.uk

W: www2.hull.ac.uk/hubs

Twitter: www.twitter.com/businesshulluni



Hull College has secured a contract for £3.5 million to deliver the Skills Support for the Workforce (SSW) and Local Response Fund (LRF). The project is funded by the European Social Fund (ESF). The focus for the funding will be to deliver workplace learning courses across the Humber region to meet individual, employer and regional needs by up skilling the workforce.

The project will be delivered in partnership with Bishop Burton College, East Riding College, Grimsby Institute, North Lindsey College and a number of specialist providers to engage with learners and key employment sectors as identified by the Humber Local Enterprise Partnership LEP.

The contract started in July 2013 and will run until July 2015. The programme is aimed at supporting employed individuals aged 19 and over in a small medium enterprise (SME). It will enhance their skills and career prospects to reduce the risk of long term unemployment and welfare dependency.

Humber LEP Key Growth Sectors:

Chemicals, Steel, Food Processing, Engineering, Manufacturing and Healthcare.

Key Employment Growth Sectors:

Construction, Transport, Business Services, Health, Hotels and Catering, Retail, Financial and Business Services, Gas, Electricity and Water, Paper and Publishing.

Contact Details:

T: 01482 598731

E: SSW@hull-college.ac.uk

W: www.hull-college.ac.uk/employers

Hull BID, 34-38 Beverley Road, Hull, HU3 1YE
Tel: 01482 611888. Fax: 01482 213962
Email: info@hullbid.co.uk
www.hullbid.co.uk
www.facebook.com/HullBID
Twitter: @HullBID



Established in 2006, Hull Business Improvement District (Hull BID) is an independent, not for profit organisation representing city centre businesses. Our area encompasses around 760 businesses, spread across 1,130 commercial properties.

Our BID members are diverse and include those from the private, public and voluntary sectors. The reason we exist is to help businesses in the city to sustainably grow and progress. We organise our activity around four strategic pillars, representing the important roles we have in facilitating the development of prosperity in Hull city centre.

We communicate – We're a visible and active part of the business community.

We innovate – We plan and nurture new ideas that help BID businesses grow and thrive.

We promote – We celebrate and actively promote the benefits of the city.

We collaborate – We champion the bigger issues that require a collective approach.

We know the businesses that contribute funds to HullBID have put us in a privileged position and we don't take that lightly. The funds enable Hull BID to deliver improvements that make our city centre a measurably safer, cleaner and increasingly thriving place for both businesses and visitors.

We have secured Purple Flag status and actively promote the evening economy in Hull through events such as the Trinity Music Festival. We are also responsible for the Yum! festival of food and drink and Hull Fashion Week; events which see us joining forces with many city centre businesses to give them a platform to promote what they do to a wider audience, and encourage them to work together.

Our objective is to help improve the area, whether that is by increasing footfall, promoting the area, creating networking opportunities, mediating with public bodies or reducing crime and improving cleanliness.

We understand the effect that muck, mess and clutter can have on businesses and visitors to the city centre, so we respond quickly whenever we are alerted to the need for cleaning work. We can help with clearing up detritus in doorways and alleys, jet-washing pavements, removing fly-posters, touching up exterior paintwork and getting rid of graffiti.

The Hull BID radio system has proven invaluable in tackling retail theft and helping office workers feel more secure. Crime in the city centre has reduced significantly since Hull BID introduced the system, and many businesses say that the radios provide extra protection to both customers and staff. Radio handsets can be loaned free of charge for up to 10 weeks. The Hull BID CCTV plan has seen over 100 city centre businesses benefit from the installation of free cameras and monitors.

We constantly consult with BID businesses for their input and ideas in what we do and seek feedback about our activities. We aim to put city centre businesses first and encourage our members to communicate with us so that we can identify issues and deliver actions.

A visit by our dedicated business liaison officer will demonstrate what we can do for you. We will meet you face to face and tell you more about who we are and how we can help you – by opening up your business to our wide network of city centre contacts, with safety and security, cleaning and maintenance, and even with marketing your business.

Hull BID – here to support you.



The Chamber has over 1400 direct members and over 400 affiliates from all natures of business. The area covered is the Humber region, which is made up of North / North East Lincolnshire, Hull and the East Riding of Yorkshire.

The Chamber also has a number of members based further afield who take advantage of what the Chamber has to offer. The Chamber Offices are located in Hull and Grimsby.

The Chamber organises networking events and produces publications which are designed to raise the profile of the members and their companies. The Chamber also provides training through its own training company, Chamber Training (Humber) Limited.

The Hull and Humber Chamber of Commerce can help your business raise its profile; promote your business products and services; provide an opportunity to voice your business concerns; and offer discounts & services that are of benefit to your organisation. In today's busy and highly competitive business market, companies need to take advantage of every bit of available assistance.

Contact Details:

Bruce Massie, Membership & Business Manager

T: 01482 324976

E: b.massie@hull-humber-chamber.co.uk

W: www.hull-humber-chamber.co.uk



C4DI : The Centre for Digital Innovation

C4DI is focussed on two things:

1. Helping startups grow
2. Helping businesses innovate

We do this through a number of projects:

- **Co-working**

We provide hot desk space to around 150 people from the tech community, providing an environment, business support and help in brokering commercial opportunities to grow tech businesses.

- **Events & Community Support**

We run a number of weekly events focussed on helping tech businesses grow.

- **Startup Accelerator**

We bring investors, mentors, support, focus and infrastructure to help grow tech companies.

- **Innovation Partnerships**

We run projects for local industry helping them to grow their businesses by using technology more effectively.

info@c4di.net

C4DI Beta,
The Fruit Market,
47 Queen Street,
Hull,
HU1 1UU

For Entrepreneurs Only

FEO is a local group of like minded entrepreneurs who offer time, energy, experience and encouragement to anyone who needs help to start or grow a business in Hull and East Yorkshire.

Our growing membership employs over 16000 people and contributes £3b of turnover to the local economy each year.

Everyone at FEO is passionate about helping to rebuild the local economy through job creation in the private sector.

We also appreciate the support of our local key partners, KC, Lloyds Bank, Rollits, Smailes Goldie and TIR Training.

There are 5 Key themes within FEO:

Education:

- Inspiring local young people to consider business and entrepreneurship as a career option

Getting started:

- Encouraging start-up businesses with guidance and support from real-life role models

Growing businesses:

- Steering existing businesses towards a growth mindset

Breaking down barriers:

- Taking positive actions to remove the major issues that hold back progress and prosperity

FEOTV:

- Utilising internet and media platforms to help entrepreneurs to succeed

info@forentrepreneuronly.co.uk

<http://forentrepreneuronly.co.uk>

@FEOHull



Prince's Trust

The Enterprise Programme is for young people like you to explore the realities of being self employed and access support and guidance to see if it's right for you.

What does the Enterprise Programme offer?

There are many benefits of taking part in the Enterprise programme.

We can provide support with:

One to one mentor support and guidance to help you towards your goals; the opportunity to apply for a low interest loan to start up your business; a training workshop to help you understand how to set up and run your own business; expert help with writing and developing your business plan; the chance to meet like-minded young entrepreneurs

Check out the [Enterprise Programme](#) pages of the website for further information.

To join us you need to be:

- aged 18-30
- living in England, Scotland, Wales or Northern Ireland
- unemployed or working fewer than 16 hours a week
- You'll also need an idea, or some ideas, that you want us to help you explore. These could relate to your lifestyle, past jobs you've had or your personal experiences.

We're sorry but we won't usually take applications if you are: in full-time education, a gap year student, a recent graduate (graduated less than six months ago), have a postgraduate degree (e.g. a Masters). If you're not sure if this applies to you, ask us and we'll advise you.

Interested?

[Contact us](#) today on **0800 842 842** or submit your details using our [online form](#) and your local team will get in touch with you.

If you would like to get started on your business in the meantime, there are some [free downloadable business guides](#) on our website.

If you're not eligible, please don't worry: we have a whole section of downloadable information to help you get started and we've got links to other [business start-up organisations](#) who can help you.

BUSINESS GROWTH SERVICE

Introducing the Business Growth Service

What is it?

The Business Growth Service (now incorporating GrowthAccelerator and Manufacturing Advisory Service) is a government-backed service offering support to businesses with the potential to improve and grow. We can help you to achieve your business goals by identifying barriers to growth and providing tailored support that fits your needs. This support includes coaching, consultancy, mentoring, training, access to finance and export advice.

The support you can receive

Your dedicated Business Growth Manager will work with you to identify what your business needs and help you to access a range of support. This includes:

- Building leadership and management skills
- Accessing finance
- Developing new ideas and products

- Accessing and building supply chains

In addition to:

- Exporting for the first time or breaking into new markets
- Growth through innovation
- Planning manufacturing strategy
- Business Development Coaching
- Improving manufacturing process
- Protecting intellectual property
- Connecting with a network of ambitious business leaders

Is it for me?

To be eligible for funded support, your business must be looking to improve and grow, and fit the following criteria:

- Registered in the UK and based in England
- Have up to 249 employees
- Have a turnover of up to £40m
- Meet the EU definition of an SME

Larger manufacturing companies can also use our resources at market rates and benefit from our support for developing their supply chains.

Your Business Growth Manager

You will work with a dedicated Business Growth Manager who really understands business challenges. We will discuss your needs and barriers to growth, identify the areas of support that are right for your business and introduce you to the experts that can help.

We'll be there to support you on every step of your business growth journey.

Please see page ??? for information relating to UKTI and page ?? For information relating to Innovate UK.

What should I do next?

If you want to improve and grow your business, contact us today.

Visit www.greatbusiness.gov.uk/businessgrowthservice

Call 0300 303 0034.

Innovate UK

Technology Strategy Board

Innovate UK is the new name for the Technology Strategy Board – the UK’s innovation agency. Taking a new idea to market is a challenge. Innovate UK funds, supports and connects innovative businesses through a unique mix of people and programmes to accelerate sustainable economic growth.

For further information visit :

<https://www.gov.uk/government/organisations/innovate-uk>





UK Trade & Investment

UK Trade & Investment (UKTI)

UK Trade & Investment has a wide range of services, open to all sectors and all types and sizes of company. Its range of expert trade services are individually tailored for each business to provide knowledge, advice and practical support. UKTI also helps overseas companies bring high quality investment to the UK's economy by providing support and advice at all stages of their business decision-making.

If you are a company based in the Yorkshire & Humber region, call UKTI Yorkshire on **0300 365 1000**. They will advise you on doing business internationally and help you access [UKTI's full range of services](#)

The International Trade Director in Yorkshire and The Humber is Mark Robson. He and his team work with regional partners to develop an international strategy for the region.



A radical package of measures to open up the way that government does business and to make sure that small companies, charities and voluntary organisations are in the best possible position to compete for billions of pounds worth of contracts has been outlined by the Prime Minister.

The quickest way to build up a government customer base is to start with low value procurements. To start with, aim for opportunities under £100,000 where government has abolished Pre-Qualification Questionnaires (PQQs). Building up your base this way is a great foundation for competing for bigger sales in the future.

If the first time you spot the opportunity, it's already formally gone to the market, you are behind the game. Pre-market engagement is your opportunity to shape the formal tender. Sign up for email alerts on [Contracts Finder](#); monitor PINs and register your interest in future procurements; attend information days and public sector 'product surgeries'.

Recent studies of public sector procurers show that they see SMEs as flexible, quicker to react and able to offer better prices. Use the pre-market engagement to show this by reacting quickly to questions, offering options and evidence of where you've responded to change in the past. Recognise that you are likely to be cheaper than bigger players and show evidence that you offer value for money.

For more information, please visit :

www.gov.uk/doing-business-with-government-a-guide-for-smes

CONTRACTS FINDER

Contracts Finder lets you search for information about contracts worth over £10,000 with the government and its agencies.

You can use Contracts Finder to:

- search for current contract opportunities
- find out what's coming up in the future
- look up details of previous tenders and contracts

Contracts Finder has details of:

- lower-value contracts (over £10,000)
- higher-value contracts (over £100,000)
- sub-contracting opportunities - contracts from prime contractors who have won public sector contracts

Each contract notice will have:

- A short description of what the buyer wants, the value of the contract and other relevant information
- Details of the deadline for responding
- Details of who to contact or where to find further information tender documents

Contracts finder is free to use.

Contact Details:

W: www.gov.uk/contracts-finder





Intellectual
Property
Office



GOV.UK

Intellectual property is something unique that you physically create - an idea alone is not intellectual property.

For example, an idea for a book is not intellectual property, but the words you've written are.

Copyright, patents, designs and trade marks are all types of intellectual property protection.

Copyright (automatic right)- Literary works (including writing), art, photography, films, TV, music, web content, sound recordings

Trademarks - Product names, logos, jingles

Patents - Inventions and products, eg machines and machine parts, tools, medicines

Design right (automatic right) - Shapes of objects

Registered Designs - Appearance of a product including, shape, packaging, patterns, colours, decoration

More than one type of protection could be linked to a single product, eg you could:

- register the name and logo as a trade mark
- protect a product's unique shape as a registered design
- patent a completely new working part
- use copyright to protect drawings of the product

Find out more about IP using the IP Equip online tool - <http://www.ipo.gov.uk/blogs/equip/how-to-identify-business-assets/>

Email information@ipo.gov.uk

Contact form <https://www.ipo.gov.uk..>

Telephone:0300 300 2000

Outside the UK:+44 (0)1633 814000

Fax:+44 (0)1633 817777 Textphone:0300 0200 015



StartUp Britain is a national campaign by entrepreneurs for entrepreneurs, harnessing the expertise and passion of Britain's leading businesspeople to celebrate, inspire and accelerate enterprise in the UK.

We are truly passionate about promoting entrepreneurship and its benefits to our economy and we do this by highlighting the myriad of support that is available to those who wish to start or grow a business, galvanising support where we see a demand and by acting as a voice for small businesses to Government.

- This is a response from the private sector to the Government's call for an 'enterprise-led' recovery.

Through working with great organisations such as The Supper Club over 1600 hours of mentoring have been matched to young start-ups. The mentees estimate they will create a total of over 550 new jobs in one year as a result of their mentoring. 85% believed that the mentoring they received will help them grow their business faster.

With the help of many entrepreneurs, small business owners and investors, we prepared an Entrepreneurs' budget and submitted this to Government. The budget paper contains ideas ranging from encouraging investment in start-ups and growth businesses to reducing burdens on the founders of companies.

Contact Details:

W: www.startupbritain.org

E: info@startupbritain.org



HM Revenue & Customs

HMRC Partner Products and Services

HMRC know that most Small & Medium Enterprises want to get things right but may need help to do so. We particularly want to help customers as they face key business life events, including starting in business, taking on an employee, registering for VAT, importing/ exporting and incorporation. To aid this our **Partner Service** offers:

- **Webinars** – These are tailored online presentations for your members that can be run weekly/ monthly/ quarterly, depending on the numbers attending, as part of a **regular programme** or as **'pick and mix days'**, if you're running an event over a day. You can choose the subject(s) from our extensive menu of options and, as they're live, your customers can interact with HMRC and ask questions.

Regular and varied communications – These will include;

- **Key Messages** which feature important and widespread information from across HMRC.

Information emails, these link to help and support for a particular or timely theme, for example Self Assessment or the Budget, or to new or topical services and products.

Our products include:

E-learning packages for self- employed customers and employers. [Starting your own business](#) for the self-employed covers all aspects of starting and growing a business. [Becoming an employer](#) deals with taking on and paying employees. Thousands of businesses have already used these and found they're a great way of learning.

A range of [webinars](#). These enable customers to attend a seminar at a time to suit them. We have both live and pre-recorded webinars covering a range of topics. Customer feedback tells us that these are a good way to get started.

A selection of short videos on [YouTube](#) covering subjects such as Registering as Self-Employed, PAYE, Record Keeping and Construction Industry. These are a really useful way to get a quick overview on various subjects.

Business help and education [emails](#) is a free service to provide customers with emails from HMRC that are tailored to their needs. They are designed to help customers understand what they need to do and how to get it right first time.

Record keeping for mobile devices will enable customers to access [apps](#) to help make life a little easier for busy people on the go. A [ready reckoner](#) is also available to help customers budget for their first tax bill and our [tax help fact sheets](#) are a good source of straightforward guidance that customers can download from our website.

[@HMRC Business Help](#) is a Twitter account designed to provide help to business. We tweet about our educational products, upcoming tax matters and online guidance. Followers can also ask us general queries via twitter, but we cannot discuss any individual's specific tax issues.

Business Support Tax App allows access to all the above via your tablet or mobile device: on [Apple i-store](#) or [Google play](#)



GOV.UK is the best place to find government services and information. It's simpler, clearer and faster for people to use, and is the first step towards a single website for most government services. The websites of all government departments and many other agencies and public bodies have been merged into GOV.UK.

Here you can see all policies, announcements, publications, statistics and consultations.

The website contains advice and information on a wide range of subjects, such as information and advice on starting and running your own business and is the best place to find information and services.

A business finance and support tool can be accessed by the website which includes information on:

- government grants
- publicly-backed finance and loans
- business support e.g. mentoring, consultancy
- funding for small and medium-sized businesses and start-ups
- Apprenticeship information

For more information, or to use the support tool please visit the website below.

If you do not have access to a computer but would like some information or help, please call the number below.

Contact Details:

W: www.gov.uk

T: 0845 6009006 - Business Support Helpline

New Enterprise Allowance

The New Enterprise Allowance (NEA) is a scheme designed to assist unemployed people who wish to start their own business. It is available to individuals who are claiming:

- Jobseeker's Allowance (JSA).
- Income Support as a lone parent or unfit for work
- Employment & Support Allowance

Interested and eligible individuals are referred by Jobcentre Plus to mentoring organisation, where a business mentor will assist in drawing up a business plan.

The plan is assessed by the mentoring organisation. If approved, the individual can access the NEA which consists of:

- A weekly allowance of £65 a week for 13 weeks and then £33 for the following 13 weeks (a total of £1,274 over 26 weeks)
- Access to a loan from the Department of Business Innovation & Skills for business start-up costs
- Access to a business mentor

Contact Details:

The New Enterprise Allowance is accessed through your local Jobcentre

jobcentreplus

Jobcentre plus can offer free access to a range of measures and financial support that will help you to recruit the right people for your workforce that will save you time and money.

Local employment partnerships enable us to work with you to unlock the potential talent available in your local community. We can provide job ready candidates, with a range of options from pre employment training to work based trials to check suitability of the candidates.

Redundancies are challenging for everyone involved, so we work with a range of partners to provide tailored solutions that minimise the impact and provide help and advice when redundancies occur.

The enthusiasm and potential of young people will be vital in moving out of the recession so we need to provide the chance to flourish. The Youth Contract is a rallying call for businesses, charities, and government bodies to create more opportunities for young people to ensure that their skills are not being wasted.

To get involved in or to find out more about the Youth Contract, call the employer services team on: 01482 584776.

Job vacancies can be placed online via the Government's Universal Jobmatch. To access this service please go to:
<https://www.gov.uk/advertise-job>

To find out about Jobcentre plus services, call 01482 584809 or visit the website on:
www.gov.uk



Acas provides free and impartial information and advice to employers and employees on all aspects of workplace relations and employment law. We support good relationships between employers and employees which underpin business. But when things go wrong we can also help by providing conciliation to help resolve workplace problems. We also provide good value, high quality training and tailored advice to employers.

- We provide advice and support to improve organisational performance and quality of working life
- We help people to resolve disputes at the earliest stage and avoid conflict in the future

We use our experience and wider research to lead debates on employment issues. We regularly publish papers and commentaries, and work with policy makers to influence thinking, stimulate debate and enhance wider understanding of the challenges and potential solutions on workplace issues.

We use the skills of our people to deliver an excellent value for money service. Our workplace relations experts are supported by teams who write our codes and guidance; develop thinking on new areas of work, and who are experts in communications, IT and finance. We invest in our people to develop their expertise and leadership potential further, and are proactively involved in the Civil Service Reform agenda to benefit staff and people who use the service.

Acas is governed by an independent Council, which includes representatives of employer and employee organisations and employment experts.

Contact Details

W: www.acas.org.uk

T: 0300 123 1100



WORLD TRADE CENTER® HULL AND HUMBER

World Trade Centre Hull & Humber is the 'go to' destination for international trade. We provide expert services, advice, education and valuable contacts for many different aspects of global trade, and are actively supporting the region's businesses to thrive and grow in a number of international sectors including the renewable energy and digital gaming and entertainment industries.

Based at waterfront offices in Hull's Old Fruit Market, we offer top of the range facilities to hold events, meet and do business, and provide incubator space to help new businesses in the region or those from outside the Humber looking to set up operations here. The centre is run as a not for profit limited company, with financial support from a number of private sector partners, all of whom are working to create success for the region.

We are licensed by the World Trade Centres Association (WTCA), which has headquarters in New York. The WTCA was formed in 1969 and now looks after a network of more than 320 World Trade Centres in 96 countries and has more than 800,000 member businesses.

Businesses in the area operate globally, in markets in almost every country of the world. With the development of the World Trade Centre, along with other pioneering initiatives such as the University of Hull's Logistics Institute, there's never been a better time to harness the immense trade and investment opportunities in Hull & Humber.

Whether you need a break from the office, or somewhere to host your event in an impressive venues, we have the facilities to suit your needs.

Contact Details:

T: 01482 485200
F: 01482 485201
E: info@wtchumber.com
W: www.wtchumber.com



DELIVERY

PARTNER

Start Up Loans

Start Up Loans are available to businesses yet to launch or those that have been trading for up to 12 months, although in certain circumstances this may be extended to 24 months. The scheme provides free business planning prior to taking any monies ensuring applicants are in the best possible position to receive funding. Once an individual receives their repayable loan they will also be given access to an expert mentor, free training course and business offers. With this logic in mind, The Start up Loans programme was created within The Department for Business, Innovation and Skills; it was designed to go some way to help solve the problem of supporting people who have a feasible business idea but no access to finance. With a view to providing a robust SME sector of tomorrow, The Start Up Loans programme aims to equip enterprising individuals with the tools needed to make their businesses a success.

All you really need is passion, drive, determination, resilience and the Start-Up Loans package to launch your business – all you have to do is apply!

Contact Details:

T: 0300 456 3565

E: hello@startuploans.co.uk

W: www.startuploanshumber.co.uk



Member of the FSB

The Federation of Small Businesses is the UK's largest campaigning pressure group interested in promoting and protecting the interests of the self employed and owners of small firms. FSB formed in 1974 and since then has massed over 215,000 members over 33 regions, and has 230 branches.

- The FSB is a non party political and a non profit making organisation.
- The FSB works on the behalf of the business to create further interest of enterprise, wealth creation and Jobs. In addition, the FSB is committed to delivering a wide range of high quality, good value business services to it's members

Our lobbying arm - led by the Westminster Press and Parliamentary office - applies pressure on MPs, Government and Whitehall and puts the FSB viewpoint over to the media. The FSB also has Press and Parliamentary Offices in Glasgow, Cardiff and Belfast to lobby the devolved assemblies. Development Managers work alongside members in our regions to further FSB influence at a regional level.

The FSB has a range of High quality, good value commercial membership services which it is committed to deliver to its members in assisting in minimizing operational costs and increasing effectiveness of their business.

Contact Details:

Neville Martin

T: 0114 261 7132

E: ro.southandeastyorks@fsb.org.uk

W: www.fsb.org.uk



Chapter 3

Chapter 3 Enterprise works with mature economically inactive individuals.

We are a Community Interest Company, focussed on supporting the needs and aspirations of mature citizens of the UK to enable the making of the third chapter of their lives an era of balance and fulfilment, in terms of their financial, emotional and physical well-being. We do this through creating awareness of the choices available to them and how to plan active and engaging later lives, including business start-up training.

We deliver consultancy, workshops and support to:

- Individuals who are seeking to make the third chapter of their lives productive and fulfilling.
- Employers who wish to retain a motivated and productive older workforce.
- Employers who wish to recruit mature workers
- Organisations supporting the unemployed over 50's into an economically active future.
- Organisations that support the health and well-being of mature individuals.

For details of free workshops and other events please contact info@chapter3.org.uk

Or visit our website www.chapter3.org.uk

CHOICES & RIGHTS

disability coalition

Choices & Rights Disability Coalition is a local organisation run and controlled exclusively by disabled people in the Hull & East Riding area. We believe that the best experts on the issues regarding disabled people are disabled people themselves. Our reputation has grown because agencies and organisations know that when they seek consultation with us they will have a dialogue with disabled people.

We run and manage a Disability Discrimination Advice Project providing advice and information both to disabled people who feel they have been discriminated against AND to service providers, small businesses and SME's who wish to avoid discrimination and promote best practice.

You may see disability as irrelevant or unimportant to your business – what you do may not be aimed specifically at disabled people. However, more than $\frac{3}{4}$ of disabled people become disabled as adults. $\frac{1}{3}$ of people aged 50-64 are disabled and $\frac{1}{3}$ of all employees are disabled or are close to a disabled person.

Choices and Rights follow the social model of disability – this holds that it is society which turns impairments into disabilities. The person's experience of disability depends on the extent to which society adapts to and accommodates their needs.

We can advise you how to tailor your business and services to welcome disabled clients, customers and staff.

We can advise you how the Equality Act 2010 impacts on the way you should behave toward disabled employees and customers.

These services are FREE to sole traders, small retailers, shopkeepers and small businesses, SME's and service providers.

You can contact us by ringing 01482 878778
Or by e-mail – dda@choicesandrights.org.uk

Team Humber

MARINE ALLIANCE

Team Humber Marine Alliance is a collaboration of expertise and experience comprising of more than **200 companies** from around the Yorkshire & Humber region.

Capitalising on the Humber estuary's natural assets, members of Team Humber Marine Alliance have combined their strengths to provide a comprehensive supply chain offer to the Marine and Offshore energy industry.

- The Humber is the largest ports complex in the UK and the fourth largest trading estuary in Europe, and plays a pivotal role in the UK energy sector.

THMA have longstanding, constructive working relationships with other key local, national and international business and industrial, governmental and educational organisations.

THMA have had great success in finding new business for members and providing collaborative opportunities when bidding for major contracts.

Contact Details:

T: 01482 485271

F: 01482 485201

E: admin@thma.co.uk



Yorkshire Innovation Fund

Funding access to University
Research and Innovation

If you have a great idea for a new product, service or process improvement, The Yorkshire Innovation Fund want to help you realise your idea, grow and develop as a company, and create new opportunities for employment across the Yorkshire & Humber region. This is achieved by funding a collaborative project between your company and a local university.

Part-financed by the European Regional development Fund (ERDF), the Yorkshire Innovation Fund (YIF) is a way of funding new ideas within your business. Many new ideas require a blend of skills and expertise to get them off the ground and working with a local university can often help by providing access to expertise, specialist equipment or facilities or new talent to develop your idea. YIF funds this access.

YIF is specifically designed to help Yorkshire & Humber Small and Medium Sized Enterprises (SMEs) work with our local Universities to make things happen. You can also choose to work with a university and other companies with similar needs to your own – perhaps suppliers you work closely with on developing new ideas, or customers that you want to retain and develop new ideas with, or a local trade or business association with similar companies with a shared R&D challenge.

You can apply for different support depending on the size and nature of your project:

- Small Innovation Project (SIP) – up to £10k support, for example, working on a prototype new product or service offering to grow existing customers and attract new ones.
- Research & Development Project (RDP) – up to £31k support, for example, developing a new improved product, service or production and delivery process – to open up new markets, retain and grow customers or attract new customers to your business.
- Graduate R&D and Innovation Placement (GDRIP) – either 6-12 months duration (up to £20k support) or 12-18 months duration (up to £30k support), helping with the cost of a new person to bring fresh perspectives, new ideas, and breathe life into your new ideas by providing an expert pair of hands.
- Strategic Intervention (SI) – if you are a member of an association of companies in the Yorkshire region with similar R&D and innovation needs you can choose to work together with one or more universities to ask for a combined project that would benefit you all.

For any enquiries, please visit the website and fill the form in under make an enquiry. The website is www.yorkshireinnovationfund.org



National Enterprise Network is a unique membership body representing those working in the enterprise support sector across England. We believe our members are crucial to England's economic growth. Our role is to support their work by representing their interests, promoting the results they achieve and connecting them with opportunities for even greater success.

- Our membership is traditionally, but not exclusively, made up of not-for-profit enterprise support organisations providing independent and impartial advice, training and mentoring to new and emerging businesses. We represent a variety of enterprise support organisations; including enterprise agencies, Chambers of Commerce, local authorities and other specialist providers.

We support the work of our members through practical benefits and new business opportunities; we promote the results they achieve to influencers and policy makers; and we connect them with people and projects that can deliver even greater success.

Research shows that those who seek support in the setting up and running of their businesses are more likely to survive and thrive, and there is no greater example of good quality, personalised and tailored support than that offered by our Members and Associates.

Contact Details:

T: 01908 605130

E: enquiries@nationalenterprisenetwork.org

W: www.nationalenterprisenetwork.org



Forum of Private Business

For our members, not for profit.

The Forum of Private Business is a leading small business support group dedicated to helping business owners focus on growth and profitability.

Whatever challenges your business faces, membership helps you protect and grow your business and saves you time and money, providing access to the tools and expertise you need to take your business forward.

We offer a unique membership package, with practical assistance spanning the key functions in an organisation, delivered at a competitive price.

Our member services can help you to:

- Access finance
- Reduce costs
- Boost sales opportunities
- Navigate complex legislation
- Increase efficiency and performance.

Small businesses make a massive contribution to the UK's economy - our key aims are to highlight this and make it simpler and more profitable to run a small firm.

Contact Details

T: 0845 130 1722

E: info@fpb.org



Better Business Finance provides impartial information and support to businesses and entrepreneurs looking to develop and grow; whether the business is seeking finance, or starting out or exporting abroad, BBF is here to help.

It was set up by Barclays, HSBC, RBS, Lloyds and Santander in 2011 and is managed by the British Bankers' Association (BBA) in collaboration with its business and finance partners.

BBF was created to bring to life the recommendations of the Business Finance Taskforce, which was set up by the major banks to work together to help support the UK's small and medium-sized businesses who are vital to our economy .

What are the BBF's objectives?

Better Business Finance has three core themes at its heart:

- Improving customer relationships by providing mentoring support, along with information on exactly what help and what finance is available, and by working with Professor Russell Griggs on the appeals programme
- Improving access to finance, including creating new finance options like the Business Growth Fund, and building strategic partnerships with finance organizations such as Business Angels and CDFIs, with whom the banks run a referral process for when traditional bank finance is not appropriate.
- Improving transparency, which includes helping businesses, explaining processes, listening and working with partners to improve service delivery in banks. This theme also includes conducting and commissioning research to help inform business policy and banking services

Contact Details:

W: www.betterbusinessfinance.co.uk

T: 020 7216 8989

The logo for the UK Business Angels Association features the text 'UK Business Angels Association' in a sans-serif font. 'UK' is in orange, 'Business Angels' is in a larger orange font, and 'Association' is in a smaller grey font. To the right of the text is a stylized graphic of wings in blue and orange.

UK Business Angels Association

The UK Business Angels Association is the national trade association representing angel and early stage investment in the UK. (England, Wales and Northern Ireland).

It has superseded the BBAA and was re-launched in its new strengthened role in July 2012 . Each year private investors account for between £800 million and £1 billion of early stage investment in the UK – the single largest source of early stage capital in this country. The angel community in the UK is also very diverse reflecting a range of different models and approaches including angel networks, small groups and syndicates; super angels; individual investors and new models such as accelerators.

The UK Business Angels Association represents and connects all those involved in the angel investment market, including early stage VC funds, Banks and also non traditional sources of finance, as well as advisers and intermediaries; policy makers and academics with a view to ensuring a coherent ecosystem for financing the growth of start-up and early stage businesses.

UK Business Angels Association is supported by strategic supporters and sponsors representing key players in the financial community being **Deloitte**, **Lloyds Banking Group**, **Nesta** and **PwC**.

E: info@ukbaa.org.uk

T: 0207 7920490

W: www.ukbusinessangelsassociation.org.uk



As the world's first and most successful investment crowdfunding platform, Crowdcube enables entrepreneurs to bypass traditional routes of finance such as business angels, VCs and banks, giving them more control of raising funds and access to a wider pool of potential investors – the crowd. For investors, Crowdcube has democratised investment by enabling everyone to invest alongside professional investors and VCs in start-ups, early and growth stage businesses. In addition, investors can now benefit from a fixed return per annum by lending money to more established businesses via a Crowdcube Mini-Bond.

Since 2011, more than 160,000 savvy investors have registered with Crowdcube, helping to raise over £80 million for 235 businesses including JustPark (raised £3.7m), easyProperty (raised £1.4 million), River Cottage (raised £1 million) and the Eden Project (raised £1.5 million in 24 hours).

Crowdcube is authorised and regulated by the Financial Conduct Authority (No. 572026)

Contact Details:

T. 01392 241319

E: support@crowdcube.com

W: www.crowdcube.com



Funding to grow.

Finance Yorkshire provides businesses across Yorkshire and the Humber with funding to start and grow.

Finance Yorkshire provides seedcorn, loan and equity linked investments ranging from £15,000 to £2million, to help small and medium businesses (SME*s) meet the gaps in funding they need when they cannot source their full funding requirement from the commercial market.

By working with financial intermediaries, other lenders and investors Finance Yorkshire makes deals happen, providing access to finance across Yorkshire and Humber for all qualifying businesses.

The Fund has been created using investment from the European Regional Development Fund (ERDF), UK Government and the European Investment Bank and can back eligible businesses through critical stages of growth from start-up through to major expansion.

Our investment packages are suitable for most business sectors, the main exceptions are retail businesses, primary industries such as coal mining, steel production and agriculture and some property development.

We can help your business if you are:

- An SME* paying business rates in Yorkshire and the Humber or relocating to the region
- A new start-up or growing business
- A business with growth potential
- A business unable to source its full funding requirement from the commercial market

Seedcorn Finance Up to £780k

- Early stage innovative business
- Based on strong and unique technological or 'know-how' content that will usually be protectable
- Beyond the research stage
- Have potential for rapid growth and returns of many multiples of the original investment
- Based in or have significant activity in Yorkshire and the Humber

Business Loans £15k to £250k

- Typically unsecured loans of between £15,000 and £250,000 for established businesses
- Typically unsecured loans between £15,000 and £50,000 for start up and early stage businesses
- Investments may include capital expenditure and cashflow finance
- Interest rate rebates available to established businesses (subject to conditions)

Equity Linked Finance £100k to £2m

- For established companies and some large start-ups
- Maximum investment (over time) £2.0m per company
- Tailored packages to suit individual needs via a mix of loan, mezzanine and equity finance
- For growth, capital expenditure, working capital and project finance
- Can invest in much larger transactions alongside other finance providers

Contact Details:

T: 0300 030 6060
E: info@finance-yorkshire.com
W: www.finance-yorkshire.com



Established in 2004, Investors is a FCA regulated corporate finance adviser and a network of sophisticated investors investing over £25,000 in unquoted companies seeking £500,000 to £10 million in equity funding.

From hundreds of business proposals, Investors carefully selects only the best high growth companies with strong management teams and a proven track record to present to its network.

Investors are experienced finance advisors with practical business experience. All advisors have had direct involvement in either owning or investing in business and know exactly what it takes to start, manage, raise funding grow and sell businesses.

Acting as a long term investment partner, Investors profiles, engages and monitors investments through to exit, often advising on further funding rounds through growth cycles.

Investors regularly host events for its investor network, sponsors and special interest investor groups, showcasing the latest investment opportunities and industry developments.

Investors works closely with the venture capital industry and is a member of the BVCA and sits on the board of the UKBAA (UK Business Angels Association).

Investors operates from offices in London and Harrogate, as well as in Jersey, Monaco and Dubai.

Contact Details :

T: 020 7240 0202

W: www.investors.co.uk



Funding Circle

Our mission

The modern financial system is anything but modern. It's slow, complacent and failing businesses and investors alike. So we're changing it.

Funding Circle is an online marketplace to help businesses find fast finance, and investors get better returns. There are no middlemen, no banks, and no lengthy delays. Instead, it's an open exchange with detailed real-time information, empowering you to choose the best deal for your needs.

We want to make sure that we provide a modern, speedy, hassle-free service that gives businesses and investors a better deal. If that's what you're looking for, welcome to Funding Circle.

Funding Circle facts & figures

- Loans funded to date: £102,689,660
- Number of businesses borrowed: more than 1,000

Contact Details

T: 0207 401 9111

W: www.fundingcircle.com



Zopa is a UK leading peer-to-peer lending service. Zopa reward savers and borrowers who are good with their money by providing lower rate loans and higher interest on savings.

The Company was founded in 2005, Since then, Zopa have helped savers lend more than £306 million in peer-to-peer loans and have been voted

How it works

- Lenders put money in
- Borrowers borrow money

Lending and borrowing is pretty simple when it comes down to it: somebody lends and somebody else borrows. We've made a few small tweaks to this time-honoured method, to ensure everything is safe, secure and legal.

Contact Details

T: 0207 580 6060

E: contactus@zopa.com

W: www.zopa.com



“So you have an idea for a business that is about more than just profits, or perhaps you want to grow a community or social enterprise, where do you go to get the support and investment you need?”

At Key Fund we pride ourselves in doing things the right way, perhaps even the old fashioned way. We want to sit down and talk to people about their ideas and help them to develop their plans, building a real relationship as well as providing investments up to £300,000. It’s about helping you to grow and be as successful as possible, both in business and impact terms.

So what are you waiting for?”

<http://thekeyfund.co.uk/>

0845 14 1400

info@thekeyfund.co.uk



SFEDI is the Government recognized UK Standards Setting Body for Business Support and Business Enterprise. Run by entrepreneurs for entrepreneurs, SFEDI researches leading practice, sets standards, principles and guidelines.

● Founded in 1996 our main role is to develop national occupational standards which act as:

- - A set of tools to help anyone thinking about starting their own business, starting their business enterprise or growing their business enterprise
 - A set of tools for anyone who is offering business advice and support to small business enterprises
 - A framework for the development of awards and qualifications in business support and enterprise
 - A benchmark of best practice in the world of small business support and enterprise development

Contact Details:

T: 0845 467 3218



School for Startups is a limited company that creates education programmes, events and online support for budding entrepreneurs; with the objective of helping anyone turn their business idea into a reality. Our vibrant global community is supported both online and offline through mentoring, meetups and discussion groups.

- Two flagship programmes, School for Creative Startups and Launcher, provide both education, support and funding for entrepreneurs and have allowed thousands of business to get off the ground. Our proprietary online programmes extend access to entrepreneurs world over.

Started by serial entrepreneur [Doug Richard](#) in 2008, School for Startups has custom tailored a range of programmes to support national and local government initiatives and non profit groups to help spur local economic growth at a grassroots level. School for Startups is a social purpose business and devote a portion of our profits to helping needy entrepreneurs through bursaries to our programmes and social loans to early stage entrepreneurs.

Contact Details

T: 020 77597916

E: contact@schoolforstartups.co.uk



mentorsme.co.uk

mentorsme.co.uk is Britain's first online gateway for small and medium-sized enterprises looking for mentoring services.

The free site offers businesses access to a list of quality-assured business mentoring organisations across Britain.

An easy-to-use search engine allows businesses to refine their searches according to the life stage of their business and their location in Britain.

Our objective is to help businesses find a mentoring organisation to suit their needs in a fast and easy way.

The site also allows business professionals to offer their services as a business mentor via the mentoring organisations listed. Aspiring mentors may want to work in a particular area of Britain and have a particular area of expertise to offer. Our search engine allows them to locate mentoring organisations that are the closest match to their profile.

mentorsme.co.uk also aims to raise awareness about the benefits of business mentoring through its library of online resources, which includes articles about mentoring and case studies of successful business mentoring relationships.

mentorsme.co.uk is operated by the Business Finance Taskforce, which has been set up by the British Bankers' Association and is made up of five banks: Barclays, HSBC, Lloyds Banking Group, Royal Bank of Scotland and Santander. The taskforce was established to help businesses access the finance they need to grow.

Contact Details:

W: www.mentorsme.co.uk

capability mentors

Our Purpose

We believe that successful enterprise is at the heart of a thriving community. We want to see businesses and individuals grow and flourish in our region creating wealth and sustainable employment for our communities. We want to use our talents and experience to benefit others in our community.

Our Experience

To join us a mentor must have a record of success in running business. They will bring a wide knowledge of how business works and have a passion for encouraging others, passing on business knowledge and using their contacts and networks to help our clients. All our mentors are SFEDI accredited and do this because they love business and solving the challenges that it brings.

Our Way of Working

We will listen to what you are trying to accomplish and then select one of our mentors that are best suited to helping you. Mentors have a variety of skills and industry backgrounds which you will be able to access. After 3-4 meetings to get to know you and to understand what you are trying to achieve, we will then usually plan to meet or talk on a monthly basis for as long as you need assistance.

If you need specialist advice during the process, your Mentor will introduce you to other members of the Capability team who will join in to support you. If the support is not available within the team we will try to point you to other sources of help.

Our Promise to You

We will be responsive, honest and straightforward in the advice we provide. We aim to be flexible to match our service to your needs and guarantee confidentiality.

Contact Details:

W: www.capabilitymentors.co.uk

BUSINESS DEBTLINE

Business Debtline (BDL) is a charity — part of the Money Advice Trust (MAT) — formed in 1991 to increase the quality and availability of free, independent money advice in the UK.

We offer debt advice for self employed people living in different parts of the country. This is because the law concerning debt varies depending on whether you live in England and Wales or Scotland. You can be confident that the advice we offer is targeted to you.

- Our trained team of specialist advisers can help with your queries. Call us in confidence and free on 0800 197 6026.

- We work in partnership with government, the private sector, and the UK's leading money advice agencies to:

- Increase the availability of money advice;
- Improve its quality;
- Improve the efficiency and effectiveness of how advice is provided.

MAT is recognised by both the government and private sector as a leading organisation providing free, independent money advice. There are five key aspects to MAT's work:

1. Providing advice via National Debtline and Business Debtline
2. Ensuring high quality money advice through training and support for advisers;
3. Research and policy;
4. Fundraising;
5. Being a catalyst for improving efficiency and effectiveness within the debt advice sector.

Contact details:

T: 0800 197 6026

W: www.bdl.org.uk

GROWING BUSINESS

Growing Business is the UK's leading online magazine for the founders and owner-managers of fast-growth businesses. Part of the most comprehensive resource for people starting, running, and selling a business since 2001, Growing Business has delivered all the latest news and deals involving British companies employing up to 500.

Covering angel investment, venture capital, the London Stock Exchange's AIM market, international growth and business exits the site also features profiles of the UK's most successful entrepreneurs, plus the insights and opinions of the nation's foremost business experts. If you're an entrepreneur growing a business, we have all the business news, deal news and business strategy information you need.

We also provide you with the latest business seminars and networking opportunities for small businesses. Sharpening entrepreneur skills is our forte. Our practical, hands-on guides cover all the issues an entrepreneur like you will face when growing a business. From raising finance to business strategy and going public, Growing Business has all the need-to-know information you require to become a successful entrepreneur running a rapidly expanding and profitable company.

If that's not enough to inspire you, read business success stories and entrepreneur profiles of hundreds of entrepreneurial heavyweights such as James Dyson, Anita Roddick and Peter Jones.

Contact Details

W: <http://startups.co.uk/growingbusiness/>



Enterprise Nation

Enterprise Nation was founded in 2005 by Emma Jones MBE. Its mission is to create an inspirational environment for business owners and would-be entrepreneurs, a supportive community, informational books and events, and a campaigning voice to help small businesses in the UK flourish.

Contact Details

T: 01743 272555

W: www.enterprisenation.com

E: hello@enterprisenation.com



The National Association of Business Crime Partnerships is an independent not-for-profit organisation working with business crime reduction partnerships (BCRPs), police, local authorities and other agencies to help businesses reduce the impact and cost of crime against them, their staff and the communities they trade in. NABCP works with retailers, the evening economy, transport and other business sectors to reduce crime affecting business in our towns, cities and shopping centres. We aim to do this by working together in partnership with our business members, police and other local statutory agencies and organisations.

Our regional managers have worked with these sectors to create BCRPs as an effective way to reduce crime, violence and anti-social behaviour in our towns and cities. Our work is now expanding to provide services to other business sectors in other areas of crime, working with our members, the police, ACPO and other local statutory agencies and organisations.

NABCP will continue to represent the interests of BCRPs and seek to expand its influence and work. We believe that neighbourhood policing presents an opportunity for partnerships and police to work more closely together and for recognition of the key role played by partnerships.

www.businesscrime.org.uk



The Goldman Sachs *10,000 Small Businesses* program is designed to provide high-quality, practical education and business support to leaders of high-growth small businesses and social enterprises as they navigate barriers to growth and unlock the economic and job creation potential.

The programme is based on the broadly held views of leading experts that greater access to a combination of education and business support services best addresses barriers to growth

What You Will Receive

- Over 100 hours of business and management education
- Delivered over 10 core modules
- Business support services
- Support to develop a Growth Plan customised for your own business
- One-to-one business advice
- Unique networking and peer learning opportunities
- Specialist workshops

Contact Details:

T: 0113 344 3924

E: 10ksb@leeds.ac.uk

W: www.business.leeds.ac.uk/10ksb

Twitter: [@Yorkshire10ksb](https://twitter.com/Yorkshire10ksb)



THE INSTITUTE OF CHARTERED ACCOUNTANTS

IN ENGLAND AND WALES

The ICAEW Business Advice Service provides a **free** initial consultation to pre-start and new start companies on a range of issues including Tax, National Insurance Contributions, VAT and HMRC.

There are a number of local accountancy firms that participate in the scheme and each firm may offer a slightly different service and therefore companies can choose whichever they feel is most appropriate. Please see the list of participants below:

360 Accountants Limited
01482 638401

A Q Accounting
01482 655499

Baker Tilly
01482 607200

Cameron Ferriby & Co
01482 214422

Philip Cooper & Co
01482 216958

Dodgson & Co
01482 222301

Dutton Moore
01482 326617

Haines Watts
01482 598694

Rimingtons
01482 650255

Majors, Chartered Accountants
01482 212057

Marshall & Co (Hull) Limited
01482 655009

Newsham & Co Ltd
01482 650297

Price Waterhouse Coopers LLP
01482 224111

Sadofskys
01482 228488

Searby & Co
01482 225392

Smailes Goldie
01482 326916

David Turner & Co
01482 221777

Atkinsons Chartered Accountants
01482 226791

Try Lunn & Co
01482 325765

More information can be found on the website www.icaew.com



NPS is a national organisation, delivering a comprehensive and flexible range of property services, tailored to meet the needs of both public and private sector clients across the UK. The companies with NPS Group are wholly owned by the public sector, with partner authorities enjoying a share in the companies' success.

Client Services are managed and delivered from our network of local offices. Our vision is for the public and private sector to recognise the NPS Group as a leading provider of property services, at the forefront of service delivery in Asset management, Design quality and Sustainable development.

To achieve this aim, we will conduct our business in accordance with the following principle:

- Client centred
- Flexibility and innovation
- Efficient and effective processes maximising use of technology
- Local delivery support by national capability
- Collective and individual responsibility and accountability
- Respect for the environment, the communities we serve and our people.

Contact Details:

W: www.nps.co.uk

E: hull@nps.co.uk

T: 01482 334477

EMAIL INDEX

Broadband Connection Vouchers	<u>broadbandvouchers@hullcc.gov.uk</u>
C4DI	<u>info@c4di.net</u>
Chamber Acorn Fund	<u>P.sykes@hullbdf.com</u>
Chapter 3	<u>info@chapter3.org.uk</u>
Choices and Rights	<u>dda@choicesandrights.org.uk</u>
City Regeneration & Policy	<u>Business.Support@hullcc.gov.uk</u>
Crowd Cube	<u>support@crowdcube.com</u>
ENRG	<u>futurehull@goodwintrust.org</u>
Enterprise Nation	<u>hello@enterprisenation.com</u>
Federation of Small Businesses	<u>Ro.southandeastyorks@fsb.rog.uk</u>
Finance Yorkshire	<u>info@finance-yorkshire.com</u>
For Entrepreneurs Only	<u>info@forentrepreneuronly.co.uk</u>
Forum of Private Businesses	<u>info@fpb.org</u>
Goldman Sachs	<u>10ksb@leeds.ac.uk</u>
Hull BID	<u>info@hullbid.co.uk</u>
Hull City Council Business Rates	<u>ndrsr@hullcc.gov.uk</u>
Hull Culture & Leisure	<u>Reference.library@ullcc.gov.uk</u>
Hull & Humber Chamber of Commerce	<u>B.massie@hull-humber-chamber.co.uk</u>
Hull Means Business - Managed Workspaces	<u>managedworkspace@hullcc.gov.uk</u>
Hull Training	<u>partnerships@hcctraining.ac.uk</u>
Hull University	<u>business@hull.ac.uk</u>
Intellectual Property Office (IPO)	<u>information@ipo.gov.uk</u>
Key Fund	<u>info@thekeyfund.co.uk</u>
National Express Network	<u>enquiries@nationalenterprisenetwork.org</u>
NPS	<u>hull@nps.co.uk</u>

EMAIL INDEX

Princess Trust	info@princes-trust.org.uk
School for Startups	contact@schoolforstartups.co.uk
Sirius	info@sirius-hull.co.uk
Skills for Support— Hull College	SSW@hull-college.ac.uk
Start Up Britain	info@startupbritan.org
Start Up Loans	hello@startuploans.co.uk
Team Humber Alliance	Admin@thma.co.uk
UK Business Angels Association	info@businessangelsassociation.org.uk
World Trade Centre Humber	info@wtchumber.com
Zopa	contacts@zopa.com