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Where everybody matters

ERDF Technical Assistance 2014 – 2020



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ERDF Workspace information session

Monkton Park, Chippenham

19 July 2017

Agenda

- About SWLEP
- About this call
- Making an application
- Some technical details



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Swindon and Wiltshire LEP – funding and priorities

Programme portfolio

- **Strategic Economic Plan (SEP)** – revised in January 2016 with 5 priorities
- **European Strategic and Investment Funds (ESIF)** - advisory role to the Managing Authority, around £40m allocation in Swindon and Wiltshire from 2015 – 2020?
- **Local Growth Fund** - £140.8m from first two Growth Deals for projects until 2021 - central government capital funding for transport, skills and business-related projects
- **Growing Places Infrastructure Fund (GPIF)** - £8.8m revolving infrastructure fund to support jobs and housing growth
- **Higher Futures ... Growth Hub ... Careers Enterprise Company ... Better Business for All**



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Strategic Economic Plan and ERDF Priority 3

Business Development priority to:

- Address the low rates of business formation by improving access to specialist public and private business support providers
- Support a network of incubation units meeting the needs of start-up & micro business

Place Shaping priority to:

- Deliver infrastructure improvements to support economic growth, support higher value skilled employment and attract inward investment
- Support the sustainable development of market towns and rural communities to ensure the right economic, social and visitor infrastructure is in place to ensure their long term resilience and safeguard their attractiveness



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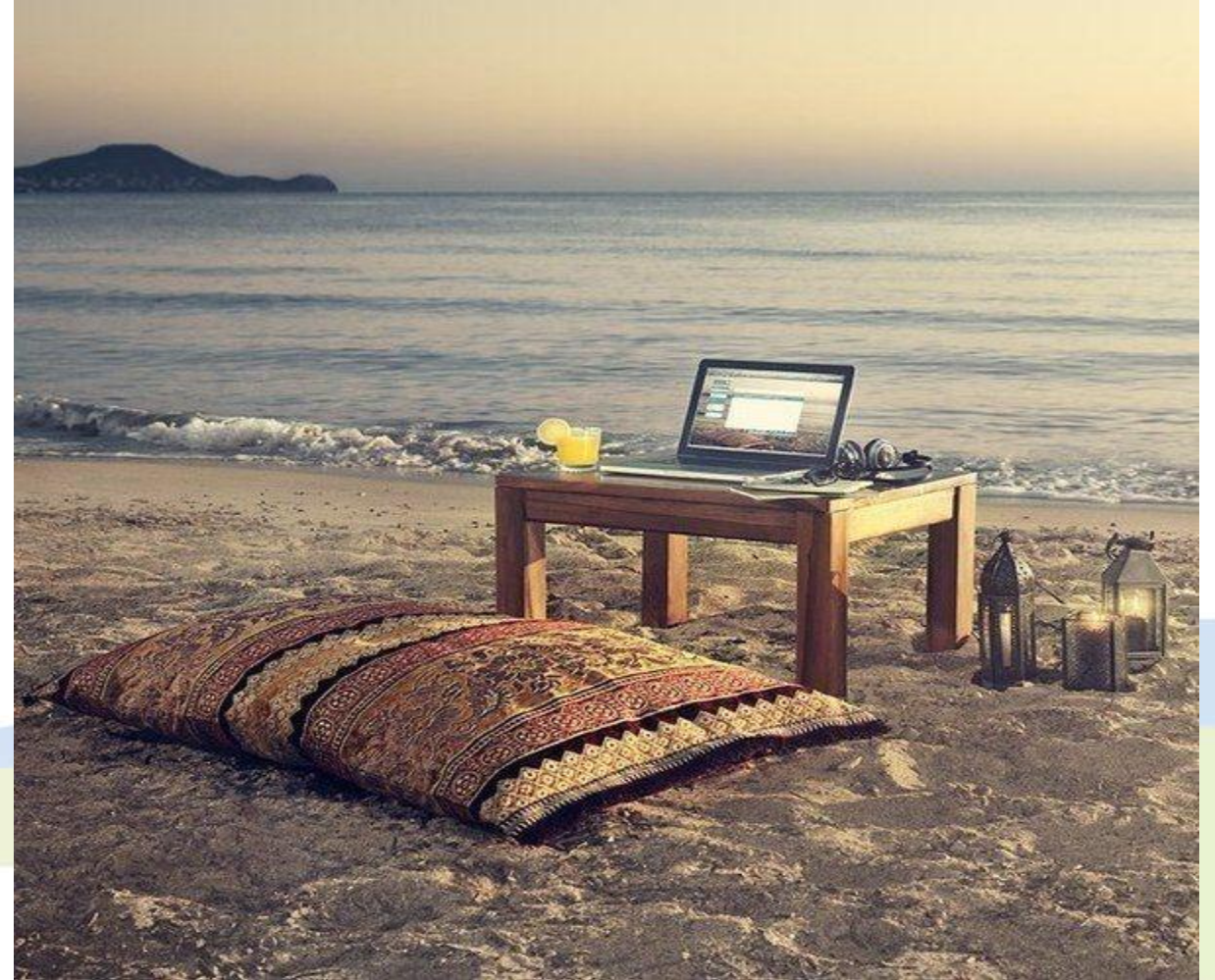
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Why we're prioritising workspace

Incubators provide a place for small business growth ...

- Entrepreneurial opportunities
- More economic diversity
- Building business resilience
- Sustained employment
- Economic growth

... and grow-on space is required too





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What does good look like? – Can you improve it?

Rural Growth Network - The Enterprise Network ... www.theenterprisenetwork.co.uk/

Another rural growth network project –

Barnstaple Work Hub, north Devon

“a place where anyone can work, irrespective of the type, size or scale of their business”

“9 individual offices which can be rented by the month on flexible terms, as well as 4 open plan *hot desks* rented by the day”

“bike parking, visitor car parking, WiFi, reception services and access to seminars and business mentoring”

“a friendly, welcoming and open atmosphere is essential for this to thrive with a lounge area”

www.devonworkhubs.co.uk/hubs/barnstaple-work-hub/





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Considerations for our ERDF Workspace call

- **SEP** – SWLEP’s primary document sets priorities
- **ESIF Strategy** – SME Growth theme allocates ERDF for workspace
- **TEN** – incubators full, grow-on space shortage, established model
- **Places** – new housing, Army rebasing, rural & urban regeneration
- **Employment land reviews** – evidence of need, sectors and places
- **Rural Growth Network** – learning taken on board
- **Growth Hub** – a new offer, changing economic profile, start-ups
- **Other ERDF projects** – support for SMEs, investment gaps



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Responding to the call for projects

Basic information

- **Workspace £0.5m – 1 or 2 projects – you tell us**
- **Max. 50% intervention – so at least £1m total spend**
- **Call closes *23:59 8th September 2017***
- **Published on gov.uk website - <https://www.gov.uk/european-structural-investment-funds/sme-support-call-in-swindon-and-wiltshire-workspace-oc33r17p-0572>**
- **Guidance on gov.uk website – read the procurement and income generating projects guide <https://www.gov.uk/guidance/england-2014-to-2020-european-structural-and-investment-funds>**



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Making a strong proposal

Specifications – tell us about your proposal

- Evidence of local demand or local market failure
- Profile – target tenant businesses – sectors and other criterion
- Shape, form and function of the proposed workspace
- Type of facilities and special features
- Local vicinity – rural, town centre ... Why there?
- Building and workspace – functional layout



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Local strategic fit for proposals

Specification – make sure proposals include:

- Solution for access to superfast broadband
- Type and level of support offered to tenants: Incubation? Grow-on? Other?
- How the workspace will link to the Swindon and Wiltshire Growth Hub

Proposals should not:

- Duplicate existing business support or standard office space or workshops
- Be exclusively urban or rural - proposals should be for investment that address unmet demand wherever
- Be restricted to single sites only - proposals for multiple-sites or workspace solutions are welcomed
- Be restricted to new buildings only - redundant and under-utilised buildings should also be considered



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Local strategic fit with Growth Hub

Growth Hub and business support

- SWLEP seeks integrated and collaborative approach for skills & support
- Workspaces to provide integrated support for tenants from external sources
- Operator should be able to refer and signpost tenants to business support
- Operator to provide support tenants on property and premises next steps
- Operator costs unlikely to feature in grant (funds are intended for capex)

www.swlep.co.uk/programmes/The-Swindon-and-Wiltshire-Growth-Hub



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Your proposal for a grant

The tricky bits ...

- State Aid – GBER Article 56 – exemption for local infrastructures
- Article 61 - manages income generating projects
- Dept. CLG call is for 1 applicant; SWLEP wants more than 1 workspace
- Value for money assessment - funds used and outputs produced
- Revenue or capital? – call is Open but priority is for capital expenditure
- BREAAAM – projects should aspire to ‘Excellent’ - often difficult to achieve



Swindon & Wiltshire PA3a Targets (by 2023)

Outputs types expected by Managing Authority are at section 4 of call – below are the main categories.

C5 and C8 are subsets of C1

Swindon and Wiltshire outputs total targets from all projects funded from ERDF Priority 3a

Workspace projects are expected to contribute to achieving the total numbers given below

C1 – business assist (12 hours)

• 80 SMEs supported for min. 12 hours

C5 – Start-up business

• 62 supported SMEs registered as business

C8 – Job Created

• 32 Full time equivalent new jobs

P11 – Potential entrepreneurs assisted (12 hours)

• 253 people supported to be ‘enterprise ready’

P2 – Public or commercial buildings built or renovated

• Total target - 50 m²

- [www.swlep.co.uk/programmes/European-Structural-Investment-Fund-\(ESIF\)](http://www.swlep.co.uk/programmes/European-Structural-Investment-Fund-(ESIF))
- www.gov.uk/government/publications/european-structural-and-investment-funds-outputs-and-results



The ERDF Application Process

- **Outline Application** - Assessment - ESIF Sub Committee - Managing Authority decision
- **Full Application** - Meeting - Appraisal (iterative) - ESIF Sub Committee - Managing Authority decision
- **Grant Funding Agreement (GFA)** - pre-GFA conditions - GFA completion – contract conditions
- **Project Inception Visit (PIV) and On the Spot Verification (OtSV)**
- **Project Management** – Claims – ongoing compliance (potential audit checks / visits)



Top tips

- Address the call and required outputs
- Delivery Partners & Strategic Partners
- Are the activities eligible? ERDF is “funding of last resort” addressing market failure and adding value?
- Who are the End Beneficiaries? Are they eligible?
- Be realistic about outputs and deliverability
- Procurement – don’t assume compliance!
- State Aid – don’t assume you can use de minimis!
- Present the information in an cohesive and accessible format
- If invited to full application – think granular detail!



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Any questions?



Turned on? Or switched off?



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Next Steps

Technical Assistance

- First port of call is the guidance at gov.uk
- Technical Assistance – julian.head@wiltshire.gov.uk - 01225 713421
- Full application – technical assistance support possible



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Thank you for your time

Please feel in the feedback form



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