

ERDF

Call information session

12 October 2018

Swindon and Wiltshire ERDF Technical Assistance 2014-2020

Today: Agenda

- Welcome to SWLEP
- ERDF programme
- The four new calls
- National & programme priorities
- Your application – making a strong proposal

Welcome: About SWLEP

supporting



skills
growth



transport



digital
capability



place
shaping



business
development



518m

of investment
secured for projects
between 2014-2021
including **£169m** from the
Local Growth Fund



+18%

more start-ups in 2014 compared to
economic boom of 2007



Top 5
business locations
in England



Centrally located
with excellent
connections



**An attractive
location** for foreign
businesses

7th

Highest in England for
employment for science,
research, engineering and
technology fields

8th

Highest in England
for business R&D
expenditure

12th

Most competitive LEP
area among 38 in
England

Welcome: SWLEP programmes

Programmes

Our programmes are funded by Central Government and European Funding, secured through competitive bids. Programmes are primarily delivered by the Local Unitary Authorities, Swindon Borough Council and Wiltshire Council, revenue contracts are delivered by local partners.



EU Structural Funds

SWLEP's EU Structural Funds (ESF) programme invests in projects to help businesses compete and grow, and improve people's skills and employment prospects.



Growth Hub

The Swindon and Wiltshire Growth Hub is the gateway for growth for businesses looking to start, grow or realise their full potential.



Higher Futures Skills Hub

Higher Futures works with businesses to up-skill employees with local, bespoke training solutions created in partnership with nationally based university level providers.



Local Growth Fund

'Growth Deals' are funds provided by the government to LEPs in response to their bids for investment that could help unlock growth and development within a local economy.



The Swindon & Wiltshire Enterprise Adviser Network

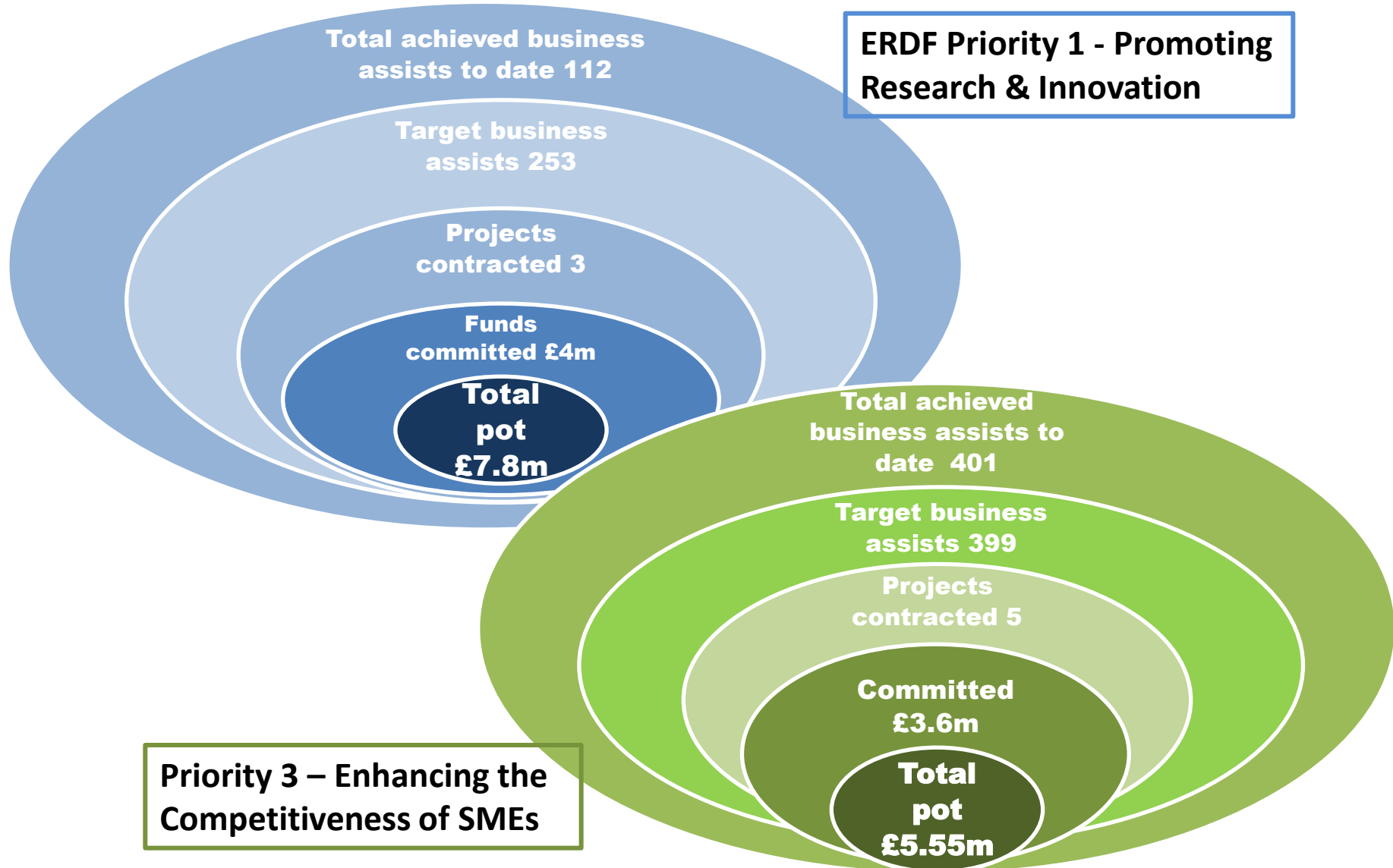
The national Enterprise Adviser Network and the local Swindon & Wiltshire Network helps to further develop and support



Growing Places Infrastructure Fund

The Growing Places Infrastructure Fund (SPIF) is a capital only fund used to invest in infrastructure projects that deliver

ERDF programme: Snapshot



ERDF programme: Detail

Project name	Description	Delivery body	Funding	End
Priority 1 Promoting Research and Innovation				
<u>Innovate2 Succeed</u>	Helping SMEs plan & execute innovative process & products	BusinessWest / Enterprise Europe Network	£500k ERDF (£1m total)	Summer 2019
<u>Porton Science Incubator</u>	300m ² high-spec. workspace & facilities for life science SMEs	Wiltshire Council	£3m ERDF (£8m total)	Centre open
<u>Health & Life Science Hub</u>	Research & innovation to develop & commercialise products	Wiltshire Council / Wessex and West of England AHSNs	£500k ERDF (£1m total)	October 2019
Priority 3 – SME Competitiveness				
<u>Export for Growth</u>	Boosting trade by supporting SMEs become exporters	BusinessWest / Dept. Int. Trade	£600k ERDF (£1.2m total)	March 2019
<u>SME Growth</u>	Range of start-up and growth support plus productivity grants	Wiltshire Council / Swindon Borough/ Framework providers	£1.2m ERDF (£2.4m total)	Nov. 2019
Local Manufacturing LMAP	Specialist support for manufacturers productivity and growth	SW Manufacturing Advisory Service (SWMAS)	£414k ERDF (£0.83m total)	June 2019
<u>Create, innovate & grow</u>	Incubation & grow-on space – Swindon and Salisbury	Wiltshire Council – The Enterprise Network	£500k ERDF (£1m total)	Commenced
Invest & Grow	Inward investment service for Wiltshire and Swindon	Swindon Borough Council Wiltshire Council & SWLEP	£250k ERDF (£0.5m total)	December 2020

ERDF programme: Looking ahead

ERDF calls – still in process

Call name	Project proposal	ERDF funding	Target start date	Likely duration
Priority 3 – SME Competitiveness				
Export and Growth	The South Export Grant Scheme – supporting SMEs with Export Action Plans	£0.5m	Summer 2019	3 years

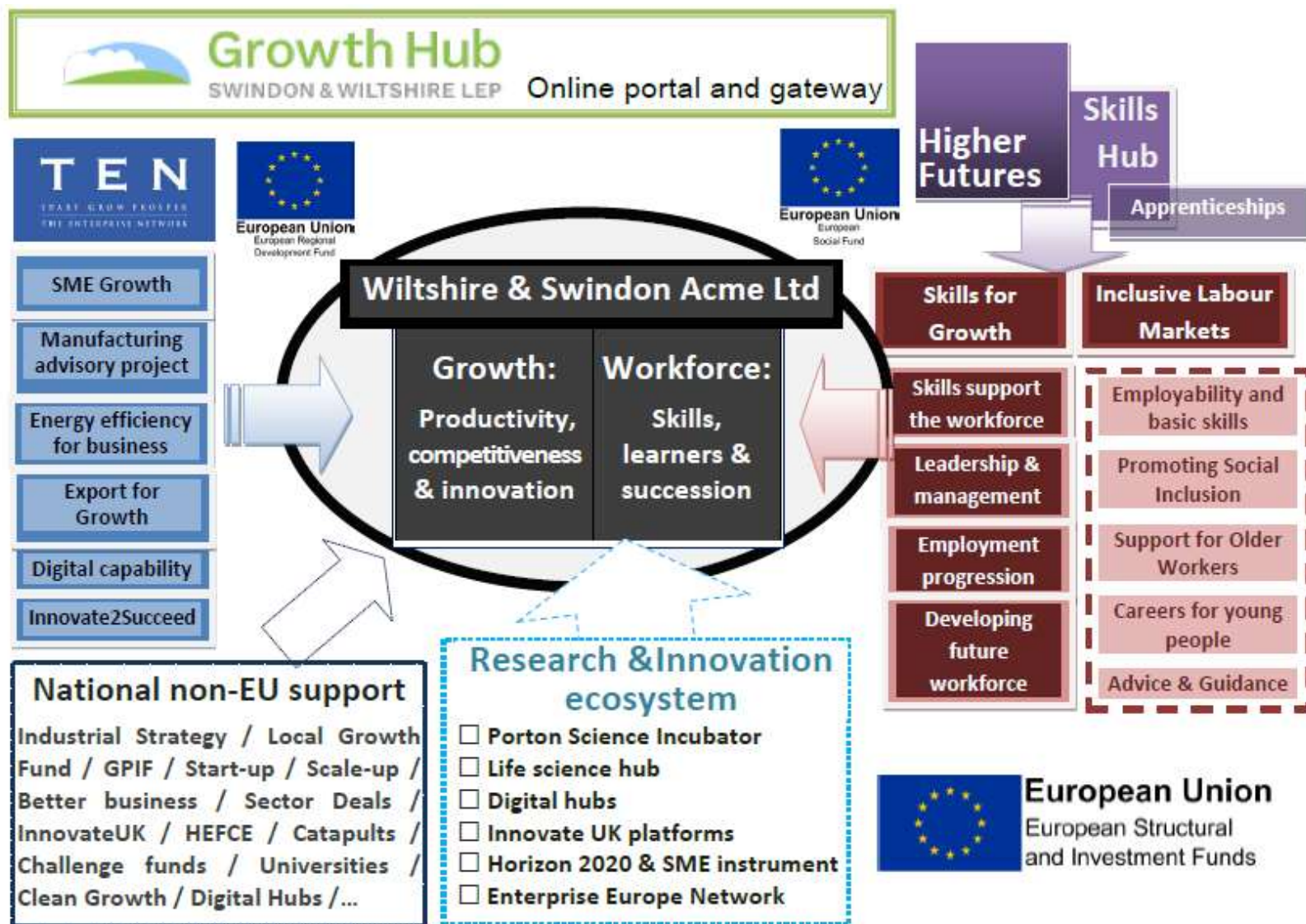
Available for allocation to future ERDF calls – next window Spring 2019?

Priority 1 – Promoting Research and Innovation	£0.79m
Priority 3 – SME Competitiveness	£0.425m
Priority 4 – Low carbon economy	£5m+ ?

ERDF calls: Call Details

Call name	Description	ERDF funding	Target start date	Likely duration
Priority 1 Promoting Research and Innovation				
Research Infrastructure	Facilities to improve productivity and accelerate growth from research and innovation expertise	£2.5m	Summer 2019	1- 4 years
Digital Growth	To take forward actions from the SWLEP Digital Capabilities Strategy	£0.5m	Spring 2019	3 years
Priority 3 – SME Competitiveness				
SME Support	Focus on start-ups, scale-ups	£1.2m	By Nov. 19	3 years
Manufacturing Support	Develop and deploy enabling technologies in its production processes and embedded in products	£0.5m	By Sept. 19	3 years

ESIF in Swindon & Wiltshire: Integrated Programme



Your Application: Important information

Application timeline

- Closing date 23:59 – 23rd November 2018
- Outline application assessment – due around February 2019
- Full applications – due around April 2019
- Appraised before going to ESIF sub-Committee
- Funding agreement / project visit – July 2019
- Realistic start date is July 2019 – but could start “at risk” sooner
- Duration typically 3 years for revenue-spending projects

Government’s [‘Extended Guarantee’](#)

- ESIF programmes to run ‘until their natural end’
- Projects can be agreed up to the end of December 2020 and then run for 3 years thereafter
- ‘Extended Guarantee’ is regardless of EU-UK Withdrawal Agreement

SME Support: Before you start ...

Basic details

- [Call ref: OC33R18P 0791](#)
- £1.2m ERDF on offer - £2.4m project over 3 years
- Priority 3 – all investment priorities apply

Current ERDF delivery

- SME Growth project
- Due to close November 2019
- Wiltshire Council holds SME Growth ERDF contract
- Framework providers deliver – Inspire, Oxford Innovations, BusinessWest, Cool Ventures and links to The Enterprise Network via Wiltshire Council
- Specialist ERDF projects – LMAP, Innovate2 Succeed, Export for Growth, Life Sciences Hub + calls for digital growth and manufacturing projects

Other relevant delivery

- Scale-up institute – Inspire Elite, Goldman Sachs programme, JP Morgan, etc
- Start-up Loans co., Startupbritain.org, high street banks – entrepreneur programmes
- The Enterprise Network, including Workshed in Swindon,

SME Support: Local Priorities

Core requirements

- Start-up service
- Scale-up service
- Productivity focused (digitalisation)
- Start-up support for financially and socially excluded people – ‘inclusive growth’
- Closing supply chain gaps – Brexit response - rules of origin, SM, customs, etc

Delivery methods

- Mentoring scheme
- 1-2-1 support / assistance
- 1-to-many – workshops, etc
- Diagnostic / information
- Grants and wider finance - access to investment partners

Growth Hub – single point of entry – providing targeted information for SMEs

- Add value to the offer – eg; diagnostic, signposting and referral services
- Complementary to the overall offer – and not creating a rival service

Manufacturing Support: Before you start

Basic details

- [Call ref: OC33R18P 0792](#)
- £0.5m ERDF on offer - £1.0m project over 3 years
- Priority 3 – investment priorities 3c and 3d apply (*so not really for start-ups*)

Current ERDF delivery

- LMAP – Local Manufacturing Advisory Project
- Due to close September 2019
- SW MAS (manufacturing advisory service) holds ERDF regional contract for LMAP
- Delivery is by SWMAS local leads
- Other specialist ERDF projects – Innovate2 Succeed, Export for Growth, Life Sciences Hub + calls for digital growth and manufacturing projects

Other relevant delivery

- Scale-up institute – Inspire Elite, Goldman Sachs programme
- UKRI - Industrial Strategy Challenge Fund, Strength in Places, SBRI, etc
- Clean Growth strategy – funding on energy/ technology
- Industry 4.0 – some private sector led/ supply chain initiatives

Manufacturing Support: Local Priorities

A specialised and tailored package of support to assist SME manufacturers for investment finance, and implement measures to increase productivity and growth

In particular:

- Effective leadership, management and business strategy
- Introduction of new or improved products, technologies or ways of working,
- Transforming with digital capability and enabling technologies ('Industry 4.0')
- Investment in physical capital, e.g. machinery and equipment
- Seizing new business opportunities / supply chain opportunities
- SEP – Strategic Objective 5 – broad aims for business support, inward investment and smart specialisation – underpinned by Growth Hub

Growth Hub – single point of entry – providing targeted information for SMEs

- Add value to the offer – eg; diagnostic, signposting and referral services
- Complementary to the overall offer – and not creating a rival service

Digital Growth: Before you start ...

Basic details

- [Call ref: OC33R18P 0790](#)
- £0.5m ERDF on offer - £1.0m project over 3 years
- Priority 1 – investment priority 1b applies (*revenue expenditure should be the focus*)

Current ERDF delivery

- No current delivery of digital growth support
- Specialist ERDF projects – Innovate2 Succeed, Life Sciences Hub, LMAP

Other relevant delivery / initiatives

- Scale-up institute – Inspire Elite, Goldman Sachs programme
- UKRI - Industrial Strategy Challenge Fund, Strength in Places, SBRI, etc
- Industry 4.0 – some private sector led/ supply chain initiatives
- DigiSheds – pilot programme run by Higher Futures and Institute of Coding
- Cyber Resilience Alliance - LEP cluster for Science & Innovation Audit
- Digital catapult, knowledge transfer networks, etc
- Private sector initiatives – IBM, Cisco, Google Garage, Corsham Institute, etc
- DCMS funding ‘culture is digital’ – Smart Internet Lab, etc

Digital Growth: Local Priorities

Taking forward aspects of the [Swindon and Wiltshire Digital Capabilities Strategy](#)

‘Digital capabilities’ = “*those factors that work together to promote technology-driven productivity growth*”

Strategic recommendations for:

- 1. Digital Creation – services, creators, security, software / hardware**
- 2. Digital Adoption – innovation of goods & services via digitisation**
- 3. Digital Foundations – skills and infrastructure for inclusivity**

Most recommendations are relevant and appear as local priorities in the call.

Digital Foundations is about creating positive conditions for growth and inclusiveness as technology advances

(Broadband provision should not be part of project expenditure)

Growth Hub – single point of entry – providing targeted information for SMEs

- Add value to the offer – eg; diagnostic, signposting and referral services
- Complementary to the overall offer – and not creating a rival service

Research infrastructure: Before you start

Basic details

- [Call ref: OC33R18P 0793](#)
- £2.5m ERDF on offer - £5.0m project
- Priority 1 – investment priorities 1a and 1b apply (*capex & revenue expenditure possible*)

Current ERDF delivery

- Specialist ERDF projects – Porton Science Incubator – life sciences focus

Investment opportunities (*inexhaustive ideas for innovation infrastructure*)

Build on growth in the area – investment could be linked to:

- Salisbury Plain and Boscombe Down for civilian applications of aerospace / defence tech
- Follow [Digital Capabilities Strategy](#) evidence - creativity & digitalisation – physical hub
- Take forward [Cyber Resilience Alliance](#) SIA particularly around Corsham
- Link to the proposed £200m investment by Dyson for EV production at Hullavington
- Link to Agritech – taking into account the proposed centre at [Lackham College](#)
- For low carbon goods and services, eg; linked to the [Hydrogen Hub](#) and clean growth
- [Institute of Technology](#) development, recognising emerging Higher Education strategy
- [Porton Science Park](#) on health and life sciences or related disciplines
- Add value to [The Hive](#) – Uni. of Bath Building Research facility at Wroughton

Research infrastructure: Local Priorities

Overarching priority is for capital investment in facilities and an organisation to improve productivity and accelerate economic growth by bringing together research, commercial insight and academic and innovation expertise for the benefit of firms in Swindon and Wiltshire

- Higher spec facilities (*which could include*) labs, ultrafast broadband capability, testing and proving facilities, flexible workspaces, plus networking space
- Build on current innovation assets - relevant to local key sector industries
- Develop exchange between SMEs and innovative businesses and researchers
- Establish links to national Catapult centres, centres of excellence,
- Connect to relevant higher education institutions, researchers and academics
- Enhance the innovation capacity within Swindon and Wiltshire's SMEs
- Increase demand from Swindon and Wiltshire's SMEs for R&D activity
- Equip SMEs for end-to-end R&D for new products and process innovations

Your application: Local Strategic Fit

- Call document section 3.2 ‘*Local development need*’
- [ESIF Strategy](#) has informed the call for projects
- [Strategic Economic Plan](#) is overarching SWLEP strategy
- Digital capabilities strategy, and other evidence is relevant to your outline application
- [Industrial Strategy](#) will be relevant to your application
- *National eligibility criteria* in [ERDF operational programme](#)
- Local Sub-committee advises Managing Authority on application assessments, but it does not take decisions

Your application: Process

The ERDF Application Process

- **Outline Application** – MA Assessment - ESIF Sub Committee advice
- **Managing Authority decision** – invite full application, technical support
- **Full Application** - Appraisal - ESIF Sub Committee advice
- **Managing Authority** – final decision – time limited
- **Grant Funding Agreement (GFA)** - pre-GFA conditions – contract
- **Project Inception Visit (PIV) and On the Spot Verification**
- **Project Management** – Claims – ongoing compliance audit checks
- **Guidance** - <https://www.gov.uk/guidance/england-2014-to-2020-european-structural-and-investment-funds#applying-for-european-structural-and-investment-growth-programme-funds>

Your application: National priorities

Project activity ‘indicative actions’ – Operational Programme

- Call document section 3.3 – highly relevant for eligibility
- Proposals must be within the scope of the eligible activities
- Coherent applications begin with proposed activities to deliver call priorities
- [Eligibility guidance](#)

Costs

- Coherent applicants link costs to proposed activities
- Costs should be set out in the Application Annex
- Outline Application should make reasonably accurate explanation of costs
- Full Application requires a greater degree of accuracy
- Develop budget throughout the process – until grant funding agreement
- Procurements planned should be documented in Application Annex

Beneficiaries

- Assisting SME beneficiary is standard unit for outputs – CO01
- PAI - an element of selection based on smart specialisation/ key sectors
- PAI Larger firms can be involved for increased investment and collaborations

Your Application: National Priorities

Outputs

- Causation – Input (costs) and Outputs (deliverables)
- Outputs are discreet to each **priority**
- Do not chase outputs, make a reasonable case
- [Full list of local ERDF targets](#)

Value for Money

- Assessed by Managing Authority – key to continuing project post-Brexit
- Input monies / no. of outputs = vfm figure
- Programme *ready reckoners* provide scores on effectiveness and efficiency
 - Priority 1 – CO01 = £20,000 / business assist
 - Priority 3 – CO01 = £8,500 / business assist
- Explain what you're trying to achieve and how you'll go about it
- Be prepared to make your case / flex your options

Your application: Delivery

Expenditure

- Capital or revenue – follows **indicative actions**
- Project budget – separate accounts

Partners

- Lead partner is responsible for the project – holds contract “GFA”
- Legal agreements between lead partner and delivery partners
- Particular activities to be carried out by either:
 - Delivery Partner in agreement with lead
 - Procured and delivered via a contracted party

Your Application: Technical

State Aid

- Determines what subsidies are allowed in Single Market
- Consider GBER for an appropriate exemption for the grant
- De minimis support for SMEs assisted may apply
- You will need formal advice at Full Application stage
- What is your role? *lead or partner, intermediary or recipient*

Procurement

- Competition rules apply – tenders must be published
- Rules apply to partners and grant-aided beneficiaries

Income generation

- To prevent incompatibility of grant with rules on subsidies
- Project income is discounted / grant clawback applies

Your Application: Outline assessment

Gateway assessment

1. Is the applicant eligible to use funds from ERDF?
2. Is the activity and spending eligible within the rules?
3. Is the proposal relevant to the call for proposal?

Core Selection criteria

- A. Strategic fit – with ERDF programme, national priorities, etc
- B. Value for money
- C. Deliverability
- D. Management and control
- E. Compliance – with State Aid, Procurement rules & publicity
- F. Cross-cutting themes Equality and Sustainable Development

Technical Assistance: Any Questions?



Thank you

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<https://growthhub.swlep.co.uk/community/swindon-wiltshire-esif-eu-funding-programme>

[https://www.swlep.co.uk/programmes/European-Structural-Investment-Fund-\(ESIF\)](https://www.swlep.co.uk/programmes/European-Structural-Investment-Fund-(ESIF))

