

# Taking your business forward

*A pocket guide for UK SMEs...  
...getting the best out of the financial  
assistance available in your area*

Produced by

**eama**

Engineering and  
Machinery Alliance

In association with



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Representing

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British Turned Part Manufacturers Association (BTMA)

Gauge and Toolmakers Association (GTMA)

Manufacturing Technologies Association (MTA)

Printing, Papermaking and Converting Suppliers Association (PICON)

Processing and Packaging Machinery Association (PPMA)



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# Introduction

Through our connection with industry in general, Close Asset Finance meets many companies, large and small who are seeking to develop their businesses. In a lot of instances, we encounter tremendous frustration, with many obstacles put in the way of progress. Progress can fall under several headings, capital investment, recruitment, business planning, marketing etc. Where there is a requirement for progress there is often a cost implication. What many companies do not realise is that valuable financial assistance could be at hand...

## What is an SME (Small to Medium sized Enterprise)?

The definition of an SME covers micro, small and medium sized enterprises. It states they are businesses which employ fewer than 250 people, have an annual turnover not exceeding Euro50m, and/or a balance sheet total not exceeding Euro43m. This definition applies to the majority of businesses in the UK (April 2004).

## What is 'financial assistance'?

Financial assistance could be available to an SME in many different forms; amongst these are:

- ✓ Grants
- ✓ Subsidies
- ✓ Venture capital
- ✓ Assisted funding
- ✓ Loan guarantee schemes

Our aim is to 'clear the fog' on some of the initiatives available to assist SMEs in the UK. As a result this short, yet informative guide, is designed to help you understand more about:

- what is available
- where from
- how to apply

EAMA (Engineering and Machinery Alliance) is pleased that Close Asset Finance has agreed to collaborate in the production of this Guide to help SMEs understand how to access financial support for business in their area. There are many sources of financial assistance delivered through a number of mechanisms, selecting the option best suited to a particular company can be a daunting task.

We trust you will find the guide helpful in obtaining the appropriate assistance you require to *"take your business forward"*.

**Jim Hewitt**  
**Secretary**  
**EAMA**

**Steve Gee**  
**General Manager**  
**Close Asset Finance Ltd**

# Grants

Various bodies can award grants to businesses; amongst these are:

- ✓ The Government
- ✓ European Union
- ✓ Regional Development Agencies (RDAs) in England and equivalents in Northern Ireland, Scotland and Wales
- ✓ Local authorities or local councils
- ✓ Local Chambers of Commerce

Grants are available for many different purposes, for example, to assist in the cost of funding:

- Research & Development
- Capital Investment
- Advertising
- Technology and innovation
- Export activities
- Manufacturing activities
- Marketing
- Recruitment and training

## *Eligibility for Grants*

There are five main factors, which affect your eligibility for a grant:

1. Location of your business
  - each area of the country has different grants available
  - some areas get extra grants, according to indices deprivation, representing for example, high levels of unemployment
2. Size of your business
  - measured by either turnover or number of employees
3. Your industry sector
  - Government target grants at industries it wants to encourage
4. The purpose of the grant application
  - e.g. purchase of equipment / research etc
5. The time frame of the project
  - for projects which have already started, grants are not normally available

## ***Matching Funds***

A grant is only a contribution towards the overall cost of a project. Usually a business will have to demonstrate it has the necessary finance backing to support the rest of the cost. This is known as 'matching funds'. Matching funds are essentially provided through external sources, eg. Investors, banks, finance houses etc.

It is strongly advisable to arrange matching funds as soon as possible. Ideally, these should be in place at the time of your application.

## ***Making a successful application***

The following tips will not guarantee your success, however, they are excellent pointers for you to make the best use of the opportunities available:

- ✓ Make the application before the project starts - it is unlikely you will be successful if your project has commenced already
- ✓ Speak to your local Business Link or financial advisors
- ✓ Focus your application on the project itself but bear in mind the objectives of the body awarding the grant
- ✓ Make your application as early as possible
- ✓ Prepare a detailed business plan of how your business will benefit
- ✓ Reflect in your plan why the grant is needed in order for your project to move forward

If 'matching funds' are required - often external finance - show these are in place and approved

# Areas of Support

## DTI-Branded Products

The main provider of funding for SMEs in the UK is the Department for Trade and Industry (DTI). With the aim of simplification, the Department aims to reduce the number of DTI-Branded products for business support to ten by 2005.

The four new themes, which incorporate ten products, are as follows:

**Technology and Innovation**  
**Access to Finance**  
**Achieving Best Practice in Your Business**  
**Regional Investment**

## Technology and Innovation

### 1. Grant for Research and Development (England)

Individuals and SMEs in England are offered support towards the cost of researching and developing a new product, service or process.

There are four types of grant:

- ✓ Micro Projects: offering funding up to a maximum of £20,000, at a rate of 50% of eligible project costs to low-cost prototypes.
- ✓ Exceptional Projects: offering funding up to a maximum of £500,000, at a rate of 35% of eligible project costs towards the development of high cost technologies.
- ✓ Development Projects: offering funding up to a maximum of £200,000, at a rate of 35% of eligible project costs (higher rates are available in Assisted Areas) for experimental work that results in a pre-production prototype.
- ✓ Research Projects: offering funding up to a maximum of £75,000, at a rate of 60% of eligible project costs for experimental groundwork to test feasibility of innovative technology.

### 2. Grant for Investigating an Innovative Idea (England)

Small businesses and individuals are offered a maximum grant of £12,000, at a rate of 75% of eligible costs, towards preparing for innovation by using external experts.

### **3. Knowledge Transfer Partnerships (UK)**

Enabling businesses to work with universities, colleges and research organisations for a period of between 12 and 36 months with the aim of improving internal expertise.

### **4. Knowledge Transfer Networks (UK)**

There are three types of grant on offer:

- ✓ Managed Networks: focusing on outreach activities.
- ✓ Information Networks: focusing on sourcing and distributing information.
- ✓ Issues Networks: focusing on practical problem-solving activities.

### **5. Support for Collaborative Research and Development (UK)**

Support towards feasibility studies, collaborative R&D and demonstration pre-production prototypes activity is offered to UK based businesses which are working with other businesses or the science sector with the aim of growth using technology.

## ***Access to Finance***

### **6. Small Firms Loan Guarantee (UK)**

Help is offered to SMEs that lack security to access loans from banks and other lenders. Eligibility was extended in 2003 to include the retail, catering, motor vehicle repair/ service and other local servicing sectors. The turnover limit for manufacturers is £5 million per annum and £3 million for the service industry.

### **7. Enterprise Capital Funds (UK)**

Entrepreneurial risk capital managers will be given the opportunity to enter the equity gap for venture capital where it is most severe, ie between £0.25 and £2 million.

## ***Achieving Best Practice in your Business***

### **8. Sharing Best Practice (UK)**

Whilst no grants are available under this programme, SMEs will benefit from help, advice and interchange of experience on the five themes of: e-business; skills; high performance workplaces; business processes and business relationships.

## **9. Implementing Best Practice (England)**

Diagnostic will be delivered to businesses through the Business Link's Manufacturing Advisory Service (MAS) which provides help and advice free or at a subsidised rate.

The MAS was established in 2002 to act as an advisory service for all manufacturing businesses in the UK. Services from each MAS will vary by region, details of your local MAS is contained on the page for your region later in this booklet.

The main MAS website can be found at:

[www.dti.gov.uk/manufacturing/mas/index.htm](http://www.dti.gov.uk/manufacturing/mas/index.htm)

## ***Regional Investment***

### **10. Selective Finance for Investment (England)**

This scheme is the successor to the well-known Regional Selective Assistance (RSA). It provides grants and occasionally loans to businesses based in, or looking to re-locate to Assisted Areas in England. Businesses must be in eligible industrial sectors and must be able to demonstrate that the investment would not go ahead without support, is viable, does not displace economic activity elsewhere and will bring additional productivity, skills and jobs to Assisted Areas.

Applications for grants up to £5 million will be appraised by Regional Development Agencies; larger amounts will be assessed by the DTI's Industrial Development Unit.

Delivery of these programmes in England is co-ordinated by the Business Links. Where schemes are not UK-wide, the devolved administrations are responsible for operating their own equivalent schemes according to their specific priorities.

***Turn to the page in this guide for your region or country.***

## **European (EU) Funding**

There are grants and subsidies available to SMEs in the UK from the EU. These are quite wide and varied in their content and the best advice is to speak with your local Regional Development Agency, Euro Info Centre or local authority. Within each RDA there is normally a specialist European Policy team who can advise on what EU financial assistance is available in your area. In general, the current EU funding policy is set out until 2006. The UK has been allocated in excess of £10 billion of EU Structural Funds, which are the main impetus for regional development in the EU, for the period 2000 - 2006.

For more information on European funding visit the following websites:

Small Business Service:

[www.sbs.gov.uk/eufunding](http://www.sbs.gov.uk/eufunding)

National Euro Info Centre website:

[www.euro-info.org.uk](http://www.euro-info.org.uk)

## **Venture capital**

Small and medium sized companies with good growth prospects can sometimes find it advantageous to utilise venture capital funding from fund managers or from wealthy individuals known as “business angels”. This type of funding is long term finance (typically three to five years) provided in return for an equity stake in a private company. The equity stake can take the form of ordinary shares, preference shares, convertible loan stock or long term, unsecured loan stock and is made with the aim of securing profits usually from long term capital gains. Other long term finance in the shape of loans or grants may also be available as part of a total venture capital funding package.

The Government, through its Small Business Service, has set up “Regional Venture Capital Funds” in each English region and these offer finance for growing enterprises of between £50,000 and £250,000 initially with follow-on investments of up to a further £250,000 after six months.

Further information on the National Business Angels Network is available at:

[www.bestmatch.co.uk](http://www.bestmatch.co.uk)

***Turn to the page in this guide for your region to find out more information about venture capital funding.***

# Sources of Information

## Grantnet

SMEs can find potential funding opportunities by visiting [www.grantnet.com](http://www.grantnet.com). Grantnet is a user-friendly online search tool, which has been devised to assist organisations in identifying the funding sources available for specific projects. All users need to do is answer a few simple questions about their organisation and the project which they wish to undertake; Grantnet will then provide an overview of all the schemes available.

As well as providing the enquirer with information on sources of funding, the system also e-mails their user information and search results to a local support organisation of their choice (e.g. a Business Link, Business Gateway, Business Connect or Invest Northern Ireland). This allows the support organisation to provide the necessary information and assistance to progress the grant application further.

Grantnet is an additional service provided by the market leading grants database, Grantfinder. Grantfinder was established in 1985, and has become the industry standard. It is recognised as the most comprehensive and up to date database of grants, loans and other incentives operating in the UK. Currently it holds details on over 4,000 initiatives administered by a variety of funding providers, including the European Commission, UK Government Departments, local government, major charitable trusts and corporate sponsors.

## Small Business Service (SBS) - England only

The SBS is an agency within the Department of Trade & Industry (DTI). The SBS provides guidance for small business. The SBS was established in April 2000 and operates a number of schemes and initiatives, which aim to support SMEs.

Small Business Service

Kingsgate House

66-74 Victoria Street

London

SW1E 6SW

Tel: 0845 001 0031

[www.sbs.gov.uk](http://www.sbs.gov.uk)

## ***Regional Development Agencies (RDAs) - England only***

The role of your local RDA is to improve your regions competitiveness and reduce the imbalance, which exists between different regions.

The 9 RDAs across England were formed in April, 1999 (with the exception of Greater London - July, 2000).

Each RDA has 5 statutory purposes:

- ✓ To further economic development and regeneration
- ✓ To promote business efficiency, investment and competitiveness
- ✓ To promote employment
- ✓ To enhance development and the application of skill relevant to employment
- ✓ To contribute to sustainable development

Further information on each RDA is contained under your regions page later in this guide. Also detailed is information of support available for companies in Northern Ireland, Scotland and Wales.

[www.dti.gov.uk/regionalinvestment/regional-contracts.html](http://www.dti.gov.uk/regionalinvestment/regional-contracts.html)

## ***Business Links - England only***

Each county in England has a 'Business Link' hub although some major metropolitan areas have their own dedicated Link. Currently they are managed by the SBS, but it is understood future responsibility will be taken over by the RDAs.

The advisors within each Business Link will be of particular use to you should you wish to apply for financial assistance or indeed require any discussion on how to move your business forward. Business Links can advise on raising finance, marketing strategies, training and a whole range of other subjects.

***Details of your local Business Link and website can be found later in this guide on the page for your region.***

[www.businesslink.gov.uk](http://www.businesslink.gov.uk)

## ***The DTI Manufacturing Advisory Service (MAS)***

The MAS was established by the DTI in 2002. MAS have nine regional centres in England and further offices in Northern Ireland, Scotland and Wales.

These Regional Centres for Manufacturing Excellence (RCME) are essentially a hands on, practical service designed to help manufacturers make a real difference to their productivity and competitiveness.

Assessments conducted by the RCMEs are free of charge. The individual RCMEs will advise firms in their region what is included. If required, any further in-depth consultation and advice is available on a pre-agreed quotation and fee structure.

[www.mas.dti.gov.uk](http://www.mas.dti.gov.uk)

## ***Invest Northern Ireland (INI) - Northern Ireland only***

Invest Northern Ireland offers a range of advisory and funding programmes to encourage more people to start a business, to assist the growth of companies in Northern Ireland and to help certain businesses to compete in global markets. Whilst companies of any size may approach INI for assistance, a number of schemes are targeted specifically at the development of SMEs.

***For more information turn to the page for Northern Ireland, later in this guide.***

[www.investni.com](http://www.investni.com)

## ***Business Gateways - Scotland only***

The Business Gateway Network is specifically geared to Scotland's small business community. The Gateways provide an information service to anyone wanting to set up in business or develop their company and is a 'first-stop-shop' for business advice and guidance on all aspects of business operations.

***For further information turn to the page for Scotland, later in this guide.***

## ***Welsh Development Agency (WDA) and Finance Wales - Wales only***

The WDA is a body sponsored by the Welsh Assembly Government and has the remit of stimulating growth of businesses in Wales. As part of this drive, Finance Wales was set up as a separate entity to administer funding streams specifically for SMEs at each stage of their growth.

***For further information turn to the page for Wales, later in this guide.***

[www.wda.co.uk](http://www.wda.co.uk)

## ***International Business Schemes (SESA)***

International Business Schemes are a specialist part of UK Trade and Investment. They use overseas events to develop trade for UK SME's with an interest in exporting to new foreign markets. All types of support, including financial support, are available.

Full details of the benefits SESA has to offer can be found at:

[www.uktradeinvest.gov.uk/tradepartners.html](http://www.uktradeinvest.gov.uk/tradepartners.html)

***The remainder of this guide now provides further information on the 9 regional development areas across England and the agencies in Northern Ireland, Scotland and Wales.***

# ***East of England***

## ***East of England Development Agency (EEDA)***

“Our vision is to make the East of England a world-class economy, renowned for its knowledge base, the creativity and enterprise of its people and the quality of life of all who live and work here.”

### **Counties covered:**

Bedfordshire, Cambridgeshire, Essex (except boroughs in Greater London), Hertfordshire (except boroughs in Greater London), Norfolk and Suffolk

## **East of England Development Agency (EEDA)**

The Business Centre

Station Road

Histon

Cambridgeshire

CB4 9LQ

Tel: 01223 713900

Grant team: 01223 484537 - SBS Regional Team

Web site: [www.eeda.org.uk](http://www.eeda.org.uk)

### **Local MAS Office:**

MAS East of England

P O Box 2694

Chelmsford

Essex

CM1 1QM

Tel: 01245 702402

Web site: [www.mas-east.org.uk](http://www.mas-east.org.uk)

### **Local Business Links:**

Bedfordshire: [www.chamber-business.com](http://www.chamber-business.com)

Cambridgeshire: [www.cambs.businesslink.co.uk](http://www.cambs.businesslink.co.uk)

Essex: [www.bl4e.co.uk](http://www.bl4e.co.uk)

Hertfordshire: [www.businesslink.exemplas.com](http://www.businesslink.exemplas.com)

Norfolk: [www.businesslinknorfolk.co.uk](http://www.businesslinknorfolk.co.uk)

Suffolk: [www.bls.org.uk](http://www.bls.org.uk)

### ***Other useful websites in East of England:***

Create Partners Ltd [www.createpartners.com](http://www.createpartners.com)

# East Midlands

## East Midlands Development Agency (EMDA)

“Our vision for the East Midlands is to take it into Europe’s Top 20 regions by 2010. This energising yet hugely ambitious quest will see the East Midlands become a place where people want to live, work and invest because of:

- ✓ its vibrant economy
- ✓ its healthy, safe, diverse and inclusive society
- ✓ its quality environment”

### Counties covered:

Derbyshire, Leicestershire, Lincolnshire (except North & North East Lincolnshire) Northamptonshire, Nottinghamshire and Rutland

## East Midlands Development Agency (EMDA)

Apex Court, City Link,  
Nottingham NG2 4LA

Tel: 0115 988 8300  
Fax: 0115 988 8597 - SBS Regional team  
Web site: [www.emda.org.uk](http://www.emda.org.uk)

### Local MAS Office:

Pera East Midlands  
Pera Innovation Park  
Melton Mowbray  
Leicestershire LE13 OPB

Tel: 01664 501301  
Web site: [www.mas-em.org.uk](http://www.mas-em.org.uk)

### Local Business Links:

Derbyshire: [www.businesslinkderbyshire.co.uk](http://www.businesslinkderbyshire.co.uk)  
Leicestershire: [www.blleics.co.uk](http://www.blleics.co.uk)  
Lincolnshire & Rutland: [www.blir.co.uk](http://www.blir.co.uk)  
Northamptonshire: [www.businesslinknorthants.co.uk](http://www.businesslinknorthants.co.uk)  
Nottinghamshire: [www.blnotts.com](http://www.blnotts.com)

### Other useful web sites in East Midlands:

Engineering Form [www.engineeringforum.co.uk](http://www.engineeringforum.co.uk)  
Midlands Aerospace Alliance: [www.maa-uk.org](http://www.maa-uk.org)  
Systems Engineering Innovation: [www.seic-loughborough.com](http://www.seic-loughborough.com)  
Catapult Venture Managers Ltd [www.catapult-vm.co.uk](http://www.catapult-vm.co.uk)

# London

## London Development Agency (LDA)

“The London Development Agency is the capital’s economic development body, promoting economic renewal and development. It’s one of nine Regional Development Agencies.

Working for the Mayor and in partnership with businesses and other organisations, it benefits all Londoners by delivering economic development and regeneration for the capital”.

### Counties covered:

Greater London

## London Development Agency (LDA)

Devon House

58-60 St. Katherine’s Way

London

E1W 1JX

Tel:

0207 680 2000

Grant team:

0207 217 3204 - SBS Regional team

Web site:

[www.lda.gov.uk](http://www.lda.gov.uk)

### Local MAS Office:

London MAS

St. James’ Business Centre

7 Story’s Gate

Westminster

London

SW1P 3AT

Tel:

0845 600 2212

Web site:

[www.mas-london.co.uk](http://www.mas-london.co.uk)

### Local Business Links:

London:

[www.businesslink4london.com](http://www.businesslink4london.com)

#### **Other useful web sites in London:**

London Fund Managers

[www.thecapitalfund.co.uk](http://www.thecapitalfund.co.uk)

[www.london-innovation.org.uk](http://www.london-innovation.org.uk)

# North East

## One North East (ONE)

“We will harness and enhance the human, cultural and environmental resources of the region so that, by 2010, the North East is vibrant, self reliant, ambitious and outward looking. To do so, we will raise the aspirations and profile of the region, making it more prosperous and more inclusive.”

### Counties covered:

Northumberland and Durham.

### Metropolitan districts of:

Newcastle upon Tyne, North Tyneside, South Tyneside, Gateshead, Sunderland, Hartlepool, Redcar and Cleveland, Middlesbrough, Stockton on Tees and Darlington.

## One North East (ONE)

Riverside House

Goldcrest Way

Newburn Riverside

Newcastle Upon Tyne

NE15 8NY

Tel: 0191 229 6200

Grant team: 0191 229 6202

Web site: [www.onenortheast.co.uk](http://www.onenortheast.co.uk)

### Local MAS Office:

RCME North East

The Regional Technology Centre

1 Hylton Park

Wessington Way

Sunderland

SR5 3HD

Tel: 0191 516 4406

Web site: [www.rcme-ne.co.uk](http://www.rcme-ne.co.uk)

### Local Business Links

Northumberland: [www.n-bs.co.uk](http://www.n-bs.co.uk)

County Durham: [www.blcd.co.uk](http://www.blcd.co.uk)

Tees Valley: [www.teesbusinesslink.co.uk](http://www.teesbusinesslink.co.uk)

Tyne & Wear: [www.businesslinktw.co.uk](http://www.businesslinktw.co.uk)

### Other useful web sites in the North East:

Northern Enterprise Ltd: [www.nel.co.uk](http://www.nel.co.uk)

## **North West**

### **North West Development Agency (NWDA)**

“The NWDA is responsible for the sustainable economic development and regeneration of England’s North West and has 5 key priorities:

Business Development, Regeneration, Skills & Employment, Infrastructure and Image”

#### **Counties covered:**

Cumbria, Lancashire, Greater Manchester, Merseyside, Cheshire

### **North West Development Agency (NWDA)**

PO BOX 37

Renaissance House

Centre Park

Warrington

Cheshire

WA1 1XB

Tel: 01925 400100

Grant team: 01925 40048 - SBS regional

Web site: [www.nwda.co.uk](http://www.nwda.co.uk)

#### **Local MAS office:**

RCME North West

The Manufacturing Institute

Quay West

Trafford Wharf Road

Manchester

M17 1HH

Tel: 0161 872 0393

Web site: [www.mas-nw.co.uk](http://www.mas-nw.co.uk)

#### **Local Business Links:**

Cheshire & Warrington: [www.blinkcw.co.uk](http://www.blinkcw.co.uk)

Cumbria: [www.businesslinkcumbria.co.uk](http://www.businesslinkcumbria.co.uk)

East Lancashire: [www.businesslinkeastlancs.co.uk](http://www.businesslinkeastlancs.co.uk)

Greater Merseyside: [www.gme.org.uk](http://www.gme.org.uk)

Manchester (inc Stockport): [www.tvc.org.uk](http://www.tvc.org.uk)

North & Western Lancashire: [www.nwlbusinesslink.co.uk](http://www.nwlbusinesslink.co.uk)

North Manchester: [www.blnm.co.uk](http://www.blnm.co.uk)

#### **Other useful web sites in the North West:**

North West Equity Fund: [www.nwef.co.uk](http://www.nwef.co.uk)

## South East

### **South East of England Development Agency (SEEDA)**

SEEDA's mission is to work with its partners to make the South East of England a World Class region, achieving sustainable development and enhanced quality of life, as measured by :

- ✓ economic prosperity;
- ✓ environmental quality; and
- ✓ social inclusion - ensuring opportunities and meaningful employment for all.

#### **Counties covered:**

Berkshire, Buckinghamshire, Hampshire, Isle of Wight, Kent (except boroughs in Greater London), Oxfordshire, Surrey (except boroughs in Greater London), East Sussex, West Sussex

### **South East of England Development Agency (SEEDA)**

Berkeley House

Cross Lanes

Guildford

GU1 1YA

Tel: 01483 484200

Grant team: 01483 470114 - SBS Regional team

Web site: [www.seeda.co.uk](http://www.seeda.co.uk)

#### **Local MAS Office:**

MAS South East

Station Road

Hook

Hampshire

RG278 9TL

Tel: 0845 609 2121

Web site: [www.mas-se.co.uk](http://www.mas-se.co.uk)

#### **Local Business Links:**

Berkshire: [www.blbw.co.uk](http://www.blbw.co.uk)

Hampshire & IOW: [www.businesslinkwessex.co.uk](http://www.businesslinkwessex.co.uk)

Kent: [www.businesslinkkent.com](http://www.businesslinkkent.com)

Milton Keynes, Oxford & Bucks: [www.businesslinksolutions.co.uk](http://www.businesslinksolutions.co.uk)

Surrey: [www.businesslinksurrey.co.uk](http://www.businesslinksurrey.co.uk)

Sussex: [www.sussexenterprise.co.uk](http://www.sussexenterprise.co.uk)

#### **Other useful web sites in the South East:**

South East Growth Fund [www.segrowthfund.co.uk](http://www.segrowthfund.co.uk)

# South West

## South West of England Regional Development Agency (SWERDA)

“Central to the long-term economic success of the South West will be making sure the region has the right skills among its workforce, the most innovative businesses, and a high quality environment, both physical and cultural”.

### Counties covered:

Avon, Dorset, Gloucestershire, Somerset, Wiltshire

### South West of England RDA (SWERDA)

Sterling House

Dix's Field

Exeter

EX1 1QA

Tel: 01392 214747

Fax: 01752 762271 - SBS Regional team

Web site: [www.southwestrda.org.uk](http://www.southwestrda.org.uk)

### Local MAS Office:

RCME South West

Chargrove House

Shurdington

Cheltenham

Gloucester

GL51 4GA

Tel: 0845 608 3838

Web site: [www.swmas.co.uk](http://www.swmas.co.uk)

### Local Business Links:

Devon & Cornwall: [www.blinkdandc.com](http://www.blinkdandc.com)

Dorset: [www.businesslinkwessex.co.uk](http://www.businesslinkwessex.co.uk)

Gloucestershire: [www.glos.businesslink.co.uk](http://www.glos.businesslink.co.uk)

Somerset: [www.somerset.businesslink.co.uk](http://www.somerset.businesslink.co.uk)

West: [www.businesswest.co.uk](http://www.businesswest.co.uk)

Wiltshire: [www.blbw.co.uk](http://www.blbw.co.uk)

### Other useful web sites in the South West:

Search for funding:

[www.southwestrda.org.uk/what-we-do/business-growth/finance/funding.shtml](http://www.southwestrda.org.uk/what-we-do/business-growth/finance/funding.shtml)

South West Ventures: [www.southwestventures.co.uk](http://www.southwestventures.co.uk)

## **West Midlands**

### **Advantage West Midlands (AWM)**

“Within ten years the West Midlands will be recognised as a world-class region in which to invest, work, study, visit and live and the most successful in creating wealth to benefit everyone who lives in the region.”

#### **Counties covered:**

Herefordshire, Shropshire, Staffordshire, Warwickshire and Worcestershire

#### **Metropolitan Districts of:**

Birmingham, Coventry, Dudley, Sandwell, Solihull, Walsall and Wolverhampton

### **Advantage West Midlands (AWM)**

3 Priestley Wharf

Holt Street

Aston Science Park

Birmingham

B7 4BN

Tel: 0121 380 3500

Grant team: 0121 503 3307/3224 - SBS Regional team

Web site: [www.advantagewm.co.uk](http://www.advantagewm.co.uk)

#### **Local MAS Office:**

MAS West Midlands

Wolverhampton Science Park

Creative Industries Centre

Glaisher Drive

Wolverhampton

WV10 9TG

Tel: 01902 838300

Web site: [www.mas-wm.org.uk](http://www.mas-wm.org.uk)

#### **Local Business Links:**

Birmingham (inc Solihull): [www.birmingham-chamber.net](http://www.birmingham-chamber.net)

Black Country: [www.bccbl.com](http://www.bccbl.com)

Coventry & Warwickshire: [www.cw-businesslink.co.uk](http://www.cw-businesslink.co.uk)

Hereford & Worcestershire: [www.hwchamber.co.uk](http://www.hwchamber.co.uk)

Shropshire: [www.shropshirebusinesssolutions.co.uk](http://www.shropshirebusinesssolutions.co.uk)

Staffordshire: [www.businesslinkstaffordhsire.co.uk](http://www.businesslinkstaffordhsire.co.uk)

#### **Other useful web sites in the West Midlands:**

## ***Yorkshire and The Humber***

### ***Yorkshire Forward (YF)***

“The Regional Economic Strategy underwent its first major review last year. This was done to ensure it reflects changing roles and responsibilities of key organisations in the region, new business opportunities and that it drives the economic progress needed to create a world class Yorkshire and Humber economy”.

#### **Counties covered:**

North Yorkshire, South Yorkshire, West Yorkshire, East Yorkshire, North Lincolnshire, North East Lincolnshire,

### **Yorkshire Forward (YF)**

Victoria House

Victoria Place

Leeds

LS11 5AE

Tel:

0113 394 9600

Grant team:

0113 394 9867 - SBS Regional team

Web site:

[www.yorkshire-forward.com](http://www.yorkshire-forward.com)

#### **Local MAS Office:**

RCME Yorkshire & the Humber

St. Martins House

210-212 Chapeltown Road

Leeds

LS7 4HZ

Tel:

08700 111 875

Web site:

[www.rcme-yh.co.uk](http://www.rcme-yh.co.uk)

#### **Local Business Links:**

North Yorkshire:

[www.here4business.co.uk](http://www.here4business.co.uk)

South Yorkshire:

[www.blsy.com](http://www.blsy.com)

The Humber:

[www.blhumber.co.uk](http://www.blhumber.co.uk)

West Yorkshire:

[www.blwy.co.uk](http://www.blwy.co.uk)

***Other useful web sites in Yorkshire and the Humber:***

Yorkshire Venture Finance: [www.yorkshire-enterprise.co.uk](http://www.yorkshire-enterprise.co.uk)

## ***Northern Ireland***

### ***Invest Northern Ireland***

“To accelerate economic development in Northern Ireland, applying expertise and resources to encourage innovation and achieve business success, increasing opportunity for all within a renewed culture of enterprise”

#### **Invest Northern Ireland Offices also at:**

64 Chichester Street  
Belfast  
Co. Antrim  
Northern Ireland  
BT1 4JX

Invest NI  
Upper Galwally  
Belfast  
BT8 6TB

Invest NI  
17, Antrim Road  
Lisburn  
BT28 3AL

Tel: 028 9023 9090  
Fax: 028 9049 0490  
Web site: [www.investni.com](http://www.investni.com)

# Scotland

## Scottish Enterprise

“Scottish Enterprise is Scotland’s main economic development agency, funded by the Scottish Executive. Our mission is to help the people and businesses of Scotland succeed. In doing so, we aim to build a world-class economy”

### Scottish Enterprise

Atlantic Quay  
150 Broomielaw  
5 Atlantic Quay  
Glasgow  
G2 8LU

Tel:	0141 248 2700
Fax:	0141 221 3217
E-mail:	<a href="mailto:network.helpline@scotent.co.uk">network.helpline@scotent.co.uk</a>
Web site:	<a href="http://www.scottish-enterprise.com">www.scottish-enterprise.com</a>

# Wales

## Welsh Development Agency (WDA)

“Since its establishment by the UK government in 1976, the WDA has been working to stimulate and support the economic prosperity of Wales.

Finance Wales has a range of funding solutions and assistance which aims to guide small and medium-sized businesses and social enterprises through each stage of the funding process and in many cases, each stage of their growth cycle as well”.

## Welsh Development Agency

Plas Glyndwr

Kingsway

Cardiff

CF10 3AH

Tel:

01443 845500

Web site:

[www.wda.co.uk](http://www.wda.co.uk)

## Finance Wales plc

[www.financewales.co.uk](http://www.financewales.co.uk)

## Local MAS Office:

Manufacturing Advisory Service Cymru

Cefn Gwrgan Road

Margam

Port Talbot

SA13 2EZ

Tel:

0845 658 9600

Web site:

[www.mascymru.org.uk](http://www.mascymru.org.uk)

## ***Other useful web sites in Wales:***

Welsh Assembly Government:

[www.wales.gov.uk](http://www.wales.gov.uk)

Confederation of British Industry, Wales:

[www.wfcc.co.uk](http://www.wfcc.co.uk)



Engineering and  
Machinery Alliance

62, Bayswater Road  
London,  
W2 3PS  
Tel: 0207 298 6450  
Fax: 0207 298 6434  
Email: [eama@mta.org.uk](mailto:eama@mta.org.uk)

British Automation & Robot Association (BARA)  
International Manufacturing Centre  
University of Warwick  
Coventry  
CV4 7AL  
Tel: 02476 573 742  
Fax: 02476 573 743  
Web: [www.bara.org.uk](http://www.bara.org.uk)

British Turned Part Manufacturers Assoc.  
(BTMA)  
Pear Tree Cottage, Snitterfield Lane  
Norton Lindsey  
Warwick  
CV35 8JQ  
Tel: 01789 730877  
Fax: 01789 730899  
Web: [www.btma.org](http://www.btma.org)

Printing, Papermaking and Converting  
Suppliers Association (PICON)  
St Christophers House  
Holloway Hill  
Godalming  
Surrey  
GU7 1QZ  
Tel: 01483 412 000  
Fax: 01483 412 001  
Web: [www.picon.com](http://www.picon.com)



**Close Asset Finance Limited**

Unit D, Telford Court  
Chester Gates  
Cheshire, CH1 6LT  
Tel: 08704 437 951  
Fax: 08704 437 952  
Web: [www.closeasset.co.uk](http://www.closeasset.co.uk)

Gauge and Toolmakers Association (GTMA)  
3 Forge House  
Summerleys Road  
Princes Risborough  
HP27 9DT  
Tel: 01844 274 222  
Fax: 01844 274 227  
Web: [www.gtma.co.uk](http://www.gtma.co.uk)

Manufacturing Technologies Association  
(MTA)  
62 Bayswater Road  
London  
W2 3PS  
Tel: 0207 298 6400  
Fax: 0207 298 6430  
Web: [www.mta.org.uk](http://www.mta.org.uk)

Processing & Packaging Machinery  
Association (PPMA)  
New Progress House  
34 Stafford Road  
Wallington  
Surrey  
SM6 9AA  
Tel: 0208 773 8111  
Fax: 0208 773 0022  
Web: [www.ppma.co.uk](http://www.ppma.co.uk)

