

APPENDIX D – BUSINESS SUPPORT FOR START-UPS

Support for	Support from	Nature of support
Pre-start	Barclays 'Let's Talk' Business Workshops	c. 5 hour workshop for people who are thinking of starting a business, delivered by North Devon+. 3 workshops are run a year in North Devon/Torridge each with capacity of 10 attendees – total annual capacity is 30
	North Devon+ (informal support for start-up enquiries)	c. 15 mins guidance on phone. Provide signposting to other support. C. 15 mins sending out industry factsheets after the phone call. Recommend contact with Business Link Gateway
	Business Link Gateway	Start-up enquiries – telephone contact with a Start-up Advisor. Undertakes factfind to identify needs and level of help needed. Provide start-up pack and customised set of relevant factsheets. Library of web resources to browse and download. Enrolment on start-up workshops
		Start-up Awareness Workshop – Free ½ day course questioning and testing commitment to start-up a business – an honest 'reality check'. Delivered by Cornwall College and Integria. Currently, no courses are scheduled in North Devon and Torridge in view of Barclay's workshops.
		Business Start-up Training Workshops – Programme of 3 one-day workshops (a) business planning and regulations; (b) sales & marketing; (c) finance & accounts. Programme currently under review – likely to include more content on environmental issues
	Prince's Trust Business Programme	Mentor support to young people test business ideas, write business plans and start-up
	Prime Initiative	Information, events and training to help older people get back into work by starting their own business
	Incubation North Devon	Incubation and start-up unit workspace for knowledge-based businesses with high growth potential with targeted business support, signposted services and networking events – NOT CURRENTLY AVAILABLE
	Fresh Start Academy (Devon Young Farmers Clubs)	Help for new entrants to find their feet – includes skills development, training and mentoring, business opportunity matchmaking
UnLtd Millennium Awards	Funding and support for social entrepreneurs with potential to generate significant social benefits on a national strategic scale	
Start-up	Business Link Gateway	Once, commenced trading, nominated Start-up Advisor allocated for 1 year. Telephone contact – advice, guidance, signposting of other products that might assist from both Business Link and other providers
	North Devon+ (advice for members)	Face-to-face meeting with an advisor. Undertake factfind of priorities and challenges. Provide advice, guidance and signposting of other services. Option to buy in support from ND+ at discounted rate. Available as a part of package to ND+ members (tourism, food & drink or general business membership)
	Bideford Business Start-up Programme Grants	Grants with support and guidance to assist in preparing and submitting an application for a start-up grant
	Empowering Communities	Advice and assistance from a Community Enterprise Advisor on all aspects of start-up, running and developing community enterprises – available in North Devon district only
	New Deal – Self Employment Test Trading	Support to try out business idea for up to 6 months whilst receiving benefits, with ongoing support and advice from a self-employment advisor
	Social Enterprise Link	Free information and advice for start-up and existing social enterprises
	Business networking and membership support	Range of peer group support and membership packages, including: <ul style="list-style-type: none"> - 4Networking - Business League

Support for	Support from	Nature of support
		<ul style="list-style-type: none"> - Business Network International - Chambers of Commerce - North Devon Manufacturers' Association - Barnstaple Town Centre Management - Devon & Cornwall Business Council - Federation of Small Businesses - North Devon+ (tourism, food & drink, business membership) - Prowess - Visit Devon - West Country Networking - Women & Micro-Enterprise - Women in Business
	Enquiry services	Access to advice and guidance from: <ul style="list-style-type: none"> - Citizens' Advice Bureau advice - HMRC advice - District Councils – Business Rate Reliefs

North Devon+ can accept no responsibility for the accuracy of information contained in this document. Anybody interested in the schemes listed herein should use the contact links within Appendix A for more information.

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BUSINESS SUPPORT FOR GROWTH

Support for	Support from	Nature of support
On patch advice	North Devon+ (advice for members)	Face-to-face meeting with an advisor. Undertake factfind of priorities and challenges. Provide advice, guidance and signposting of other services. Option to buy in support from ND+ at discounted rate. Available as a part of package to ND+ members (tourism, food & drink or general business membership)
	District Council Economic Development Officers	Business advice and assistance, inward investment, signposting services
	Networking & membership organisations (local offices/groups)	<ul style="list-style-type: none"> - 4Networking - Barnstaple Town Centre Management - Business League - Business Networking International - Federation of Small Businesses (FSB) - Chambers of commerce and local business associations - North Devon Manufacturers Association
Employment support	Support from Jobcentre Plus and local training providers (see also 'off-patch support for other providers)	<ul style="list-style-type: none"> - Local Employment Partnerships - North Devon College - North Devon Pathfinder Trust - Recruitment Advisory Service - Torridge Training Services - West Devon BIP
Off patch support	Business Link Gateway (brokered access route to range of wider support)	Initial contact – mini factfind and diagnostics – size, aspirations, circumstances. Assess broad needs and introduce route of appropriate progression – one of three routes:
		1. Telephone clinic (if identify specific need e.g. marketing, financial advice, ICT) – telephone contact, product solutions sold/introduced by Field Advisor.
		2. Outreach clinics – 90 mins face-to-face support in business own office and with business partners. Introduce appropriate product solutions.
		3. Identified growth businesses (no formal criteria, typically GVA £100K and high growth expectations). One of two routes: <ul style="list-style-type: none"> a. High Growth – 2 hour face-to-face meeting, broker core or 3rd party solutions (supply matching service), facilitated and supported introductions with client support (e.g. personal handovers, sitting in on meetings). b. High Growth, High Value – average of 2-3 days personal support over the course of a year, broker core or 3rd party solutions (supply matching service), facilitated and supported introductions with client support (e.g. personal handovers, sitting in on meetings).
	Rural Enterprise Gateway	Access to a range of services targeted at agricultural and land-based businesses (see Appendix A and B for list of support services)
Direct access to service providers (business makes direct contact with service provider)	Direct access to wide range of growth services (see Appendices B): <ul style="list-style-type: none"> - Finance & grants - Employing people - Exploit your ideas - Environment & efficiency - International trade 	
Other networking & membership organisations	<ul style="list-style-type: none"> - Devon & Cornwall Business Council - Prowess - Visit Devon - West Country Networking 	

		<ul style="list-style-type: none">- Women & Micro-Enterprise- Women in Business
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