



Title of Report:	Enterprise Fund
Committee Report Submitted To:	The Leisure and Development Committee
Date of Meeting:	11 th June 2019
For Decision or For Information	For Decision

Linkage to Council Strategy (2019-23)	
Strategic Theme	Accelerating our Economy and Contributing to Prosperity
Outcome	All people of Causeway Coast and Glens will contribute to and benefit from a thriving economy built on a culture of growth, entrepreneurship, innovation and learning
Lead Officer	Head of Prosperity and Place

Budgetary Considerations	
Cost of Proposal	£50,000 fund for 2019-20
Included in Current Year Estimates	YES
Capital/Revenue	Revenue
Code	Enterprise Fund
Staffing Costs	Routine Business

Screening Requirements	Required for new or revised Policies, Plans, Strategies or Service Delivery Proposals.		
Section 75 Screening	Screening Completed:	Yes/No	Date:
	EQIA Required and Completed:	Yes/No	Date:
Rural Needs Assessment (RNA)	Screening Completed	Yes/No	Date:
	RNA Required and Completed:	Yes/No	Date:
Data Protection Impact Assessment (DPIA)	Screening Completed:	Yes/No	Date:
	DPIA Required and Completed:	Yes/No	Date:

Not Applicable

1.0 Purpose of Report

The purpose of this report is to update members on the level of applications and scoring panel decisions in respect of the Enterprise Fund 2019 – 2020 and to provide summary information in respect of outcomes reported by 2017/2018 Enterprise Fund recipients directly attributable to the award.

2.0 Background

The Enterprise Fund seeks to help those recent start-up businesses that need assistance in taking the next step in their growth plan. The fund is aimed at supporting new businesses, with a track record of two years or less, to address barriers to growth via innovative approaches.

Grants of up to £10,000 are available.

This fund opened on Monday 15th April and closed at noon on Friday 17th May 2019, with expenditure to be completed and claimed by 31st January 2020.

Initial criteria as follows:

- All applicant businesses must be within the Causeway Coast and Glens Borough Council area.
- All applicants must have completed the Business Start Programme – available through Causeway Enterprise Agency and Roe Valley Enterprises – within the last two years – or have a business plan from other sources completed within the last two years.
- All applicants must have a bank (or other financial institution) account for the sole purpose of their business – i.e., separate from personal finances.

3.0 Pre-Application Support

Guidelines were made available to all interested businesses and included full details in respect of levels of award, exclusions, assessment and scoring processes. Named contacts were also provided to potential applicants wishing to discuss their idea pre-application.

The Enterprise Fund was launched by the Mayor and achieved coverage in all local papers and on Council's social media platforms. Local Enterprise Agencies also contacted those businesses on their databases that were eligible to apply and the Princes Trust publicised the grant to their client group.

There was significant interest in the fund, via telephone and email enquiries, by businesses wishing to discuss criteria and requirements. Full support was given to all potential applicants during the funding call.

4.0 Impact Assessment

Enterprise Fund recipient businesses are required to assess the impact of the funding by way of a staged process on project completion and again 12 months later. This enables assessment of the short/medium term outcomes achieved by the business directly attributable to the award. Information from 17/18 recipient' businesses is summarised as follows:

Name of Business	Impact
Ballycastle Sea Tours	Enabled upscaling of tour and passenger numbers and a move from part-time to full-time Tour Operator, as well as creating an additional temporary part-time post.
Corndale	Increased production capacity.
Dog Friendly Tours	Increased turnover due to greater brand awareness. Created one casual post.
Glenara Elite Travel	50% increase in bookings for tours. Sustained a full-time driver position across 6 months.
Kiwi & Copper	50% increase in productivity and increase of 70% in gross profit. Enabled the move to a commercial premises and the appointment of 2 additional employees.
MedAll	Enabled the building of our MVP and user growth and on-boarding, to gather data needed for a larger round of investment. Generated a move from part to full-time and the contracting of 3 designers and developers.
Taylor Yates	Enabled design and production of samples for 2 nd collection. Turnover increased by 300% and created one additional job.

5.0 **Enterprise Fund Scoring**

Of the 27 applications received at closing, totalling £205,077.35, 12 were deemed ineligible and the remaining 15 progressed to scoring panel held on Wednesday 29th May 2019. Panel consisted of:

- Head of Service.
- Business Development Manager.
- Economic Development Officer.

Scoring outcomes as follows:

Name of Business	Sector	Percentage Score	Award
1 Meraki Art	Creative	68%	£9,963
2. Hope MacAuley	Creative	92%	£9,716
3. Mark Carton Garden & Bee Supplies	Small-Scale Manufacturing	70%	£10,000
4. Sarah Mackay	Creative	70%	£4,200.21
			£33,879.21

5.1 Ineligible Applicants

As per the scheme criteria, 12 applicants were deemed ineligible.

Name of Business	Issue
Ballykelly Taxi Service	Ineligible Sector
CleanPoint Solutions Ltd.	Ineligible Sector
Bannworks	No Business Plan supplied
Sports Ground Specialists	Ineligible Sector
Silent Disco Walking Tours	Pre-Start
Visit Portrush	Business Plan Discrepancy
DNA Fitness	Ineligible Sector
Mortgage Broker	Ineligible Sector
JLN	Ineligible Sector
Timmz Ltd	Ineligible Location
Event-Tents	Ineligible Sector
Spik n'Span	Ineligible Sector

6.0 Recommendation

It is recommended that Council awards Enterprise Fund grants to businesses 1-4 noted above, totalling £33,879.21.

Further information in respect of this grant is attached – See Annex A

Annex A: Levels of Award and Eligibility

1.3 Levels of Grant Award

Enterprise Fund	Maximum Grant Amount
<p>For example</p> <ul style="list-style-type: none">• Equipment linked to creating new jobs or introducing innovative approaches leading to increased profitability.• Developing I. T. systems for the business which can demonstrably lead to increased profitability or increased employment potential.• Implementing a significant marketing campaign which will lead to increased sales.• Product and design development.• In limited cases, support towards the employment of a key member of staff to assist in the delivery of improved profitability, entering new markets and so on. The applicant must demonstrate available funding to continue the post for a minimum of two years beyond the life of the grant.• Development of a marketing support programme or sales research which will lead to the business entering new markets	£10,000

This is a competitive process and all grant awards will be determined on the basis of merit. Applicants are advised that organisations that have been successful in securing Council funding in the past will not automatically be guaranteed funding in the future. Council reserves the right to reduce the amount of funding awarded if we do not consider that the amount applied for represents value for money.

Please Note: Successful applicants will have to provide all evidence requested once the project expenditure is complete. This will include original receipts, bank statements, or any other documentation deemed necessary. This list is not exhaustive. If requested documentation is not supplied, payment will be withheld. Please do not apply for funding if you cannot supply these items.

Within the 2019 - 2020 Enterprise Fund, applications were restricted to businesses from the following sectors:

- **Creative, digital, media, fin tech, health and life sciences (excludes the provision of basic medical services)**
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- **Tourism – specifically business which enhance the local offer, but not attached to accommodation provision – for example, activity businesses**
- **Food – but not eating establishments – aimed at new product development**
- **Small scale manufacturing**
- **Social Enterprises**
- **Engineering**

1.4 General principles

In line with Council's Grant Funding Policy, the overarching principle for all Council grant funding is that of meeting local needs which have been identified and prioritised by Council or by others and acknowledged by Council. Any activity that cannot be shown to meet the following basic requirements will not be provided with funding:

- Have a clearly identified need i.e., the application addresses barriers to growth which the business faces.
- Can deliver outcomes which meet this need.
- In the case of this funding, deliver improved profits, increased employment, entry into new markets, cost effective and quality service provision, fitting with the purpose and remit of the funding.
- Be undertaken by a credible business with the capacity to deliver the project as stated.
- Reflect the statutory remit of Causeway Coast and Glens Borough Council aligning with the Council's Corporate Plan, the relevant Service Plan and that they can meet the specific criteria of the fund.
- Applicants must demonstrate their commitment to promoting Good Relations and Equality of Opportunity.
- In the interests of transparency, equality and accountability, all applicants will have a right of appeal should their application be rejected.
- While all applications are treated on the basis of merit, Council would particularly welcome applications from young people, women and under-represented groups from Section 75 groupings.

All expenditure must be completed and claimed before 31st January 2020. There is no provision for extending this deadline.

1.5 Who can apply?

The initial criteria for application are as follows:

- All applicant businesses must be within the Causeway Coast and Glens Borough Council area.
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- All applicants must have completed the Business Start Programme – available through Causeway Enterprise Agency and Roe Valley Enterprises – within the last two years – or have a business plan from other sources completed within the last two years.
- All applicants must have a bank (or other financial institution) account for the sole purpose of their business – i.e., separate from personal finances. **Only businesses that meet these criteria can apply to the Enterprise Fund. Please note, a business plan must be supplied at application stage.**

1.6 What can be funded?

Examples of expenditure that can be funded through this grant are listed under Section 1.3

1.7 What cannot be funded?

This funding programme will not award grants to the following:-

- Businesses whose address is outside the Causeway Coast and Glens Borough Council area
- Businesses with charitable fundraising as their main focus
- Political Organisations
- Running costs
- Loan repayments
- Any business where there are ethical considerations – for example, betting shops, money lending, debt factoring, hire purchase financing; pyramid schemes; projects which have as their object the promotion of political or religious views; illegal or immoral activities.
- Any other business that the Council may from time to time deem to be ineligible.
- Mobile Assets

1.8 Exclusions

The purpose of this funding is to support innovation. In general, the following will not normally be eligible for funding:-

- Retrospective expenditure where services/items have already been obtained and paid.
 - Applications received after the closing date specified in the promotional literature.
 - Costs that are not auditable e.g. cash payments unsupported by an approved petty cash system.
 - Costs towards ongoing running costs (e.g. electricity, rent, insurance etc.).
 - Building costs
 - Costs towards banking charges and / or repayment of debt.
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- Costs that can be claimed back from elsewhere e.g. VAT.
 - Activities which are party-political in intention, use or presentation.
 - Salary costs will not be funded, unless in very exceptional circumstances.
 - Alcohol, gratuities, gifts and prizes will not be funded.
 - Rent, rates, general cash-flow or running costs.
 - Purchase of stock for general trading purposes.
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