



Lancashire Access To Finance Service Making An Impact

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Lancashire A2F Service Contract Overview

Original aims

Specifically, the project aims, via a team of finance specialists and appropriate support staff, was to deliver fully funded, impartial and independent advice to –

- Improve SME's access to finance via diagnosing their need for funding linked to detailed business and financial planning thus ensuring improved levels of investment readiness.
- Increase SME knowledge and understanding of the range and variety of finance products, existing and emerging, available from both private and public finance providers and investors.

The service supported local business growth strategies stimulating opportunities for growth in employment and GVA. The service was demand led and tailored to individual SME needs in response to the issue of accessing finance under varying market conditions.

The A2F service complemented services provided by the private financial services sector and did not compete or conflict.

A2F engaged with all Banks, private and public finance providers and investors. Supporting the need to improve Bank lending to SMEs and access to alternative sources of finance.

The service was an integral part of the BOOST Business Lancashire Growth Hub.



Lancashire A2F Service Contract Overview

Original objectives:

- Improve SMEs access to the finance: diagnosing their need for finance, linked to detailed business and financial planning.
- Provision of impartial financial advice and support to SMEs, delivered on a 1-2-1 basis and via targeted investment readiness workshops
- Individual tailored advice on the range of finance products in the market and the variety of ways to raise finance.
- Provide 'Pitch' development and presentation skills, for both equity and debt options
- Brokerage to relevant providers, such as high street banks, finance houses and business angels.
- Foster SME Growth and stability through 417 intermediate business assists, 384 job impacts and £15.8m in Funding Offers.



Lancashire A2F Service - Performance Overview

Verified outputs collected during programme



618 (Target 619)
Businesses Assisted



3
A2F Specialists



303 (Target 420)
Intermediate Assists



118
Events Supported



71 (Target 90)
Jobs Created
232 (Target 330)
Jobs Safeguarded



£19.06m (Target £15.8m)
Business Funding Offers



Lancashire A2F Service - Performance Overview

Verified outputs collected during programme

	Actual	Target	Variance
Business Assists	398	417	-19
Jobs Created/Safeguarded	303	420	-117
<i>Jobs Created</i>	<i>71</i>	<i>90</i>	<i>-19</i>
<i>Jobs safeguarded</i>	<i>232</i>	<i>330</i>	<i>-98</i>
Funding Leveraged	£19.06m	£15.8m	£4.46m
GVA	38	246	-208
GVA £'s	£5.3m	N/A	



Lancashire A2F Service Contract Overview

Key points:

Programme developed whilst economic conditions still problematic

Supported a number of businesses whose growth aspirations did not materialise

Fundamentally achieved strong outputs despite economic conditions

Clear over assessment of the ability to generate robust connections to Gross Value Added (GVA) against a backdrop of matters highlighted above



Lancashire A2F Service Contract Overview

- Highlights
 - Team embedded into local business community
 - Continuity of Team
 - 3 Advisors permanently in the region
 - Supported via internal team and Business Angels Manager
 - Seen as an extension of Business Boost offering
 - Outputs
 - Business Assists
 - Jobs
 - Funding Offers
 - Events supported
- Referrals into Rosebud
- Contact with local financial & professional community



Lancashire A2F Service Contract Overview

- Learnings
 - Clear appetite and need for support amongst SMEs
 - Require broader mix of engagement options
 - Improved client identification to target appropriate businesses
 - Continued engagement with Business Boost/LCDL Programmes
 - Clear need for local branding - marketing collateral
 - Extend scope and reach of PR activity:
 - tell the community about our successes
 - demonstrate linkage with wider business support
 - Wider engagement channels
 - Targeted events
 - Workshops
 - Clinics



Lancashire A2F Service Future Support

2015 – 2018 programme

- *3 year programme*
- *1st Oct 2015 – 30th Sep 2018*
 - £507,654 – ERDF – 60% Transitional Intervention rate
 - £338,436 – match funding from Lancashire County Council

Focus is on:

- Higher growth businesses
- Mix of interactions
 - 1-2-1
 - Workshops
 - Seminars
 - Clinics
- Development of stronger connections to BOOST Growth Hub
- Strong referral programme into other Lancashire based support mechanisms



Lancashire A2F Service - Performance Overview

New programme – 2015 - 2018

ERDF Outputs		Number
C1	Number of enterprises receiving non-financial support	250
P13	Number of enterprises receiving IDB support	250
C28	Number of enterprises supported to introduce new to the market products	9
C29	Number of enterprises supported to introduce new to the firm products	27
C8	Employment increase in supported enterprises	145
Non-ERDF outputs		
	Number of enterprises in receipt of a Funding Offer	145
	Funding Offers received - £'s	£10.875m
	GVA Growth - £'s	£10m



Lancashire A2F Service

2015 – 2018 Programme

Achievement of key outputs

- The agreed outputs have been drawn up with reference to:
 - Improved economic conditions
 - Clear focus on higher growth businesses
 - Sign posting out of those with limited potential
 - Wider range on interaction methods
 - Includes a focus on one to many delivery
 - Use of lighter touch I,D,B intervention
 - Closer ties to BOOST Growth Hub and associated organisations
 - Links to key sectors
 - Improved marketing activity

