



EXPLORE

Manufacturing

Lincolnshire is a great place to start and grow your manufacturing business.

Explore our business support programmes available exclusively to businesses based in Greater Lincolnshire.

www.businesslincolnshire.com

Let's get manufacturing

The United Kingdom has had a long manufacturing history. Our country's contributions – and value – to employment and the economy provide a solid base for growth that, ultimately, benefits us all. Despite the decline since the 1970s, when manufacturing contributed 25% of UK GDP, the UK is currently the ninth largest manufacturing nation in the world – and Lincolnshire is host to a wealth of important and growing manufacturing businesses showcasing some of the best manufacturing innovations in the world.

We are keen to grow our manufacturing sector in Lincolnshire, investing in support programmes and opening up opportunities to export outside of the region. A number of grants are available to manufacturing businesses including support for new products and services and machinery to more traditional forms of support to help develop leadership within the manufacturing sector and grow skills and talent.

The Greater Lincolnshire Local Enterprise Partnership (GLLEP) and Business Lincolnshire are committed to helping our manufacturing sector grow and prosper. This booklet gives you all the information you need to access funding and support and we hope that you take full advantage of what is available to manufacturing businesses.

It's time to reignite our passion for manufacturing and put Lincolnshire on the manufacturing map.



Steve Middlebrough

S. Middlebrough

GLLEP Manufacturing Board Member
Global Head of Service Manufacturing, Siemens

Manufacturing

IN LINCOLNSHIRE

In Lincolnshire, businesses have been investing in the manufacturing sector. Areas such as Teal Park near Lincoln has given the county a real boost, with Siemens selecting this as a prime location in the UK for its expansion plans. The agri-food sector is on the rise and Greater Lincolnshire remains the largest arable and horticulture producer in the UK.

The manufacturing sector as a whole is set to rise in value in the coming years, opening up opportunities for businesses of all types to start up or expand.

Greater Lincolnshire offers a lot to the sector in terms of higher education skills and training, with state of the art research and teaching facilities which work very closely with local employers, such as the dedicated School of Engineering based at the University of Lincoln and the National Centre for Food Manufacturing at Holbeach. Businesses can access specialist consultancy support, workshops and grant funding through the Business Lincolnshire Growth Hub.

There is no better time to start and grow your manufacturing business. This booklet provides information to help you start and grow in manufacturing.

www.businesslincolnshire.com hosts all the latest information about manufacturing in Lincolnshire

Adviser support

We have a number of business advisers with specialist skills and expertise in manufacturing. Contact the Business Lincolnshire Growth Hub to book an appointment with one of the following advisers or contact them direct.

EXPERT ADVICE AND SUPPORT

Our Growth Hub Advisers are your gateway to all our support and will work with you to understand your business and produce a tailored action plan which will identify all the different sources of help and support available to you.

If you don't know what you need but you know you want to grow, start your journey with a Growth Hub Adviser.

Our team of Growth Hub Advisers have extensive experience in business support and growth and are on hand to provide your business in Greater Lincolnshire with free impartial advice to help you formulate and implement your growth plans.

To make an appointment with an adviser visit
www.businesslincolnshire.com



Noreen Read



David Hawkins



Toni O'Brien

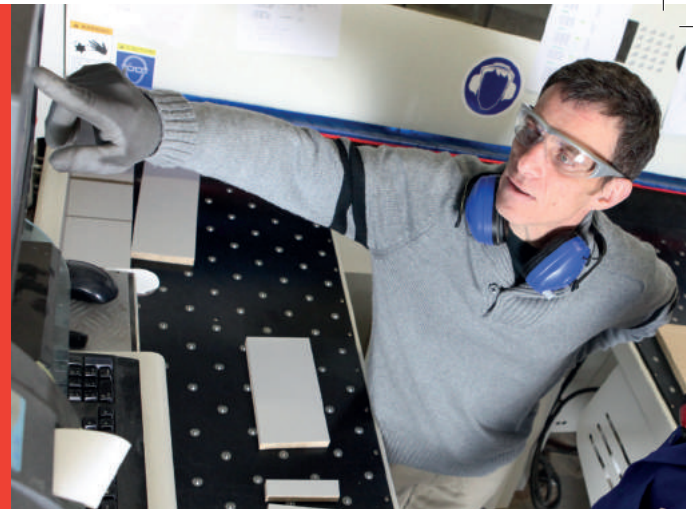


Steve Parker

EXPLORE Grants

We have a number of grants available to support businesses in the manufacturing sector based in Greater Lincolnshire.

Please note that some grant schemes have eligibility criteria that must be met.



Growing Enterprise

C&R

Grant for New Business - This grant can be used to purchase services or equipment to help you launch your new manufacturing business e.g. computer hardware/software.

Grant for Enterprise - This grant funding can be used to purchase services or equipment to help your business expand or diversify e.g. Jigs and tooling.

 ahuscroft@nbv.co.uk

Project Value £
Min Max

4,000

10,000

Intervention rate %

25

C

Capital Projects

R

Revenue Projects

Q

What is an intervention rate?

A

This is the maximum the grant holder will contribute towards your project. Your business will have to fund the remaining.

For example: A 50% intervention means you must find half of the total cost so a £5,000 new machine will cost you £2,500 and the grant provider £2,500.

Growth Lincolnshire

C&R

Business growth grants are available to support businesses to grow. A grant is available to help your business to deliver its growth plan through one or more of the following criteria:

- Develop/implement elements of your growth strategy
- Improve the financial readiness, structure and systems of business
- Develop/implement processes, systems and accreditations to access supply chain opportunities
- Develop/implement resource efficiency processes, practices and solutions

 businesslincolnshire@lincolnshire.gov.uk

Project Value £
Min Max

2,000

5,999

6,000

10,000

Intervention rate %

50

30

Business Lincolnshire Digital Growth Programme

C&R

A Digital Growth Grant is available to help you:

- Purchase advanced technology to progress the business product line/expand operations/change business processes
- To support R&D for the above
- Purchase specialist consultancy support to enable the above
- Fund internal ICT solutions, e-commerce platforms, websites, use of cloud storage solutions and digital management systems

Project Value £		Fixed Grant £
Min	Max	
2,000	None	1000

 businesslincolnshire@lincolnshire.gov.uk

Innovation Programme for Greater Lincolnshire

R

Proof of Concept Grant

- A grant to help you develop new products and ideas

Innovation Vouchers

- Funding specifically for SMEs to access the University's expertise, specialist equipment and facilities

Internships

- Funding to connect graduate talent with SMEs requiring an injection of specific skills to support their research or innovation activity

Project Value £		Intervention rate %
Min	Max	
2,000	20,000	50
1,000	5,000	100
3,000	6,000	50

 info@innovation.co.uk

Business Inspiration Programme

R

Funding and support is available to enhance entrepreneurial leadership, specialist consultancy, graduate/under graduate placements and internships, knowledge exchange, research and innovation guidance and grant funding.

Project Value £		Intervention rate %
Min	Max	
1,000	20,000	50

 mark.bowen@bishopg.ac.uk

Grants4Growth



This grant offers funding for up to 28% or £25,000 towards the cost of investing in machinery or equipment. The grants are available to SMEs in the Greater Lincolnshire area who can demonstrate how the investment will help them develop and grow.

nburch@sholland.gov.uk

Project Value £		Intervention rate %
Min	Max	
3,500	90,000	28

Internationalising SMEs



This project provides a targeted programme of advice, events and financial support to encourage SMEs in the East and South Midlands to move into new overseas markets. The grant can fund:

- Language and cultural awareness
- Legal advice around international commercial agreements
- International marketing and branding, website internationalisation and marketing materials
- Attendance at overseas conferences
- Advice relating to international commerce and e-commerce protocols
- Specialist support with IP protection and prototyping for overseas

phoebe.edwards@emb-group.co.uk

Project Value £		Intervention rate %
Min	Max	
2,000	10,000	50

Manufacturing Growth Programme



This grant offers to support the costs of working with an external expert/coach of your choice to implement a pre-agreed Growth/Improvement Action plan. The scope of the Growth/Improvement plan is specific to each applicant's growth needs and will be agreed in advance with our Manufacturing Growth Manager.

marcus.pearson@egs.live neil.harriman@egs.live

Project Value £		Intervention rate %
Min	Max	
3,000	4,000	35

Collaboration 4 Growth



This programme supports productive investment as well as service improvements to increase business competitiveness. Available for West Lindsey, Lincoln and North Kesteven only.

charliwhittaker@lincolnbig.co.uk

Project Value £		Intervention rate %
Min	Max	
1,600	8,500	60

LEADER Programme

This programme is aimed at small rural businesses, including start-up and existing businesses, to help them to achieve their growth ambitions and investment plans.

Funding can be used towards the purchase of capital equipment, machinery, innovative technology, property expansion or improvements and can be accessed by businesses, farmers, foresters and those involved in tourism, heritage and community initiatives.

 lincsleader@lincolnshire.gov.uk

Project Value £		Intervention rate %
Min	Max	
2,600	40,000	Up to 40

Signpost 2 Grow

This programme offers grants of between £2,000 - £20,000 to support capital investments projects to SME businesses looking to grow or expand (South Kesteven and South Holland only).

 info@nwes.org.uk

Project Value £		Intervention rate %
Min	Max	
10,000	100,000	20

Growing the Humber

This programme will help to support expansion, rationalisation, modernisation and diversification of businesses located within the Humber area, to encourage inward investment. All grants are awarded as a percentage of total eligible project costs (North and NE Lincolnshire only).

 info@humberlep.org

Grant Value £		Intervention rate %
Min	Max	
5,000	5,000,000	Variable



CASE STUDY Jakemans

Over a century ago it was only locals who enjoyed Jakemans 'Marvellous Menthol Confections', but how times have changed for the Boston manufacturer - with menthol confectionery sales now stretching from the UK to the USA and the Middle East. Jakemans now produces 15 tonnes of menthol sweets every minute.

www.jakemans.com

EXPLORE

Support programmes

A number of programmes are in place for manufacturing businesses - whatever point they may be at.

Please note that some support schemes have eligibility criteria that must be met.



Start up advice

Princes Trust - Better off in Business

The Princes Trust provides an intensive enterprise programme to support young people aged 18-30 (from a NEET background) to start-up in business and assist them in connecting to mainstream business support services.

Their support includes:

Enterprise Promotion: information events to attract eligible disadvantaged groups to connect with Talent Match, Big Lottery BBO, other pre-enterprise idea projects.

Early-Stage Entrepreneurship: In-depth, 4 day workshops, providing information on planning/running a business and initiating an outline business plan.

Intensive Support: intensive business-planning and test-marketing to get the business ready for the Business Launch stage where they will have to pitch to our business panel for approval of start.

Business Start-up Support: Financial loan support and critical hand-holding in starting up including HMRC registration, bank account set up and exploring incubator space opportunities.

24-month Survival Package: Business-Mentor Support to sustain and intensify business operations for new and existing enterprises.

✉ rosie.mcartney@princes-trust.org.uk ☎ 07852 492198

Growing Enterprise

Growing Enterprise is a four day "Starting in Business Programme" that will provide all the tools needed to produce a sound business plan.

✉ ahuscroft@nbv.co.uk

☎ 0844 887 2568

Growing Graduate Enterprise

Growing Graduate Enterprise is an enhanced business start-up and growth programme aimed at supporting Lincolnshire's graduate talent (graduates from Lincoln's Universities and graduate residents in Lincolnshire having graduated elsewhere), to make the most of their academic and entrepreneurial abilities. Support available ranges from 'light touch' development needs analysis through to more intensive support such as coaching/mentoring, tailored support as well as information advice and guidance.

✉ CButler@lincoln.ac.uk

☎ 01522 837860

Financial advice

Midlands Engine Investment Fund

The Midlands Engine Investment Fund offers businesses financial support and advice including access to:

- Equity fund up to £2m
- Loan fund from £100k to £1.5m
- Small Business Loan fund from £25k up to £150k
- Early Stage fund up to £750k

✉ lewis.stringer@british-business-bank.co.uk 📞 07810 054221

Growth Lincolnshire – Finance Readiness Advice

Growth Lincolnshire provides adviser support and 1:1 help to support businesses to understand their financial position, and support them to become an attractive proposition for banks and investors.

✉ Russell.Copley@bizlincolnshire.com

Northern Powerhouse Investment Fund

Funding is available for SMEs to access micro-finance, debt and equity investment. This fund aims to create sustainable economic activity through supporting new and growing businesses. For North and North East Lincolnshire only.

🌐 www.npif.co.uk

Lincolnshire Investment Network

This network is an investment matching service, with a strong network of local intermediaries and investors available to businesses. It also offers investment readiness events and support to help businesses to develop and grow.

✉ Russell.Copley@bizlincolnshire.com

Innovation advice

Innovation Programme for Greater Lincolnshire

Designed to enable SMEs to advance and develop their innovation ambitions through a programme of grant funding, events, professional development and business support.

The programme offers:

- 12 hours of innovation advice and support for SMEs from specialist advisers
- Leadership & Management Courses
- Events

This programme is delivered by the University of Lincoln.

✉ jbootmarshall@lincoln.ac.uk ☎ 01522 837891

✉ lkemsley@lincoln.ac.uk ☎ 01522 837821

EUREKA Eurostars

EUREKA Eurostars is aimed at innovative SMEs wanting to take part in collaborative research with partners across Europe and associated countries.

Small businesses working on high-quality research and development projects often find it difficult to attract public-sector funding. Eurostars aim to overcome this barrier to innovation.

✉ graham.mobbs@innovateuk.gov.uk

A man wearing a grey t-shirt and safety glasses is working in a workshop. He is holding a small object, possibly a 3D printed part, and looking at it intently. In the background, there are shelves with various items and a large industrial machine, likely a 3D printer or CNC machine.

Lincolnshire Technology Hubs

The Technology Hubs provide an environment where businesses are given the opportunity to use state-of-the-art equipment, as well as having the option to take advantage of workshops and other advice. The hubs can help to create a prototype product, develop a new service or provide a greater level of detail to help improve production lines.

Horncastle Hub

- 3D printers, 3D colour scanners and a laser cutter
- UV printer, 2 and 4 axis milling machines
- Oculus 1 Rift virtual reality glasses and Go Pro 360
- Workshops and advice on how to use the equipment or approach your project
- The chance to test drive cutting edge technology to see how it would benefit your business

✉ technology@mortons.co.uk

Designblok Hub

Brings together a range of University design expertise and its fabrication technologies to champion the value of design as a tool for innovation and business growth.

- 3D printers, 3D colour scanners, laser cutting, CNC milling and CNC routing
- Access to 3D fabrication technology with expert

- guidance across a number of industry sectors
- Free workshops to show how to use the equipment
- Access to 12 hours free business advice or one-to-one support to help improve your business or help with the integration of new technology, tailored to the needs of each business

✉ designblok@lincoln.ac.uk

MoCap Hub

- Professional movement analytics and filming with high speed/3D video – can be used to find problems with assembly lines
- Technology outreach, consultancy and business support for human movement, equipment modification and industry production methods
- Working closely with Designblok to inform the human-equipment interaction

✉ FMulloy@lincoln.ac.uk

Strategic advice

Growth Hub Advisers

Business growth advisers will provide a business review and action plan which will help identify other sources of support.

✉ businesslincolnshire@lincolnshire.gov.uk

Manufacturing Growth

Growth Managers are available in Lincolnshire to:

- Engage with manufacturing businesses and support them to grow their business
- Deliver a range of workshops for the manufacturing sector
- Provide supply chain development capability to build forward links between local manufacturing capability and large enterprise
- Maximise opportunity for local sourcing and international extension of SME market opportunities
- Support eligible manufacturing businesses to overcome identified barriers to growth
- Help develop growth improvement action plans

✉ marcus.pearson@egs.live ☎ 07790 358517

✉ neil.harriman@egs.live ☎ 07790 358637

Growth Lincolnshire - Supply Chain Support

Specialist advisers will help identify new customers and markets as well as new suppliers.

✉ ray.newell@bizlincolnshire.com

Export advice

Internationalising SMEs

This programme provides specialist trade advisers in Advanced Manufacturing. This includes supporting businesses with additional marketing activity and export taster sessions targeted at businesses that could export but don't, encouraging them to explore their export potential and evaluate bottom line benefits that international trade could deliver.

✉ phoebe.edwards@emb-group.co.uk ☎ 07825 344670



CASE STUDY

James Dawson

With more than a century of manufacturing heritage, James Dawson combines precision skills with cutting edge technology to deliver advanced silicone and organic rubber products to a global marketplace. Premium levels of quality, service and collaboration have helped build a worldwide reputation for developing and supplying innovative polymer products.

www.james-dawson.com

Skills advice

Skills Support for the Workforce

Free training is available for Manufacturing and Engineering SMEs to help meet emerging skills gaps created by the changing business environment, and boost business growth.

The manufacturing and engineering sector is set to grow significantly, and thanks to fast-paced developments in technology, the sector's skills needs are changing rapidly. As a consequence, some employers are experiencing skills and performance gaps; 19% of advanced manufacturing employers report skills gaps compared to 15% for the economy as a whole. The Skills Support for the Workforce programme will help equip businesses with the skills they need to meet emerging skills needs, and boost business growth.

On this programme you will create a workforce development and training plan and gain access to a wide range of fully funded training courses and qualifications. In addition to filling immediate skills gaps, the service seeks to support businesses to proactively address their long-term skills needs in alignment with their growth plans and the changing business environment.

SMEs can:

- Develop their staff at no cost
- Receive flexible, bespoke training plans designed to boost business growth
- Access a range of fully funded training courses and qualifications

 nigelb@calderdale.ac.uk  **07753 280116**

Specialist Skills Adviser Programme

This programme will open up the opportunity to work with a team of specialist advisers who can support businesses to identify the training and skills needs that they have or need for future growth.

 stephen.sefton@bishopg.ac.uk  **01522 563865**

Industry Educator

Connecting industry with FE colleges and training providers, manufacturing businesses can:

- Access four days training in teaching/training
- Give practical real world training to students
- Influence the content of industry related training
- Host student and trainer visits

 stephen.sefton@bishopg.ac.uk  **01522 563865**

National Apprenticeship Grant

This scheme provides an incentive payment to employers recruiting apprentices aged 16-24.

 **08000 150 600**  www.apprenticeships.org.uk

Digital advice

Growth Lincolnshire

Digital technology is easy to use, accessible and very affordable. With so much choice, there are many business solutions which will drive up sales and profitability.

This digital development programme allows access to expert and impartial tailored advice which provides the following:

- An extensive schedule of workshops on various topics and 1:1 support
- £1000 grant towards implementing digital technology into your business process
- Use of 3 Lincolnshire Technology Hubs equipment and facilities to solve a manufacturing problem or prototype a new product



Stuart.McFarlane@bizlincolnshire.com



0113 394 4650

Energy efficiency

Growth Lincolnshire

Business Lincolnshire's Resource Efficiency team provide specialist on-site resource efficiency support to help your business reduce its resource consumption, cut costs and increase competitiveness.

The programme is designed to help businesses with:

- **Resource efficiency audit:** helping identify where to improve your resource management and environmental performance, saving you money
- **Resource efficiency action plan:** Expert help to compile an action plan
- **Renewable technologies:** Feasibility studies for technologies such as photovoltaic panels, wind turbines and biomass boilers
- **Environmental Management Systems (EMS) Workshop:** Take part in an EMS Introduction Workshop and ISO14001 Introduction Training
- **Ongoing support:** To help you implement efficiency changes and an Environmental Management System
- **Awareness campaigns:** Everything you need to get your staff to go green



david.knight@bizlincolnshire.com



CASE STUDY

Bennington Metal Furniture

Take fashion buying experience from top brands, including Laura Ashley, as well as management skills from Harrods, mix in quality metalwork manufacturing and combine with bespoke, personal service and you have a family business that creates custom British-made metal furniture that really lasts.

www.benningtonmetalfurniture.co.uk

Get in touch

For more information visit www.businesslincolnshire.com where you can request support from one of our advisers by filling in the online contact form. If you are not online yet, fill out the form below and return to the address at the bottom.

For the latest news and information:



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Find us on Facebook by searching for [Business Lincolnshire](#)



You can also email us at businesslincolnshire@lincolnshire.gov.uk

Name of business

Contact name

Address

Telephone number

Email address

☐

I would like to sign up for the Business Lincolnshire weekly newsletter

☐

I would like my business to appear on the Business Lincolnshire website - please send me information on how to set this up

Please send this form to:
The Business Lincolnshire team
Lancaster House, 36 Orchard Street, Lincoln, LN1 1XX

