



EXPLORE

# Business Growth

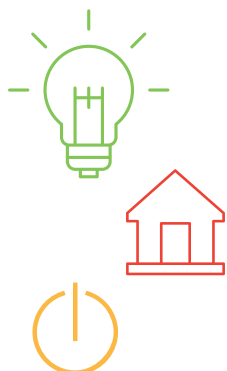
[www.businesslincolnshire.com](http://www.businesslincolnshire.com)

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**“Businesses doing well create jobs and boost the local economy.”**

We serve the Greater Lincolnshire area from the Wash to the Humber Bridge. If your business is located in one of the areas shaded in white the Business Lincolnshire Growth Hub can support you.





# Welcome to Business Lincolnshire

Business Lincolnshire is set up to help support Greater Lincolnshire based businesses to start and grow. Business Lincolnshire hosts a Growth Hub – a single place to go to for business experts and mentors, support and guidance, grants and finance. The Business Lincolnshire team are passionate about helping your business to reach its full potential.



## Who is Business Lincolnshire for?

- Businesses looking to develop and grow
- Pre-start or start-up businesses who need help to get started
- Small and medium sized businesses (SMEs) located and operating in Greater Lincolnshire

\*Please note some of the support schemes are only available to SMEs

## What does Business Lincolnshire offer businesses?

- Advice and guidance
- Business experts and specialists
- Fully funded/part funded training
- Grants and finance
- Business workshops and conferences

For more information visit  
[www.businesslincolnshire.com](http://www.businesslincolnshire.com)

# Your Growth Hub

## 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.



Noreen Read



Toni O'Brien



David Hawkins

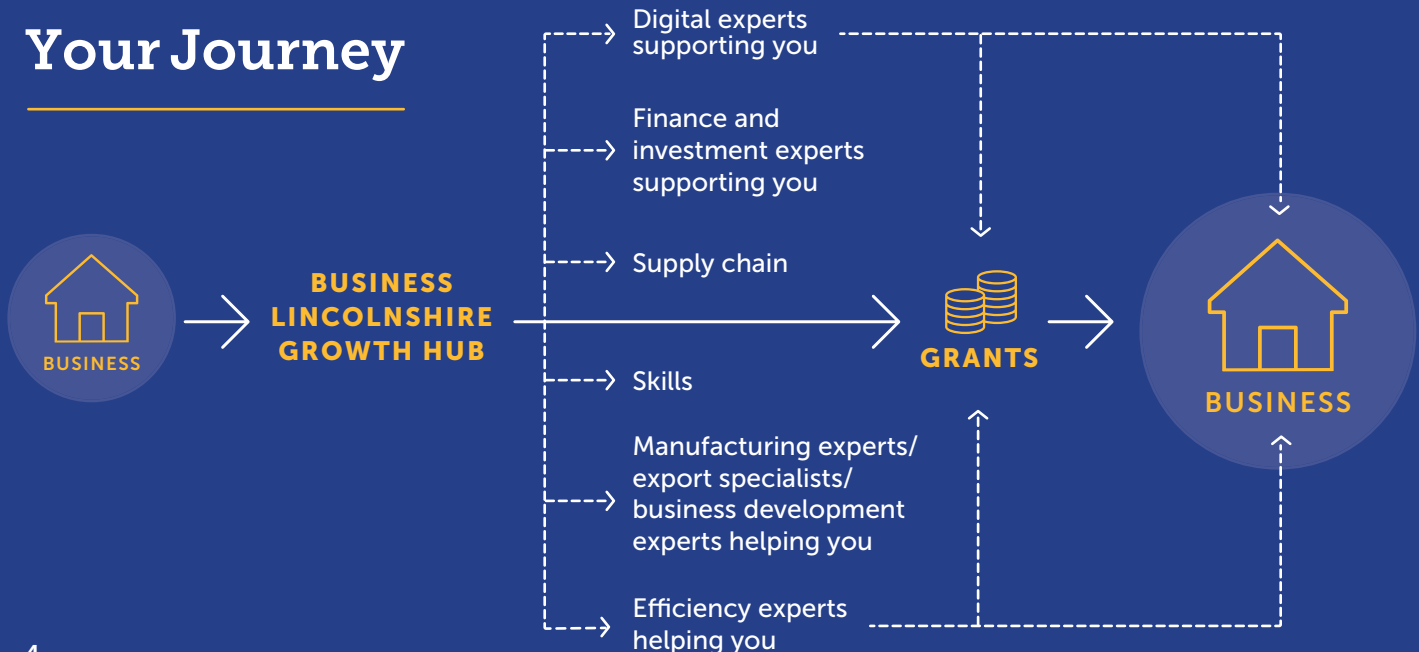


Russell Hardy



Steve Parker

## Your Journey





# What you can expect



On your first contact, courteous, respectful and professional staff will identify themselves by name and be your personal business growth adviser.



## YOU CAN EXPECT:

- Enquiries to be executed with a swift and appropriate response within a timeframe that has been agreed with you
- Further contact to check that the response has met your needs and further action or sign posting has been completed if it didn't
- Commitment to any appointments made with your business and where unavoidable delays occur, you will be informed
- Where a commitment is made by our advisers for further activity or follow-up, this will be carried out
- Any information relating to you, your business or organisation will be kept confidential and only shared when you have given permission

Visit [www.businesslincolnshire.com](http://www.businesslincolnshire.com) for all the latest information and guidance to help your business grow



**EXPLORE**

# Investment

## SECURE CASH FOR YOUR BUSINESS

Getting investment for an idea, product or service is not an easy task. There are many things that you need to do first before approaching a potential investor. We have a dedicated team of experts on hand to help you get 'investment ready'.

This includes:

- Help to understand your current position – a fully funded diagnostic review
- Help to get your business plan and financial accounts in order
- Introductions to potential investors
- Advice and guidance on pitching and presenting your plans to potential investors

Contact [russell.copley@bizlincolnshire.com](mailto:russell.copley@bizlincolnshire.com)  
for advice on how you can get your  
business 'investment ready'

# EXPLORE Grants

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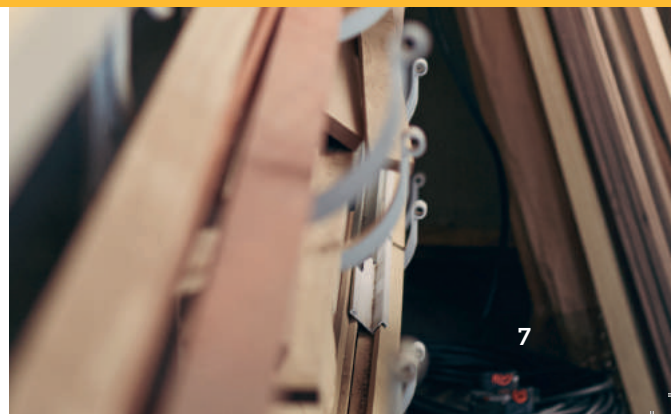
If you can demonstrate that investment will create new jobs or significantly increase your turnover, you may be able to access a grant to part fund the activity identified by the Business Lincolnshire Advisers. The values of these grants range from £1,000 - £10,000 and can contribute between 30% and 50% of your overall costs.

**To access grants or talk directly to a Growth Hub Adviser:**

**[businesslincolnshire@lincolnshire.gov.uk](mailto:businesslincolnshire@lincolnshire.gov.uk)**

We host a directory of local, regional and national grants for your business – some managed by us, and some managed by other providers.

Visit our grants finder at:  
**[www.businesslincolnshire.com](http://www.businesslincolnshire.com)**





# EXPLORE Savings



## SAVE MONEY, MAKE MONEY

Waste costs money. By reducing your resource waste, you can save money and make your business more profitable. The Business Lincolnshire Resource Efficiency Support provides experts in energy efficiency and waste reduction who can come into your business and offer you the following:

### 1 An Energy, Waste or Water Audit

To identify your resource waste and put together a plan of action to introduce programmes/technology, including relevant timescales and paybacks.

### 2 Environmental Management

Support in developing an environmental management system. We can also offer a gap analysis to ISO14001, or support around its implementation.

### 3 Behaviour Change

To help create awareness and encourage staff to act sustainably; supporting your company in reducing resource waste.

Contact [david.knight@bizlincolnshire.com](mailto:david.knight@bizlincolnshire.com) if you would like to deliver your products or services more sustainably, future proof your company by becoming more resilient to price rises, or find out more about environmental management or access support on ISO14001

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# Your Business Potential

## BECOME ATTRACTIVE TO BUYERS AND SELLERS WORLDWIDE

We want to support Greater Lincolnshire businesses to be world class, attracting buyers and sellers globally. We have a dedicated programme of support to help your business be the best it can be, allowing you to compete on a regional and global stage.

**Experts in business development, manufacturing and supply chains can come into your business and offer you the following:**

- A review of where you are today and where you need to be tomorrow
- Introductions to help you find new potential suppliers to improve your gross margin
- Find new customers to sell to
- Become involved in new diverse markets as yet undiscovered by your business, and discover potential opportunities
- Learn how to become an attractive proposition and achieve the above with consultancy support and financial help
- Improve your productivity, procurement performance, logistics management, stock management and quality control: with funded support and advice

**Contact [ray.newell@bizlincolnshire.com](mailto:ray.newell@bizlincolnshire.com) for help to become more attractive to buyers and sellers worldwide**



A photograph of two men in a workshop setting. One man is seated at a white workbench, holding a tablet. The other man, wearing glasses, is leaning over him, looking at the screen. In the background, there is industrial equipment, including a large machine with a glass window. The scene is lit with bright, overhead lights.

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# Technology Hubs

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Our technology hubs provide your business with the opportunity to use state-of-the-art equipment to improve or innovate your products and services. They also host workshops and provide business advice and support on technology. The hubs can help you to create a prototype product, develop a new service or provide a greater level of detail to help improve your production lines.



## WE HAVE THREE TECHNOLOGY HUBS IN LINCOLNSHIRE:

### Designblok Hub

- 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](mailto:designblok@lincoln.ac.uk)

### 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](mailto:technology@mortons.co.uk)

### MoCap Hub

- Professional movement analytics and filming with high speed/3D video
- 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](mailto:FMulloy@lincoln.ac.uk)

To book an appointment or to find out more please contact one of our technology hubs by email



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# Digital Technology

### HELPING BUSINESSES EMBRACE DIGITAL TECHNOLOGY

UK small businesses are actively investing in digital technologies to increase their revenues and gain new customers. Putting the right digital strategy in place to support your business can rapidly accelerate your growth. We can support you to introduce digital technology into your business, or, for those who are a bit more advanced, we can help you to innovate using digital technology. Our digital specialists can support you on a range of different digital plans including:

- Moving to cloud technology
- Online security and cyber security
- Digital marketing and social media development
- Developing new digital products and services
- Winning new customers online
- E-commerce and selling online



Contact [stuart.mcfarlane@bizlincolnshire.com](mailto:stuart.mcfarlane@bizlincolnshire.com) for help and support to use digital technology in your business

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# Manufacturing

Investment in developing 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 another significant area of manufacturing, with Greater Lincolnshire being 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. Your business can also access specialist consultancy support, workshops and grant funding through the Business Lincolnshire Growth Hub.

**Contact your Growth Hub Adviser to access a  
manufacturing expert for your business**  
[www.businesslincolnshire.com](http://www.businesslincolnshire.com)



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# Exporting



From the Humber to the Wash, Greater Lincolnshire has access to some of the best shipment ports in the UK, providing opportunities for exporting and importing for your business.

Business Lincolnshire has the resources available to help you become an attractive target for buyers and sellers both UK wide and internationally. We can also help upskill your business to become an attractive supply chain partner.

## WHY EXPORT?

- Excellent opportunity to expand your customer base
- Increase your turnover
- Benefit from operating in a competitive environment
- Attract more opportunities for growth

Speak to a Growth Hub Adviser to be put in touch with an exporting expert  
[www.businesslincolnshire.com](http://www.businesslincolnshire.com)

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# Business Premises



Are you thinking of starting or expanding your business or are you wishing to relocate to Greater Lincolnshire? There are many different property solutions available to you and we can provide a wealth of information to assist you in finding the ideal premises for your business.

## Managed Business Centres

Self contained office suites are ideal for small businesses looking for a professional office environment, often with flexible lease terms and reception facilities. For further information, please visit [www.businesslincolnshire.com](http://www.businesslincolnshire.com)

## Commercial Premises

If your business is looking to expand or relocate, you may be considering acquiring or leasing commercial premises. For more information regarding exploring your potential options, speak to your business adviser or visit [www.businesslincolnshire.com](http://www.businesslincolnshire.com)

## Commercial Land

If you are a developer or if you prefer to acquire land for the construction of purpose built premises, there are a range of options and sites available across Greater Lincolnshire. For more information, please visit [www.businesslincolnshire.com](http://www.businesslincolnshire.com)

# Get in touch

For more information visit [www.businesslincolnshire.com](http://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:



Follow us on Twitter [@BusinessLincs](https://twitter.com/BusinessLincs)



Find us on Facebook by searching for [Business Lincolnshire](https://www.facebook.com/BusinessLincolnshire)



You can also email us at [businesslincolnshire@lincolnshire.gov.uk](mailto: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

