WELCOME!
University of Birmingham Business Club
Breakfast Briefing

‘How to expand your business through Growth Funding’

Tuesday 24th February 2015
Benefits of being a member...

• Access to BizzInn space
• Regular Business Briefings
• Opportunity to ‘showcase’ business or research
• Intelligence regarding funding calls
• Networking
• Invite only events eg Distinguished Lecture series
• Much more besides....
University of Birmingham Business Club
Breakfast Briefing

‘Business Growth Funding’
Matthew Lawrence,
Business Growth Manager –
GrowthAccelerator

Keynote Presentation
Business Growth Funding

Matthew Lawrence,
Business Growth Manager – GrowthAccelerator
matthew.lawrence@growthaccelerator.com
Contact number: 07770 683874
What I mean by Business Growth Funding

1 Government support for Growth Through Innovation (GTI)

2 Other Sources of Finance for Growth Through Innovation
What I Mean by Innovation

Activity which is may be:

New to a business
First for a sector or market
New patentable invention.
Government Support For GTI

UK Government
- Business Growth Service (Detail To Follow)
- Regional Growth Fund
- Via Academic institutions

European Government
- Horizon 2020 – 80 billion euro over 7 years (previously frameworks)

Local Government and LEPS
- Business Innovation Programme, Business Innovation Centres, Other Grant Programmes

Other – NESTA, Nominet, Wellcome Foundation
Business Growth Service?

GrowthAccelerator, Manufacturing Advisory Service (MAS), Intellectual Property Audits and Design Mentoring will integrate to become the Business Growth Service.

This service will bring growth businesses closer to existing Government services including:

- UK Trade & Investment
- UK Export Finance
- Innovate UK (formerly Technology Strategy Board)
- Local Growth Hubs
Growth Through Innovation

• Receive support in:
  – Commercialising new products, services or business models,
  – Developing an innovation strategy
  – Generating profitable IP

• Find out about funding opportunities available to your business to support innovation projects

Complemented by a series of up to three full day Innovation specific Masterclasses
Government Funding – Advice and Support

- University Business Engagement Departments
- LEP websites
- Business Growth Service (GA & MAS)
- Innovate UK

- Funding Advisory Websites e.g
- https://www.gov.uk/business-finance-support-finder

- Specific Programme Websites e.g
Other Finance for GTI / Match Funding

100% funding only available for innovation projects on "call" otherwise they require own or external finance.

Sources: What's appropriate depends on perceived level of risk

Business - Retained earnings / Cash flow
Personal - Loan secured on personal assets (inc pension) and/or subject to PG
Business Loan or other business debt solution
Equity Investment & Other risk capital
Risk Capital

Traditionally available through sale of shares to others:

*Friends & Family*
*Venture Capitalists*
*Business Angels*
*Corporate partners*

In recent times These have been added to by

*Crowd funding options (equity, donation, reward)*
*A range of national and local government alternatives*
*An increase in the amount of "mezzanine" or High Interest debt providers*
Risk Capital – Advice and Support

- University Business Engagement Departments

- Business Growth Service (GA)
  - [http://www.bvca.co.uk/](http://www.bvca.co.uk/)

- British Venture Capital Association
  - [http://www.bvca.co.uk/](http://www.bvca.co.uk/)

- UK Business Angel Association
  - [http://www.ukbusinessangelsassociation.org.uk/](http://www.ukbusinessangelsassociation.org.uk/)
GrowthAccelerator - Access to Finance

• Bespoke support through the finance raising process
• Access to specialist finance coach to support investment readiness
• Assistance with funding options including debt and/or equity funding
• Introduction to appropriate funders
• Access to GrowthAccelerator's Investor Relations team

Complemented by a series of three full day Finance specific Masterclasses
Any Questions?
Thank you

Matthew Lawrence  
Business Growth Manager  
matthew.lawrence@growthaccelerator.com

Contact Number 07770 683874
Elevator Pitches

Harj Kundra
Careers Network Internship Team

Presentation by Harjinder Kundra

Email: internships@contacts.bham.ac.uk

Tel: 0121 414 6120
Meet the team!

Harj, Kam, Natasha, Sarah, Jim

An Internship Officer for each college

We are YOUR contacts
What do we do?

• Work with employers to establish bespoke opportunities of benefit to the host and intern

• Help employers to address students directly

• Work with students and graduates to promote opportunities

• Support interns as required

• Liaise with the wider UoB community
How can SMEs get involved?

- Student placements / work shadowing (term time and vacation)
- Summer or graduate internships (latter may be year-round)
- Offering permanent graduate roles
- Speaking at events (curriculum-based and extra-curricular)
- Mentoring (established mentoring programmes in-place)
- Work with the wider UoB community
Internship benefits to SMEs:

- Better graduate employability skills
- Low overheads
- Graduate employees start in higher roles
- High calibre candidates
- Influence development of potential employees
- Corporate Social Responsibility
- Establish relationship with source for future employees
- Input of fresh ideas
Santander match-funding for graduate internships

**Graduate internships** – match funding (£1,500)

Three month / 12 weeks duration

Full-time

Graduates from last two years (UG or PG)

Graduates must start by end of June 2015

25 grants available
Want to find out more?

• Contact a Careers Network Internship Officer to register your interest - Tel. 0121 414 6120 or email internships@contacts.bham.ac.uk

• Complete a UoB vacancy form in accordance with our terms and conditions

• We check the information and promote through our database etc

• You shortlist and interview

• For Santander match-funding we meet the successful candidate to complete UoB payroll paperwork

• The student / graduate starts with you
Thank You!
Next Pitch

Helen Lillis
THE FSB SMALL BUSINESS EXPO & CONFERENCE IN BIRMINGHAM

Birmingham
19-21 MARCH 2015

Drive forward with the FSB
Protect, Save Money & Grow with FSB MEMBERSHIP

The FSB is the UK's leading campaigning pressure group promoting and protecting the interests of the self-employed and owners of small businesses and has 200,000+ members across over 194 branches.

The Essential Benefits Package to support your business. FSB membership starts from £155* per year and provides...

- TAX PROTECTION
- LEGAL PROTECTION
- LEGAL ADVICE
- FSB CARE
- INSURANCE HELPLINE
- CONTINUITY PORTAL
- NETWORKING EVENTS
- Plus many other benefits....
THE FSB SMALL BUSINESS EXPO & CONFERENCE
19 – 21 March 2015

• FREE ENTRY at the ICC
• Over 50 exhibitors & over 1000 visitors expected to attend
• Networking breakfast each morning (small cost)
• Number of inspirational business seminars & speakers including Gold Medallist Kriss Akabusi, former Dragon’s Den panellist Rachel Elnaugh & business guru Geoff Burch, sharing their entrepreneurial business experience.
• Political speakers and debates on current business issues in the lead up to the General Election
THE FSB SMALL BUSINESS EXPO & CONFERENCE
19 – 21 March 2015

To Attend: http://www.fsb.org.uk/conference2015
To Exhibit: info@innov8-conferences.co.uk
Any questions: helen.lillis@fsb.org.uk or tel 0121 384 4222
Thank You!
Next Pitch

Hayley Rose
University of Birmingham
Transforming the face of campus
and the city

The development projects, worth close to £400 million over the next five years, will create outstanding new facilities which will benefit students, staff, visitors and the local community – whilst drawing on Aston Webb’s original campus masterplan, as well as subsequent plans, and laying a sound basis for the future.
• Library
• Sports Centre
• University Secondary School
• Institute of Translational Medicine
• Lapworth Museum
• Collaborative Teaching Laboratory
• Dentist School
• Postgraduate Centre
• (Student Residences, Student Hubs)
• Library – Opening Autumn 2016
• Sports Centre - Opening Easter 2016
• Postgraduate Teaching Centre – Opening early 2016
• University School – Opening September 2015
• Institute of Translational Medicine – Open early 2016
These capital projects represent an:

- Investment in the future of the University
- Investment in the city – Sports Centre, School ITM
- Investment in the region
  – raising our profile as a leading university in a thriving city in a strategically important region.
- Investment in global populations – ITM
- Investment in employability and business readiness of students – CTL
How to get involved:

• Being an ambassador and telling people about the investments we are making and their potential global impacts
• Always looking for businesses to support our capital projects- Sponsorship, philanthropic options.
• Exposure for your business – e.g PGC – thousands of students each year pass through the space.
• Creative ideas for how you or your business could get involved.
Thank You!
Next Pitch

David Coleman
The BizzInn, and Pitchfest 2015

David Coleman
Head of Enterprise Acceleration

d.coleman@bham.ac.uk
0121 414 5582
• Free hot-desking with 24/7 access
• Free Wi-Fi & meeting rooms
• Tailored business support
• Access to world class research expertise
• Guidance from professional advisors
• **Access to finance**, grants, loans, investors
• Networking events (including Business Club) / lunchtime seminars
Looking for investment?

• BizzInn Investment Readiness Programme
• BizzInn collaboration on Pitchfest
  – Competition to pitch to investors at Venturefest (June 30th)
  – Preselection end May/early June
  – Workshops / assistance will be available
  – Written application form – shortly to open
Conclusion

• If you or contacts are looking for investment (any stage), then call either:

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<tr>
<th>Name</th>
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<th>Contact Information</th>
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<tr>
<td>Andrew Cruxton</td>
<td>BizzInn Incubation Manager</td>
<td><a href="mailto:a.cruxton@bham.ac.uk">a.cruxton@bham.ac.uk</a> 0121 414 6132</td>
</tr>
<tr>
<td>David Coleman</td>
<td>Head of Enterprise Acceleration</td>
<td><a href="mailto:d.coleman@bham.ac.uk">d.coleman@bham.ac.uk</a> 0121 414 5582</td>
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www.bizzinn.org/
Thank you to our speakers and for your attention