

# Nottingham City Council – UKSPF Technical Workshop Open Call 5: Business Growth 2

10<sup>th</sup> October 2023



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# Welcome & Introductions

## Nottingham City Council Team

Alex Reader – Economic Development Programme Manager

## Housekeeping

- Please mute microphones
- Use the chat function to submit questions during the session
- Slides and FAQs available after the session



# Workshop Programme

1. Welcome & Introductions
2. NCC UKSPF Programme Themes & Delivery Timelines
3. Commissioning: Open Call Process
4. Open Call 5 - Details
5. Open Call Q&A session



# Nottingham City Council – UKSPF Allocation

	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>Total</b>
<b>Total</b>	1,043,950	£2,087,901	£5,470,301	£8,602,152
<b>Delivery</b>	<b>£897,797</b>	<b>£1,732,958</b>	<b>£4,157,429</b>	<b>£6,788,184</b>
<b>Management</b>	£41,758	£83,515	£218,811	£344,084
<b>Capital</b>	£104,395	£271,428	£1,094,061	£1,469,884
<b>Communities &amp; Place Total</b>	<b>£826,808</b>	<b>£674,392</b>	<b>£913,540</b>	<b>£2,414,740</b>
<b>Supporting Local Businesses Total</b>	<b>£217,142</b>	<b>£803,842</b>	<b>£1,936,486</b>	<b>£2,957,470</b>
<b>People &amp; Skills Total</b>	<b>£0</b>	<b>£609,667</b>	<b>£2,620,275</b>	<b>£3,229,942</b>
<b>Total Allocation</b>	<b>£1,043,950</b>	<b>£2,087,901</b>	<b>£5,470,301</b>	<b>£8,602,152</b>

# Nottingham City Council – UKSPF Programme Themes

1. Supporting the development of Nottingham's Communities (including Employment Support)
2. Improving Nottingham Centre & Neighbourhood High Streets
3. Supporting Nottingham's Visitor Economy
4. Supporting Inward Investment in Nottingham
5. **Supporting Business Growth**
6. Reducing Digital Poverty
7. Developing Nottingham's Skills (including Green Skills)

Cross Cutting Themes - CN28, Green goals and Equality Diversity & Inclusion.



# Nottingham City Council – UKSPF Delivery Timescales

UKSPF Programme	Delivery / Services Funding	2022	2023				2024				2025
		Oct - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar
Community Development	Commissioned- Grants awarded to Projects through Open Call	OC1 - Application Window	Delivery (see OC1 - Invitation to Bid)								
	Procurement - NCC to procure goods & services										
	In House Delivery (including NCC Delivery staff salaries)	Communities Development activity						Communities Development activity (including wider Employment & Skills Support activities)			
<b>Total planned Expenditure</b>											
Improving city centre & High Streets	Commissioned - UKSPF SME Grant Scheme	Preparation of Grant Scheme	Application Window for SMEs								
	Procurement - NCC to procure goods & services										
	In House Delivery (including NCC Delivery staff salaries)	Improving City Centre & High St Activities (complementary to Small Grant Scheme & procured goods & services)									
<b>Total planned Expenditure</b>											
Support the visitor economy	Commissioned- Grants awarded to Projects through Open Call	OC2 - Application Window	Delivery (see OC2 - Invitation to Bid)								
	In House Delivery (including NCC Delivery staff salaries)		Visitor Economy Activity (complementary to Commissioned activities)								
	<b>Total planned Expenditure</b>										

# Nottingham City Council – UKSPF Delivery Timescales

UKSPF Programme	Delivery / Services Funding	2022	2023			2024				2025	
		Oct - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar
Support inward investment	Commissioned- Grants awarded to Projects through Open Call	OC3 - Application Window	Delivery (see OC3 - Invitation to Bid)								
	<b>Total planned Expenditure</b>										
Business Growth	Commissioned- Grants awarded to Projects through Open Call	OC4 - Application Window		Delivery (see OC4 - Invitation to Bid)							
	In House Delivery (including NCC Delivery staff salaries)				Growth Hub Activity (complementary to Commissioned activities and Procured goods & services)						
	Procurement - NCC to procure goods & services										
	Commissioned- Grants awarded to Projects through Open Call						OC5 - Application Window	Delivery (Enterprise, Incubator, Social Economy, Angel Investment)			
	<b>Total planned Expenditure</b>										
Digital Poverty	In House Delivery (including NCC Delivery staff salaries)							Digital Poverty Project			
	Procurement - NCC to procure goods & services							Equipment to improve IT access for unemployed / inactive City residents			
	<b>Total planned Expenditure</b>										
Skills Development	Commissioned- Grants awarded to Projects through Open Call						OC6 - Application Window	Delivery (Skills Development including Green Skills)			
	<b>Total planned Expenditure</b>										

# Nottingham City Council – UKSPF Commissioning Process

Open Call: Focus	Open Call published	Application Deadline	Grant Agreement Issued	Delivery starts	Delivery ends
OC5: Business Growth 2	Oct 2023	Dec 2023	Jan 2024	Apr 2024	31/03/2025
OC6: Green & Low Carbon Skills	Oct 2023	Dec 2023	Jan 2024	Apr 2024	31/03/2025



# Business Growth: Local Priorities

Nottingham City Council is taking a holistic approach to UKSPF, ensuring that planned investment is evidence based and delivers on ambitions set out within our local strategic frameworks i.e. the [Strategic Council Plan](#) and the [Nottingham Economic Recovery and Renewal Plan](#), which include commitments to inclusion, carbon neutrality and being an internationally renowned city of culture, creativity and innovation.

The new Economic Plan for Nottingham is due for publication in November and builds on these aspirations, with net-zero highlighted as one of four 'growth-enablers' to underpin progression in the local economy.

## **Open Call 5 : Business Growth 2**

Nottingham City Council is looking to award grants to organisations to deliver four lots designed to support Nottingham businesses.

**Applicants can apply for 1, 2, 3 or 4 of these lots.**

### **Lot 1: Supporting Enterprise Infrastructure, Incubators and Accelerators**

Provision of space – capital funding to create incubator and grow on spaces.

### **Lot 2: Growing the Local Social Economy**

Supporting the social economy – revenue funding to support the growth of Nottingham's enterprising third sector (including community businesses, cooperatives and social enterprises) through the provision of specialist start-up and growth support.

### **Lot 3: Developing Angel Investor Networks**

Angel Investor provision – revenue funding to drive high growth businesses and help shift finance here from London (and other cities).

### **Lot 4: R&D grants supporting innovative product & service development**

Innovation and grants for innovation – revenue funding that can directly support Nottingham businesses with grants to use innovation and then drive productivity.

## Lot 1: Supporting Enterprise Infrastructure, Incubators and Accelerators – Funding

We are looking to award grants to two applicants to deliver this lot. The maximum grant will be for £125,000. Applicants can apply for funding from one or both of the interventions (E22 and E24).

	<b>E22: Enterprise infrastructure &amp; employment / innovation sites</b>	<b>E24: Training hubs, business support offers, incubators &amp; accelerators</b>
<b>Amount Available from Apr 24 - Mar 25</b>	<b>£104,395</b>	<b>£114,417</b>
<b>REVENUE</b>	<b>£0</b>	<b>£0</b>
<b>CAPITAL</b>	<b>£104,395</b>	<b>£114,417</b>

## Lot 1: Supporting Enterprise Infrastructure, Incubators and Accelerators - Outputs

SLB Outputs	E22: Enterprise infrastructure & employment / innovation sites	E24: Training hubs, business support offers, incubators & accelerators
Number of potential entrepreneurs assisted to be enterprise ready	✓	✓
Number of commercial buildings completed or improved	✓	
Amount of commercial space completed or improved	✓	
Number of rehabilitated premises	✓	

# Lot 1: Supporting Enterprise Infrastructure, Incubators and Accelerators - Outcomes

SLB Outcomes	E22: Enterprise infrastructure & employment / innovation sites	E24: Training hubs, business support offers, incubators & accelerators
Jobs created as a result of support	✓	✓
Jobs safeguarded as a result of support	✓	✓
Number of new enterprises created as a result of support	✓	✓
Number of vacant units filled	✓	
Increased amount of investment	✓	✓
Number of organisations engaged in knowledge transfer activity following support		✓
Number of enterprises adopting new to the firm technologies or processes	✓	✓
Number of early stage enterprises which increase their revenue following support		✓

**Lot 2: Growing the Local Social Economy – Funding**

We are looking to award one grant to one applicant to deliver this lot.

	<b>E26: Growing the local social economy</b>
<b>Amount Available from Apr 24 - Mar 25</b>	<b>£132,300</b>
<b>REVENUE</b>	<b>£132,300</b>
<b>CAPITAL</b>	<b>£0</b>

## Lot 2: Growing the Local Social Economy – Outputs and Outcomes

<b>SLB Outputs</b>
Number of enterprises receiving financial support other than grants
Number of enterprises receiving non-financial support
Number of enterprises receiving grants
Number of potential entrepreneurs assisted to be enterprise ready
Number of people attending training sessions

<b>SLB Outcomes</b>
Jobs created as a result of support
Jobs safeguarded as a result of support
Number of new enterprises created as a result of support
Increased amount of investment
Number of enterprises engaged in new markets

## Lot 3: Developing Angel Investor Networks - Funding

We are looking to award one grant to one applicant to deliver this lot.

<b>SLB Outputs</b>	<b>E27: Develop angel investor networks</b>
<b>Amount Available from Apr 24 - Mar 25</b>	<b>£85,000</b>
<b>REVENUE</b>	<b>£85,000</b>
<b>CAPITAL</b>	<b>£0</b>



## Lot 3: Developing Angel Investor Networks – Outputs and Outcomes

<b>SLB Outputs</b>
Number of enterprises receiving financial support other than grants
Number of enterprises receiving grants
Number of potential entrepreneurs assisted to be enterprise ready
Number of enterprises receiving angel investment
Number of angel investors engaged (numerical value)

<b>SLB Outcomes</b>
Jobs created as a result of support
Number of new enterprises created as a result of support
Increased business sustainability
Increased amount of investment
Number of enterprises engaged in new markets

## Lot 4: R&D grants supporting innovative product & service development – Funding

We are looking to award one grant to one applicant to deliver this lot.

<b>SLB Outputs</b>	<b>E20: R&amp;D grants supporting innovative product &amp; service development</b>
<b>Amount Available from Apr 24 - Mar 25</b>	<b>£300,000</b>
<b>REVENUE</b>	<b>£300,000</b>
<b>CAPITAL</b>	<b>£0</b>

## Lot 4: R&D grants supporting innovative product & service development – Outputs and Outcomes

<b>SLB Output Profile</b>
Number of enterprises receiving financial support other than grants
Number of enterprises receiving non-financial support
Number of enterprises receiving grants

<b>SLB Outcome Profile</b>
Increased amount of investment
Number of organisations engaged in knowledge transfer activity following support
Number of enterprises adopting new to the firm technologies or processes
Number of enterprises engaged in new markets
Number of R&D (Research & Development) active enterprises
Number of enterprises adopting new or improved products or services
Premises with improved digital connectivity as a result of support

# Revenue Funds

**Revenue funds** can be used to contribute to the costs of ongoing operational expenses required in the running of the project, including:

- Staff salary costs (including Employer NI and Pension contributions)
- Overheads related to employing staff involved in delivering activities funded through the grant
- Cost of business travel
- Marketing and publicity costs
- Participant costs / hardship support
- Small items of equipment (less than £5,000)
- Costs associated with the delivery of events (e.g. venue hire)

# Capital Funds

**Capital funds** can be used to acquire, build or upgrade physical assets, including:

- A one-time purchase of a fixed asset.
- Acquisition of land and or buildings.
- Building and construction costs.
- Professional fees associated with building and construction.
- Plant and machinery.
- Any large value item of equipment required to deliver activities funded through the grant.

# OC5: Application Process (Part 1) – Applicant Details

<b>Criteria</b>
<b>Criteria 1: Application signed, fully completed and returned on time</b>
<b>Criteria 2: Economic &amp; Financial Standing</b>
<b>Criteria 3: Economic &amp; Financial Risk</b>
<b>Criteria 4: Funding Status for Activities Proposed</b>
<b>Criteria 5: Prior Contract Performance</b>
<b>Criteria 6: Provision of Subsidies</b>
<b>Criteria 7: Policies</b>
<b>Criteria 8: Liability Insurance</b>

- This Part will be used in Stage 1 of Assessment: Gateway
- Applications that fail any Gateway criteria will not progress to *Stage 2. Scoring*.
- Questions which have been assessed as partial, progress to *Stage 2. Scoring* will be allowed with justification from the Assessor.
- **This section will need to be completed once, irrespective of how many lots applicants are bidding for**

# OC5: Application Process (Part 2)

Part 2.1: Application for Supporting Local Businesses funds

**Each lot will have its own version of Section 2. Applicants should only complete the sections for the lots they are seeking funding for.**

Section 2 for each lot includes:

- Description of project delivery model
- Roles involved in supporting project delivery
- Project timescales
- How you will deliver each of the outputs included in your application
- How you will deliver each of the outcomes included in your application
- Previous experience / track record
- Budget breakdown
- In kind contributions
- How you will ensure Equality, Diversity and Inclusion is at the heart of your project



# OC5: Application Process (Part 3)

## Part 3: Quality Assurance

**This section will need to be completed once, irrespective of how many lots applicants are bidding for**

Includes:

- Organisations quality assurance processes
- Internal performance management processes
- Key risks with proposed delivery models and mitigations





# OC5: Application Process (Appendix B) – Profiles

Please input amount in pounds (£) in the yellow cells in the Funding Profile below. The amount should be based on the total funds that will be defrayed by the Organisation in each Quarter. The total amount requested must not exceed the total available for the Year (see the Funding Summary tables above).

Funding Profile	Apr 24 - Jun 24	Jul 24 - Sep 24	Oct 24 - Dec 24	Jan 25 - Mar 25	2024 - 2025 FY Total
E26: Growing the local social economy - REVENUE					£0

Please input numbers in the yellow cells in the Output Profile below. The values given should be the number of outputs that will be delivered by the Organisation in each Quarter.

SLB Output Profile	Apr 24 - Jun 24	Jul 24 - Sep 24	Oct 24 - Dec 24	Jan 25 - Mar 25	2024 - 2025 FY Total
Number of enterprises receiving financial support other than grants					0
Number of enterprises receiving non-financial support					0
Number of enterprises receiving grants					0
Number of potential entrepreneurs assisted to be enterprise ready					0
Number of people attending training sessions					0

Please input numbers in the yellow cells in the Outcome Profile below. The values given should be the number of outcomes that will be achieved by the Organisation in each Quarter.

SLB Outcome Profile	Apr 24 - Jun 24	Jul 24 - Sep 24	Oct 24 - Dec 24	Jan 25 - Mar 25	2024 - 2025 FY Total
Jobs created as a result of support					0
Jobs safeguarded as a result of support					0
Number of new enterprises created as a result of support					0
Increased amount of investment					0
Number of enterprises engaged in new markets					0

# OC5 Open Calls – Further Advice

# Application support and advice

Read all supporting documentation before starting your bid.

- NCC UKSPF – OC5 Invitation to Bid document
- NCC UKSPF - Investment Plan (including Indicative Deliverables & Expenditure Profile)
- **NCC's renewed Strategic Council Plan**
- **NCC's Economic Recovery Plan**
- NCC UKSPF FAQs

Identify the Investment Priorities you are applying for and complete all relevant questions.

Questions in Part 2 and Part 3 have been weighted. The score (and weighting) for each question is given in the dark grey box to the right of the question.

Ensure your proposal meets the specifics of the Invitation to Bid.

**Do not exceed 500 words for each given question.**



# Assessment Process

Assessment will involve four stages;

1. Gateway (see Part 1: Applicant details slide above)
2. Scoring
3. Moderation
4. Further Moderation (if required)

All applicants will be informed about the outcome of their application.

Successful applicants will enter into a grant agreement with Nottingham City Council

## Stage 2. Scoring

Scores will be awarded low to high based on the scoring framework and within the scoring range for each question.

### **OC5 – Business Growth 2**

Part 2 (Supporting Local Businesses) Project Details on the application form will be scored

Part 3. Quality Assurance on the application form will be scored

Total score will be made up of Part 2 score + Part 3 score



## Stage 3. Moderation

The grants in each Open Call will be awarded to the applicant with the highest score.

Where applications tie on percentages, further moderation criteria will be applied as detailed in Stage 4, or applicants may be invited to discuss/negotiate their total project values.

In selecting projects, overall caps will be applied in line with the maximum total funding available for each Investment Priority in each Financial Year. This may result in applicants being invited to discuss/negotiate their total project values, their planned profiles of expenditure and outputs and outcomes.



## Stage 4. Further Moderation (if required)

Based on the degree of moderation required to end up with grants which do not exceed the maximum funding available in each Investment Priority in each Financial Year, Nottingham City Council, at its discretion, will agree an additional ranking or scoring framework (e.g. taking Unit Cost or Value for Money into consideration).

# Next Steps

This presentation, FAQs from today's workshop and a dedicated UKSPF email address will be published on the Nottingham City Council [UKSPF web-page](#) next week  
[www.nottinghamcity.gov.uk/ukspf](http://www.nottinghamcity.gov.uk/ukspf)

**OC5** Application Forms & Appendices will be published on **Monday 23<sup>rd</sup> October 2023** on the Nottingham City Council [UKSPF web-page](#) along with details on how and when to submit completed documents.

Organisations are encouraged to review these documents when they are published before contacting NCC with any specific queries regarding this Open Call.

Applications must be received by **17:00 on Monday, 4<sup>th</sup> December 2023.**





# Q&A

