



Welcome, introductions and overview of the day

Kirsten Trussell, Head of Strategy & Policy at
Coast to Capital

Overview of Coast to Capital and the ERDF Programme

Councillor Helyn Clack, Surrey County Council

Chair of the Coast to Capital LEP Area European Structural and
Investment Funds (ESIF) Sub-Committee

The Coast to Capital Region

- Coast to Capital Local Enterprise Partnership provides leadership, investment and business support to grow the regional economy.
- We cover a diverse and vibrant area which includes the London Borough of Croydon, East Surrey, Gatwick Diamond, Brighton & Hove, Lewes and West Sussex.



The role of the Coast to Capital ESIF Sub-Committee

The Coast to Capital European Structural Investment Funds (ESIF) Sub-Committee meets quarterly to steer the ESIF programme and advise upon strategic (local) fit and value for money for any applications coming forward for funding.

The £56m Coast to Capital LEP Area 2014-20 ESIF Programme consists of:

- £27m European Regional Development Fund (ERDF)
- £25m European Social Fund (ESF)
- £4m European Agricultural Fund for Rural Development (EAFRD)

What is ERDF?

The European Regional Development Fund (ERDF) supports research and innovation, small to medium sized enterprises (SMEs), and the creation of a low carbon economy.



European Union
European Structural
and Investment Funds



Coast to Capital LEP Area ERDF Priorities

Priority Axis 1

SME/HE/Public Sector
Collaborative Research &
Innovation
(Innovation)

Priority Axis 3

Enhancing the
Competitiveness of SMEs
(Business Support)

Priority Axis 4

Support Low Carbon sector
& Develop its Supply Chain
(Low Carbon)

Contracted ERDF Projects in the Coast to Capital LEP Area

3 projects have been contracted to date:

“Export ASEAN” - Lead Partner: Newable

Priority Axis 3 (Business Support)

ERDF Value: £1,075,601

“South East International Business Growth (SEIBG)” -

Lead Partner: Newable

Priority Axis 3 (Business Support)

ERDF Value: £500,000

“Utilise Plus” - Lead Partner: Sustainable Business

Partnership

Priority Axis 4 (Low Carbon)

ERDF Value: £500,000



European Union
European Structural
and Investment Funds



The Calls

Matthew Heath

ERDF Project Manager at Coast to Capital

10 Key Points About the Calls

1. Call window is open now (it opened on Friday 8th December).
2. Call window closes at 23:59pm on Friday 9th February for the Coast to Capital only Calls and on Friday 26th January for the 2 PA1 Multi-LEP Calls (“Quantum Computing Supply Chain” and “Knowledge to Market Accelerator”).
3. Calls are applied for directly via DCLG, who are the Managing Authority for ERDF in the UK.
4. All of the application forms and guidance you require can be found on the Gov.uk website.
5. Match is set at 50%, so applicants will need to be able to match the ERDF value via either their own and/or partner cash match, beneficiary contributions, or staff time.
6. Minimum project value is £1m (£500k ERDF/£500k Match Funding).
7. Projects can only support Small to Medium sized Enterprises (SMEs) – meaning less than 250 employees and under £50m turnover.
8. Project beneficiary SMEs must be based within the Coast to Capital LEP area.
9. Projects can run for up to 3 years.
10. There is no indicative allocation of funding between Capital and Revenue activity.

Overview

6 Calls totalling £14.35m ERDF for use in the Coast to Capital LEP Area were launched on Friday December 8th 2017

This £14.35m ERDF comprises of:

£4.6m ERDF in Priority Axis 1 (Innovation) Calls (x 3);

- 1 x Priority Axis 1 (Innovation) Call worth £4m ERDF.
- 1 x Priority Axis 1 (Innovation) "Knowledge to Market Accelerator" Call worth £600k ERDF. This is a Cross-LEP Call.
The Coast to Capital element of this Call is worth £100k
- 1 x Priority Axis 1 (Innovation) "Quantum Computing Supply Chain Initiative" Call worth £2.5m ERDF. This is a Cross-LEP Call.
The Coast to Capital element of this Call is worth £500k

£5.75m ERDF in Priority Axis 3 (Business Support) Calls (x 2);

- 1 x Priority Axis 3 (Business Support) "C2C Sector Specific Business Support Programme" Call worth £5m ERDF.
- 1 x Priority Axis 3 (Business Support) "Internationalisation" Call worth £750k ERDF.

£4m ERDF in Priority Axis 4 (Low Carbon) Calls (x 1);

- 1 x Priority Axis 4 (Low Carbon) Call worth £4m ERDF.

Priority Axis 1: Strengthening Research, Technological Development and Innovation

Total Commitment for this Call = £4m ERDF

ERDF Investment Priority 1b: Innovation Support for Businesses.

C2C Intervention Area 1: Promote SME/HEI/Public Sector collaborative Research & Innovation and Commercialisation

As set out in Coast to Capital's response to the Government's Industrial Strategy green paper, there are 3 key innovation investment priorities:

- To promote collaboration between our Universities and businesses across the region in order to support wider knowledge transfer.
- To promote links between our digital hubs and wider industry in order to promote digital transformation and the use of big data across all economic sectors in order to boost productivity.
- Further development of the 'innovation centre' type model in order to identify and boost highly productive small businesses and to help them grow within our region.

We encourage projects which address these 3 key innovation investment priorities without duplicating any existing activities taking place in the LEP area.

Priority Axis 1: Strengthening research, technological development and innovation

Total Commitment for this Call = £600k ERDF (£100k in the Coast to Capital LEP Area)

“Knowledge to Market Accelerator”

ERDF Investment Priority 1b: Innovation Support for Businesses.

Coast to Capital Intervention Area 1: Promote SME/HEI/public sector collaborative Research & Innovation and Commercialisation

Projects should build on the work already done by the Science and Innovation Audit. It should bring together major businesses that are engaged in the procurement and development of digital enabling technologies, and universities with world leading capabilities and a track record of commercialising research and the region’s network of LEPs.

Project activity can take place in the Coast to Capital, Enterprise M3, Dorset, Thames Valley Berkshire and Solent LEP areas and must compliment the ERDF Innovation (PA1) projects already taking place in those areas, along with complimenting any domestically funded innovation-based schemes, and must not duplicate or overlap with any similar existing schemes or services on offer in the area – including the work of the Growth Hubs in those areas. Projects of £500k ERDF (£1m Total Project Value) will be considered for support.

Priority Axis 1: Strengthening research, technological development and innovation

Total Commitment for this Call = £2.5m ERDF (£500k in the Coast to Capital LEP Area)

“Quantum Computing Supply Chain Initiative”

ERDF Investment Priority 1b: Innovation Support for Businesses

Coast to Capital Intervention Area 1: Promote SME/HEI/public sector collaborative Research & Innovation and Commercialisation

The Quantum Supply Chain Initiative aims to build capacity and presence in the development of products using quantum technology in advance of significant commercial demand. Proposals for a Quantum Supply Chain Initiative should build on the work identified in the Science and Innovation Audit. It should bring together major businesses that are engaged in the procurement and development of digital enabling technologies (as highlighted in the SIA Report), universities with world leading capabilities and a track record of commercialising research and the region’s network of local enterprise partnerships.

Project activity can take place in the Coast to Capital, Enterprise M3, Dorset and Solent LEP areas and must compliment the ERDF Innovation (PA1) projects already taking place in those areas, along with complimenting any domestically funded innovation-based schemes, and must not duplicate or overlap with any similar existing schemes or services on offer in the area – including the work of the Growth Hubs in those areas. Projects of a minimum size of £500k ERDF (£1m Total Project Value) up to a maximum size of £2m ERDF (£4m Total Project Value) will be considered for support.

Outputs under Priority Axis 1

Investment Priority 1b

| | |
|-----|---|
| C1 | Number of enterprises receiving support |
| C2 | Number of enterprises receiving grants |
| C3 | Number of enterprises receiving financial support other than grants |
| C4 | Number of enterprises receiving non-financial support |
| C5 | Number of new enterprises supported |
| C6 | Private investment matching public support to enterprises (grants) |
| C8 | Employment increase in supported enterprises |
| C26 | Number of enterprises cooperating with research entities |
| C28 | Number of enterprises supported to introduce new to the market products |
| C29 | Number of enterprises supported to introduce new to the firm products |
| P2 | Public or commercial buildings built or renovated |

Priority Axis 3: Enhancing the Competitiveness of Small and Medium Sized Enterprises

“Coast to Capital Sector Specific Business Support Programme”

Total of Commitment for this Call = £5m ERDF

ERDF Investment Priority 3c: Supporting the creation and extension of advanced capacities for products, services and development.

Coast to Capital Intervention Area 3: Improve business support for all stages of SME development & growth

Digital Sector Support

Digital Theme: “Digital network of excellence in Coast to Capital”

Life Sciences (LS) Sector Support

LS Theme 1: “Stimulating innovation across niche sectors”

LS Theme 2: “Meeting the skills demand for the life sciences cluster”

Advanced Manufacturing & Engineering (AME) Sector Support

AME Theme 1: “Accessing prototyping and testing facilities”

AME Theme 2: “Specialised mentoring scheme for advanced engineering”

AME Theme 3: “Accessing technologies of the future”

Any proposed activity must compliment the ERDF Business Support (PA3) projects already taking place in the Coast to Capital area and must not duplicate or overlap with any similar existing schemes or services on offer in the area – including the work of the Coast to Capital Growth Hub. Applications for a minimum of £500k ERDF (£1m Total Project Value) up to a maximum of £5m ERDF (£10m Total Project Value) – against one to all (i.e. any) of the above themes - will be considered for support.

Outputs under Priority Axis 3

Investment Priority 3c

| | |
|-----|---|
| C1 | Number of enterprises receiving support |
| C2 | Number of enterprises receiving grants |
| C3 | Number of enterprises receiving financial support other than grants |
| C4 | Number of enterprises receiving non-financial support |
| C5 | Number of new enterprises supported |
| C6 | Private investment matching public support to enterprises (grants) |
| C8 | Employment increase in supported enterprises |
| C29 | Number of enterprises supported to introduce new to the firm products |
| P2 | Public or commercial buildings built or renovated |
| P13 | Number of enterprises receiving Information, Diagnostic and Brokerage support |

Priority Axis 3: Enhancing the Competitiveness of Small and Medium Sized Enterprises

“Internationalisation” (SME Export Support) Total Commitment for this Call = £750k ERDF

ERDF Investment Priority 3d: Increase growth capacity of SMEs

Coast to Capital Intervention Area 3: Improve business support for all stages of SME development & growth

The support provided through this specific objective will help businesses to develop their internal capability in order to improve their productivity, grow and create jobs.

We are particularly looking for projects which can offer advice and support for small and medium sized enterprises (SMEs) to enter, establish and expand in new domestic and international markets.

Activities can target both domestic and foreign-owned SMEs.

It is essential that this scheme links with other programmes of support related to international trade including the ASEAN Business Development Support and International Trade support projects which have recently received their European Regional Development funding contracts, and any other related provisions in the area – including the work of the Coast to Capital Growth Hub.

Project activity should take place in the Coast to Capital LEP area.

Outputs under Priority Axis 3

Investment Priority 3d

| | |
|-----|---|
| C1 | Number of enterprises receiving support |
| C2 | Number of enterprises receiving grants |
| C3 | Number of enterprises receiving financial support other than grants |
| C4 | Number of enterprises receiving non-financial support |
| C5 | Number of new enterprises supported |
| C6 | Private investment matching public support to enterprises (grants) |
| C8 | Employment increase in supported enterprises |
| C29 | Number of enterprises supported to introduce new to the firm products |
| P2 | Public or commercial buildings built or renovated |
| P13 | Number of enterprises receiving information, diagnostic and brokerage support |

ERDF Priority Axis 4: Supporting the Shift towards a Low Carbon Economy in All Sectors

Total Commitment for this Call = £4m ERDF

Investment Priorities:

4a: Promoting the production and distribution of energy derived from renewable sources.

4b: Promoting energy efficiency and renewable energy use in enterprises.

4c: Supporting energy efficiency, smart energy management and renewable energy use in public infrastructure, including in public buildings, and in the housing sector.

4e: Promoting low-carbon strategies for all types of territories, in particular for urban areas, including the promotion of sustainable multimodal urban mobility and mitigation-relevant adaptation measures.

4f: Promoting research and innovation in, and adoption of, low-carbon technologies.

Projects coming forward must add benefit to, and work in synergy with, already approved ERDF low carbon projects in the Coast to Capital LEP area, rather than duplicating them, and the work must complement that of the Coast to Capital Growth Hub.

Outputs under Priority Axis 4

Investment Priority 4a

| | |
|-----|---|
| C1 | Number of enterprises receiving support |
| C5 | Number of new enterprises supported |
| C30 | Additional capacity for renewable energy production |
| C34 | Estimated annual decrease of greenhouse gases |

Investment Priority 4c

| | |
|-----|---|
| C31 | Number of households with improved energy consumption |
| C32 | Decrease of annual primary energy consumption of public buildings |
| C34 | Estimated annual decrease of greenhouse gases |

Investment Priority 4f

| | |
|-----|---|
| C1 | Number of enterprises receiving support |
| C5 | Number of new enterprises supported |
| C26 | Number of enterprises cooperating with research entities |
| C29 | Number of enterprises supported to introduce new to the firm products |
| C34 | Estimated annual decrease of greenhouse gases |

Investment Priority 4b

| | |
|-----|---|
| C1 | Number of enterprises receiving support |
| C34 | Estimated annual decrease of greenhouse gases |

Investment Priority 4e

| | |
|-----|---|
| C1 | Number of enterprises receiving support |
| C34 | Estimated annual decrease of greenhouse gases |

ERDF Project Case Study: Thames Valley Science Park Gateway Building at the University of Reading

Dorothy Grobler

***Contract Manager, Department for Communities and Local
Government (DCLG)***

Thames Valley Science Park

‘TVSP Project’ refers to the development of Thames Valley Science Park

‘ERDF Project’ refers to that part of the TVSP Project supported under ERDF



What aspire to be



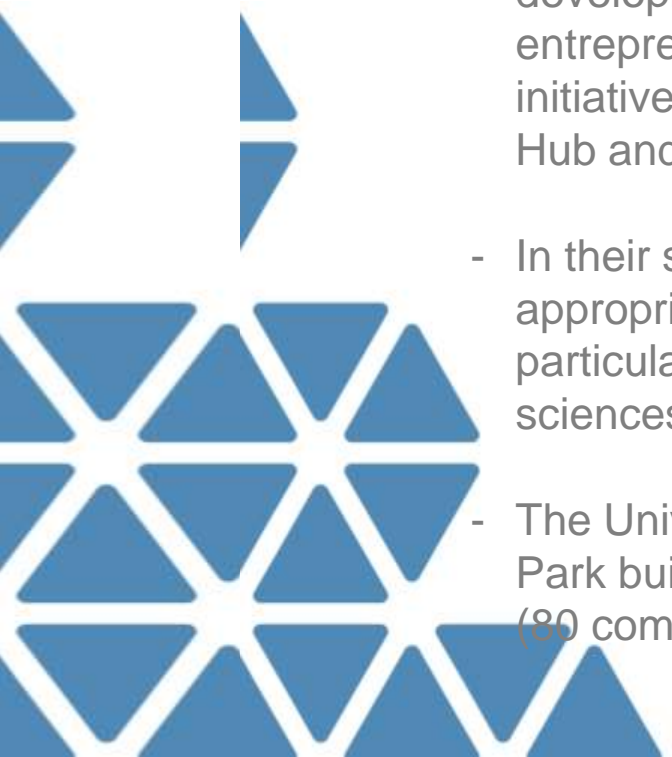
An anchor for innovation and
innovative companies in the
Thames Valley; The physical centre
of a virtual community



Strategic importance- Why?



- The LEP, as part of its strategy, sought to encourage development of the region as a centre for entrepreneurial and innovative businesses (hence initiatives to support SME growth and funding: Growth Hub and Funding Escalator)
- In their strategy the LEP recognised the lack of appropriate facilities for innovation led businesses, particularly those needing labs (life and health sciences)- an ERDF call for a Science Park
- The University has the ambition to develop a Science Park building on its establish community of innovation (80 companies in innovations centres on the campus)



Strategic link- How?



- The University had obtained planning consent to develop a Science Park with the ambition to create up to 5,000 new jobs and establish 800,000sqft of space on University land. It was minded to invest but the level of initial investment needed on a green field site meant to investment return did not stack up
- ERDF funding was sought for the 'ERDF Project' to create circa 30,000sqft of lab space in the first phase of development.
- ERDF application made spring 2015 and GFA completed Feb 2017



What have we done?



Spring 2015

November 2017



What has being delivered?



- Planning consent for a 50 acre development
- A Gateway Building with 50,000sqft of business space, amenity hub and café
- 30,000sqft of lab space for the Life and Health sciences sector (the 'ERDF Project')
- 15 companies to move in employing approx. 300 people
- A new Thames Valley Innovation Catalyst providing flexible workspace, business support and accelerator programmes linked to Henley Business School and sponsored by Barclays

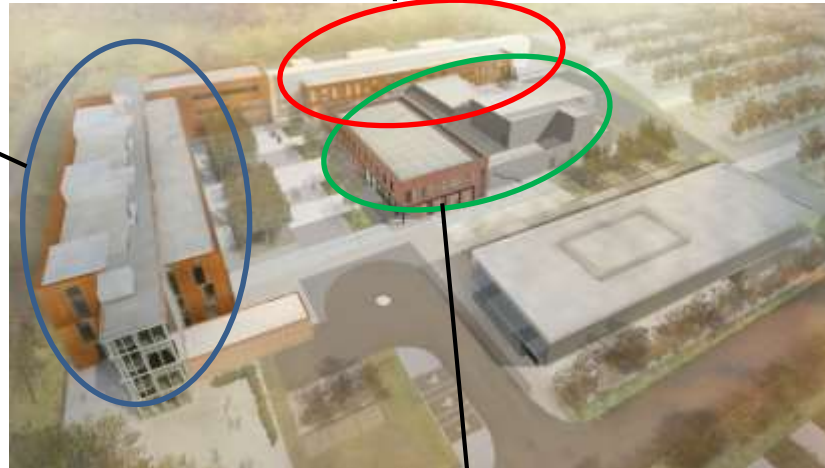
TVSP; an emerging life sciences cluster



What else has happened?

Building 2- planning permission applied for, autumn 2017

The Gateway- part ERDF funded. Opening Jan 18



The Rutherford Cancer centre developed by Proton Partners- opens 2018

Challenges!



- Time and complexity of the process- patience....
- Finding the most appropriate way to fit a project which ticked all the strategic boxes into the scheme rules
- State Aid
- Feel free to contact David Gillham, TVSP Director (d.j.gillham@tvsp.co.uk) for any further information





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European Union
European Regional
Development Fund

European Regional Development Fund 2014-2020

Coast to Capital LEP Area Event

The Application Process

15 December 2017

Simon Golden, Vicki Bidwell, Ewan McIntosh

Greater South East Growth Delivery Team, DCLG



Where to start?

- Find the **Call Specification** on *Funding Finder*
- Refer to the **Operational Programme** – activities that do not contribute to the Operational Programme are ineligible for ERDF support
- Refer to the priorities and targets of the local **ESIF strategy** for the LEP area/s covered by your project; and
- the **national guidance** available which sets out the rules under which the ESIF programme is governed and managed.

Strategic alignment is crucial.



The screenshot shows a web browser window displaying the GOV.UK website. The address bar shows the URL: <https://www.gov.uk/guidance/england-2014-to-2020-european-structural-and-investment-funds>. The page title is "Guidance: England 2014 to 2020 European Structural and Investment Funds". The page content includes a search bar, navigation links, and a section titled "Information about the European Structural and Investment Funds programme for 2014 to 2020 in England:". The page also features a "Contents" section with a link to "About the European Structural and Investment Funds Growth programme". The footer of the page shows the date "09:43 06/05/2016".

<https://www.gov.uk/guidance/england-2014-to-2020-european-structural-and-investment-funds>

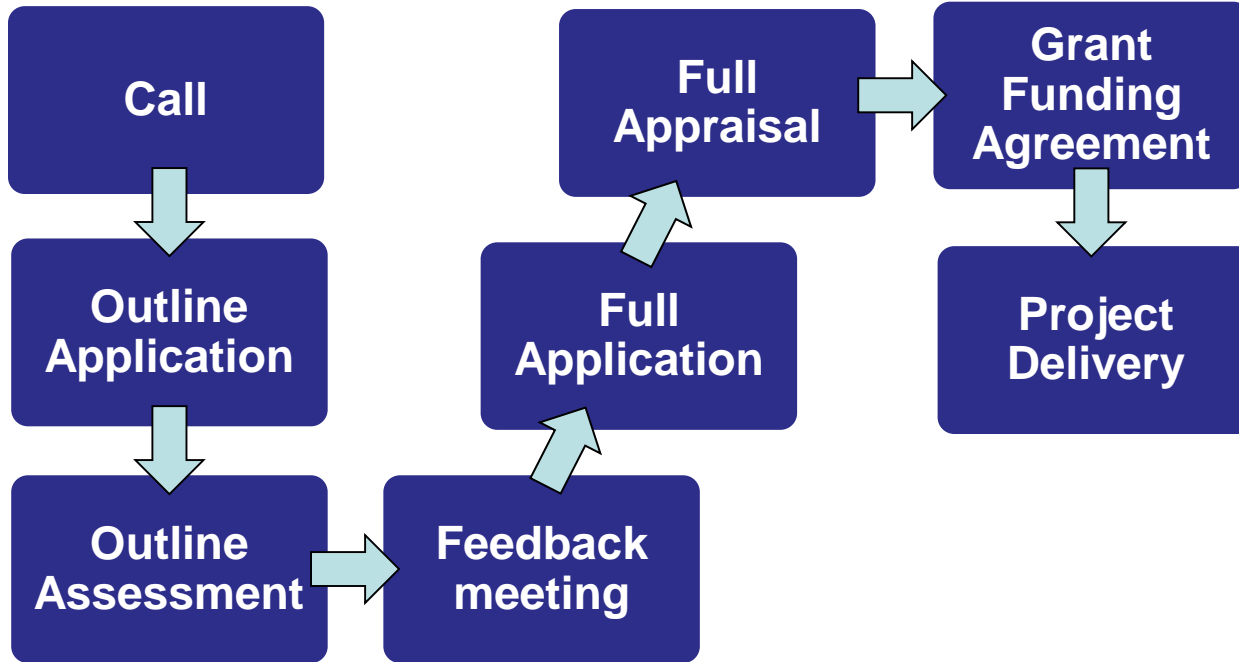


Department for
Communities and
Local Government



European Union
European Regional
Development Fund

The Applicant's Journey - Overview





Application process

- Managing Authority (MA) publishes the **Call specification**
- Applicant submits an **Outline application** to the MA
- MA prepares an **Outline Assessment** – Gateway and Core
- If positive, the LEP Area **ESIF sub-Committee provides advice** on strategic fit and value for money
- MA completes the **Outline Assessment**
- Applicant receives a **written response**
- Successful applicants invited to attend a **feedback meeting** before submitting a **Full Application** for appraisal
- If successful, **Grant Funding Agreement** issued



Outline Assessment - Gateway Assessment

- Is the **project proposer** eligible?
- Is the **proposed activity** and associated **expenditure** eligible?
- Is there clear evidence that it contributes to the needs or opportunities identified in:
 - **the Call**
 - **the Operational Programme**
 - specific objectives
 - outputs (relevant priority axes)



Outline Assessment - Core Selection Criteria

- Strategic Fit – advice from Sub-Committee
- Value for money – advice from Sub-Committee
- Deliverability
- Management and Control
- Compliance
 - Procurement
 - State Aid
 - Publicity
- Cross Cutting Themes
 - Sustainability
 - Equality and Diversity



Top tips

- Narrative should be clear, simple, focused (we want to understand it)
- Check eligibility of activity
- Links to strategic priorities and the local area ESIF Strategy
- Value for money
- Clean match funding
- Provide informed rationale for setting the Output levels
- Be clear about who will deliver the project, their role and cost
- Budget for the Summative Assessment
- Be careful about state aid (de minimis/GBER), procurement and publicity
- Think about future audits and how to retrieve the audit trail easily



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Supporting Local Growth 2017



England European Regional Development Fund Programme 2014 - 2020



European Union
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Lots of case studies are available in the November 2017 edition of *Supporting Local Growth*, available at [https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/656518/2014-2020 ERDF Case Study Booklet 2017.pdf](https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/656518/2014-2020_ERDF_Case_Study_Booklet_2017.pdf)

Match Funding Options

Matthew Heath

ERDF Project Manager at Coast to Capital

Match Funding – General Points

The intervention rate for match funding on this ERDF programme is set at a minimum of 50%.

All match funding must come from a 'clean' i.e. non-European source (so you cannot obtain a European grant and use that to match fund another project).

There is nothing in the EU regulations that prevents applicants from using capital expenditure as match for revenue ERDF, or vice versa.

What can be used to match ERDF?

- Cash
- Staff Time
- SME (Project End Beneficiary) Contributions
- Loans
- Land or Buildings

Staff Time as Match

- Project partner (lead, delivery or strategic) staff time can be used as match providing those partner organisations are named in the co-signed project funding agreement and those persons and their roles are named in the SLA/partnership agreement.
- Only their time spent on the project can be used as match, with each person being required to submit signed monthly timesheets showing all of their hours worked on the project and otherwise for each quarterly claim made by the lead partner of the project. It is the lead partner's responsibility to ensure that this information is correct.
- All partner staff time must have already been defrayed (paid) by the employer before it can be claimed by the project.

SME (Project End Beneficiaries) Contributions as Match

- Contributions from SMEs can be included in the funding package provided these will contribute towards the total eligible costs of the project.
- At full application stage a project cash flow forecast should be submitted.
- The applicant will be required to provide a quarterly update on the cash flow projection and SME contributions received through the progress monitoring reports.

Loans as Match

Loans from banks, building societies or elsewhere may be used as match funding, providing the loan has been secured by the time the ERDF funding agreement has been co-signed by the applicant.

Land or Buildings as Match

- The amount of match provided in the form of land or buildings is restricted to a maximum of 10% of the total eligible costs of the project.
- The value of the land or building must have been recently certified by an independent, appropriately qualified person/body on the basis of current open market value.
- It will be necessary to demonstrate that the land or building will be dedicated exclusively for use for the delivery of the project for the project's lifetime.

Lunch Break & Networking Session

Lunch options are available from Horsham Railway Station or Pavilions Leisure Centre – both inside of 5 minutes' walk from Horsham Training Centre – or from Horsham town centre, which is a 15 minute walk away.

1 hour – please try to be back for 1:30pm

Group activity session

Delegates can explore the funding opportunities under each theme, identify their project roles, build potential project partnerships, form (or build upon) project ideas, and discuss possible match funding options.

ERDF eligibility surgeries, networking and afternoon refreshments

Delegates will have the chance to have a 10 minute 1 to 1 surgery slot with an expert to discuss the eligibility of their project idea(s).

Wrap up, next steps, and close

Thank You

Useful Links

The 6 Open ERDF Funding Calls: [Here](#)

Outline Application Forms & Guidance: [Here](#)

Eligibility Guidance (Including Match Funding Guidance): [Here](#)

Priority Axis 4 Specific Guidance: [Here](#)

State Aid Guidance: [Here](#)

Procurement Guidance: [Here](#)

Outputs & Results Guidance: [Here](#)

Project Selection Criteria Guidance: [Here](#)

ERDF Project Case Studies Booklet: [Here](#)