

# Open for Business

WEST SUSSEX | CROYDON | BRIGHTON & HOVE | LEWES | GATWICK DIAMOND



## LATEST NEWS...

### Coast to Capital seeks £559m from Whitehall

On 31 March, we delivered our region's Strategic Economic Plan to Government, outlining bold and far reaching plans for economic growth. Our thanks go to everyone who collaborated on this important document including all 17 local authorities in the Coast to Capital region, who unanimously supported the plan.

In summary, Coast to Capital is seeking £559 million funding from central government over the next six years for a widespread investment programme to create 60,000 jobs, produce 27,000 new homes and provide 970,000 sq.m. of new employment space and infrastructure improvements (including transport and flood defences).

"Throughout the whole process, we have sought to see things afresh, to redefine possibilities and to create solutions for tough problems" says Ron Crank, chief executive. "We have addressed the views of our local communities whilst meeting the needs of our Whitehall funders."

The plan will now be considered by Government alongside the 38 other plans prepared by LEPs across the UK competing for a share of the Growth Fund. View the documents online [here](#).



### £5m fund launched to help companies grow

On 27 March, in the presence of more than 120 business leaders, we were delighted to launch a new £5 million fund to help local companies access the finance they need to grow and create jobs.

The Coast to Capital Funding Escalator can provide equity investments up to £125,000 and loans up to £200,000 for small and medium sized businesses (SMEs). Managed on our behalf by The FSE Group, the fund includes a £4 million Expansion Loan Scheme (providing between £50,000 and £200,000 to established SMEs) and a £1 million Growth Fund (providing between £50,000 and £125,000 as an equity investment to earlier stage SMEs).

Funding is available to businesses based in the Coast to Capital region. For more information, or to apply for funding from the Coast to Capital Funding Escalator, please visit [www.c2cbusinessfunding.co.uk](http://www.c2cbusinessfunding.co.uk).



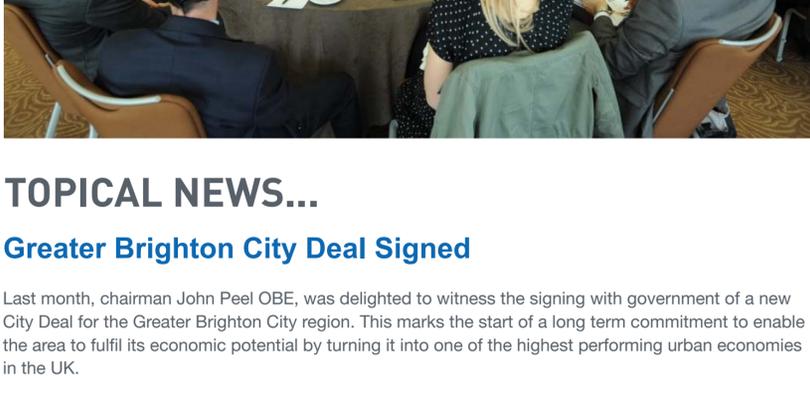
Daryl Gayler - Board member, Coast to Capital, Ron Crank - Chief Executive, Coast to Capital and Martin Coomber - Fund Manager, The FSE Group.

### Partner Forum largest yet...

More than 120 regional business leaders and policy makers attended our Partner Forum held on 27 March at Epsom Racecourse, Surrey. The Forum meets every six months and brings together all of our partners from across the region.

Speakers included Guy Stephenson, chief commercial officer (CCO), Gatwick Airport; Alex Bailey, chief executive, Adur & Worthing Councils; Katherine Atkinson, chief executive, RAISE and several companies who benefited from Coast to Capital schemes aiding business expansion.

View more photographs from the event on Flickr [here](#).



## TOPICAL NEWS...

### Greater Brighton City Deal Signed

Last month, chairman John Peel OBE, was delighted to witness the signing with government of a new City Deal for the Greater Brighton City region. This marks the start of a long term commitment to enable the area to fulfil its economic potential by turning it into one of the highest performing urban economies in the UK.

Brighton & Hove City Council leader Jason Kitcat said: "Greater Brighton City Deal is just the beginning of a collaborative approach which will see the city and the surrounding region reach its potential. This is the beginning of an exciting journey to devolving more powers and responsibility to our city region."

John Peel added: "The City Deal is a fine example of how partnerships between the public and private sectors can make a significant difference to the future prosperity of an area."



### Supporting Gatwick Expansion

On 4 April, London Gatwick Airport launched a six week public consultation to provide further information on the three options proposed to the Airports Commission in Gatwick's initial submission last July.

Recognising that its local communities will have many questions about a second runway, Gatwick is giving the public an opportunity to discover more and express their views on the plans. People are able to respond, either online via the airport website, in person at one of 16 public exhibitions, or by post.

A website has been set up by business organisations located in the Gatwick area to garner support for the proposals. Discover more and register your support at: <http://www.isupportgatwickexpansion.co.uk/>



### Finance Professionals are no April fools

Coast to Capital hosted a group of financial and professional advisers at the Courtyard by Marriott hotel, Gatwick on 1st April to bring them up to date on the work of the LEP and its new portfolio of financial and business growth grant products.

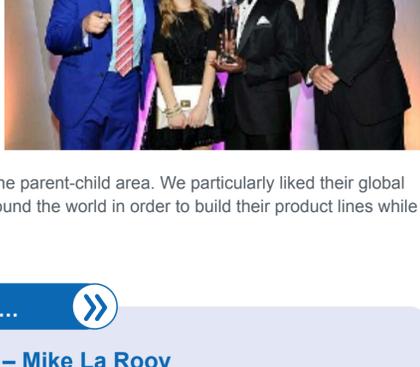
Over breakfast, Ron Crank spoke to 30 professional advisers about Coast to Capital's new funding schemes which are now available to support business growth e.g. for operations, new product development and capital equipment.



### Opus Innovations Ltd wins Gatwick Diamond Business Award

We were delighted to support this year's 2014 Gatwick Diamond Business Awards and name Opus Innovations Ltd as the winner of our New Business of the Year category. Located in Manor Royal Business District, Crawley, the company was established in 2009 to create and market innovative solutions to everyday problems.

They collected their award from both our chairman, John Peel and comedian Tim Vine at a ceremony held at the Copthorne Effingham Park Hotel. Chairman John Peel said: "Opus Innovations has taken the approach of 'Opus fresh thinking to everyday problems, focusing on the parent-child area. We particularly liked their global outlook – taking time to discover products from around the world in order to build their product lines while developing their own products in-house.'"



### SPOTLIGHT ON...



Mike worked for Ford in New Zealand. Mike was educated in New Zealand and graduated from the University of Canterbury.

#### Board Member – Mike La Rooy

Mike is a business representative on the board of Coast to Capital and acts as champion for the Brighton and Hove Economic Partnership. He works for Global Express in Brighton where he is responsible for the firm's global capability strategy and deployment for card servicing.

Mike leads a team of over 500 employees across several countries and has extensive international business experience working for American Express in New York, Hong Kong and Sydney. He has worked in operations, finance and IT functions. Before joining American Express,

## PARTNERSHIP IN ACTION....

### Export Week

We joined forces with UK Trade & Investment and other partners to deliver a major event during Export Week earlier this month, with more than 130 companies attending the workshops, exhibition, talks and networking at the AMEX Stadium.

Designed to showcase the benefits of trading internationally, the event highlighted the support available to help businesses grow.

We are keen to significantly increase the number of companies trading internationally from the Coast to Capital region. Whilst manufacturing plays a significant role in our region's exports, the largest sector by number of export companies is 'finance and business'.



Malcolm Brabon, Coast to Capital's growth development manager says research has estimated that there are up to 10,500 potential new exporters in our region. "These businesses require appropriate information and hands on support to help them achieve their export potential. That's why we are keen to encourage companies to use the services provided by UKTI."

#### DID YOU KNOW...

- 1 in 6 businesses located in the Coast to Capital region export.
- There are an estimated 11,489 exporters in the Coast to Capital region.
- Their performance far outweighs non exporters. They generate £14.2bn for the Coast to Capital's economy, equivalent to 38% of the LEP region's GVA.
- Whilst the EU and North America have the highest percentage of export activity by value in the Coast to Capital area, there is significant penetration in other regions including Asia and Oceania.

### Coast to Capital Stand at the Build Surrey Construction Forum

Last month, we attended the Build Surrey Construction Forum on 18th March at Epsom Downs Racecourse. The event enticed over 300 delegates to attend from local based construction businesses, as well as around 50 exhibitors promoting their services including Balfour Beatty, Kier Construction Ltd, FSB and NESCOL College. It was a great opportunity for us to promote our Growing Places Fund to agents and developers. Discover more [here](#).



### Coming Up...

Invitations are being issued for the next Coast to Capital Agents & Developers event taking place on 15 May. The event is aimed at business leaders from the construction industry, lettings agents and business developers. If you wish to attend, please email [julia@prowse.co.uk](mailto:julia@prowse.co.uk).

**CONTACT US**

To find out more on any of these news items or about our major themes email:

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Visit [www.coast2capital.org.uk](http://www.coast2capital.org.uk) for the whole picture or email: Ron Crank, Chief Executive [ron.crank@coast2capital.org.uk](mailto:ron.crank@coast2capital.org.uk)

Logos for UK Trade & Investment, BHEP Brighton & Hove Economic Partnership, Coastal West Sussex, Gatwick Diamond Initiative, Strategic Partnership Croydon, and West Sussex Rural Partnership.