

# Business Support & Funding Opportunities for SMEs in Coventry & Warwickshire



**Andy Williams**  
**26<sup>th</sup> February 2019**  
**#smecwfunding**

# Agenda

- Welcome
- Opening remarks from Cllr Jim O'Boyle – Cabinet member for Jobs & Regeneration
- New ERDF Programmes: Opportunities for SMEs
- Case studies :
  - Mobilerecon – John Cullen
  - Alchemie – Karl Hagett & Cliff Jones
  - R53 Engineering – Roger Estrada
- Q&A and Networking
- Close of event

# New ERDF Programmes 2019-2021



# Our Partners



**Coventry & Warwickshire**  
Local Enterprise Partnership



**GrowthHub**



**Coventry City Council**



Coventry &  
Warwickshire

**cda**

MAKING A DIFFERENCE



**European Union**

European Regional  
Development Fund



Prince's Trust

**YOUTH  
CAN  
DO IT**



**Coventry & Warwickshire  
Chamber of  
Commerce**

The Ultimate Business Network



**Warwickshire  
County Council**

# More support to help you succeed

- A continued Business Support offer to address your barriers to growth
- Capital grants to help you grow or improve productivity
- Expanded Green Business offer
- Resource Efficiency audits
- Continued Innovation support
- Revenue grants to help you develop new products or technologies
- Continuing to support new businesses





# Summary of Programmes

- Value of current ERDF Programmes – over £20m
- Grants available to SMEs:
  - £3.6m capital grants
  - £1.3m revenue grants
- Jobs created - 600
- SMEs supported - 900
- No. of grants awarded - 190

# COVENTRY & WARWICKSHIRE BUSINESS SUPPORT PROGRAMME

- In-depth support for new business start-ups
- Addressing barriers to growth faced by SMEs
- 1:1 support and workshops in specialist subject areas
- Grant of £1k - £50k to support capital investment
- Support job creation and economic growth



# COVENTRY & WARWICKSHIRE **GREEN BUSINESS** PROGRAMME

- Energy Efficiency Grants - £1k-£50k
- Audits & support to improve energy and resource efficiency, water and waste, foster growth and adopt low carbon technologies
- Save at least 2,500 tonnes of carbon emissions
- Free membership Green Business Network





# COVENTRY & WARWICKSHIRE INNOVATION PROGRAMME

- Support SMEs to develop, test and launch new products, services & technologies
- Revenue and Capital Grant - £1k - £100k
- Specialist one-to-one support
- Usability testing
- Workshops and seminars on specific innovation themes



# Case studies



mobilerecon  
iPad, iPhone and Mac Repairs

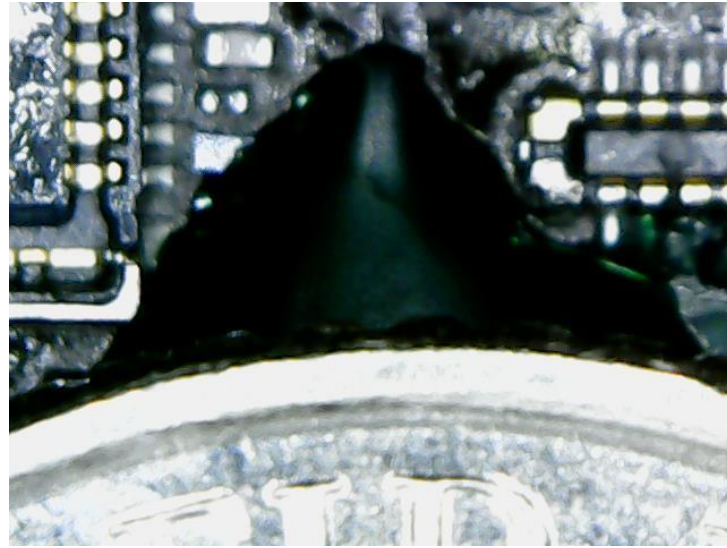
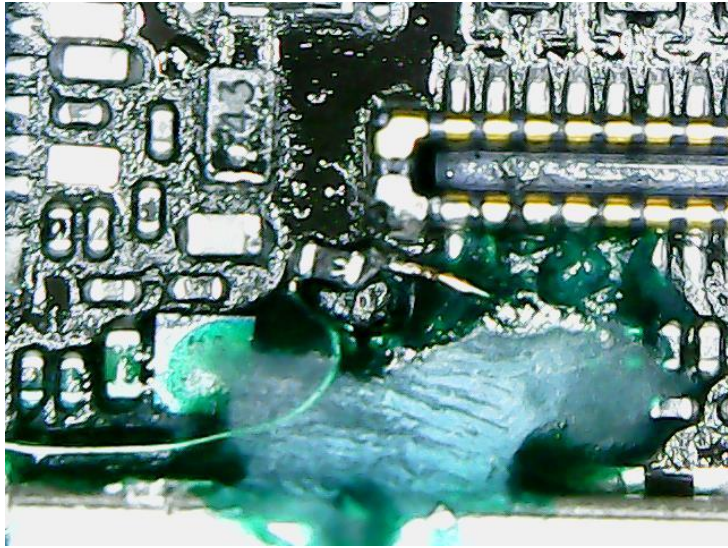
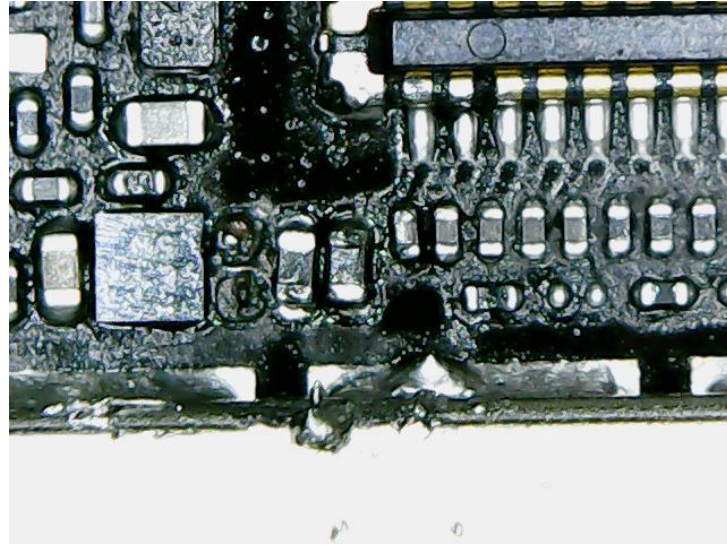
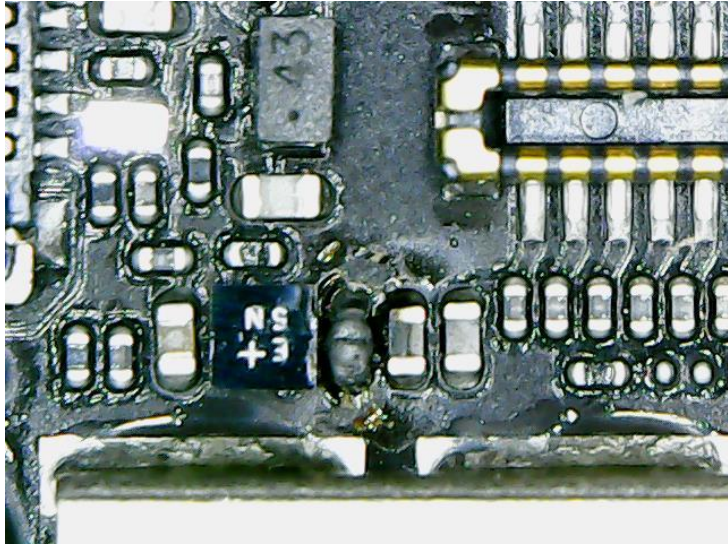
John Cullen – Managing Director

Specialists in out-of-warranty Apple device repair

General repair, data recovery and accessory sales









Established in 2014

Based in Kenilworth and now in Coventry

Turnover doubled 2014-2015, 2015-2016 and 2016-2017

2 staff members (including me)

Our premises in Kenilworth.....



Supported through Business Support  
Programme

Total CAPEX spend on expansion (inc. VAT):  
**£38,964**

Total CAPEX spend on expansion (excl. VAT):  
**£32,470**

Total grant awarded : **£9,741**











This would not have happened without the help received

Have a detailed plan, if you don't know where to start.... ask for help

Seek specialist financial help in order to source/secure funding

If you need new premises, start your property search early

If you're fitting the building out or purchasing new equipment, get a number of quotes and allow time for these to come through

Develop relationships, involve contractors and suppliers in the process

No retrospective claims, so be organised with finances in place

DO NOT forget your cash flow.... you need to spend the money in order to claim it back

**GOOD LUCK!!**



Karl Haggett

Cliff Jones

# Background

- Alchemie Ltd is a privately owned U.K company with over 30 years of manufacturing experience in the Polymer Resin industry. Our core business is the formulation and manufacture of Epoxy and Polyurethane Resin products. We also manufacture and supply RTV Silicone Rubber and Model board, plus a wide range of Ancillary products.
- We export to over 50 different countries, and our products are used across a diverse selection of industry sectors which includes; Composites, Formula 1, Rail, Oil & Gas, Pattern-making, Foundry and Modelmaking.
- Having our own in-house Research and Development facility enables us to offer our customers bespoke resin solutions to meet their own specific product requirements.



# Current Premises





# Grant Process

- Energy Audit to research areas for efficiency improvement
- Potential energy savings identified
- Provide:
  - Company financial information
  - Cashflow forecast
  - Business Plan
  - Obtain 3 quotes
  - Justify chosen supplier
- £36,000 investment, with a 20% grant of £7200
- 8 week process

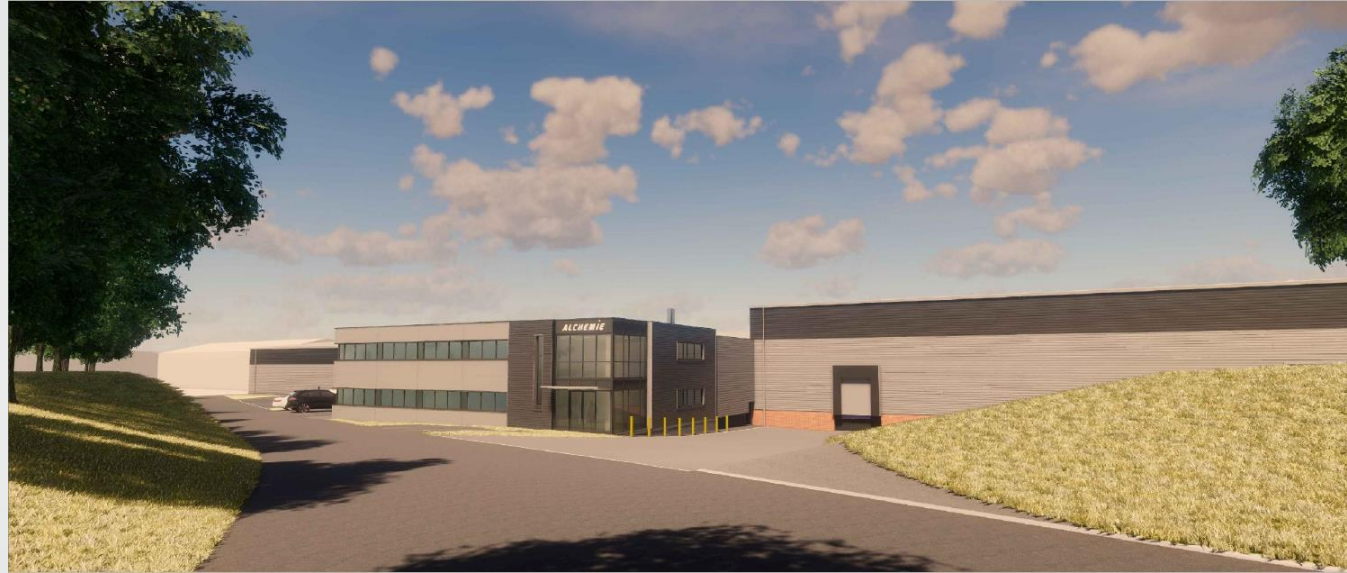
# Green Grant - New Boiler System





# Future Plans

- Planned Build Expansion 2019/2020
- LED lighting
- Solar panels
- Reroofing of existing buildings





Questions?



*Advanced Suspension Technology*

Roger Estrada

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## **Bespoke Suspension Solutions**

February 2019



❖ **Bespoke suspension systems** Shock absorbers for high performance vehicles

- ❖ Best Solution for each application
- ❖ Road / Track day and Racing
- ❖ New technologies– Continuous development to improve efficiency



❖ **R53 suspension**

- ❖ Highly engineered and optimized dampers - Complete and bespoke adaption to the vehicle specifications and requirements
- ❖ Fast and efficient customer support
- ❖ PENSKE Racing shocks (USA) and R53 engineering technical partnership
- ❖ Quality Assurance (ISO9001 processes)
- ❖ High performance

❖ Our **success** is founded on the principles of Motorsport robust development processes:

- ❖ Timely delivery, efficiency and exacting quality standards

# R53 CUSTOMERS

MOTORSPORT | AUTOMOTIVE | DEFENCE



Motorsport



HYUNDAI  
Motorsport



Mahindra  
RACING



# R53 CURRENT PROGRAMMES

MOTORSPORT | AUTOMOTIVE | DEFENCE



Official suspension supplier



GT4 homologated dampers



Bespoke road car dampers



GT3 homologated dampers



3x FE teams damper supply



High performance road car dampers



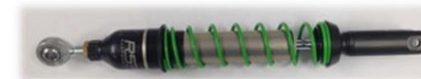
FE gen2 homologated damper

## R53 INNOVATION Grant £100K



### ❖ PROJECTS

- **Throttle damper** – Secured single supply to all Formula E cars
  - New product + Higher volume purchase
- **Formula E damper**– Secured export contract with Renault Sport - Formula E program
  - New product + New high value customer
- **GT damper** – Secured contract with Bentley – Bentley Continental GT3 program
  - New product + New high value customer





## SUPPORT

- R53 was supported by Warwickshire County Council
- Help in application preparation
- Support throughout the process with the claims

## RECOMMENDATIONS

- Understand your needs
- Engage with the the Grant Program Business Advisors and discuss your plans
- Make application for suitable grant
- Plan your cash flow carefully

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# Questions?

# Contact Details



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