

# Greater Norwich – New Anglia LEP Growing Business Fund case studies

## Background:

The Growing Business Fund is New Anglia LEP's flagship fund, providing up to £500,000 grants at up to 20% of project costs, which can be used to leverage funding from other sources such as banks and other financial organisations to help businesses expand and create jobs. To date, the Growing Business Fund has awarded grants worth £16 million to 300 businesses in the East, forecasted to create more than 2,100 jobs and secure nearly £100m in private investment.

More information can be found here: <http://www.newanglia.co.uk/growing-business-fund/>

### Liftshare.com

Norwich, Norfolk

**£20,000 Grant Awarded**

**2 new jobs created**



Established in 1998, Liftshare is a social enterprise that helps individuals to travel more sustainably by sharing their journeys. Liftshare funds itself by helping businesses and organisations in the UK set up their own online journey-matching tools to encourage local car-sharing and more sustainable mobility.

Their schemes help organisations of all sizes reduce their carbon footprint, alleviate parking problems and work towards green travel and CSR commitments. They provide ongoing support services to help them market and monitor their scheme effectively. Clients include BAA, Barclays, BMW, Boeing, Boots, Dyson, Rolls Royce and many more. Internationally recognised as leaders in their field, they are at the forefront of technical capability and are constantly innovating to make car-sharing even easier for our users.

Liftshare applied to the Growing Business Fund and was awarded £20,000. Ali Clabburn, Managing Director, said: "This grant has helped us develop new technologies for the customer to customer market as well as creating marketing campaigns to specifically target music festivals, sporting events and fresher's fairs."

## **FXHOME**

**Norwich, Norfolk**

**£30,000 grant awarded**

**3 new jobs created**



A technology company, specialising in imaging and visual effects for film makers and photographers, FXHOME used the funds to help create 3 new roles in the organisation and to invest in new equipment. It aims to double its turnover in the next two years and create even more new jobs in the area.

Andrea Wake, Operations Manager at FXHOME explained, “The investment from the Growing Business Fund has had an immediate impact, allowing us to create new roles doubling the capacity within the Marketing Department, and accelerating our strategic plans. This has allowed us to take on more projects and to work on others more effectively. As we move towards launching a new series of products, we foresee an exciting future for FXHOME and technology companies in the Anglia region.”

## **CIM Signs and Graphics**

**Norwich, Norfolk**

**£34,000 grant awarded**

**3 new full time and 1 part time job created**



Sign-makers and print specialists CIM Signs and Graphics used the funds to buy specialist equipment, to provide cutting and print services in-house, giving customers a faster better quality service. They also created new jobs and increased training for staff.

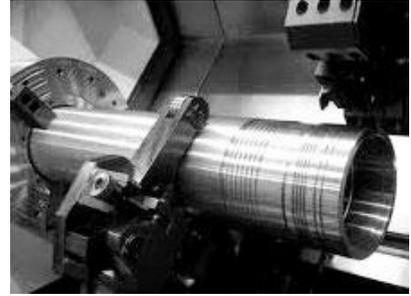
Mark Baker, Director of CIM said: “We are a steadily expanding business and always keen to improve our services & equipment, We plan carefully for the future and the time was right to invest in these machines plus with the Growing Business Grant fund it made commercial sense and gave us the encouragement to invest now.”

## **Milltech Precision Engineering**

**Broadland, Norfolk**

**£60,000 grant awarded**

**6 new jobs created**



Milltech Precision Engineering is a specialist machining sub-contractor specialising in hydraulic components and products for the oil and gas industries. Based in Rackheath, near Norwich, they have recently won a long-term major contract with a multinational company based in the US, but to fulfil the additional demand they needed additional state of the art machining equipment. “This project investment is the largest we have ever embarked on, and we would not have been able to finance it without the Growing Business Fund grant,” said Mike Ottolangui, managing director at Milltech.

“It now means we have a dedicated manufacturing cell which can also run un-manned during the night and over weekends. This has enabled us to be competitive, diversify into new areas of activity, and expand our customer base and our future sales opportunities.”

## **Desire Marketing**

**Broadland, Norfolk**

**Taken on an apprentice and increased productivity**



Desire Marketing was set up in 2013 to provide marketing services to small businesses in Norfolk including social media and email marketing, websites, design and PR. Through working with Growth Hub and Broadland District Council, the company has taken on an apprentice, increasing productivity and business performance.

Beks Houston, Managing Director said: “Having an apprentice has allowed us to be more flexible in the way work is allocated in the team. We can all make the most of our own specialisms and talents.”

“Our adviser Glen explained all the options open to us, including advice on funding. He was very knowledgeable and has been in touch throughout the year providing ongoing support.”

## **APR Telecoms**

**South Norfolk, Norfolk**

**£100,000 from the Growing Business Fund**

**11 new jobs created**



APR Telecoms in Wymondham install telephone systems, provide maintenance and support for small and medium sized businesses across East Anglia. They embarked on a new project to expand by providing network services in-house and used a £100,000 grant from the New Anglia Local Enterprise Partnership's Growing Business Fund (GBF) to extend their premises, purchase equipment and vehicles for new sales staff resulting in 11 new jobs. The project involved extending the premises to more than double the size of the original building to accommodate additional staff and featured a new training facilities and a workshop.

Managing Director Andy Rackham said: "Our target is to generate 11 new jobs to add to our existing 20-strong workforce. For this to happen, we need better facilities and more space. The difference this grant has made is that we are now able to bring forward the recruitment process and get the right people in place, much sooner than we could have hoped for without the grant funding."

## **Continental Product Engineering**

**South Norfolk, Norfolk**

**£130,000 grant from the Growing Business Fund creating 15 new jobs, £90,000 in R&D Tax Credits**



Norfolk based Continental Product Engineering are specialists in natural gas and LPG equipment. They were successful in securing a £130,000 grant from the New Anglia Local Enterprise Partnership's Growing Business Fund for a factory extension which will create an additional 15 jobs to add to the existing 70-strong team.

The business has also worked with the New Anglia Growth Hub to claim R&D tax credits, which are designed as in Government incentive for companies to invest in research and development, after which they can apply for a reduction in Corporation Tax paid. Managing Director John Burton is very pleased with the progress the business has made and the options that are open to them. "Our meetings and conversations with the New Anglia Growth Hub have been very fruitful. We are delighted at the help and support that is available. Things are looking really good at the moment."

## **Howarth Engineering**

**Broadland, Norfolk**

**£39,000 grant from the Growing Business Fund**

**3 new jobs created**



Howarth Engineering, based in Rackheath is a local firm, established since 1971 and specialises in Precision Engineering requirements for sectors including automotive, astronomy, subsea telecoms & power generation to name a few. They specialise in CNC sliding head milling and turning, manufacturing precision parts in large volumes and to exacting tolerances.

The Growth Hub helped the company secure a grant of nearly £39,000 through the New Anglia LEP's Growing Business Fund, resulting in 3 new jobs being created. The new unit is an inspection and assembly area, allowing greater control and accuracy over the components manufactured. Managing Director, Andrew Randall said: "This will all help us to provide a more efficient and accurate service to our customers and keep quality at the forefront of everything we do. I would like to thank Stella Rice at the Growth Hub for her continued help and support throughout this project."