

# EMCCA: UKSPF Technical Workshop Supporting Local Business (OC2)

Helping Businesses to succeed

Friday 4<sup>th</sup> April 2025



Funded by  
UK Government



Nottinghamshire  
County Council



# Welcome & Introductions

**Fardad Amirsaedi,**

Business & Enterprise Manager, Nottinghamshire County Council

**Alex Reader**

Economic Development Programme Manager, Nottingham City Council

## Housekeeping

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

# Workshop Programme

1. Welcome & Introductions
2. Commissioning: Open Call Process
3. Summary of Open Call
4. Regional Business Support Commissioning update
5. Q&A session

# 2025-2026 UKSPF Update

- UKSPF budget for England for 2025-26 expected to be 60% of 2024-25 budget
- EMCCA Region coverage (Derby, Derbyshire, Nottingham, Nottinghamshire)
- The allocation will be paid to EMCCA
- Delivery model for UKSPF is hybrid of regional and local delivery
- EMCCA retained proportion of UKSPF allocation to fund regional activities. Majority of funding allocated to Local Authorities for delivery of local projects
- EMCCA supported by Notts County Council and Nottm City Council to commission the activities included in this Open Call.
- Applicants should note that grants will be awarded through this Open Call process by Notts County Council, on behalf of EMCCA

# EMCCA – Plans for Regional Business Support programme

1. Supporting Business start-up (OC1) – Now closed
2. Export Support programme (OC2)
3. High Growth Support programme (OC2)
4. Business Workshop programme (OC2)

# Supporting Local Business

## Commissioning 2025-26



Funded by  
UK Government



Nottinghamshire  
County Council



# Nottinghamshire County Council – UKSPF Commissioning Process – Timescales

## 1. Open Call – Commissioning of Projects

Grants awarded to external Organisations to deliver UKSPF Outputs & Outcomes

Open Call: Focus	Open Call published	Application Deadline	Grant Agreement Issued	Delivery starts	Delivery ends
OC2: Export, High Growth & Workshops	4 <sup>th</sup> April 2025	21 <sup>st</sup> April 2025	30 <sup>th</sup> April 2025	1 <sup>st</sup> May 2025	31 <sup>st</sup> Mar 2026

# Open Call Grants

Open Call	Min grant for 2025-26	Max grant for 2025-26
<b>2. Supporting Local Businesses</b>		
Lot 1: Export Support	£443,000	£456,000
Lot 2: High Growth Support	£443,000	£456,000
Lot 3: Business Workshops	£179,000	£192,000



# Anticipated number of grants to be awarded

Open Call	Anticipated number of grants awarded
OC1	One - awarded
OC2 Lot 1: Export programme	One
OC2 Lot 2: High Growth programme	One
OC2 Lot 3: Business Workshops	One

# Please note

- applicants should outline their projects, including the expected outputs and outcomes, for the period from 1st May 2025 to 31st March 2026. Should additional funding become available to extend this provision beyond the specified dates, Nottinghamshire County Council reserves the right to offer further grant funding to successful applicants to support the continuation of their projects.

# Note for existing UKSPF Grant Recipients

- Businesses that received support through a current UKSPF programme remain eligible for support in projects funded under the 2025-26 Open Call, if they meet the eligibility criteria.
- To claim outputs and outcomes under the 2025-26 project, organisations must demonstrate that these results are directly attributable to activities or support provided by the project after 1st May 2025.
- Certain outputs and outcomes achieved under the current programme may be claimed again for the same business in the 2025-26 project. For example, enterprises adopting new to the firm technologies or processes. However, these must be properly evidenced as being adopted after 1<sup>st</sup> May 2025.
- Evidence used to claim outputs and outcomes in the current project cannot be reused to claim the same outputs or outcomes in the new project.

# Open Call 2: Supporting Local Business overview

## Key Priorities for Supporting Local Business

- Enhancing Economic Prosperity – Reducing regional inequalities in employment, pay, skills, and productivity while fostering a more entrepreneurial, sustainable and inclusive economy.
- Improving Access to Finance – grants, loans, and investment to help business to export and in high growth to succeed.
- Developing Skills & Mentorship – Offering training, leadership development, and direct expert business guidance.
- Driving Innovation & R&D – Encouraging research, tech adoption, and digital transformation.
- Unlocking Market Opportunities & Expansion – Supporting access to new markets, supply chains, trade & business networks.
- Promoting Sustainability & Resilience – Encouraging green growth, responsible business practices, and long-term adaptability.

# Open Call 2: Sector priorities

## Key Priorities for Supporting Local Business:

- Supporting local businesses boosts economic prosperity, job growth, and community well-being in the East Midlands.
- Focus sectors include:
  - Manufacturing & Engineering
  - Green Energy & Technology
  - Creative & Digital Industries
- Key strategies:
  - Leverage sector strengths for innovation, investment, and productivity.
  - Provide tailored support such as mentoring, training (sector flexible) and grant funding.
  - Offer workshops on digital transformation, innovation, finance access, leadership, and planning.
- Emphasis on job creation, competitiveness, and regional/national/global positioning.
- Tailor support to local cultural and economic differences across city, town, urban and rural areas.
- Link with broader support schemes like Transport Equipment Manufacturing and DBT programs.
- Applications engaging all districts, boroughs, and cities will score higher.

# Lot 1: Business Export

- Nottinghamshire County Council is offering grants to support growth-focused projects for established businesses in EMCCA Regions.
- Projects should provide tailored support such as:
  - 1-to-1 consultancy
  - Peer-to-peer networking
  - Access to relevant training
  - Expert support
- Applications offering grant funding to businesses will score higher.
- These grants should enhance the project's impact by supporting complementary activities.
- Projects must contribute to the UKSPF outputs and outcomes and outcomes as key for businesses aiming to increase exports; creating jobs and engaging in new markets

# Lot 1: Business Export - Outputs & Outcomes

## Outputs

- Number of enterprises receiving non-financial support
- Number of enterprises receiving grants

## Outcomes

- Jobs created as a result of support
- Number of enterprises engaged in new markets
- Number of enterprises with improved productivity
- Number of new to market products

# Lot 2: High Growth

- Nottinghamshire County Council is offering a grant to support businesses in a high-growth phase.
- High-growth businesses are defined as those with annual growth of at least 20% over three consecutive years.
- These businesses are innovative, agile, and drive economic development and job creation.
- Applications that allocate part of the funding for business grants will score higher.
- Grants should amplify project impact by supporting complementary activities aligned with UKSPF goals.
- The project encourages sustainable innovation, strategic scaling, and expert support access.
- Focus areas include strong leadership, market expansion, green growth, and opportunity development.
- Desired outcomes: job creation, productivity improvement, increased access to finance, and active R&D participation



# Lot 2: High Growth - Outputs & Outcomes

## Outputs

- Number of enterprises receiving non-financial support
- Number of enterprises receiving grants

## Outcomes

- Jobs created as a result of support
- Number of enterprises adopting new or improved products or services
- Number of enterprises engaged in new markets
- Number of enterprises with improved productivity
- Number of new to market products
- Number of R&D (Research & Development) active enterprises

# Lot 3: Business Workshops

- Nottinghamshire County Council announces a grant opportunity for a business workshop project.
- Aims to strengthen the enterprise ecosystem across EMCCA regions.
- Targets established local businesses, aligning with sector priorities in Lots 1 and 2.
- Offers sector flexibility to tackle local business challenges and remove growth barriers.
- Business workshops: interactive sessions for small/medium groups focused on practical skills, problem-solving, and knowledge enhancement.
- Key objectives:
  - Provide relevant training both in-person and online.
  - Tackle regional barriers to business growth, expansion, and innovation.
  - Ensure accessibility of in-person workshops across all areas.
- Supports business capability building, competitive advantage, and sustainable regional economic growth.

# Lot 3: Business Workshops - Outputs & Outcomes

## Outputs

- Number of enterprises receiving non-financial support

## Outcomes

- Number of organisations engaged in knowledge transfer activity following support

# Open Call 2 : Application Process

## 1. UKSPF Nottingham – OC2 – **Supporting Business** - Application Form

- Part 1 – Applicant details
- Part 2 – Delivery of projects which support local businesses (8 questions)
- Applicants must complete Part 1.
- Applicants must complete Part 2 for each Lot they are applying for

## 2. UKSPF Nottingham – OC2 – Appendix B – **Supporting Business** – Budget & Performance Profile

- Applicants must complete the tab in Appendix B for each Lot they are applying for

# OC2 Appendix B Lot 1 - Export: Proposed Budget

Amount Available from Apr 24 - Mar 25	Minimum Grant	Maximum Grant
Advice and support to business	£443,000	£456,000

## Part 1: Budget

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 be more than the minimum and not exceed the maximum available

Funding Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total	Cell will be red if amount requested is below minimum or above maximum available. Please check cell is not red before submitting application
Revenue Funding					£0	

In the yellow cells, please provide a breakdown of the amount of the grant requested that will be used to support management & administration and delivery. The total amount must equal the amount requested

Use of Grant Requested	Amount	% of total grant requested	
Project Management & Administration (salary costs)			
Project Delivery (salary costs)			
Project Delivery (Other costs)			
Project Delivery (Grants)			
<b>Total</b>	<b>£0</b>	<b>0.0%</b>	Cell will be green if sum of three cells above is equal to Total Grant requested in table above. Cell will be red if not equal. Totals must be equal (i.e. cell must be green) before submitting application



Funded by  
UK Government



Nottinghamshire  
County Council



# OC2 Lot 1 - Export: Geographical Coverage

Part 2: No. of enterprises to be engaged onto the programme

	Apr 2025 - Mar 2026
<b>Nottingham City</b>	
Ashfield	
Bassetlaw	
Broxtowe	
Gedling	
Mansfield	
Newark & Sherwood	
Rushcliffe	
<b>Nottinghamshire Total (excluding Nottingham City)</b>	<b>0</b>
<b>Derby City</b>	
Amber Valley	
Bolsover	
Chesterfield	
Derbyshire Dales	
Erewash	
High Peak	
North East Derbyshire	
South Derbyshire	
<b>Derbyshire Total (excluding Derby City)</b>	<b>0</b>
<b>Total No. of enterprises to be engaged</b>	<b>0</b>

# OC2 Lot 1 - Export: Outputs and Outcomes

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.

Output Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total
Number of enterprises receiving non-financial support					0
Number of enterprises receiving grants					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.

Outcome Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total
Jobs created as a result of support					0
Number of enterprises engaged in new markets					0
Number of enterprises with improved productivity					0
Number of new to market products					0



Funded by  
UK Government



Nottinghamshire  
County Council



# OC2 Appendix B Lot 2 – High Growth: Proposed Budget

Amount Available from Apr 24 - Mar 25	Minimum Grant	Maximum Grant
Advice and support to business	£443,000	£456,000

## Part 1: Budget

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 be more than the minimum and not exceed the maximum available

Funding Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total	Cell will be red if amount requested is below minimum or above maximum available. Please check cell is not red before submitting application
Revenue Funding					£0	

In the yellow cells, please provide a breakdown of the amount of the grant requested that will be used to support management & administration and delivery. The total amount must equal the amount requested

Use of Grant Requested	Amount	% of total grant requested	
Project Management & Administration (salary costs)			
Project Delivery (salary costs)			
Project Delivery (other costs)			
Project Delivery (Grants)			
<b>Total</b>	£0	0.0%	Cell will be green if sum of three cells above is equal to Total Grant requested in table above. Cell will be red if not equal. Totals must be equal (i.e. cell must be green) before submitting application



Funded by  
UK Government



Nottinghamshire  
County Council





# OC2 Lot 2 – High Growth: Geographical Coverage

Part 2: No. of enterprises to be engaged onto the programme

	May 2025 - Mar 2026
<b>Nottingham City</b>	
Ashfield	
Bassetlaw	
Broxtowe	
Gedling	
Mansfield	
Newark & Sherwood	
Rushcliffe	
<b>Nottinghamshire Total (excluding Nottingham City)</b>	<b>0</b>
<b>Derby City</b>	
Amber Valley	
Bolsover	
Chesterfield	
Derbyshire Dales	
Erewash	
High Peak	
North East Derbyshire	
South Derbyshire	
<b>Derbyshire Total (excluding Derby City)</b>	<b>0</b>
<b>Total No. of enterprises to be engaged</b>	<b>0</b>

# OC2 Lot 2 – High Growth: Outputs and Outcomes

Output Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total
Number of enterprises receiving non-financial support					0
Number of enterprises receiving grants					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.

Outcome Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total
Jobs created as a result of support					0
Number of enterprises adopting new or improved products or services					0
Number of enterprises engaged in new markets					0
Number of enterprises with improved productivity					0
Number of new to market products					0
Number of R&D (Research & Development) active enterprises					0

# OC2 Appendix B Lot 3 – Workshops: Proposed Budget

Amount Available from Apr 24 - Mar 25	Minimum Grant	Maximum Grant
Advice and support to business	£179,000	£192,000

## Part 1: Budget

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 be more than the minimum and not exceed the maximum available

Funding Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total	Cell will be red if amount requested is below minimum or above maximum available. Please check cell is not red before submitting application
Revenue Funding					£0	

In the yellow cells, please provide a breakdown of the amount of the grant requested that will be used to support management & administration and delivery. The total amount must equal the amount requested

Use of Grant Requested	Amount	% of total grant requested	
Project Management & Administration (salary costs)			
Project Delivery (salary costs)			
Project Delivery (other costs)			
<b>Total</b>	£0	0.0%	Cell will be green if sum of three cells above is equal to Total Grant requested in table above. Cell will be red if not equal. Totals must be equal (i.e. cell must be green) before submitting application



Funded by  
UK Government



Nottinghamshire  
County Council



# OC2 Lot 3 – Workshops: Geographical Coverage

## Part 2: In Person Workshops to be delivered

	May 25- Jun 25	Jul 25 - Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025-26 FY Total
<b>Nottingham City</b>					0
<b>Ashfield</b>					0
<b>Bassetlaw</b>					0
<b>Broxtowe</b>					0
<b>Gedling</b>					0
<b>Mansfield</b>					0
<b>Newark &amp; Sherwood</b>					0
<b>Rushcliffe</b>					0
<b>Nottinghamshire Total (excluding Nottingham City)</b>	0	0	0	0	0
<b>Derby City</b>					0
<b>Amber Valley</b>					0
<b>Bolsover</b>					0
<b>Chesterfield</b>					0
<b>Derbyshire Dales</b>					0
<b>Erewash</b>					0
<b>High Peak</b>					0
<b>North East Derbyshire</b>					0
<b>South Derbyshire</b>					0
<b>Derbyshire Total (excluding Derby City)</b>	0	0	0	0	0
<b>Total No. of In Person Workshops</b>	0	0	0	0	0

<b>Online Workshops</b>					0
-------------------------	--	--	--	--	---

# OC2 Lot 3 – Workshops: Outputs and Outcomes

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.

Output Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total
Number of enterprises receiving non-financial support					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.

Outcome Profile	May 25 - Jun 25	Jul 25- Sep 25	Oct 25 - Dec 25	Jan 26 - Mar 26	2025 - 2026 FY Total
Number of organisations engaged in knowledge transfer activity following support					0

# The Application Process

## Further Information

# 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
- Small items of equipment (less than £5,000)
- Costs associated with the delivery of events (e.g. venue hire)
- Grants to enterprises

# Open Call : Application Form (Part 1) – Applicant Details

- This Part will be used in Stage 1 of Assessment: Gateway (more details included in Invitation to Bid document's Appendix A)
- 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.

## Required Responses in Part 1

1. A statement of the turnover, Profit and Loss Account/Income Statement, Balance Sheet/Statement of Financial Position and Statement of Cash Flow for the most recent year of trading for this organisation.
2. Details of any financial clawback for underperformance or breach of contract during the past 12 months
3. Policies and liability insurance



# Scoring the Application Form word document: Part 2 in OC1

The maximum score for each question in the application form is 5, based on the scoring framework, but some are weighted through the multiplication of the assigned score. For example, a score of 5 weighted by a factor of 4 will equal a total score of 20. The maximum score and multiplication weightings are shown on the application form in the dark grey box to the right of each question.

The scoring framework and the maximum weighted score for each application form is given in Appendix A of the Invitation to Bid documents

# Scoring for Appendix B of the application (the excel document)

The financial details in Appendix B will be used to evaluate the value for money of the proposed project.

The number of enterprises and potential entrepreneurs to be engaged on the project engaged, along with the number achieving each output and outcome, will be used to assess the project's impact and effectiveness.

Higher scores will be awarded to projects that:

- Offer coverage across the Cities and all of the districts and boroughs
- Offer a comprehensive range of support
- Demonstrate that the support provided will lead to the achievements of the priority outcomes
- Maximise the number of programme outcomes achieved

Weightings will be applied to certain criteria to reflect their relative importance in the proposal.

To prevent all applicants from submitting figures that would guarantee maximum scores in this appendix, the scoring framework and weightings will not be made available prior to the Open Call deadline

The maximum weighted score for each Appendix B of the application is given in Appendix A of the Invitation to Bid documents

# 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)

Details of the scoring and moderation processes are included in Appendix A of the Invitation to Bid document

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

Successful applicants will enter into a grant agreement with Nottinghamshire County Council subject to availability of UKSPF funds

# Application support and advice

Read all supporting documentation before starting your bid.

- UKSPF – Invitation to Bid document
- NCC UKSPF FAQs
- The definitions for UKSPF Outputs and Outcomes – included in Appendix B

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

**When completing the application form, you must not exceed 500 words for each question.**

# Next Steps

This presentation, FAQs from today's workshop will be published on the [UKSPF web-page](#)

- **Open Call** Application Forms & Appendices will be published on **Friday 4<sup>th</sup> April 2025** on the [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 Nottinghamshire County Council with any specific queries regarding this Open Call.
- Ensure to submit your applications to the correct email address. [ukspf@nottsccl.gov.uk](mailto:ukspf@nottsccl.gov.uk)
- All applications successfully received will be given a confirmation response.
- For all enquiries email: [ukspf@nottsccl.gov.uk](mailto:ukspf@nottsccl.gov.uk)

# Q&A



Funded by  
UK Government



Nottinghamshire  
County Council

