

EDU programmes requiring Committee approval for budget - 13/14

Programme	Description	No. of participants	Programme budget
<i>Pre-enterprise/start-up support</i>			
BEN events/Enterprise workshops and events/Enterprise outreach support	Belfast Entrepreneurs Network (BEN) is a networking and discussion forum for local SMEs. Member meet regularly to hear input from speakers on a range of topics of interest and also engage in structured networking. Enterprise events bring together business support agencies to promote the range of activities available to those interested in exploring the potential of starting their own business. Enterprise outreach activities are targeted support initiatives (workshops; mentoring; best practice visits) that can be organised to meet local community/business group needs all across the city	7 BEN events over 1 year to March 2014; 2 enterprise events and 10 participants in enterprise outreach in f/y 13/14	Total programme costs £32,000. Match funding of £24,000 has been secured from ERDF/Invest NI with Council commitment of £8,000 required for financial year 13/14
High Growth Pre-enterprise Programme	Targeted support for potential high growth business starts with a particular focus on creativity, innovation and product development. Support activity includes 1-2-1 mentoring, workshops, market research and product development support, participant-tailored best practice visits and business action plans. On the last programme, 18 new businesses were created, employing 31 people	15 participants over 1 year to March 2014	Total programme cost is £37,500. Match funding of £28,125 has been secured from ERDF/Invest NI with Council commitment of £9,375 required for financial year 13/14
Belfast Enterprise Academy	This is a pre-enterprise student support programme that allows participants to explore business ideas and develop the skills required to become an entrepreneur. 20 students from the FE and HE sector take part each year. On the last programme, 5 new businesses were created, employing 12 people	20 participants over 1 year to June 2014	Total programme cost is £30,000. Match funding of £22,500 has been secured from ERDF/Invest NI with Council commitment of £7,500 required for financial year 13/14
Student enterprise competition	The student enterprise competition provides an opportunity for young people at UU, QUB and Belfast MET to practically run a business or enterprise in a competition setting learning practical business skills.	A minimum of 50 participants taking part in the competition before end March 2014	Total programme cost is £5,000. Match funding of £3,750 has been secured from ERDF/Invest NI with Council commitment of £1,250 required for financial year 13/14
<i>Business growth support</i>			
Go for Growth	This is a new initiative which will replace a range of existing programmes (including many of those listed below). It is a flexible, needs-led business development programme offering eligible businesses targeted 1-2-1 mentoring support, skills development through workshops, best practice visits and networking	240 businesses over 2 years	Total programme cost £681,500/ annual cost £340,750. Funding application submitted to Invest NI for 75% match funding (£255,000). Will work with up to 120 businesses in 13/14 financial year - resulting in Council financial commitment of £43,000 in f/y 13/14

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Smarter Procurement	This programme supports small businesses and social enterprises to identify and take advantage of sales opportunities in the public sector by developing their skills and knowledge on how to identify procurement opportunities and construct bids more effectively. Participants on the 11/12 programme won £1.15 million of new business; the 12/13 is just completing but already participants have secured £410,000 of new business	70 businesses over 2 years	Total programme cost (2 years) £150,000/annual cost £75,000. Funding application submitted to Invest NI for 75% of programme costs. Council commitment of up to £18,750 required for f/y 13/14
Strategy in Business	This programme helps companies look at their key growth areas and develop a strong business plan setting out the direction for future development over a two-year period. It recognises the fact that over 50% of companies responding to the Belfast Business survey suggested that they did not have a business plan	Up to 30 businesses supported in current year	£76,742 total budget, £19,185.50 cost to Council in financial year 13/14
Tourism Development Programme	This programme aims to help local tourism businesses with ambitions for growth to develop their tourism product, allowing them to increase sales, deliver best in class experiences and maximise on the opportunities provided by future city events and initiatives	30 participants before June 2014	Total programme cost is £60,000. Match funding of £30,000 secured from ERDF; Council commitment of £30,000 required for financial year 13/14
BITES (Business Improvement through Environmental Solutions)	Programme will assist local small businesses to enhance their competitiveness through support to implement cost improvements across their resource spend inclusive of waste, energy and water	10 businesses supported	£95,000 total budget (includes match funding from other councils), £6,786 cost to Belfast City Council in current financial year
Manufacturing Efficiency	Programme will assist local small manufacturers to enhance their competitiveness through implementation of measures to improve efficiency	6 businesses supported	£35,000 total budget (includes match funding from other councils), £4,375 cost to Council in current financial year
Diversification Support	The Diversification support programme has been designed to facilitate local businesses to take advantage of new and emerging growth opportunities through a range of support for developing new products and identifying new markets	20 businesses supported	£40,000 total budget £10,000 cost to Council in current financial year
Renewable Supply Chain Support	The programme will provide a comprehensive support programme to businesses seeking to exploit opportunities in the renewable energy supply chain. Research will also be undertaken to develop an assessment of future opportunities in the short, medium and long term in the sustainable energy sector that may be relevant and appropriate for Belfast	14 businesses supported	£140,000 total budget (includes match funding from other councils); £33,380 cost to Council in current financial year