

The Manufacturing Growth Programme Grant scheme

The Manufacturing Growth Programme (MGP) provides free advice and support to manufacturing SMEs to help them:

- Identify opportunities and create plans for growth and improvement
- Work with the best external experts to implement those plans
- **cover 35% of the cost** of implementing the plans through a growth/improvement grant
- Connect to wider support to maximise opportunities for growth

What the MGP means for manufacturing Experts and Coaches

If you can provide consulting or coaching support to SME manufacturers, the Manufacturing Growth programme provides many advantages for you, including:

- The opportunity to expand your client base
- Subsidised support for new and established clients, making your offer more attractive
- Access to the only publicly funded business support for manufacturing SMEs in the area
- Time bound delivery and prompt payments incentivised by grant re-imburement process
- The opportunity for 'pre-packaged' consultancy assignments, with minimal administration

How you can benefit

By signing up to support clients through MGP, you can benefit from:

- Greater opportunities to work with more ambitious companies
- Low cost of client acquisition and administration
- Increased revenues
- Improved cash flow

How do you get involved?

If you already have a prospective client who could benefit from an MGP grant, get in contact with your local Manufacturing Growth Advisory team - details below - and we will take you through the sign-up process.

If you have worked with us through the last BGS/MAS programme you will probably already be on our database, but to check and/or update your details – contact your local team to ensure your past and future clients can access the programme. Alternatively, encourage your prospective clients to get in touch direct for a free, no-obligation Manufacturing Review and Action Scoping Session. They will then be guided through the process by a dedicated Manufacturing Growth Advisor.



The Programme Detail – what you need to know about how it works and what the rules of engagement are

Who can apply?

To apply you must be:

1. an SME as defined by the EU definition. This means your company or group of companies must have:
 - a. Fewer than 250 employees
 - b. A turnover less than or equal to €50 million OR
 - c. A balance sheet total less than or equal to €43 million

2. A manufacturer, defined as:

“A business that engages in any economic activity directly related to a product or production process they have researched, designed or produced, or otherwise hold core intellectual property in.”

If you are unsure if you meet this definition, please get in touch with your local MGP team.

3. Able to demonstrate the intention to grow/improve – (through creation of increased turnover, increased jobs and/or introduction of new products/services/processes)

Businesses operating mainly in the following sectors are unfortunately not eligible:

- fishery and aquaculture
- primary production, processing and marketing of agricultural products
- coal, steel and shipbuilding
- synthetic fibres

How much grant can be claimed and what can it be used for?

The grant is funded by the European Regional Development Fund (ERDF) to support up to 35% of the costs of working with an external expert/coach of your choice to implement a pre-agreed Growth/Improvement Action plan - subject to a **maximum of £3,500** at our Growth Advisor’s discretion. (Minimum grant applications accepted: £350). Larger grants may be considered for exceptional cases (subject to panel approval) for projects demonstrating significant job/new product growth and higher level of applicant contribution (ie >65%).

The scope of the Growth/Improvement plan will be specific to each applicant’s growth needs and will be agreed in advance with our Growth Advisor. It will typically cover:

- Expert consulting/coaching input – to analyse, recommend and support implementation of a Growth/Improvement Plan
- Associated other expenditure specifically related to achieving a Growth/Improvement objective (eg small equipment, preparation for accreditation costs etc)

Grant supported Growth/Improvement projects must be completed, paid and claimed for within 3 months of grant confirmation.

SME beneficiaries are at liberty to select any consultant/coach of their choice provided they can evidence adherence to EU procurement rules requiring them to invite a minimum of 3 quotations for the work and justify value for money in their selection.

