



**TRAFFORD**  
COUNCIL

## TRAFFORD - BUSINESS SUPPORT LISTINGS

An extensive range of support organisations, initiatives and funding are available to help businesses in Trafford to grow and prosper. Some of these opportunities are listed in the following pages, but a large number of other organisations and initiatives are also available depending on the specific nature of your requirement.

### FURTHER INFORMATION

For further information, please contact Trafford Council's Economic Growth Team at **0161 912 4176** or e-mail **[business@trafford.gov.uk](mailto:business@trafford.gov.uk)**

# BUSINESS SUPPORT

## GENERAL BUSINESS ADVICE & SUPPORT

### ▶ TRAFFORD COUNCIL ECONOMIC GROWTH TEAM

- Trafford Council's first point of contact for all businesses
- Offering a range of expertise and support to assist you with any questions or issues you may have regarding the future growth of your business.
- We work closely with business support agencies across Trafford and beyond to give you easy access to any advice and support you may require.

#### CONTACT

T: 0161 912 4176

E: [business@trafford.gov.uk](mailto:business@trafford.gov.uk)

[www.trafford.gov.uk/business](http://www.trafford.gov.uk/business)

### ▶ BUSINESS LINK HELPLINE

- Government website and helpline providing comprehensive information about starting up and running a business in the UK, including help if you're self employed or a sole trader.
- Information is available online or via the free Business Link Helpline

#### CONTACT

T: 0845 600 9006

(Monday to Friday, 9am to 6pm)

[www.gov.uk](http://www.gov.uk)

### ▶ ASK ABOUT BUSINESS

- A partnership of the 11 local authorities across Greater Manchester, Blackpool and Blackburn with Darwen has resulted in the 'Ask About Business' initiative which provides business information across a network of participating libraries – Trafford's is in Altrincham Library
- The project is designed to help pre-start and new businesses as well as existing businesses, inventors and business students. In addition, the specially set up website offers a host of practical information and guidance.

#### CONTACT

T: 0161 234 1991

E: [businessinfo@manchester.gov.uk](mailto:businessinfo@manchester.gov.uk)

[www.askaboutbusiness.org](http://www.askaboutbusiness.org)

## BUSINESS START-UP SUPPORT

### ▶ BLUE ORCHID

- A flexible programme of one to one support, coaching and training available to anybody considering self-employment or starting their own business.
- Available support includes: exploring your business idea; one to one business advice; specialist training workshops; business plan preparation; referral to support organisations; social enterprise advice.

#### CONTACT

T: 0161 485 4949

[www.theblueorchid.co.uk](http://www.theblueorchid.co.uk)

# BUSINESS SUPPORT

## MEMBERSHIP ORGANISATIONS

### ▶ GREATER MANCHESTER CHAMBER OF COMMERCE

- The largest Chamber of Commerce in the UK, with over 5,000 members.
- Greater Manchester Chamber provides business support to companies of all shapes and sizes through a range of sector-based membership services.

#### CONTACT

T: 0845 602 9469  
E: [info@gmchamber.co.uk](mailto:info@gmchamber.co.uk)  
[www.gmchamber.co.uk](http://www.gmchamber.co.uk)

### ▶ ALTRINCHAM & SALE CHAMBER OF COMMERCE

- The local Chamber of Commerce for businesses in Altrincham and Sale.
- Members receive access to: business support, business mentoring, networking events, training sessions, local knowledge and a database of all member organisations.

#### CONTACT

Paul Mirage - T: 0161 941 3250  
E: [paul@altrinchamchamber.co.uk](mailto:paul@altrinchamchamber.co.uk)  
[www.altrinchamchamber.co.uk](http://www.altrinchamchamber.co.uk)

### ▶ FEDERATION OF SMALL BUSINESSES

- The UK's largest campaigning pressure group promoting and protecting the interests of the self-employed and owners of small firms, currently with 200,000+ members across 194 branches.

#### CONTACT

T: 0808 20 20 888  
E: [customerservices@fsb.org.uk](mailto:customerservices@fsb.org.uk)  
[www.fsb.org.uk](http://www.fsb.org.uk)

## TAXES, RATES AND REGULATORY ADVICE

### ▶ BUSINESS RATES

- A number of business rates relief schemes are available, including: small business rate relief; rural rate relief; business rates deferral scheme; and charitable rate relief.
- Trafford Council's Business Rates teams can provide information about any of these schemes and answer any further questions you have regarding your business rates.

#### CONTACT

T: 0161 912 2346  
E: [business.rates@trafford.gov.uk](mailto:business.rates@trafford.gov.uk)  
[www.trafford.gov.uk/business/businessrates](http://www.trafford.gov.uk/business/businessrates)

### ▶ HM REVENUE & CUSTOMS (HMRC)

- Comprehensive online advice about: setting up and registering a new business; taxes; pension schemes; national insurance; business records & expenses.

#### CONTACT

[www.hmrc.gov.uk](http://www.hmrc.gov.uk)

# BUSINESS SUPPORT

## BUSINESS GROWTH SUPPORT

### ▶ BUSINESS GROWTH HUB

- A gateway for free business support, providing access to a wide range of business support programmes, advice and networking events to support your business in growing for the future.
- Available to all businesses across Greater Manchester

#### CONTACT

T: 0161 359 3050  
E: [info@businessgrowthhub.com](mailto:info@businessgrowthhub.com)  
[www.businessgrowthhub.com](http://www.businessgrowthhub.com)

### ▶ GROWTHACCELERATOR

- Central Government scheme offering subsidised expert coaching and support to established SMEs with high growth potential (20% year on year growth).
- Nationwide network of over 800 experts.
- Tailored support services include: Access to finance; developing leadership skills; business development; commercialising innovation.

#### CONTACT

Tony Ward, Growth Manager - T: 07738 355 729  
E: [a.ward@winning-pitch.co.uk](mailto:a.ward@winning-pitch.co.uk)  
[www.growthaccelerator.com](http://www.growthaccelerator.com)

### ▶ 10,000 SMALL BUSINESSES

- Five months of business & management training designed by world-class small business experts.
- designed to help the leaders of established small businesses and social enterprises define and achieve their business growth aspirations.
- Open to businesses with 5-40 employees who have been operating for at least one year.
- Fully funded by the Goldman Sachs Foundation.

#### CONTACT

Adrian Stores - T: 07831 713003  
E: [as@acrobatonline.com](mailto:as@acrobatonline.com)  
[www.10ksbnw.co.uk](http://www.10ksbnw.co.uk)

## FINANCIAL AND FUNDING ADVICE

### ▶ ACCESS TO FINANCE (A2F)

- Free impartial support to businesses wanting to raise finance in the North West.
- Service delivered by specialist advisors through face-to-face advice and support, mentoring and events.
- Support includes: Development of a business plan; understanding appropriate finance products and options available; support with funding applications; support at meetings with potential lenders and investors.

#### CONTACT

T: 0161 359 3050  
E: [info@businessgrowthhub.com](mailto:info@businessgrowthhub.com)  
[www.a2fnw.co.uk](http://www.a2fnw.co.uk)

### ▶ BUSINESS DEBTLINE

- National charity providing free, independent and confidential advice about how to deal with debt problems.
- Also offer many helpful tips on money management through their website.

#### CONTACT

T: 0800 197 6026  
[www.bdl.org.uk](http://www.bdl.org.uk)

# BUSINESS SUPPORT

## SECTOR SUPPORT

### ▶ MANUFACTURING ADVISORY SERVICE

- BIS funded service, providing manufacturing business support for companies based in England, helping them to improve and grow.
- Designed to help you, the manufacturer, streamline your processes, reduce waste, become more energy efficient and generally improve and grow your business.
- Free Manufacturing Review for SME Manufacturers.

#### CONTACT

T: 0161 359 3050

E: [info@businessgrowthhub.com](mailto:info@businessgrowthhub.com)

[www.mymas.org](http://www.mymas.org)

### ▶ RETAIL BUSINESS BENCHMARK

- Free online tool offering a powerful business self-assessment, designed especially for smaller, independent retailers.
- Provides a report offering clear information and advice in key areas such as finance, buying, sales and service, merchandising and marketing.
- Allows retailers to benchmark themselves against a best practice model on a geographical or sector basis.

#### CONTACT

[www.retail.virtual-adviser.com](http://www.retail.virtual-adviser.com)

### ▶ SECTOR SKILLS COUNCILS (SSCS)

- SSCs are the employer-led skills organisations covering over 90% of the UK's workforce and representing the skills and training interests of small to large businesses.
- The Alliance of Sector Skills Councils represents, promotes and supports the SSCs across the UK, and contains a directory of all SSCs.

#### CONTACT

[www.sscalliance.org](http://www.sscalliance.org)

## EMPLOYMENT & SKILLS

### ▶ NATIONAL APPRENTICESHIP SERVICE (NAS)

- NAS supports, funds and co-ordinates the delivery of apprenticeships throughout England.
- Trafford Council is working in partnership with NAS to inform employers about the benefits that can be gained by employing an apprentice.
- Services available include: information and guidance about the apprenticeship scheme; advice on availability of funded grants; identification of potential apprentices for interview.

#### CONTACT

Neil Smith - T: 07734 598115

E: [neil.smith@trafford.gov.uk](mailto:neil.smith@trafford.gov.uk)

[www.apprenticeships.org.uk](http://www.apprenticeships.org.uk)

### ▶ TRAFFORD COLLEGE

- Trafford College offers responsive education and training provision which meets the needs of young people, adults and employers.
- Employers can use the College's business training unit to help upskill their employees.

#### CONTACT

T: 0161 886 7000

E: [enquiries@trafford.ac.uk](mailto:enquiries@trafford.ac.uk)

[www.trafford.ac.uk](http://www.trafford.ac.uk)

# BUSINESS SUPPORT

## EFFICIENCY & SUSTAINABILITY

### ▶ ENWORKS

- Free specialist advice to help you improve resource efficiency, cut bills and become more profitable.
- Local advisors can help you reduce energy, water and material use, manage waste, review design specifications and improve process efficiency.
- Available to all small and medium size north west businesses.

#### CONTACT

Jayne Mann - T: 0161 220 1020  
E: [jayne.mann@groundwork.org.uk](mailto:jayne.mann@groundwork.org.uk)  
[www.enworks.com](http://www.enworks.com)

## THIRD SECTOR AND CORPORATE SOCIAL RESPONSIBILITY

### ▶ THRIVE

- A partnership between Pulse Regeneration and Trafford Housing Trust delivering support to third sector organisations and communities in Trafford.
- Providing expertise in CSR through innovative business volunteering opportunities with a local focus, Thrive builds the links between Trafford community organisations and private businesses through a number of programmes, including: bespoke CSR advice and support; skills and expertise sharing; business mentoring; employee volunteering challenges

#### CONTACT

Aine Graven - T: 0300 777 0145  
E: [info@thrivetrafford.org.uk](mailto:info@thrivetrafford.org.uk)  
[www.thrivetrafford.org.uk](http://www.thrivetrafford.org.uk)

### ▶ BUSINESS IN THE COMMUNITY (BITC)

- Business-led charity focused on promoting responsible business practice.
- Member companies have access to a range of programmes and services help them integrate responsible business practice, including: advisory services; training opportunities; benchmarking; awards and recognition.

#### CONTACT

T: 0161 233 7750  
E: [NorthWest@bitc.org.uk](mailto:NorthWest@bitc.org.uk)  
[www.bitc.org.uk](http://www.bitc.org.uk)

# BUSINESS SUPPORT

## INNOVATION AND R&D

### ▶ NESTA

- Nesta is an independent charity with a mission to help people and organisations bring great ideas to life.
- Nesta uses innovative approaches to provide investments and grants and mobilise research, networks & skills.

#### CONTACT

T: 02074 382500

E: [information@nesta.org.uk](mailto:information@nesta.org.uk)

[www.nesta.org.uk](http://www.nesta.org.uk)

### ▶ TECHNOLOGY STRATEGY BOARD (TSB)

- TSB is sponsored by BIS and manages a range of funded programmes and delivery mechanisms to drive innovation in the UK.
- Provides funding for Research, Development and Demonstration projects ranging from small proof -of-concept grants and feasibility studies through to large multi-partner collaborative R&D and demonstration projects.
- Businesses supported range from pre start-up, start-up and early stage micro businesses, to large multi-nationals. There are different models depending on the specific needs of companies, sectors and technologies.

#### CONTACT

T: 01793 442700

E: [support@innovateuk.org](mailto:support@innovateuk.org)

[www.innovateuk.org](http://www.innovateuk.org)

# FUNDING OPPORTUNITIES

## GRANTS

### ▶ INNOVATION VOUCHERS

- Grants of up to £5,000 are available through the Department for Business Innovation and Skills (BIS) to help Start-Up firms and Small and Medium Sized Enterprises (SMEs) to develop new ideas, improve processes and target new markets.
- Areas include Agri-food, Built Environment, Energy, Water and Waste and open data.

#### CONTACT

T: 0300 321 4357

E: [competitions@innovateuk.org](mailto:competitions@innovateuk.org)

[www.vouchers.innovateuk.org](http://www.vouchers.innovateuk.org)

### ▶ THE EMPLOYER OWNERSHIP OF SKILLS PILOT (EOS)

- Department of Business, Innovation and Skills is inviting businesses across all sectors and of all sizes to apply for a share of up to £240 million to create tailored training programmes that address their specific skills needs.
- Projects range from helping young people into work by delivering pre-employment training, to extending apprenticeships and training to supply chains.
- Greater Manchester Chamber have secured £20million of investment over three years for employers in Greater Manchester in different sectors to draw up their own training plans to meet the skills needs in their sectors

#### CONTACT

T: 0845 602 9469

E: [info@gmchamber.co.uk](mailto:info@gmchamber.co.uk)

[www.ukces.org.uk/employeroownership](http://www.ukces.org.uk/employeroownership)



# FUNDING OPPORTUNITIES

## LOANS / INVESTMENT FINANCE

### ▶ TOWN CENTRE LOAN FUND

- Trafford Council has launched an interest-free loan scheme.
- It is available to businesses that plan to occupy premises that are currently vacant in Altrincham, Sale, Urmston or Stretford town centres.
- Loans of between £1,000 and £10,000 are available to eligible businesses to part fund the capital costs of physical improvement and refurbishment works.
- There must be a match-funding contribution of at least 50% of the total cost of the works from the applicant.

#### CONTACT

Martin Ledson, Growth and  
Business Development Manager  
E: [martin.ledson@trafford.gov.uk](mailto:martin.ledson@trafford.gov.uk)  
T: 0161 912 4137

### ▶ START-UP BUSINESS LOANS

- £112m government backed programme.
- The aim is to stimulate more business start-ups by 18-30 year olds by providing a cash injection of £2,500 by means of a loan and mentoring to support the entrepreneur and business.

#### CONTACT

E: [hello@startuploans.co.uk](mailto:hello@startuploans.co.uk)  
[www.startuploans.co.uk](http://www.startuploans.co.uk)

### ▶ NORTH WEST BUSINESS ANGELS

- Northwest Business Angels matches growing northwest companies seeking finance with private investors looking for profitable investment opportunities.
- Business angels can offer equity based finance solutions of between £20,000 and £500,000 to start up, expand or help build-up a healthy profit.

#### CONTACT

T: 0161 359 3050  
E: [info@businessgrowthhub.com](mailto:info@businessgrowthhub.com)  
[www.nwbusinessangels.co.uk](http://www.nwbusinessangels.co.uk)

### ▶ PEER TO PEER LENDING

- The government will use 'peer to peer' internet-based lenders Funding Circle, Zopa.com, Boost Capital and Credit Asset Management to lend money directly to small businesses and small traders.
- £55m has been committed to the scheme, which will be used to part fund loans via the lenders existing systems.
- The loans will typically be on three-to-five year terms, starting at around £10,000 through to £500,000.

#### CONTACT

[www.fundingcircle.com](http://www.fundingcircle.com)  
[www.zopa.com](http://www.zopa.com)  
[www.boostcapital.co.uk](http://www.boostcapital.co.uk)

# FUNDING OPPORTUNITIES

## LOANS / INVESTMENT FINANCE

### ▶ GREATER MANCHESTER INVESTMENT FUND

- The Greater Manchester Combined Authority and Local Enterprise Partnership have developed a single approach to investment to drive economic growth and generate commercial returns.
- This provides a single point of access for investors to access a range of funds, totalling more than £100m, including Regional Growth Fund and Growing Places.
- The fund will create an investment cycle for private sector led projects. The investment will need to be repaid to fund future developments.

#### CONTACT

Hayley Nixon, Programme Manager

T: 0161 234 1880

E: [h.nixon@agma.gov.uk](mailto:h.nixon@agma.gov.uk)

[www.agma.gov.uk/gmca/gm-investment-strategy](http://www.agma.gov.uk/gmca/gm-investment-strategy)

### ▶ UK GREEN INVESTMENT BANK

- The UK Green Investment Bank is the first bank of its kind in the world, with £3 billion of funding from government to invest in sustainable projects.
- The bank invests in UK projects which are both green and commercial, where capital is "additional" to available private sector finance.
- The priority sectors are offshore wind, waste and non-domestic energy efficiency.
- Other sectors include biomass power and renewable heat.

#### CONTACT

E: [enquiries@greeninvestmentbank.com](mailto:enquiries@greeninvestmentbank.com)

[www.greeninvestmentbank.com](http://www.greeninvestmentbank.com)



Trafford is committed to working with businesses, developers, key stakeholders and residents to deliver economic growth.

Please get in touch to find out more details about the support available to your business.

#### **CONTACT**

Economic Growth Team

Trafford Council

Tel: 0161 912 4176

Email: [business@trafford.gov.uk](mailto:business@trafford.gov.uk)

Council website: [www.trafford.gov.uk/business](http://www.trafford.gov.uk/business)