



**Business Link
West Midlands**

**Contact us
0845 113 1234**

Helping businesses access finance in the West Midlands

REGIONAL LOANS - West Midlands

Loans of up to £250,000 will be considered for small and medium sized businesses based in the West Midlands who have a viable business plan but are unable to secure finance to progress that plan from normal commercial sources. Applicants must have approached their bank or alternative provider first to find out whether they would be able to provide the finance they need, including a loan provided with the benefit of the Government's new Enterprise Finance Guarantee (see Annex 1).

a) Small Loans for Business - Loans of up to £50,000

There are a number of alternative lenders operating across the West Midlands – these are

Members of the Fair Finance Consortium with funds available for lending to businesses		
Arrow Fund www.arrowfund.co.uk/	Regional - focus on Birmingham and Solihull -up to £10k	Alison Bradley 0121 607 0129
Aston Reinvestment Trust www.reinvest.co.uk/	Birmingham and Solihull -£10k to £50k	Steve Walker 0121 359 2444
Black Country Enterprise Loan Fund www.bcelf.org	Black Country - up to £10k	Jill Thorpe/Christine Eaton 07875 199262/199254
Black Country Reinvestment Society www.bcrs.org.uk/	Black Country/Southern Staffordshire £10k to £50k	Paul Kalinauckas 0845 313 8410
North Staffordshire Risk Capital Fund www.nsrctf.co.uk/	North Staffordshire - £10k to £50k	Arthur Bailey 01782 266408
Coventry and Warwickshire Reinvestment Trust www.cwrt.uk.com/	Coventry and Warwickshire - up to £50k	Mike Bygrave 0845 606 6216/ 02476 551777
Marches Rural Reinvestment Trust t/a Impetus www.impetus-marches.co.uk	Herefordshire, Worcestershire and Shropshire - up to £50k	Steve Williams 01386 556000
Midlands Community Finance www.derbyloans.co.uk	Staffordshire - £1-10k	Melanie Andrew 01332 365550
Further information:		
Fair Finance Consortium	http://www.fair-finance.net/	
Other 'alternative' lenders with funds available		
Michelin Development Fund	Stoke, Newcastle and Staffs Moorl'ds - £5K to £50K	Dave Smith 01782 402132
British Steel Enterprise www.uksteelenterprise.co.uk	Black County and Stoke on Trent - up to £50k	Keith Williams/ Allan Wood 0800 915 1188
Princes Trust www.princes-trust.org.uk	Regional - 18-30 year olds starting up new businesses - up to £5k	0800 842 842
Alternative funding – non interest based		
The Halal Fund www.nazirassociates.co.uk	West Midlands - up to £7.5k	0121 772 7020

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3 Priestley Wharf Holt Street
Aston Science Park Birmingham
B7 4BN www.advantagewm.co.uk

T:+44 (0)121 380 3500; F:+44 (0)121 380 3501

b) Larger Loans for business of £50,000 to £250,000

The Advantage Transition Bridge Fund

For further information see www.advantagebridgefund.co.uk or call Karen Davis on 0121 200 8195; karen.davis@advantagebridgefund.com

Other Regional SME focused financial initiatives with support from Advantage West Midlands

There are also a range of other sources of finance and help to access which is the most appropriate for your business. These are listed below:

Equity based finance		
Advantage Business Angels www.advantagebusinessangels.com	Business angel networks to bring entrepreneurs and companies, looking to raise £25k+ and individual investors together.	Pat Sutton 0871 231 9911 Pat.sutton@abangels.com
Beer and Partners www.beerandpartners.com		Steve McEwen Tel: 01902892555 mcewen@beerandpartners.com
Minerva Business Angel Network www.minerva.uk.net/		Tim Powell Tel: 024 7632 3123 Tim.Powell@uwsp.co.uk
Central England Business Angels www.centralenglandbusinessangels.com		David Clark Tel:07973 321237 david@cebangels.com
Advantage Creative Fund www.advantagecreativefund.co.uk	Investments up to £250k in creative businesses – currently fully invested.	David Edmonds Tel: 01543 473 035 info@acfwm.co.uk
Mercia Technology Seed Fund www.merciafund.co.uk/	Invests seed corn capital up to £750k in businesses with a strong technology base and intellectual property position.	Dr Mark Payton Tel: 0121 236 8855 markp@wm-enterprise.co.uk
Advantage Early Growth Fund www.aegf.co.uk/	Initially invests £20k to £100k that must be matched by a private sector investment.	Kevin Caley Tel: 07710 131 458 admin@aegf.co.uk
Advantage Growth Fund www.midven.com/	Initially invests up to £250k but currently not making investments in new businesses.	Tony Stott Tel: 0121 710 1990 enquiries@midven.com
Advantage Enterprise & Innovation Fund www.catapult-vm.co.uk/	Initially invests between £250k to £1m that must be matched by private sector investment.	Ray Harris Tel: : 0121 616 0180 aeif@catapult-vm.co.uk
Investbx www.investbx.com	First virtual trading platform of its kind in Britain to help businesses raise equity finance up to £2m	Pauline Davey Tel: 0121 233 4903 paulinedavey@investbx.com
Grants		
Innovation Networks	Grants of £10-15k (revenue or capital) to networks comprising at least 3 WM based SMEs working together on an innovative product process or service.	Innovation Networks Tel: 02476 236326 innovation@cad.coventry.ac.uk
Innovation Vouchers www.indexvouchers.org	£3000 voucher to use in collaboration with a West Midlands	Advice Centre 0121 204 3882

	HEI on Innovation activity	
Proof of Concept www.advantageconcepts.co.uk	Grants of up to £30k representing 75% of external project costs.	See www.advantageconcepts.co.uk
Grants for Research and Development www.advantagewm.co.uk/grd	Grants ranging from £5,000 to £500,000 to support technologically innovative research and development projects in SMEs.	Richard Hanson Tel: 0121 503 3230 Richardhanson@advantagewm.co.uk
Grant for Business Investment (formerly <i>Selective Finance for Investment in England - SFiE</i>) http://www.advantagewm.co.uk/working-with-us/grant-for-business-investment.aspx	Grants of £10,000 upwards to support capital expenditure project which improve productivity, skills and employment.	Phil Baron Tel: 0121 503 3271 Philbaron@advantagewm.co.uk
The Rural Development Programme for England (RDPE). http://www.advantagewm.co.uk/working-with-us/rdpe/default.aspx	Grants for land based businesses, rural tourism organisations and other small rural businesses	Jamie Inglis Tel:r07824 542559 jamieinglis@advantagewm.co.uk

Further details of these and other sources of funding are accessible via www.westmidlandsfinance.com which contains a comprehensive regional database of financing for West Midlands SMEs and has a search facility enabling businesses to find the most suitable sources of finance for them

Is your business ready for funding or affected by the Credit Crunch?

If you consider you need more personal advice and support to help you access finance, for example:

- you need a better understanding of the various types of finance available
- you want advice about what funders are looking for when assessing applications for funding; and how to present your proposition
- you have a funding proposal but need some specialist help to ensure it is investment ready

you should make contact with Business Link West Midlands –www.businesslinkwm.co.uk

General help with managing your business

- You may also need more general help with managing your business. You may have to face some tough decisions, but there is real help available for your business to build on its strengths and to weather the difficulties.
- To find out more about getting a free review of your business with a professional business adviser who can provide hands-on advice and help you access other government help, including all the schemes mentioned here you should contact Business Link West Midlands.



**Business Link
West Midlands**

**Contact us
0845 113 1234
Credit Crunch Hotline
0845 002 0900**

www.businesslinkwm.co.uk
www.businesslink.gov.uk/realhelp/finance
www.supportwm.co.uk

Enterprise Finance Guarantee

The Enterprise Finance Guarantee is a guarantee facility for small businesses intended primarily to improve the availability of working capital through term loans and the consolidation of overdrafts. It will also support lending for business growth and development in cases where a sound proposition may otherwise be declined due to a lack of security. The guarantee will cover the following types of lending:

- new term loans (with terms of between one and ten years)
- existing lending where lenders might not otherwise refinance the debt
- conversion of part or all of an existing utilised overdraft into a term loan in order to release capacity in the overdraft to meet working capital requirements (conditional on the lender being prepared to continue to provide an overdraft and the serviceability of both the term loan and the overdraft)

The guarantee will fund:

- working capital
- investment by businesses seeking to grow or develop

In addition to regular capital and interest payments to your lender, and any arrangement fee which they may charge, a premium is payable to BERR. The premium is equivalent to two per cent per annum on the outstanding balance of the loan, assessed and collected quarterly in advance throughout the life of the loan. A discount of 25 per cent will be applied to all premiums due and successfully collected during 2009.

Delivery of the Enterprise Finance Guarantee, including the decision on whether or not it is appropriate to use it in connection with any specific lending transaction, is fully delegated to the participating lenders. There is no automatic entitlement to receive a guaranteed loan and nor is there any pre-qualification process for it.

Value

Up to £1.3 billion of new bank lending will be guaranteed by the Government. Eligible businesses are able to borrow between £1,000 and £1,000,000 when this would not otherwise have been possible.

Eligibility

Small businesses in the UK with an annual turnover of up to £25 million are eligible. Loans for most businesses purposes to businesses in most sectors are eligible. The principal exclusions relate to businesses in the agriculture, coal, and steel sectors, and to the financing of individual export orders. Your lender will advise if any of these restrictions affect your business when they consider your loan application.

Evaluation

Businesses will need to provide all the information normally required by a lender in connection with a loan application, which will generally involve completing their application form and providing supporting information,

Contact

Further information can be obtained via one of the lenders/banks that will lend to eligible businesses under Enterprise Finance Guarantee.

Other real help for businesses

The Government has introduced a new package of financial measures to provide real help to businesses through the economic downturn.

www.businesslink.gov.uk/realhelp/finance