



MARKETPLACE FORUM – WHO’S COMING!

Tuesday 19th March 2019: 10.30am – 1pm, followed by complimentary buffet lunch

Brought to you by the Cornwall & Isles of Scilly Growth & Skills Hub

THE ORGANISATION	THE PERSON	THE OFFER	TYPES OF BUSINESSES ON SCILLY THEY CAN HELP
Cornwall & Isles of Scilly Growth Hub	Chris Philips, Business Connector	The Growth Hub works with local businesses and self-employed people, to help get their business to where they want it to be. We’re like a fresh pair of eyes, an independent view to help businesses become more efficient, attract new customers and grow. Whether you are a new kid of the block or a more experienced company, with a free business review we take the hassle out of finding the support that is right for you by signposting to everything from marketing and sales to leadership, strategy and finance. ERDF funded. www.ciosgrowthhub.com	All businesses
Cornwall & Isles of Scilly Skills Hub	Trish Peacock, Skills Connector	The smartest way to develop your business is grow your people, giving them the skills they need to help your business thrive. With so many training schemes to choose from, finding the right options can be a minefield, but the Skills Hub can help. With a free skills review, we’ll uncover the skills that your business needs, then using our expert knowledge we’ll introduce you to the right, cost effective training for you and your team. We can also help with the costs to access training too. ESF funded. www.ciosskillshub.com	All businesses
Isles of Scilly Voucher Scheme	Kirsty Graham	Voucher Scheme about to go into Phase 2 funding round (ERDF). Financial support for businesses on Scilly from £1,000 to £100,000. In most cases the offered support will require a proportion of match funding depending on the project / business idea. www.iosvoucherscheme.co.uk	All except education, primary production, retail, residential properties, bed spaces.

Five Islands Recruitment	Jean Willemyns	A recruitment service – search and interview - for the whole of the Five Islands. www.fiveislands.uk	All businesses - mostly but not restricted to hospitality & hotels
Grow Digital Cornwall	Cherish Maxwell and Diane Hollywood	The Grow Digital Cornwall project (ESF funded) helps SMEs with their digital skills. By listening to businesses across all sectors, it aims to develop new training to help businesses to thrive rather than be left behind by the ever-changing digital world. Whether you need training for DIY online marketing or need to develop your team, GDC will help get the ball rolling. Free impartial advice, and funded training. www.growdigitalcornwall.co.uk	All businesses and individuals welcome.
Smartline	Emma Seymour	An ERDF funded research project looking at how technology can help people live healthier and happier lives including: Idea Generation Grant for businesses to work up ideas that explore new products, processes and services that address the aims of the project, an In Residence Scheme that finances the time spent on research activities so they can better understand and cultivate the research opportunities available to support business innovation and growth, Follow-On Fund to support the development of new products and processes connected to Health, Wellbeing and Digital Technologies. www.smartline.org.uk	All except education, primary production, retail, residential properties, bed spaces. Very actively supporting SMEs, de-risking the research, development and innovation process.
Pollinator Programme Exeter University	Hollie Kirk & Grace Twiston-Davies	An ERDF & NERC funded programme working with farmers and land managers to enhance farmland pollination and pollinator conservation. Exeter University's Penryn Campus are collaborating with Cornwall and Scilly land owners and managers with a new, free and easy computer programme to monitor bee health and survival called BEE-STEWARD. www.beehave-model.net	Anyone who is interested , but particularly farmers and land managers on the islands.
TEVI	Dave Rymer & Grace Twiston-Davies	Our natural environment is our most important asset. Tevi (Cornish for “grow”) provides support to grow businesses and our environment simultaneously. Tevi will work with businesses to reduce waste, conserve pollinators, and save water, as well as host of other activities. Free bespoke support, grants and assistance with new product development. www.tevi.co.uk/services ERDF funded.	All businesses except primary production – mining agriculture, fishing and forestry.
Acceleration Through Innovation	Rachel Roach & Jenny Naldrett	Acceleration Through Innovation (ATI) helps businesses to take their ideas from concept to reality. It's a 3-year £3million project supported by the ERDF to drive a culture of innovation and assist SMEs who are looking to adopt innovative processes, or who have aspirations to bring a new product or service to the market. Fully-funded, bespoke expertise and guidance for the research, development and innovation to building and testing the prototype.	All businesses except primary production – mining agriculture, fishing and forestry. Some other restrictions, but best to chat first!

		Plus innovation masterclasses for employers and employees, and grants or eligible SMEs of up to £10,000. www.aticornwallinnovation.co.uk	
Unlocking Potential	Lucy Cox	ERDF funded Unlocking Potential works with businesses and graduates - helping businesses grow and create as many jobs and opportunities as possible; developing talent, making connections and tapping into knowledge and expertise to create a vibrant, sustainable economy. Programmes include Future Focus, Marine I, Agritech, Breakthrough and the UP Jobs platform. www.unlocking-potential.co.uk	Most businesses – there are some exceptions, but not many! Happy to talk to all as eligibility is more about where the value is added as a business rather than generic sector exclusions.
Access 2 Finance	Greg Harding	Supporting entrepreneurs, and new and established companies who want to learn about what is right financially for their business (debt management, equity partnerships, crowdfunding etc) as well as high growth companies looking to raise investment. Fully funded. Access to a host of specialists and one-to-one support, not just preaching in front of a Powerpoint presentation but rolling up our sleeves alongside you and getting you financially fit. www.a2fcornwall.co.uk ERDF funded	Most sectors , with the exception of Professional Services, Healthcare, Mining, Farming, Primary agricultural products, Fishing.
Cornwall & Isles of Scilly Investment Fund	Ralph Singleton	The CIOSIF aims to transform the finance landscape for SMEs in Cornwall and Scilly and to realise the region’s potential to deliver economic prosperity. If you are a start-up, early stage or established smaller business and you’re looking to grow and scale-up, the fund can offer tailored, flexible finance from £25,000 to £2million, with debt finance and equity options available. www.ciosif.co.uk ERDF / CIOSEP /BBB funded	Businesses that have ambitious management teams, strong product and service offerings or a niche market position , with the opportunity to become a scalable brand & market leader.
Cornwall Council – Intermediate Body	Phil Woods	An explanation of his role as the Intermediate Body. Intermediate Body (IB) status gives us local control over setting the criteria for any EU funding applications, making sure local people and businesses benefit most from the funding available. With money being spent on things that matter to people locally. The IB represents the needs of Cornwall and the Isles of Scilly and works alongside government departments to give a local influence on investments through the Cornwall and Isles of Scilly Growth Programme.	

