

Go-Create and eScalate Grant Application Overview Webinar

4th February 2021

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Agenda



- Find out if you are eligible
- How to apply
- The rules
- Key dates – accelerated process
- Why applications are *unsuccessful*
- Q&A: business@oxfordshirelep.com

Specific details on ISfB and eScalate

- Separate sessions will cover the details on the individual ISfB and eScalate schemes
- Guidance notes for each have been published:
- ISfB Go-Create grants
- eScalate – grants for enterprises for social good
- eScalate – grants for other enterprises and access to finance

- OxLEP – who we are and what we do

OxLEP

- Oxfordshire Local Enterprise Partnership
- OxLEP Business and the Growth Hub

EU Exit changes

- None!
- Programmes remain part of the European Structural and Investment Funds until they close
- Continue to be governed by the EU regulations and UK Managing Authority's Guidance based on those

Eligibility – SMEs

- SME
 - Less than 250 employees
 - Not more than 25% owned by a non-SME
- and
- Turnover less than 50m euros;
AND/OR
 - Balance sheet less than 43m euros



Undertakings in difficulty

- Does not include SMEs less than three years old
- An undertaking (SME) that is:
 - Limited liability company: more than half of subscribed share capital has disappeared as a result of accumulated losses
 - Unlimited liability company: more than half of its capital has disappeared as a result of accumulated losses
 - Subject to insolvency proceedings
 - SME in receipt of rescue or restructuring aid
- Age and financial position of the business at December 2019 (this flexibility further extended to June 2021)
- For example:

Capital	Accumulated losses	Pass / Fail
£10,000	£0	Pass
£10,000	£4,999	Pass
£10,000	£5,001	Fail
£10,000	£15,000	Fail
£0	£0	Pass
£0	£1	Fail



Undertakings in difficulty

- Simple calculation based on your last full year of accounts (balance sheet) submitted to Companies House.
- Self-declaration in your sign-up form (both ISfB and eScalate) that you're not an undertaking in difficulty.
- We are obliged to formally check if you are applying for more than £50,000 of aid, otherwise random spot checks.
- Speak to your accountant:

$$\text{Capital} + P/L \geq \text{Capital}/2$$

Key eligibility issues

- No staff costs
- VAT can be included only if you are not registered for VAT or cannot recover VAT from HMRC (seek advice)
- Procurement audit trail and three quotes
- Open procurement for anything over £24,999 – i.e. Contracts Finder advert, formal specification, scoring of responses, etc.
- Selected suppliers already involved in applicant business
- Defrayal – credit cards and overseas bank accounts

Revenue and Capital costs

- Any individual item that costs less than £4,999 (ex. VAT) is a revenue cost
- Any individual item that costs more than £1,000 but less than £4,999 (ex. VAT) is a mobile asset
- Mobile assets must be recorded in the project Asset Register with photos
- Any item costing over £5,000 (ex. VAT) is a capital item and can only be included if capital spend is explicitly allowed

What can't we fund?

- Salary costs
- Travel and expenses
- VAT payments you can recover from HMRC
- Any other debt or refinancing costs or statutory/legislative requirements
- Training – does not include leadership and management development, e.g. mentoring
- Vehicle purchases or any HP arrangements

What can't we fund?

- Vehicle purchases or any HP arrangements
- Like for like or routine replacement or preventative/remedial maintenance
- Building or refurbishing retail facilities
- Some specific sectors:
 - the primary production of agricultural goods and fisheries/aquaculture;
 - road freight;
 - services of general economic interest;
 - export related activities; and
 - activities favouring domestic over imported goods.

Deliverables that we must report

- Grant
- Match
- Employment increase: new jobs
- New products to the firm / market
- New businesses

- Evidence is needed...there's a form...

How to apply?

- Read the guidance on the website
- Speak to the Team
- Complete the application form, use the checklist
- Wait and see...



Timelines

- We will aim to review applications received once a month – based on a cut off at midday on the third Friday of the month.

Cut Off date	Notified by
19 th February 2021 midday	12 th March 2021
19 th March 2021 midday	9 th April 2021
16 th April 2021 midday	7 th May 2021
21 st May 2021 midday	11 th June 2021

N.B.

We are unable to offer the soft check proof reading service we have done in previous rounds.



The rules...

- We can reimburse only defrayed expenditure incurred after the date of the Grant Offer Letter
- Procurement rules – three quotes are required
- Evidence is key
- Flexible or rigid...



Why are applications unsuccessful?

- Length – think Goldilocks...
- Obtuse – so keep it clear and simple
- Style – spellchecker is there for a reason
- Quality –
 - Take your time
 - Use our checking service
 - Be consistent
- Complete everything – if a box is blank, could you put N/A in it and it still makes sense?



Content

- Prior knowledge
- “It goes without saying...”, it never does...
- Starting at the beginning, go on to the middle and finish at the end!
- Relevance of content
 - Telling a story – what do we need to know?
 - Using attachments / additional documents

Process

- RTQ
- ATQ
- Three quotes means three quotes ...
 - If it really is impossible then you'll have confirmation from companies that they can't quote



- “But I’m different...”
- “We’ve worked with them before...” – that’s the point about competition!

When you have a grant

- Wait until grant awarded before spending, etc.
- Actually spend it...
- Then claim it!
- If there are delays or anything changes, please tell us
- Provide the necessary evidence with your claim

More information

- Watch again
- Watch the specific programme presentations
- Slides and guidance notes are on the OxLEP website
- FAQs - Q&As will be published
- Email questions to: business@oxfordshirelep.com



European Union

European Regional
Development Fund



Questions

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