

# Business Gateway

**Presentation to MBTAG**  
**20<sup>th</sup> February 2018**



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# What is Business Gateway?



Business Gateway is the national programme to support people to set up and/or grow their own business.

In Midlothian and Scottish Borders, it is delivered by the Council under a contract with the Scottish Government.



## Where do we fit?

- Economic Development Department of MLC/SBC
- Part of National Business Gateway network
- Work closely with Scottish Enterprise
- Partners and Stakeholders e.g. Exporter's Assoc, Chamber of Commerce, FSB.....
- Our Core Business is giving guidance and information!



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## Where do our clients fit?

- Business Start up
- High value start
- Business base
- Growth Advisory Service
- Growth Pipeline
- Account Management

**Different forms of support are directed at these different groups**



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# Our Team – Midlothian



- Melissa Hall – Modern Apprentice
- Habiba Mimi – Start up
- Gavin Jones – Growth/Start up
- Jim Hiddleston – Growth

## Reporting to

- Jane Crawford/John Anzani - Senior Economic Development Officer

# Our Team – Scottish Borders



- Rob Claridge – Manager + Growth Liddesdale Area
- Alex Hogarth – Modern Apprentice
- Wilma Norris – Start up
- Lyn Black – Start up
- Sandra Campbell – Growth Cheviot Area
- Chris Trotman – Growth Berwickshire Area
- Alan King – Growth Eildon Area
- Annie Watt – Growth Tweeddale



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# Our Team Specialisms



- Textiles SB
- Manufacturing SB
- Food & Drink SB
- Renewables SB
- Tourism MLC/SB
- Access to Finance MLC/SB
- ICT MLC/SB
- Social Media Marketing MLC
- Social Enterprise MLC/SB



# Additional Support Linkages



- Expert Help (Consultancy costs) – each Council has it's own scheme
- Princes Trust Enterprise (formerly PSYBT)
- Skills Development Scotland
- Scottish Development International
- Intellectual Assets Centre
- Scottish Manufacturing Advisory Service



# Sources of Support /Finance 1



- **Business Loans Scotland (up to £100k)**  
Match funding required >50% from private sources
  
- **Start-up Loan Scheme (up to £25k)**  
No match required



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## Sources of Support /Finance 2 **business gateway** your gateway to business expertise

- By Design & Make it to Market Grants (£2-£5k)
- ScotEdge (combination of grant and loan up to £100k)
- RSA depending on geography – grant funding for capital expenditure and jobs
- Scottish Investment Bank (£10k to £10m)



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## Sources of Support /Finance 3



- Scottish Borders Council
  - Scottish Borders Grant & Loan Schemes
  - Local Pipeline
- Scottish Borders Business Fund (up to £4k Grant 50% of total project)
- Scottish Borders Loan Fund (up to £20k, 3 years, interest free, 5% fee to maximum of £500)



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# Business Gateway Courses



There are a variety for free courses delivered at various venues in each county area. The programme varies each quarter and between areas.

All of these are advertised and booked via <https://www.bgateway.com/events>

You should attend whichever time and venue suits you best.

# Contact Us - Midlothian



## Business Gateway Midlothian

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Twitter: @bgatewaymidlothian



# Contact Us



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Twitter: [www.twitter.com/bgatewayborders](https://www.twitter.com/bgatewayborders)



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