

APPENDIX 1 : ENTERPRISE STRATEGY SOLUTIONS/ACTION PLAN 2007 - 2010

High Level target: To maintain the number of self-employed in Tameside as a proportion of the GM Average (7.90%)

Objective : Raising awareness of enterprise – amongst target groups

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
To establish and develop the 'Tameside Business Family'	Ongoing meetings of the Business Family and working groups	Tameside Business Family Tameside Employment and Learning Partnership (& TVRC Ltd) – Lisa Hoyland		Sep 07	Staff time	Within existing resources
To establish the Tameside Business Family Support team	Job Descriptions being drafted as part of preparation for ERDF bid.	Tameside MBC/Business Family – Lisa Hoyland		Jul 07	£147,489	ERDF bid submitted to 30.6.08. Private sector support.
To develop an Enterprise Hub	Feasibility study underway to consider use of Hugh Mason House (Tameside college/ Ask/TMBC)	Tameside MBC/Tameside College/Ask –Pat Rattigan		tba	£?m gap funding	Will need capital support from NWDA Feasibility study
Training front-line staff of non business agencies in enterprise support awareness	No funding as yet identified Children's Centre to be pilot	Tameside Business Family/TMBC Phil Spence		Oct 07		No specific funding available – can only use existing funds where activity fits

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Training for small business in coaching skills	No funding as yet identified	Tameside Business Family Phil Spence/Lisa Hoyland		Dec 07		No – possible LSC/NWDA/ESF
Develop Enterprise Skills	Develop enterprise skills from 14+ including an NVQ2 and ESOL + enterprise, basic skills plus enterprise	FE/LSC/NWDA/Tameside College/14-19 Strategy Group Phil Spence/Lisa Hoyland	Increased proportion of people claiming to have enterprise training (Survey) No's completing NVQ2 and ESOL courses	Dec 07		No, Embed in development of Adult Skills courses- LSC
Target start up support on priority areas and groups	To form part of core NWDA/Business Link funded start up service Ashton Regeneration Business team Job Centre Plus New Deal for self employed contract targeting women in Ashton St Peters (H2O) (?) Children's Centre Pilot		To maintain the number of supported business start ups An increase in the proportion of supported business start-ups still trading after 12 months (baseline 71.4%) To maintain the number of supported business start ups No of start ups by age, gender, ethnicity and neighbourhood	Ongoing		ERDF to 30.6.08 (awaiting confirmation) NRF DAF ?/City Strategy In house/ERDF

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Develop links with Registered Social Landlords (also an action for Social Enterprise)		TMBC – Phil Spence/Lisa Hoyland		31.8.08	No cost/staff time	
Promote awareness of enterprise and social enterprise with Children's Centres and Extended Schools staff and the populations they serve	Refer to Children's Centre Action Plan	TMBC group/ Phil Spence/Lisa Hoyland		Ongoing		No – in house resources/ERDF

Start Up support

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Start-up premises	Development of a network of incubators including Hyde Town Hall	Tameside MBC/ private sector	An increase in the proportion of supported business start-ups still trading after 12 months	Ongoing		No – ultimately will need to be income generating
Develop 'ideas' bank for new enterprises		Tameside Business Family	To maintain the number of supported business start ups	Tba	No cost other than needs support team to assist	
Support for Business Family mentors		Tameside Business Family	An increase in the proportion of supported business start-ups still trading after 12 months	31.12.08		ERDF bid submitted to 30.6.08. Private sector support.
Rent grants		Tameside MBC		Tba	Tba	No
Business support scheme with financial assistance	For example, a PYBT or MMU New Entrepreneurship grant scheme model	Tameside Business Family	An increase in the proportion of supported business start-ups still trading after 12 months To maintain the no. of supported business starts	30.1.08		No – possible planning obligations ?/ ERDF

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Financial advice for pre start/start up	To form part of core NWDA start up service	TMBC/Business Support Solutions/ NWDA (tba)	An increase in the proportion of supported business start-ups still trading after 12 months To maintain the number of supported business start ups	Ongoing		Tba
Knowledge based industry starts (Construction/ICT/Health and Social Care)	Should form part of core NWDA start-up service <u>Additional activity to include :</u> LEB links with Tameside BSF and Hospital PFI, Hattersley Wi Fi Internet business start project	tba	An increase in the proportion of supported business start-ups still trading after 12 months % of KBI's increased Tameside : Greater Manchester To maintain the number of supported business start ups	Ongoing	Funding only partially in place and not sustainable – dependent on NWDA sub contract and other funding initiatives	Creating Business Starts programme in place (sub region) no contract confirmed as yet

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Develop Children's Centres & Extended Schools as centres & venues from which business & social enterprise support & advice can be delivered to the populations they serve		TMBC - Lisa Hoyland, Phil Spence and Bob Shaw	Number of business start ups by people supported by Children's Centres and Extended Schools (see Children's Centre Action Plan)	Ongoing	No additional cost	

Support for existing businesses

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Increase membership of the Business Family to 2500		Tameside Business Family support team	No of Members by 2017	31.12.2017		ERDF bid to 30.6.08
Maintain support to existing businesses through mainstream contract	Delivered through NWDA funded support from 1.4.07 – universal web based and sector support	NWDA and Business Link LH	Measurement to derive from NWDA?	Ongoing	Tba	NWDA
Existing 'PPP' project	Targeting businesses with GVA growth potential	Business Support Solutions/TMBC/PM		30.6.08		TMBC core/ERDF to 31.3.07/30.6.08
More advice on sources of finance and funding	Should be delivered through NWDA funded support from 1.4.07 and the PPP project to 30.6.08 and the Business Family	NWDA/Business Link		Ongoing		NWDA
Advice on regulation	Tba			Ongoing		

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Training for employees and business owners	<ul style="list-style-type: none"> • Health & Safety (requested by 31%), • IT (21%), • Customer Service (12%), • Marketing (7%) • Legislation, regulatory and VAT issues responsive to the needs of the individual companies 	LSC/FE/GM Chamber LH/PS/PK	Employees :56% to raise to 65% by 2012 (Business survey)	Ongoing		Train to Gain LSC Adult skills strategy/ESF
Grants to improve premises		Tameside MBC LH		Tba		No
Rent subsidies		Tameside MBC		Tba		No
Provision of workspace and employment land	Address potential shortages of employment land for growth and develop grow on space	Tameside MBC/ private sector CB/SH/SH		Ongoing		Potentially via NWDA Greater Manchester RES

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Help to find customers from a wider geographical area		NWDA/Business Link Business Support Solutions/TMBC		Ongoing		Core Business Link activity/PPP
Advice on how to do business with the public sector	Develop e-marketplace for SME's	Tameside MBC/ NWCoE (SME Procurement Strategy sub group) – LH/PS/MS	Refer to separate action plan	Ongoing		

Enterprise and Education :

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Increase numbers of young people receiving some form of enterprise training	14-19 Strategy to include specific target	Tameside MBC/ schools/FE/TEBP Phil Spence/Vincent Ward	Increase from 25% (MMU survey) of young people experiencing enterprise training	31.3.09		No
Partners to consider signing up to the 'Enterprise Insight' campaign	Organisation makes a formal commitment to stimulate enterprise	All Partners in the Business Family		30.6.09	n/a Within resources	
Seek funding to support an enterprise advisor to co-ordinate activity and support curriculum development in schools		Tameside MBC		30.6.09		No
Focus on developing best practice in schools that are most interested/able to develop and use these as Beacons for other schools	Two primary Three secondary	Tameside MBC/schools		30.6.09		Building Schools for the Future/ Specialist Schools

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Provide more support for employers participating in education : business initiatives		Tameside Business Family /Tameside Education Business Partnership		30.6.09		No

Social Enterprise

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Provide start up and support for new and existing Social Enterprises	May form part of core NWDA start-up service	Tameside MBC/ T3SC	Increase the number of social enterprises operating in Tameside Increase the percentage of supported social enterprises still trading after 12 months	Ongoing		Funded through ERDF to 30.6.08
Support the development of a market for social enterprises from statutory sector commissioners		TMBC Social Enterprise Action Group/Phil Spence	Increase the number of social enterprises operating in Tameside	Ongoing	n/a	
Secure a post at T3SC dedicated to promoting procurement		T3SC		31.3.08		No
Support the development of a 'Guild of' or umbrella social enterprise		T3SC/Tameside Business Family	Increase the number of social enterprises operating in Tameside Increase the percentage of supported social enterprises still trading after 12 months	31.3.09		No

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Provide ongoing advice and support to Social Enterprises	Currently forms part of the PPP project and Ashton Regeneration Business	TMBC	Increase the percentage of supported social enterprises still trading after 12 months	Ongoing		ERDF to 30.6.08 if extension is granted
Target existing Voluntary and Community Organisations which have the capacity to trade to become social enterprises generating income		T3SC/TMBC	An Increase in the number of social enterprises operating in Tameside	Ongoing		
Investigate potential for a resource centre – a hub based approach with spaces to let for emergent and established social enterprises		T3SC		Ongoing		
Develop links with Registered Social Landlords		T3SC/TMBC		Ongoing		

Sustainability, Equality and Future Funding

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Identify funding for Actions within this Action Plan		TMBC – Resource Procurement		Ongoing		
Seek funding beyond 30.6.08		TMBC – Resource Procurement		31.3.08		
Seek ongoing support to embed enterprise in mainstream service delivery across all agencies as required by the Local Area Agreement Plus.		All partners on Tameside Economic and Learning Partnership /Local Area Agreement Economic Development Working Group		31.3.08		Potential co-ordination of funding around enterprises LSC/NRF/ESF/ DAF/NWDA
Equality Impact Assessment Actions						
More research may be required amongst specific ethnic minority groups	Research and census show a low number of Bangladeshi women described as self-employed	Tameside Business Family/TMBC (Lisa Hoyland)	No of (which) ethnic minority group receiving assistance/ population	30.6.08	tba	Possible ERDF/ LABGI to 30.6.08

Required Action	Comment	Lead body	P.I.	By :	Cost per annum	Funding available
Review and implement monitoring arrangements for business support/ enterprise projects delivered by TMBC, and where possible influence and request information from external partners delivering service		Tameside Enterprise Team (P Cowper/M Wain)	Improve data obtained from service delivery	30.6.08		ERDF/LABGI
Review/replace Tame Valley Regeneration Consortium equalities policy on behalf of Tameside Business Family.	Policy needs refreshing in line with new activities	Lisa Hoyland on behalf of the TVRC Business Family Board Ltd	New policy and communication	31.3.08		TMBC in kind
Ensure marketing strategy addresses communication needs of minority and target groups appropriately		Tameside Business Family Board (Mike Dinsdale/Phil Cowper/LH)	Marketing Plan addressing relevant communication needs	31.3.08		ERDF/LABGI – in kind support