



Combined Indicators Technical Note

ERDF Priority 1 – Business Support

- 040/P1/O01 No. of new SMEs and spin out businesses assisted with innovation, including integrated development of workforce skills
- 040/P1/O02 No. of SMEs assisted with innovation, including integrated development of workforce skills
- 040/P1/O03 No. of SMEs receiving financial assistance
- 04/P1/O06 No. of integrated packages of activity to embed the benefits of investments in innovation in disadvantaged communities
- 040/P1/R09 No. of businesses assisted with improved performance
- 040/P1/R10 No. of businesses assisted with improved environmental management, of which:
 - 040/P1/R11 Related to improved energy efficiency, micro-renewables and other management of carbon footprint
- 040/P1/R12 No. of assisted businesses engaged in new collaborations with the knowledge base

January 2010

Version Number	Purpose/Change	Author of Change	Date
1.0	Individual output/outcome appendix	Kelly Fairbairn	12/01/10

OUTPUTS

040/P1/O01: No. of new SMEs and spin-out businesses assisted with innovation, including integrated development of workforce skills where appropriate	
Terms	Definitions
Unit of Measurement	No. of businesses
Counted	<p>Defined as SMEs, under 12 months old since the commencement of trading, receiving a minimum of</p> <ul style="list-style-type: none"> • 2 days active consultancy advice or other non-financial assistance (1 day = minimum of 6 hours activity i.e. it excludes lunch and other breaks), or • Assistance to the value of , or consultancy grant of at least £1,000. <p>Examples:</p> <ul style="list-style-type: none"> • A 2 day (NB 1 day equates to 6 hrs activity excluding lunch and other breaks) workshop is delivered at a cost of £8k with 10 businesses attending. This can be counted as each of the businesses have received 2 days of support – even though the monetary value of each business supported is less than £1,000. • A business receives £1,000 worth of assistance over 3 half days sessions. This can be counted as the business has received support to the value of £1,000 even though the assistance took place in less than 2 days.
Exclusions	Services that are the legal, statutory responsibility of other organisations e.g. provision of statutory education to 16.
Verification Evidence	<p>Business - Name, Address inc post code, Tel no, Contact details. Ownership. No. of employees. Business start date</p> <p>Consultancy: Standard letter from Finance Director confirming consultancy support provided and hours worked.</p> <p>Type of Consultancy provided: type of training/learning, number of hours/period, start-end dates</p>
Notes	A business can only be counted once within a project irrespective of the number of times or forms of assistance it receives.

040/P1/O02: No. of SMEs assisted with innovation, including integrated development of workforce skills where appropriate	
Terms	Definitions
Unit of Measurement	No. of businesses
Counted	<p>Defined as SMEs, over 12 months old since the commencement of trading, receiving a minimum of</p> <ul style="list-style-type: none"> • 2 days active consultancy advice or other non-financial assistance (1 day = minimum of 6 hours activity i.e. it excludes lunch and other breaks), or • Assistance to the value of , or consultancy grant of at least £1,000. <p>Examples:</p> <ul style="list-style-type: none"> • A 2 day (NB 1 day equates to 6 hrs activity excluding lunch and other breaks) workshop is delivered at a cost of £8k with 10 businesses attending. This can be counted as each of the businesses have received 2 days of support – even though the monetary value of each business supported is less than £1,000.

	<ul style="list-style-type: none"> A business receives £1,000 worth of assistance over 3 half days sessions. This can be counted as the business has received support to the value of £1,000 even though the assistance took place in less than 2 days.
Exclusions	Services that are the legal, statutory responsibility of other organisations e.g. provision of statutory education to 16.
Verification Evidence	<p>Business - Name, Address inc post code, Tel no, Contact details. Ownership. No. of employees. Business start date</p> <p>Consultancy: Standard letter from Finance Director confirming consultancy support provided and hours worked.</p> <p>Type of Consultancy provided: type of training/learning, number of hours/period, start-end dates</p>
Notes	A business can only be counted once within a project irrespective of the number of times or forms of assistance it receives.

040/P1/O03: No. of SMEs receiving financial assistance

Terms	Definitions
Unit of Measurement	No. of businesses
Counted	<p>Defined as new SMEs or SMEs receiving loans, equity investment and grants, except where the grants are for consultancy support.</p> <p>May be counted when there has been financial support with a <u>minimum</u> value of at least £1,000.</p>
Verification Evidence	<p>Business - Name, Address inc post code, Tel no, Contact details. Ownership. No. of employees. Business start date</p> <p>Financial Assistance Details: signed agreement with financial institution, letter from financial institution confirming financial assistance and the amount.</p> <p>Confirmation from Finance Director that the amount is being used for the intended purpose</p>
Notes	A business can only be counted once within a project irrespective of the number of times or forms of assistance it receives.

040/P1/O06: No of integrated packages of activity to embed the benefits of investments in innovation in disadvantaged communities

Terms	Definitions
Unit of Measurement	No of activities/initiatives
Counted	<p>Defined as composite initiatives that seek to engage residents of disadvantaged communities with employment or other opportunities arising from Innovation Connector projects.</p> <p>A simple count of package activity. May be counted when the package is approved and work on the first constituent project commences.</p>
Exclusions	Packages which are not derived from an IC project
Verification Evidence	<p>Package information – name, location, contact details, number of people involved</p> <p>No of residents supported, details of how/why, outcomes of the activity</p>

RESULTS

040/P1/R09: No of businesses assisted with improved performance	
Terms	Definitions
Unit of Measurement	No of businesses
Counted	<p>A subset of New SMEs Assisted, SMEs assisted and SMEs receiving financial assistance reporting some improved performance in some dimension as a result of the assistance provided.</p> <p>Should be counted up to 3 years following the support provided.</p> <p>Those businesses counted which have had an increase in their performance against the baseline before the project intervention(s) and following it.</p> <p>Where business performance was expected to have reduced in the absence of the intervention, an improvement may be recorded if the intervention has resulted in a lesser fall.</p>
Exclusions	Any business not included in the project that delivered business support outputs.
Verification Evidence	<p>Business - Name, Address inc post code, Tel no. Contact details. Ownership. No. of employees. Type of business</p> <p>New business – the company incorporation statement or letter from the Owner/Chief Executive or Finance Director to confirm it is a new company.</p> <p>Start of trading - Company Registration No./VAT No. and date of registration or NI Class 2 date of registration.</p>
Notes	Applying the project logic chain approach it may be expected that a successful project intervention should either lead to an increase in the business turnover or reduce cost of sales (materials/ bought in services). Both of these outcomes support sustainable job growth or safeguard an existing job. The difference between the two represents gross value added that finances sustainable wages or profits. Labour productivity is the gross value added divided by the actual employment.

040/P1/R10: No of businesses assisted with improved environmental management, 040/P1/R11: of which related to improved energy efficiency, micro-renewables and other management of carbon footprint	
Terms	Definitions
Unit of Measurement	No of businesses
Counted	<p>A subset of No. of businesses assisted with improved performance, where the focus of improvement was environmental performance.</p> <p>Should be counted up to 3 years following the support provided.</p>
Exclusions	Any business not included in the project that delivered business support outputs.
Verification Evidence	<p>Business - Name, Address inc post code, Tel no. Contact details. Ownership. No. of employees. Type of business</p> <p>Confirmation of improved environmental management – relative certificate or confirmation showing the standards achieved from an accrediting body such as BREEAM and CEEQUAL (buildings only) or EMAS or ISO14001 (environment management systems).</p> <p>Confirmation of improved environmental management may also come from non-accrediting environmental bodies such as the Environment Agency or Local Government.</p>

Notes	This indicator provides evidence to demonstrate how the EU Lisbon Agreement on a whole life approach, the Office of Government Commerce's mandatory Common Minimum Standards , the Government and RES sustainable development commitments are being embedded.
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040/P1/R12: No of assisted businesses within the region engaged in new collaborations with the knowledge base	
Terms	Definitions
Unit of Measurement	No of assisted businesses
Counted	<p>Defined as first involvement between at least one firm and one knowledge base organisation. It includes the first collaboration by a firm with a department within a knowledge base organisation.</p> <p>May be counted when the collaboration between a business and the knowledge base starts.</p>
Verification Evidence	<p>Business - Name, Address inc post code, Tel no, Contact details. Ownership. No. of employees.</p> <p>Evidence of collaboration between the business and the knowledge base organisation – agreement signed by both parties, showing start dates and end dates and the outcome of the agreement</p>