

## Appendix 6: Libraries supporting enterprise.

### Business & IP Centre (BIPC) GM

The BIPC in Central Library goes from strength to strength. In 2022-23:

- Delivered over 600 activities including one to one support, workshops, networking events, and webinars.
- Over 5,000 attendees came to events – more than twice our annual target and the most attended BIPC outside London.

The recent report published by the British Library, [Democratising Entrepreneurship 2.0](#) reveals the national impact the Business & IP Centre (BIPC) Network has had over a three year period from April 2020 to March 2023. The report shows how the BIPC GM has continued to support entrepreneurship and economic recovery at a local level, contributing to a payback of £6.63 for every £1 of public money spent across the BIPC Network.

Between April 2020 and March 2023, the BIPC GM:

- Helped to create 2,170 new businesses and 357 additional jobs
- Generated £17,900,000 Gross Value Added (GVA)
- Supported a range of entrepreneurs, of which:
  - 62% were women
  - 42% identified themselves as from a minority ethnic community
  - 15% were disabled
  - 24% were aged 35 and under
  - 36% were from the most deprived areas

In addition:

- 96% of BIPC supported businesses are still trading after their third year (national average 40%).
- 65% of attendees have only used BIPC services for business support.

At a national level the BIPC GM made a significant contribution to the overall targets of the national network, including the addition of some of our case studies in national marketing campaigns.

The launch of the Democratising Entrepreneurship 2.0 was held at the House of Lords in July 2023, where Jonathan Ebbs, manager of Libraries' business services spoke about our success.

The success of the BIPC network also featured in the recent Public Libraries Review conducted by Baroness Sanderson – included as Appendix 13.



## Build A Business in GM Libraries

Launched in autumn 2021, this ERDF part-funded programme of business support supported over 1,000 individuals across 8 GM authorities by the end of June 2023. As a result of its success, the project was awarded UK Shared Prosperity Funding and continued seamlessly from July 2023 with funding until March 2025. In addition the service has expanded to all 10 GM authorities with Rochdale and Wigan joining.

### Highlights from the Summative Assessment:

- Very successful engaging with individuals from very diverse/underrepresented backgrounds, including female entrepreneurs, people from BAME groups and refugees. In many cases, the SME Champions have adapted to meet the needs of particular groups, e.g. refugees.

- Access to BIPC resources and expertise has been of great value to beneficiaries in developing and exploring their business proposals.
- Pre-starts and early-stage businesses lack funding and the project has provided access to resources such as databases and other BIPC resources at no cost to the participant.
- Successfully brought beneficiaries together, for example through workshops and networking events. Knowledge and experience to be shared and business connections to be developed. It has also enabled a business community to be developed.
- Successful in facilitating business creation and growth.
- Delivered in supportive and relaxed environments which has made participants feel at ease.
- The team working on the project, both centrally and across the participating local authorities, have been fully committed to delivering a successful project for the benefit of participants.
- Many beneficiaries have continued to engage following completion of the support programme by speaking at events and passing their knowledge to other participants.
- Enabled the eight local authorities and their respective Champions to work together and to learn from each other's experiences.
- Enabled the SME Champions to develop lasting relationships with participants by ensuring that participants have a single point of contact on the project.
- Raised the profile of business support delivery through libraries with a number of key agencies. This has given this approach to business support more credibility.
- The Enterprise Officers played a significant role in improving the confidence of participants with regard to developing their business ideas.

Feedback from clients:

"Best training I've ever been on"

"I didn't realise IP was so important to my new business"

"It was so good, can't believe this is free "

"Interested to learn more about IP and how it may affect my business ideas"

"Session was brilliant!! More value than I expected."

"Extremely insightful and useful - great for networking too"

"Passionate, confident and totally involved our interest."

"Brilliant content, food for thought, very approachable trainers."

"Pitched at the right level & very engaging - really good"

## Build A Business in GM Libraries

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Growing a business?  
Got a brilliant idea?

From **artisan baker** to  
**zumba instructor**...  
our business support  
programme can help  
you get the skills,  
information & know-how  
to succeed.



Find out more at:  
[www.buildabusinessgm.org](http://www.buildabusinessgm.org)



### Enterprise Hubs:

The Enterprise Hubs are funded through the Government's UK Shared Prosperity Funding (£1.8m) with four centres in the City to redevelop unused space to support local entrepreneurs to develop and grow their business.

- Town Hall Extension - The Generator, the flagship space
- Royal Mills in Ancoats offering meeting and networking spaces
- The Yard in Cheetham Hill will be a sustainable fashion/atelier hub
- 422 on Stockport Road Longsight provides local space for small businesses and local start ups in a community setting.

The Generator offers:

- Space to develop the business
- One to one business information support from the onsite Enterprise Officer
- Programme of events and workshops
- Networking and peer support opportunities
- Community building with members and users

The Enterprise Officer is available in the Generator for 1-2-1 support. These support sessions help identify the individual guidance, development and resource needs of the entrepreneur and help them improve their chances of business success by being

referred to relevant support and resources within the programme, including the resources available at BIPC Manchester.

The Generator is aimed at early stage business founders looking to make connections, collaborate and learn from each other - and meets these needs at a low entry cost for members who can benefit from the wrap around business support and be incubated to move into the wealth of mainstream facilities the City offers. It is also an ideal space for freelancers and hybrid/remote workers who want to take a break from working from home or coffee shops.

The team are working hard on a second Generator Space based in Ancoats which will further strengthen business support in the heart of the city.



