



Supporting  
Entrepreneurial Talent  
**2024**



Do you have  
the EDGE?

### **Scottish EDGE Round 23 Key Dates**

**Wednesday 7th February 2024**

Application window opens (9.00am)

**Wednesday 6th March 2024**

Application window closes (2.00pm)

**Monday 11th to Friday 15th March 2024**

1st Stage Assessments undertaken

**Wednesday 20th March 2024**

1st Stage Assessment results released

**Thursday 11th, 12th, 16th, 17th, 18th April 2024**

Scottish EDGE Semi-Finals

**Monday 22nd April 2024**

Social Enterprise EDGE Final

**Tuesday 23rd & Wednesday 24th April**

Young EDGE Final

**Friday 26th April 2024**

Wild Card EDGE Final

**Thursday 9th & Friday 10th May 2024**

Scottish EDGE Final Days

**Friday 24th May 2024**

Awards Ceremony

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# 1. Scottish EDGE

Scottish EDGE is the main competition category. All companies that apply and meet the eligibility criteria will be entered in to and assessed for the main Scottish EDGE competition.

This category also includes five special accolade awards: Net Zero EDGE, STV Growth EDGE, Creative EDGE, Circular Economy EDGE, and Scotland Food & Drink EDGE (see FAQ's and Eligibility for more details on these special awards). If you have an Innovative, high-growth potential business then you could win up to £100,000 plus a fantastic package of support from Scottish EDGE.

The application process consists of each business completing the Scottish EDGE Online Application Form (available from our website) and producing a 3-minute video presentation.

The Scottish EDGE category has three assessment stages:

## **The Scottish EDGE category has three assessment stages:**

- 1.** 1st Stage Assessment of Application and Video Presentation
- 2.** Live Semi-Final Presentation (3-min presentation followed by 10-minute Q&A)
- 3.** Live Final Presentation (3-min presentation followed by 13-minute Q&A)

## **Winners of Scottish EDGE will benefit from:**

- ▶ Funding of up to £100,000, taking the form of a **30% grant, 70% loan**
- ▶ Enrolment into the EDGE Alumni programme
- ▶ Package of Support from leading business organisations
- ▶ Dedicated Relationship Management to help your business grow



“ If your business qualifies to apply for Scottish EDGE and you don't win you will be offered detailed feedback and signposting to business support organisations who will provide you with support to help you reapply.

## 2. Social Enterprise EDGE

Through a partnership with the People's Postcode Lottery (Postcode Innovation Trust) we offer a dedicated Social Enterprise EDGE category.

The purpose of this category is to identify organisations who clearly demonstrate how their business enriches communities and makes a contribution to society, tackling social and environmental problems in Scotland, nationally or abroad, whilst being built on the back of strong business foundations which outline a sustainable business growth plan.

The Social Enterprise EDGE category is open to asset-locked Social Enterprises and Charities only.

Applicants who are eligible for the Social Enterprise EDGE category will be assessed as part of the Scottish EDGE 1st Stage Assessment Process and the assessment panel will decide which of the social enterprises will be invited to pitch live at the Social Enterprise EDGE Final, for the chance to become the Social Enterprise EDGE winner and win an award of up to £75,000, which is split **70% Grant / 30% Loan**.

The assessment criteria for Social Enterprise EDGE is the same as the Scottish EDGE category but with a stronger focus on Social Purpose and Sustainability.



“

The purpose of this category is to identify organisations who clearly demonstrate how their business enriches communities and makes a contribution to society



## 3. Young EDGE

### **Aged 18–30**

At Scottish EDGE, we recognise that growing your business can be particularly challenging for younger entrepreneurs. Whilst Scottish EDGE is open to all who meet the Scottish EDGE criteria, an additional special category has been designed to support Companies whose Directors are all aged 18-30 (excluding Non-Exec Directors and Investors) in the form of Young EDGE.

Applicants who are eligible for the Young EDGE category will be assessed as part of the Scottish EDGE 1st Stage Assessment Process and, should they meet the scoring level required following assessment, will be invited to pitch live at the Young EDGE Final, for the chance to win one of the grant only prizes (21x top prizes of £15,000, and up to 126x prizes of £10,000). The assessment criteria for Young EDGE is the same as in the Scottish EDGE category.

The judges pick the winners on the day including the top prize winners who will be awarded a place at a future Scottish EDGE Semi-final.





At Scottish EDGE, we recognise that growing your business can be particularly challenging for younger entrepreneurs.

## 4. Wild Card EDGE

### **Pre-Trading Businesses**

Wild Card EDGE is designed to support pre-trading businesses to take their product or service to market.

This is a judges' award category and requires the collective agreement of the assessment panel that you or your company has the innovative 'wow' factor. Innovation is not only about your product or service; it can be about you, your approach, your team, or the design or brand which you have adopted.

Applicants who are eligible for the Wild Card EDGE category will be assessed as part of the Scottish EDGE 1st Stage Assessment Process and the assessment panel will decide which of the businesses will be invited to pitch live at the Wild Card EDGE Final, for the chance to win one of the grant only prizes (1x top prize of £15,000, and up to 7x prizes of £10,000). The assessment criteria for Wild Card EDGE are the same as in the Scottish EDGE category.

The judges pick the winners on the day including the top prize winner, who will be awarded a place at a future Scottish EDGE Semi final.

A young man with reddish hair, wearing a grey three-piece suit, is playing bagpipes. He is looking slightly to the left. The background is a blurred outdoor setting with a building and some lights. The image has a dark blue overlay.

“

Innovation is not only about your product or service; it can be about you, your approach, your team, or the design or brand which you have adopted.

# Eligibility

What are the eligibility criteria for the awards?

## Scottish EDGE Eligibility Criteria

- ▶ Ltd Co's / Social Enterprises / Charities - Your business has been Incorporated at Companies House / OSCR
- ▶ Ltd Co's only - A minimum of 50% of the business ownership is attributed to Directors actively working in the business on a day-to-day basis
- ▶ Your business has been in operation for less than 5 years, as at Scottish EDGE application window closing date? *(Evidence is required through Companies House check to confirm Incorporation Date. If Incorporation Date is greater than 5 years then an HMRC Letter or Accountant's letter is required to confirm trading activity has been less than 5 years. Evidence must be submitted at the end of the Application process to support your completed application form submission. Additional checks will be undertaken to confirm trading period)*
- ▶ Your business is head-quartered in Scotland and key business leaders must be resident in Scotland (min 50%). *(Address Verification checks will be undertaken in the latter parts of the competition process)*
- ▶ Key business leaders have not won a main Scottish EDGE (Loan + Grant) award in a previous round either with this business or a different business. *(Previous Young EDGE or Wild Card EDGE winners can reapply so long as you have not won any other Scottish EDGE award)*
- ▶ With support, your business has the potential to achieve new/increased cumulative sales of £200,000 over the next 3 years. *(The 3 year timeframe does not apply to businesses in the specialist sectors of BioTech, Life Sciences, Technology and Energy)*
- ▶ Current annual turnover does not exceed £1m and/or the business has not received external investment of £500,000 or more. *(If you raise £500,000 investment during the current competition process then will you not be eligible to continue in the competition)*
- ▶ Over the next 3 years, with support, your business should be capable of creating new, sustainable Scottish jobs
- ▶ Your business is not in administration or liquidation, and your business's directors or key principals have never been prosecuted for fraud or disqualified from becoming a business director

- ▶ For All Non-UK Passport Holders – evidence of your visa status and visa expiry date is required.

## Social Ent EDGE Eligibility Criteria

- ▶ Same as Scottish EDGE with the addition that your business plan should clearly demonstrate how your business enriches communities and makes a contribution to society, tackling social and environmental problems in Scotland, nationally or abroad.
- ▶ Your Social Enterprise must **(a)** have a social mission embedded in your articles and **(b)** have a legal clause in the articles that prevents the assets of the company being used for private gain and **(c)** have a requirement in your constitution that profits must be reinvested in the business or community.

Only asset locked Social Enterprises will be considered for this category.

## Young EDGE Eligibility Criteria

Open to all businesses or sole-traders/partnerships whose Directors (excluding non-exec Directors) are all aged between 18-30 years old (ID will need to be provided to confirm).

## Wild Card EDGE Eligibility Criteria

- ▶ Open to all businesses or sole-traders/partnerships who are pre-trading.
- ▶ Your business displays a highly innovative element around your product/service, your brand or you and your team.

## I am a sole-trader, can I apply?

Soletraders/partnerships are eligible to apply in the Young EDGE and Wild Card EDGE grant only categories but cannot apply for the Scottish EDGE category.

## I applied to Scottish EDGE the last time - can I apply again?

Yes, you can apply for Scottish EDGE again.

## I am a past Scottish EDGE winner, can I re-apply?

You are permitted to apply for further Scottish EDGE support if you are a previous Young EDGE or Wild Card EDGE winner. However, Scottish EDGE and special award winners are not eligible for further funding from Scottish EDGE, regardless of whether it is the same or a new business.

## **I've raised private investment. Does that affect the amount I can win from EDGE?**

The Scottish EDGE Board have introduced a new rule for privately funded companies. If you have been successful in securing more than £250,000 in funding from private sector sources, you will only be eligible for the loan and not the grant portion of the award.

Any business who has received £500,000 or more of private investment will not be deemed eligible for the competition. This rule is applicable up until the date of when you would be announced as a Scottish EDGE winner.

Please tell us, when completing your online application about any private sector support you have received up to the application date, and we will check further in the competition process whether any investment has been generated during the competition delivery period.

## **Do I need to have a Business Bank Account open to apply?**

No you don't need to have a business bank account open to be eligible to apply but will need one if successful in winning an award, as EDGE awards must be paid in to a business bank account.

## **Tell me more about the STV Growth EDGE Award**

STV Growth EDGE is a special award introduced in partnership with STV, offering support to one Scottish EDGE winning consumer-based product business.

The award comes in the form of £75,000 worth of STV advertising airtime. This award is in addition to your Scottish EDGE Award funding.

## **Tell me more about the Circular Economy EDGE Award**

Circular Economy EDGE is a special award category introduced with Zero Waste Scotland funding to encourage and back entrepreneurs who are exploring more circular ways of doing business.

A circular economy is one that's sustainable, and as much as possible eliminates waste, everything has value and nothing is wasted. The award is a prize of up to £100,000 (30/70 grant/loan) for the top Circular business idea.

If you would like to undertake an Energy Efficiencies assessment through Zero Waste Scotland visit <https://energy.zerowastescotland.org.uk/>. Visit <https://ceaccelerator.zerowastescotland.org.uk/> if you are interested in finding out more about the circular economy.

## **Tell me more about the Net Zero EDGE award**

The Royal Bank of Scotland Net Zero EDGE award reflects Scotland's drive to be net zero by 2045. It celebrates the role that innovative businesspeople and entrepreneurs are playing in making this target achievable.

The award carries a potential prize amount of £100,000 (30/70 grant/loan split), which is awarded to one Scottish EDGE finalist on the day of the final or awards ceremony.

## **Tell me more about the Creative EDGE award**

The Creative UK supported Creative EDGE award is a special award for Creative Sector businesses. The award carries a potential prize amount of £100,000 (30/70 grant/loan split), which is awarded to one Scottish EDGE finalist on the day of the final.

**To be eligible for the Creative EDGE award, you must operate in one of the following sub-sectors:** Advertising; Architecture; Visual art; Craft; Fashion and textiles; Design; Performing arts; Music; Photography; Film and video; Computer games; Radio and TV; Writing and publishing; Heritage; Software/electronic publishing; Cultural education

# The application process

## How do I apply for Scottish EDGE, Social Enterprise EDGE, Young EDGE or Wild Card EDGE?

All applications must be submitted using the Scottish EDGE Online Application Portal, which can be found on our website - [www.scottishedge.com](http://www.scottishedge.com). No paper based or email applications will be accepted. During the application process, each applicant will select their preferred competition category and complete the respective application questions.

## How long will it take me to complete my application?

Past winners have told us that it takes anything from half a day to several days to prepare their answers and a video pitch. It is key that you dedicate sufficient time that you are comfortable with to allow you to submit as comprehensive an application as possible, without taking the focus away from running your business. Only information provided on the application form and video pitch will be considered by the judging panel during the 1st stage assessment process.

## How do I submit the required 3-minute video pitch?

The video should be to the standard of that taken on a hand held mobile recording device or better – it is not necessary to pay for an external party to produce a professional video solely for this competition unless you really wish to do so.

The standard does not impact on your selection – so long as it can be viewed, heard and shows the entrepreneur and any potential product. It is the content of the pitch which matters. We would encourage applicants to show their product or service in the 3 minute video as this often helps bring your offering to life for the judging panel during the assessment process

YouTube is the preferred option for uploading video content and we would encourage applicants

to amend their video to the **unlisted** option when uploading a video to YouTube (link below). The time limit for videos is 3 minutes maximum. Any video content beyond 3 minutes will not be viewed during assessments.

How to change video to Unlisted:  
<http://bit.ly/EDGEUnlisted>

Once the video content has been uploaded to YouTube (or another preferred format i.e. Vimeo) then you must provide the full URL link on your Scottish EDGE Application where requested.

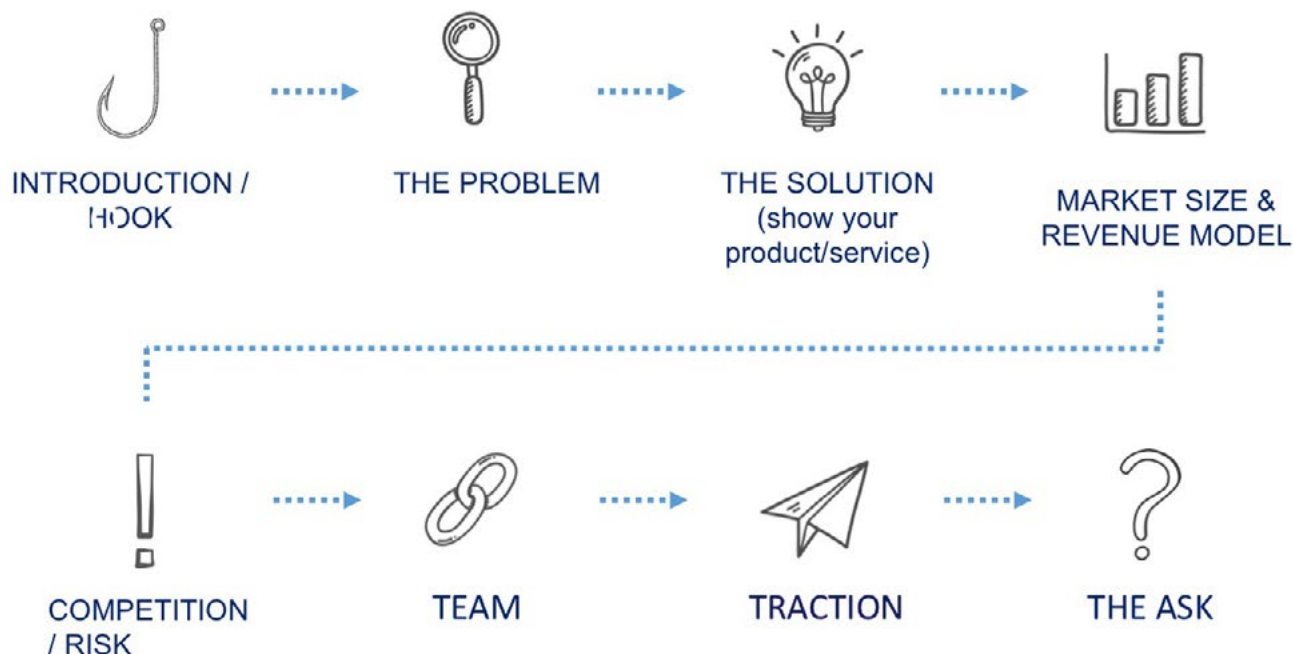
## What should be covered in the 3 minute video?

The video offers the opportunity for you to showcase the business leader, team and product/service to the panel of assessors. The 3 minute video does not need to be the business leader speaking for 3 minutes, it can include a demonstration of your product or service, have customer testimonials or show some of the team hard at work.

The diagram to the right provides an overview from Royal Bank Entrepreneur Accelerator as to what they suggest could be included within the 3 minute video.

You can find example pitch videos here:  
<http://bit.ly/EDGEPitches>

## Suggested 8-steps to a perfect pitch\*



\*Please note: this diagram is intended to offer guidance only, it is not mandatory to follow this process

## What happens after my application has been submitted?

Following closure of the Scottish EDGE application window, all Scottish EDGE applications will be checked for eligibility and assessed and scored against the Scottish EDGE assessment criteria.

**The scoring is based solely on the evidence contained within your application form and your video.**

After all applications have been assessed the top scoring businesses will be invited to pitch live in front of our panel of partner organisations and other business experts at one of our semi-finals or category finals.

For the Scottish EDGE category, the businesses who do not progress to the semi-final will receive feedback on their application to help take their business forward and to support any future Scottish EDGE applications and will also be given the opportunity to work with a Business Gateway advisor, if not already in place.

At the semi-final stage the applicants are again assessed against the same Scottish EDGE criteria as the 1st stage assessment and if you are successful in impressing the panel and are one of the top-scoring semi-finalists you will be invited to the Scottish EDGE final. The Scottish EDGE final will take place over two-days and at this event

you will be asked to pitch live to a senior business panel.

After all the pitches at the final, the panel select the winners on the day and decide how much investment will be given to each winning business. The winners are then announced at an awards ceremony on the evening of the second day.

For businesses who are eligible for Social Enterprise EDGE, Young EDGE or Wild Card EDGE, they will be contacted separately following the 1st stage assessment process and will be advised whether they have been successful in progressing to the respective final for these categories. At the Social Enterprise EDGE, Young EDGE, and Wild Card EDGE finals, companies will pitch live to a panel of business experts, followed by a Q&A session, after which the panel will decide on whether the company will be selected as a winner or not.

# The assessment process

## What is the Assessment Criteria?

Whilst the competition standard and level of expectation can often increase as you progress through the stages of the Scottish EDGE competition, the assessment criteria remains consistent across the 1st Stage assessments, the Semi-Final and the Final.

Social Enterprise EDGE, Young EDGE, and Wild Card EDGE also have the same assessment scoring process. The assessment criteria across all rounds is linked to the key requirements for Scottish EDGE and is as follows (including some examples of what the judges may look for in each area):

### Value Proposition

Has the product/service offering been clearly articulated?

Is there a recognition and awareness of other similar and competing products, and has the applying business clearly articulated what makes their product/service better and more appealing to customers? – The point of difference could be around innovation or business model

Has the business outlined clearly the stage it is currently at and what the key up-coming development/growth milestones are?

If IP is required, is clear ownership and freedom to operate demonstrated?

Has the key innovative element of the business offering been developed fully by the applying business?

Is the product/service easily replicated, and has the business demonstrated how they will alleviate concerns about being copied?

Is there a clear sense that the key business risks are understood and can be addressed?

Where applicable, has the business demonstrated a willingness to act on previous feedback and use this to support the business development/growth strategy?

### Team

Does the business leadership team have the right mix of skillsets to drive the business forward?

Is there sufficient commercial experience in the team or advisory network to enable the proposed growth plans to be achieved?

Can the business leader call on any past business successes or failings to help in the current entrepreneurial journey?

Are there strong business foundations in place to demonstrate this is an investable team with a robust plan for growth?

Where applicable, do the wider team members have the skills and experience to add value in their role and support the business growth strategy?

Does the individual or team evidence that they know what key skills are missing from the team to enable them to grow the business?

Has a network of business support advisers/mentors been established? Do they add value?

### Impact

What core values and culture has the business leader / leadership team set out for the business?

With Scottish EDGE assistance, does the application suggest the ability to create new, sustainable Scottish jobs?

Does the business demonstrate a strong social impact focus or is there strong social intentions built into the future plans of the business?

Can the business leader / leadership team highlight any specific social impact activities they currently deliver or will aim to deliver – supporting Young or Disadvantaged People, Rural Community focus, utilising Local Suppliers, backing Community Initiatives? If so, how many people have been positively impacted by the Giving Back activities of the business?

Is there a current commitment to delivering inclusive practices as the business looks to grow e.g. Living Wage, non-use of Zero Hours Contracts, Workplace Diversity (including gender split, BAME, young people, disability)?



Does the business outline a clear focus on delivering positive environmental impact?

Is there a plan in place to support a Net Zero strategy?

Is it clear that environmental impact is seen as an integral part of the business plans going forward?

Does the business demonstrate any key activities, processes or future intentions to highlight a focus on circular economy?

Does the business have metrics or targets for their social and environmental impact activities?

Has the business aligned their positive impact with any of the UN Sustainable Development Goals?

## Customer Focus

Is the target customer base clearly defined?

Has the business distinguished customer segments and their specific needs, and outlined the size of the opportunity?

Is there evidence that the company's product or service has sufficient customer demand to allow for business growth?

Has sufficient customer/market research and validation been undertaken to suggest customers would purchase the company's offering at the proposed price point?

Is there clear evidence of engagement with the target customer base?

Is the level or stage of engagement clearly stated (sent an email / trials / agreed contract in place)?

Does the applicant have confirmed interest from buyers?

If so, at what stage is this interest and will it lead to confirmed sales?

If sales have been made to customers, is there any strong customer feedback that can demonstrate value-add of your offering?

Does the company demonstrate a plan to offer their product/service beyond a localised market?

Does the business see Scotland or an export market as the strongest customer base going forward?

Does the business leader understand the best marketing strategy to reach the key customer base?

Has the business selected the appropriate marketing channels?

## Business Growth

Does the business leader clearly articulate their business growth strategy and outline clearly how the 1st year projected turnover will be achieved and provide realistic plans for growth over the coming three years?

Is the business projecting to achieve the minimum level of £200,000 cumulative turnover across the next three years and are the plans for how to achieve this realistic?

For trading businesses, what level of turnover has been achieved to-date, and is the business on course to achieve current year sales forecast?

## Scoring Range

**1 (Poor)** - little or no evidence of the criterion being satisfied, and lack of clarity in the information/evidence presented: **2 (Weak)** - some evidence of the criterion being satisfied and some relevant information presented, however insufficient information/evidence is broad and lacking sufficient detail: **3 (Satisfactory)** - adequate evidence of the criterion being satisfied and some information presented appears robust, however some deficiencies exist in the areas assessed: **4 (Good)** - clear evidence of the criterion being satisfied and information/evidence presented is coherent, consistent and is justified: **5 (Excellent)** - strong evidence of the criterion being satisfied and information/evidence presented is of a very high level: coherent, consistent, justified, but also demonstrating advanced development or comprehensive strength

Does the business have a strong Go-To-Market / Commercial Strategy?

Does the business leader have a clearly defined revenue model for their products and services?

Does the business leader know the number of product sales needed to grow over the next three years to achieve the projected turnover levels?

Are these numbers realistic and achievable?

Has the proposed business offering been validated by the target market to evidence how the proposed growth plans are achievable and realistic?

For pre-trading businesses, is there a realistic assumption of when the product/service will be ready for market?

For businesses still in the development stage, is there a clear strategy to evidence they can progress towards commercialisation?

If the business is going through a loss-making stage due to key development activities, is there plans in place to show how the losses will be sustained through the development phase?

For specialist sector businesses, is there a strong commercial strategy and a realistic timescale of when they will have a market ready proposition?

Is there a clear understanding around the cost of sales - product development, manufacturing, distribution, marketing etc?

Does the business have the plans and relationships in place to ensure a secure product supply chain and have a strategy for effectively managing any proposed manufacturing process?

For socially-focused businesses, is there a clear business sustainability strategy in place aligned with realistic details of the positive impact the product/service will deliver?

## Utilisation of Funding

Does the proposed Scottish EDGE award spend breakdown relate to the key essential areas to influence business growth?

Have the proposed spend costings been researched and evidenced as realistic?

Has the business demonstrated the difference and impact an EDGE award would have on their entrepreneurial journey?

Will the proposed spend plans have an overall impact on Scotland's economy? Is it clear how the business has been funded to date?

Is there a clear understanding of the full funding required to take the product/service offering to a market-ready stage?

Is further funding (other than via Scottish EDGE) required to achieve the growth set out in the application - if so, how is this progressing?

If an EDGE award is part of a wider fund-raising campaign, has it been clearly articulated as to what specific steps the EDGE award would support?

## Who are the judges?

Throughout the Scottish EDGE journey our assessors are representatives of the Scottish EDGE partner organisations: The Royal Bank of Scotland, Business Gateway, Scottish Enterprise/Highlands and Islands Enterprise/South of Scotland Enterprise, Hunter Foundation and Social Investment Scotland, as well as external business experts, entrepreneurs, and investors from across Scotland. We also have previous Scottish EDGE winners on our panel of assessors.

A different panel will be used at the different stages of the competition, i.e. if you progress to the live pitching semi-final stage, the panel you will pitch to will be different from the panel who assessed your application at the 1st Stage Assessments.

“ Feedback will be aimed at offering you support in improving any future Scottish EDGE applications and also aimed at supporting you on your business growth journey.

## Is there anything that is not an acceptable use of the funding?

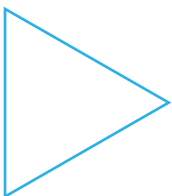
The purpose of the Scottish EDGE award is to take a business forward in their entrepreneurial journey and the funds can be used for any legal forward planning purpose.

Scottish EDGE awards cannot be used as a contribution to the salaries of existing directors, founding team, or key existing staff members. However, it is acceptable for funds to be used to support new recruits to the business team. Please note Scottish EDGE awards also cannot be used to repay Director loans.

## Is feedback available after I've applied?

Following each stage of assessments, each unsuccessful applicant will be provided with a selection of key feedback points from the assessment panel, with a view to this feedback giving some guidance on how best to take the business forward and to help support any future Scottish EDGE applications.

The feedback offered will be the consensus of the full panel from the assessment day. Each applicant will also be given the opportunity to work with a Business Gateway advisor to review their application and assessment feedback.



# Semi-final and final presentation

## **At the semi-final and final, how long do I present for?**

If you are successful in reaching the semi-final or final, then you will be asked to pitch for 3 minutes live in front of our panel of judges, and after your pitch the panel will have a further 8-10 minutes at the semi-final stage to conduct a questions and answer session with yourself.

## **Can more than one person present at the semi-final and final pitching events?**

Yes, there is no restriction on the number of people who can pitch for the business but you must be a director or key business principle to pitch on behalf of the business and the expectation is that the majority shareholder is one of the representatives for the company during the live pitch. However, to remain professional and ensure that you keep the judges focused on you during the pitch we would recommend that no more than two people pitch on behalf of the company.

## **How can I showcase my product/service at the semi final and final pitching events?**

You can showcase your product to the panel at the semi-final and finals stage by bringing along a product, a brochure or laptop/iPad to help bring your product/process/service to life. Please note that the showcasing time will form part of your overall 3 minute pitch and 8-10 minute Q&A allocation, therefore it will be up to you to decide when best to showcase the product/process/service to the panel.

If presenting virtually, you can use the 'share screen' function to show visuals of your product or service offering.

# Winners & Funding

## What can my company win?



### Scottish EDGE

Companies can apply for and win awards up to a maximum of **£100,000**. All Scottish EDGE and Category Awards are offered on a **70:30** Loan/Grant split. Businesses cannot apply for a Scottish EDGE Grant only.



### Social Enterprise EDGE

Companies who meet the Social Enterprise EDGE criteria, can win an award of up to **£75,000**, which is split **70:30 Grant/Loan**. Businesses cannot apply for a Social Enterprise EDGE Grant only.



### Young EDGE

Companies who meet Young EDGE criteria, can win awards up to **£15,000**. The expectation is there will be two top prize winners of £15,000 in this round, and twelve winners of £10,000. These awards are in the form of a grant.



### Wild Card EDGE

Companies who meet Wild Card EDGE criteria, can win awards up to **£15,000**. The expectation is there will be one top prize winner of £15,000 in this round, and seven winners of £10,000. These awards are in the form of a grant.

# Winners & funding cont.

## **My company has been chosen as an award winner. How do I get my money?**

50% of any funds awarded, or in the case of Young EDGE and Wild Card EDGE, 75% of any funds awarded will be given upon the award being granted and winner's contract being signed. Certain milestones, as outlined in your application form, will be agreed with you in a contract following an initial meeting with an EDGE Relationship Manager and any funding awarded must only be used to fulfil these milestones.

We fully understand the nature of early-stage businesses and that there may be a need to change how you spend your award. We encourage you to speak to the EDGE Relationship Manager at the earliest opportunity to propose any such change.

Once you have achieved these milestones or demonstrated that you are on the way to achieving them within the agreed time scales and with relevant evidence of spend, the final payment will be made.

All Scottish EDGE awards are 70% loan / 30% grant and loan terms will be discussed with each winner during their initial support meeting with the Scottish EDGE Relationship Managers. All Scottish EDGE winners will meet with the Scottish EDGE Relationship Management team following their award. The purpose of this meeting is to develop an action plan for supporting the winning business, to agree the milestones that will be inserted in to the Scottish EDGE winner's contract and agree loan terms for the loan element of the award. The Scottish EDGE Relationship Management team will also review submitted cashflow forecasts at these meeting to determine the financial sustainability of the business going forward.

The above noted process relating to Scottish EDGE winners is also followed for the Social Enterprise EDGE winner. The only difference is the award split for Social Enterprise EDGE is 70% grant/30% loan.

## **In addition to each Scottish EDGE monetary award, each winner also wins a fantastic support package offering**

In addition to financial awards, all Scottish EDGE winners and finalists are entitled to access a support package offering. You will also be enrolled into the EDGE Alumni programme, where you will get access to events, peer to peer learning and training to enhance your skills and grow your network.

Packages of support vary in each round and will be discussed with each winner accordingly. The dedicated Scottish EDGE Relationship Managers will help you access the relevant support to grow your business.

## **How is my business progress tracked?**

As part of your obligations to Scottish EDGE you will be required to report on your financial performance (limited to turnover inside and outside Scotland and additional funding raised) and the number of jobs you create. We have partnered with a tech business, PortF, to collect this information automatically through a feed to your online accounting system. This costs £9 a month and costs for the first 12 months of data collection will be allocated from your Scottish EDGE winnings (Scottish EDGE and Social Enterprise EDGE winners only).

# Loan terms

- ▶ 5% Fixed Flat-Rate Interest (this equates to a rate of approximately 9.5% - 9.7% APR)  
Maximum five year repayment term
- ▶ A reduced repayment period may be available for pre-trading businesses and will be discussed and agreed on a case by case basis with the Scottish EDGE Relationship Managers
- ▶ If a reduced repayment period is taken the business will be expected to make a contribution to the interest by making a nominal monthly repayment of £25 to £125, agreed on a case by case basis
- ▶ Loan repayments will commence the month following the drawdown of the loan funds and all payments are made monthly on the 28th of the month
- ▶ Interest will accrue to the date of repayment. So, if the loan is taken over five years but paid within four the interest will not be payable for the fifth year
- ▶ We will not take personal guarantees or any other form of security
- ▶ All loans awarded are provided by Scottish EDGE C.I.C.

## **Part of the award is Minimal Financial Assistance Subsidy funding, how does this affect me?**

The grant element of all the awards we make is classed as Minimal Financial Assistance Subsidy (state aid) and can't be used as match-funding against any other public funding grant applications. The loan element isn't state aid and therefore can be used as match-funding.

It is necessary for any business applying for funding from the public sector to disclose whether previous awards have been given as 'Minimal Financial Assistance Subsidy' and to ensure that you do not breach allowance levels. Details of this and further support relating to de minimis funding can be found at:

<https://www.scottish-enterprise.com/support-for-businesses/funding-and-grants/business-grants-and-funding-calls/minimal-financial-assistance-guidance>

Applicants must be within the Minimal Financial Assistance allowance to obtain this support at the point of any award being granted. We would encourage all applicants to always seek appropriate financial advice prior to receiving any grant funding.

All Scottish EDGE award grants are taxable if you are trading and non-taxable if you are pre-trading. All winners are encouraged to seek professional advice on the tax implications of grant funding support.

# Further info

## Still have questions?

Visit the contact us page at [www.scottishedge.com](http://www.scottishedge.com) to find out more or email [kevin.walls@scottishedge.com](mailto:kevin.walls@scottishedge.com) with your questions.



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