

Welcome to START UP

**Be your own boss.
Own your career.
Work for yourself.**



START UP

www.ncl.ac.uk/careers/startup

Level 1, King's Gate



Hello there!

Freelancing

Company Creation

Social Enterprise

START UP exists to support students and recent graduates like yourself at every stage, whether you want to explore ideas, work freelance or start your own business, from pre-launch and beyond.

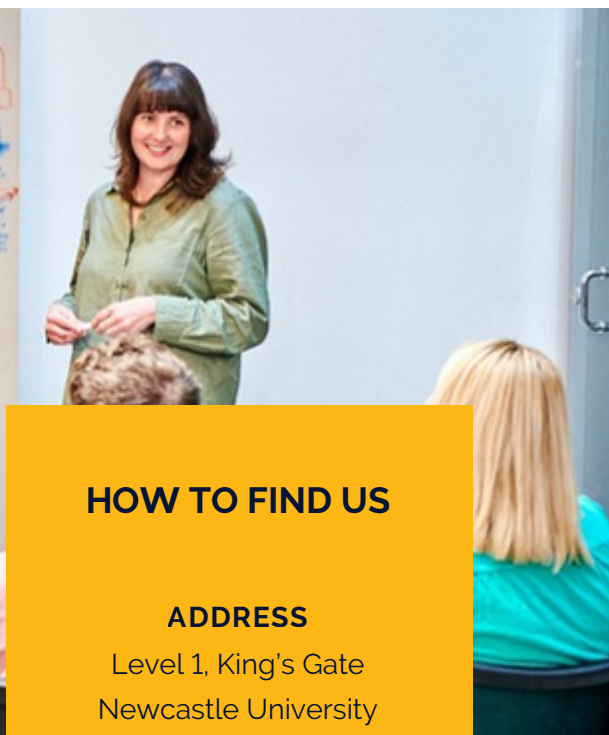
Working with a network of business leaders, investors and market experts, START UP offers you support including one-to-one advice and coaching, training and development, co-working spaces in the newly refurbished King's Gate, and networking opportunities.

You can contact Ellie, **Enterprise and Entrepreneurship Coordinator** if you have any queries regarding our START UP spaces and community - ellie.clark2@newcastle.ac.uk

Ellie



Last updated: May 2026



HOW TO FIND US

ADDRESS

Level 1, King's Gate
Newcastle University
Barras Bridge
Newcastle upon Tyne
NE1 7RU

OFFICE HOURS

Monday - Friday
09:00 - 17:00

WEBSITE

www.ncl.ac.uk/careers/startup

INSTAGRAM

[@nclstartup](https://www.instagram.com/nclstartup)

LINKEDIN

SIGN UP TO OUR NEWSLETTER



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Our Impact

We are proud to say there are over 230 START UP supported businesses currently trading, with a combined annual turnover of £155m. A total of 1,200 full-time equivalent jobs have been created with over £122m of external investment raised between them. (HE-BCI survey results 2023-24)

Since we started in 2000, we have supported thousands of students and ventures; from ambitious, large-scale companies to sole traders and side hustles, spanning every sector imaginable. Our founders have gone on to build award-winning businesses, drive innovation, and create meaningful change in their communities.

Our community of founders includes:



Discover our [START UP stories](#) and take inspiration from the business founders we have supported



*HE-BCI Survey results 2023-24



Working with START UP

We support students and recent graduates with ideas and ambitions of all kinds, big and small. You don't need to have a fully formed business idea or to be studying business to start your own. Plus, we're not only for traditional business founders. We also support sole traders, freelancers, contractors and social entrepreneurs.

START UP supports Newcastle University (UK Campus) students and graduates up to two years after graduation - with business opportunities at the pre-trading stage, or early-stage businesses that have been trading for less than 18 months.

Here's how we can support you on your START UP journey:

Advice and Coaching - Get clear, practical direction with confidential, one-to-one support tailored to your individual needs.

Events and Workshops - Develop skills and connect with our like-minded community of entrepreneurs and creatives.

Funding Opportunities - Opportunities to apply to pitch for equity-free grant funding for UK-based business ideas, or work with our team to find the right funding opportunities for you.

Online Resources - Access our resources to help you on your self-employed journey, whatever stage you're at.

Working with START UP

START UP Spaces - Join us in our co-working space in King's Gate Level 1, or speak to us about our Pop-Up space to begin your journey in real life customer facing opportunities.

Experts in Residence - Get tailored advice, on areas from IP to web design, from our network of Experts during drop-in clinics. We may be able to award you with small grant funding if you need further support from our Experts.

Growth Opportunities - Opportunities to pitch for tickets to attend networking and business growth events, which could accelerate the growth & scale of your business ideas.

Our Wider Community - We can connect you with the right resources within the University and beyond.



Advice and Coaching

START UP advice and coaching is for all students and recent graduates (up to two years after graduation) who want to start a business or work freelance, now or in the future. Whether you're just curious, considering it or already doing it, we can help you at every stage of your start-up journey from pre-idea to launch and beyond.

Our approach is person-centred. Our goal is to help you to progress your idea(s)/business by supporting your entrepreneurial growth and learning. We incorporate elements of coaching into our 1:1 conversations - we will listen, question and at times challenge (constructively!) to support you in identifying actions and solutions to provoke these 'aha!' moments. With your permission, we may also offer and invite you to provide us with feedback on how you're finding support.

As your idea develops, especially as it progresses further, we'll offer advice and guidance based on our experience and areas of expertise.

Our **Entrepreneurship and Start-Up Consultants** support early-stage ideas. They will help you understand what you need to do to take your business idea forward. As a rough guide, they will meet with you for up to one hour, up to three times over a 6-month period. Once you've made some progress, they will refer you to a Business Adviser.

Our **Business Advisers** support more developed ideas or existing businesses. They will work with you to help you strengthen and grow your opportunity, give you practical advice and connect you to further support in the region. Our Business Advisers will meet with you up to six times over a 6-month period, with a review to reflect on your progress and next steps.

All our advisers are practitioners, meaning they have first-hand experience of being self-employed.

START UP **may** introduce you to internal and external partners to help you move your business opportunity forward, with your permission. There is no expectation that you pursue these relationships, all we ask is that you are respectful and professional in how you manage any introductions.

Advice and Coaching

Supporting students with similar or overlapping Ideas

As part of our work with student founders, we may support individuals developing ideas in similar or overlapping areas.

Where students are working on broadly similar ideas we feel there could be scope for collaboration and/ or peer support:

- We may offer to connect students on a strictly opt-in basis.
- We won't share any identifying, personal, or business information without explicit consent from all parties.
- Introductions will only proceed once each student has clearly agreed to be connected.

If a member of the Start-up Team is approached by more than one student pursuing the same opportunity space - you will be offered the option of being assigned to a different adviser in the team - this would be your choice.

We're here to empower you, by building the skills and mindset to succeed not just with your initial idea, but with every idea that follows. It's about equipping you to be entrepreneurial, not doing it for you.



Higher Education Business Interaction (HE-BCI) Survey

The Higher Education Statistics Agency requires us to check in each year from when you first received help from the University - whether a little or a lot and however recent or long ago - until the point that your involvement with the business ends or it ceases to trade.

When working with the Start-up Team, once you formally register your business with HMRC (as a sole trader) or with Companies House (as a limited company), your Start-up Business Adviser will record and retain information relating to you and your business. The University will retain this information from the point you first receive support from the University to start your business, until your involvement with your business ends or it ceases to trade. All personal and business information will be collected, stored and processed in accordance with the University's Data Protection Policy.

For sole traders, the information retained may include the Unique Taxpayer Reference (UTR) number provided to your Business Adviser as evidence of registration with HMRC.

For limited companies, this may include the Company Registration Number (CRN) issued by Companies House.

The outcomes of the survey are used to determine how much funding the University receives to support start-up activity in the future, to inform policy, and for international and institutional benchmarking. Thanks to our HE-BCI survey respondents, we're currently 5th in the UK for student and graduate entrepreneurship. With your help, we hope to maintain or even improve our position so we can continue supporting students and graduates to follow in your footsteps.

We'll get in touch once a year by email. Your response really matters and helps us shape and improve the service for future students.

One more thing!

Stay connected, stay involved. By actively contributing to our START UP community, you're not only supporting fellow students and graduates, you're helping to grow a culture of innovation and possibility. Together, we can inspire others to explore entrepreneurship and make the most of the support available.

Let's keep the momentum going and spread the entrepreneurial spirit!

Confidentiality

Most meetings with a member of the Start-up team will take place in an open environment. If you have any concerns about privacy, please mention this to the Welcome Desk team or a member of our team as soon as possible.

In short, the conversations that you have with the core Start-up team, other Careers Service staff and Student Services are confidential. Any information that you disclose to a member of staff from one of the individual support teams will only be available to that team. However, in some instances we may discuss some information with other team members or across teams if necessary, but with nobody else without your explicit consent, unless we believe that harm has or might occur to you or others.

To read our full confidentiality statement, please go to:

www.ncl.ac.uk/careers/about/confidentiality/

Intellectual Property (IP)

It is your responsibility to confirm that you have the right to exploit any Intellectual Property (IP) when working with us and external partners. You are wholly responsible for the protection of your own IP and should acknowledge that it is advisable to not disclose information that you regard as being particularly commercially valuable. The UK Intellectual Property Office website is a good source of information on IP and confidentiality. For more information, visit www.gov.uk/intellectual-property-an-overview or the Business & IP Centre at Newcastle City Library [BIPC North East - Business & IP Support in the North East](#)

All activity must be legal and moral and must not bring the name of the University into disrepute. Businesses must align with [Newcastle University values](#). You can read the Newcastle University Student Charter here www.ncl.ac.uk/student-progress/policies/student-charter/

Newcastle (UK Campus) Graduates

As a Newcastle University (UK Campus) graduate you can access 1:1 START UP support for up to two years after graduation and will normally be supported for a maximum of 12-18 months after starting-up: www.ncl.ac.uk/careers/about/eligibility.

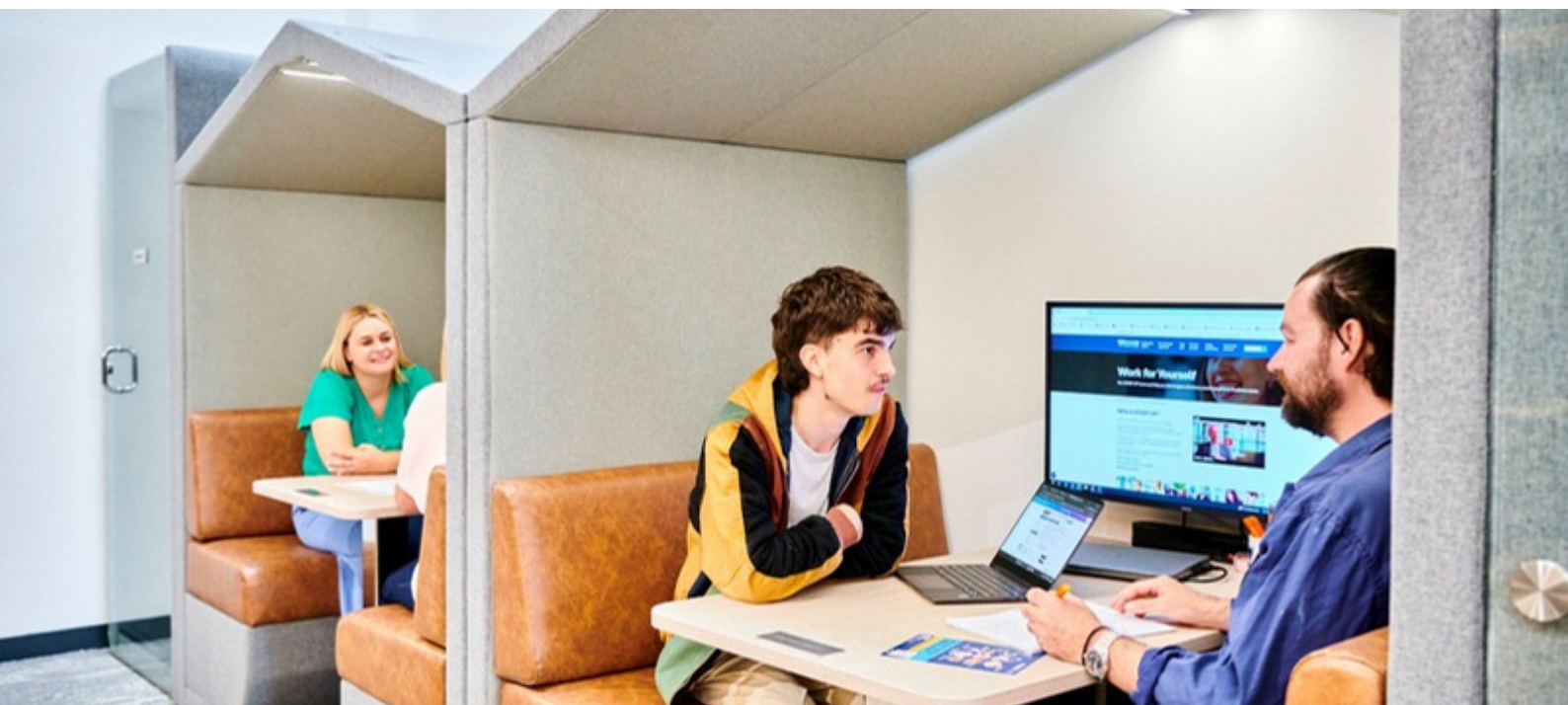
International Students

International students on a Student Visa cannot start or run a business while studying in the UK. However, the Start-up team can support you in developing your business idea so you're ready to apply for a suitable visa after graduation. You can find out more by visiting www.ncl.ac.uk/student-progress/visa.

Wellbeing

As a Newcastle University (UK Campus) student, it is important you get a great education, and whilst being your own boss is an exciting journey, it's essential to ensure your venture fits alongside your studies.

The Student Health and Wellbeing Service provides information, advice and guidance on a wide range of student support issues to enable all students to maximise their potential whilst at university. Detailed information about the support the team can provide is available here: www.ncl.ac.uk/students/wellbeing.



START UP Co-working Space

Are you ready to transform your ideas into reality? At START UP, we believe in the power of creativity, collaboration, and community. Our brand-new co-working space is designed to ignite your entrepreneurial spirit and provide you with the resources you need to succeed.



The START UP Space offers multiple collaborative workspaces allowing entrepreneurs to focus on their business. The bespoke space is the perfect location to work from, meet with like minded students and create a community of start-up founders.

Join a diverse network of like-minded individuals, from fellow students to graduates and industry experts. Share ideas, gain insights, and build lasting connections that will propel your start-up forward.

START UP Space Booking and Access

The START UP co-working space is equipped with everything you need to thrive:

- ✓ 9 comfortable and spacious docking stations with dual screens
- ✓ 2 meeting pods for up to 4 people
- ✓ Co-working spaces and collaborative areas to brainstorm and innovate
- ✓ High-speed WiFi for graduate users to keep you connected
- ✓ A kitchen area with a fridge and tea and coffee facilities
- ✓ Phone pods for private phone calls

Desks and meeting spaces

All the desks in the START UP Space are bookable via your Start-Up Consultant or Business Adviser. Once you have finished using the space, please clear your desk so others can use it and always look after your personal property.

Meeting rooms and spaces

In the START UP Space we have nine bookable desks, each with dual screens and docking features. We also have two meeting pods for up to 4 people and two phone pods for private phone calls.

We have plenty of overflow areas for you to break out and collaborate too. If you would like to book any additional spaces or use meeting rooms in King's Gate, please speak to your Start Up Consultant or Business Adviser.



START UP Space Community Guidelines

The START UP Space is for the sole purpose of developing your business idea or collaborating with another founder/business.

Access to the space will normally be granted for a maximum of 12-18 months after you start up, and capacity is limited. We will then support you to move on to some of the great spaces the City has to offer!

Using the space

Our START UP Space offers an open plan co-working environment where you can develop opportunities, meet like-minded people and become part of the START UP Community. The START UP Space is open 09:00 - 17:00 Monday to Friday (excluding Bank Holidays).

A member of the Start-up team will be working from the START UP Space throughout the working week if you have any issues.

We ask that when you're in the START UP Space, you'll always treat others the way you would want to be treated. Also bear in mind that everybody's way of working is different so it's important to make it a place that everyone feels they can use.

All activity must be legal and moral and must not bring the name of the University into disrepute. Businesses must align with [Newcastle University values](#). You can read the Newcastle University Student Charter here www.ncl.ac.uk/student-progress/policies/student-charter/

Community

We'll likely all be spending some time together so let's share what we can, support each other when it's needed and always take some time to celebrate each other's achievements.

Noise

We're all trying to get work done in the space, so it's essential to be mindful of others. As voices travel, please consider staff on the upper levels too. Level 1 is a student services level so we expect students to be respectful of others working and meeting in the space.

Taking Calls

If you need to take a quick phone call or video call, feel free to take it at the desk. If you're going to be any longer than a few minutes, or if your meeting is confidential, please use the designated phone pods.

Conduct

At START UP's discretion or upon notice from other users, disruptive or abusive language or behaviour may result in you being asked to find somewhere else to work and our support may be withdrawn.

If you are concerned about another student's behaviour or feel uncomfortable, please seek out a member of our team. We want to help all members of our community work collaboratively whilst maintaining individual boundaries.

Confidentiality

When you're in the START UP Space, you may become privy to many conversations. We ask that you are discreet about both your own and others' business information.

The don'ts

- You cannot register your business using any University address.
- You cannot produce or physically sell your product on University premises unless you have arranged to work as part of the King's Gate Pop Up space.
- Your personal belongings are your responsibility, so please don't leave them in the space unattended.

Tell us what you think

If you need to tell the staff something in confidence, you can always come and speak to us. We welcome your feedback and suggestions for ways of improving our spaces and services. Talk to us anytime or alternatively submit your feedback by emailing us at:

careers@ncl.ac.uk

START UP Space

Frequently Asked Questions

How do I book?

Once you have begun your journey with the START UP team, your Consultant or Adviser will be able to book a desk or meeting space for you.

What if we are a team of students?

We encourage cross-collaboration and team work, you can book multiple desks and meeting spaces for your team members.

How often can I work from there?

Places are fairly limited so you will work with your adviser to discuss the best working days for you. The START UP Space is open Monday - Friday 09:00 - 17:00 (excluding Bank Holidays).

I am a Graduate, can I use the space?

Yes, START UP support graduates up to 2 years after graduation. You must ensure you are registered as a graduate on MyCareer. If you are working with START UP you can use the space to work on your idea or business,

Can I bring in external people for meetings?

Yes you can arrange to meet with external people in the START UP Space if it will benefit your business or idea. Ask for a visitors pass from the Welcome Desk.

I use a Mac computer, will this work with the docking stations?

Mac users will need to **download DisplayLink** or similar to be able to use the USBC connections to the screens in the space.

How do I connect to the START UP Wi-Fi?

Once you are working with START UP and if you are a graduate, we will issue you the START UP Wi-Fi password. You will be required to complete a registration form and agree to our Terms and Conditions.

King's Gate Pop-Up Shop

Join our Pop-Up Shop and sell your products!

Become part of our vibrant pop-up shop community supported every step of the way by our dedicated Start-up team.

Gain Real-World Experience - Learn the ins and outs of running a retail business.

Showcase Your Talent - Display your products in a bespoke retail space.

Expand Your Network - Connect with fellow student entrepreneurs and potential customers.

How to Apply:

Fill out our [enquiry form](#) and we'll be in touch or book an appointment with a Start-up Consultant to discuss your ideas, no idea is too small!

Visit
START UP
Level 1
King's Gate



Get in touch!

Work with the Careers Service

Ready to launch your business?

Our Careers Service colleagues can help you take your first steps into hiring, like bringing on an intern to support your growing venture. From funding to recruitment support, our team will guide you through the process and help you build your team.

Newcastle University graduates are highly employable. We are consistently targeted by Times Top 100 recruiters seeking high quality candidates.

NCL Internships

The Careers Service offers funding to support eligible businesses with a student internship. The benefits of recruiting an NCL Internship student include:

- cost effective solution to recruitment needs
- flexible on duration
- brings a fresh perspective to your organisation
- can be remote or in the workplace
- support for a wide range of projects
- a great way of accessing potential future hires

Our NCL Internships team will:

- offer a recruitment service, including advertising and shortlisting
- facilitate the internship throughout
- handle all administration

We can support a wide range of projects. NCL Internships are available to students from all courses and stages.

Internships usually vary from 50 - 400 hours in duration and can take place:

- part time during the academic year
- full or part time over the summer vacation

Please note funding is limited. To discuss internship ideas or for further information, please speak your Consultant or Adviser or visit www.ncl.ac.uk/careers/employers

Advertise your Vacancies

Promote your vacancies to 29,000 Newcastle University students and graduates.

[Register with our Employer Portal](#) to advertise your: organisation, graduate jobs, 9-12-month placements, summer internships, part time jobs and voluntary roles (registered charities only).



Our wider community

Maker Space - Stephenson Building

Located in the heart of the University, the Maker Space is fully equipped with tools, tech, and support to help you bring your ideas to life. The Maker Space is a student-centred zone for interdisciplinary collaboration, creativity and entrepreneurship. Facilities include;

- Laser cutters
- 3D Printers
- Hand tools
- Sublimation printer
- Cricut vinyl cutter
- Embroidery machine
- Heat press
- Mug press
- Hat press

Speak to a Start-Up Consultant to discuss using the Maker Space to create a prototype or to develop your concept.





A-Z of Entrepreneurship

Here's an A-Z of terms you may hear when you're working in the START UP space, or when you're working on your idea. This glossary will help you navigate the terms you're likely to encounter. And remember, if something doesn't make sense, just ask!

Accelerator – A fast-paced programme that supports start-ups with funding, mentorship, and resources to scale quickly.

Angel Investor – An individual who invests personal funds into early-stage start-ups, often in exchange for equity.

Bootstrapping – Starting and growing your business using personal savings or minimal external funding.

Business Model – The strategy your business uses to generate revenue and deliver value to customers.

Customer Persona – A detailed profile of your ideal customer, based on research and insights.

Elevator Pitch – A short, compelling summary of your idea that can be delivered in under a minute.

Incubator – A supportive programme that helps early-stage start-ups grow through mentorship, resources, and workspace.

Intellectual Property (IP) – Legal rights that protect your creations, such as trademarks, patents, and copyrights.

Lean Start-up – A method of building businesses by testing ideas quickly and learning from feedback.

Market Research – Gathering information about your target audience, competitors, and industry trends.

Mentor – An experienced individual who offers guidance, advice, and support on your entrepreneurial journey.

MVP (Minimum Viable Product) – The simplest version of your product that solves the core problem and can be tested with users.

Pitch Deck – A visual presentation used to communicate your business idea to potential investors or partners.

Pivot – A strategic shift in your business model or product based on feedback or new insights.

Pre-accelerator - A programme often focussed on validating ideas, building essential skills, and connecting founders with resources before they enter more intensive accelerator or incubator programmes.

Problem-Solution Fit – Ensuring your idea effectively solves a real problem for your target audience.

Revenue Stream – The different ways your business earns money (e.g., product sales, subscriptions, services).

Scalability – The ability of your business to grow efficiently without compromising performance or quality.

Seed Funding – Initial capital raised to launch and develop a start-up, often from angel investors or early-stage funds.

Social Enterprise – A business that aims to make a positive social or environmental impact alongside generating profit.

Start-up – A newly established business, often focused on innovation and rapid growth.

Target Market – The specific group of people most likely to benefit from and buy your product or service.

USP (Unique Selling Proposition) – What makes your product or service stand out from the competition.

Unicorn - A rare privately held start-up company valued at over \$1 billion, often backed by venture capital,

Value Proposition – The benefit your product or service offers and why customers should choose it.



Take your next steps with START UP

Welcome to the START UP community! Ready to dive in? Here's some tips on how to get started:

1. Grab your mug & make it yours

Pick up your START UP mug from the START UP Space and personalise it! Because every great idea starts with a good brew!

2. Book your first event

From idea generation to pitching and funding, our events are designed to spark inspiration and build your skills. Check out [what's coming up](#) and book your spot!

3. Join a Community Social

Meet fellow innovators, share stories, and build your network. Our socials are relaxed, friendly, and full of energy, just like our community. [Book your slot on our website](#).

4. Stay in the Loop

[Sign up to our newsletter](#) and join the START UP [LinkedIn Group](#) to get the latest updates, opportunities, and success stories.

5. Explore the Maker Space

Got a product idea or just love to tinker? The Maker Space is your playground for prototyping and experimenting. Access it by speaking to Start-up team member.

6. Remember! Every big journey starts with a small step

Whether you're just curious or ready to launch, START UP is here to support you. So grab that mug, say hello, and take your first step today!

