

Evaluating the Impact of East Midlands Development Agency – Annex 3: Supplementary Papers

A report prepared for *emda*

Ecotec

2009

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Annex Three: Supplementary Papers

Annex 3A

Timelines for Publication of National and Wider regional Strategies

	National Strategies Published	RES	Wider regional Strategies Published
1999	<p>Coalfields Coalfields Task Force Report</p> <p>Enterprising Communities Enterprise and Social Exclusion PAT3</p> <p>Tourism 'Tomorrow's Tourism: A growth industry for the new Millennium.</p> <p>Transport Transport 2010, Department for Transport.</p>	<p>Enterprise Regional Economic Strategy (2000)</p> <p>Coalfields Regional Economic Strategy 2000-2010</p>	
2000	<p>Enterprise "Think Small First" launched National Framework "Integrating the Business Support Infrastructure for SMEs" released</p> <p>Coalfields Urban Task Force, Our Towns and Cities: The Future-Delivering an Urban Renaissance</p> <p>Economic Growth and Environment Waste Strategy for England and Wales (2000)</p> <p>UK Climate Change Programme (November 2000)</p> <p>Enterprising Communities Cohen Report – Enterprising Communities: Wealth Beyond Welfare</p> <p>ICT eGov – Electronic Government Services for the 21st Century</p> <p>Innovation Lisbon Strategy; DTI Science and Innovation White Paper</p>	<p>Enterprising Communities RES 2000</p>	<p>Enterprise A Review of Business Support in the East Midlands completed</p> <p>Economic Growth and Environment Viewpoints on the East Midlands Environment (1999)</p> <p>Enterprising Communities Rural Action Plan Urban Action Plan</p> <p>Innovation ERDF Action Plan (Measure 1.1)</p> <p>Rural Rural Action Plan 2000</p>

	National Strategies Published	RES	Wider regional Strategies Published
	<p>Rural Rural White Paper 2000 England Rural Development Programme</p> <p>SPD Urban Task Force, Our Towns and Cities: The Future-Delivering an Urban Renaissance</p> <p>Urban Urban White Paper</p>		
2001	<p>Enterprise Publication of White Paper "Opportunity for All in World of Change" Launch of "Enterprise for All"</p> <p>Enterprising Communities National Strategy for Neighbourhood Renewal</p> <p>ICT UK Online: 'The Broadband Future' An action plan to facilitate roll out of higher bandwidth and broadband services</p>		<p>Enterprise East Midlands Business Birth Rate Strategy published</p> <p>Economic Growth and Environment Viewpoints on Sustainable Energy in the East Midlands (March 2001)</p> <p>Enterprising Communities Creating Enterprising Communities: Economic Inclusion Development Plan The Growth Potential of the Social Economy in the East Midlands</p> <p>ITII East Midlands International Trade Strategy</p> <p>Transport Nine Local Transport Plans 2001-2006 – Derby City, Derbyshire, Leicester City, Leicestershire, Lincolnshire, Northamptonshire, Nottingham City, Nottinghamshire, Rutland.</p> <p>Urban Leicester and Corby URCs established</p>

	National Strategies Published	RES	Wider regional Strategies Published
2002	<p>Enterprise "Small Business & Government – The Way Forward" Government's Strategy for Manufacturing Industry launched National Launch of regional Venture Capital Fund</p> <p>Economic Growth and Environment WRAP (the Waste & Resources Action Programme) established in 2001 in response to the Government's Waste Strategy 2000 to promote sustainable waste management.</p> <p>Enterprising Communities Social Enterprise: A Strategy for Success</p> <p>Rural Sustainable Farming and Foods Strategy</p> <p>Skills Pathways to Work: Helping People into Employment (DWP)</p>		<p>Coalfields regional Planning Guidance</p> <p>Economic Growth and Environment regional Environment Strategy (April 2002) regional Planning Guidance for the East Midlands (RPG8) (2002) Environmental Economy of the East Midlands (October 2002)</p> <p>Enterprising Communities East Midlands FRESA 'Bringing Forward the Future'</p> <p>ICT A Strategic Framework for Developing ICT in the East Midlands</p> <p>ITII regional FDI Strategy</p> <p>Skills East Midlands FRESA 'Bringing Forward the Future'</p> <p>SPD regional Planning Guidance Studies Milton Keynes and South Midlands Economic Planning and Infrastructure Context Study -Quality of Employment Land</p> <p>Tourism Time for Culture – regional Cultural Strategy</p> <p>Urban regional Planning Guidance</p>
2003	<p>Enterprise "The Strategy & Action Plan for encouraging a dynamic start-up market" published</p>	Regional Economic Strategy (2003)	<p>Enterprise regional Incubation Plan released</p>

	National Strategies Published	RES	Wider regional Strategies Published
	<p>Strategy Framework for Women's Enterprise published</p> <p>Coalfields English Partnerships: Towards a National Brownfield Strategy</p> <p>Sustainable Communities: Building for the Future</p> <p>Economic Growth and Environment DTI Energy White Paper: Our Energy Future - Creating a Low Carbon Economy (2003) EU initiatives include the Communication "Towards a Thematic Strategy on the Prevention and Recycling of Waste" (2003), as precursor to development of an EU-wide strategy.</p> <p>Innovation Lambert Review of Business-University Collaboration</p> <p>Rural Reform of the Common Agricultural Policy Haskins Review of Rural Delivery</p> <p>Skills National Skills Strategy White Paper (DfES)</p> <p>SPD English Partnerships: Towards a National Brownfield Strategy</p> <p>Tourism Transfer of responsibility for Tourism to RDAs. Visit Britain Established</p> <p>Urban ODPM Sustainable Communities Plan</p>	<p>Regional Economic Strategy 2003-10</p>	<p>Coalfields regional Employment Land Priorities Study</p> <p>East Midlands Three Cities Scoping Report: Building a Complementary Framework</p> <p>Economic Growth and Environment Towards a regional Energy Strategy (June 2003) Joint Action Plan for the Development of Wood Based Bioenergy in the EM</p> <p>Rural Revised East Midlands Rural Action Plan 2003 regional Action Plan – Think Farming and Food</p> <p>SPD regional Employment Land Priorities Study East Midlands Three Cities Scoping Report: Building a Complementary Framework</p> <p>Tourism Destination East Midlands – regional Tourism Strategy 2003-2010</p> <p>Urban Derby URC established</p>

	National Strategies Published	RES	Wider regional Strategies Published
2004	<p>Enterprise "Manufacturing Strategy Two Years on" published Government Action Plan for Small Business released</p> <p>Economic Growth and Environment Renewables Obligation implemented Landfill Directive implemented</p> <p>ICT UK National Broadband Strategy</p> <p>Innovation DTI Science and Innovation Investment Framework</p> <p>ITII White Paper 'Trade and Investment: Making Globalisation a Force for Good'</p> <p>Rural Rural Strategy 2004 Government launch Modernising Rural Delivery</p> <p>Skills 14-19 Curriculum and Qualifications Reform – Final Report of the Working Group on 14-19 Reform</p> <p>Transport The Future of Transport, Department for Transport The Future of Rail, Department for Transport Aviation White Paper, Department for Transport</p>		<p>Enterprise Taking Care of Business Strategy published Smart growth the Midlands Way published Building the future for Manufacturing in the East Midlands Cluster Development: The Way Forward</p> <p>Coalfields regional Housing Strategy</p> <p>Enterprising Communities Social Enterprise Strategy for the East Midlands</p> <p>ITII regional FDI Strategy (update)</p> <p>SPD regional Housing Strategy</p> <p>Urban regional Housing Strategy</p>
2005	<p>Enterprise "Enterprising People: Enterprising Places" published</p> <p>Economic Growth and Environment Energy Review - a Secure and Clean Energy Future (launch of consultation November 2005)</p>		<p>Enterprise Business Support Strategy published Women's Enterprise: 2020 strategy published</p> <p>Coalfields Low Demand in Housing</p>

	National Strategies Published	RES	Wider regional Strategies Published
	<p>Enterprising Communities Local Enterprise Growth Initiative</p> <p>ICT Connecting the UK: The Digital Strategy</p> <p>Innovation Lisbon Strategy – Growth and Jobs</p> <p>Skills The Leitch Review of Skills Interim Report – Skills in the UK: The Long-term Challenge Skills White Paper – 'Getting on in Business, Getting on in Work'</p> <p>SPD Sustainable Communities: Building for the Future</p> <p>Urban ODPM Homes for All and People, Places and Prosperity</p>		<p>regional Spatial Strategy</p> <p>Economic Growth and Environment Integrated regional Strategy - Our Sustainable Development Framework (2005) regional Spatial Strategy for the East Midlands (RSS8) (2005) Towards a regional Waste Strategy (2005) East Midlands regional Energy Strategy - Parts 1 and 2</p> <p>Enterprising Communities Employment, Skills and Productivity Action Plan</p> <p>Innovation Cluster Development – the Way Forward (internal document)</p> <p>ITII East Midlands International Trade Strategy</p> <p>Rural regional Forestry Framework – Space 4 Trees</p> <p>Skills Employment, Skills and Productivity Action Plan</p> <p>SPD Low Demand in Housing</p> <p>Transport Nine Local Transport Plans 2006-2011 regional Transport Strategy / regional Spatial Strategy</p> <p>Urban regional Spatial Strategy</p>

	National Strategies Published	RES	Wider regional Strategies Published
2006	<p>Economic Growth and Environment Waste Strategy Review (consultation)</p> <p>Enterprising Communities Social Enterprise Action Plan: Scaling New Heights</p> <p>ITII 'Prosperity in a Changing World' UKTI Strategy (2006)</p> <p>Rural Natural England Strategic Objectives</p> <p>Skills A New Deal for Welfare: Empowering People to Work (DWP)</p>	Regional Economic Strategy (2006)	<p>Enterprise Business Link tendering underway</p> <p>Innovation Innovation East Midlands Innovation Strategy and Action Plan</p> <p>ITII regional FDI Strategy (update)</p> <p>SPD regional Spatial Strategy</p> <p>Tourism The Place of Choice – A Cultural Strategy for the East Midlands 2006-2011</p>
2007	<p>Rural Rural Development Programme for England 2007 – 2013</p>		<p>Rural East Midlands Rural Action Plan 2007-2013</p>

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Annex 3B

The Structure of the RES 2000, 2003 and 2006

RES 2000: EMDA CENTRAL OBJECTIVE: Top 20 region in Europe by 2010

The East Midlands will be a place where people want to live, work and invest because of the vibrant economy: healthy, safe and inclusive environment: and the quality environment.

Drivers

Learning and Skills

Enterprise and innovation

An ICT revolution

A climate for investment

Sustainable communities

Key Activities

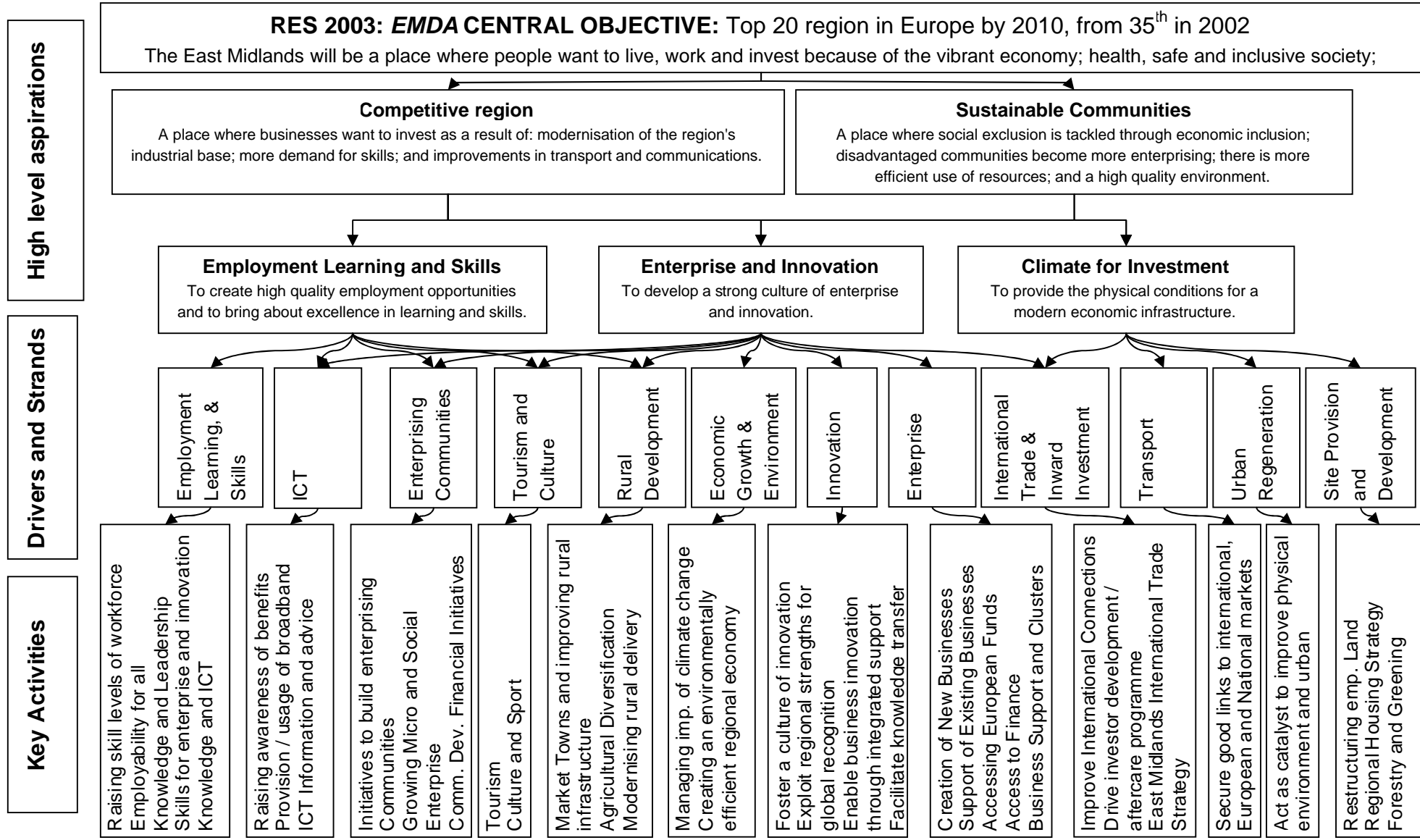
Bring about excellence in learning and skills

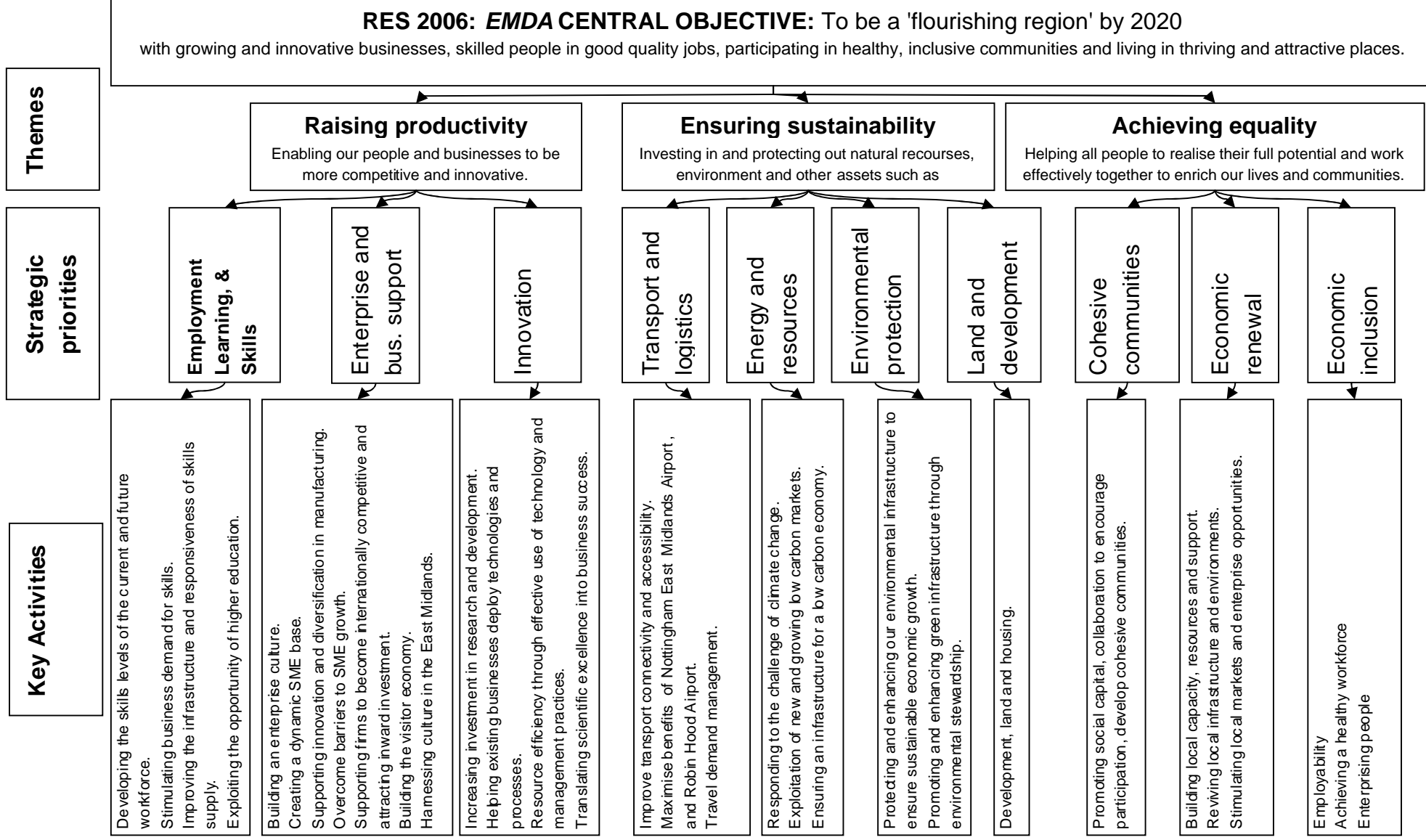
Develop a strong culture of enterprise and innovation

Use ICT technology to create the capability for everyone in the region to use information and knowledge to maximum benefit.

Create a climate for investment, in which conditions are set for a modern industrial structure based on a combination of indigenous growth and inward investment.

Develop sustainable communities, empowered to create solutions geared to their own needs.





RES 2006: EMDA CENTRAL OBJECTIVE: To be a 'flourishing region' by 2020
 with growing and innovative businesses, skilled people in good quality jobs, participating in healthy, inclusive communities and living in thriving and attractive places.

Annex 3C

The Development of *emda* Corporate Policies in Relation to Individual Strands

Year	ICT	Innovation	Inward Investment	Rural
1999				
2000				
2001		<p>Corporate Plan 2001-02</p> <ul style="list-style-type: none"> - cluster development targeting motor sports, healthcare, food technology and creative industries - RIF was to fund specific activities including development of the four primary clusters and fostering a culture of innovation and stimulating knowledge and technology transfer. 		
2002	<p>Corporate Plan 2002/2004</p> <ul style="list-style-type: none"> - capability for everyone to use information and knowledge to maximum benefit 	<p>Corporate Plan 2002/2004</p> <ul style="list-style-type: none"> - increase participation in knowledge transfer schemes - increase business expenditure on R&D - increase the sales of new-to-market products - Develop a culture of innovation in the Region - Exploit regional research strengths; - Improve knowledge transfer. 	<p>Corporate Plan 2002/2004</p> <ul style="list-style-type: none"> - promoting the East Midlands in Germany, Scandinavia, France, Japan, Taiwan, South Korea and India; and looking towards potential markets in China, South East Asia and Australia - focused sectors approach on transportation technologies/high added value engineering, healthcare and ICT 	<p>Corporate Plan 2001-2002:</p> <ul style="list-style-type: none"> - Implementation of the Market Towns Programme, in parallel with the Countryside Agency programme - Continue commitment to the Redundant Building Grant, and support for the Redundant farm Building Grant - Continued support for the Rural Development Programme, considering the impact of foot and mouth disease <p>Continue to work with the regional Small Business Service team, and steer the work of the Farm Business Advisory Service.</p>
2003		<p>Corporate Plan 2003-2006:</p> <ul style="list-style-type: none"> - support for sector based 	<p>Corporate Plan 2003-2006:</p> <ul style="list-style-type: none"> - comprehensive package of 	<p>Corporate Plan 2003-2006:</p> <ul style="list-style-type: none"> - Work with partners to address

Year	ICT	Innovation	Inward Investment	Rural
		<p>networks;</p> <ul style="list-style-type: none"> - support mechanisms to encourage SMEs to employ science and technology graduates - support for development of a model science and industry council; - developing a network of innovation centres - co-ordination of the regional innovation awards, - higher education innovation fellowships - a proposed regional innovation hub 	<p>support for existing investors in the Region.</p> <ul style="list-style-type: none"> - develop consistent and effective connections between the international activities of <i>emda</i> and its regional partners 	<p>rural enterprise within Small Business Services, DEFRA and Business Links</p> <ul style="list-style-type: none"> - Engage and support the development and implementation of the Market Towns Healthcheck Initiative - Work with key public sector players to improve rural transport, rural housing and ICT across the Region - Provide support and focus to developing rural business needs and support infrastructure across the Region - Explore with LLSCs issues of training provision, and management training for specific rural businesses across the Region - Provide support for the food industry as a regional priority cluster, and investigate solutions of workforce development issues for the food industry - Support the strategic development of rural tourism following the production of the regional Tourism Strategy <p>Continue to support grant assistance to farmers for transforming redundant buildings</p>

Year	ICT	Innovation	Inward Investment	Rural
2004				
2005	<p>Corporate Plan 2005-2008</p> <ul style="list-style-type: none"> - availability of modern ICT infrastructure across the whole of East Midlands - driving the adoption and utilisation of ICT/Broadband in business 	<p>Corporate Plan 2005-2008</p> <ul style="list-style-type: none"> - emphasises the links to the enterprise strand. Increased funding for the combined strand <p>Corporate Plan 2006</p> <ul style="list-style-type: none"> - Develop a culture of innovation - Improve knowledge transfer - Increasing investment in R&D - Increase take-up of new technologies 	<p>Corporate Plan 2005-2008</p> <ul style="list-style-type: none"> - priority to China as a source of inward investment - generate leads through agents operating in Germany, Scandinavia and France. - importance of attracting and supporting the Region's growth sectors - Target support more effectively to new export companies and middle market companies. - Support the development of the newly created East Midlands International Trade Network. -Emphasis on the Region's growth sectors. <p>2006</p> <ul style="list-style-type: none"> - Target inward investors in key sectors including transport technologies 	<p>Corporate Plan 2005-2008:</p> <ul style="list-style-type: none"> - Addressing rural development as a cross-cutting theme within the RES - Support the implementation of Modernising Rural Delivery and structures <p>Support the delivery of the regional Action Plan for Sustainable Farming and Food</p>
2006				

Annex 3D

Examples of SAV Objectives and Activities

Site Provision & Development	Transport	Urban	Economic Growth & Environment	Tourism, Culture & Sport	Enterprise
<p>Engagement with public and private sector partners to pursue RES development objectives and support national policy agendas such as Sustainable Communities and the Planning Charter.</p> <p>Leadership and catalyst function exercised through a variety of mechanisms including investment in URCs, carrying out intelligence and research activities (such as QUELS) to highlight development opportunities and through partnership working with English Partnership (notably Blueprint).</p> <p>Strategic influence is pursued through a variety of partnership initiatives such as Blueprint, joint working with LAs and URCs on empty property strategies, implementation of MKSM and Midlands Way, restructuring of employment land, working with the regional Housing Board to consider housing need in the context of the RPG.</p>	<p>Engagement with public and private sector partners to develop and pursue RES objectives.</p> <p>Influencing the regional Transport Strategy.</p> <p>Articulating the Region's transport needs and shaping and influencing the policy of partners through involvement in transport fora at the local, regional and national level.</p> <p>Advising on regional transport funding allocations.</p>	<p>TO ADD</p>	<p>Promote engagement through the Environmental Industries Forum</p> <p>Support the East Midlands Action Group for the Environment.</p> <p>Raising awareness of environmental issues; engaging key partners in the economy; identifying best practice from European counterparts.</p> <p>Working with partners to promote a sustainable development and resource efficiency within the Region.</p> <p>Co-ordinating regional resource efficiency under the Business Resource Efficiency and Waste Programme.</p> <p>Incorporating a partnership between DTI, DEFRA and the Carbon Trust to implement elements of the White Paper.</p> <p>Work with regional stakeholders to undertake research studies examining the potential of the renewable</p>	<p>Ensure that the roles of Tourism, Culture and Sport, as drivers of the Region's economic performance, are considered and reflected across all relevant strands of activity.</p> <p>EMT to provide leadership, contribute to national priorities, promote cross-regional activity and develop measurable results.</p> <p>EMT's identity and profile as a powerful voice and champion for the tourism industry to be developed.</p> <p>EMT and the DMPs will strive to forge positive working relationships with its core delivery partners in the Region.</p> <p>Establish close relationships between the DMPs and the SSPs, as well as noting the importance of a whole range of key groups and stakeholders.</p> <p>Maximising potential synergy effects through 'close integration and linkage to <i>emda's</i> other programmes.</p>	<p>Influencing and lobbying LSCs and Education Business Partnerships to mainstream enterprise into the curriculum and developing links between business and education, in particular cluster development activity and incubators.</p> <p>Working with regional partners to identify emerging clusters.</p> <p>Conducting benchmarking activities, the results of which are fed back to the Region's industries.</p> <p>Supporting the development of Business Links to ensure a regional focus and increase the capacity for small business support.</p> <p>Influencing banks and financial institutions that their services reflects the needs of new and existing SMEs.</p> <p>Working with partners in the Region to develop and deliver business support activities through a regional nerve centre.</p>

Site Provision & Development	Transport	Urban	Economic Growth & Environment	Tourism, Culture & Sport	Enterprise
			energy technology sector.	Secure major innovation – both in terms of working processes and programme activity...a board member will take specific responsibility for innovation and champion new methods, drawing both from tourism best practice and using lessons learnt elsewhere in the business world.	<p>Influencing the development of national enterprise policy through being the lead RDA on enterprise.</p> <p>Acting as a catalyst in bringing together key partners, for example through establishing the East Midlands Observatory, involving the education, public, voluntary and private sectors; and developing the Integrated regional Strategy with the regional Assembly.</p> <p>Brokering public / private activity and funding.</p> <p>Engaging and leveraging in private sector finance.</p> <p>Co-ordinating a joint regional response to Government consultation on regional funding.</p>

Innovation	Employment, learning & Skills	Information & Communication Technologies	Inward Investment & International Trade	Rural Regeneration	Enterprising Communities
Engaging partners in the review of the RES	SAV to be pursued through effective leadership of the Employment and Skills	Encourage the strategic adoption and use of ICT.	Lead the development of the regional FDI & International Trade	Establish Rural Development as a cross-cutting theme and	Innovative approaches to building enterprising communities – Local

Innovation	Employment, learning & Skills	Information & Communication Technologies	Inward Investment & International Trade	Rural Regeneration	Enterprising Communities
<p>Engaging partners in the development of the Innovation Strategy.</p> <p>Leading delivery of the Innovation Action Plan and seeking to influence wider investment plans (e.g. Higher Education Innovation Fund).</p> <p>Leading sector development plans (e.g. motorsport, aerospace, renewable energy) to exploit regional strengths.</p> <p>Leverage of investment (e.g. ERDF Action Plan, DTi's National Technology Programme).</p> <p>Promote synergy with enterprise strand investments and work of Business Service East Midlands.</p>	<p>Partnership (esp) and specifically the two actions that <i>emda</i> leads.</p> <p>To improve the productivity of businesses and organisations in the Region through investment in management, innovation and enterprise (and through this to drive up demand for better skilled people).</p> <p>To provide an integrated and demand led offer of business support across the Region.</p> <p>Examples of relevant activities include:</p> <p>Contribute to delivery of management and leadership skills.</p> <p>Supporting skills for enterprise agenda.</p> <p>Promoting progression into HE through initiatives such as AimHigher.</p> <p>Work with business support agencies to promote demand for higher level skills and support graduate retention.</p> <p>Promote public procurement strategies which create local supply chain opportunities</p>	<p>Work with the broadband Consortium.</p> <p>Partnership working:</p> <p>Build the capacity of partnerships.</p> <p>Act as the catalyst for change and in bringing together key partners.</p> <p>Develop mechanisms to engage with partners.</p> <p>Work closely with the East Midlands regional Local Government Association.</p> <p>Carry work out in partnership with organisations and individuals from across the East Midlands.</p> <p>Sub-regional partnership development.</p> <p>Build sound relationships with the regional Assembly.</p> <p>Bring together the entire county based eGovernment partnerships into a regional eGovt partnership to bid for funding.</p> <p>Create the East Midlands Innovation and</p>	<p>strategies.</p> <p>Develop intelligence to improve evidence-based targeting of sectors.</p> <p>Joint working with AWM to market British Midlands.</p> <p>Forging overseas partnerships.</p> <p>Promote synergy with UKTI activities.</p> <p>Promote synergy with SSP activities.</p> <p>Support the development of EMITN.</p> <p>Work in partnership to delivery the EMIC Action Plan.</p> <p>Develop the role of the private sector in inward investment activities.</p> <p>Work with the EMT and Sport England to promote investment related to the sporting and cultural offer.</p>	<p>contribute to rural proofing wider RES policies.</p> <p>Influencing the implementation of Modernising Rural Delivery (MRD) agenda and its associated structures and relationships.</p> <p>Providing strategic leadership, influence and resources into evolving regional rural partnerships and forums.</p> <p>Provision of rural policy advice and input into <i>emda</i> and SSP delivery across the RES strands.</p> <p>Directing <i>emda</i> and SSP delivery with regards to the Rural Strategy 2004 and incorporate reforms resulting from the 2003 Haskins review of rural delivery.</p> <p>Working to ensure that the national network of advice and support provided through Business Links and other business support providers meets the needs of rural businesses.</p>	<p>Alchemy, Building on the Phoenix fund and public sector contracting to promote economic and social benefits.</p> <p>Support the development of micro and social enterprises to foster contribution of the VCS.</p> <p>Advocacy role in relation to finance for community development, working with CDFA.</p> <p>Research into responsible competitiveness including corporate and social responsibility and role of business as input to the RES.</p>

Innovation	Employment, learning & Skills	Information & Communication Technologies	Inward Investment & International Trade	Rural Regeneration	Enterprising Communities
	<p>and support quality of employment.</p> <p>Conduct research to understand skills and employment issues e.g. barriers to employment for older workers.</p> <p>Generate synergy with regeneration projects through exploiting employment opportunities associated with major infrastructure schemes.</p> <p>Support LSC and JCP with delivery of skills for life agenda and SPP role in developing appropriate initiatives to support basic and level 2 skills.</p> <p>Support 14-19 agenda.</p> <p>Research childcare issues and inform RES policy.</p>	<p>Technology (EMIT) Partnership.</p> <p>Create a dedicated ICT support organisation.</p> <p>Broker public private partnership activity.</p> <p>Support the national eCommerce Awards.</p>		<p>Contribute to DEFRA's PSA target to improve access to services.</p> <p>Influencing and implementation of current and future rural funding regimes (European to regional level).</p> <p>Responsible for delivering the regional Delivery Plan for Sustainable Farming and Food. The Delivery Plan comprises some 25 projects of which <i>emda</i> is the lead organisations on 13.</p>	

Source: ECOTEC Analysis based on *emda* Corporate Plan 2005-2008 and team plans for the same period.

Annex 3F

Wider Impacts: Findings of Beneficiary Surveys

1 Wider Impacts of Firm Support

Table AError! No text of specified style in document..1 **Importance of support to forming the firm**

	Number of respondents	Percent
Irrelevant - outcome would have been the same	40	15
Some importance	89	34
Very important	84	32
Crucial	44	17
Don't know	2	1
Total	259	100

Source: Beneficiary survey, base = all new firms in receipt of business support

Table AError! No text of specified style in document..2 **Importance of support in decision to move to the East Midlands**

	Number of respondents	Percent
Irrelevant - outcome would have been the same	13	62
Some importance	3	14
Very important	2	10
Crucial	1	5
Don't know	2	10
Total	21	100

Source: Beneficiary survey, base = all firms moving to the East Midlands

Table AError! No text of specified style in document..3 **Impact of support on investment decisions**

	Number of respondents	Percent
No impact at all	263	37
Little Impact	98	14
Moderate Impact	201	28
Big Impact	123	17
Don't know	25	4
Total	710	100

Source: Beneficiary survey, base = all firms in receipt of business support

Table AError! No text of specified style in document..4 **Impact of support on investment decisions reported by beneficiaries**

	Number of respondents	Percent
Investment in new machinery/equipment	52	7
Developed/further developed website	32	5
Allowed the company to grow / expand	24	3
Helped secure additional funding/investment /told us how get get additional funding/investment	22	3
It has given us a sense of direction/strategy/more effective business plan	21	3
Investment in software	21	3
Staff training/development	16	2
Development/business development	15	2
Helpful advice	15	2
Helped get the business off the ground	13	2
Allowed us to employ more staff	12	2
Can invest/spend money elsewhere	12	2
We have moved into different markets / tried something new	11	2
Increased marketing	11	2
It has increased sales / turnover	10	1
An increase in confidence / reassurance that we are doing the right thing	10	1
Helped keep the company running / ensured our survival	9	1
Improved cash flow / increase working capital	8	1
Increased profile/market awareness	7	1
Product development	6	1
Admin/accounts etc.	5	1
Trade shows/exhibitions	1	0

Source: Beneficiary survey, base = all firms in receipt of business support

Table AError! No text of specified style in document..5 **Impact of support on productivity**

	Number of respondents	Percent
No impact at all	242	34
Little Impact	101	14
Moderate Impact	238	34
Big Impact	92	13

	Number of respondents	Percent
Don't know	37	5
Total	710	100

Source: Beneficiary survey, base = all firms in receipt of business support

Table A Error! No text of specified style in document..6 **Impacts of support on productivity reported by beneficiaries**

	Number of respondents	Percent
Increased sales / brought more customers/clients to the business	53	7
Increased production	46	6
Having a website / improved website	27	4
Better staff training	25	4
More efficiency	24	3
Improved marketing / advertising	23	3
More computers/computerisation	21	3
Able to buy more/new equipment	16	2
More money/funds	14	2
More focus on business issues	14	2
Business Planning/strategy	13	2
Allowed us to move forward	12	2
Product development/develop new products	9	1
Better working environment	3	0

Source: Beneficiary survey, base = all firms in receipt of business support

Table A Error! No text of specified style in document..7 **Impact of support on competitiveness**

	Number of respondents	Percent
No impact at all	303	43
Little Impact	96	14
Moderate Impact	171	24
Big Impact	89	13
Don't know	51	7
Total	710	100

Source: Beneficiary survey, base = all firms in receipt of business support

Table AError! No text of specified style in document..**8 Impacts on competitiveness reported by beneficiaries**

	Number of respondents	Percent
Able to be competitive/more competitive	75	11
Increased business / more customers / bookings	29	4
Helped with internet/website	26	4
Helped with marketing	19	3
Improved efficiency	16	2
Enabled us to develop new product(s)/service	15	2
Raised our profile	15	2
Training/trained staff	10	1
More professional/professional presentations	8	1
More/new equipment	8	1
Bought computers/new computers	5	1
Received advice/free advice	1	0

Source: Beneficiary survey, base = all firms in receipt of business support

2 Wider impacts of employability / skills support

Table AError! No text of specified style in document..**9 Did the support enable you to secure employment?**

	Number of respondents	Percent
Yes	66	52
No	42	33
Not relevant	18	14
Total	126	100

Source: Beneficiary survey, base = all respondents in receipt of employability and skills support

Table AError! No text of specified style in document..**10 Did the support increase your skills and competency levels (respondents in employment)**

	Number of respondents	Percent
Yes	61	72
No	19	22
Not relevant	5	6
Total	85	100

Source: Beneficiary survey, base = all respondents in employment

Table AError! No text of specified style in document..11 **Did the support improve your confidence?**

	Number of respondents	Percent
Yes	92	73
No	23	18
Don't know	11	9
Total	126	100

Source: Beneficiary survey, base = all respondents in receipt of employability and skills support

Table AError! No text of specified style in document..12 **Has the support improved your employment prospects?**

	Number of respondents	Percent
Yes	17	77
No	3	14
Don't know	2	9
Total	22	100

Source: Beneficiary survey, base = all unemployed respondents

Table AError! No text of specified style in document..13 **Have you applied for any jobs since receiving support?**

	Number of respondents	Percent
Yes	10	45
No	12	55
Total	22	100

Source: Beneficiary survey, base = all unemployed respondents

Table AError! No text of specified style in document..14 **Have the number of applications you make on a monthly basis increased following the training or support?**

	Number of respondents	Percent
Yes	3	30

	Number of respondents	Percent
No	2	20
Don't know	4	40
Decline to answer	1	10
Total	10	100

Source: Beneficiary survey, base = all unemployed respondents

3 Characteristics of Individual Beneficiaries

Table AError! No text of specified style in document..15 **Employment status before receiving support**

Employment status	Number of respondents	Percent
Employed full time	55	44
Employed part time	23	18
Temp	1	1
Self-employed	7	6
Not employed, but looking for work	22	18
Not employed and not looking for work	8	6
Retired	1	1
Not employed due to disability or illness	3	2
Student	2	2
Housewife/househusband	4	3
Total	126	100

Source: Beneficiary survey, base = all respondents receiving employability and skills support

Table AError! No text of specified style in document..16 **Duration of Unemployment**

Duration of unemployment	Number of respondents	Percent
1 month	4	14
6 weeks	1	3
2 months	2	7
3 months	2	7
6 months	5	17
1 year	2	7
2 years	2	7
3 years	2	7

Duration of unemployment	Number of respondents	Percent
4 years or more	9	31
Total	29	100
Don't know	11	
Total	40	

Source: Beneficiary survey, base = all respondents not in employment

Table A Error! No text of specified style in document..17 **Beneficiaries living in deprived districts**

District	Number of respondents	Percent
Ashfield	2	2
Bolsover	7	6
Derby	2	2
Leicester	14	11
Lincoln	14	11
Mansfield	10	8
Nottingham	36	29
None of these	41	33
Total	126	100

Source: Beneficiary survey, base = all respondents receiving employability and skills support

Table A Error! No text of specified style in document..18 **Beneficiaries by ability**

	Number of respondents	Percent
Disabled	10	8
Not disabled	116	92
Total	126	100

Source: Beneficiary survey, base = all respondents

Table A Error! No text of specified style in document..19 **Lone Parent Beneficiaries**

	Number of respondents	Percent
Lone Parent	10	8
Non Lone Parent	116	92
Total	126	100

Source: Beneficiary survey, base = all respondents

Table A Error! No text of specified style in document..20 **Beneficiaries by ethnicity**

Ethnicity	Number of respondents	Percent
White British	106	84
White other	12	10
Mixed: White and black caribbean	1	1
Mixed: White and black african	2	2
Indian	1	1
Other asian	1	1
Other black	1	1
Other	1	1
Refused	1	1
Total	126	100

Source: Beneficiary survey, base = all respondents received employability and skills support

Table A Error! No text of specified style in document..21 **Beneficiaries by age group**

	Number of respondents	Percent
Under 20	21	17
20-29	33	26
30-39	24	19
40-49	33	26
Over 50	15	12
Total	126	100

Source: Beneficiary survey, base = all respondents receiving employability and skills support

Table A Error! No text of specified style in document..22 **Beneficiaries by qualification level**

	Frequency	Percent
NVQ (Level 1)	26	21
NVQ (Level 2)	43	34
NVQ (Level 3)	28	22
NVQ (Level 4 and 5)	12	10
No qualification	17	13
Total	126	100

Source: Beneficiary survey, base = all respondents receiving employability and skills support

4 Recruitment from disadvantaged groups

Table A Error! No text of specified style in document..23 **Are new jobs promoted to excluded groups?**

	Frequency	Percent
Yes	219	31
No	412	58
Don't know	79	11
Total	710	100

Source: Beneficiary survey, base = all respondents receiving business support

Table A Error! No text of specified style in document..24 **Proportion of beneficiaries reporting that support facilitated recruitment from disadvantaged groups**

	Number of respondents	% of respondents
Disabled	47	6
Lone parent	80	10
Minority ethnic	62	8
Elderly (over 50)	120	16
Low or no qualification	113	15
Deprived districts	125	16

Source: Beneficiary survey, base = all respondents benefiting from premises (excluding WP3) and business support,