

<b>Coast to Capital Board Meeting No. 31</b> <b>22 September 2016</b>	<b>Ref No.</b> <b>31.09</b>
Report Title: <b>Enterprise Advisory Committee</b>	
Report by: <b>Malcolm Brabon</b>	
Presented by: <b>Steve Allen</b>	

## Recommendation

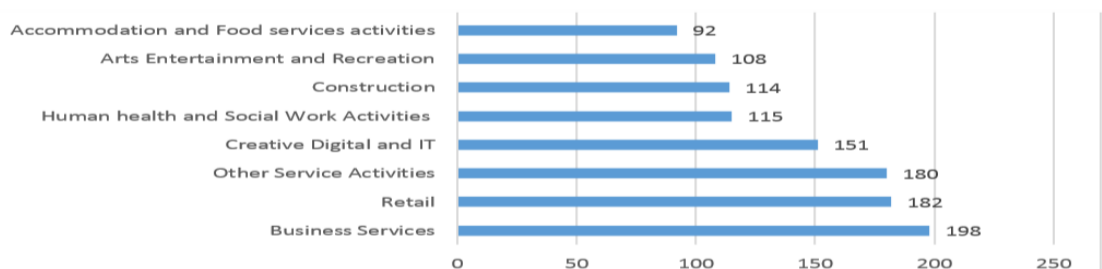
The Board is asked to **note** this update.

### 1. Introduction

- 1.1 This paper captures the main areas of progress recently made on enterprise related activity since the last paper was presented to 14 July 2016 Board meeting.
- 1.2 The last Enterprise Committee was held on 7 September 2016. The next meeting will be held on 7 December 2016.

### 2. Business Navigator Growth Hub

- 2.1 Coast to Capital has just recruited a new Senior Business Navigator who joined the team at the beginning of September. There are now six businesses navigators, three field based and three office based, serving the Coast to Capital area. A new part time Partnership Manager will be joining the team shortly with responsibilities to ensure that partners, and their contacts, are more fully engaged with the service.
- 2.2 Since the beginning of the year 2,948 referrals to support have been made to 1,075 businesses including signposting to support organisations, networking groups and events.
- 2.3 The business navigator team follow up with the supported companies to determine whether they followed up the signposted support. It has been identified that 579 referrals have been followed up to date.
- 2.4 The sectors that have used the service are detailed below



- 2.5 Since the beginning of the year 6,142 different users have undertaken 9,501 sessions on the Business Navigator website.

- 2.6 The Business Navigator team continue to engage with business support initiatives and undertake training sessions to raise their level of understanding to correctly signpost businesses to appropriate support.

### 3. **Enterprise Advisory Committee**

- 3.1 The last Enterprise Advisory Committee discussed the priorities that emerged from the economic assessment and other emerging priorities.

These discussion areas included BREXIT, the decision around Gatwick, the Industrial Strategy, key account management, permitted development rights, sector and segment focused activity and supply chain initiatives.

It was agreed that the focus should be where value can be added to support business growth. This includes turnover growth from £1m to £3m - where Coast to Capital LEP is under performing when compared with other LEP areas. Another area where focus was recommended was enabling technologies – for example the role of digital technologies enabling growth across a number of key sectors.

It was agreed that all activity should ensure that business support is accessible to disadvantaged groups.

- 3.2 The “Innovation South” consortium’s bid to the Department for Business, Energy and Industrial Strategy was submitted on 5 September. Previous, applications had been submitted in November 2015 but were not approved partly because they did not offer sufficient scale.

For this second round of invited applications, the consortium, led by Enterprise M3 LEP, includes Coast to Capital LEP, Dorset LEP, Kent and Medway LEP, Solent LEP and Thames Valley Berkshire LEP, and the universities of Brighton, Bournemouth, Chichester, Creative Arts, Kent, Portsmouth, Reading, Royal Holloway, Southampton Solent, Southampton Surrey, Arts University Bournemouth and Winchester.

If successful the Audit will support the economic growth of our region by developing an evidence base for the areas of competitive advantage in innovation among our businesses, universities and research institutions, which will in turn help to make the case for future investment.

The Government will provide analytical expertise and capacity, via an external contractor, to deliver the independent data analysis required. This analytical team will work with the consortia chosen to undertake the audits, providing essential support and independent advice.

Malcolm Brabon - Business Support Manager, Coast to Capital

Presented by Steve Allen – Chairman, Enterprise Advisory Committee