DORSET Local Enterprise Partnership

DORSET LOCAL ENTERPRISE PARTNERSHIP: BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING
17 JUNE 2021 - 09.30 AM TO 11.00 AM
ZOOM MEETING

AGENDA

Time	Item	Subject/Title	Presenter	Paper	Recommendation
09:30	**1.0**	**Standing Items**			
5 mins	1.1	Welcome & Apologies	– John Sutcliffe	**Verbal**	
	1.2	Action & Decision Log	– John Sutcliffe	**Paper A**	To review
09:40	**2.0**	**Strategy**			
20 mins	2.1	Supply Chain Resilience Study	– Simon Hooton, Hatch Associates	**Paper B**	To discuss the summary report and consider future actions
15 mins	2.2	DIT Investment Services Team o Inward Investment update	– Rob Emony	**Verbal**	To note and discuss.
35 mins	2.3	Dorset Business Support o BCP Council update o Dorset Council update o Dorset Gateway update o Government Priority Areas for 2021/22	– Adrian Trevett – David Walsh – Finn Morgan	**Verbal** **Verbal** **Verbal and presentation**	For information and discussion
10:50	**3.0**	**Future Business**			
5 mins	3.1	– Future agenda items	– Finn Morgan	**Paper C**	Future agenda items discussed
10:55	**4.0**	**Any Other Business**			

Date of Next Meeting – 26 August 2021

DORSET Local Enterprise Partnership

A

DORSET LOCAL ENTERPRISE PARTNERSHIP: BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING
04 March 2021 - 09.30 AM TO 11.00 AM
Via Microsoft Teams

ACTION & DECISION LOG

PRESENT: John Sutcliffe – Chair (JS), John Beesley (JB), Cecilia Bufton (CB), Jayne Codling (JC), Dan Cox (DC), Rob Emony (RE), Mike Gould (MG), Julian Grazebrook (JG), Glyn Hughes (GH), Ian Jones (IJ), Finn Morgan (FM) Geoff Sagar (GS), Jacqui Timms (JT), David Walsh (DW),

IN ATTENDANCE: Sergi Martorell (SM), Glass ai, Simon Hooton (SH), Hatch Associates, George Harrington (GH), Hatch Associates, Amy Spreadbury (AS), Lucy Green (LG), David Mutton (DM), Rebecca Davies (RD)

APOLOGIES: Adrian Trevett (AT), Ian Girling (IG), Sophia Storey (SS), Arabella Lewis-Smith, Nick Gaines (NG),

Item	Subject/Title	Item ref.	Action/Decision	Owner	Deadline	Progress
1.	**Action and Decision log**	1.2	– Dorset Ambassadors: Details of the next Dorset Ambassadors virtual business forum would be sent to the committee members. FM explained that a schedule of regular engagements were being developed. Dorset Ambassadors would be invited to provide their input to help develop programme.	FM and AS	-	In progress
2.	**Purpose and People** Membership Update	2.1.	**Committee Members** – JS welcomed Julian Grazebrook and Cllr Mike Gould as new members of the Committee. FM would circulate copies of Dorset's Local Industrial Strategy to both new members.	FM	-	Complete
3.	**Strategy** Supply Chain Resilience Study	3.1.	**Hatch Associates** – George Harrington (Hatch Associates) and Sergi Martorell (glass ai) presented a summary of the supply chain study project they had been commissioned to deliver. This included a preview of the draft Power BI dashboard. – FM would circulate a link to the final Power BI dashboard when it was completed. The final report to accompany the dashboard would be made available ahead of the next committee meeting in May.	FM	27/05/21	On agenda

DORSET
Local Enterprise Partnership

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Item	Subject/Title	Item ref.	Action/Decision	Owner	Deadline	Progress
			– FM would liaise with DW and AT from both councils to review the data and report findings.	FM, DW and AT	27/05/201	On agenda
	Dorset Business Support	3.2	– RD presented and overview of Dorset LEP's core business support and the broader business support landscape across the county. RD advised the committee members of the requirements on the LEP to focus on key themes such as business recovery, R&D active business support and high-growth SMEs. – It was agreed that FM would speak with JC about better linking into Innovate UK EDGE as an extension of existing business innovation support.	FM	27/05/21	Update to be provided
	International Trade	3.3	– RE explained that the DIT Director for the Southern England Region had met with Dorset LEP Director in February to discuss the DIT priority sectors with Dorset. It was agreed that any alignment of priority sectors between DIT and Dorset would allow Dorset to benefit from DIT's activities. Three areas were identified where priority sectors for FDI promotion matched and it is proposed that these areas would be prioritised for funded marketing support as part of the core funding from the Dorset Gateway's budget over the next 12 months. These areas were: o Defence and Security o Digital Health and MedTech o Clean Growth – These areas were deemed to have significant, medium to long-term economic importance at a national and local level in terms of attracting further and new investment. However, these will be reviewed annually by the Business Growth and Inward Investment Committee with future recommendations being presented back to the Board.	FM	26/08/2021	In progress

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Item	Subject/Title	Item ref.	Action/Decision	Owner	Deadline	Progress
4.	**Forward Plan**	4.1	– JT would circulate dates for committee meetings covering 2021/22 to committee members	JT	11/03/21	Completed
5.	**Any Other Business**	5.1	– Nothing raised	-	-	-

B

DORSET LEP

Business Intelligence & COVID-19 & Brexit Impacts

HATCH

glass.ai

CONTENTS

01 STUDY INTRODUCTION

A step change in understanding Dorset's business base

01 Study Introduction

Dorset LEP has comissioned Hatch and glass.ai to produce research and evidence to better inform them about the scale and composition of their business base and how businesses have been affected by Brexit and COVID-19.

Using industry leading web crawling technology, the study provides real-time and sector-based information on the business base and the types of issues and challenges being experienced by local businesses, including priority sectors.

The data and conclusions from this work will help the LEP to develop interventions to ensure their business base is more resilient to economic shocks in the future. It will also provide a base of information that can be used to improve business intelligence and support wider decision making across the LEP for partners and local stakeholders.

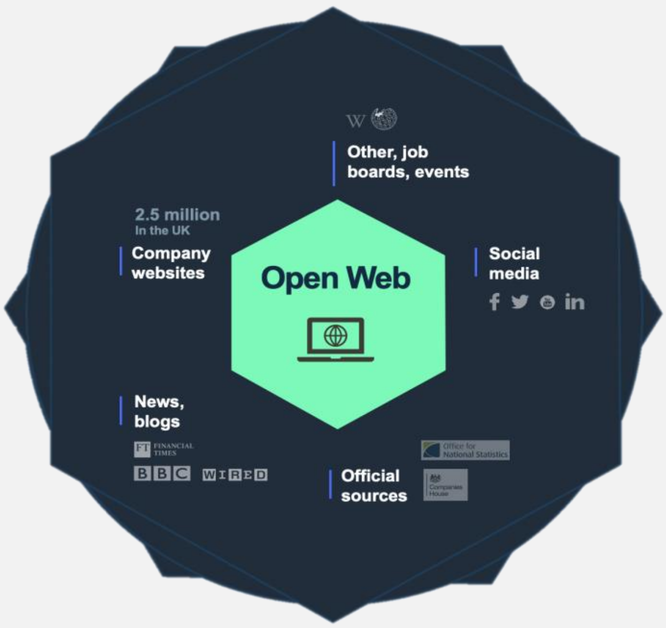
The outputs from this work include a standalone **data dashboard** and this **accompanying summary report.**

Research Approach

Hatch and glass.ai have developed an alternative approach to mapping sectors and local economies based on intelligent web crawling of company web site text. The approach is based on a set of keywords which are used to denote the sectoral activity of a business, as well as wider information about its location, function and links to wider official data sources.

In addition to this a national reading of the open web was undertaken to establish which sectors had reported the highest levels of disruption related to Brexit and COVID-19 and they key words cited for this disruption.

Information Sources – Web Crawling



The research is comprised of three key parts:

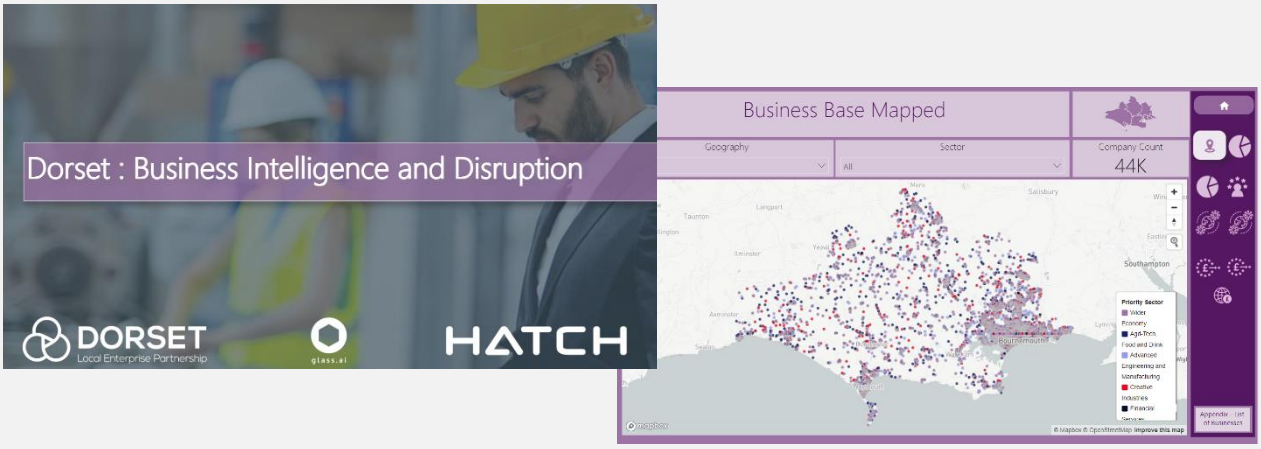
- **Part 1** – **Data & Evidence Gathering:** reading the web and official data sources to build up a detailed picture of Dorset's business base and the nature of disruption that has occurred over the past year.
- **Part 2** – **Data Analysis & Dashboard Production:** interpretation and refinement of the large body of data from Part 1 and the production of an interactive dashboard that displays this data in a clear way
- **Part 3** – **Wider Analysis & Summary Report:** this accompanying report that seeks to bring together some of the wider messages found in the data and what this may mean for the future direction of Dorset's economy.

Data Dashboard

The centre-piece of this work is a real-time data dashboard that allows users to interact with and explore Dorset's business base. The dashboard is available **here**, and provides users the opportunity to interrogate the data and understand:

- **Scale of business activity**
- **Location and clustering of business activity**
- **Scale and location of sectoral activity**
- **Specialisation[1] of sectoral activity**
- **The scale of disruption by sector**
- **The nature of disruptions that have been reported by sector **

Interactive Data Dashboard



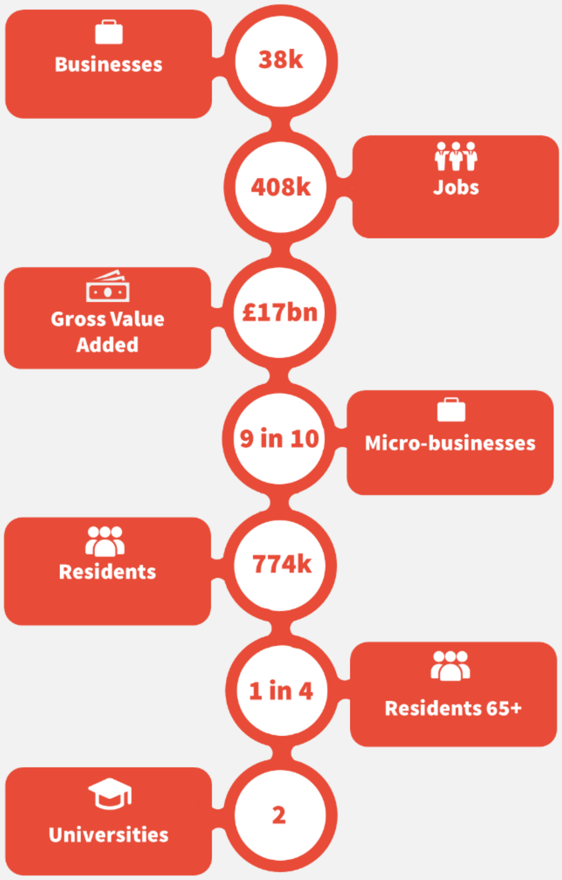
[1] understanding the concentration of sectoral activity in Dorset relative to the national picture

Introducing Dorset's Economy & Labour Market

Whilst this work seeks to go above and beyond the existing understanding of Dorset's economy, it is helpful to reflect on the established knowledge of area's socio-economic composition and challenges:

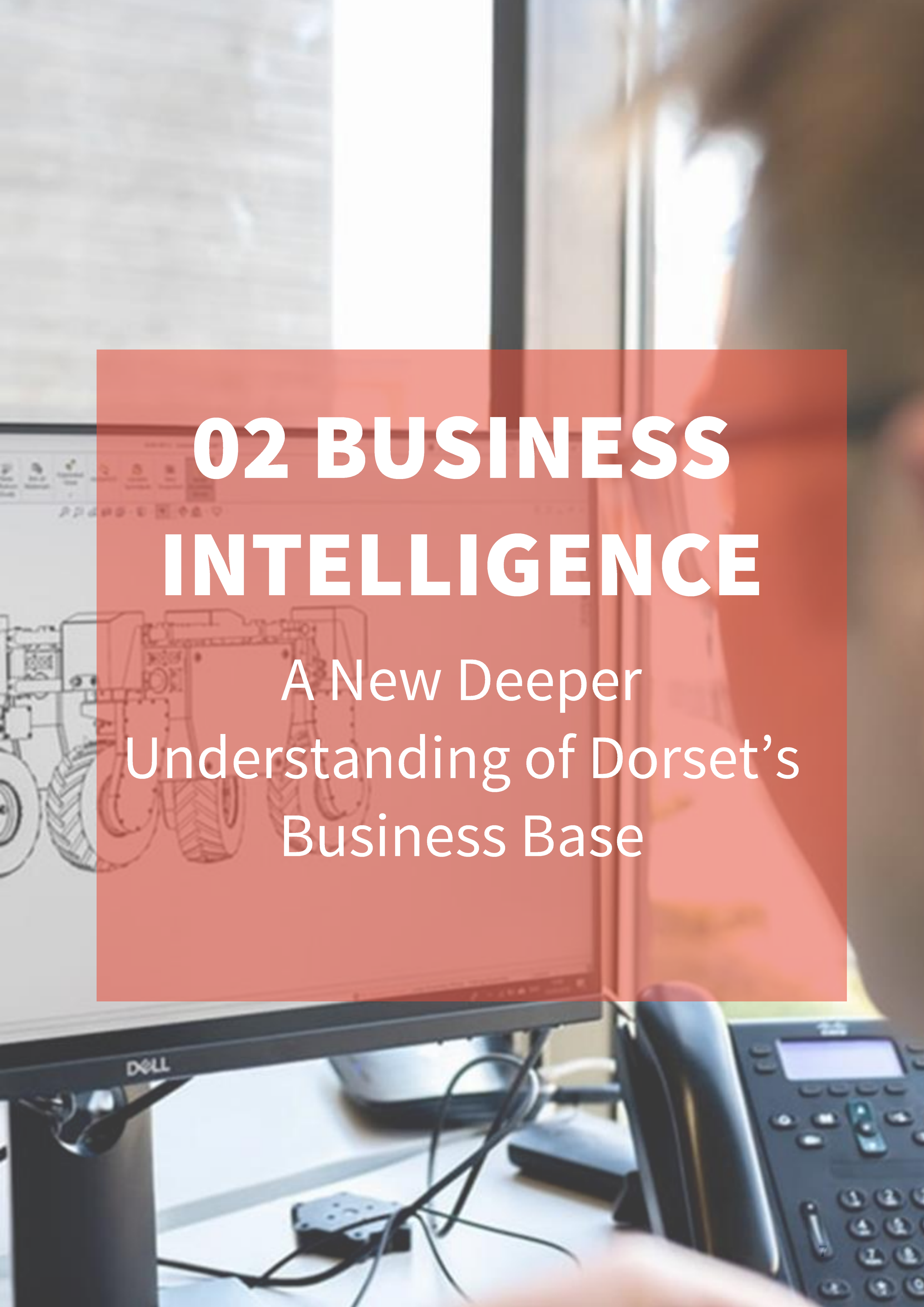
- **An area of significant economic activity –** Dorset is home to over 38,000 businesses employing around 408,000 people
- **Economy is characterised by a significant micro business base –** 9 out of 10 of all businesses across Dorset employ less than 10 people.
- **Dorset trails in productivity terms and the gap is growing -** GVA in DLEP area is currently £29.20 per hour compared with £33.60 in the UK. This a productivity gap that is growing, with productivity growth 2011/2018 (per head) in Dorset (2.5%) trailing that seen nationally (2.8%)[2].
- **A range of established sectors support a large amount of economic activity:** financial services, tourism and environmental economy are embedded locally and collectively support over 70,000 jobs
- **A strong presence of high growth sectors:** advanced manufacturing, creative industries, and agri-tech currently accommodate over 21,000 jobs and an output of over £1bn in GVA.
- **Home to a significant population, however a smaller labour market in relative terms:** around 773,800 live in Dorset. 1 in 4 people of these residents Dorset are aged over 65 resulting in a smaller labour pool locally and a greater dependency ratio.
- **Significant skills shortage -** particularly in some key sectors: relative to the national picture Dorset has a greater degree of skills gaps and shortages relative to the national picture. This is particularly the case amongst professionals, and caring, leisure and other services staff.

Dorset LEP: In Numbers



Source: BRES, 2020, UK Business Count, 2020, Dorset LIS Evidence Base 2020.

[2] Dorset's Local Industrial Strategy - Dorset's Local Industrial Strategy Evidence Base



02 BUSINESS INTELLIGENCE

A New Deeper Understanding of Dorset's Business Base

Business Intelligence

Overall Business Base

The scale of businesses in a local area can differ depending on the data source and the method of calculation. Through the advent of digital technology and the more agile business practices that have ensued traditional methods of measuring businesses often fail to fully capture the scale of local business activity.

Through the use of Web Crawling technology and existing data sets, we estimate Dorset's Business Base to be comprised of around **44,000 businesses**. This captures businesses trading on the ground, that may well be registered elsewhere and hence missed from traditional data collection methods. Through this process a new comprehensive business register has been captured and is available within the accompanying online dashboard. It is estimated that this new business register has unearthed **an additional 6,000 businesses** trading in Dorset relative to the previous UK Business Count measure.

Geographical Distribution

The 44,000 businesses that make up Dorset's economy are unevenly distributed across the LEP. This provides insight into the different role and function of Dorset's places and how they collectively contribute to the Dorset economy. This is summarised in the table below which highlights the prominence of Bournemouth as the LEPs major business location, accounting for almost a third or the LEPs business base.

Geographical Distribution – Dorset LEP Businesses

Area	Companies	% of Total
Bournemouth, Christchurch & Poole	25,000	57%
Bournemouth	13,000	30%
Christchurch	2,200	5%
Poole	9,800	22%
Dorset	18,900	43%
East Dorset	4,800	11%
North Dorset	2,800	6%
Purbeck	3,500	8%

West Dorset	6,300	14%
Weymouth and Portland	1,500	3%
Dorset LEP	43,900	

Source: Glass.ai, 2021

Notable Sector Concentrations

As well as reviewing the sectoral profile of the Dorset Busienss Base, the same exercise was undertaken for the national picture to understand the relative concentration of sectoral activity relative to the national picture. This is typically expressed in terms of Location Quotient, which reflects the level of specilaisation relative to the national breakdown of sectoral activity. Here, values over one, reflect local specialisation relative to the national picture and so highlight sectors of greater signficance to Dorset.

Information services and digital technology busineses are significant to the local economy. Likewise, Real Estate and Construction account for the largest number of total businesses in gross terms.

Geographical Distribution – Dorset LEP Businesses

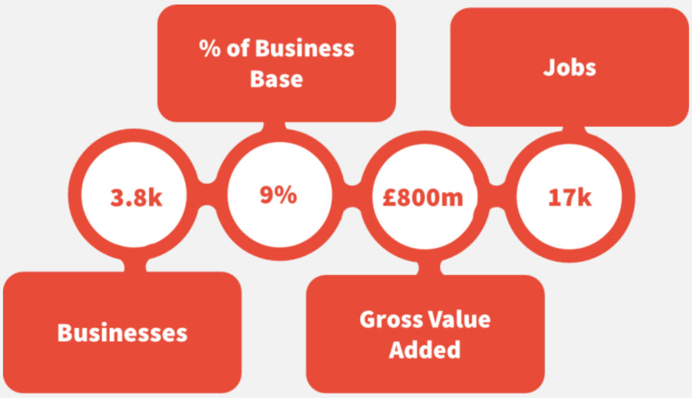
Area	Largest Business Sector	Most Specialised Sector
Bournemouth, Christchurch & Poole	Real Estate and Property Management (4,300)	Information Services (35.0)
Bournemouth	Real Estate and Property Management (2,600)	Information Technology & Services (21.0)
Christchurch	Real Estate and Property Management (392)	Information Technology & Services (8.3)
Poole	Construction (1,400)	Information Services (68.0)
Dorset	Construction (2,700)	Information Services (11.1)
East Dorset	Construction (800)	Paper and Forest Products (13.0)
North Dorset	Construction (400)	Information Services (13.6)
Purbeck	Retail (600)	Information Services (13.6)
West Dorset	Construction (1,000)	Paper and Forest Products (9.6)
Weymouth and Portland	Real Estate and Property Management (200)	Information Services (15.5)
Dorset LEP	Real Estate and Property Management (6,600)	Information Services (24.8)

Priority Sector: Advanced Engineering and Manufacturing

Sector Overview: Dorset is home to a thriving and varied advanced engineering sector, which includes Aerospace, Defence, Composite and Marine technologies. The embedded strengths of the sector is demonstrated in the Dorset Engineering & Manufacturing Cluster (Dorset EMC), which was created to provide a voice for the sector across Dorset, and provide a basis for companies to collaborate in the area.

Notable Employers: Cobham, Meggitt, BAE Systems, and Magellan Aerospace.

Sector in Numbers

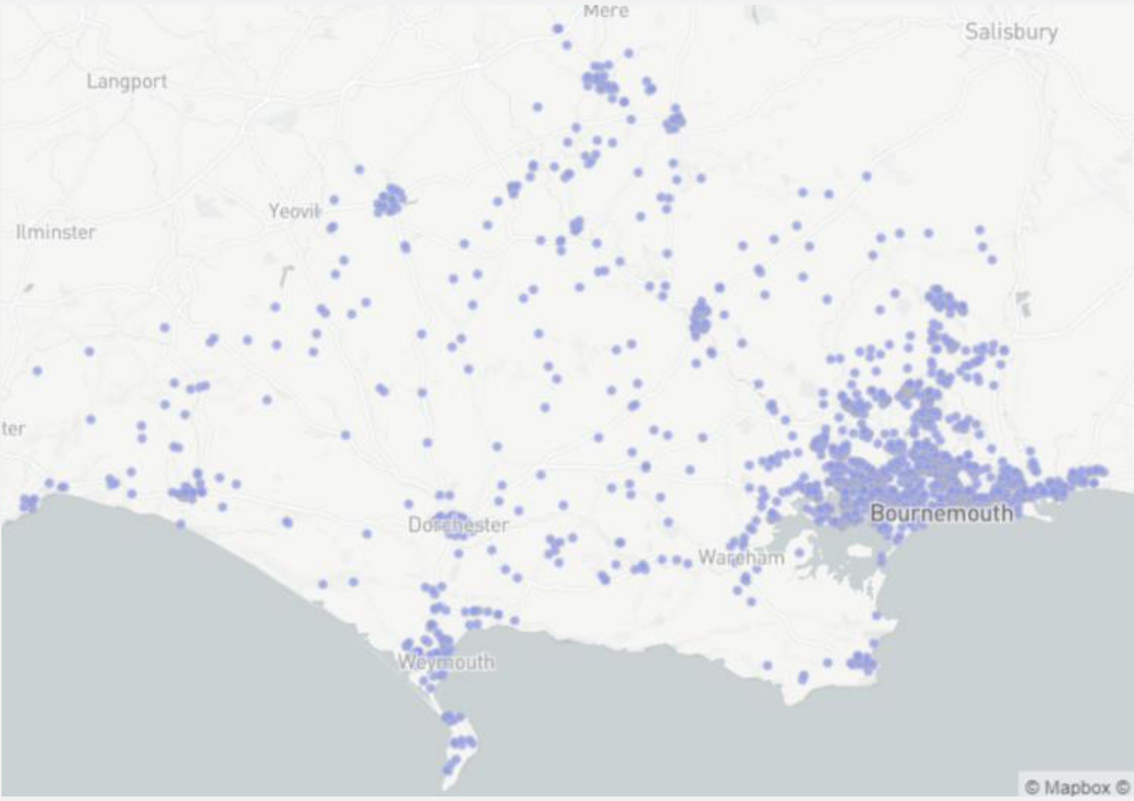


Source: Glass.ai web crawling, 2021. GVA & Jobs taken from LIS 2020.

Sub Sector Strengths:

- **R&D & Scientific** – 67 Businesses – 2.4x the national concentration
- **Utilities** - 160 Businesses – 2.2x the national concentration
- **Medical and Industrial Engineering** – 560 Businesses – 1.6x the national concentration
- **Aviation, Aerospace and Defence** - 270 Businesses – 1.5x the national concentration

Map – Advanced Engineering & Engineering Activity



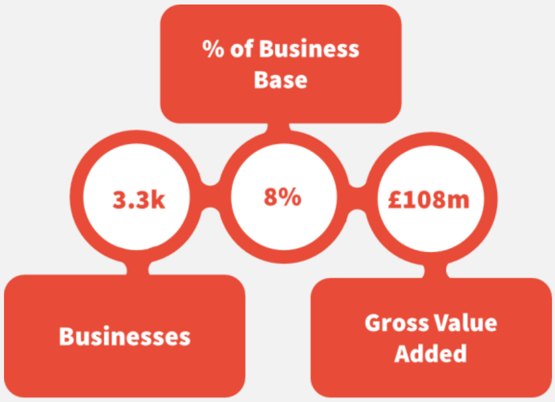
Source: Glass.ai web crawling, 2021. Screengrab from accompanying interactive dashboard report. For deeper interrogation please visit the accompanying interactive dashboard report

Priority Sector: Agri-Tech, Food and Drink

Sector Overview: Dorset has an exceptional Agri-Tech, Food and Drink sector emanating from its potted history of farming. The area is home to a series of nationally significant assets such as Cefas (Centre for Environment Fisheries & Aquaculture Science) a world leader in marine science and technology and the [South West Aquaculture Network (SWAN)](#).

Notable Employers: Organix, Jordans Ryvita, Dorset Cereals, Addo Food Group, Badger Beers, Thomas J Fudge, Clipper Teas, Olives et Al, Ford Farms, Chococo, Purbeck Ice Cream and Moores Biscuits.

Sector in Numbers

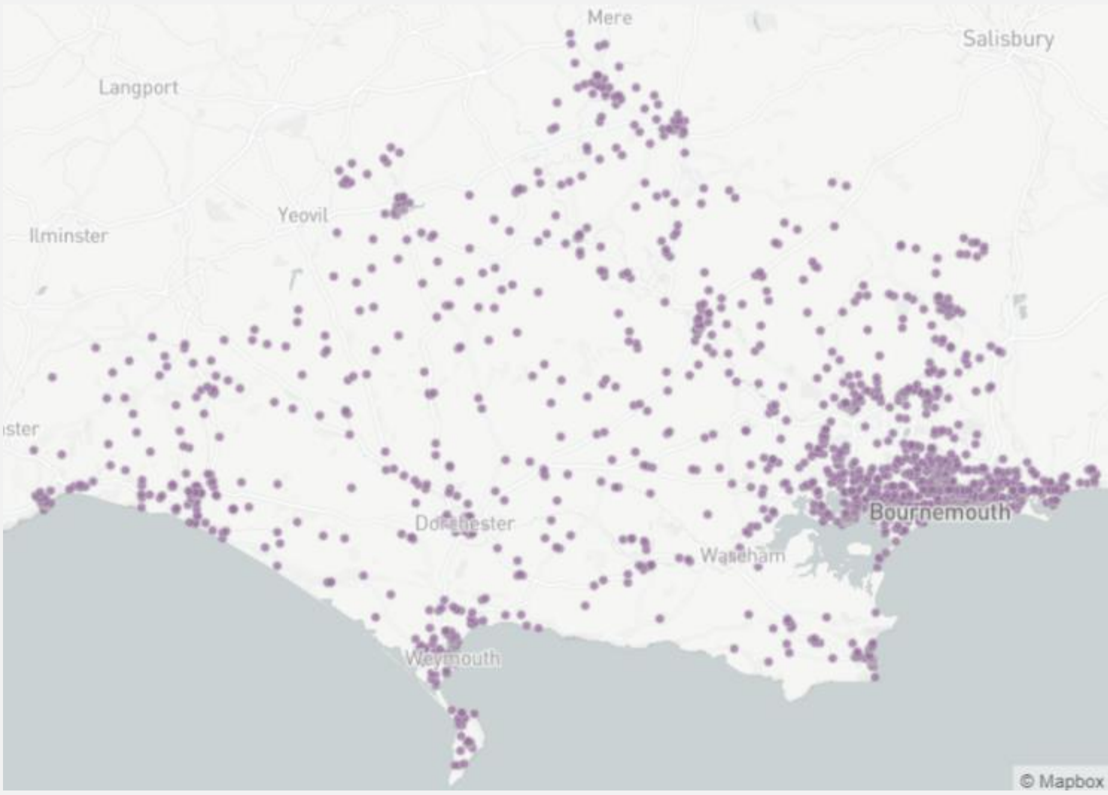


Source: Glass.ai web crawling, 2021. GVA & Jobs taken from LIS 2020.

Sub Sector Strengths:

- **Agribusiness & Fishery** – 620 Businesses – 1.9x the national concentration
- **Hospitality & Restaurants** – 2,000 Businesses – in line with the national concentration

Map – Agri-Tech, Food and Drink Businesses

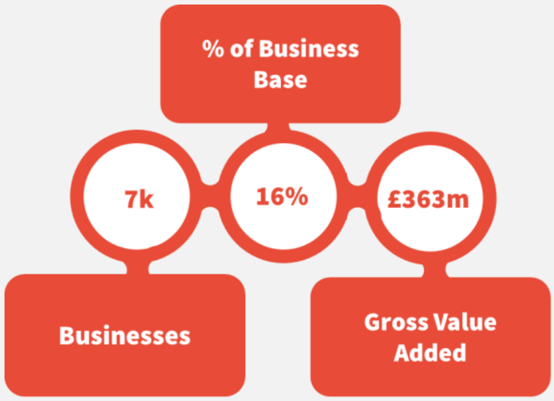


Source: Glass.ai web crawling, 2021. Screengrab from accompanying interactive dashboard report. For deeper interrogation please visit the accompanying interactive dashboard report

Priority Sector: Creative Industries

Sector Overview: As a high growth sector locally, the creative industries in Dorset benefit from a highly skilled talent pool and robust and efficient high speed infrastructure. There are several significant sector assets in Dorset, including universities which specialise in creative and digital industries -[**Arts University Bournemouth**] and [**Bournemouth University**]. There are a range of advocacy groups and accelerators driving the sector forward, including [**Firstbourne**] and [**Silicon South**].

Sector in Numbers



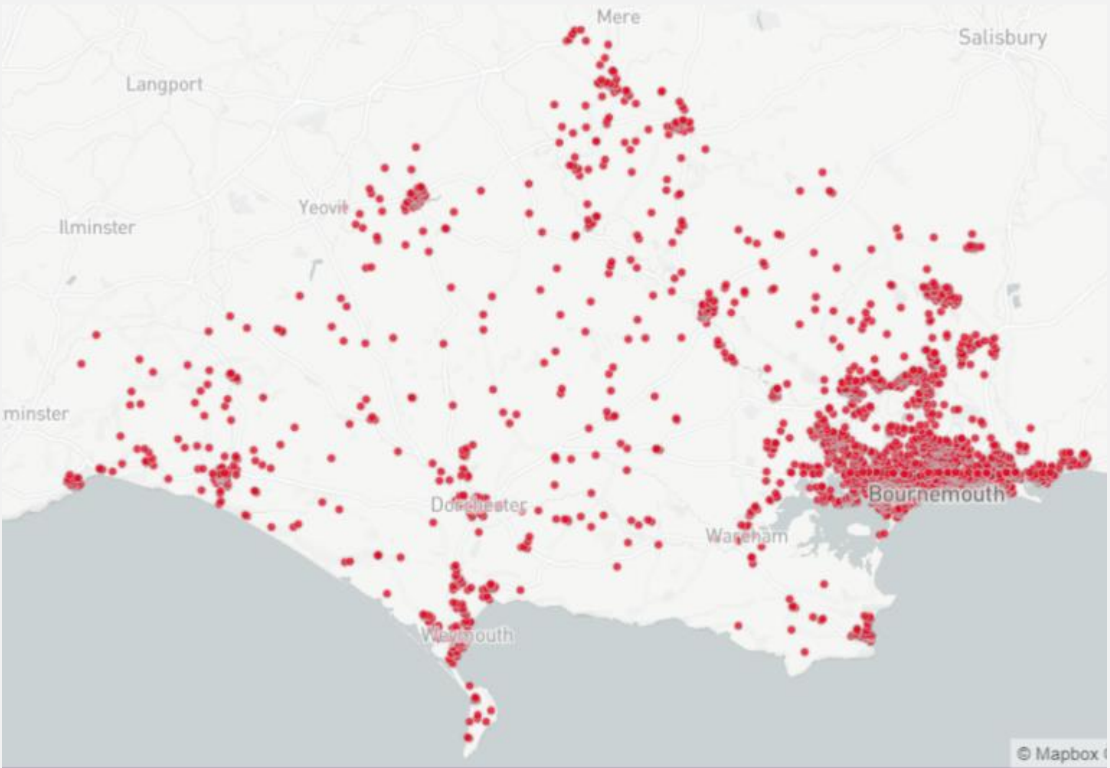
Source: Glass.ai web crawling, 2021. GVA & Jobs taken from LIS 2020.

Notable Employers: Framestore, Outpost VFX, Amuzo Games, C4L, The Emerge Group, RedWeb and Bright Blue Day.

Sub Sector Strengths:

- **Information Technology & Services** – 3,100 Businesses – 11x the national concentration
- **Information Services**– 500 Businesses – 25x the national concentration
- **Motion Pictures and Film** – 140 Businesses – 1.2x the national concentration

Map – Creative Industries



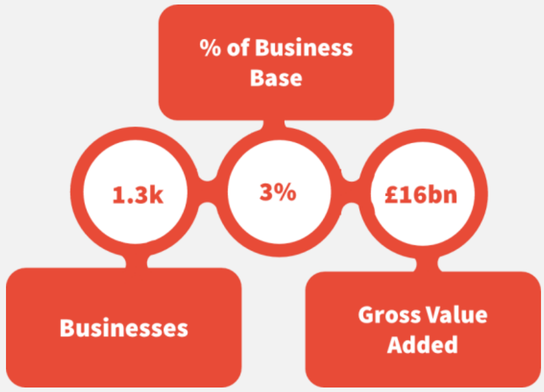
Source: Glass.ai web crawling, 2021. Screengrab from accompanying interactive dashboard report. For deeper interrogation please visit the accompanying interactive dashboard report

Priority Sector: Financial Services (1,300 3%)

Sector Overview: The Financial Services sector is the largest contributor of GVA in Dorset and is at the heart of the area's economic vibrancy. Proximity to London coupled with the high quality of life locally means Dorset is able to attract a growing pool of highly skilled labour. Bournemouth and Poole are at the core of the sector and are both part of the **South Coast Centre of Excellence for Financial Services**.

Notable Employers: Ageas, Deutsche Bank, JPMorgan and LV= Liverpool Victoria.

Sector in Numbers

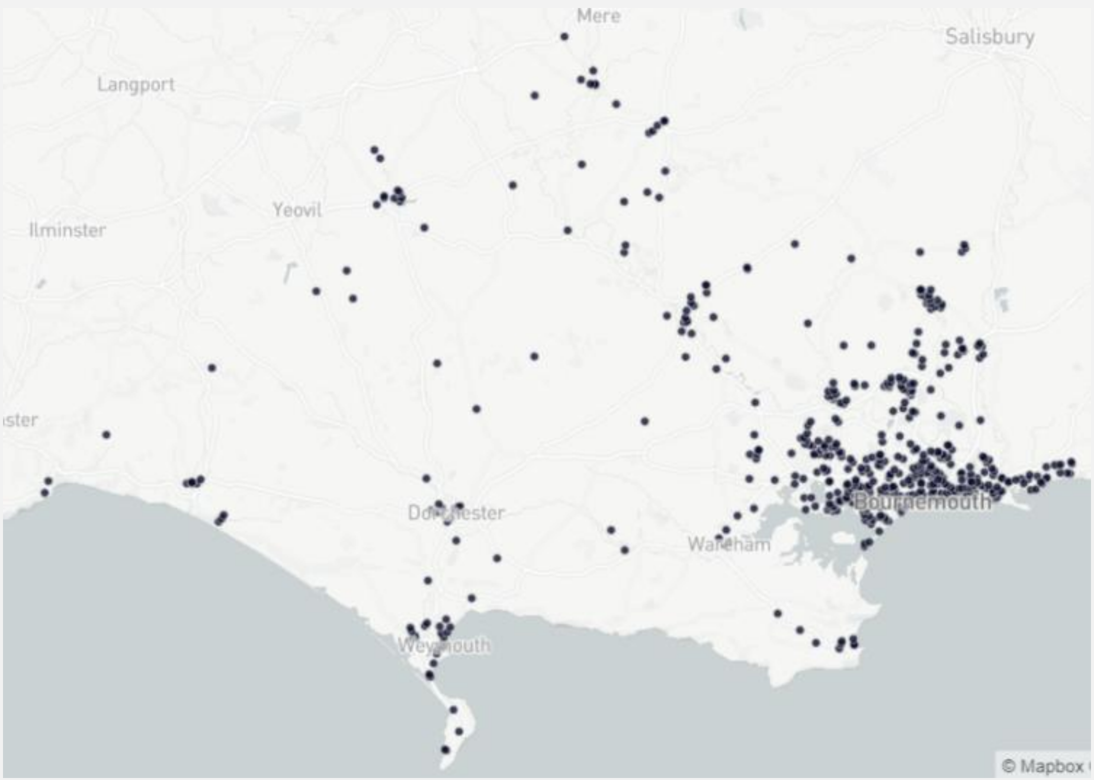


Source: Glass.ai web crawling, 2021. GVA & Jobs taken from LIS 2020.

Sub Sector Strengths:

- **General Financial Services** – 900 Businesses – 1.3x the national concentration
- **Investment Management**– 160 Businesses – 0.7x the national concentration
- **Insurance** – 190 Businesses – 0.5x the national concentration

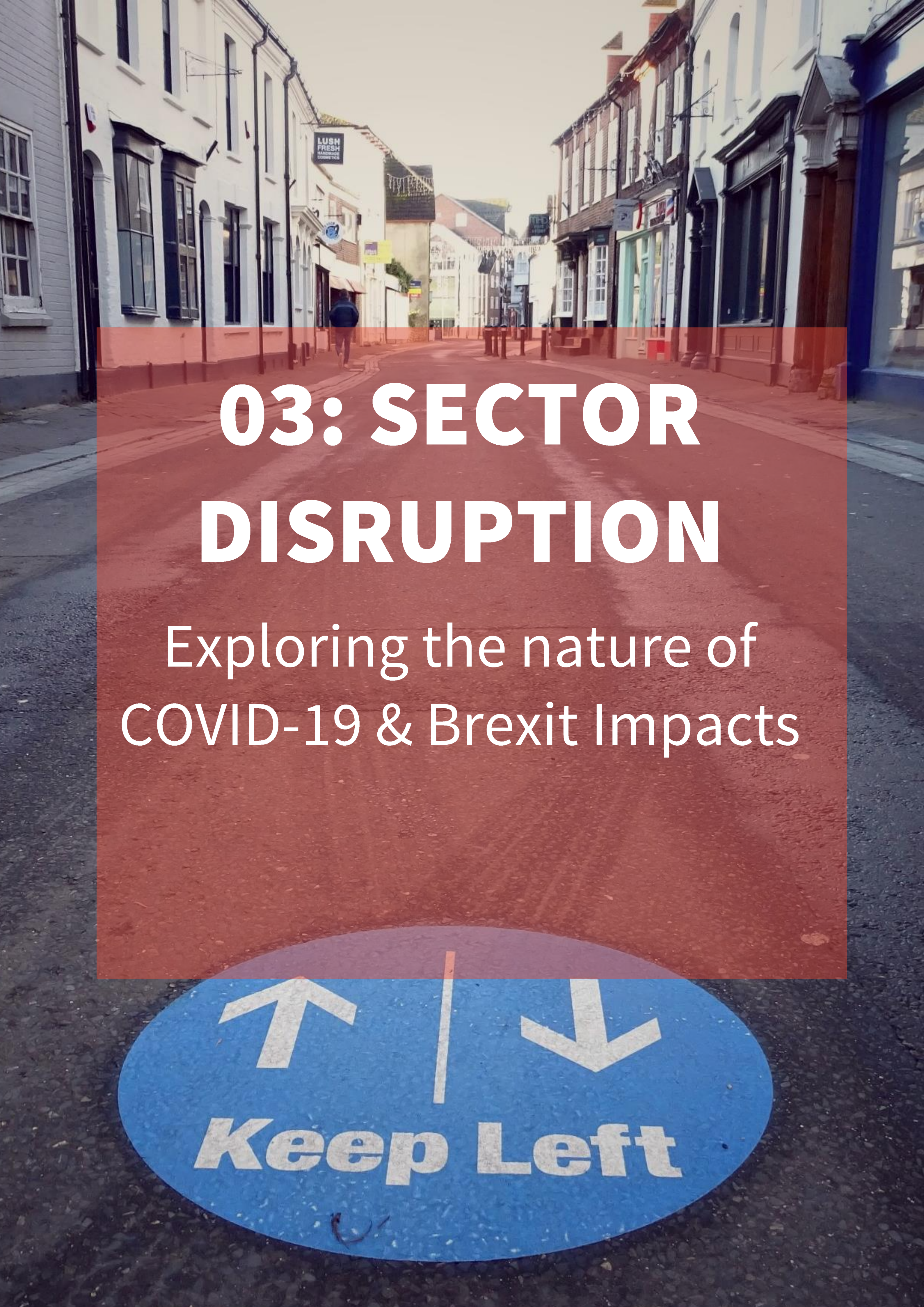
Map – Financial Services



Source: Glass.ai web crawling, 2021. Screengrab from accompanying interactive dashboard report. For deeper interrogation please visit the accompanying interactive dashboard report

03: SECTOR DISRUPTION

Exploring the nature of COVID-19 & Brexit Impacts



Brexit & COVID-19 Disruption

03

Over the past year, the UK economy has experienced the seismic effects of the coronavirus pandemic and the start of a new trading relationship the European Union our largest trading partner. Each of these events has had significant ramifications for every part of the United Kingdom and Dorset is not immune in this regard. With this in mind, this research has sought to understand how these impacts have played out across Dorset's business base, but also attempted to establish the nature of how these impacts have manifested themselves across Dorset's different sectors.

Approach

To establish a sense of the scale and nature of disruption for both COVID-19 and Brexit, Glass.ai undertook a web-crawling exercise of news sources and web content, identifying sources where disruption and supply chain disruption was reported that could be linked to distinct sector.

17,000+

Disruption Related News Articles Read

This web crawling exercise drew on news sources from across the UK and resulted in over 17,000 news articles being read and analysed. These results were then applied to the Dorset business base and the sample of data uncovered from the business intelligence exercise.

This exercise of web reading was undertaken in November 2020, at a time when COVID-19 was unsurprisingly very high up the news agenda. At this moment in time, Brexit was yet to formally happen, albeit there was still a great deal of uncertainty around the future trading arrangements that wound be agreed. As a result, the disruption analysis has a much larger sample of COVID related stories than that of Brexit.

The scale of disruption has been determined by assigning the volume of disruption mentions into three categories, evenly broken out into a third of the total mentions:

- **Red -** Sector has a **high level** of reported Covid-19 disruptions
- **Amber -** Sector has a **medium level** of reported Covid-19 disruptions
- **Green** - Sector has a **lower level** of reported Covid-19 disruptions

These findings should be considered as part of a wider and complimentary analysis of official government data sources that understand impact. This data is a snapshot in time and reflects what is a fast-moving picture. Partners should continue to check how the situation is progressing and take this into account when viewing this analysis.

COVID-19 – Scale of Disruption Reporting

There has been a significant volume of disruption mentions amongst the Advanced Engineering and Manufacturing Sector, a sector both important for the growth ambitions of Dorset, but also accounting for 9% of the LEP's total business base.

Priority Sector	Location Quotient	Local Company Count	% of Business Base	COVID-19 Disruption Level
Advanced Engineering and Manufacturing	0.8	3,800	9%	
Agri-Tech, Food and Drink	0.7	3,300	8%	
Creative Industries	1.0	7,000	16%	
Financial Services	0.9	1,300	3%	
Wider Economy	1.1	28,600	65%	

Source: Glass.ai web crawling, 2021.

COVID-19 – Nature of COVID-19 Disruption

The graphic below provides a visual summary of some of the key terms referenced alongside disruption tied to COVID-19 for the Dorset economy as a whole. The size of the box refers the scale of mentions of that individual term.

Source: Glass.ai web crawling, 2021. Screengrab from accompanying interactive dashboard report.

Whilst there are several keywords that cut across all sectors, there are certain terms that are more pertinent to local priority sectors. These are summarised below and reflect the different challenges each sectors have faced as a result of COVID-19. Whilst these provide a flavour of the types of challenges faced by sectors these could reinforced by wider engagement and surveying of the business community.

COVID-19 – Nature of COVID-19 Disruption – by Priority Sector

Advanced Engineering and Manufacturing	Agri-Tech, Food and Drink	Creative Industries	Financial Services
Protective Equipment	Raw Materials	Digital Transformation	Supply Demand
Medical Supplies	Protective Equipment	Cash Flow	Cash Flow

Medical Devices	Food security	Travel Restrictions	Market Growth
Travel Restrictions	Panic Buying		Business Models

Source: Glass.ai web crawling, 2021.

Brexit – Scale of Disruption Reporting

There has been a significant volume of disruption mentions amongst the Advanced Engineering and Manufacturing Sector and the wider economy at large. Further interrogation of the data shows that within these sectors, there has been

Priority Sector	Location Quotient	Local Company Count	% of Business Base	COVID-19 Disruption Level
Advanced Engineering and Manufacturing	0.8	3,800	9%	
Agri-Tech, Food and Drink	0.7	3,300	8%	
Creative Industries	1.0	7,000	16%	
Financial Services	0.9	1,300	3%	
Wider Economy	1.1	28,600	65%	

Source: Glass.ai web crawling, 2021.

Nature of Brexit Disruption

The graphic below provides a visual summary of some of the key terms referenced alongside disruption tied to Brexit for the Dorset economy as a whole. The size of the box refers the scale of mentions of that individual term.

Source: Glass.ai web crawling, 2021. Screengrab from accompanying interactive dashboard report.

Several keywords cut across all sectors, however, there are certain terms that are more pertinent to local priority sectors - these are summarised below. Much of this relates to the need for the UK to secure a trade deal, reflecting the time in which the web crawl process was undertaken. Given new trading arrangements are now in place there may be value in revisiting this exercise or engaging with businesses directly to unearth some of the more tangible challenges that have arisen from the recently struck UK-EU Trade Deal.

Nature of Brexit Disruption – by Priority Sector

Advanced Engineering and Manufacturing	Agri-Tech, Food and Drink	Creative Industries	Financial Services
Trade Deal	Northern Ireland	Trade Deal	Customs Declarations
Northern Ireland	UK Food	No-Deal Brexit	Call-Off Stock
No Deal Brexit	Industry 4.0	Movement of People	Customs Clearance
Logistics	Lead Times		Imported Goods

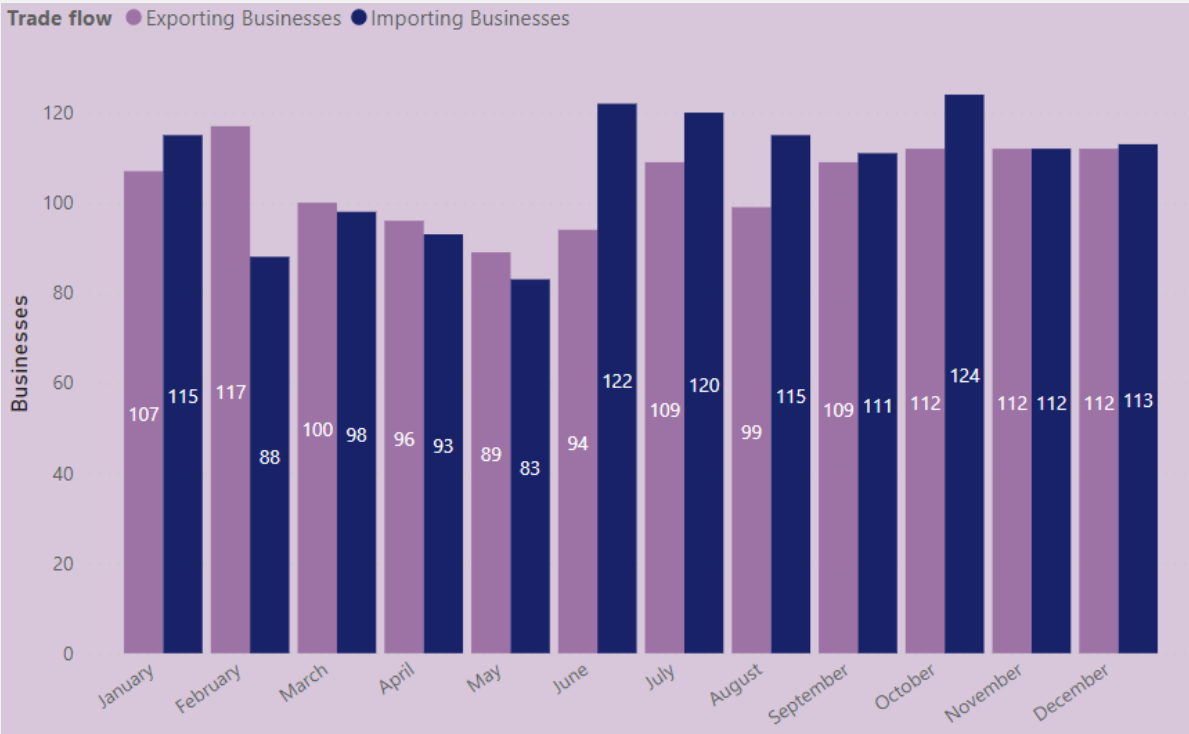
Source: Glass.ai web crawling, 2021.

Trading Business Analysis

To add an extra level of depth to the glass.ai data, where possible we have linked the business base data to the latest trade data from HMRC. This provides an understanding of the level of importing & exporting across Dorset, but also allows us to attribute this activity to the LEPs constituent sectors. Here, there are several trends that are noticeable:

- **Notable Contraction in Activity Reduction in businesses importing and exporting during first lock down** – here there was a slight retrenchment in the numbers of businesses exporting and importing from March through to May, reflecting supply chain disruption and slowing down of global trade.
- **EU trade currently accounts for a relatively small amount of trade activity -** Around 250 businesses imported goods in 2020 from outside the EU
- **Advanced Engineering & Manufacturing** is a key sector driving exports accounting for half of all businesses who export to outside the EU

Businesses Importing and Exporting with Non-EU Locations (2020)



Source: Glass.ai web crawling, 2021 and HMRC Trading Businesses, 2020.

04: IMPLICATIONS

Key Considerations and Taking this Research Forwards

Implications

04

The evidence presented within the dashboard and this accompanying report provides fresh and deeper insights into Dorset LEP's business base. More specifically it has provided a better understanding of the LEP's constituent sectors, their relative importance to the economy and locations of activity. The research has reaffirmed the LEP's priority sectors have a strong and important presence locally but has also unearthed a range of sectoral activity which highlight Dorset's ability to grow and attract economic activity in globally significant growth sectors. The research findings and body of data provided should allow the LEP, councils and other stakeholders to speak confidently about Dorset's business base, predicated on:

+ **A fuller understanding** Of the LEP's business base, its constituent sectors and hubs of activity…	+ **Ability to demonstrate** A range of novel and emerging sectoral activity…
+ **A repeatable baseline position** An approach that can be repeated to reflect change and impact of policy…	+ **A platform from which** to inform and shape the case for investment in projects to support sectoral growth
+ **A sense of business challenges** With a flavour of which sectors have been most affected by COVID & Brexit…	+ **A new shared tool** which partners from across the LEP and further afield can utilise to inform decision making…

Key Considerations in Taking this Evidence Forwards

Supplement the data with qualitative insight: Whilst this data paints a compelling story of the local business base and economy, there could be value in drawing out some of the nuances of Dorset's key sectors and generating case studies of some of the best and brightest businesses identified in this study. This could also involve building a greater understanding of businesses and the markets they trade in (e.g., products, services, clients) and the wider growth barriers they face.

Identify key businesses and establish Key Account Management: Review sector businesses to identify priority target growth businesses and establish KAM to nurture their growth. This could be focused around businesses in sectors of strategic significance, businesses with high growth potential/ambitions or businesses that are already in processes of scaling.

Cross tabulate with other data sources: there are a range of other helpful data sources particularly around COVID and Brexit impacts that will help to build up a more complete picture of impact. This could also be supported by knowledge on the ground from relevant local bodies about how COVID and Brexit impacts are playing out. There could also be further work undertaken to better understand Supply Chain relationships underpinning these businesses sectors and how integrated these are in Dorset's economy.

Continue to monitor and track: the economy is undergoing an unprecedented degree of shock at present which is likely to result in some structural changes to the business base. Notably the approaching end of the furlough scheme and wider government support measures is likely to result in further scarring the economy and business closures. Partners should continue to monitor and track wider global and UK Market trends and when appropriate look to refresh this evidence to track performance and the health of the economy.

Target support to sectors with greatest need and impact: as public-sector resources becoming increasingly scarce in a post-covid world, there will be a need to prioritise business support and investment into parts of the economy where it is needed most. Here, there will need to be a consideration of which sectors have been hardest hit and need support the most and those which have a disproportionately large share of the local economy.

Engage Dorset partners and businesses: The LEP should look to take this evidence to its wider partners and business base and look to see how they can leverage the benefit out of this new business register. This could be to support decision making and policy formation amongst the area's constituent authorities, but also to help businesses in the area better understand whether there are any collaborators, partners, suppliers or customers in the area that may better support their operations. There may also be value in locating neighbouring LEPs with shared sector interests to explore collaboration opportunities for sector development and shared intelligence opportunities.

Identify clusters of sectoral activity and key assets: Use the data to find areas of agglomeration in the local economy, this can help to better target investment and businesses into key areas and to help support knowledge exchange in the local economy. Alongside this there would be value in mapping relevant assets and how these could be leveraged to stimulate next generation growth. This could also include an assessment of what further assets and investments might be required to facilitate sector growth and new start-ups.

HATCH

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Dorset Local Enterprise Partnership

Business Growth and Inward Investment Committee – Forward Plan 2021/22

Date of Meeting	Subject	Detail	Delivery priority	Lead	Expected outcome
26 August 2021	Promoting Apprenticeships	• To discuss how apprenticeships are promoted across Dorset	Providing strategic direction in shaping the current and future business support provision across Dorset	FM	Recommendations for promoting the take up of apprenticeships across Dorset
	Key Sector Support	• To discuss strategic support for promoting key sectors: ○ Defence and Security ○ Digital Health and MedTech ○ Clean Growth	Promoting Dorset as a key inward investment area for innovative, ambitious and fast growing businesses; Focusing resources on our existing strengths and high-growth sectors;	JS	Discuss strategies for promoting and engaging with key sectors across Dorset
	Back to Business support programme	• Overview of business support programme being funded through BCP Council's Bounce Back Challenge Fund	Helping Dorset businesses to increase their resilience against the impact of economic shocks	FM	tbc
09 December 2021	SME Innovation Support	• Review of funded innovation support programmes being delivered across Dorset	Ensuring innovation is a key foundation of productivity in Dorset	FM	tbc
03 March 2022	-	• -	-	-	-

Future meeting dates

- 26 August 2021
- 09 December 2021
- 03 March 2022