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WORCESTERSHIRE GROWTH HUB

Worcestershire Local Enterprise Partnership

Worcestershire Growth Hub

Quarter 4 Report - 2023/24

Worcestershire

Business Base – Worcestershire

Below are the latest ONS figures for the total number of businesses in Worcestershire broken down by size. These statistics were updated on 27.09.2023

Area	Total number of businesses	Micro (0 to 9)	Small (10 to 49)	Medium-sized (50 to 249)	Large (250+)
Bromsgrove	5,065	4,525	450	70	20
Malvern Hills	4,270	3,875	340	45	10
Redditch	3,005	2,585	325	70	25
Worcester	3,370	2,955	335	55	25
Wychavon	7,030	6,340	565	100	25
Wyre Forest	4,160	3,770	330	50	10
Worcestershire	26,900	24,050	2,345	390	115

Businesses in Worcestershire broken down by turnover

Turnover Sizeband	Bromsgrove	Malvern Hills	Redditch	Worcester	Wychavon	Wyre Forest	Worcestershire
Total	5,065	4,275	3,005	3,370	7,030	4,155	26,900
0 to 49 (thousand)	725	830	450	565	1,235	620	4,425
50 to 99 (thousand)	1,170	870	660	780	1,635	1,360	6,475
100 to 249 (thousand)	1,500	1,355	860	970	2,025	1,065	7,775
250 to 499 (thousand)	670	545	360	480	915	490	3,460
500 to 999 (thousand)	440	310	255	235	515	300	2,055
1,000 to 1,999 (thousand)	260	185	175	145	325	145	1,235
2,000 to 4,999 (thousand)	180	120	125	100	205	105	835
5,000 to 9,999 (thousand)	60	35	45	45	80	35	300
10,000 to 49,999 (thousand)	50	20	55	30	75	30	260
50,000+ (thousand)	10	5	20	20	20	5	80

WGH Performance Dashboard

Stats	Q4	Q1-Q3	Total
Number of Businesses Engaged With	**368**	996	1,364
Business Visits	**234**	339	573
Strategic Business Visits	**9**	19	28
Business Diagnostics Completed	**215**	354	569
Referrals made	**683**	1,499	2,182
Events	**17**	30	47
Property Enquiries	**13**	27	40
Pre-start Enquiries	**24**	55	79

Account Managers

Jamie Clyne

Randesh Kalar

Gwen Davies

Sally Stevenson

Chris Orr

WORCESTERSHIRE GROWTH HUB

Worcestershire Local Enterprise Partnership

Business Intelligence

Some selected business visit reports from this quarter

During this Quarter we have engaged with 368 businesses. Below is a list of all businesses that we have completed a visit with, some businesses have been met twice within the quarter.

Bromsgrove

Business Name	Business Size	Sector
615 Recruitment	Micro	Business Services
Alentar UK Limited	Micro	Business Services
AmanD Vest Ltd	Micro	Retail
Architectural Wallsz (International) Limited	Micro	Construction
Barnsley Marshall Limited	Small	Business Services
Birmingham Educational Consultants	Small	Manufacturing
Branded 4 You	Micro	IT
Browns Outdoors	Micro	Retail
Care4futures Limited	Micro	Business Services

Business Name	Business Size	Sector
Cooper Recruitment Limited	Micro	Business Services
Debt Solve UK Limited	Micro	Finance
Electric Vehicle Charging Solutions	Micro	Business Services
Falcon Contract Flooring Sales Limited	Small	Construction
Fruitful Developments Limited	Micro	Business Services
Gallons Midlands Ltd T/A Sporttec	Small	Retail
GBJ Construction Ltd	Micro	Construction

Business Name	Business Size	Sector
Going Dark Theatrical Services	Micro	Business Services
Ignis Group Limited	Small	Construction
In House Consultancy	Micro	Business Services
Instinctive Technologies Ltd	Small	IT
L.G.Harris & CO. Limited	Medium	Manufacturing
Leaky Blinders Plumbing Services	Micro	Construction
Magnapower Equipment Limited	Small	Manufacturing
Monserat Properties Limited	Micro	Real Estate
Moundsley Hall Ltd	Medium	Health
National Hire Solutions Limited	Micro	Business Services
Neuro Headway Ltd	Micro	Business Services

Business Name	Business Size	Sector
New Salsa Salsa	Micro	Retail
Opal Disposables Limited	Micro	Manufacturing
Own Time and Space	Micro	Business Services
Portway House Cafe	Micro	Food & Drink
Rack Collapse Prevention Ltd	Micro	Logistics
Rippl Software Limited T/A Humanos	Micro	IT
Sherbet Donkey Media Limited	Small	Marketing
Sticker Gizmo	Micro	Manufacturing
Strategic Professionals Limited	Micro	Business Services
Strides Learning and Development	Micro	Business Services
TE Brands Ltd	Micro	Retail

Business Name	Business Size	Sector
The Back Room	Micro	Retail
The White Peacock Company	Micro	Retail
TLM Laser Limited	Small	Manufacturing
Veroandi Limited	Micro	Business Services
Versatility In Print Limited	Micro	Manufacturing
Whiting Landscape Ltd	Medium	Agriculture
Worcester Bearings & Engineering Services Limited	Micro	Engineering
Worcestershire Medal Service Limited	Small	Manufacturing
Worlifts Limited	Small	Construction

Malvern Hills

Business Name	Business Size	Sector
Andrew Slater Hairdressing	Small	Retail
Athena Surfaces	Medium	Manufacturing
Atwell International Limited	Small	Manufacturing
Beauty Spot	Micro	Other
Bedford Dials Limited	Small	Manufacturing
Broomfield of Holt Limited	Small	Retail
By The Red Phone Box (IC Mapp)	Micro	Tourism
Central Garage (Martley) Limited	Small	Retail
Charles Faram & Co. Limited	Small	Food & Drink

Business Name	Business Size	Sector
Cheryl Albert	Micro	Retail
Coomber Electronic Equipment Limited	Small	Manufacturing
Day Dream by Little Guests	Micro	Retail
Eureka - Opportunities CIC	Micro	Retail
Facility Monitoring Systems Ltd	Small	Science & Medical
Focus Environmental Consultants	Small	Environmental
HDAnywhere	Micro	Retail
Hourglass	Micro	Business Services

Business Name	Size	Sector
Lost Lamb	Micro	IT
Lucart Hygiene	Medium	Manufacturing
The MAP Group	Small	Media
Metrasens Limited	Medium	Science & Medical
Olpro Ltd	Small	Retail
Our Place Group	Medium	Care
Pampered Ponies Limited	Small	Tourism
PB&J Publishing Ltd	Micro	Media
Prizsm Technologies Ltd	Micro	IT
Rachel Morgan Psychotherapist	Micro	Business Services

Business Name	Size	Sector
Regal Tenbury Trust Limited	Micro	Tourism
Rift Actuators Ltd	Micro	Manufacturing
Sae's Counselling	Micro	Business Services
Sitemark Limited	Small	Business Services
The Spaniel Salon	Micro	Business Services
Therese Hoyle Consultancies	Micro	Education
Top Escape Rooms Ltd	Micro	Tourism
Triplo ESG	Micro	Business Services
Ultra Light Rail Partners Limited	Micro	Transport
Veg Life Limited	Micro	Food & Drink

Redditch

Business Name	Business Size	Sector
Access Hardware Limited	Small	Construction
Arrow Fitness Education Limited	Micro	Education
Blue Earth Foods Limited	Large	Manufacturing
Business Energy 4 You (My Utility Savings Ltd.)	Micro	Business Services
Clarke Oil Limited	Micro	Industrial
D C Heaphys Limited	Micro	Retail
Enhanced Thermal	Micro	Business Services
EV Power Point Limited	Micro	Environmental
Key Business Improvement	Micro	Business Services
Live Laugh Love with Lauren	Micro	Tourism

Business Name	Business Size	Sector
Merlin Extrusion, Wire and Tool	Micro	Manufacturing
Microteam Limited	Small	IT
Newtown Packaging Limited	Small	Wholesale
Purendure	Micro	Manufacturing
Purple Spider The Learning Bus	Micro	Education
ReddiGraphics	Micro	Manufacturing
Sigma Industries Limited	Micro	Manufacturing
The Fit Club Redditch	Micro	Health
Total Construction Training	Small	Education
Worcestershire YMCA Limited	Small	Voluntary

Worcester

Business Name	Business Size	Sector
Access Support Ltd	Micro	IT
Arches Espresso Limited	Micro	Food & Drink
Beard Creative Limited	Micro	Marketing
Britannic Place Financial Management Limited	Micro	Financial Services
Busy local	Micro	Business Services
Buzzy BIT	Micro	IT
Cooper Parry Worcester	Micro	Accounting
CYBX Limited	Micro	IT
DBM Bespoke Facades	Micro	Manufacturing

Business Name	Business Size	Sector
Design Religion Limited	Small	Marketing
Enso Hair Rituals Ltd	Micro	Retail
Eva Capital Management Limited	Small	Financial Services
Everseal Limited trading as St Johns Window Centre	Small	Other
FreeAgent247.com Limited	Micro	Real Estate
Goodroots Food UK Ltd	Small	Food & Drink
Hoge 100 Business Systems	Small	IT
ISO Quality Services Limited	Small	Business Services
Marketing + Technologies Group Limited	Small	IT

Business Name	Size	Sector
Method Coffee Company	Micro	Food & Drink
Mike Pitman Podiatry	Micro	Retail
Miream App Ltd	Micro	IT
MORPh Consultancy Limited	Micro	Business Services
Mutually Yours Limited	Micro	IT
Nicola Shearman Podiatry	Micro	Retail
Simple Design Works Ltd	Small	Engineering
Steve Ennis, Business Doctors	Micro	Business Services

Business Name	Size	Sector
Sutcliffe Insurance Brokers Limited	Small	Financial Services
The Development Manager Ltd	Small	Education
The Wood Flooring Co Ltd	Micro	Manufacturing
Trew Self LTD	Micro	IT
William Scott Consulting Limited	Micro	Business Services
Worcester City Women Football Club Ltd	Micro	Other
Worcester Community Trust	Medium	Other

Wychavon

Business Name	Business Size	Sector
Activity Group	Micro	Business Services
Adder Bookkeeping Ltd	Micro	Accounting
Athena Prospects Limited	Small	Real Estate
Badabing Coachworks Ltd	Micro	Manufacturing
Black Liquorice Company Ltd	Micro	Manufacturing
Box Three Studio Limited	Micro	Other
Cepha Controls Limited	Micro	IT
Chucks Away Limited	Small	Other
Circet Wireless UK	Micro	Manufacturing
Coffee Masters UK Limited	Small	Retail

Business Name	Business Size	Sector
Cornmill Yard	Micro	Food & Drink
DGI Foods Limited	Small	Retail
Digital Cyber Plus Ltd	Micro	Business Services
Empower Active C.I.C.	Small	Education
Evenproducts Limited	Small	Manufacturing
Evesham Rowing Club	Micro	Leisure
Fairfield Labels Limited	Small	Manufacturing
Faith Renovations and Property Maintenance	Micro	Construction
Ferryfast Produce Limited	Medium	Wholesale
G. Webb Automation	Small	Manufacturing

Business Name	Size	Sector
Grace Kelly Childhood Cancer Trust	Micro	Voluntary
IBrows by LR	Micro	Other
Imogen Design Ltd	Micro	Business Services
Infinium Site Services	Micro	Construction
Ingham Business Solutions	Micro	Retail
Ipurtech Limited	Micro	Science & Medical
Johnsons Property Consultancy Limited	Small	Real Estate
Kanes Foods	Large	Manufacturing
Koito Europe Limited	Large	Manufacturing
M2M GB Ltd	Micro	Retail

Business Name	Size	Sector
Milford Research and Consultancy Limited	Micro	Business Services
Nelly's Yard Ltd	Micro	Food & Drink
Nootro Group Limited	Small	Manufacturing
Pharma Packaging Systems	Small	Manufacturing
Physiotherapy Worx	Micro	Business Services
Pink Shrimp Pilates	Micro	Health
PSV Wipers Limited	Small	Manufacturing
Roger Dyson Limited	Medium	Manufacturing
Roxel (UK Rocket Motors) Limited	Medium	Manufacturing
Sakrid Collective	Micro	Other
Sinclair Day Accountancy Ltd	Micro	Accounting

Business Name	Business Size	Sector
SW Traditional Window Cleaning	Micro	Other
Swift Hosted Telecom	Micro	Business Services
The Name Label Company	Micro	Manufacturing
The Swan at Martin Hussingtree Ltd	Small	Food & Drink
TigerTurf	Medium	Manufacturing
Tim Ingham T/A Tim's Tubs	Micro	Retail
Ultimate Wraps Ltd	Micro	Manufacturing
Willcox Matthews Limited	Small	Business Services
Wittering SUP (stand up Paddle boarding)	Micro	Leisure

Wyre Forest

Business Name	Business Size	Sector
APT Chemicals International	Small	Food & Drink
Bathrooms To Love Limited	Micro	Construction
Behind The Bar Ltd	Micro	Other
Breakwells Transport Limited	Small	Transport
Care 4 Communities LTD	Micro	Business Services
Care First (UK) Limited	Small	Health & Care
Champion Bathrooms Limited	Micro	Construction
Cheshires Laser Mail Limited	Micro	Marketing
Control Water Solutions	Micro	Environmental

Business Name	Business Size	Sector
Elle Jay Aesthetics Ltd	Micro	Health & Care
Eploy	Medium	IT
Event Caddie	Small	Retail
Filtration Service Engineering	Medium	Manufacturing
ForUsAll Limited	Micro	Engineering
Francis Machine Solutions	Micro	Other
G D Signs and Graphics	Micro	Manufacturing
Grippa Ltd	Micro	IT
Grow Birmingham	Micro	Marketing
HC1350 Limited	Micro	Retail

Business Name	Size	Sector
Hewett Recruitment	Small	Business Services
I4Media Ltd	Small	Marketing
Kingfisher Industrial Limited	Small	Manufacturing
Live Leisure Kidderminster Ltd	Micro	Leisure
Minster Micro Computers Limited	Small	IT
Outpost Custom Ltd	Micro	Marketing
Paintball Park Limited	Micro	Leisure
Parweld Limited	Small	Manufacturing
Perrigo Consultants Limited	Micro	Accounting
Pixel Design & Print Ltd	Micro	Marketing
Q6 Group Ltd	Micro	IT

Business Name	Size	Sector
Sandfield Engineering Company Limited	Small	Manufacturing
SENstation Ltd	Micro	Retail
Storm Environmental Ltd	Small	Manufacturing
Surf Works	Micro	Marketing
The Talbot Chaddesley Ltd	Micro	Hospitality
Titan Steel Wheels Limited	Large	Manufacturing
Trueline Expanded Products	Medium	Manufacturing
Turtle Bags Limited	Micro	Retail
UTS Fleet	Micro	Automotive
VCSP LTD	Micro	Manufacturing
Vision Labs Ltd	Large	Manufacturing
WebHQ Ltd	Micro	IT

Business Name	Business Size	Sector
Witley Jones Furniture Limited	Small	Manufacturing
Wyre Business Consultants Ltd	Micro	Accounting
Wyre Community Land Trust	Micro	Agriculture
XTA Electronics Limited	Small	Manufacturing

Whiting Landscape LTD

District: Bromsgrove **Size:** Medium (50-249) **Sector:** Agriculture **Turnover:** £26M

Context

- Laurence founded the business in 1987 with is business partner. The business designs and creates commercial landscapes for the construction industry – predominantly warehouses and developers. They work through the main building contractor who delivers the overall build programme to the end client. Their clients are nationally based, although the majority are in the Midlands and South East. They have a very loyal client base.
- The business is split 50/50 new construction and maintenance of previous installations. The maintenance side of the business has seen a large growth recently – 80% of this comes from original construction sales. This is a focus for future growth.
- The business has just changed the leadership team to bring in a younger team to lead the business – all of whom have worked their way up in the organisation. They are struggling to attract new youngsters into the business to learn the ropes and progress to roles such as foreman. The team are wary of apprenticeships due to the one day release that is required, as this is very hard to manage with the work schedules for teams travelling to jobs. Perhaps an apprenticeship without the regular release would be more appropriate.

Issues Discussed

- Market volatility – uncertainty in the sector caused by the government / political uncertainty which delays developments due to increased interest rates
- Workforce demographics – this is improving a little, but still struggling to get young people in who can then progress through the ranks to take on leadership positions
- Labour – struggle to get on site, unskilled labour, as young people are not interested

Actions Agreed

- Refer to Professional Specialist Advisor (Marketing)
- Refer to Professional Specialist Advisor (Digital Adoption of Technology)
- Send details of Help 2 Grow
- Send details of Net Zero Grant
- Refer to Elevate
- Refer to Skills Boost Grant

Metrasens Limited

District: Malvern **Size:** Medium (50-249) **Sector:** Science & Medical **Turnover:** £17M

Context

- Metrasens was founded in 2005 by 3 ex-Qinetiq scientists. Their original focus was a magnetic ferrous scanner for the healthcare sector, particularly for MRI scans. That product spawned several more products, which are now sold into several new markets, including prisons, airports, leisure arenas and healthcare security in the USA.
- In 2020, Metrasens' turnover was £9mil which was significantly stalled by COVID. Since then they have accelerated quickly, with £17mil turnover in 2023, aiming for £19-20mil in 2024, and they believe they can achieve £35-40mil turnover by 2027.
- Metrasens export 95% of their business, with 90% of that 95% coming from the USA. Metrasens design and manufacture their products in the UK, but also have a facility in Chicago, which carries out their distribution and customer service. They are also growing their UK, European and Far East markets (particularly Indonesia, due to the sheer number of prisons there).
- Each product sells for approximately $13-14k, with data security orders regularly containing hundreds of products. Metrasens have carried out a lot of work on their supply chain over the last couple of years to make it much stronger, but still feel there are some areas for improvement.
- Metrasens will require 3-4 extra staff members in 2024, and anticipate requiring an extra 20 staff members to service their 2027 growth plans.

Issues Discussed

- Resource Management
- Funding R&D
- Resource Management
- Funding R&D

Actions Agreed

- Refer to Elevate
- Refer to Innovation Grant
- Refer to Help 2 Grow
- Refer to Professional Specialist Advisor (Workforce Planning)
- Refer to Malvern Hills Upskilling Grant
- Send information on The Chamber

The Fit Club Redditch

District: Redditch **Size:** Micro (0-9) **Sector:** Health **Turnover:** £600K

Context

- Toby and Grant started the business in November 2019 and after surviving the covid pandemic, they are growing the business and have great plans for the future. They run an extremely well fitted out independent gym, in the city centre. It is thriving, and they are looking to significantly improve and grow the business.
- Grant & Toby also own a sister company called Arrow Fitness Education, based at the same premises, which delivers Personal Trainer courses to members of the public as well as the Fit club staff as development, as well as to ensure that they can offer a full PT service to clients. They are keen to look at business management support that may be available for them.
- There are a number of innovative changes that the team want to introduce to the business. The main one is to make changes to the internal layout of the premises to create a new studio space, and to install new equipment to allow them to offer a wider range of programmes and wellness classes, including reformer pilates – which would make them the first and only provider of this service in the local area.
- They lease the premises, and are looking to make structural changes to the internal layout to maximise the potential and make the best use of currently unused areas. They want to make changes to the premises to reduce their energy usage – which is currently a significant cost each month. There is huge opportunity to do this, and many improvements that could be made.

Issues Discussed

- Very competitive marketplace – especially as an independent competing with large, national chains. They have to work that much harder to get new clients
- Energy use / cost – staggering and really limiting the amount of cash that can be invested back into the business

Actions Agreed

- Refer to Professional Specialist Advisor (Marketing)
- Refer to Redditch High Street Grant
- Refer to Net Zero Worcestershire
- Refer to Elevate
- Refer to Help 2 Grow
- Refer to Innovation Grant
- Refer to Skills Boost Grant

WEAREBEARD Beard Creative Limited

District: Worcester **Size:** Micro (0-9) **Sector:** Marketing **Turnover:** £360K

Context

- Beard Creative Limited – which has traded as We Are Beard and Beard – is a multidisciplinary creative agency based in Worcester. Beard Creative Limited support with branding, design, illustration, and web development. They have recently moved premises and are still in the process of this move (hence meeting off-site). The business turnover last year was £360k and Rob is hoping this financial year will see turnover at £500k. There are currently 5 full-time staff employed at Beard Creative Limited and the business has ambitions to grow.
- Over the last few years, following the COVID-19 pandemic, Rob feels Beard Creative Limited has had to 'survive' and he now wants the business to move into a 'thrive' mentality. Rob wants to see the business grow and, over time, he wants to build a succession plan. He wants the business to be able to function without him and, eventually, to be able to have an exit plan. Rob's business partner, David Webb, is involved in the creative design and account management leaving Rob to do the leadership and sales as well as be involved in the creative/design and digital elements of the business. Rob feels that their brand is too reactive. He believes the brand is visible, but that they do not do enough to proactively promote the business and attract clients. Rob is interested in how to leverage the brand in a better way to proactively engage with target clients. Rob has recently joined the Worcestershire Ambassadors as he feels this is an avenue for him to develop his personal brand, become more involved in the county, and proactively build relationships. One of the challenges Rob feels he has is that he has an idea of where he wants the business to grow to, but no real plan on how to get there. This is something he is looking for support with. Beard Creative Limited have seen their costs increasing, but Rob feels that the other barriers to growth are more pressing.

Issues Discussed

- Leadership and business planning support for Rob to formalise plans.
- Recruitment and retention including in growth areas (web development and animation).
- Growing their brand to be proactive rather than reactive.
- Support with energy efficiencies in their new premises

Actions Agreed

- Refer to Professional Specialist Advisor (Marketing)
- Refer to Professional Specialist Advisor (Sustainability)
- Refer to Innovation Worcestershire
- Refer to Elevate
- Refer to Help 2 Grow
- Refer to Work Well Live Better
- Refer to Worcester City Growth Grant
- Send information on Worcestershire Apprenticeships

PSV Wipers

District: Wychavon **Size:** Small (10-49) **Sector:** Manufacturing **Turnover:** £2.5M

Context

- PSV Wipers Limited manufacture complete wiper systems, including wiper arms, wiper blades, wiper motors, drive systems and linkage parts. They also supply a wide range of accessories and spare parts, including washer bottles, tubing, T-pieces, and spindles. PSV Wipers Limited work closely with Original Equipment Manufacturers (OEMs) and offer bespoke and aftermarket technical solutions for a range of applications. They operate in three key market sectors supplying wiper systems and parts for manufacturers of road, rail, and military vehicles. The road vehicles tend to be of a specialist nature, for example airport stair trucks. The business is looking to do more in the rail sector. PSV Wipers Limited was originally set up in 1980. Around 1997, they were purchased by the Britax Group. Following the financial crash in 2008, the business was loss-making. Paul Curry joined in 2011 to reduce these losses as the venture capitalists behind Britax wanted to sell the Group. Paul operated PSV Wipers Limited to break-even by the end of 2011 and won new contracts through to 2015 that kept the company operating around break-even. He was then given the chance to purchase PSV Wipers Limited. At the time, PSV Wipers Limited was still considered to be a liability due to continuing lease, redundancy, and dilapidation costs as overheads, so Paul was able to purchase the company at a very reasonable price. Through a military sector contract, Paul made PSV Wipers Limited profitable in 2015, 2016 and 2017 whilst working on restructuring their pricing model with other clients to ensure the company could succeed long-term. In 2018, the lease ended, and Paul negotiated away the dilapidations as the previous site was due to be redeveloped. PSV Wipers Limited then moved into their premises at Keytec 7 Business Park. The company owns units 15, 16 and 17 whilst Paul's pension owns unit 18. PSV Wipers Limited operates business-to-business with both import and export. The current turnover is £2.5m with 20 full-time staff, but the business has plans to grow.
- PSV Wipers Limited export their products globally. They only do a little bit of work within the bus/coach sector and their automotive work tends to be focused on specialist vehicles such as airport tugs, airport staircase trucks, and diggers. They prefer low volume, specialist work, in the automotive industry. They supply a rail and marine company in Holland and supply wipers for military/defence applications in Europe and Abu Dhabi. Their website is a strong generator of leads for them with a lot of global enquiries coming through here. Trade publications do not bring them a lot of leads, but they try to have a presence in some of these – e.g. Rail News – as they want to do more work in this sector.

Issues Discussed

- Innovation – funding and having support with innovation to underpin business growth
- Business Growth – continuing their plans and innovation with Jamie involved in this
- Energy costs – reducing energy costs.
- Recruitment – finding the right individuals to join the business.

Actions Agreed

- Refer to Innovation Worcestershire Grant
- Refer to Innovate UK EDGE
- Refer to Made Smarter
- Refer to Elevate
- Refer to Wychavon Growth Grant
- Send information on Worcestershire Apprenticeships
- Refer to Net Zero Worcestershire
- Refer to Professional Specialist Advisor (Sustainability)

Elle Jay Aesthetics LTD

District: Wyre Forest **Size:** Micro (0-9) **Sector:** Health & Wellbeing **Turnover:** £180K

Context

- Elle Jay Aesthetics is an aesthetic treatments provider, owned and ran by Lindsey Watson. Lindsey is an Advanced Nurse Practitioner, and had worked in the NHS for her whole career. 16 months ago, Lindsey decided to lease her current unit, and business has leapt forward since then. Lindsey left the NHS in March 2023 to run the business full time, and has recently purchased the M&Co building next door to her unit, for which she has big plans to turn it into a wellbeing centre. The builders are currently stripping out the building, and the architects are currently making their drawings ready for planning permission. Lindsey is planning on a two-phased project for the building.
- Lindsey expects to be at £600k turnover within Elle Jay Aesthetics as a result of moving into their new unit within 12 months, and she is also planning on extending the working hours of the business to 7 days per week to supplement this growth. Lindsey will require a lot of extra staff to help her manage this, although she has not yet worked out exactly how many she will require.
- Phase 1 will be converting the ground and first floor, and dividing them up into leasable units, which she plans to lease to a private GP, mental health counsellors, hairdressers, a coffee shop, a beauty salon, a creche, a yoga studio, a gym and a spa with changing rooms and disability/lift access, alongside her existing aesthetics business.
- Lindsey is expecting Phase 1 to be completed within 6 months, as she has a get out clause in her existing unit in October 2024.

Issues Discussed

- Creating a marketing strategy to attract local businesses to lease her units
- Making energy efficiency improvements to the site
- Creating a business plan for the new business
- Financing the remainder of the project

Actions Agreed

- Refer to Professional Specialist Advisor (Marketing)
- Refer to Professional Specialist Advisor (Sustainability)
- Refer to Professional Specialist Advisor (General)
- Refer to Elevate
- Refer to Midlands Engine Investment Fund
- Send information on the Chamber
- Send information on Federation of Small Businesses
- Referral to Electric Vehicle Infrastructure Grant for Staff and Fleets
- Referral to Electric Vehicle Chargepoint and Infrastructure Grants for Landlords

WORCESTERSHIRE GROWTH HUB

Worcestershire Local Enterprise Partnership

Strategic and FDI Update

A strategic business visit report from this quarter

L.G.Harris & CO. Limited

District: Bromsgrove **Size:** Medium (50-249) **Sector:** Manufacturing **Turnover:** £37M

Context

- LG Harris restructured in December 2022 after a downturn in the market. (due to the post covid DIY surge and customers stock piling) This was concluded by April 2023. Chris built a "2023 Turnaround Plan" and presented to the board. This was approved and implementation of the phases has started. Since then, LG Harris grew its sales ending 2023 with a 10% growth. Profit also increased as the cost of shipping returned to pre-covid levels. 2024 sales turnover is forecasted to be similar as 2023.
- LG Harris is a market leader in the DIY arena. The Hamilton range is close to be being the number choice in the professional decorator's market. This line has grown significantly over the past year. The focus this year is to grow the profitable side of the business, therefore relaunched the "Hamilton Range" with four tiers of product. Targeting the professional decorators who are loyal and consistent customers. The target is set to increase the Hamilton range to become a third of the total sales turnover by 2026. This will counteract the decrease in private label production. The strategy going forward is to reduce the private label range which produces little margin and incurs complexities. (Price sensitive market, additional costs including leasing extra UK warehousing) This will mean less private label manufacturing at the two Chinese factories. Therefore, looking at consolidating these into one Chinese site.
- B&Q are one of the largest customers who have dropped some of LG Harris lines. B&Q's strategy is the sell own label products, however will continue to sell LG Harris merchandise. Amazon now has become one of the LG Harris's top five customers. Sales are generated by using algorithm.
- Investment 2023 – Implemented a new ERP system costing £2 million. Few teething problems initially but now all running smoothly. Taken on a Product Manager & Project Manager average salary £35,000 starting in April.
- Investment 2024 Orkla are happy with LG Harris' performance and therefore agreed further investment. £500,000 authorised for cap-ex & maintenance spend to help become to be more efficient. Investing in disabled toilets, access and accessible facilities on site also. Group are looking at the potential of solar panels for all sites. Potential for Group roles to be based at LG Harris.
- Product design has now been taken back to Orla's central function, however Orkla will be recruiting for a new "Product Design Manager" for the whole group. Potentially, this position could be based at LG Harris who have office availability plus the UK labour market is less expensive compared to the Nordics / Belgium. 10 new group roles will be created with an average salary of £50,000. LG Harris location could be sited for some of these roles.

- Recently announced pay increase for staff of 4.75% LG Harris are “Real Living Wage” payers. Held a Christmas party and Summer BBQ planned for all staff.
- Employ circa of 5 Apprentices in the tool room and other areas. Absence gone up since covid from 2-3% to 4-5%. Seeing mental health absence rise.

Issues Discussed

- LG Harris is subject to shipping costs which are volatile. For years the cost of shipping a container from China was circa of £2000. During covid went up this rose exceptionally to £15,000, costing an additional £3 million halving profit for the year. Shipping costs dropped back to £2000, although issues with Red Sea and with the collapse of the Baltimore bridge prices are going back up. Can not forecast or control shipping costs which is a challenge. Have investigated into reshoring to UK, however the components will still need to be imported from China which doesn’t solve the problem. Wilko closed 400 stores during 2023, which raises concerns whether another large DIY retailer may also close. Rumours of Homebase's future could pose a risk, however still ordering products and a new leadership team in place. Screwfix who are owned by B&Q have been instructed to sell own brand /label goods since January, dropping LG Harris as a supplier. Shortly afterwards changed their mind by stocking some of the LG Harris lines again. Lost some business, however balancing out with Hamilton range sales increasing.

Actions Agreed

- Send information on Skills Boost Grant
- Send information on Skills Bootcamps
- Send information on Multiply
- Send information on Inclusive Worcestershire
- Send information of University of Worcester

WORCESTERSHIRE GROWTH HUB

Worcestershire Local Enterprise Partnership

Business Diagnostic Overview

Statistics from this quarters completed business diagnostic survey

Business Environment

Business looking to grow?	Q1 – Q3 (351 Responses)	Q4 (213 Responses)	Total (564 Responses)
Grow	(96%)	(95%)	(96%)
Stay the Same	(4%)	(5%)	(4%)
Decline	(0%)	(0%)	(0%)

Do you Export?	Q1 – Q3 (346 Responses)	Q4 (214 Responses)	Total (560 Responses)
Yes	(18%)	(18%)	(18%)
No	(82%)	(82%)	(82%)

Do you Import?	Q1 – Q3 (344 Responses)	Q4 (213 Responses)	Total (557 Responses)
Yes	(24%)	(23%)	(23%)
No	(76%)	(77%)	(77%)

Changes to cost base?	Q1 – Q3 (337 Responses)	Q4 (211 Responses)	Total (548 Responses)
Yes	(55%)	(48%)	(52%)
No	(45%)	(52%)	(48%)

Issues with Supply Chain?	Q1 – Q3 (332 Responses)	Q4 (207 Responses)	Total (529 Responses)
Yes	(21%)	(27%)	(23%)
No	(79%)	(73%)	(77%)

Skills

Recently or planning to recruit?	Q1 – Q3 (354 Responses)	Q4 (210 Responses)	Total (565 Responses)
Yes	(42%)	(24%)	(36%)
No	(40%)	(51%)	(44%)
Planning to	(18%)	(25%)	(21%)

Do you have a succession planning strategy	Q1 – Q3 (325 Responses)	Q4 (205 Responses)	Total (530 Responses)
Yes	(50%)	(40%)	(46%)
No	(50%)	(60%)	(54%)

Do you Provide specialist training?	Q1 – Q3 (329 Responses)	Q4 (183 Responses)	Total (512 Responses)
Yes	(51%)	(50%)	(51%)
No	(49%)	(50%)	(49%)

Do you have relationships with colleges/ Universities	Q1 – Q3 (306 Responses)	Q4 (207 Responses)	Total (513 Responses)
Yes	(18%)	(18%)	(18%)
No	(82%)	(82%)	(82%)

Innovation

Have you made recent investment in?	Q1 – Q3 (267 Responses)	Q4 (141 Responses)	Total (408 Responses)
Equipment	(51%)	(45%)	(49%)
Location	(23%)	(31%)	(26%)
People	(26%)	(23%)	(25%)

Are you planning to investment in to?	Q1 – Q3 (324 Responses)	Q4 (190 Responses)	Total (514 Responses)
Equipment	(45%)	(41%)	(44%)
Location	(22%)	(29%)	(24%)
People	(33%)	(30%)	(32%)

Do you fund R&D?	Q1 – Q3 (331 Responses)	Q4 (213 Responses)	Total (544 Responses)
Yes	(36%)	(41%)	(38%)
No	(64%)	(59%)	(62%)

Have you got or planning new products or processes?	Q1 – Q3 (340 Responses)	Q4 (215 Responses)	Total (555 Responses)
Yes	(68%)	(51%)	(61%)
No	(32%)	(49%)	(39%)

Do you have barriers in innovation?	Q1 – Q3 (319 Responses)	Q4 (215 Responses)	Total (534 Responses)
Yes	(30%)	(47%)	(37%)
No	(70%)	(53%)	(63%)

Have you accessed innovation grants?	Q1 – Q3 (325 Responses)	Q4 (213 Responses)	Total (538 Responses)
Yes	(19%)	(10%)	(15%)
No	(81%)	(90%)	(85%)

Infrastructure

Do you have a premises?	Q1 – Q3 (353 Responses)	Q4 (215 Responses)	Total (568 Responses)
Yes	(78%)	(73%)	(76%)
No	(22%)	(27%)	(24%)

Are you looking to move or expand?	Q1 – Q3 (350 Responses)	Q4 (213 Responses)	Total (563 Responses)
Yes	(38%)	(35%)	(37%)
No	(62%)	(65%)	(63%)

Do you have a remoted workforce?	Q1 – Q3 (345 Responses)	Q4 (205 Responses)	Total (550 Responses)
Yes	(34%)	(47%)	(39%)
No	(66%)	(53%)	(61%)

Do you have a digital connectivity in your business?	Q1 – Q3 (319 Responses)	Q4 (209 Responses)	Total (528 Responses)
Yes	(82%)	(89%)	(85%)
No	(18%)	(11%)	(15%)

Are there sufficient transport links?	Q1 – Q3 (231 Responses)	Q4 (166 Responses)	Total (397 Responses)
Yes	(74%)	(63%)	(69%)
No	(26%)	(37%)	(31%)

Do you have a net zero target you work towards?	Q1 – Q3 (281 Responses)	Q4 (178 Responses)	Total (459 Responses)
Yes	(50%)	(38%)	(45%)
No	(50%)	(62%)	(55%)

WORCESTERSHIRE GROWTH HUB

Worcestershire Local Enterprise Partnership

Inward Investment

Latest update on queries received in Worcestershire

Total Enquiries

Total Enquiries	**13**
Industrial	8
Office	2
Retail	2
Land	1

Industrial Enquiries

Type of building / Size	Business name	Current location	Location of Search	Buy / Lease	Result
Retail/Industry/Leisure - 1,000 to 3,000 sq ft	Absolutely Smashing	No current business address	Bromsgrove, Redditch, Droitwich and Worcester	Lease	• Sent results back to business on 24/01/24 • 29 results were found
Industrial – 9,000 to 15,000 sq ft	ChangeMaker 3D Ltd	Granta Lodge 71 Graham Road, Malvern WR14 2JS	Worcestershire	Lease	• Sent results back to business on 01/02/24 • 10 results were found
Industrial – 5,000 sq ft	Unknown	Unknown - Out of Worcestershire	Worcestershire	Lease	• No results to fit the search
Industrial – 20,000 sq ft	Anodox UK	Unknown - Out Worcestershire	Worcestershire (Predominately Malvern)	Lease	• Sent results back to business on 13/03/24 • 1 result for Malvern, 3 results countywide

Industrial Enquiries

Type of building / Size	Business name	Current location	Location of Search	Buy / Lease	Result
Industrial – Unknown	CAP Industrial	Unit 4A, Weir Lane, Worcester, WR2 4AY	Worcester City Centre	Lease	• Sent results back to business on 18/03/24 • 20 results were found
Industrial – 8,000 to 10,000 sq ft	DGI Foods Limited	Worcester Road, Evesham, WR11 4RA	Evesham + 7 mile radius	Lease	• Sent results back to business on 13/03/24 • 1 results found
Industrial – 2,000 sq ft	Pink Shrimp Pilates Ltd	Unit 2 Craycombe Farm, Evesham Road, Fladbury WR10 2QS	Wychavon	Lease	• Sent results back to business on 26/03/24 • 5 results found

Industrial Enquiries

Type of building / Size	Business name	Current location	Location of Search	Buy / Lease	Result
Industrial – 90,000 to 140,000 sq ft	Tigerturf	Unit 229, Droitwich Road, Ikon Industrial Estate, Kidderminster, DY10 4EU	Kidderminster	Lease	• Sent results back to business on 08/02/24 • 3 results were found

Office Enquiries

Type of building / Size	Business name	Current location	Location of Search	Buy / Lease	Result
Office (With communal space) - 2,500 sq ft	Empower Active C.I.C.	Office 7, 40 High Street, Pershore, WR10 1DP	County Wide	Lease	• Currently no results came back for this search, this is mainly due to the special requirements of having a communal/sports hall
Office – 1,000 to 1,500 sq ft	Simple Design Works	13F Restdale House, 32/33 Foregate Street, Worcester, WR1 1EE	Worcester City Centre	Lease	• Sent results back to business on 12/03/24 • 6 results were found

Retail Enquiries

Type of building / Size	Business name	Current location	Location of Search	Buy / Lease	Result
Retail – 2,5000 to 10,000 sq ft	AAA Consortium Ltd	F2, Avenue Road, Aston, B7 4NT	Worcester City Centre	Lease	• Sent results back to business on 07/02/24 • 6 results were found
Retail – 3,000 sq ft	Pre start – Nicholas Burford	n/a	Evesham	Lease	• Sent results back to business on 08/02/24 • 4 results were found

Land Enquiries

Type of building / Size	Business name	Current location	Location of Search	Buy / Lease	Result
Land – Any	Unknown	Unknown	County Wide	Buy	• Sent results back to business on 18/03/24 • 6 results were found

WORCESTERSHIRE GROWTH HUB

Worcestershire Local Enterprise Partnership

Pre-Starts

Information on individuals interested in starting a business

We have received a total of 24 Prestart enquiries this quarter in Worcestershire. Typically, the enquiries will come through incoming calls and emails, and website enquiries.

The types of enquiries have ranged from:

- Retail
- Health and Fitness
- Manufacturing
- Business Services
- Consumer Goods

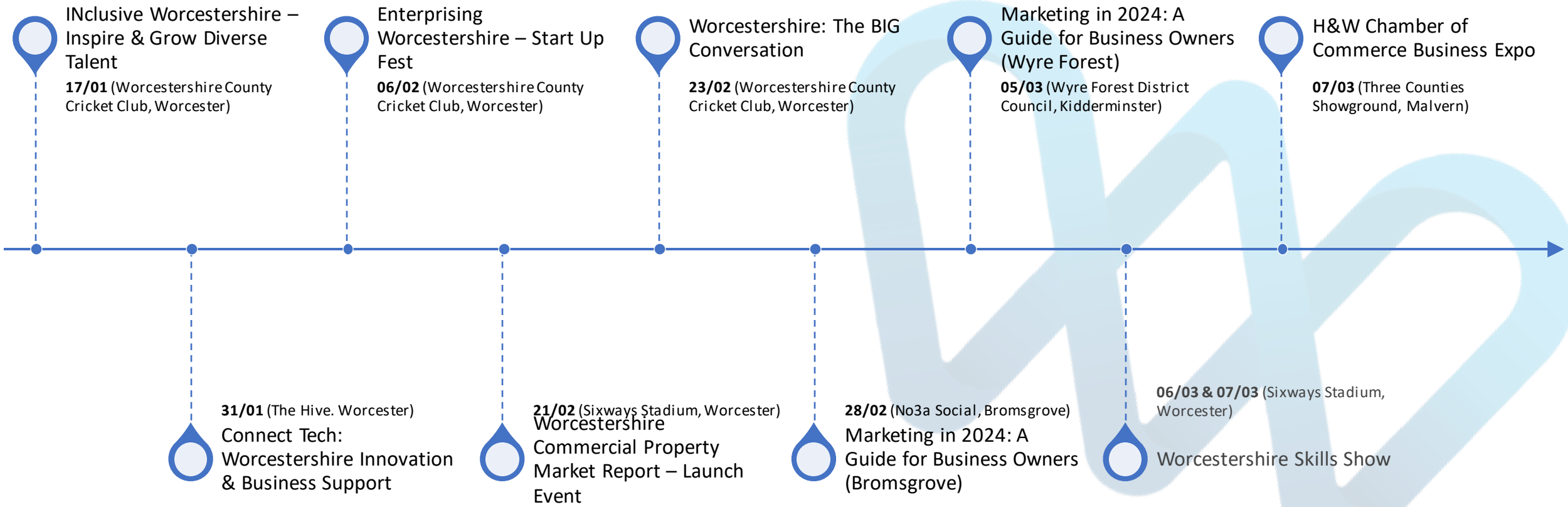
WORCESTERSHIRE GROWTH HUB

Worcestershire Local Enterprise Partnership

Events and Campaigns

Latest intel on events delivered/attended and upcoming campaigns and events

Events Attended – At a glance



Events Attended – At a glance

11/03 (Worcestershire County Cricket Club, Worcester)
Worcester City Business & Skills Conference

11/03 (Civic Centre, Pershore)
Wychavon Business & Skills Conference

12/03 (Heart of Worcestershire College, Redditch)
Bromsgrove & Redditch Business & Skills Conference

13/03 (Sixways Stadium, Worcester)
Business Worcestershire Conference – Innovation and Technology

13/03 (Worcester Racecourse, Worcester)
INclusive Worcestershire – Workplace Wellbeing

14/03 (The Abbey Hotel, Malvern)
Malvern Business & Skills Conference

18/03 (Hogarths Stone Manor, Kidderminster)
Wyre Forest Business & Skills Conference

26/03 (Kingfisher Shopping Centre, Redditch)
Marketing in 2024: A Guided Tour for Business Owners (Redditch)

Events Attended – Further Information

Event Name and Date	Event Details
INclusive Worcester – Inspire & Grow Diverse Talent 17/01 (Worcestershire County Cricket Club, Worcester)	Seminar three of the INclusive Worcestershire series, focused on the meaning of diverse talent and the benefits of diversity within the workforce. Looking at advertising your vacancy, through to the interview process, and retention providing additional support for colleagues to navigate life's challenges and the evolution of the workplace.
Connect Tech: Worcestershire Innovation & Business Support 31/01 (The Hive, Worcester)	Joint event between BetaDen, Midlands Cyber, Worcestershire Growth Hub and the Worcestershire Local Enterprise Partnership to inform Worcestershire businesses about the business support, events, news and technology updates coming up in 2024.
Enterprising Worcestershire – Start Up Fest 06/02 (Worcestershire County Cricket Club, Worcester)	An event aimed at early-stage businesses and individuals looking to start their own business. Attendees have a chance to submit their pitch idea for a chance to win a prize, as well as connect with other like minded business owners.
Worcestershire Commercial Property Market Report – Launch Event 21/02 (Sixways Stadium, Worcester	GJS Dillon's annual analysis of the current Worcestershire commercial property market ahead of hat will be an active year in the region.
Worcestershire: The BIG Conversation 23/02 (Worcestershire County Cricket Club, Worcester)	The BIG conversation will cover workforce planning and how to create your future workforce, innovation and how we can grow innovation within Worcestershire and recognise when it is happening, and the county's business support package, and how Worcestershire businesses can be supported to grow and prosper.
Marketing in 2024: A Guide for Business Owners (Bromsgrove) 28/02 (No3a Social, Bromsgrove)	A WGH-hosted workshop designed to provide business owners with an overview of the latest trends and strategies spanning the marketing landscape over the next 12-18 months.

Events Attended – Further Information

Event Name and Date	Event Details
Marketing in 2024: A Guide for Business Owners (Wyre Forest) 05/03 (Wyre Forest District Council, Kidderminster)	A WGH-hosted workshop designed to provide business owners with an overview of the latest trends and strategies spanning the marketing landscape over the next 12-18 months.
Worcestershire Skills Show 06/03 &07/03 (Sixways Stadium, Worcester)	An event happening across two days to showcase the range of opportunities available for students from Yaer 7 to Year 10. On the first day of the Skills Show, there is a dedicated slot for parents and carers to have the opportunity to also attend.
H&W Chamber of Commerce Business Expo 07/03 (Three Counties Showground, Malvern)	The bi-annual Chamber's Business Expo. A day of exhibitions aimed to make businesses in Worcestershire and Herefordshire aware of the support available for them through the exhibitors.
Worcester City Business & Skills Conference 11/03 (Worcestershire County Cricket Club, Worcester)	A WGH and WCC joint event to showcase the range of business and skills support available through the UK Shared Prosperity Fund.
Wychavon Business & Skills Conference 11/03 (Civic Centre, Pershore)	A WGH and WCC joint event to showcase the range of business and skills support available through the UK Shared Prosperity Fund.
Bromsgrove & Redditch Business & Skills Conference 12/03 (Heart of Worcestershire College, Redditch)	A WGH and WCC joint event to showcase the range of business and skills support available through the UK Shared Prosperity Fund.

Events Attended – Further Information

Event Name and Date	Event Details
Business Worcestershire Conference – Innovation and Technology 13/03 (Sixways Stadium, Worcester)	A WGH and WCC joint event to bring local businesses and industry experts to present and discuss Innovation & Technology.
Inclusive Worcestershire – Workplace Wellbeing 13/03 (Worcester Racecource, Worcester)	Seminar four of the INclusive Worcestershire series, focused on well-being and the importance of looking after your workforce's mental health, with topics around the subject and activities to best demonstrate the theory.
Malvern Business & Skills Conference 14/03 (The Abbey Hotel, Malvern)	A WGH and WCC joint event to showcase the range of business and skills support available through the UK Shared Prosperity Fund.
Wyre Forest Business & Skills Conference 18/03 (Hogarths Stone Manor, Kidderminster)	A WGH and WCC joint event to showcase the range of business and skills support available through the UK Shared Prosperity Fund.
Marketing in 2024: A Guided Tour for Business Owners (Redditch) 26/03 (Kingfisher Shopping Centre, Redditch)	A WGH-hosted workshop designed to provide business owners with an overview of the latest trends and strategies spanning the marketing landscape over the next 12-18 months.

Upcoming Events – At a glance

Grant Funding Unlocked: A Guide to Grants for Innovative Businesses
18/04 (The Abbey Hotel, Redditch)

22/04 (Bromsgrove Golf Centre, Bromsgrove)
Beyond Keywords: A Workshop on SEO, Marketing Strategy and Google Algorithm Updates

Made Smarter West Midlands: Digital Technology – The Future of AME Supply Chains
23/04 (Grand Station, Wolverhampton)

07/05 (Online)
Inclusive Worcestershire: Investing in Inclusion

Inclusive Worcestershire: Amazon – Best Practice from A to Z
20/05 (Online)

05/06 (Bank House Hotel and Spa)
FSB Business Bootcamp: Power Up Your Potential

Inclusive Worcestershire: PSE – Small Steps To Big Success
06/06 (Online)

18/06 (Online)
Inclusive Worcestershire: Whitbread – Finding Premier People

Upcoming Events – Further information

Event Name and Date	Event Details
Grant Funding Unlocked: A Guide to Grants for Innovative Businesses 18/04 (The Abbey Hotel, Redditch)	A WGH, BetaDen and Innovate UK Edge West Midlands to showcase to innovative businesses the range of local grants available to businesses and how to access them.
Beyond Keywords: A Workshop on SEO, Marketing Strategy and Google Algorithm Updates 22/04 (Bromsgrove Golf Centre, Bromsgrove)	WGH and BetaDen workshop for businesses to deep-dive into impactful marketing strategies, SEO, social media marketing and Google Algorithm 2024 updates.
Made Smarter West Midlands: Digital Technology – The Future of AME Supply Chains 23/04 (Grand Station, Wolverhampton)	An event hosted by the Made Smarter programme to host an event to showcase how the digital technology world is changing AME supply chains, with industry experts, manufacturers, OEMs, buyers, technology specialists and exhibitors.
Inclusive Worcestershire: Investing in Inclusion 07/05 (Online)	An event hosted by WCC to help businesses find out how to grow and boost Corporate Social Responsibility with inclusivity, with expert speakers.
Inclusive Worcestershire: Amazon – Best Practice from A to Z 20/05 (Online)	An event hosted by WCC to help businesses enhance their employment engagement and how diversity, equality and inclusion can helped Amazon succeed through a culture of innovation.
FSB Business Bootcamp: Power Up Your Potential 05/06 (Bank House Hotel and Spa)	Part of the series of Business Bootcamps events hosted by FSB. This event focuses on "Powering Up Your Potential" with valuable insights from speakers on how attendees can improve their business and personal prospects with immediate effect.

Upcoming Events – Further information

Event Name and Date	Event Details
Inclusive Worcestershire: PSE – Small Steps To Big Success 06/06 (Online)	This session, hosted by WCC, counts with the testimonial of an INclusive Worcestershire Leader, and how inclusivity has benefited both the employer and the employee.
Inclusive Worcestershire: Whitbread – Finding Premier People 18/06 (Online)	A session hosted by WCC to help businesses understand how to put inclusivity at the centre of their strategy to boost their position in the market and make them an industry leader.

WORCESTERSHIRE GROWTH HUB

Worcestershire Local Enterprise Partnership

Business Support Accessed

Information about nature of support provided and referrals made

Total Referrals

Total Referrals	**683**

Programmes	Number of Referrals
5G	1
Advised in Worcestershire	5
Advisors 3 - Marketing and Communications	1
Advisors 4 – Digital Adoption of Technology	5
Advisors 4 – Financial Strategy	6
Advisors 4 – General Business Advice	25
Advisors 4 – Green Agenda and Sustainability	25
Advisors 4 – Marketing and Communications	45

Programmes	Number of Referrals
Advisors 4 - Mindset and Wellbeing	3
Advisors 4 – Strategic Workforce Planning	15
Alex Pearson Regional Sustainability	1
Apprenticeship Grant (District Council)	2
BCRS	6
Betaden	9
British Business Bank	6
Business and IP Centre (BIPC)	6
Department for Business & Trade (DBT)	2
District Council (generic advice)	2

Programmes	Number of Referrals
District Growth Grant - Malvern	1
District Growth Grant - Redditch	2
District Growth Grant - Worcester	8
District Growth Grant - Wychavon	18
Elevate	51
Enterprising Worcestershire 3 - Business Coaching	13
Enterprising Worcestershire 3 - Grant	14
Events	26
Federation of Small Business	7

Programmes	Number of Referrals
Find It In Worcestershire	4
General Information	3
Help to Grow	23
Inclusive Worcestershire	3
Innovate UK	10
Innovation Worcestershire - Grant	58
Inspiring Worcestershire	4
Introduction to other companies to collaborate	2
Local Enterprise Partnership	4
Made Smarter	16

Programmes	Number of Referrals
Malvern Hills Rural Grant	5
Malvern Hills Town Centre Support Scheme Grant	1
Malvern Hills Upskilling Grant	7
Manufacturing Technology Centre	1
MEIF - BCRS Small Business Loans	3
MEIF - Midven Equity Funding	1
Midlands Investment Fund	9
Multiply	1
National Funding	8
Natural Networks	2

Programmes	Number of Referrals
Net Zero Worcestershire UKSPF - Grant	24
Net Zero Worcestershire UKSPF - Support	23
Newsletter	48
Regional Funding	1
Searching for premises / land	3
Serco Restart Scheme	3
Skills Bootcamp	10
SkillsBoost	18
Specialist Business Advisor	1
Start-Up Loans	2
The Chamber	13

Programmes	Number of Referrals
The Prince's Trust – Enterprise Programme	1
Tourism Grants (District Council)	4
Visit Worcestershire	8
WCC Tender Portal	6
Worcester City Retail Enhancement Grant	3
Worcester University	7
Worcestershire Ambassadors	1

Programmes	Number of Referrals
Worcestershire Apprenticeships	24
Worcestershire Works Well	1
Work Well Live Better	6
Wychavon Business Front Improvement Grant	1
Wychavon Rural Grant	5

For all enquires or for further information please contact the
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