



The
Growth
Company

GC SITUATION REPORT AND BUSINESS SURVEY RESULTS

RESULTS FOR RESULTS FOR 3RD MARCH 2023 TO 3RD APRIL 2023

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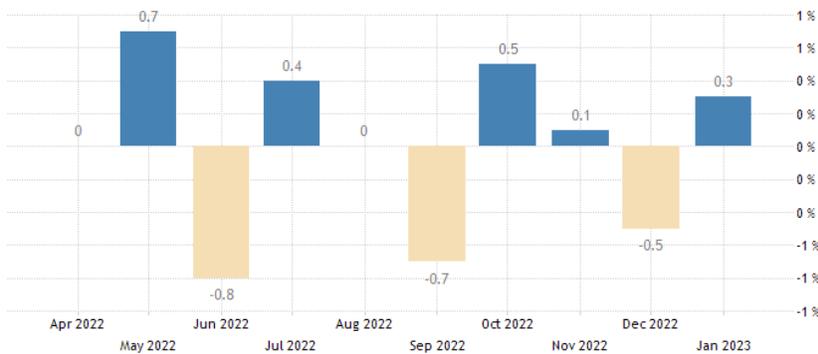
1. ECONOMIC CONTEXT AND SURVEY HEADLINES

The GC Situation Report March 2023 contains leading economic data from both national and local sources. This month's survey report findings are based on 194 surveys completed with firms (almost all in Greater Manchester), between the 3rd March 2023 and 3rd April 2023. A supporting data annex provides intelligence for all firms, alongside the data annex for each local authority within Greater Manchester.

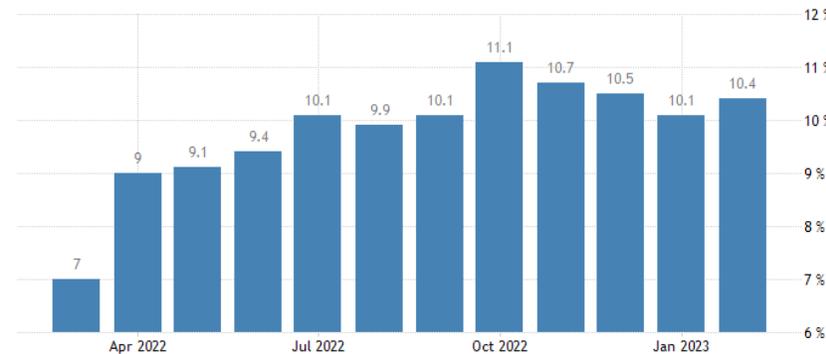
Economic context. The UK economy expanded 0.3% month-over-month in January of 2023, partially bouncing back from a 0.5% contraction in December. Nationally, the services sector grew by 0.5%, rebounding from a 0.8% fall in December, and was the main driver of growth, led by education - as school attendance levels returned to normal levels, transport and storage, health activities, and arts, entertainment and recreation activities, in a month where Premier League football returned to a full schedule. Output in other consumer-facing services grew by 0.3% after a fall of 1.2% last month. On the other hand, production output fell by 0.3%, following growth of 0.3% in December, led by a 0.4% drop in manufacturing, namely basic pharmaceuticals. Construction was also down -1.7%. Annual inflation rate in the UK unexpectedly edged higher to 10.4% in February of 2023 from 10.1% in January, the first increase in four months; and compared to forecasts of 9.9%. The biggest upward pressure came from cost of food (the highest since 1977) linked to shortages amid bad weather in southern Europe and Africa, and the impact of higher electricity prices. Other major drivers of inflation rising include restaurants and hotels (the highest since 1991), footwear and clothing, and health. These rises were offset by a slowdown in prices for fuels, housing and utilities.

GC survey headlines. Business confidence continues to be strong in the face of difficult economic circumstances. However, the main risks of elevated costs, decreased sales, and minor supply chain issues remain. Cost risks have decreased slightly in the latest survey, but remains a major problem for over a third of firms. Over four-fifths of firms have reserves to last over 6 months, a sharp increase from the previous month. Whilst cashflow problems are continuing to affect under a fifth of businesses as a serious risk, and the survey this month shows a slight decrease in firms reporting late payments. The proportion that reported they still need to increase domestic sales has decreased, in particular for consumer facing sectors. The main business support needs are business planning, marketing, and workforce development. Finally, the proportion of firms in the survey recruiting from last month has decreased, however, just under three-fifths of firms still report workforce skill gaps – mostly linked to sales and marketing roles, digital and team leadership / team working skills - alongside a range of various specialist technical skills.

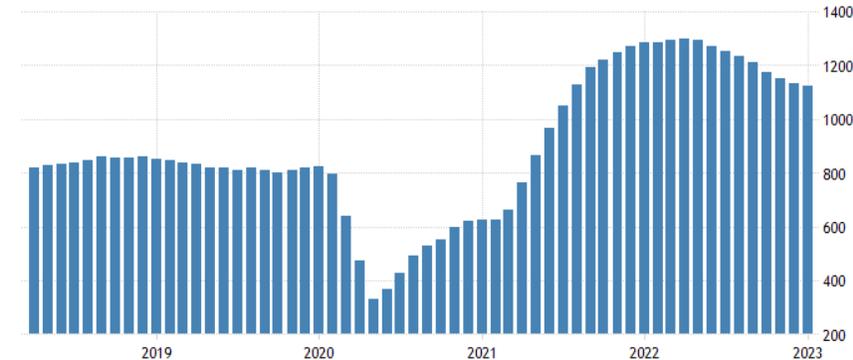
UK GDP expands by 0.3% in January 2023 (latest from ONS)



UK Inflation grew to 10.4% in February 2023



UK Vacancy numbers fall for the eighth consecutive period



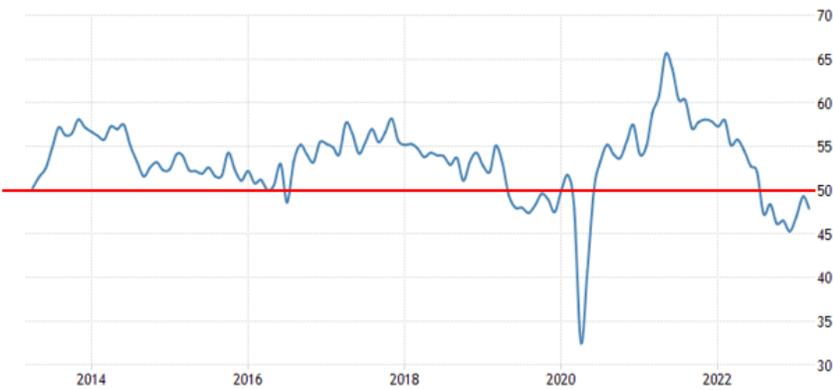
- The British economy expanded 0.3% month-over-month in January of 2023, partially bouncing back from a 0.5% contraction in December.
- The services sector grew by 0.5%, rebounding from a 0.8% fall in December, and was the main driver of growth, led by education (2.5%), as school attendance levels returned to normal levels; transport and storage (1.6%); human health activities (0.7%), and arts, entertainment and recreation activities (3.4%).
- Output in consumer-facing services grew by 0.3% after a fall of 1.2%. On the other hand, production output fell by 0.3%, following growth of 0.3% in December, led by a 0.4% drop in manufacturing, namely basic pharmaceutical products and pharmaceutical preparations (-4.7%).

- Annual inflation rate in the UK edged higher to 10.4% in February, up from 10.1% in January, the first increase in four months and compared to forecasts of 9.9%.
- The biggest upward pressure came from cost of food (18%, the highest since August 1977 vs 16.7%); restaurants and hotels (12.1%, the highest since June of 1991 vs 10.8%), namely alcohol in restaurants, cafes and pubs; clothing and footwear (8.1% vs 6.2%); and health (6.8% vs 6.3%).
- On the other hand, a slowdown was seen in prices for transport (2.9% vs 3.1%), particularly motor fuels; furniture (8.7% vs 9.2%); housing and utilities (26.6% vs 26.7%); and recreation and culture (4% vs 5%).

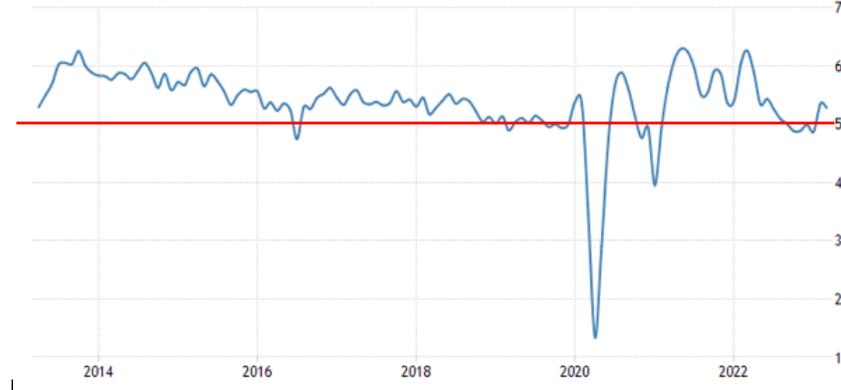
- The number of vacancies in December 2022 to February 2023 was 1,124,000, a decrease of 51,000 from September to November 2022.
- In December 2022 to February 2023, total vacancies were down by 162,000 from the level of a year ago, although they remained 328,000 above their pre-coronavirus (COVID-19) January to March 2020 levels.
- In December 2022, nationally, workforce jobs rose by 211,000 on the quarter to a new record high of 36.4 million, with 6 of the 20 industry sectors still at record-high levels.

1. ECONOMIC CONTEXT – SECTORS AND OTHER ECONOMIC INTELLIGENCE

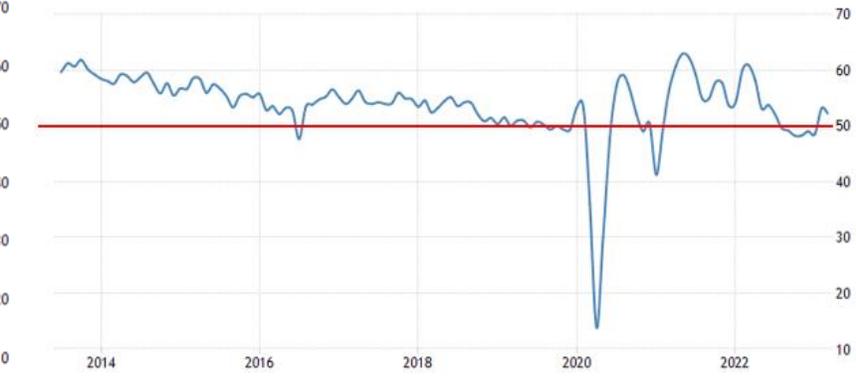
The S&P Global/CIPS Manufacturing PMI



The S&P Global/CIPS Service PMI



The S&P Global/CIPS Composite PMI



- **The S&P Global/CIPS UK Manufacturing PMI** came in at 47.9 in March 2023, down from the earlier flash estimate of 48.0 and February's seven-month high of 49.3.
- The latest reading pointed to an eighth consecutive month of contraction in the country's manufacturing sector, as output fell back into contraction due to subdued market demand, declining new export orders and a preference among companies for reduced inventory.
- New business rose fractionally, albeit the first gain in ten months, thanks to a mild improvement in domestic demand, while backlogs of work fell and employment levels dropped for the sixth month in a row.
- On the price front, input cost inflation eased to its lowest rate since June 2020 and output charges rose, albeit at a slower pace, as companies passed on higher costs to customers.

- **The S&P Global/CIPS UK Services PMI** went down to 52.8 in March 2023 from 53.5 in February, below market expectations of 53, preliminary estimates showed.
- New orders growth accelerated due to improved client confidence, resilient demand for consumer services, and a boost to spending from falling inflationary pressures. Meanwhile, job creation hit a three-month low in the service economy.
- On the price front, service providers continued to signal a much steeper rise in input prices than manufacturing companies. Looking ahead, confidence across the service economy was unchanged since February, despite recent volatility across global financial markets.

- **The S&P Global/CIPS UK Composite PMI** fell to 52.2 in March 2023 from the 8-month high of 53.1 in February, below market expectations. The latest reading pointed to a sustained increase in the private sector, largely reflecting a strong performance by the service economy.
- New business for service sector companies rose at the sharpest pace for 12 months, although staff shortages acted as a constraint on growth. Manufacturing production dipped in March and was once again held back by subdued order books.
- Input price inflation meanwhile fell to a two-year low in March, mostly reflecting a considerable softening of cost pressures in the manufacturing sector. Many firms noted that lower commodity prices and falling freight rates had been passed on by suppliers.
- Manufacturers continued to report improving supply conditions, with delivery times shortening to the greatest extent since April 2009. Looking ahead, confidence rose to the highest since March 2022.

- **Retail sales** in the UK unexpectedly surged 1.2% month-over-month in February of 2023, following an upwardly revised 0.9% rise in January. It is the biggest increase in four months, boosted by sales at non-food stores (2.4%), namely discount department stores, clothing, and second-hand goods stores - such as auction houses and charity shops.
- **The GfK Consumer Confidence indicator** rose to -36 in March 2023 up from -38 in February, matching market expectations and pointing to the highest reading in a year amid better economic forecasts. Still, March's figure remained well below zero, indicating an overall decline in confidence as weak sentiment over personal finances continued to weigh heavily on consumers.
- **The number of registered company insolvencies, nationally**, in February 2023 was 1,783: 17% higher than in the same month in the previous year (1,518 in February 2022), and 33% higher than the number registered three years previously (pre-pandemic; 1,345 in February 2020). There were 158 compulsory liquidations in February 2023, which is more than twice the number in February 2022, but 32% lower than in February 2020. Numbers of compulsory liquidations have increased from historical lows seen during the coronavirus (COVID-19) pandemic, partly as a result of an increase in winding-up petitions presented by HMRC.

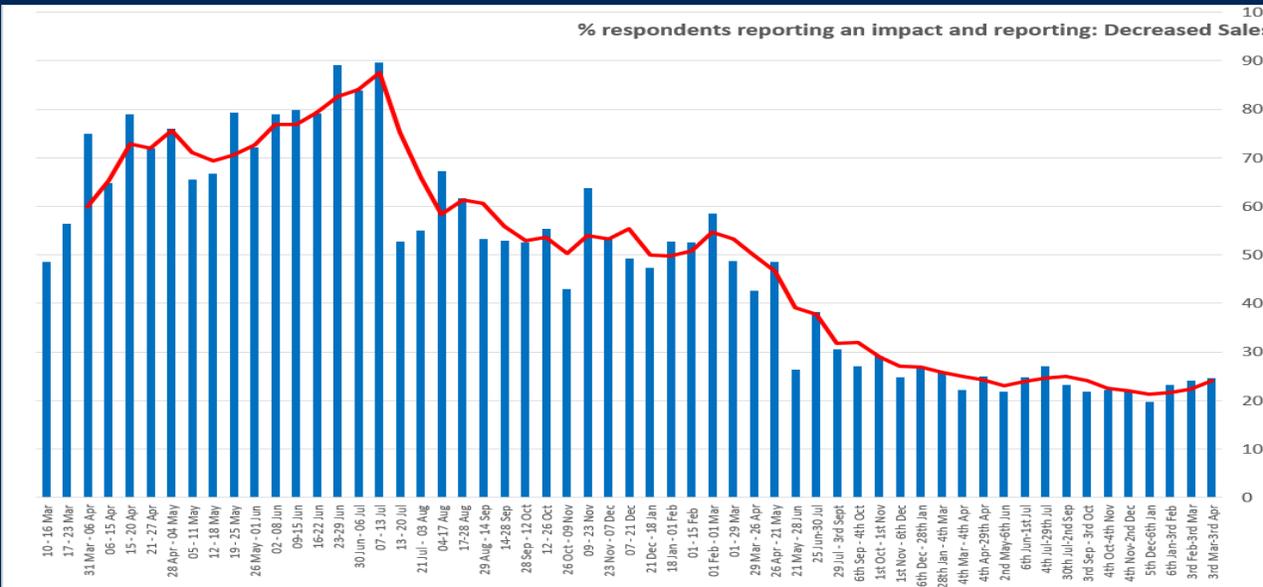
2. LOCAL BUSINESS SURVEY DATA

Last months survey results shown as comparator figures – typically following this months results in brackets

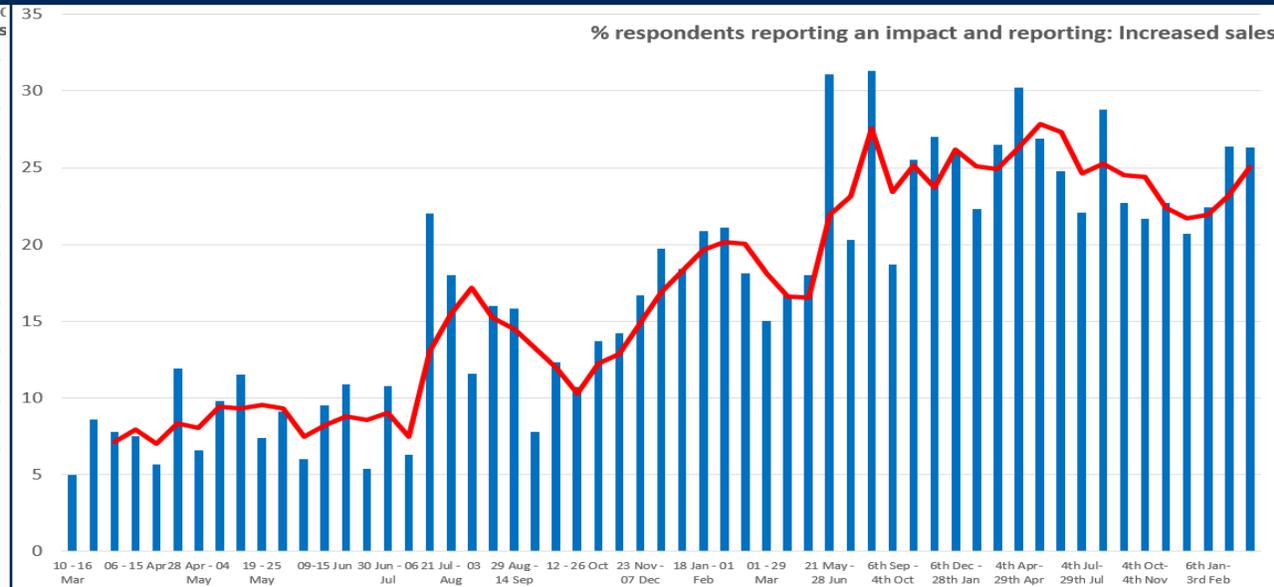
GROWTH, BUSINESS CONFIDENCE AND INVESTMENT	MAIN IMPACTS AND FINANCIAL RESILIENCE	BUSINESS CHALLENGES AND SUPPORT NEEDS
<ul style="list-style-type: none"> ➤ The GC Business Confidence Index (GC-BCI), a ranking of how confident businesses are on their growth prospects for the year ahead, currently stands at 7.3 out of 10, slightly higher than the previous month. However, business confidence varies between sector. Confidence is highest in education and engineering sectors. Confidence remains higher in SMEs compared to large firms (250+ employees). ➤ Sales and profits. 26% (vs 26% previously) of firms reported that they experienced an increase in sales in the last month, and 68% expect profits to increase (vs 68%, and slightly higher than seen in Jan 2022). Just 3% (vs 3%) expect profits to decrease. The retail and wholesale sector (94%) was most likely to expect profits to rise over the next year, followed by engineering (86%), and logistics (80%). ➤ Investment. 47% (vs 47%) of firms expect to increase Capex spend in the year ahead. 55% (vs 55%) of firms expect to increase their allocation towards investing in workforce development and skills, business model change (52% vs 51%), and innovation (54% vs 45%). SME firms (50-249 FTEs) and businesses in the hospitality, tourism, and sport sector are more likely to increase Capex spend in the year ahead. 	<ul style="list-style-type: none"> ➤ Impacts. The main three impacts facing firms are rising costs (34% vs 37% previously), decreased sales (25% vs 24%), and supply chain minor issues (18% vs 14%). The hospitality, tourism, & sport sector and other service support activities were most likely to report decreased sales. ➤ Cash reserves. 81% (vs 73%) of firms report that they have cash reserves to last over 6 months. 85% of SME's with 50-249 employees have cash reserves to last over 6 months, and reserves were highest in construction (92%), BFPS (88%), and manufacturing (88%). ➤ Cashflow. 18% (vs 24%) of firms said they had cashflow problems. Micro-size firms (<10 employees) were more likely to report cashflow issues this month compared to SMEs (10-49 FTEs). The 'other services' sector, green tech, and hospitality, tourism, and sport were the most likely to report cashflow problems than all other sectors. ➤ Insolvency risk. Data for February shows that 11.3% (11.7% last month, & 1.2 percentage points higher than pre-C19) have a 1-3 flag risk rating, compared with 10.6% nationally (10.9% last month). Insolvency risk has increased in small firms in GM by 2.2 percentage points compared with pre-covid - however risk is highest in medium size firms this month. 	<ul style="list-style-type: none"> ➤ The main pressing challenges facing business. Access to new domestic sales opportunities (52% vs 59%) previously and continuing to rise, (highest impacts in construction and retail and wholesale services), developing the business model (46% vs 49%), managing overall business finances (39% vs 43%), developing new products/services (34% vs 35%), general workforce development & skills (33% vs 35%). ➤ The main areas of future support. Looking to the year ahead, the main areas identified are workforce development (43% vs 41%), marketing (38% vs 41%), business planning (38% vs 39%), innovation (30% vs 37%) and financial advice (25% vs 22%). 11% (vs 11%) are looking for extra support to manage their environmental impact. ➤ Brexit. 67% (72% previously) of firms said the impact of transition and exit from EU had a 'neutral' impact, whereas 14% (vs 12%) said 'negative', 17% (vs 14%) 'unsure', 0.5% (vs 0.6%) said 'positive' overall. ➤ International trade. 9% (vs 9%) of firms undertaking overseas trade said they were looking to expand in current markets. 22% of SMEs (10-49) are looking to expand in new markets - and mainly those firms within the engineering sector.
EMPLOYMENT AND SKILLS	RESEARCH, DEVELOPMENT AND INNOVATION	SOCIAL VALUE AND GOOD EMPLOYMENT
<ul style="list-style-type: none"> ➤ Recruitment. 21% (vs 25% previously) of firms are currently recruiting new staff, 12% (vs 16%) said they had difficulties recruiting. The main occupational groups recruiting are for are customer facing roles (23% vs 46%), managerial (17% vs 8%), and other roles (44% vs 13%). ➤ Redundancy risk. 3% (vs 1%) of firms said they were in the process of considering making redundancies. ➤ Workforce skill gaps. 59% (vs 60%) of firms said that their workforce skills are only 'partly' at the level to meet business plan objectives. The main technical skill gaps identified are: specialist technical skills (29%), advanced specialist IT skills (15%), computer literacy/basic IT skills (11%), knowledge of products/services (10%), and complex problem resolution (9%). The main people and personal skill gaps identified are: sales (21%), customer handling (16%), and team working (13%). ➤ Workforce development. 55% (vs 55%) of firms said they are looking to increase investment in workforce development in the next 12 months, 43% (vs 43%) said they thought investment levels would remain the same, and 2% (vs 1%) were unsure. 	<ul style="list-style-type: none"> ➤ Innovation activity. 24% (25% previously) have invested in new / significantly improved services, 21% (vs 23%) implemented new business practices, 22% (16%) had invested in advanced R&D activity, and 19% (22%) of firms introduced new / significantly improved goods. ➤ Digital innovation. 8% (vs 6%) Invested in the acquisition of digital products or digital services specifically for innovation; and 5% (4%) had made investments in the acquisition of advanced machinery or equipment - specifically for innovation. ➤ Main sources of innovation. The top 3 sources of innovation within firms were 46% (vs 43%) said staff within their own business, 17% (vs 18%) said clients / customers; and 8% (vs 9%) suppliers of equipment, materials and services. ➤ The main barriers to growing innovation within firms are: 15% (vs 16%) cited direct innovation costs are too high, 11% (vs 14%) stated lack of available finance, 10% (vs 7%) cited lack of qualified personnel, 8% (vs 18%) said finance costs is too high, and 34% (vs 34%) of firms said they faced no barriers to innovation. 	<ul style="list-style-type: none"> ➤ <i>The GC survey now asks about businesses' approach to social value. This includes the extent to which companies have the following:</i> ➤ Guarantee at least 16 hours of work per week for employees. 62% (57% previously) said this currently applies, and 12% said they were likely to include in future. ➤ Pay the Real Living Wage (currently £10.90 in GM). 65% (56%) said this currently applies, and 10% said they were likely to include in future. ➤ Offer flexible working options to employees. 48% (40%) said this currently applies, and 20% said they were likely to include in future. ➤ Involve employees in the overall direction of the business. 42% (33%) said this currently applies. 19% said they were likely to do in future. ➤ Actively look to increase the diversity of the workforce (through recruitment and progression practices). 50% (38%) said this currently applies, and 23% said they were likely to include in future. ➤ Actively promote healthy work practices. 45% (36%) said this currently applies, and 23% said they were likely to include in future.

2. MAIN GC SURVEY TIMESERIES IMPACTS

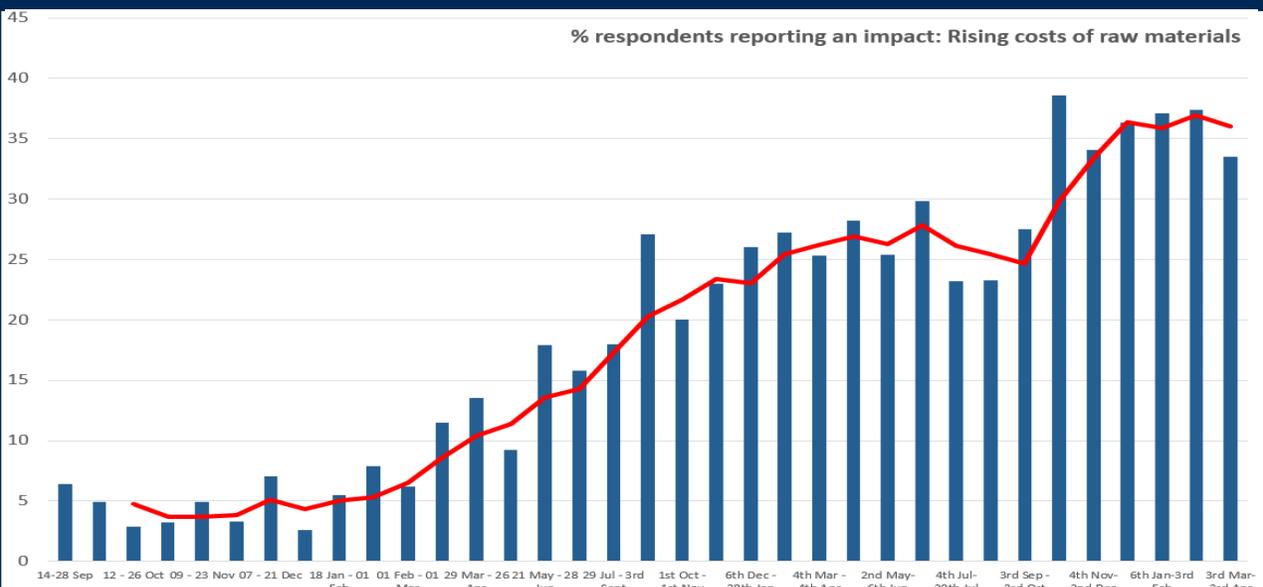
Decreased Sales (Red line = 3 week moving average)



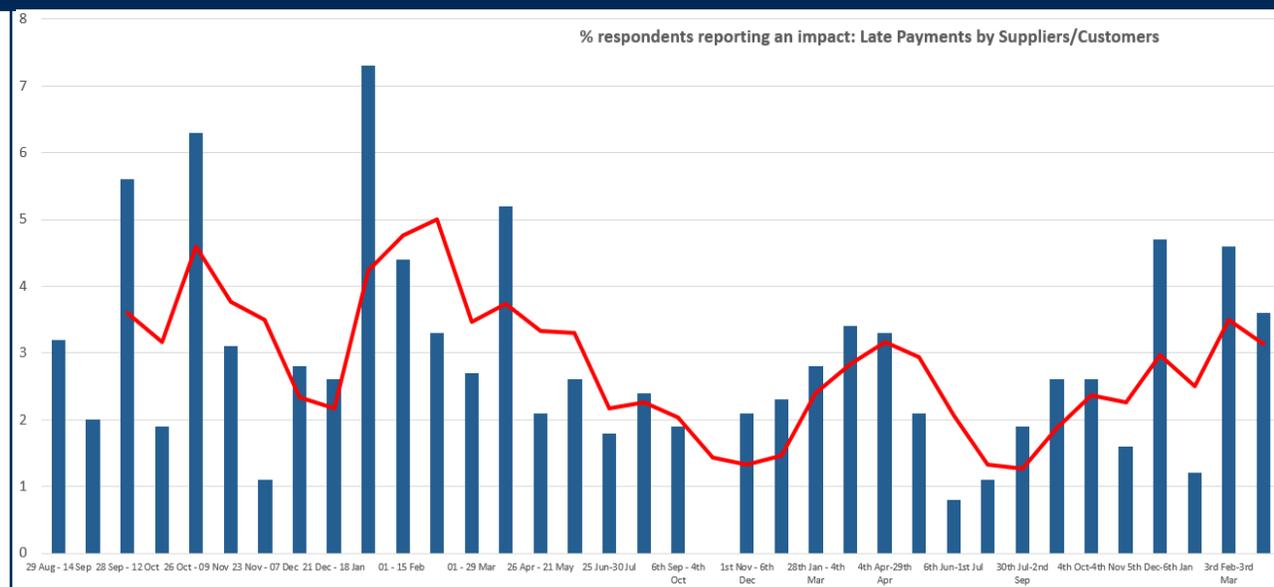
Increased sales



Rising costs

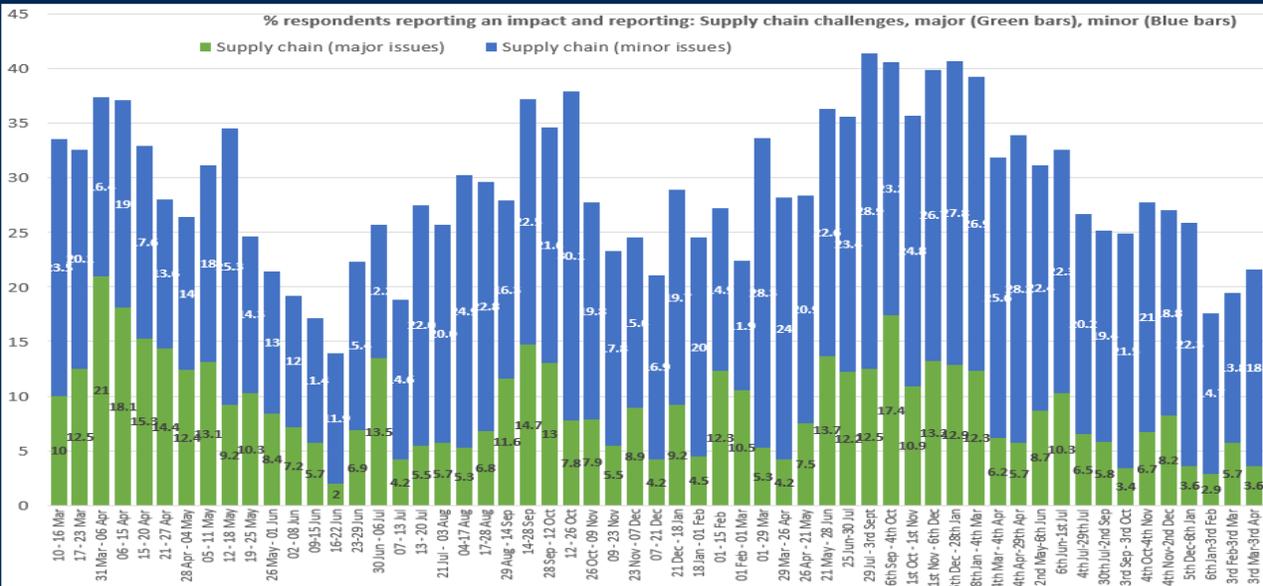


Late payments

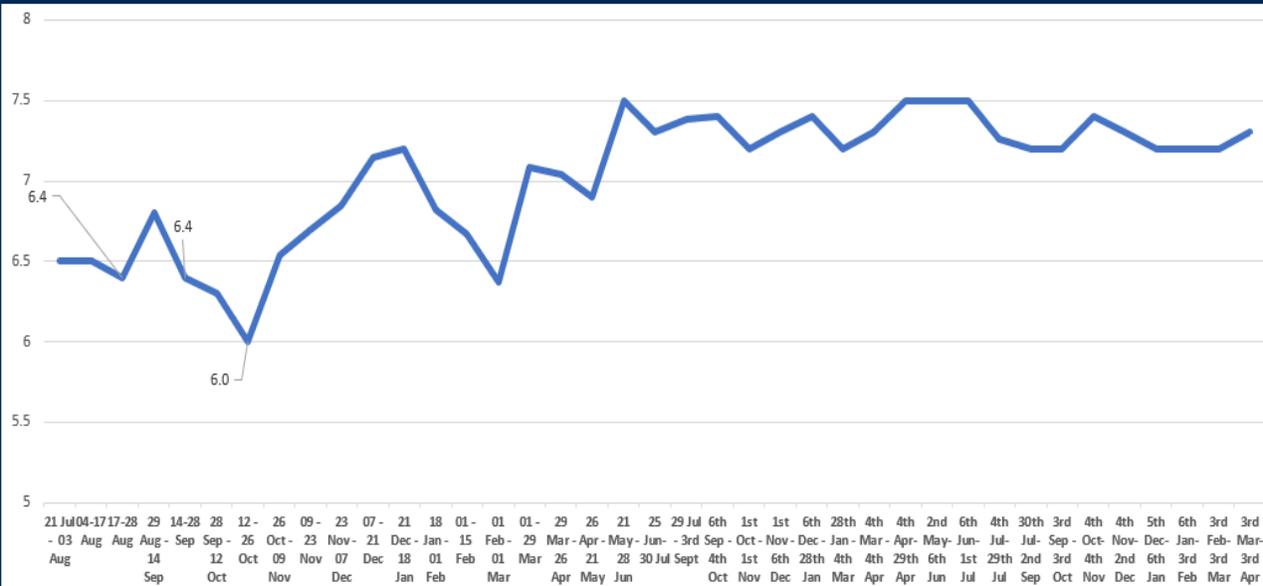


2. MAIN GC SURVEY TIMESERIES IMPACTS

Percentage reporting minor supply chain issues (blue), major issues (green)



Aggregate confidence index – 1 low confidence, 10 high confidence



3. TOURISM, HOSPITALITY, LEISURE INSIGHT

TOURISM RESEARCH SURVEYS AND SENTIMENT TRACKING

VisitBritain Domestic Consumer Sentiment Tracker (Fieldwork 1st February 2023)

VisitBritain published results of the sentiment tracker in January 2023. This tracker looks to understand the impact of major events such as the cost of living crisis and Covid on the UK public's intent to take overnight trips within the UK and abroad. It addresses areas such as current attitude to travel, intention to travel for day trips, short breaks and holidays, when they plan to book and take the trip, destination and accommodation chosen. The main findings are:

- Perception of the 'worst still to come' regarding cost-of-living crisis is at 62% which is 9% down compared to January '23.
- Proportion intending a UK overnight trip in the next 12 months is 72%, up 2% compared to January '23.
- Proportion intending an overseas overnight trip in the next 12 months 51%, down 1% from January '23.
- There was a 30% reduction in UK overnight trips due to the cost of living crisis when the fieldwork was carried out.
- Top 3 barriers to taking an overnight trip in the next 6 months: rising costs of living, personal finances, rising costs of holidays, this is the same as January '23.
- Top 3 areas for an overnight stay Feb '23 – March '23 is the South West, North West and London from April '23 – June '23 it is the South West, East of England, Yorkshire and the Humber.
- The North-West is the 6th most popular destination of choice Apr '23 – June '23 which is down from 4th in January '23 and hotel remains top accommodation choice.

Marketing Manchester - Campaign impacts

- Reach: 53.9 million across all channels.
- Tourism and Hospitality Support Hub: 26,271 visitors to the site, with industry updates and Talent Hub the most viewed pages.

4. GOVERNMENT MEASURES, OTHER DATA AND ANNOUNCEMENTS

THEME	ANNOUNCEMENT / ISSUE
UK Budget announced	On 15th March 2023, the Chancellor Jeremy Hunt presented his first full budget. Setting out the Governments planned tax and spend priorities. Key announcements included two new 'trailblazer' devolution deals for the West Midlands and Greater Manchester Combined Authorities. These include a direct funding package, further devolution of post-19 skills and other areas such as housing and employment support. 12 Investment zones were also announced as well as new Levelling Up partnerships in twenty areas across England. Other announcements included the extension of the Energy Price Guarantee until June. LINK
£3.5bn to make the UK a Science & Technology 'Superpower'	Linked to the budget announcement, the Government has announced £3.5bn to support Science and Technology. Around £1bn is for supercomputing and AI research. £2.5bn has also been allocated over ten years for the governments new 'Quantum' Strategy which includes a specific focus on the commercialisation of quantum research. The investment by the government includes the previously announced innovation accelerators in Glasgow, Greater Manchester and the West Midlands. Finally, the Government also accepted the Sir Patrick Vallance's recommendations into the future regulation of new industries linked to AI and other frontier research. LINK
Green Finance Strategy Updated	The Government has released an updated Green Finance Strategy. The previous strategy from 2019 has been replaced to align the Government's ambitions to utilize the UK's financial strength to support Net Zero and wider sustainability agenda. The strategy sets out a framework for supporting technologies as they grow to commercialisation, including through the work of public finance institutions. LINK
Minimum Wages went up on April 1st	<p>The National Living Wage has increased by around £1,600 per year. Workers aged 23 and over will now be paid £10.42. The rate rises include a 9.7% increase in the National Living Wage, from £9.50 per hour to £10.42,. Around 2.9m workers are expected to benefit from the changes. The full changes are:</p> <ul style="list-style-type: none"> • National Living Wage (23+) has increased 9.7%, from £9.50 to £10.42 • National Minimum wage (21-22) has increased 10.9%, from £9.18 to £10.18 • National Minimum Wage (18-20) has increased 9.7%, from £6.83 to £7.49 • National Minimum Wage (under 18) has increased 9.7%, from £4.81 to £5.28 • Apprentice Rate has increased 9.7% from £4.81 to £5.28 • The Accommodation Offset also increased 4.6% from £8.70 to £9.10 <p>LINK</p>
New Bill to Modernise Business Rates introduced	The Government has introduced a new bill into modernise NNDR to incentivise property improvements and valuations. The Non-Domestic Rating Bill will introduce more frequent valuations, to take place every three years instead of the current five, meaning those with falling values will see their bills drop sooner. The Non-Domestic Rating Bill has been informed by the Business Rates Review, which ran from July 2020 to October 2021. LINK
UK bids to join Indo-Pacific trade bloc CPTPP	The UK has become the first European country to join the CPTPP bloc which covers most of the major markets in the Indo-pacific region. The Trans-pacific partnership represents a free-trade area for eleven countries. Joining the bloc could represent an opportunity to grow the UK's exports to the region which are currently worth around £60.5bn. LINK



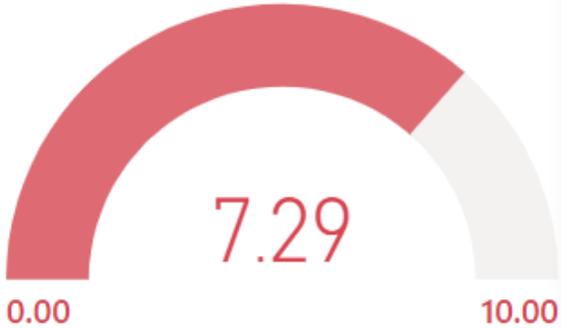
DATA APPENDIX

RESULTS FOR 3RD MARCH 2023 TO 3RD APRIL 2023

(LOCAL AUTHORITY DATA COVERS THE 12 WEEKS UP TO AND INCLUDING 3RD APRIL 2023)

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BUSINESS CONFIDENCE ABOUT THE FUTURE – AND CURRENT PRESSING CHALLENGES

Business Confidence Index	BCI by Sector		BCI by Local Authority		BCI by Size Band	
 <p>7.29</p> <p>0.00 10.00</p>	Sector	Business Confidence	Local Authority	Business Confidence	Size	Business Confidence
	Business, Financial and Professional Services	7.32	Bolton	7.69	0-4	7.23
	Construction	7.50	Bury	7.38	5-9	7.94
	Creative and Cultural Industries	7.50	Manchester	6.94	10-49	7.48
	Digital, Communication and Technology (including information and communications)	7.24	Oldham	7.82	50-249	7.15
	Education	8.20	Rochdale	7.82	250+	6.57
	Engineering	7.67	Salford	7.48	Not Known	7.04
	Green, Waste Management, Recycling, Energy and Water Utilities (CHECK LCEGS)	7.00	Stockport	7.00		
	Health Care and Social Care	7.40	Tameside	7.08		
	Hospitality, Leisure/Sport, Tourism (including accommodation and food services)	7.08	Trafford	7.00		
	Life Sciences and Health Innovation	6.00	Wigan	7.67		
	Logistics (Transport and Storage)	6.67				
	Manufacturing	7.54				
	Other service activities not listed above	7.00				
	Retail and Wholesale	7.30				

FUTURE INVESTMENT SENTIMENT BY INVESTMENT THEME

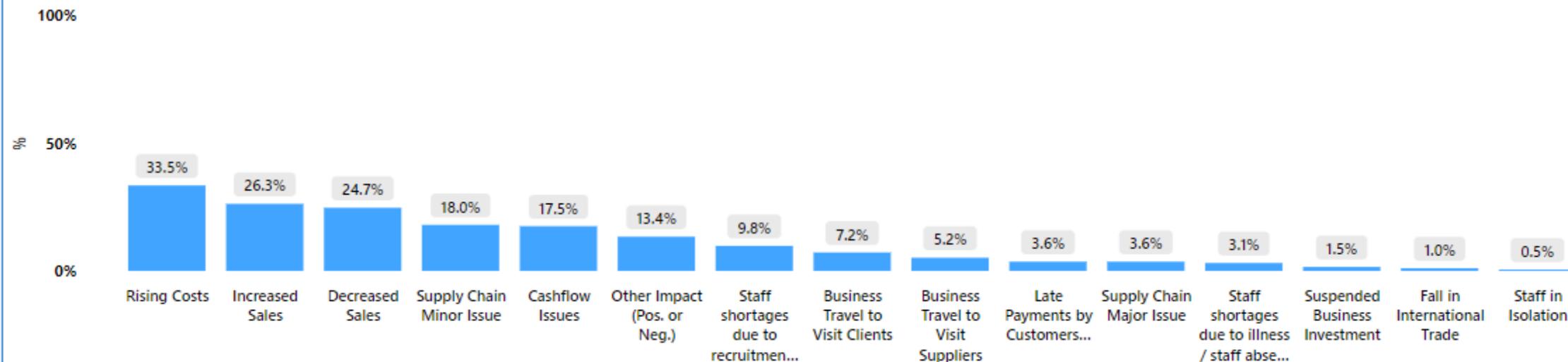


FINANCE AND ACCESSING SUPPORT AND ADVICE



MAIN IMPACTS FACED BY BUSINESS FROM CURRENT ECONOMIC CLIMATE

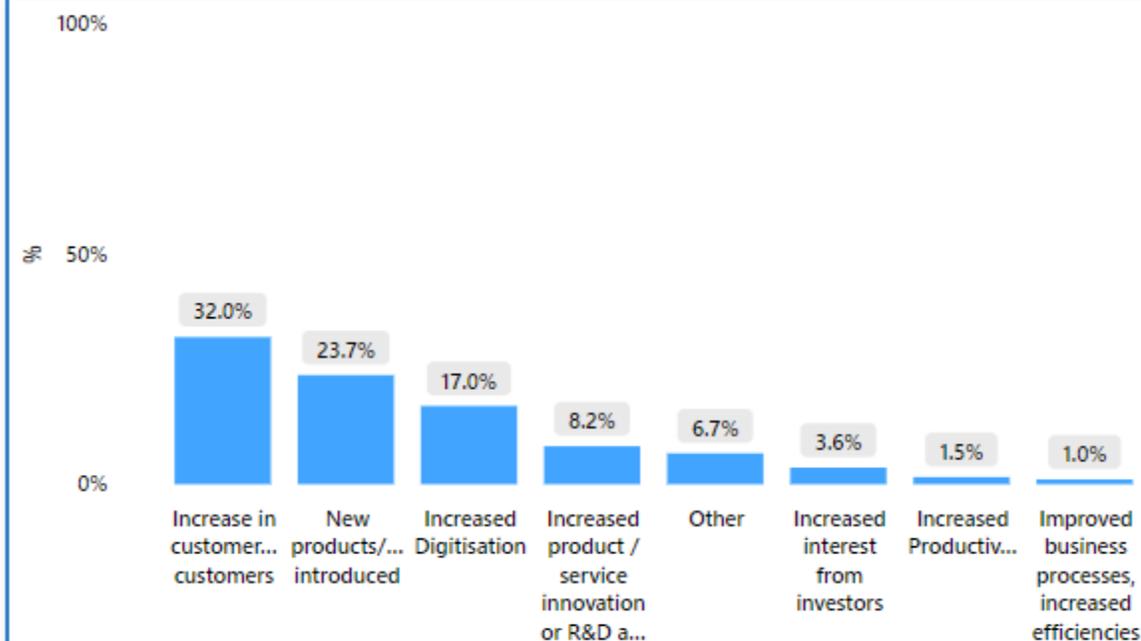
Main Challenges Experienced



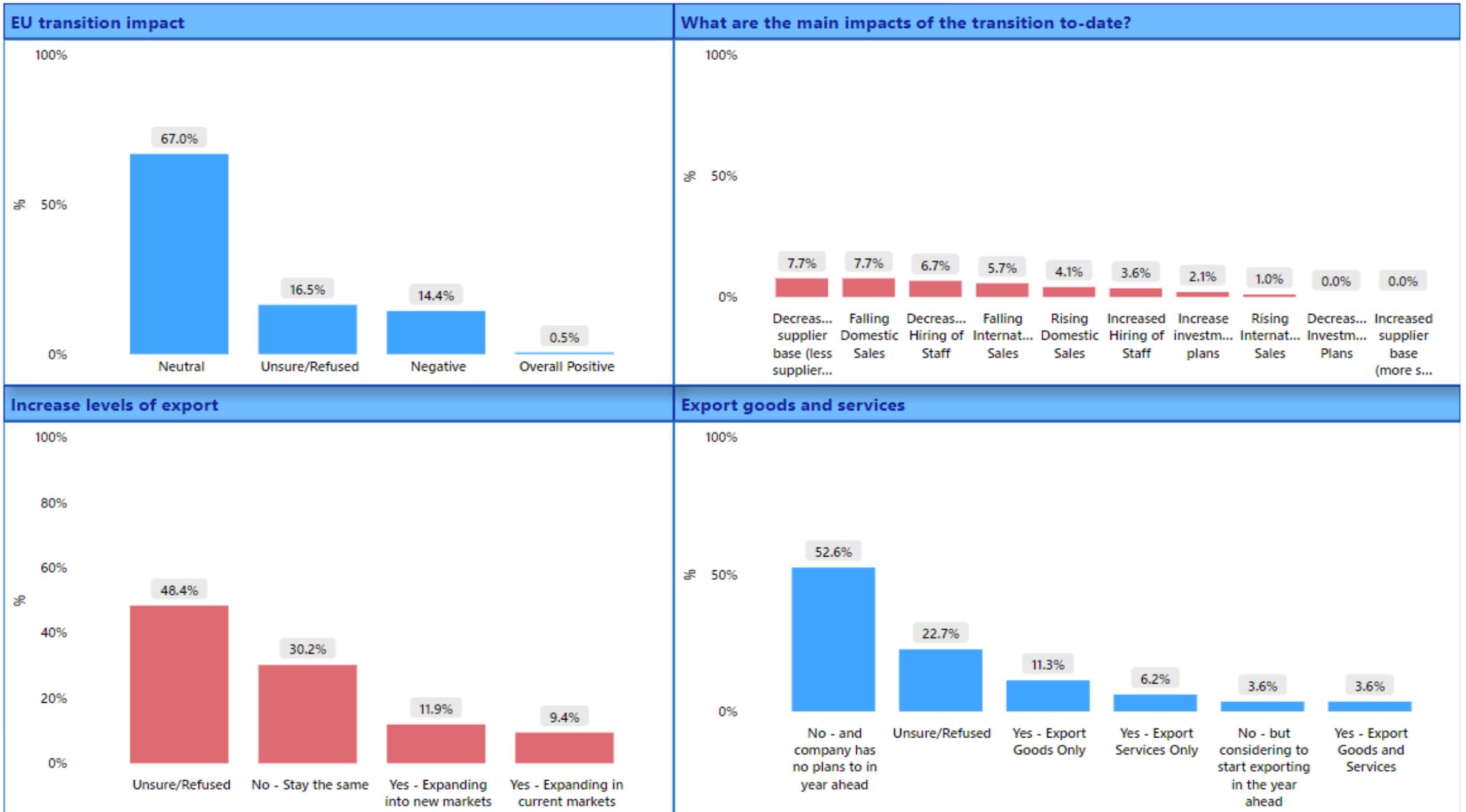
Pressing Current Challenges



Positive Impacts Experienced

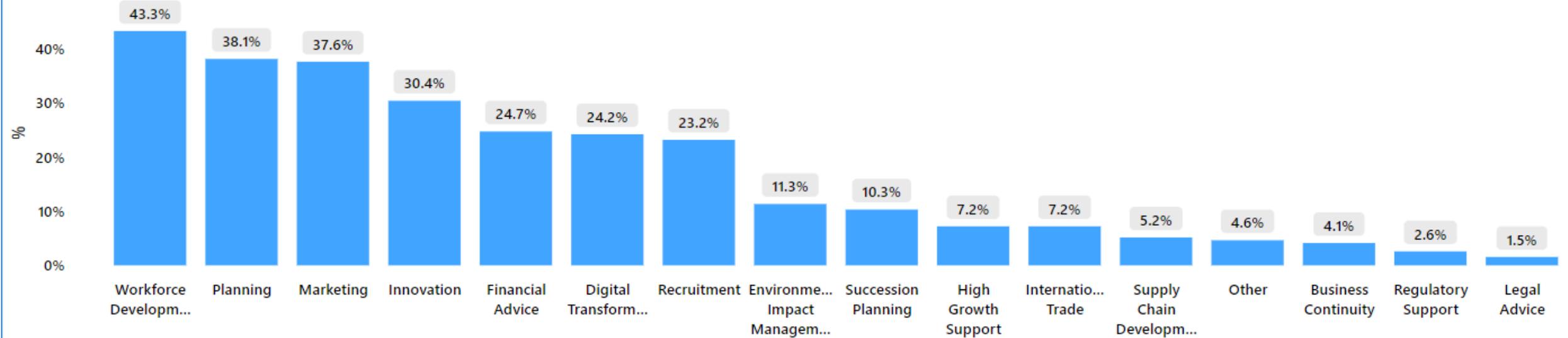


INTERNATIONAL TRADE, AND IMPACTS OF THE TRANSITION FROM THE EU



MAIN AREAS OF BUSINESS SUPPORT NEED IN THE YEAR AHEAD

Future Support



Interested in Impartial Brokerage Service?

Impartial Brokerage Service	Response	%
No training provided, but do have a training plan/budget	1	0.5%
Yes, provided internally by own staff (Internal Training), Yes, by an external training provider (External Training)	1	0.5%
Yes, provided internally by own staff (Internal Training)	11	5.7%
Yes	27	13.9%
Don't know / no response / refused	46	23.7%
No	108	55.7%
Total	194	100.0%

Interested in Traineeships?

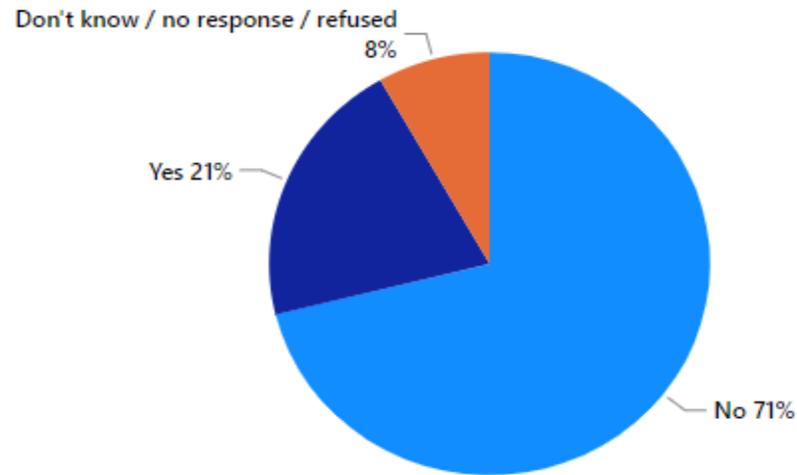
Traineeships	Response	%
Don't know / no response / refused	9	16.7%
No	40	74.1%
Yes	5	9.3%
Total	54	100.0%

Interested in Apprenticeships?

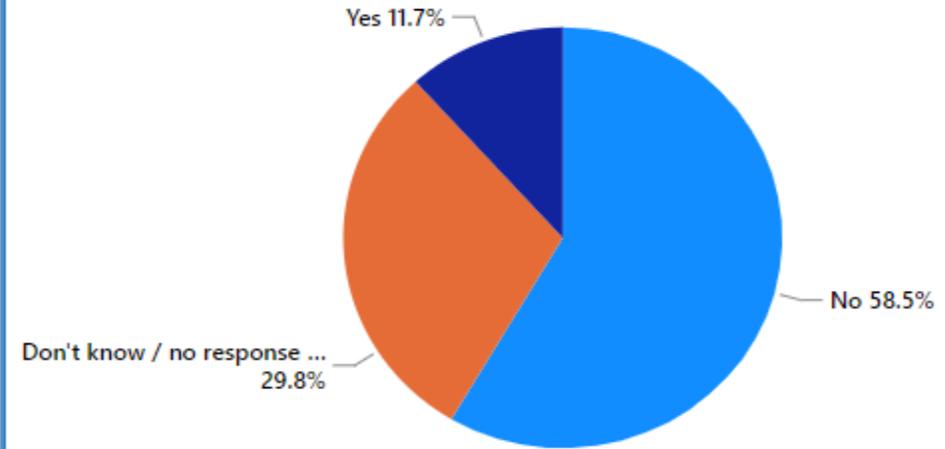
Apprenticeships	Response	%
Don't know / no response / refused	54	27.8%
No	106	54.6%
Yes	34	17.5%
Total	194	100.0%

EMPLOYMENT, RECRUITMENT AND HEADLINE SKILLS CHALLENGES

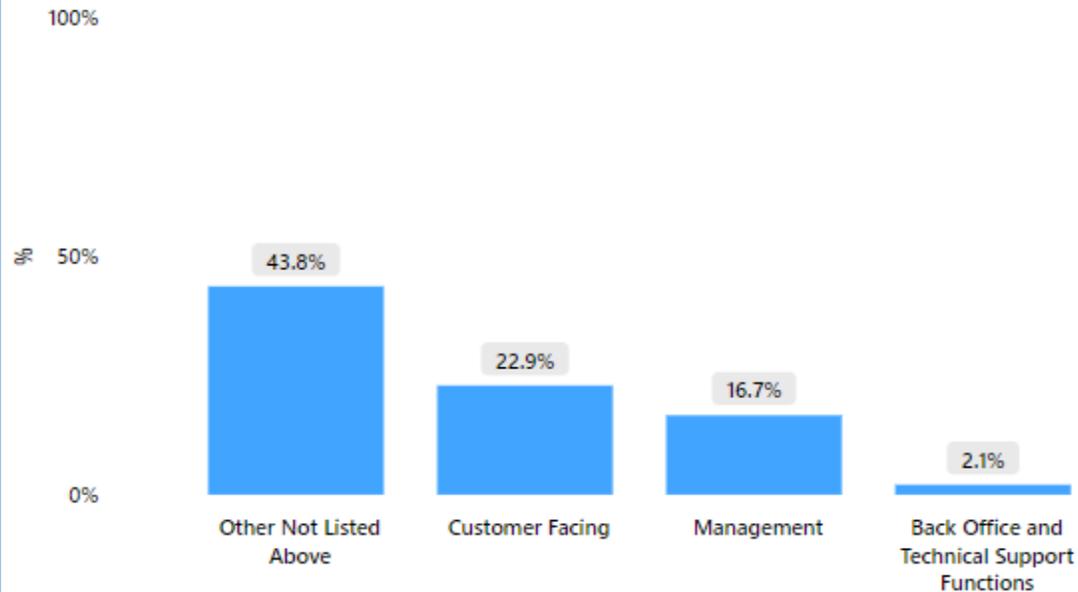
Are you currently recruiting new staff?



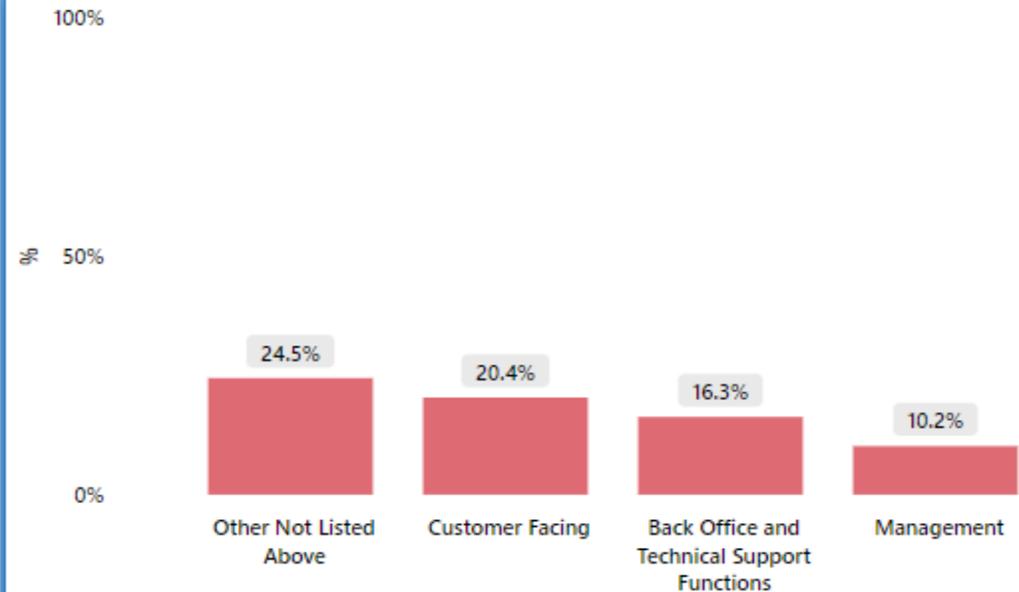
Are you currently experiencing difficulties recruiting for specific vacancies?



Occupations being recruited

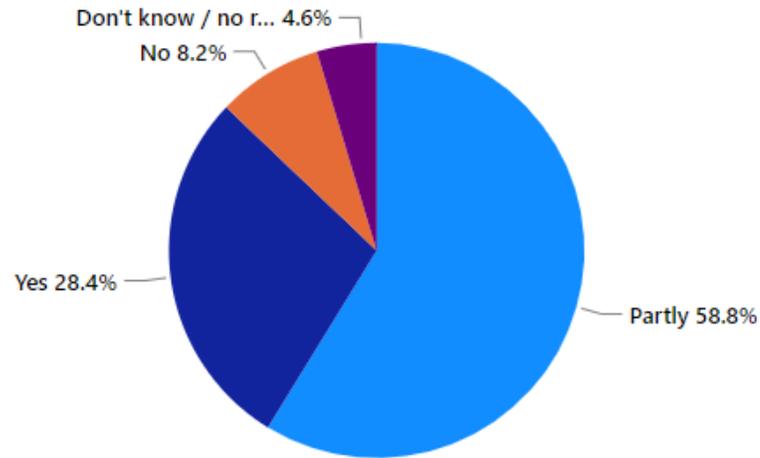


Hard to Fill Vacancies

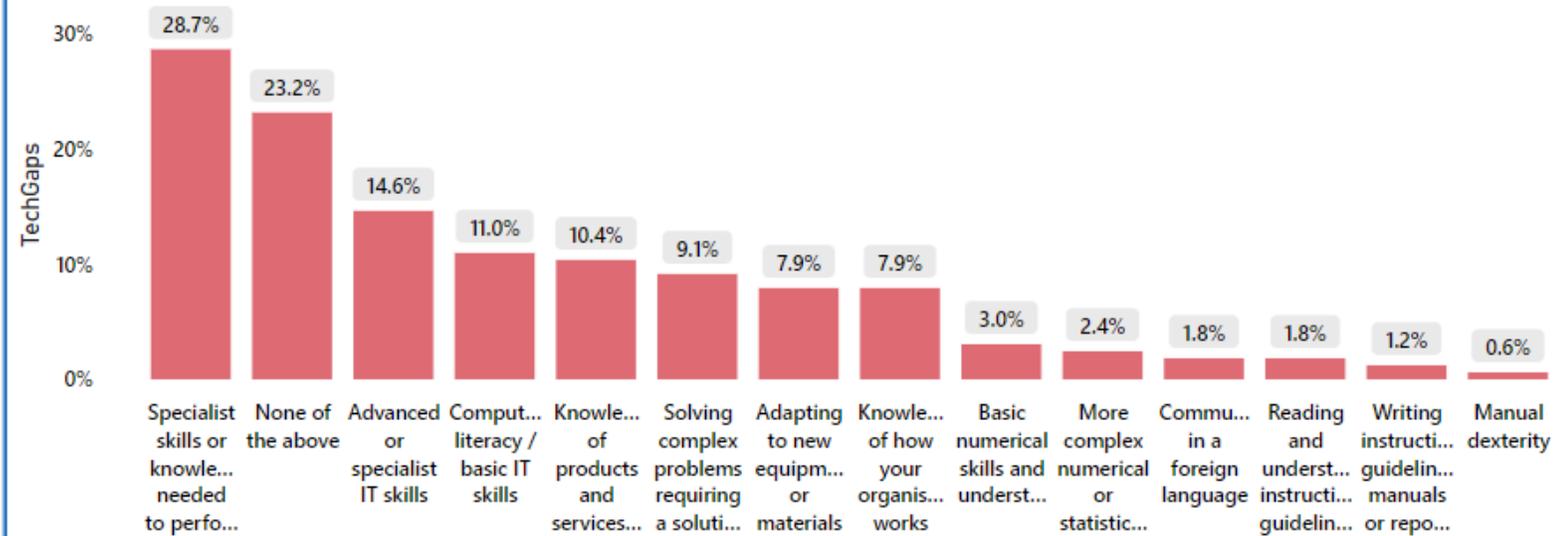


EMPLOYMENT, RECRUITMENT AND HEADLINE SKILLS CHALLENGES

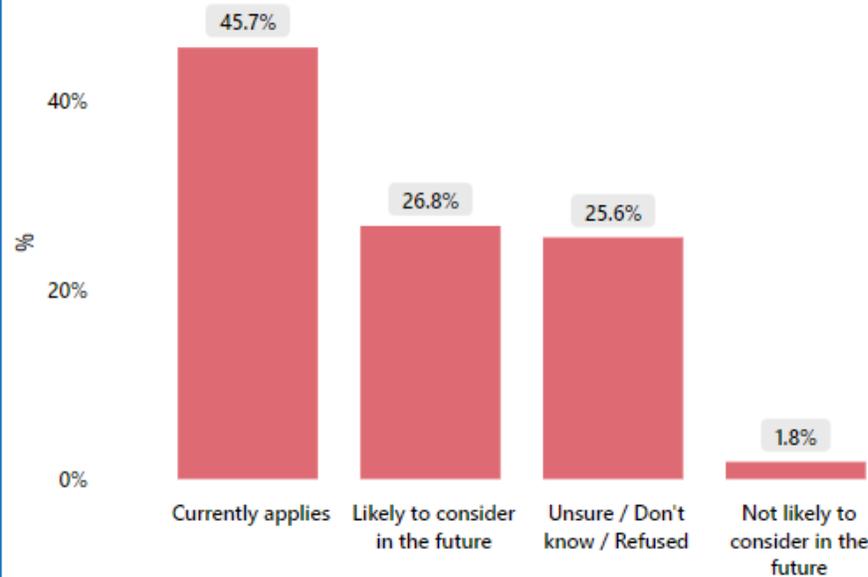
Do you think the current skills of your workforce are at the right level?



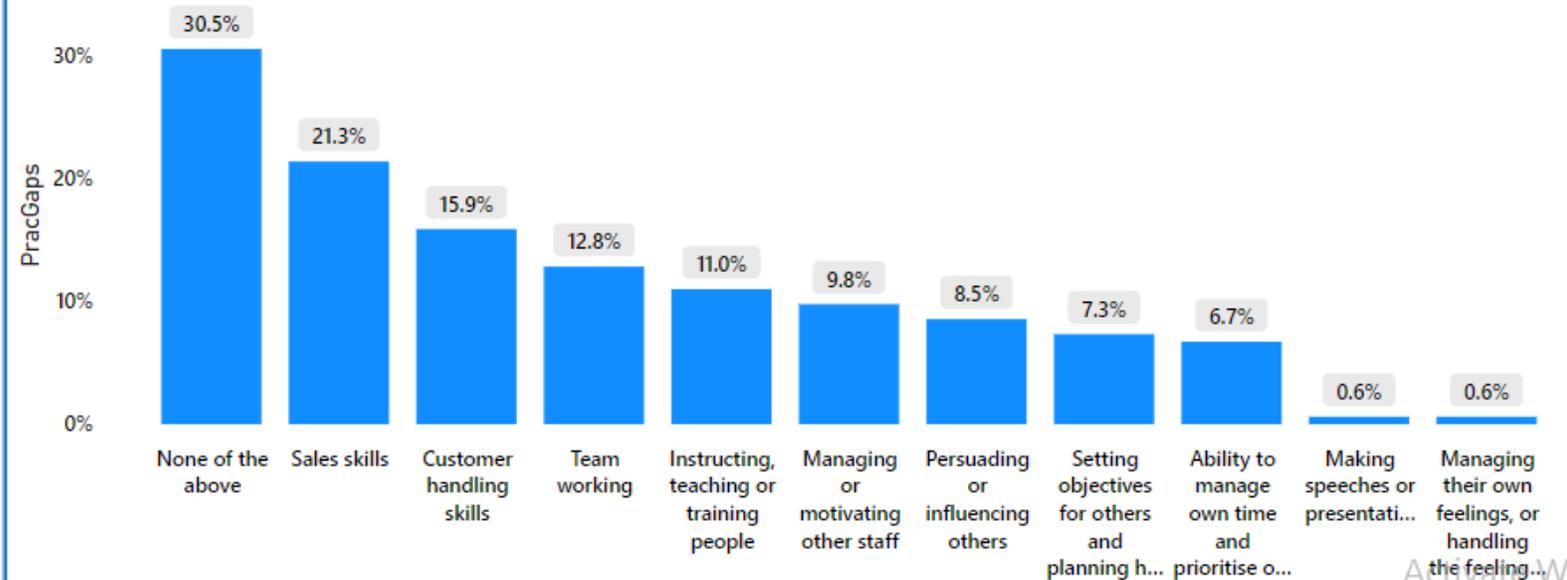
Technical Skills Gaps



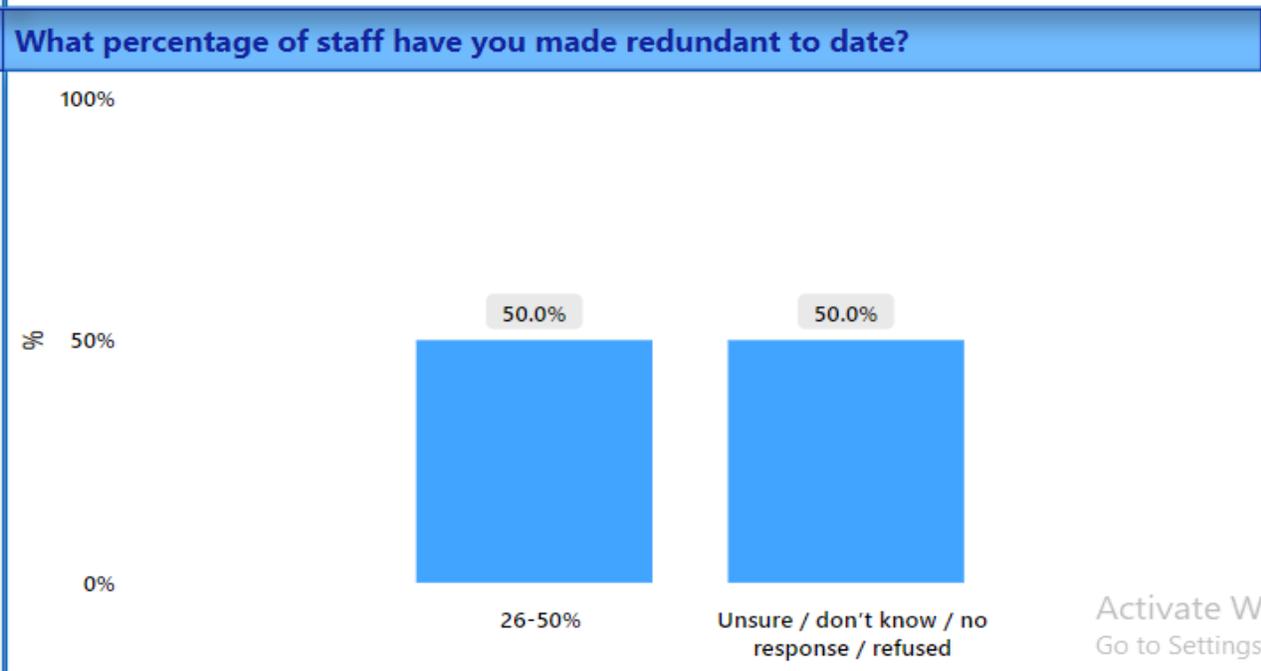
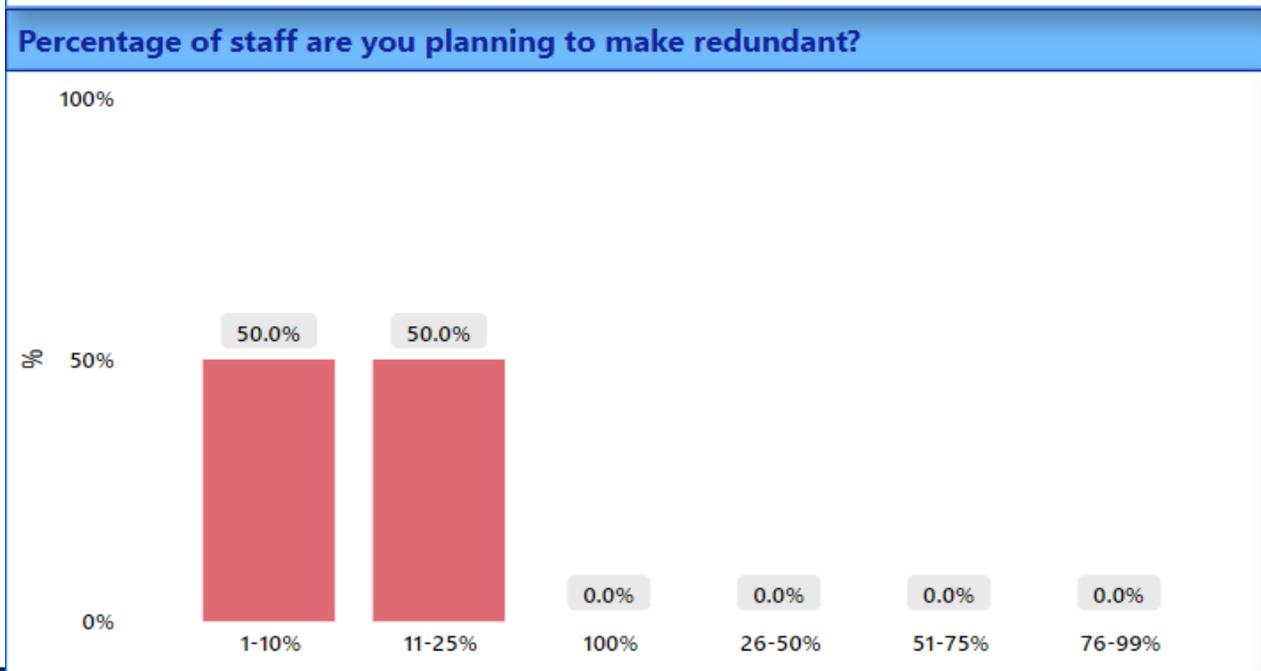
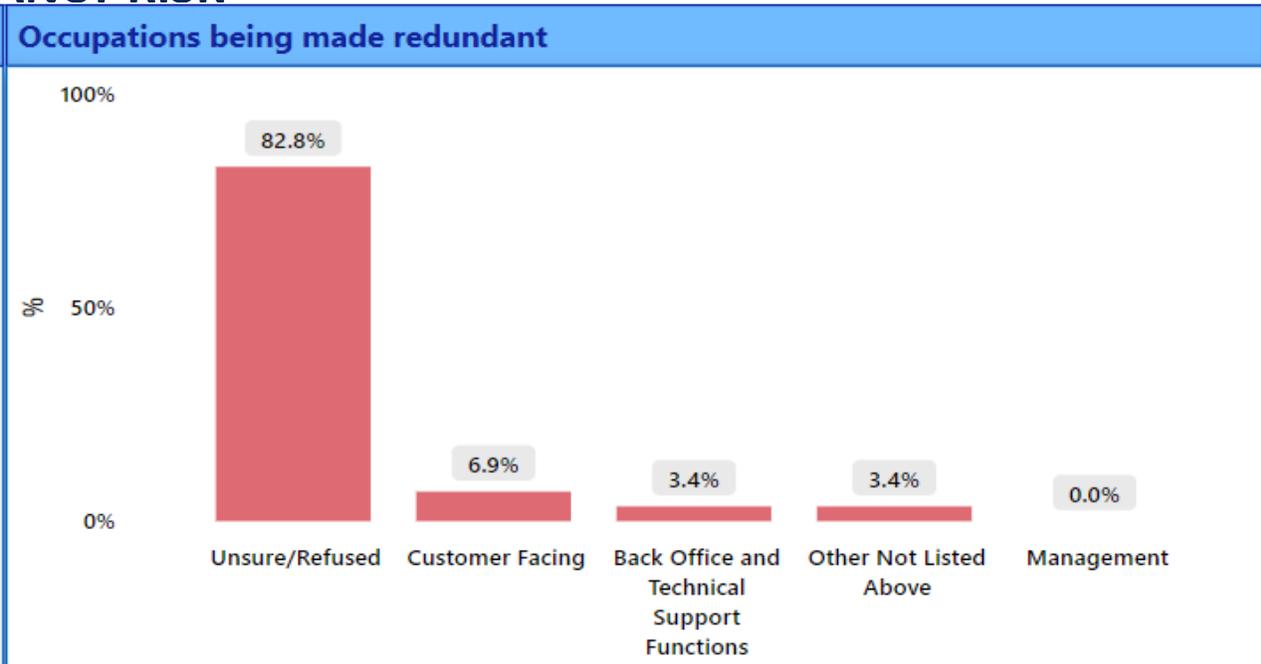
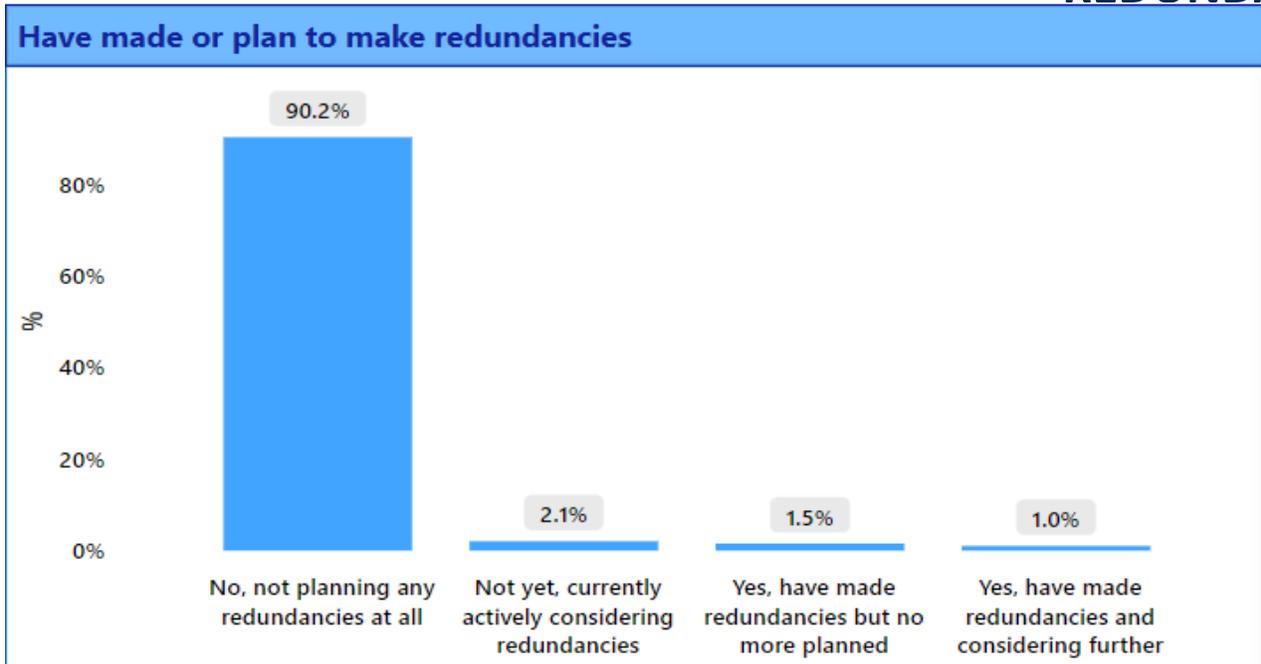
Investment in Management and Leadership Training for Managers



Practical Skills Gaps

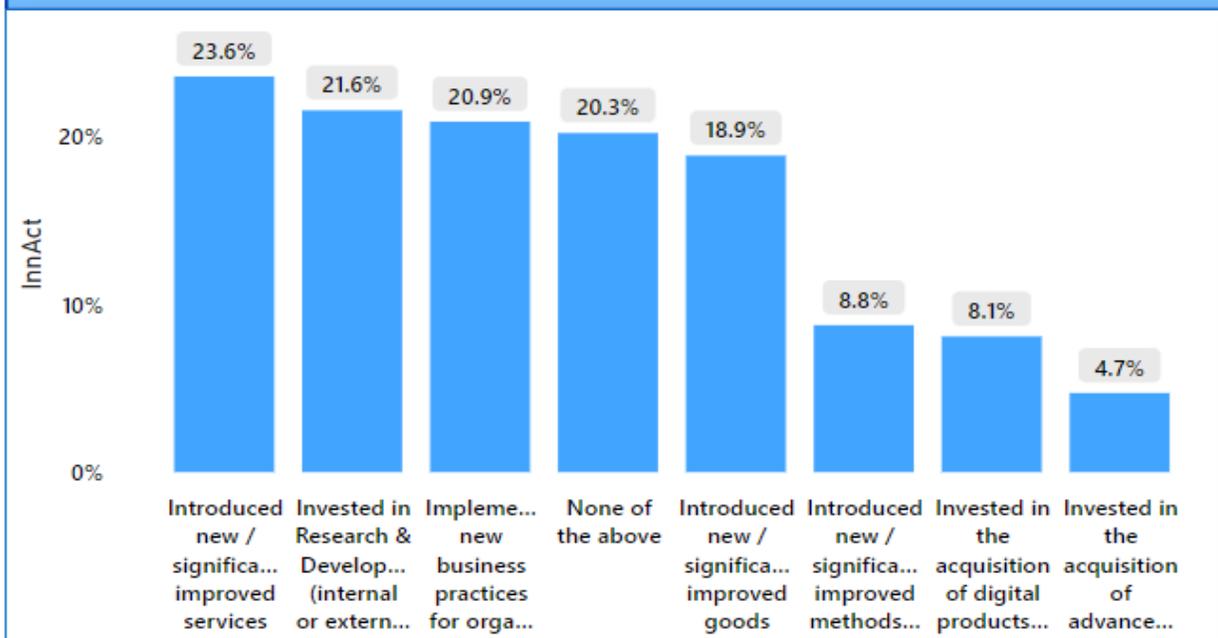


REDUNDANCY RISK

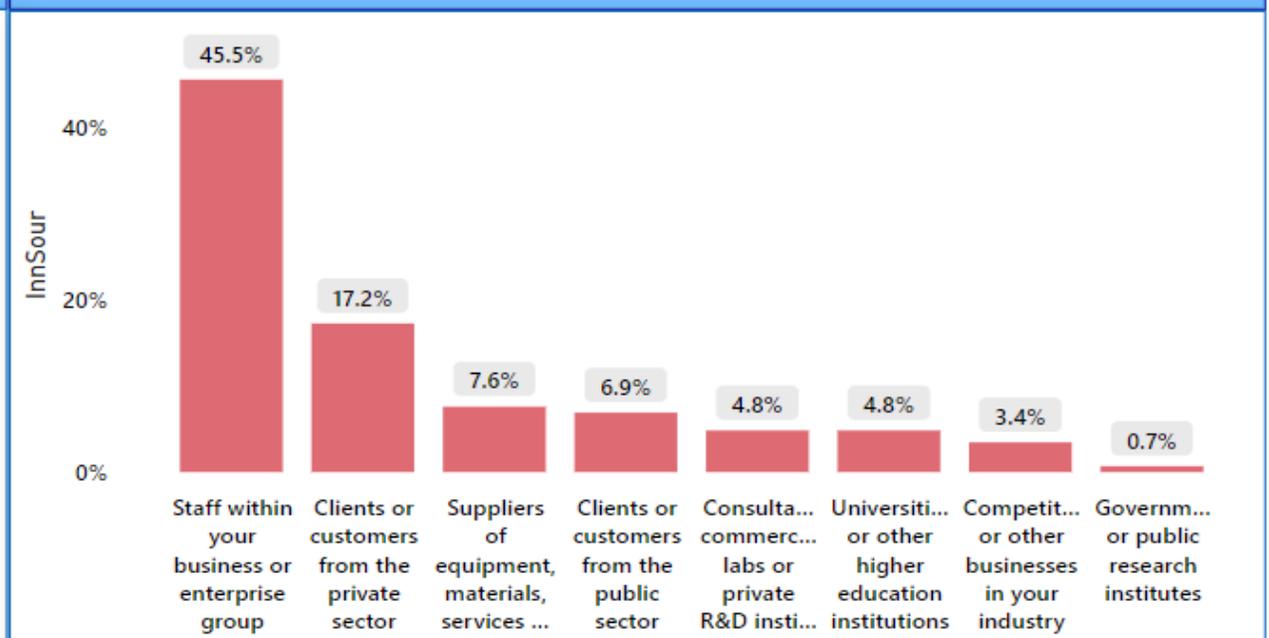


PULSE SURVEY QUESTIONS – INNOVATION

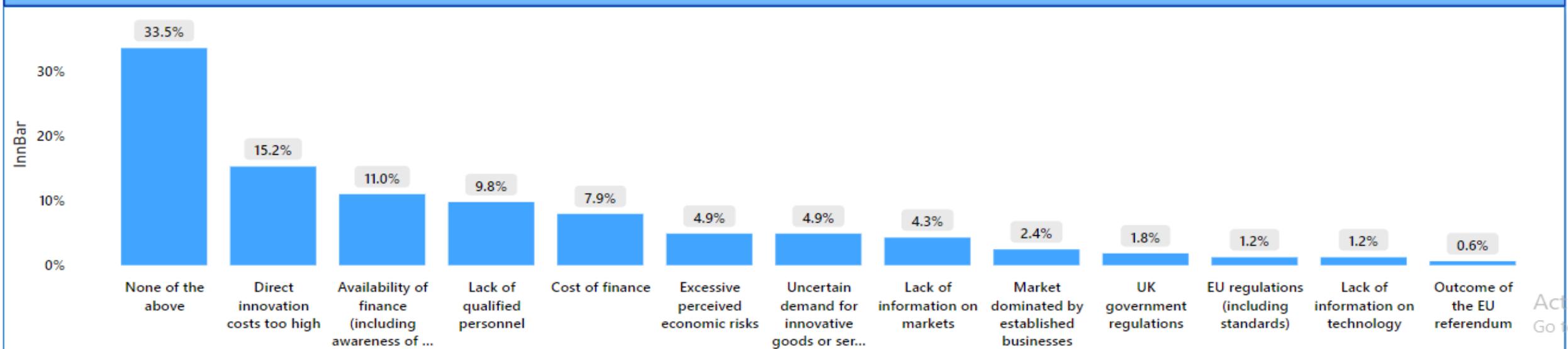
Innovation Activities



Sources of Innovation

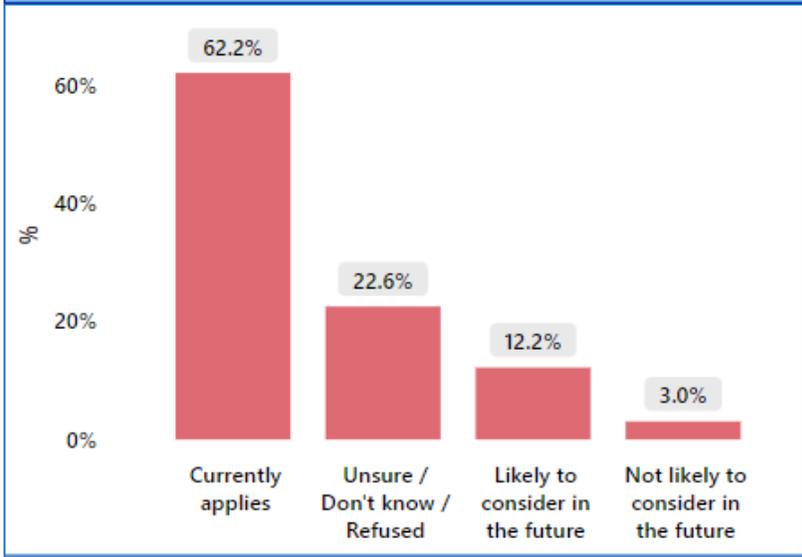


Barriers to Growing Innovation

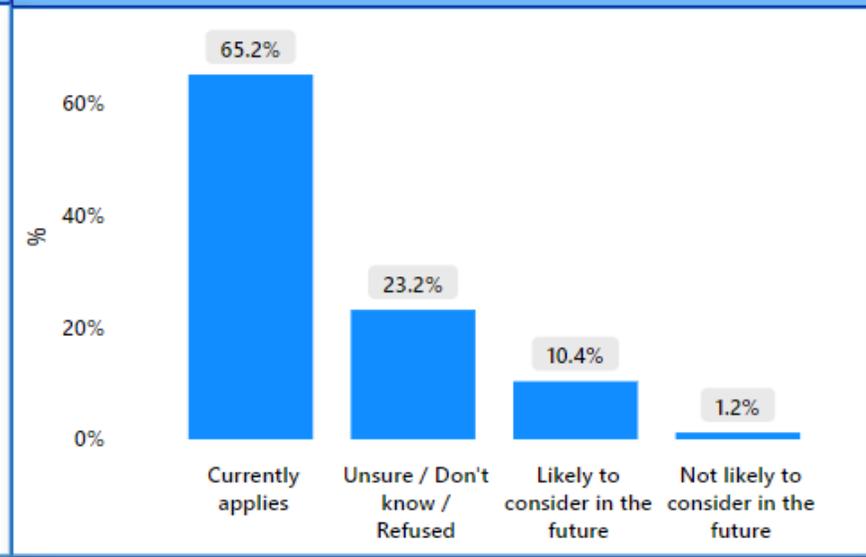


PULSE SURVEY QUESTIONS – SOCIAL VALUE

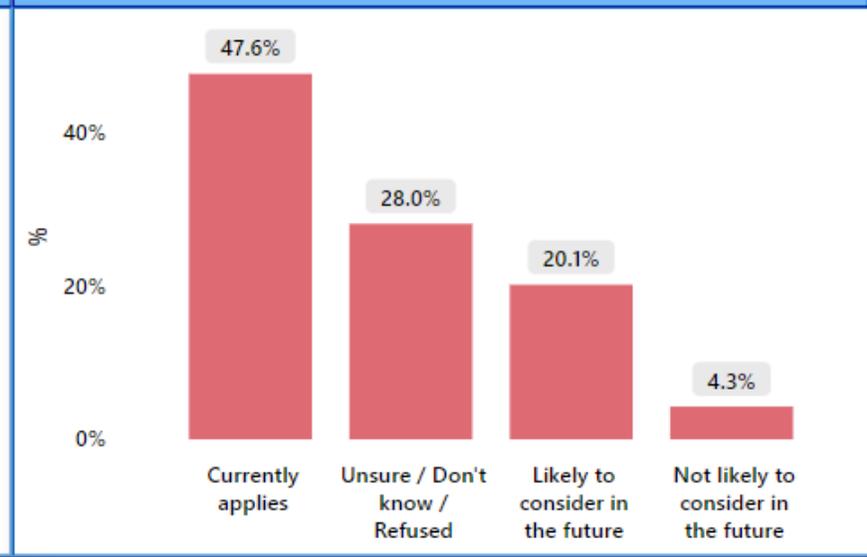
Guarantee at least 16 Hours a Week



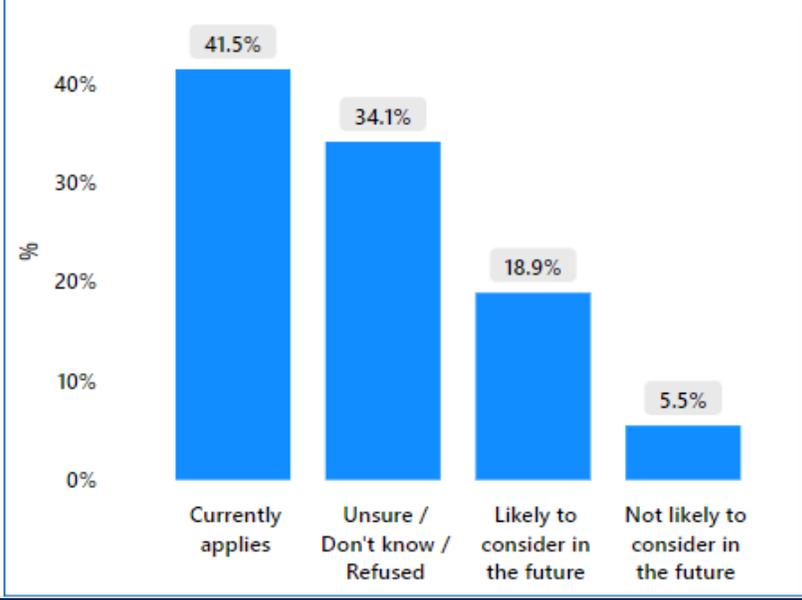
Pay the Real Living Wage



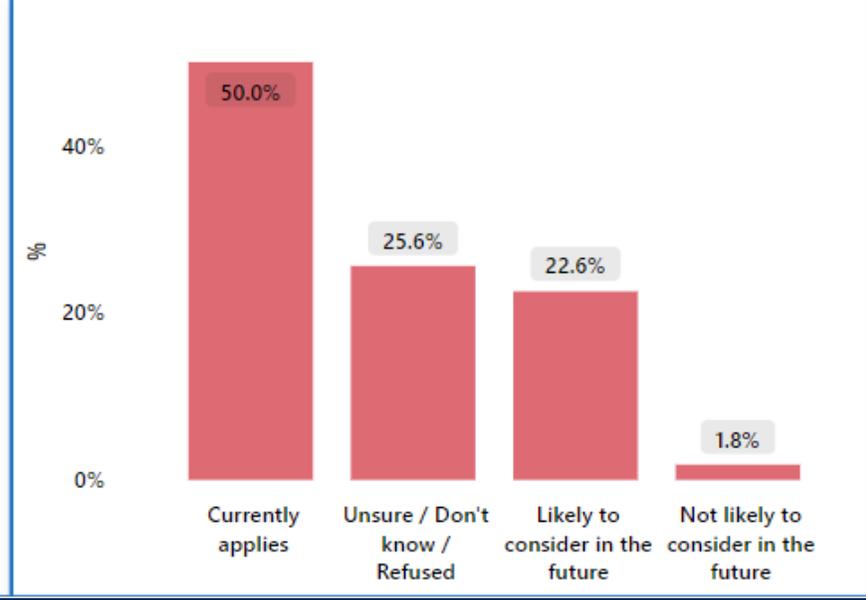
Offer Flexible Working Options to Employees



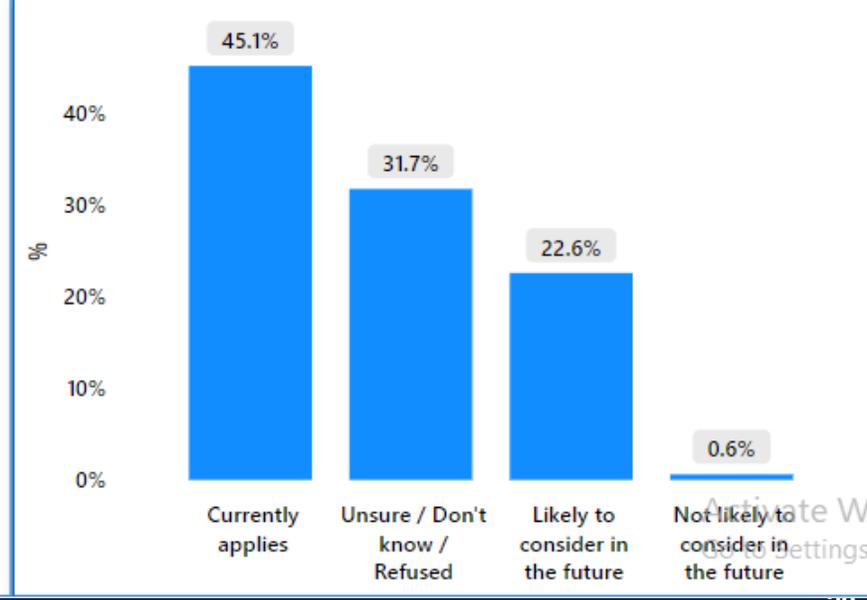
Involve Employees in the Direction of the Business



Actively Looking to Increase Diversity of the Workforce through Recruitment and Progression Practices

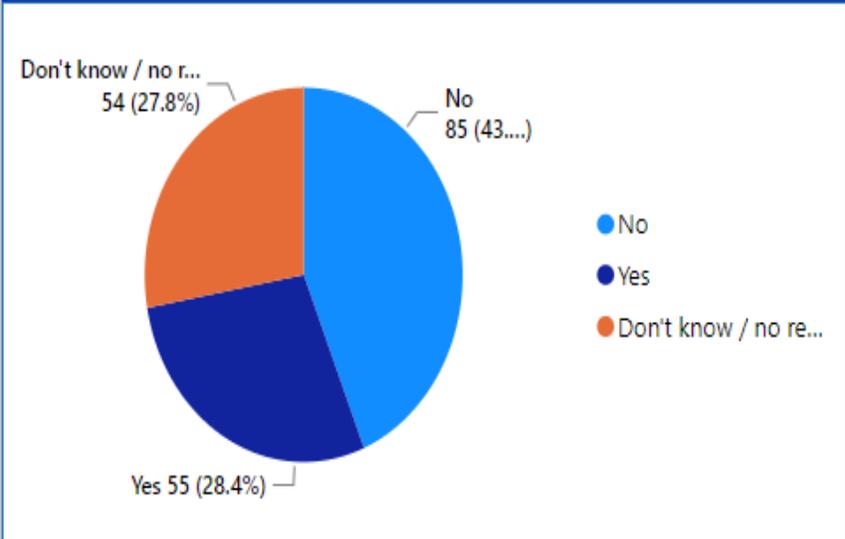


Actively promote healthy work practices

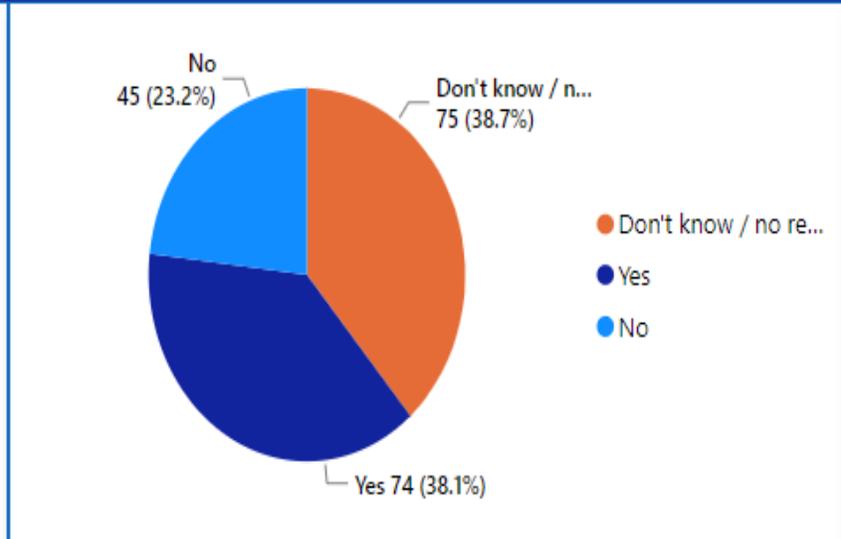


PULSE SURVEY QUESTIONS – ENVIRONMENT

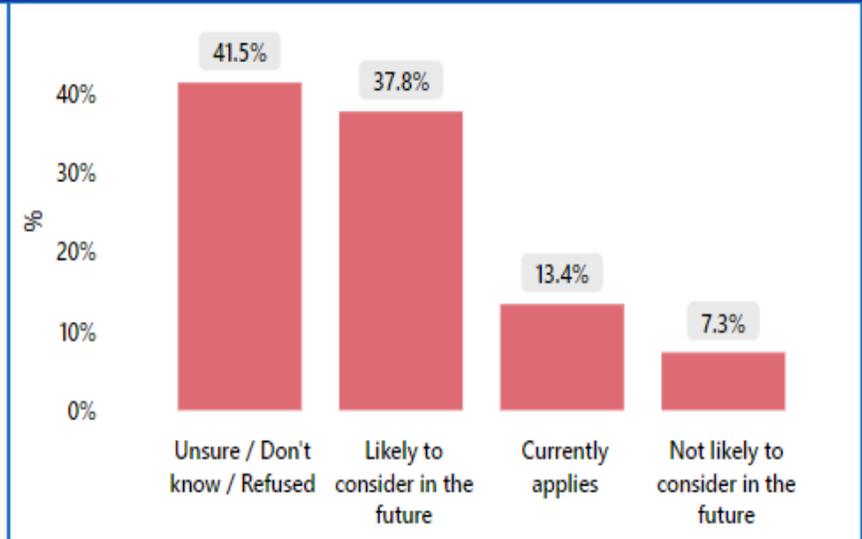
Develop a plan to minimise the environmental impact



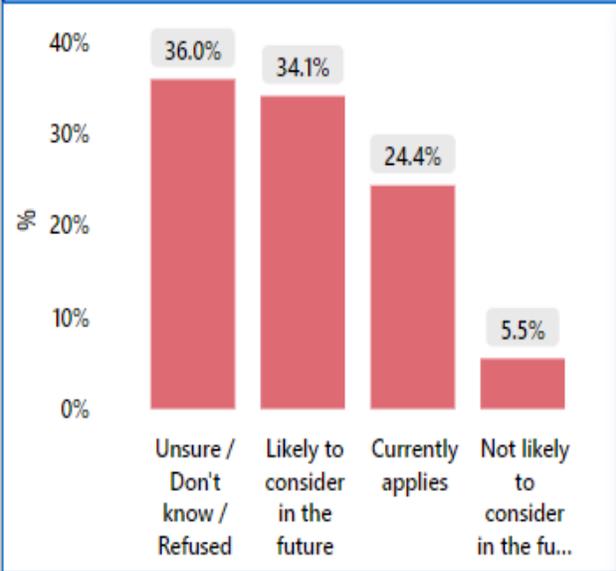
Support needed to deliver on environmental ambitions



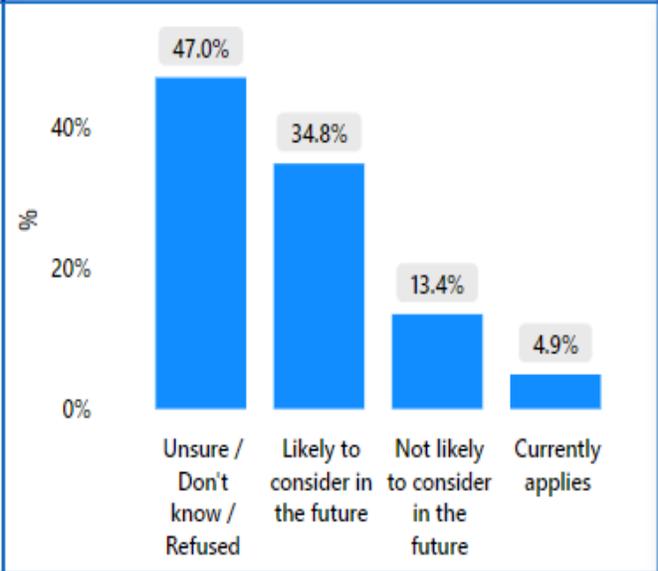
Set targets for reducing carbon emissions



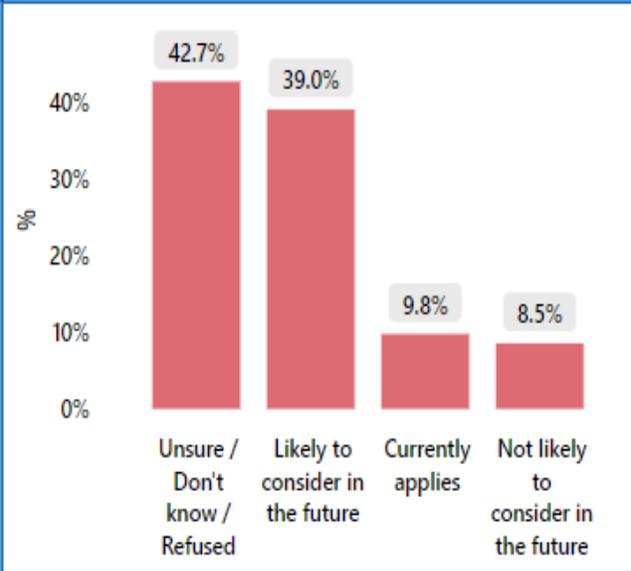
Taken actions to monitor and reduce energy use and improve energy efficiency



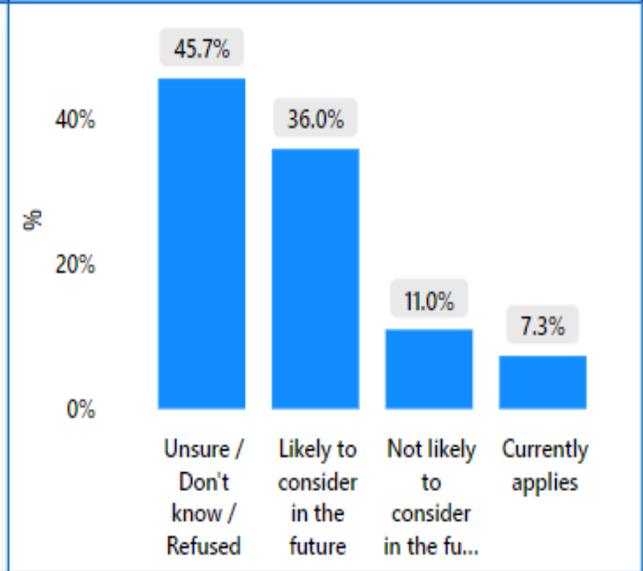
Switched to a renewable energy supplier



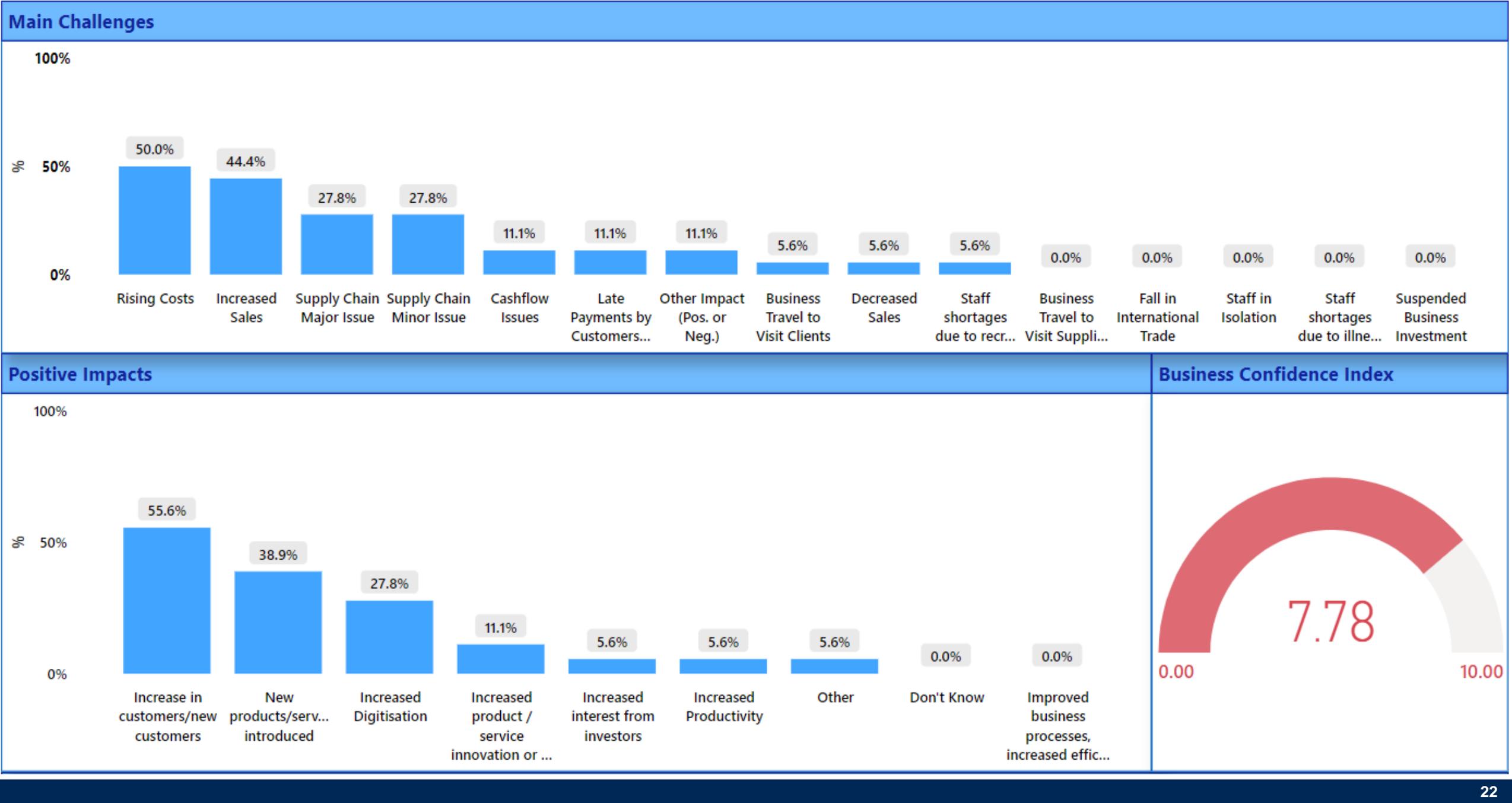
Installed renewable energy generation



Changed any transport to ultra-low emissions vehicles

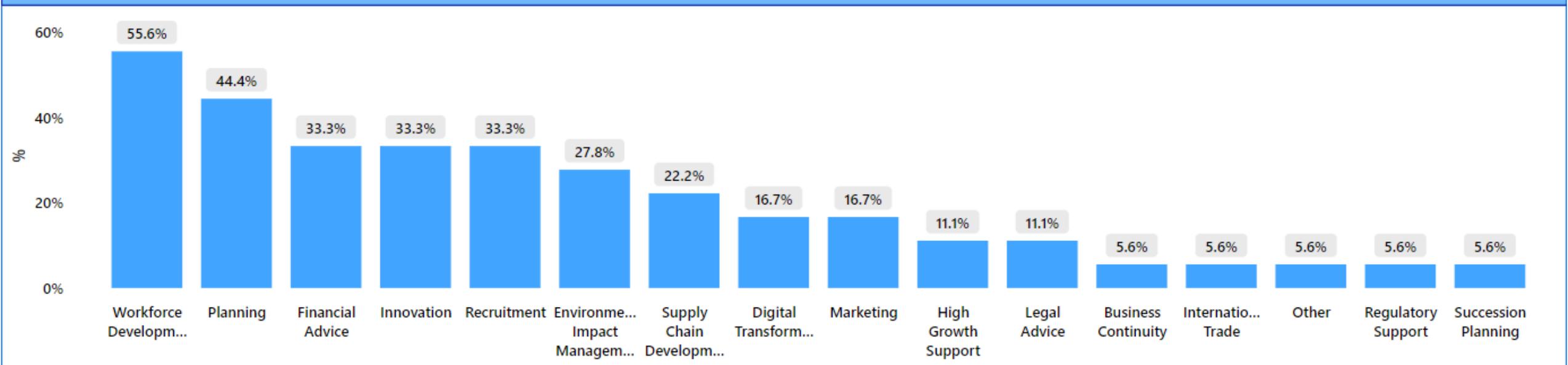


LOW CARBON, ENVIRONMENTAL GOODS AND SERVICES – SPECIFIC RESPONSES FROM LCEGS FIRMS (N=18)

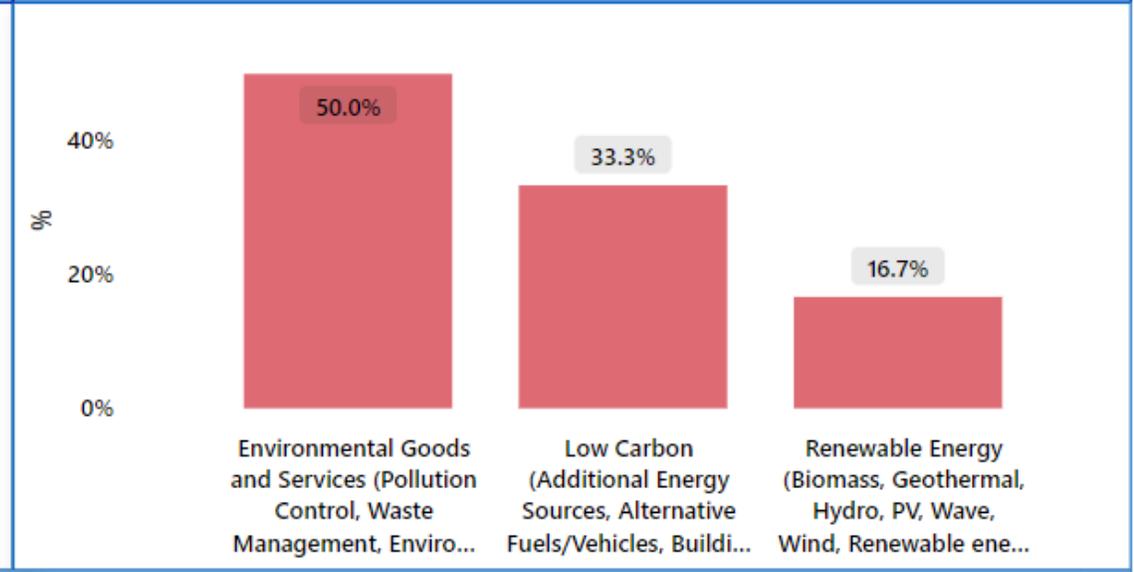
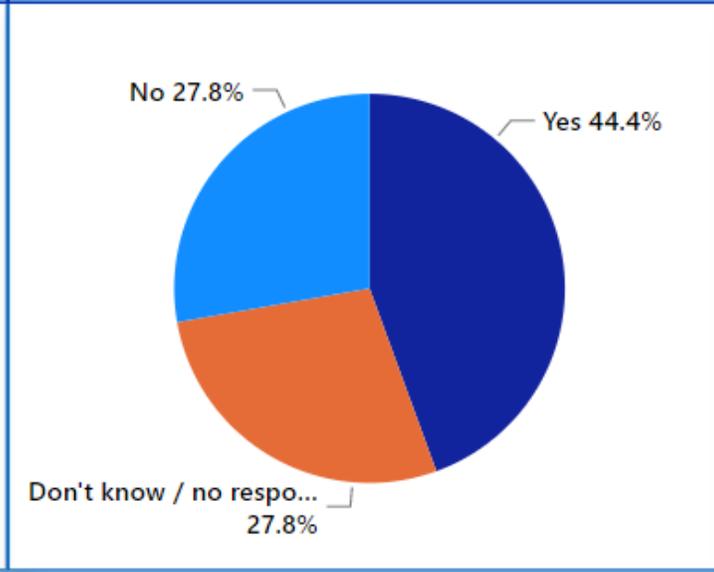
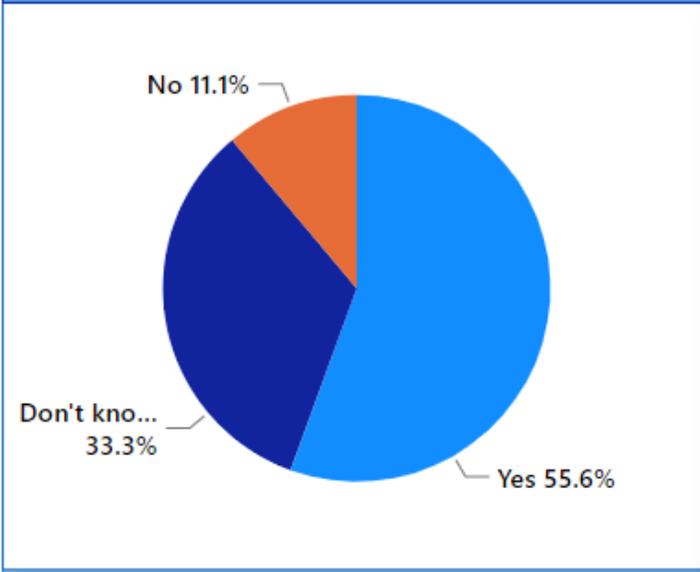


LOW CARBON, ENVIRONMENTAL GOODS AND SERVICES – SPECIFIC RESPONSES FROM LCEGS FIRMS (N=18)

Future Support



Support to deliver environmental ambition | Plan to minimise environmental impact | Any products/services classed as environmental goods/services



LOCAL AUTHORITY BREAKDOWN (12 WEEK, JANUARY ONWARDS) – MAIN IMPACT VARIABLES (%)

Local Authority	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM %
Business Travel to Visit Clients	2.3%	8.2%	2.8%	5.0%	0.0%	7.4%	6.7%	2.4%	11.8%	10.3%	5.2%
Business Travel to Visit Suppliers	0.0%	2.0%	4.2%	7.5%	0.0%	1.9%	5.0%	0.0%	3.9%	3.4%	3.1%
Cashflow Issues	14.0%	24.5%	18.8%	7.5%	11.6%	27.8%	28.3%	31.7%	19.6%	17.2%	20.4%
Decreased Sales	23.3%	24.5%	22.2%	12.5%	2.3%	29.6%	31.7%	36.6%	27.5%	13.8%	23.1%
Fall in International Trade	0.0%	0.0%	1.4%	0.0%	2.3%	5.6%	0.0%	4.9%	0.0%	0.0%	1.4%
Increased Sales	25.6%	38.8%	21.5%	37.5%	37.2%	24.1%	21.7%	9.8%	25.5%	17.2%	25.3%
Late Payments by Customers/Suppliers	0.0%	2.0%	2.1%	2.5%	2.3%	5.6%	0.0%	12.2%	0.0%	10.3%	3.1%
Other Impact (Positive or Negative)	14.0%	8.2%	14.6%	15.0%	11.6%	5.6%	11.7%	9.8%	15.7%	10.3%	12.1%
Rising Costs	48.8%	28.6%	29.9%	40.0%	58.1%	42.6%	26.7%	53.7%	21.6%	31.0%	36.1%
Staff in Isolation	0.0%	4.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.0%	0.0%	0.5%
Staff shortages due to illness / staff absence	2.3%	4.1%	2.1%	2.5%	4.7%	5.6%	3.3%	2.4%	5.9%	3.4%	3.4%
Staff shortages due to recruitment difficulties	7.0%	4.1%	8.3%	12.5%	20.9%	9.3%	16.7%	14.6%	5.9%	10.3%	10.5%
Supply Chain Major Issue	2.3%	2.0%	1.4%	7.5%	7.0%	3.7%	8.3%	7.3%	5.9%	6.9%	4.5%
Supply Chain Minor Issue	18.6%	20.4%	11.1%	10.0%	16.3%	7.4%	15.0%	24.4%	19.6%	17.2%	15.0%
Suspended Business Investment	7.0%	18.4%	4.2%	5.0%	0.0%	5.6%	0.0%	7.3%	9.8%	6.9%	6.0%
Respondents n=	43	49	144	40	43	54	60	41	51	29	554

LOCAL AUTHORITY BREAKDOWN (12 WEEK, JANUARY ONWARDS) – MAIN IMPACT VARIABLES (%)

Local Authority	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM %
Cash reserves. < 1 Month	2.3%	-	0.7%	-	-	-	-	-	2.0%	-	0.5%
Cash reserves. 1 up to 3 months	-	4.1%	4.9%	2.5%	4.7%	5.6%	5.0%	4.9%	-	3.4%	3.8%
Cash reserves. 3 up to 6 months	7.0%	6.1%	7.6%	7.5%	11.6%	7.4%	11.7%	14.6%	9.8%	10.3%	9.0%
Cash reserves. More than 6 months	88.4%	87.8%	75.0%	82.5%	79.1%	85.2%	76.7%	75.6%	76.5%	62.1%	78.7%
Cash reserves. Unsure	2.3%	2.0%	11.8%	7.5%	4.7%	1.9%	6.7%	4.9%	11.8%	24.1%	7.9%
Redundancy. Yes have made, and plan to make more	0.0%	0.0%	0.0%	0.0%	0.0%	3.7%	0.0%	0.0%	0.0%	0.0%	0.4%
Not yet, currently actively considering redundancies	0.0%	2.0%	2.8%	2.5%	0.0%	0.0%	1.7%	4.9%	2.0%	0.0%	1.8%
Yes have made redundancies (no more planned)	0.0%	4.1%	1.4%	2.5%	0.0%	3.7%	0.0%	4.9%	0.0%	3.4%	1.8%
No, and not planning on any redundancies at all	95.3%	91.8%	85.4%	95.0%	95.3%	87.0%	90.0%	80.5%	94.1%	86.2%	89.4%
Challenge. Adopting digital technology/transformation	16.3%	8.2%	11.1%	25.0%	27.9%	13.0%	26.7%	24.4%	15.7%	24.1%	17.5%
Challenge. Developing new products or service innovation	39.5%	42.9%	34.7%	32.5%	39.5%	40.7%	36.7%	39.0%	23.5%	34.5%	36.1%
Challenge. Developing business models/bus planning	60.5%	53.1%	49.3%	37.5%	27.9%	48.1%	53.3%	46.3%	39.2%	62.1%	47.8%
Challenge. Access to domestic markets /new sales	62.8%	57.1%	53.5%	55.0%	41.9%	46.3%	63.3%	43.9%	62.7%	37.9%	53.4%
Challenge. Access to international markets/new sales	18.6%	16.3%	11.8%	2.5%	16.3%	25.9%	11.7%	4.9%	17.6%	3.4%	13.4%
Challenge. Managing the overall finances of your business	32.6%	49.0%	41.0%	35.0%	27.9%	44.4%	33.3%	41.5%	62.7%	31.0%	40.6%
Challenge. Unsure/Refused	0.0%	8.2%	15.3%	17.5%	16.3%	7.4%	1.7%	17.1%	13.7%	24.1%	11.9%
Challenge. Workforce general an/or specific skills	25.6%	30.6%	26.4%	50.0%	39.5%	38.9%	35.0%	29.3%	17.6%	34.5%	31.4%
Challenge. Workforce management and leadership skills	18.6%	12.2%	20.8%	30.0%	18.6%	16.7%	26.7%	17.1%	23.5%	34.5%	21.3%
Respondents n=	43	49	144	40	43	54	60	41	51	29	554

LOCAL AUTHORITY BREAKDOWN (12 WEEK, JANUARY ONWARDS) – MAIN IMPACT VARIABLES (%)

Local Authority	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM %
Positive impacts. Don't Know	11.6%	2.0%	16.0%	7.5%	0.0%	1.9%	8.3%	17.1%	13.7%	3.4%	9.6%
Positive impacts. Improved business processes, increased efficiencies	0.0%	0.0%	0.7%	0.0%	0.0%	3.7%	3.3%	2.4%	0.0%	0.0%	1.1%
Positive impacts. Increase in customers/new customers	37.2%	30.6%	28.5%	45.0%	58.1%	40.7%	16.7%	31.7%	31.4%	51.7%	34.5%
Positive impacts. Increased Digitisation	20.9%	16.3%	18.8%	12.5%	14.0%	18.5%	18.3%	9.8%	15.7%	17.2%	16.8%
Positive impacts. Increased interest from investors	0.0%	2.0%	5.6%	2.5%	0.0%	3.7%	3.3%	0.0%	3.9%	3.4%	3.1%
Positive impacts. Increased product / service innovation or R&D activity	11.6%	6.1%	11.1%	7.5%	9.3%	11.1%	10.0%	4.9%	3.9%	10.3%	9.0%
Positive impacts. Increased Productivity	2.3%	6.1%	1.4%	0.0%	0.0%	0.0%	1.7%	0.0%	0.0%	6.9%	1.6%
Positive impacts. New products/services introduced	18.6%	14.3%	20.1%	20.0%	37.2%	37.0%	25.0%	17.1%	11.8%	20.7%	22.0%
Positive impacts. Other	4.7%	6.1%	6.9%	2.5%	7.0%	3.7%	1.7%	4.9%	2.0%	6.9%	4.9%
Business Confidence – next 12 months (1 low – 10 high)	7.6	7.4	7.1	7.7	7.7	7.5	7.1	6.6	7.1	7.6	7.3

Local Authority	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM %
GM Business Profile %	9.9%	7.5%	22.1%	6.8%	6.4%	10.2%	11.3%	5.9%	11.2%	8.7%	100%
Monthly %	6.8%	6.8%	26.3%	8.9%	8.4%	11.1%	8.9%	6.3%	11.6%	4.7%	100%
Quarterly %	7.8%	8.8%	26.0%	7.2%	7.8%	9.7%	10.8%	7.4%	9.2%	5.2%	100%
Monthly Responses	13	13	50	17	16	21	17	12	22	9	190
Quarterly Responses	43	49	144	40	43	54	60	41	51	29	554

SURVEY RESPONSE RATES FOR GM OVER TIME VS ONS ENTERPRISE UNIT PROFILE FOR GREATER MANCHESTER (EXCLUDES OUT OF AREA)																		
Size / Sector (as identified by the business) <i>C = Confidential, response 6 or less</i> <i>Percentages rounded to nearest figure</i> <i>Unknown size more likely with non-clients of BGH</i>	Greater Manchester ONS figures from IDBR Enterprise Count 2022		Greater Manchester Survey response rates only (MAR 2023)		Greater Manchester Survey response rates only (FEB 2023)		Greater Manchester Survey response rates only (JAN 2023)		Greater Manchester Survey response rates only (DEC 2022)		Greater Manchester Survey response rates only (NOV 2022)		Greater Manchester Survey response rates only (OCT 2022)		Greater Manchester Survey response rates only (SEP 2022)		Greater Manchester Survey response rates only (AUG 2022)	
	count	percent	count	percent	count	percent	count	percent	count	percent	count	percent	count	percent	count	percent	count	percent
Size-band (employees)	count	percent	count	percent	count	percent	count	percent	count	percent	count	percent	count	percent	count	percent	count	percent
0' employment to 9 (MICRO)	95,190	89%	95	50%	94	55%	123	53%	98	52%	135	57%	119	59%	132	60%	181	63%
10 to 49 (SMALL)	9,890	9%	44	23%	40	23%	48	21%	45	24%	59	25%	63	23%	48	22%	50	17%
50 to 249 (MEDIUM)	1,615	2%	20	11%	14	8%	23	10%	17	9%	24	11%	30	11%	17	8%	13	5%
250+ (LARGE)	365	0%	7	<5%	C	C	C	<5%	9	5%	10	<5%	C	<5%	C	<5%	C	<5%
UNKNOWN	C	C	24	13%	21	12%	33	14%	19	10%	8	<5%	13	5%	20	9%	42	15%
TOTAL (including size unknown)	107,060	100%	190	100%	171	100%	232	100%	188	100%	236	100%	254	100%	221	100%	287	100%
AGRICULTURE, FORESTRY, AND FISHING	690	1%	C	C	C	C	C	C	C	<5%								
BUSINESS, FINANCIAL, PROFESSIONAL SERVICES	28,910	27%	29	15%	22	13%	41	18%	45	24%	45	22%	56	21%	48	22%	60	21%
CONSTRUCTION	12,860	12%	11	6%	5	<5%	11	5%	C	<5%	13	6%	C	<5%	12	5%	15	5%
DIGITAL, CREATIVE, TECHNOLOGY	6,295	6%	35	18%	34	20%	39	17%	36	19%	44	21%	36	14%	48	22%	68	24%
EDUCATION	1,605	1%	7	<5%	6	<5%	C	<5%	9	5%	C	<5%	C	<5%	C	<5%	13	5%
ENGINEERING	3,345	3%	C	<5%	5	<5%	C	<5%										
UTITIES, ENERGY, WATER, WASTE, GREENCTECH	N/A	0%	6	<5%	5	<5%	C	<5%	C	<5%	C	<5%	C	<5%	6	3%	C	<5%
HEALTH & SOCIAL CARE	4,950	5%	10	5%	3	<5%	C	<5%	C	<5%	13	6%	C	<5%	C	<5%	15	5%
HOSPITALITY, TOURISM, & SPORT	13,950	13%	12	6%	13	8%	17	7%	9	5%	C	<5%	13	5%	12	5%	14	5%
LOGISTICS	6,080	6%	C	<5%														
MANUFACTURING	5,670	5%	28	15%	28	16%	34	15%	32	17%	38	18%	52	20%	27	12%	30	10%
LIFE SCIENCES	N/A	0%	7	<5%	C	<5%	C	C	C	<5%								
RETAIL & WHOLESALE	17,370	16%	13	7%	17	10%	27	12%	16	9%	19	9%	34	13%	25	11%	31	11%
OTHER SERVICES (excluding SIC unknown)	5,340	5%	26	14%	22	13%	33	14%	C	<5%	35	15%	C	<5%	11	5%	19	7%



INNOVATION DATA APPENDIX

RESULTS FOR 3RD MARCH 2023 TO 3RD APRIL 2023

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Innovation Activities

Innovation Activities	Business, Financial and Professional Services	Construction	Creative and Cultural Industries	Creative, Digital and Technology	Education	Engineering	Green Technologies and Services (LCEGS)	Health and Social Care	Hospitality, Tourism and Sport	Life Sciences and Health Innovation	Logistics (Transport and Storage)	Manufacturing	Other service activities not listed above	Retail and Wholesale
Implemented new business practices for organising procedures	10.0%	11.1%	20.0%	35.3%	40.0%	33.3%	33.3%	50.0%	25.0%	0.0%	100.0%	13.6%	15.4%	10.0%
Introduced new / significantly improved goods	0.0%	11.1%	20.0%	17.6%	0.0%	33.3%	33.3%	0.0%	16.7%	40.0%	0.0%	45.5%	7.7%	50.0%
Introduced new / significantly improved methods for production or supply of goods/services	0.0%	11.1%	0.0%	5.9%	0.0%	0.0%	0.0%	0.0%	8.3%	0.0%	0.0%	36.4%	7.7%	0.0%
Introduced new / significantly improved services	40.0%	22.2%	40.0%	35.3%	40.0%	0.0%	66.7%	30.0%	25.0%	0.0%	0.0%	0.0%	23.1%	10.0%
Invested in Research & Development (internal or external)	15.0%	22.2%	20.0%	35.3%	0.0%	66.7%	0.0%	10.0%	16.7%	20.0%	0.0%	45.5%	15.4%	0.0%
Invested in the acquisition of advanced machinery or equipment - specifically for innovation	0.0%	0.0%	20.0%	0.0%	20.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	9.1%	7.7%	0.0%
Invested in the acquisition of digital products or digital services specifically for innovation	20.0%	11.1%	40.0%	11.8%	0.0%	0.0%	33.3%	10.0%	0.0%	20.0%	0.0%	0.0%	0.0%	0.0%
None of the above	40.0%	44.4%	20.0%	5.9%	20.0%	33.3%	0.0%	20.0%	25.0%	20.0%	0.0%	9.1%	7.7%	40.0%

Innovation Activities	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Warrington	West Lancashire	Wigan
Implemented new business practices for organising procedures	14.3%	40.0%	37.5%	6.7%	13.3%	5.9%	0.0%	18.2%	25.0%	0.0%	0.0%	50.0%
Introduced new / significantly improved goods	14.3%	20.0%	6.3%	33.3%	26.7%	11.8%	20.0%	27.3%	18.8%	0.0%	100.0%	25.0%
Introduced new / significantly improved methods for production or supply of goods/services	14.3%	20.0%	6.3%	6.7%	6.7%	11.8%	0.0%	18.2%	12.5%	0.0%	0.0%	0.0%
Introduced new / significantly improved services	28.6%	30.0%	21.9%	13.3%	33.3%	47.1%	6.7%	27.3%	18.8%	0.0%	0.0%	12.5%
Invested in Research & Development (internal or external)	28.6%	10.0%	21.9%	13.3%	13.3%	35.3%	6.7%	45.5%	12.5%	0.0%	100.0%	37.5%
Invested in the acquisition of advanced machinery or equipment - specifically for innovation	0.0%	0.0%	6.3%	6.7%	6.7%	0.0%	0.0%	18.2%	0.0%	0.0%	0.0%	12.5%
Invested in the acquisition of digital products or digital services specifically for innovation	0.0%	20.0%	9.4%	0.0%	0.0%	17.6%	13.3%	9.1%	6.3%	0.0%	0.0%	0.0%
None of the above	28.6%	10.0%	12.5%	26.7%	20.0%	17.6%	26.7%	27.3%	25.0%	100.0%	0.0%	12.5%

Innovation Activities	0-4	5-9	10-49	50-249	250+	Not Known
Implemented new business practices for organising procedures	25.0%	25.0%	27.3%	9.1%	25.0%	4.2%
Introduced new / significantly improved goods	17.2%	25.0%	27.3%	18.2%	25.0%	8.3%
Introduced new / significantly improved methods for production or supply of goods/services	9.4%	16.7%	9.1%	0.0%	25.0%	4.2%
Introduced new / significantly improved services	26.6%	33.3%	18.2%	54.5%	0.0%	8.3%
Invested in Research & Development (internal or external)	26.6%	25.0%	27.3%	18.2%	0.0%	4.2%
Invested in the acquisition of advanced machinery or equipment - specifically for innovation	1.6%	0.0%	12.1%	9.1%	0.0%	4.2%
Invested in the acquisition of digital products or digital services specifically for innovation	4.7%	25.0%	6.1%	27.3%	0.0%	4.2%
None of the above	20.3%	16.7%	18.2%	9.1%	0.0%	33.3%

Note: Figures may not sum to 100%, due to multiple response questions

Innovation Sources

Innovation Sources	Business, Financial and Professional Services	Construction	Creative and Cultural Industries	Creative, Digital and Technology	Education	Engineering	Green Technologies and Services (LCEGS)	Health and Social Care	Hospitality, Tourism and Sport	Life Sciences and Health Innovation	Logistics (Transport and Storage)	Manufacturing	Other service activities not listed above	Retail and Wholesale
Clients or customers from the private sector	15.0%	12.5%	20.0%	29.4%	40.0%	0.0%	0.0%	50.0%	8.3%	0.0%	100.0%	10.0%	7.7%	30.0%
Clients or customers from the public sector	0.0%	0.0%	0.0%	5.9%	60.0%	0.0%	0.0%	66.7%	8.3%	0.0%	0.0%	0.0%	3.8%	0.0%
Competitors or other businesses in your industry	5.0%	0.0%	0.0%	11.8%	20.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.0%	0.0%	0.0%
Consultants, commercial labs or private R&D institutes	10.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	16.7%	0.0%	0.0%	0.0%	10.0%	3.8%	10.0%
Government or public research institutes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.8%	0.0%
Staff within your business or enterprise group	40.0%	50.0%	60.0%	58.8%	60.0%	33.3%	100.0%	66.7%	50.0%	100.0%	100.0%	55.0%	15.4%	30.0%
Suppliers of equipment, materials, services or software	10.0%	12.5%	0.0%	17.6%	0.0%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	10.0%	3.8%	10.0%
Universities or other higher education institutions	0.0%	12.5%	20.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.3%	25.0%	0.0%	15.0%	0.0%	0.0%

Innovation Sources	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Warrington	West Lancashire	Wigan
Clients or customers from the private sector	28.6%	10.0%	23.3%	6.7%	6.7%	23.5%	14.3%	9.1%	25.0%	0.0%	0.0%	25.0%
Clients or customers from the public sector	14.3%	10.0%	10.0%	6.7%	6.7%	0.0%	0.0%	9.1%	6.3%	0.0%	0.0%	12.5%
Competitors or other businesses in your industry	0.0%	0.0%	6.7%	0.0%	6.7%	0.0%	7.1%	0.0%	6.3%	0.0%	0.0%	0.0%
Consultants, commercial labs or private R&D institutes	0.0%	0.0%	13.3%	0.0%	6.7%	5.9%	0.0%	0.0%	0.0%	0.0%	0.0%	12.5%
Government or public research institutes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	12.5%
Staff within your business or enterprise group	71.4%	20.0%	36.7%	53.3%	46.7%	52.9%	28.6%	45.5%	43.8%	100.0%	100.0%	75.0%
Suppliers of equipment, materials, services or software	0.0%	10.0%	13.3%	6.7%	13.3%	0.0%	7.1%	0.0%	6.3%	0.0%	0.0%	12.5%
Universities or other higher education institutions	0.0%	0.0%	3.3%	6.7%	13.3%	5.9%	7.1%	0.0%	6.3%	0.0%	0.0%	0.0%

Innovation Sources	0-4	5-9	10-49	50-249	250+	Not Known
Clients or customers from the private sector	12.5%	41.7%	21.2%	40.0%	50.0%	0.0%
Clients or customers from the public sector	7.8%	16.7%	6.1%	10.0%	0.0%	0.0%
Competitors or other businesses in your industry	3.1%	8.3%	6.1%	0.0%	0.0%	0.0%
Consultants, commercial labs or private R&D institutes	4.7%	8.3%	3.0%	20.0%	0.0%	0.0%
Government or public research institutes	0.0%	0.0%	3.0%	0.0%	0.0%	0.0%
Staff within your business or enterprise group	42.2%	50.0%	54.5%	80.0%	50.0%	25.0%
Suppliers of equipment, materials, services or software	7.8%	16.7%	9.1%	10.0%	0.0%	0.0%
Universities or other higher education institutions	4.7%	8.3%	3.0%	20.0%	0.0%	0.0%

Note: Figures may not sum to 100%, due to multiple response questions

riers to Innovation

Barriers to Innovation	Business, Financial and Professional Services	Construction	Creative and Cultural Industries	Creative, Digital and Technology	Education	Engineering	Green Technologies and Services (LCEGS)	Health and Social Care	Hospitality, Tourism and Sport	Life Sciences and Health Innovation	Logistics (Transport and Storage)	Manufacturing	Other service activities not listed above	Retail and Wholesale
Availability of finance (including awareness of finance available and how available to access)	4.5%	0.0%	33.3%	47.1%	0.0%	0.0%	20.0%	0.0%	16.7%	14.3%	0.0%	7.1%	3.8%	0.0%
Cost of finance	9.1%	0.0%	0.0%	41.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.1%	0.0%	20.0%
Direct innovation costs too high	18.2%	0.0%	16.7%	52.9%	0.0%	0.0%	20.0%	0.0%	25.0%	28.6%	0.0%	17.9%	0.0%	0.0%
EU regulations (including standards)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.6%	0.0%	10.0%
Excessive perceived economic risks	4.5%	10.0%	0.0%	5.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	33.3%	14.3%	0.0%	0.0%
Lack of information on markets	0.0%	10.0%	0.0%	5.9%	0.0%	0.0%	0.0%	10.0%	0.0%	0.0%	0.0%	10.7%	3.8%	0.0%
Lack of information on technology	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.1%	0.0%	0.0%
Lack of qualified personnel	0.0%	10.0%	16.7%	17.6%	20.0%	0.0%	20.0%	20.0%	8.3%	0.0%	33.3%	7.1%	7.7%	10.0%
Market dominated by established businesses	0.0%	0.0%	0.0%	17.6%	0.0%	0.0%	0.0%	0.0%	0.0%	14.3%	0.0%	0.0%	0.0%	0.0%
None of the above	27.3%	50.0%	16.7%	11.8%	20.0%	66.7%	0.0%	40.0%	50.0%	0.0%	0.0%	14.3%	65.4%	70.0%
Outcome of the EU referendum	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.0%
UK government regulations	4.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.3%	0.0%	0.0%	3.6%	0.0%	0.0%
Uncertain demand for innovative goods or services	4.5%	0.0%	0.0%	0.0%	20.0%	0.0%	0.0%	20.0%	0.0%	28.6%	0.0%	3.6%	3.8%	0.0%

Barriers to Innovation	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Warrington	West Lancashire	Wigan
Availability of finance (including awareness of finance available and how available to access)	0.0%	20.0%	12.2%	0.0%	18.8%	15.8%	6.3%	0.0%	5.6%	0.0%	0.0%	37.5%
Cost of finance	12.5%	20.0%	9.8%	0.0%	0.0%	21.1%	0.0%	9.1%	0.0%	0.0%	0.0%	12.5%
Direct innovation costs too high	12.5%	30.0%	17.1%	6.7%	6.3%	10.5%	18.8%	18.2%	11.1%	100.0%	0.0%	25.0%
EU regulations (including standards)	0.0%	0.0%	0.0%	6.7%	0.0%	0.0%	0.0%	0.0%	5.6%	0.0%	0.0%	0.0%
Excessive perceived economic risks	0.0%	10.0%	4.9%	6.7%	6.3%	5.3%	0.0%	0.0%	5.6%	0.0%	0.0%	12.5%
Lack of information on markets	12.5%	0.0%	7.3%	0.0%	12.5%	0.0%	0.0%	0.0%	5.6%	0.0%	0.0%	0.0%
Lack of information on technology	0.0%	0.0%	2.4%	6.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Lack of qualified personnel	0.0%	0.0%	9.8%	6.7%	12.5%	10.5%	0.0%	9.1%	11.1%	0.0%	0.0%	50.0%
Market dominated by established businesses	0.0%	10.0%	0.0%	0.0%	0.0%	0.0%	12.5%	0.0%	5.6%	0.0%	0.0%	0.0%
None of the above	25.0%	50.0%	22.0%	40.0%	31.3%	42.1%	43.8%	45.5%	33.3%	0.0%	0.0%	25.0%
Outcome of the EU referendum	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.6%	0.0%	0.0%	0.0%
UK government regulations	0.0%	10.0%	0.0%	6.7%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%	0.0%	0.0%
Uncertain demand for innovative goods or services	12.5%	0.0%	4.9%	0.0%	6.3%	5.3%	0.0%	0.0%	5.6%	100.0%	0.0%	12.5%

Barriers to Innovation	0-4	5-9	10-49	50-249	250+	Not Known
Availability of finance (including awareness of finance available and how available to access)	20.0%	0.0%	10.8%	0.0%	0.0%	4.2%
Cost of finance	12.3%	14.3%	5.4%	0.0%	0.0%	4.2%
Direct innovation costs too high	21.5%	14.3%	16.2%	5.9%	0.0%	8.3%
EU regulations (including standards)	0.0%	7.1%	0.0%	0.0%	14.3%	0.0%
Excessive perceived economic risks	3.1%	14.3%	8.1%	0.0%	14.3%	0.0%
Lack of information on markets	4.6%	7.1%	5.4%	5.9%	0.0%	0.0%
Lack of information on technology	0.0%	7.1%	2.7%	0.0%	0.0%	0.0%
Lack of qualified personnel	6.2%	0.0%	21.6%	5.9%	14.3%	8.3%
Market dominated by established businesses	4.6%	0.0%	0.0%	5.9%	0.0%	0.0%
None of the above	32.3%	42.9%	35.1%	11.8%	0.0%	54.2%
Outcome of the EU referendum	0.0%	0.0%	0.0%	0.0%	14.3%	0.0%
UK government regulations	1.5%	7.1%	2.7%	0.0%	0.0%	0.0%
Uncertain demand for innovative goods or services	6.2%	7.1%	2.7%	5.9%	0.0%	4.2%

Note: Figures may not sum to 100%, due to multiple response questions

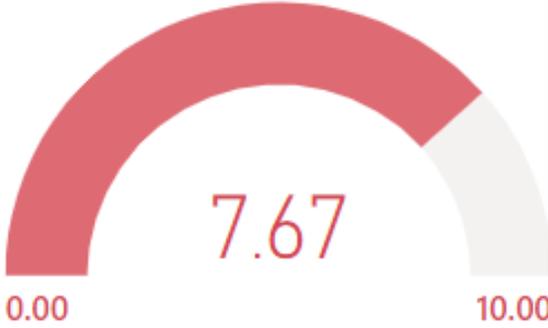


BLACK AND MINORITY ETHNIC OWNED BUSINESSES DATA APPENDIX

RESULTS FOR 3RD MARCH 2023 TO 3RD APRIL 2023

www.growthco.uk

BUSINESS CONFIDENCE ABOUT THE FUTURE – AND CURRENT PRESSING CHALLENGES

Business Confidence Index	BCI by Sector		BCI by Local Authority		BCI by Size Band	
 <p data-bbox="229 756 369 835">7.67</p> <p data-bbox="25 863 89 892">0.00</p> <p data-bbox="496 863 573 892">10.00</p>	Sector	Business Confidence	Local Authority	Business Confidence	Size	Business Confidence
	Business, Financial and Professional Services	9.00	Bolton	8.00	0-4	7.43
	Health Care and Social Care	8.00	Manchester	7.40	5-9	8.50
	Life Sciences and Health Innovation	7.00	Salford	7.00	10-49	7.67
	Logistics (Transport and Storage)	8.00	Tameside	7.00		
	Manufacturing	7.00	Trafford	8.33		
	Other service activities not listed above	7.00	Wigan	8.00		
	Retail and Wholesale	8.00				

FUTURE INVESTMENT SENTIMENT BY INVESTMENT THEME

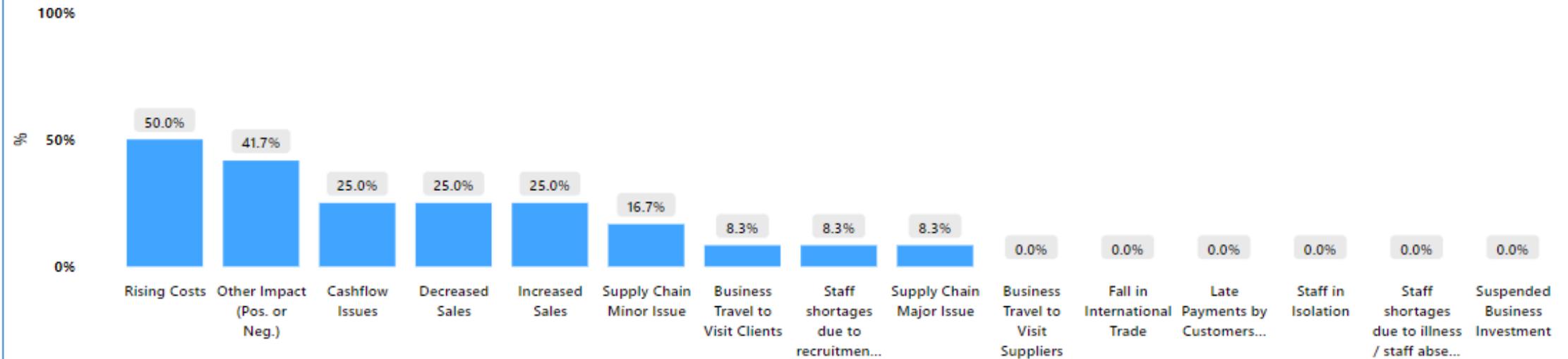


FINANCE AND ACCESSING SUPPORT AND ADVICE

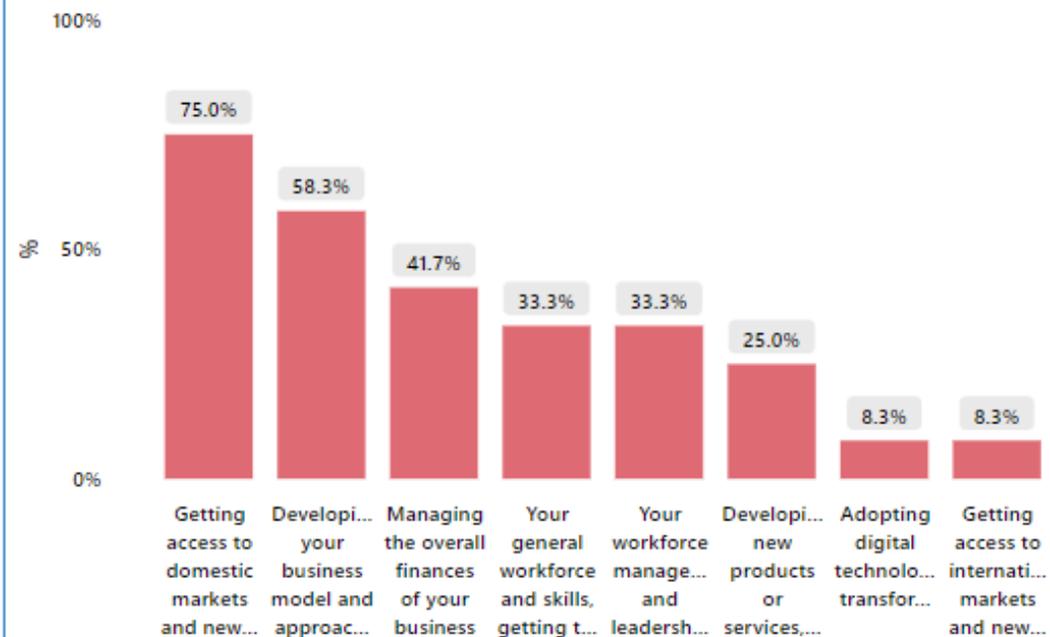


MAIN IMPACTS FACED BY BUSINESS FROM CURRENT ECONOMIC CLIMATE

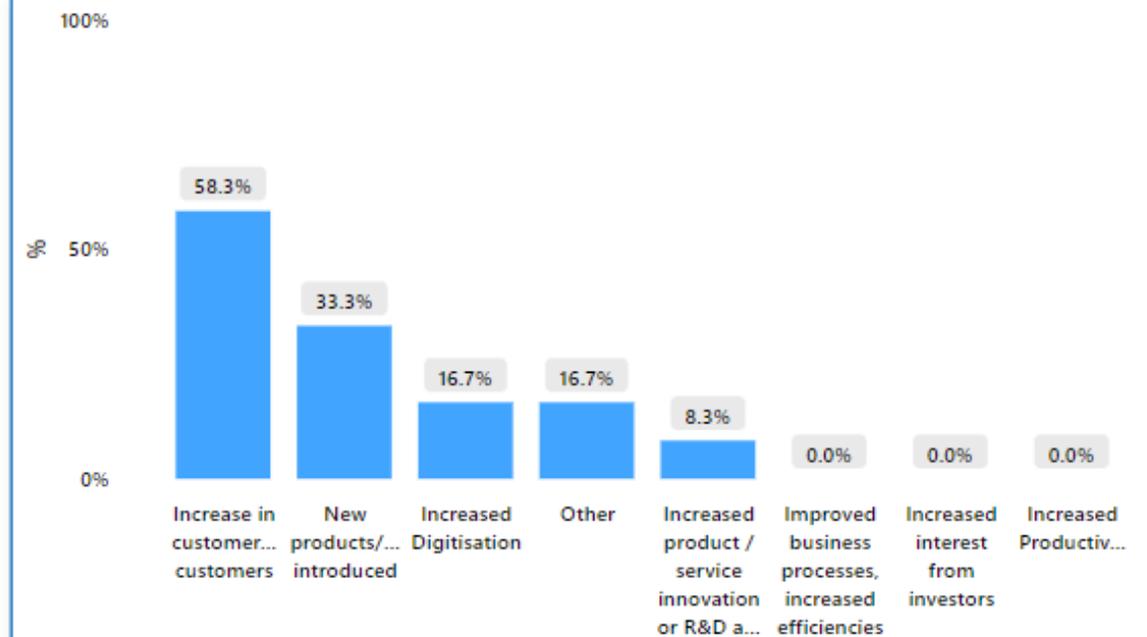
Main Challenges Experienced



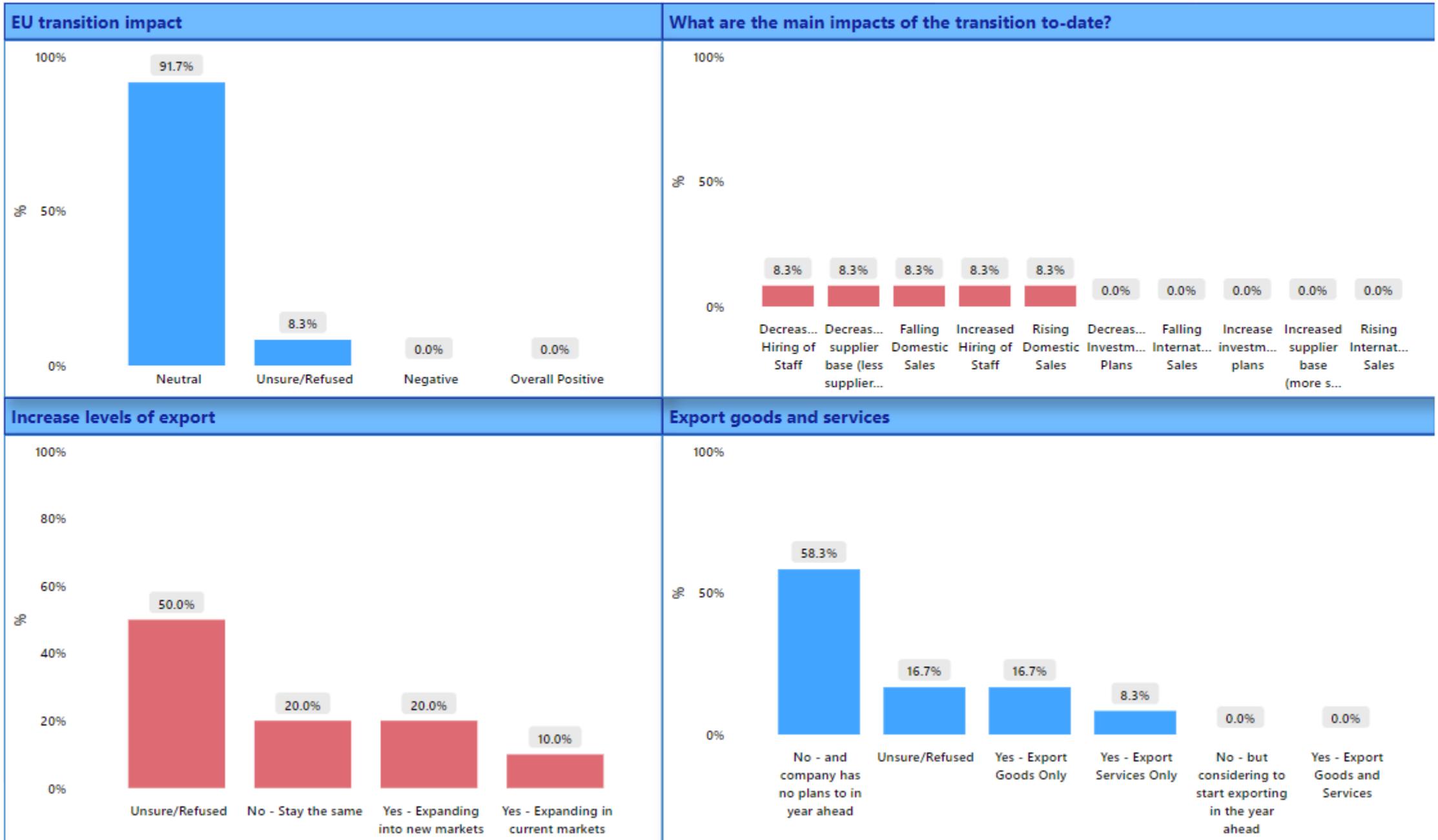
Pressing Current Challenges



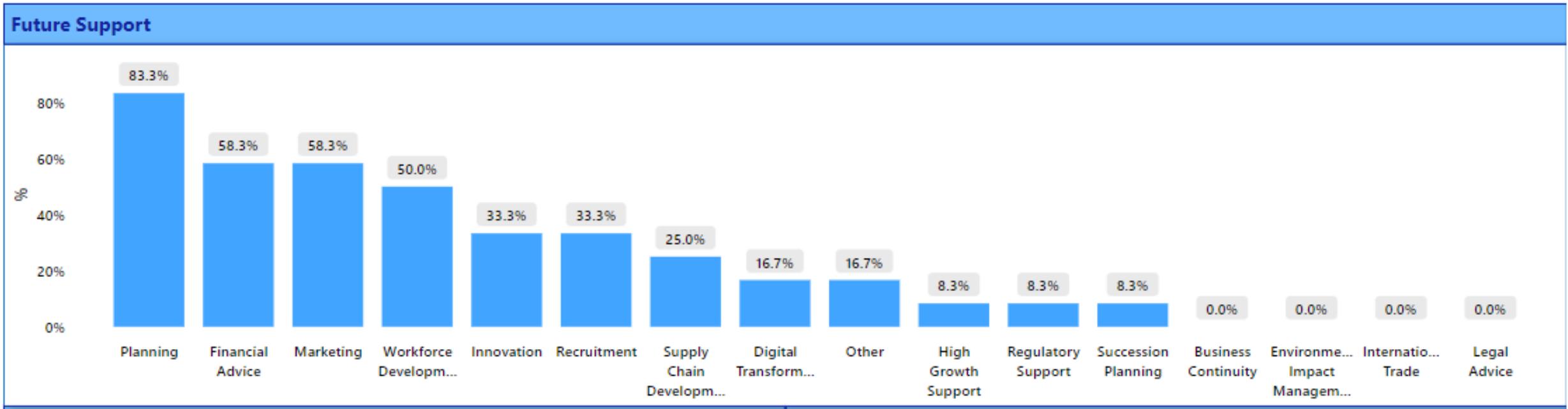
Positive Impacts Experienced



INTERNATIONAL TRADE, AND IMPACTS OF THE TRANSITION FROM THE EU

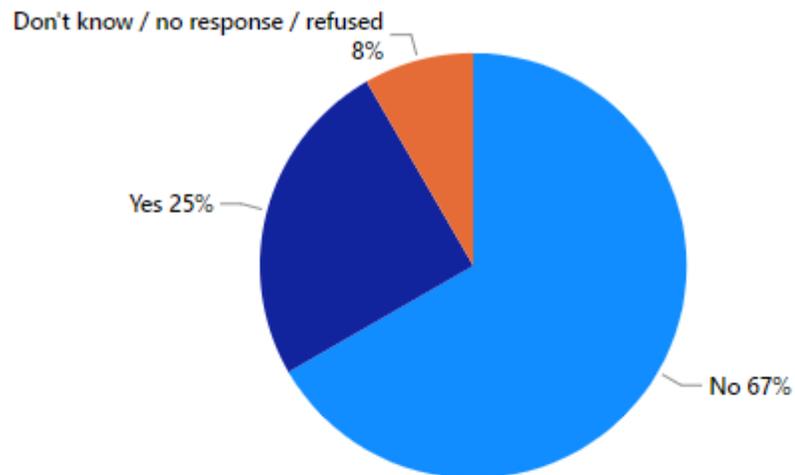


MAIN AREAS OF BUSINESS SUPPORT NEED IN THE YEAR AHEAD

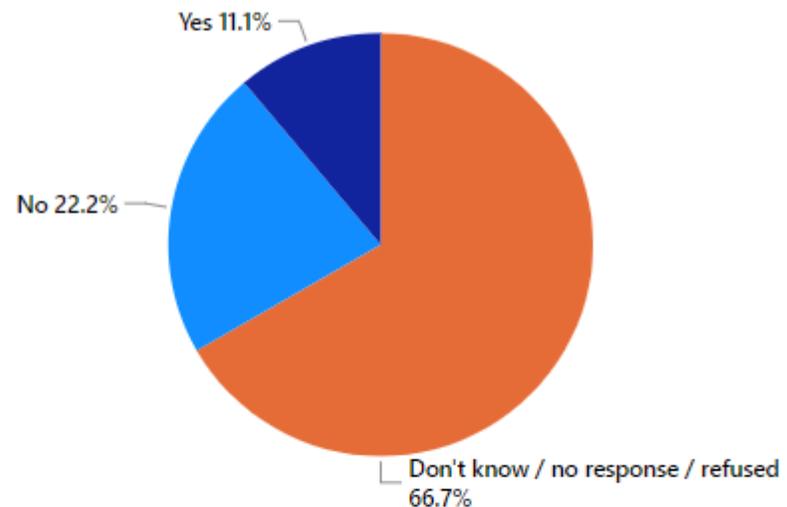


EMPLOYMENT, RECRUITMENT AND HEADLINE SKILLS CHALLENGES

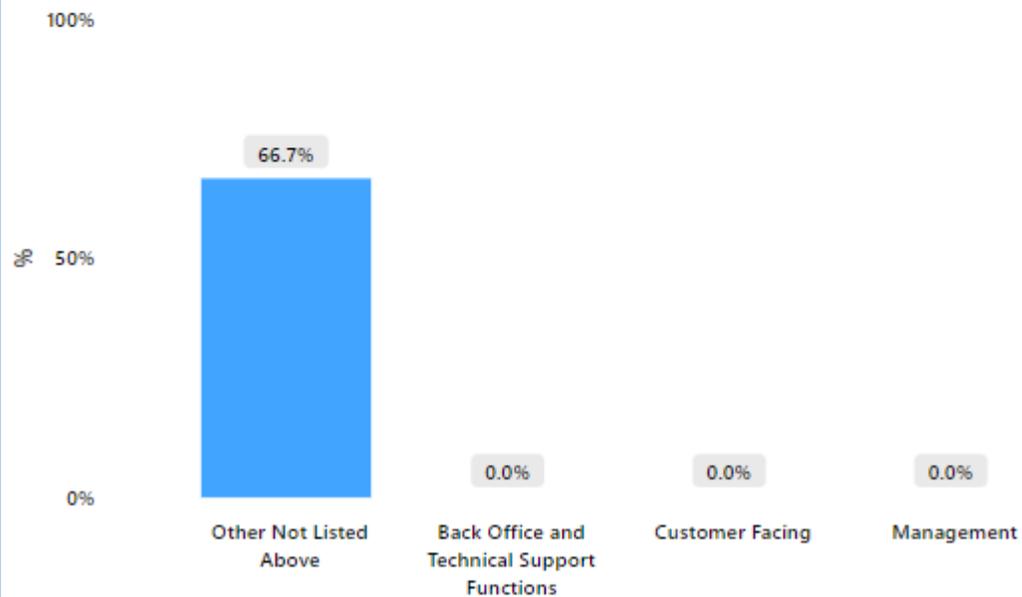
Are you currently recruiting new staff?



Are you currently experiencing difficulties recruiting for specific vacancies?



Occupations being recruited

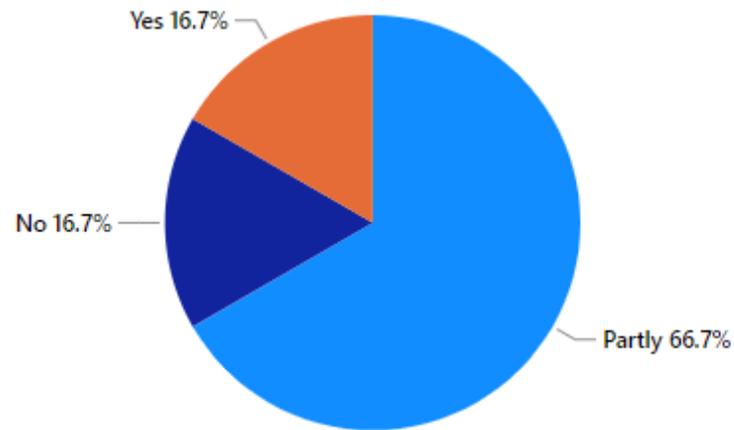


Hard to Fill Vacancies

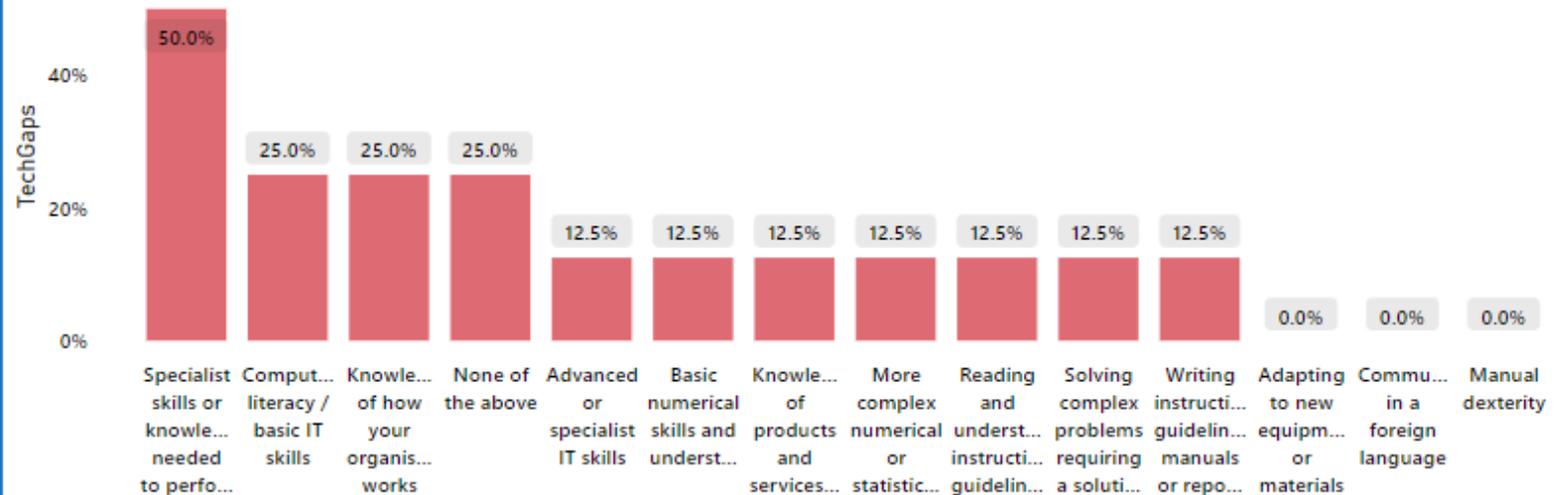


EMPLOYMENT, RECRUITMENT AND HEADLINE SKILLS CHALLENGES

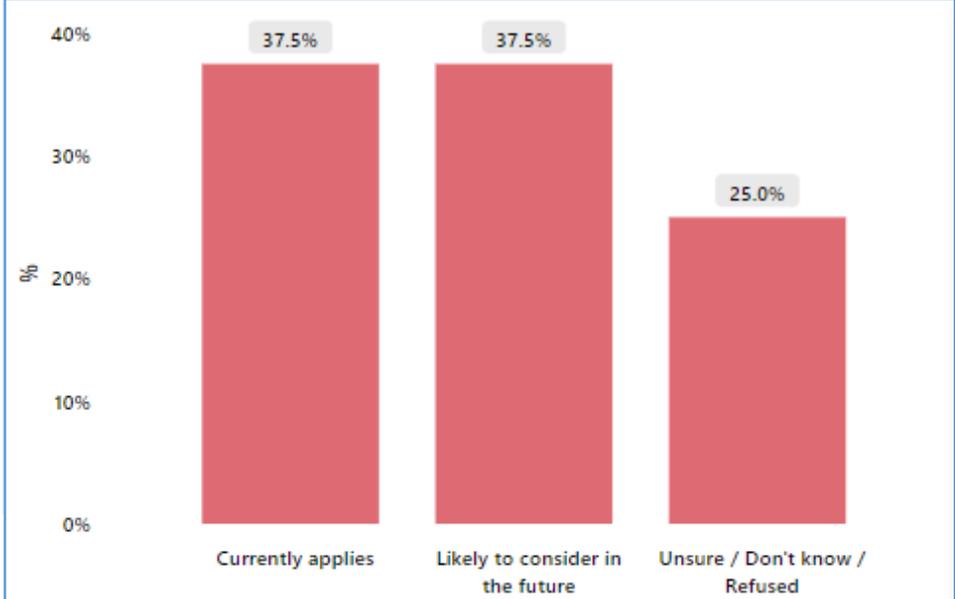
Do you think the current skills of your workforce are at the right level?



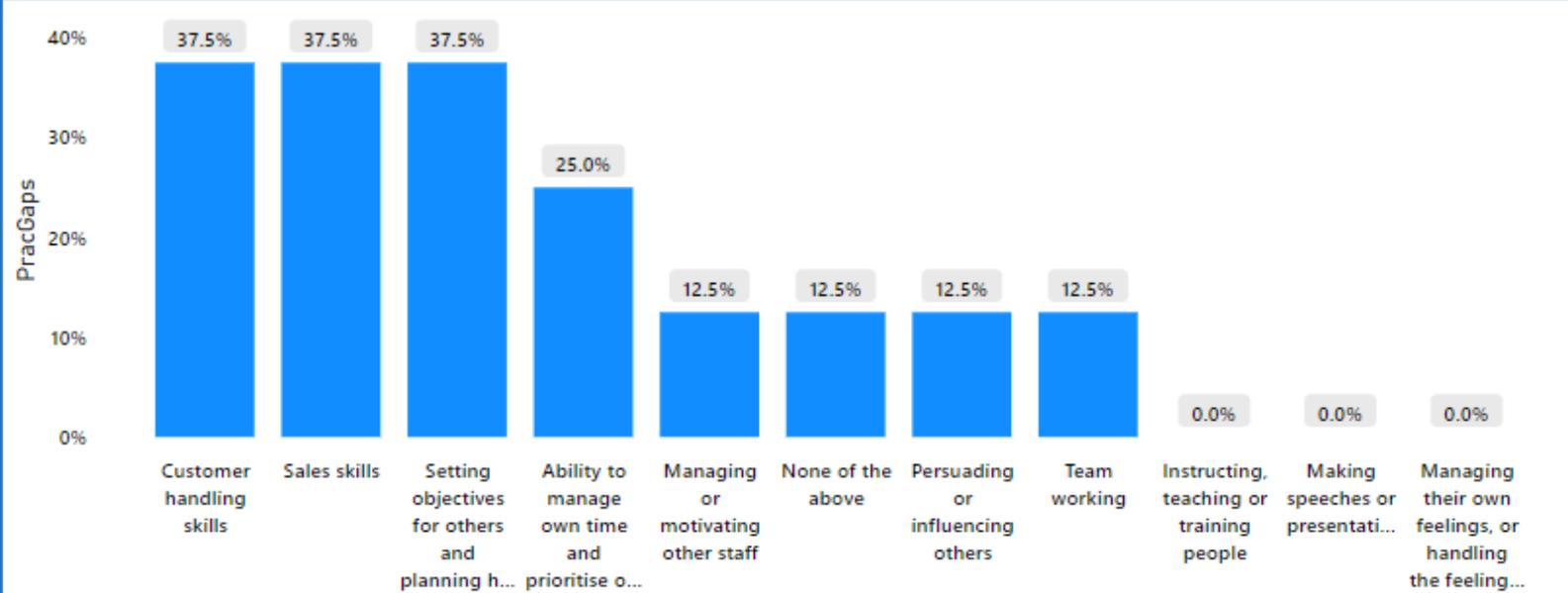
Technical Skills Gaps



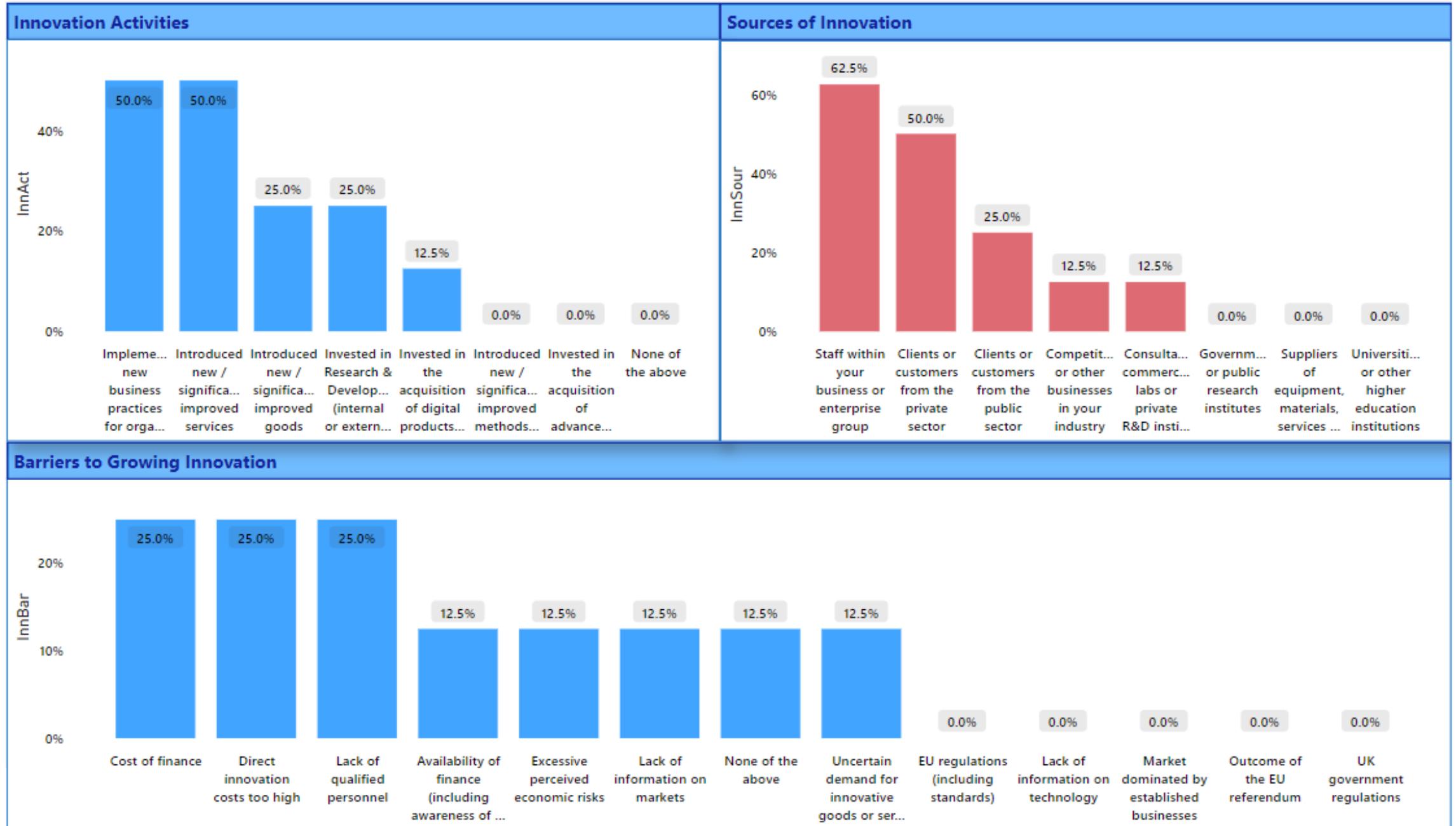
Investment in Management and Leadership Training for Managers



Practical Skills Gaps



PULSE SURVEY QUESTIONS – INNOVATION



PULSE SURVEY QUESTIONS – SOCIAL VALUE



PULSE SURVEY QUESTIONS – ENVIRONMENT

