



The
Growth
Company

GC SITUATION REPORT AND BUSINESS SURVEY RESULTS

RESULTS FOR RESULTS FOR 6TH JANUARY 2023 TO 3RD FEBRUARY 2023

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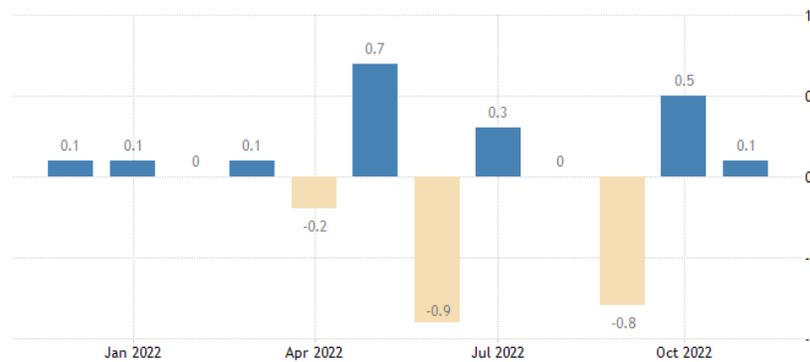
1. ECONOMIC CONTEXT AND SURVEY HEADLINES

The GC Situation Report January 2023 contains leading economic data from both national and local sources. This month's survey report findings are based on 245 surveys completed with firms (almost all in Greater Manchester), between the 6th January 2023 to 3rd February 2023. A supporting data annex provides intelligence for all firms, alongside the data annex for each local authority within Greater Manchester.

Economic context: The IMF predict that UK 2023 output will contract by 0.5 per cent and represents a downgrade of its October forecast of 0.2 per cent growth for this year. By the second quarter of this year, UK GDP is expected to be around 1% lower than in the same period of 2022. Even if there is a "technical" recession (two successive quarters of falling GDP), it will - by past standards - be a short and shallow one. Economic conditions should improve gradually during coming months as rates of inflation continue to ease and as China's wave of Covid infections slows. Inflation has peaked in most countries and there have been sharp falls in global shipping rates, and falls in European wholesale prices for natural gas. Businesses will face increased financial stress, especially in the first half of 2023, though the rate of failures should remain below the levels seen in 2008-09. Small businesses in the retail and hospitality sectors will be especially vulnerable, while weak demand and higher borrowing costs will adversely affect trading conditions. Households are grappling with falling living standards, as wages fail to keep up with inflation, leading to difficult trading conditions for firms in consumer facing markets. With many businesses also opting to delay capital expenditure plans, the global manufacturing sector is going through a tough start to the year.

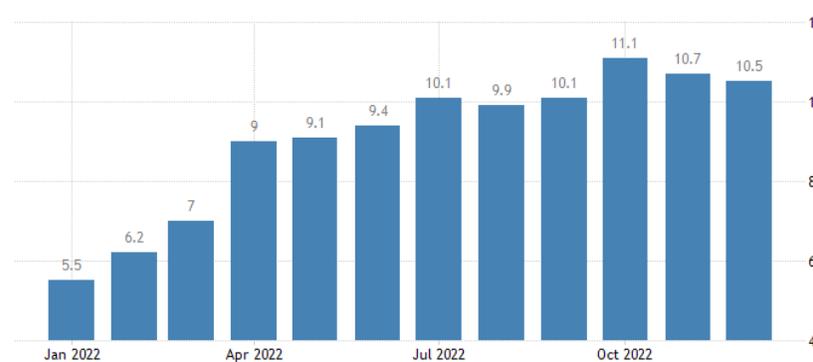
GC survey headlines: The latest results show that confidence continues to be strong in the face of difficult economic circumstances. However, the main risks of elevated costs, decreased sales, and cashflow issues remain. Cost risks have increased slightly in the latest survey and is a major problem for over a third of firms. Nearly four-fifth of firms are certain they have reserves to last over 6 months, a sharp increase from the last two months. Cashflow problems are continuing to affect a fifth of businesses as a serious risk, and the survey this month shows a decrease in firms reporting late payments. However, this hasn't (yet) filtered through into rising insolvency risk. The proportion reporting they need to increase domestic sales has increased, 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 remains the same, however, nearly two thirds report workforce skill gaps, in particular within sales, digital and team leadership / team working alongside a range of specialist technical skills.

UK GDP expands by 0.1% in November 2022 (latest from ONS)



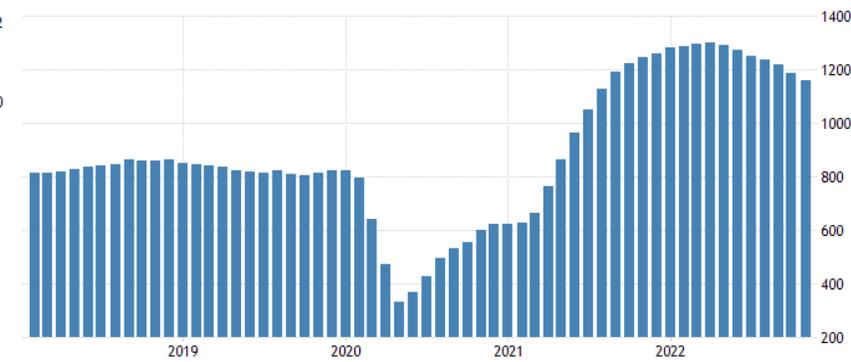
- **The British economy expanded 0.1% in November** from October of 2022, easing from a 0.5% growth in the previous period but beating market forecasts of a 0.2% decline.
- Output in consumer-facing services was up 0.4% (vs 1.5% in October), led by food and beverage service activities in a month where the FIFA World Cup started. The services sector as a whole grew by 0.2%, after growth of 0.7% in October, with the largest contributions coming from administrative service activities and information and communication.
- Meanwhile, production output decreased by 0.2%, after a fall of 0.1% in October. Manufacturing was the main driver of the decline, partially offset by a positive contribution from mining and quarrying.

UK Inflation fell to 10.5% in December 2022



- **Annual inflation rate in the UK fell to 10.5% in December** of 2022 from 10.7% in November. It marks a second consecutive month of slowing inflation and lowest rate in 3 months, after a peak of 11.1% in October.
- The largest downward contribution came from transport prices (6.5% vs 7.2%), namely motor fuels. Average petrol prices fell by 8 pence per litre between November and December. Prices also eased for clothing and footwear (6.5% vs 7.5%) and recreation and culture (4.9% vs 5.3%).
- On the other hand, prices rose faster for restaurants and hotels (11.3%, the largest since 1991 vs 10.2%), particularly accommodation, and food and non-alcoholic beverages (16.8%, which is the highest since 1977).

UK Vacancy numbers fall for the sixth consecutive period



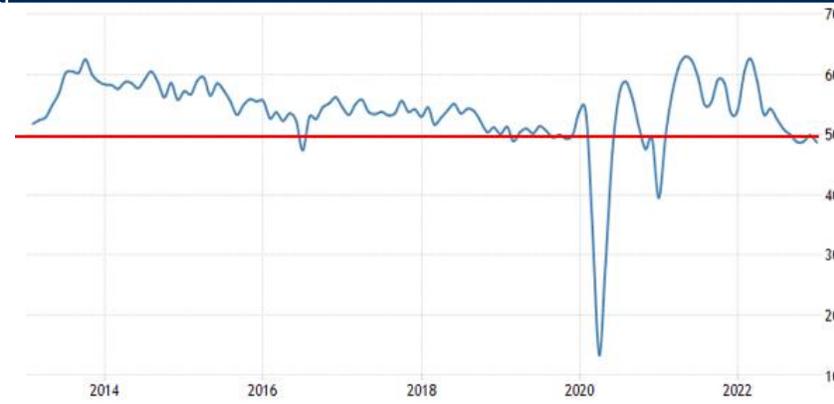
- **The number of vacancies in October to December 2022 was 1,161,000**, which is a decrease of 75,000 from July to September 2022. Quarterly growth fell for the sixth consecutive period to a negative 6.1% in October to December 2022, with vacancies falling in 14 out of 18 industry sectors.
- In October to December 2022, total vacancies were down by 85,000 from the level of a year ago, but remained 365,000 above their pre-coronavirus - January to March 2020 levels.
- In September to November 2022, the number of unemployed people per vacancy was at 1.0, which is up slightly from the previous quarter (June to August 2022) but remains indicative of a tight labour market.

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** was revised slightly higher to 47.0 in January 2023, up from a preliminary estimate of 46.7 and above December's 31-month low of 45.3.
- The latest reading pointed to a sixth consecutive month of contraction in the sector, but the softest since last September, amid lower intakes of new work and disruptions caused by raw material & staff shortages.
- New orders declined for the eighth month running, reflecting weaker demand from both domestic and overseas clients, and employment fell for the fourth successive month.
- At the same time, purchasing activity continued to fall, with the rate of decline equalling November's two-and-a-half year record, while pressure on supply chains lessened.
- On the price front, input cost inflation slowed to a 27-month low, while selling price inflation accelerated. Finally, business optimism rose to its highest level since April 2022.

- **The S&P Global/CIPS UK Services PMI** was revised higher to 48.7 in January of 2023 from a preliminary of 48. It was still down from 49.9 in December, to remain below the neutral 50.0 threshold for the fourth consecutive month.
- Although only marginal, the rate of decline for overall business activity was the fastest since January 2021, mostly attributed to subdued business and consumer spending.
- Business activity expectations for the next 12 months nonetheless improved considerably since December. Softer input cost pressures and improving energy market trends appeared to have boosted output growth projections across the service economy.
- Operating expenses increased at the weakest pace since August 2021, helped by lower fuel bills. However, many survey respondents reported sharp rises in staff wages due to tight labour market conditions, alongside higher utility bills.

- **The S&P Global/CIPS UK Composite PMI** went down to 48.5 in January of 2023 from 49 in December but above preliminary estimates of 47.8. The latest reading pointed to the sixth consecutive contraction in private sector, the longest period of continuous decline since the global financial crisis in 2008/09.
- However, the rate of contraction was only modest in January. Manufacturing production continued to decline more quickly than service sector activity. That said, manufacturing output fell at the slowest pace since July 2022, while the latest service sector performance was the weakest for two years.
- Private sector employment was broadly unchanged in January as job creation in the service economy was offset by another solid decrease in payroll numbers at manufacturing firms. Meanwhile, input cost inflation moderated to its lowest since May 2021, with both manufacturers and service providers reporting softer price pressures at the start of the year.

- **Retail sales** in the UK sank 1% month-over-month in December of 2022, following an upwardly revised 0.5% drop in November and compared to market forecasts of a 0.5% rise. Sales at non-food stores fell 2.1% as consumers are cutting back on spending because of increased prices and affordability concerns. Sales were mostly down for cosmetics, sports equipment, games and toys and watches and jeweller and at department and clothing stores.
- **The GfK Consumer Confidence indicator** fell to -45 in January 2023 from -42 in December, defying expectations for a slight improvement to -40 as the UK continues to face persistently high inflation and rising energy bills.
- **The number of registered company insolvencies** nationally in December 2022 was 1,964: 32% higher than in the same month in the previous year (1,489 in December 2021), and 76% higher than the number registered 3 years previously (pre-pandemic; 1,119 in December 2019). There were 183 compulsory liquidations in December 2022, more than three and a half times as many as in December 2021 and 8% higher than in December 2019. Numbers of compulsory liquidations have increased from historical lows seen during the pandemic, partly as a result of an increase in winding-up petitions presented by HMRC. In December 2022 there were 1,659 Creditors' Voluntary Liquidations, 22% higher than in December 2021 (twice as many as December 2019). Numbers of administrations and Company Voluntary Arrangements remained lower than before the pandemic but higher than December 2021.

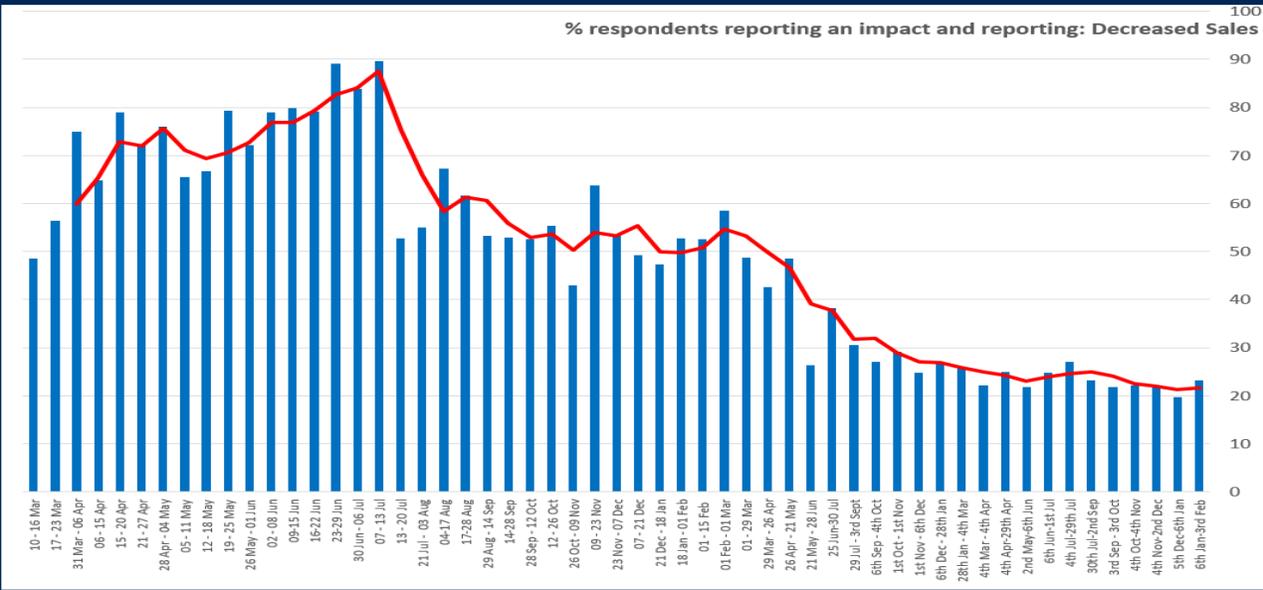
2. LOCAL BUSINESS SURVEY DATA

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

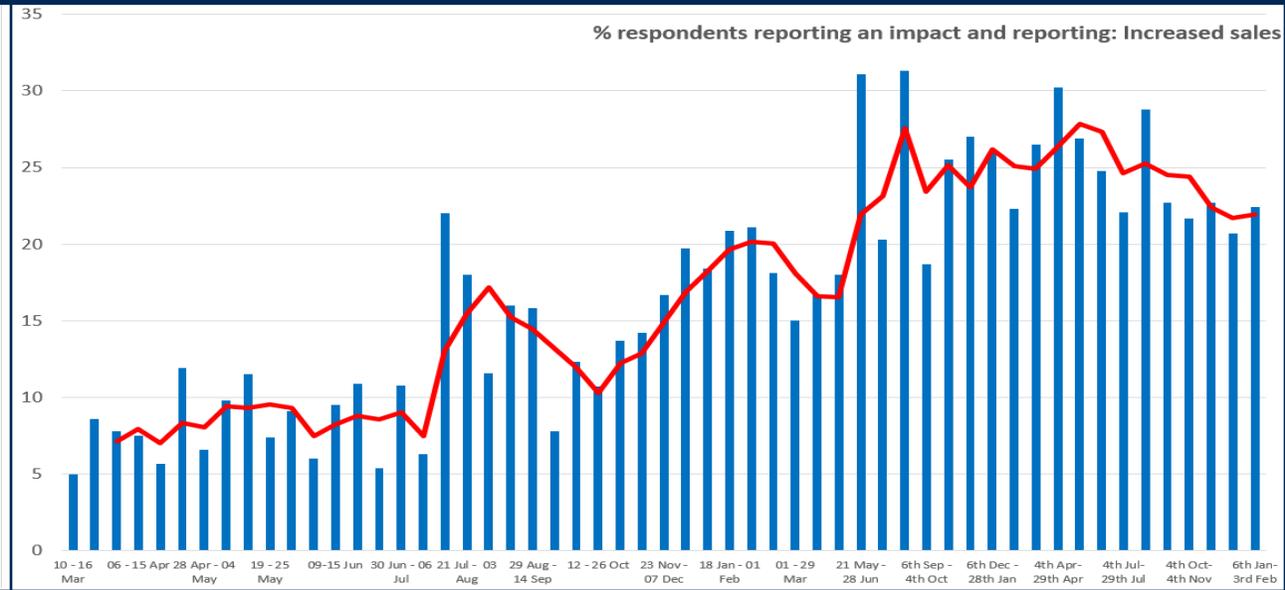
GROWTH, BUSINESS CONFIDENCE AND INVESTMENT	MAIN IMPACTS AND FINANCIAL RESILIENCE	BUSINESS CHALLENGES AND SUPPORT NEEDS
<ul style="list-style-type: none"> ➤ The GC Business Confidence Index (GC-BCI), a ranking of how confident businesses are on their growth prospects for the year ahead, currently stands at 7.2 out of 10, the same as the previous month. However, business confidence varies between sector. Confidence is highest in logistics and LCEGS, and lowest in life sciences and creative and cultural industries. Confidence is higher in SMEs compared to large firms. ➤ Sales and profits. 22% (vs 21% previously) of firms reported that they experienced an increase in sales in the last month, and 71% expect profits to increase (vs 62%, and slightly higher than seen in Jan 2022). Just 3% (vs 5%) expect profits to decrease. The life-sciences and health innovation sector (83%) was most likely to expect profits to rise, followed by manufacturing (76%) and logistics (75%). ➤ Investment. 51% (vs 50%) of firms expect to increase Capex spend in the year ahead. 55% (vs 54%) of firms expect to increase their allocation towards investing in workforce development and skills, innovation (58% vs 51%), and digital transformation (53% vs 44%). Large firms (250+ FTEs) and businesses in the construction 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 (37% vs 36% previously), decreased sales (23% vs 20%), and cashflow issues (21% vs 20%). The engineering sector, tourism & hospitality, and other service activities were most likely to report decreased sales. ➤ Cash reserves. 79% (vs 74%) of firms report that they have cash reserves to last over 6 months. 84% of SME's with 50-249 employees have cash reserves to last over 6 months, and reserves were highest in healthcare (86%), other service activities (85%), and BFPS (81%). ➤ Cashflow. 21% (vs 20%) of firms said they had cashflow problems. Micro-size firms (<10 employees) were three times more likely to report cashflow issues this month compared to SMEs (50-249 FTEs). The 'other services' sector. THL and Health were the most likely to report cashflow problems than all other sectors. ➤ Insolvency risk. Data for January shows that 11.4% (11.6% last month) have a 1-3 flag risk rating, compared with 10.6% nationally (10.8% last month). Insolvency risk in GM is higher in larger businesses than nationally (49+ emps). Insolvency risk in GM is up 1.3 % points vs pre-covid (April 2020), +1.2%pts nationally; and similar to the same time last year. 	<ul style="list-style-type: none"> ➤ The main pressing challenges facing business. Access to new domestic sales opportunities (52% vs 49% previously and continuing to rise, highest impacts in construction and other personal services), developing the business model (51% vs 42%), managing overall business finances (43% vs 41%), developing new products/services (38% vs 32%), and general workforce and skills (27% vs 25%). ➤ The main areas of future support. Looking to the year ahead, the main areas identified are, business planning (40% vs 40%), marketing (39% vs 38%), workforce development (37% vs 33%), innovation (32% vs 40%) and digital transformation (24% vs 23%). 14% (vs 14%) are looking for extra support to manage their environmental impact. ➤ Brexit. 69% (65% previously) of firms said the impact of transition and exit from EU had a 'neutral' impact, whereas 14% (vs 12%) said 'negative', 17% (vs 20%) 'unsure', 0.4% (vs 0%) said 'positive' overall. ➤ International trade. 8% (vs 10%) of firms undertaking overseas trade said they were looking to expand in current markets. 13% of SMEs (0-9) are looking to expand in new markets and mainly those firms within logistics, tourism and hospitality, education, and engineering sectors.
EMPLOYMENT AND SKILLS	RESEARCH, DEVELOPMENT AND INNOVATION	SOCIAL VALUE AND GOOD EMPLOYMENT
<ul style="list-style-type: none"> ➤ Recruitment. 23% (vs 23% previously) of firms are currently recruiting new staff, 14% (vs 13%) said they had difficulties recruiting. The main occupational groups recruiting are for are customer facing roles (34% vs 41%), managerial (11% vs 12%), and other roles not listed (36% vs 22%). ➤ Redundancy risk. 3% (vs 2%) of firms said they were in the process of considering making redundancies. ➤ Workforce skill gaps. 64% (vs 54%) 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 skills (28%), advanced specialist IT skills (16%), computer literacy/basic IT skills (9%), knowledge of products/services (8%), and adapting to new equipment (7%). The main people and personal skill gaps identified are: sales skills (18%), team working (15%), and customer handling skills (15%). ➤ Workforce development. 55% (vs 54%) of firms said they are looking to increase investment in workforce development in the next 12 months, 42% (vs 42%) said they thought investment levels would remain the same, and 1% (vs 2%) were unsure. 	<ul style="list-style-type: none"> ➤ Innovation activity. 25% (30% previously) have new / significantly improved services, 22% (23%) of firms introduced new / significantly improved goods, 21% (24%) had invested in advanced R&D activity; and 20% (26%) invested in new organisational procedures and systems. ➤ Digital innovation. 11% (vs 6%) Invested in the acquisition of digital products or digital services specifically for innovation; and 7% (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 41% (vs 46%) said staff within their own business, 13% (vs 19%) said clients / customers; and 11% (vs 9%) suppliers of equipment, materials, and services. ➤ The main barriers to growing innovation within firms are: 18% (vs 18%) said finance costs is too high, 17% (vs 20%) cited direct innovation costs are too high, 14% (vs 9%) stated issues surrounding excessive perceived economic risks, and 11% (vs 14%) stated lack of available finance. 31% (vs 22%) 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. 58% (61% previously) said this currently applies, and 19% said they were likely to include in future. ➤ Pay the Real Living Wage (currently £10.90 in GM). 55% (59%) said this currently applies, and 18% said they were likely to include in future. ➤ Offer flexible working options to employees. 46% (42%) said this currently applies, and 20% said they were likely to include in future. ➤ Involve employees in the overall direction of the business. 29% (35%) said this currently applies. 26% said they were likely to do in future. ➤ Actively look to increase the diversity of the workforce (through recruitment and progression practices). 41% (42%) said this currently applies, and 28% said they were likely to include in future. ➤ Actively promote healthy work practices. 42% (40%) said this currently applies, and 27% said they were likely to include in future.

2. MAIN GC SURVEY TIMESERIES IMPACTS

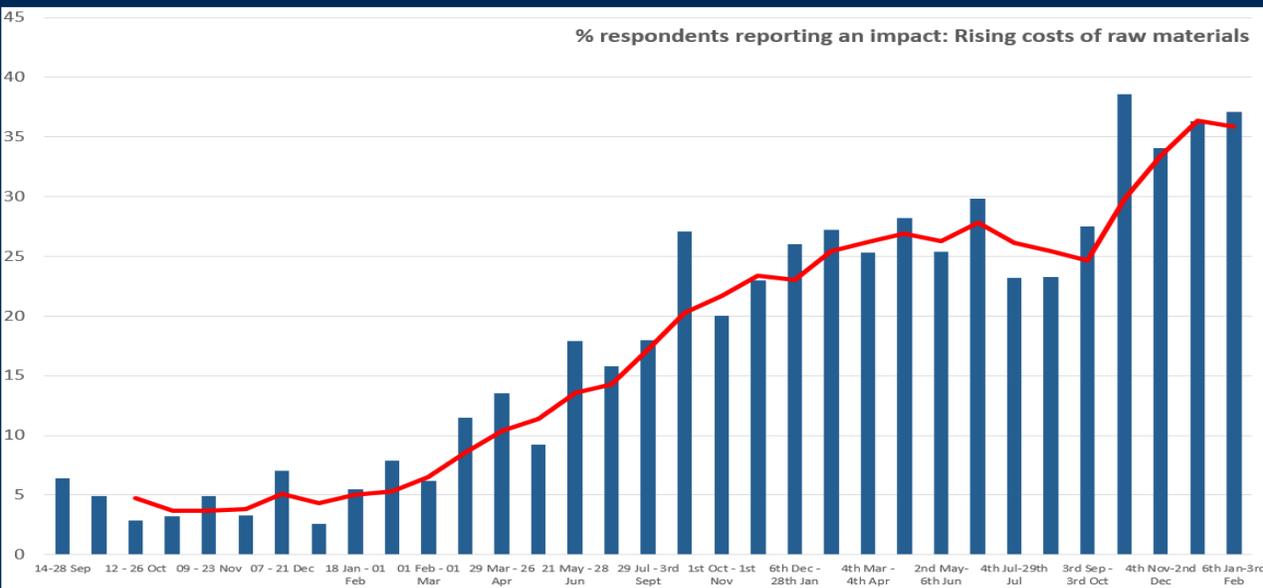
Decreased Sales (Red line = 3 week moving average)



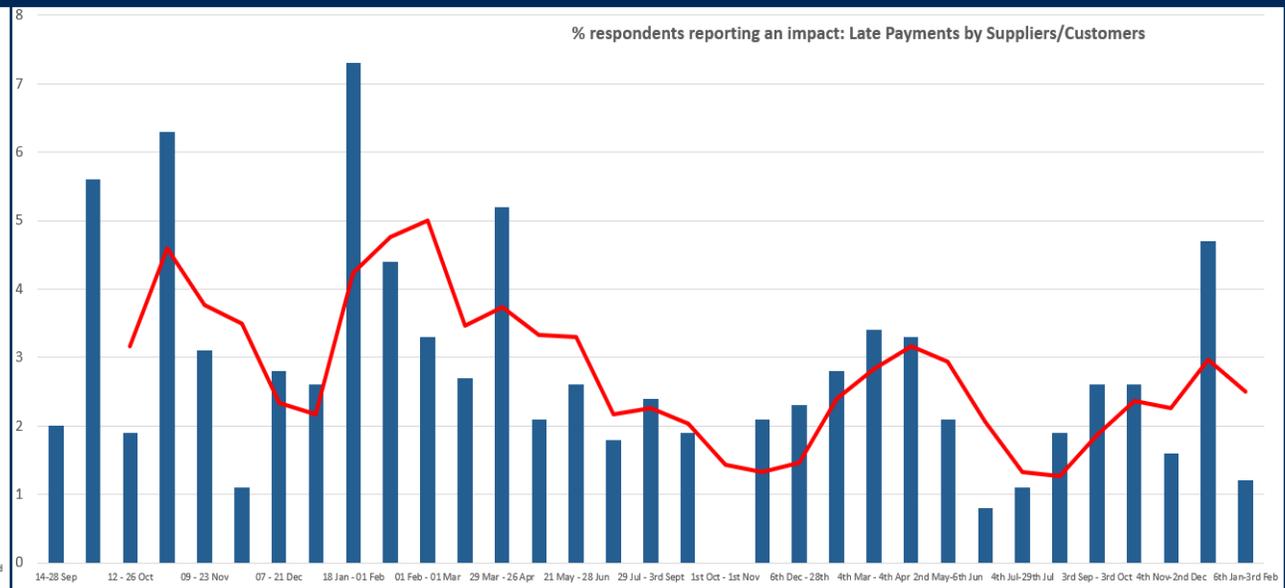
Increased sales



Rising costs

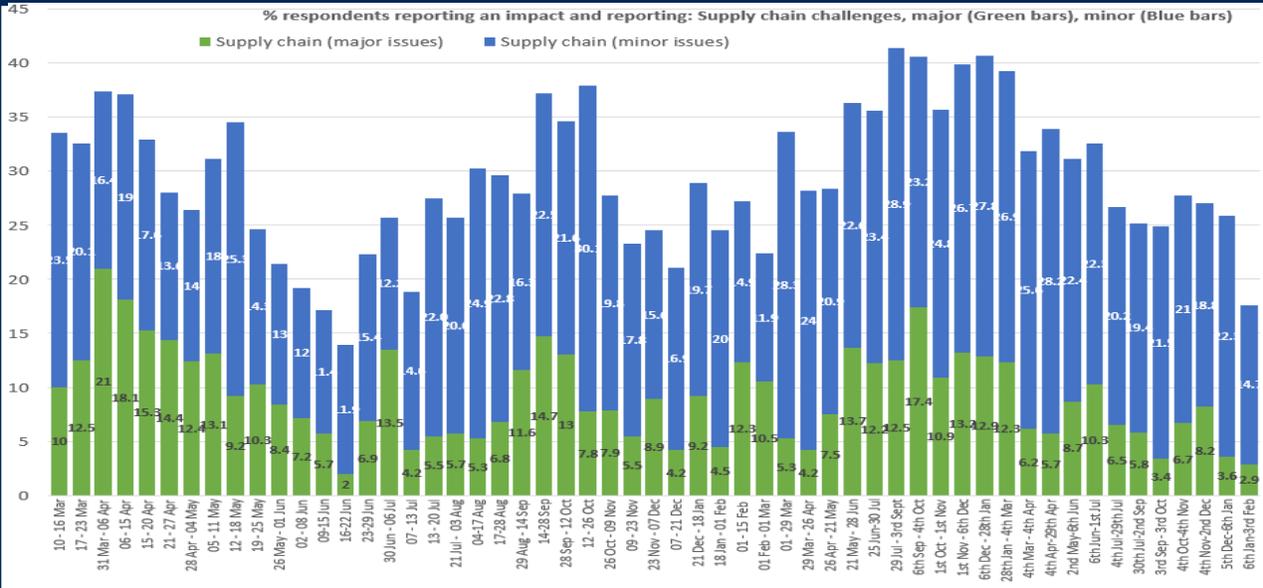


Late payments

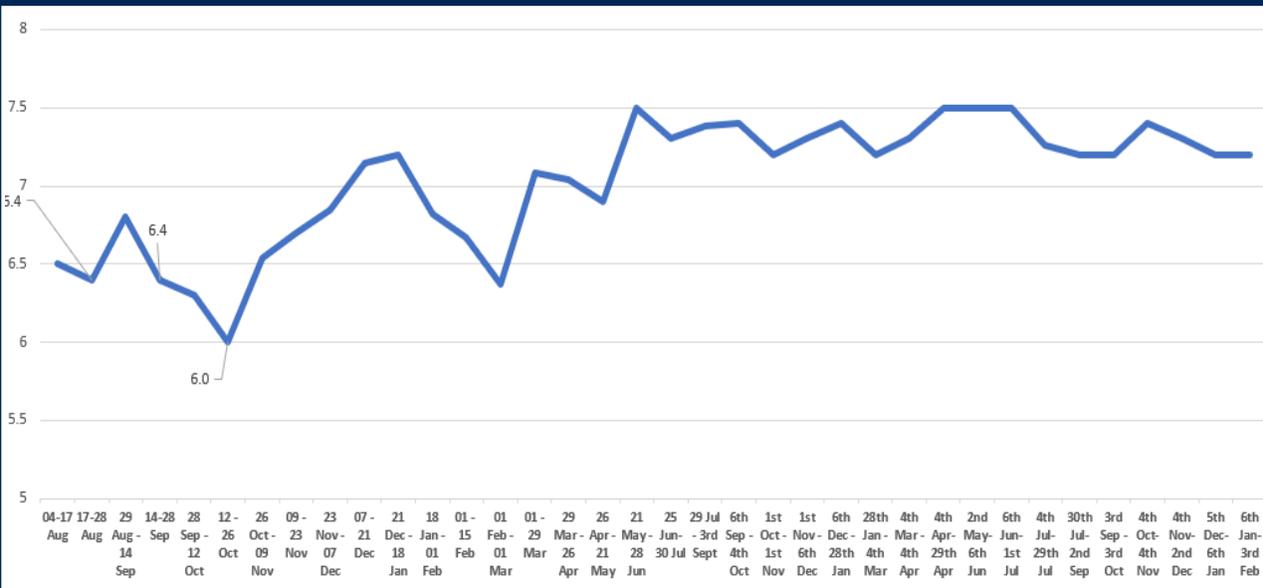


2. MAIN GC SURVEY TIMESERIES IMPACTS

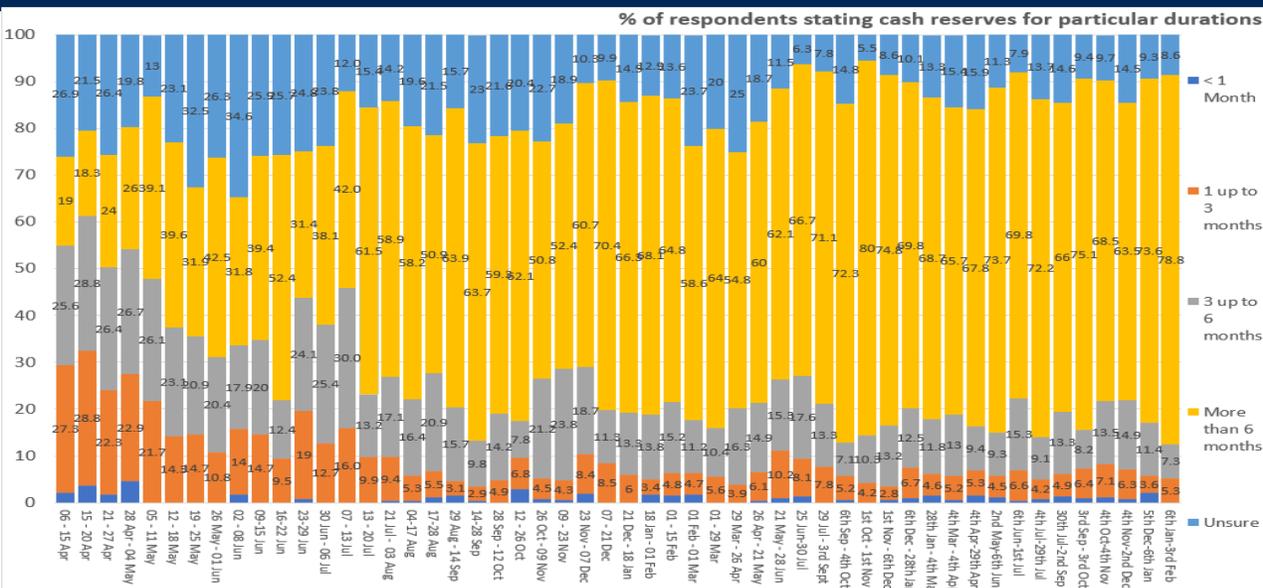
Percentage reporting minor supply chain issues (blue), major issues (green)



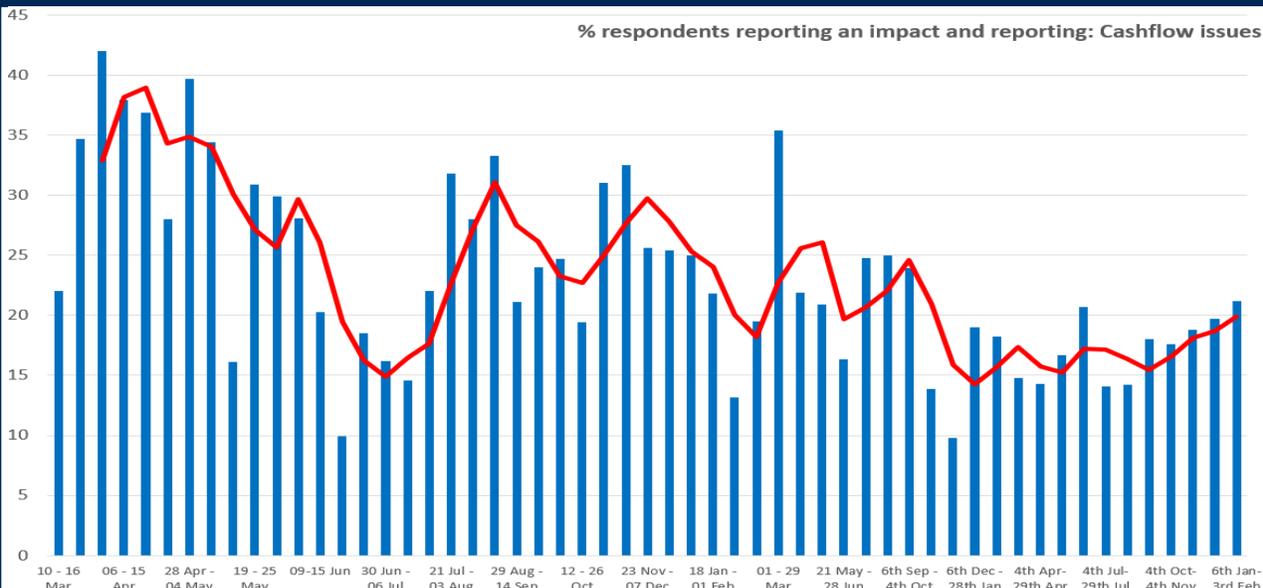
Aggregate confidence index – 1 low confidence, 10 high confidence



Percentage of respondents stating cash reserves can sustain certain periods of time



Percentage reporting cashflow problems



3. TOURISM, HOSPITALITY, LEISURE INSIGHT

TOURISM RESEARCH SURVEYS AND SENTIMENT TRACKING

VisitBritain Domestic Consumer Sentiment Tracker (Fieldwork 3rd to 9th January 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 71%, which is 3% up from December 2022.
- Proportion intending a UK overnight trip in the next 12 months is 70%, up 1% from December 2022.
- Proportion intending an overseas overnight trip in the next 12 months is 52%, down 1% from December 2022.
- Top 3 barriers to taking an overnight trip in the next 6 months: rising costs, personal finances, rising costs of holidays.
- Top 3 areas for an overnight stay Jan 2023 to March 2023 is the South-West, London and the North-West. From April 2023 to June 2023 it is the South-West, East of England and Scotland
- The North-West is the 4th most popular destination of choice Apr 2023 to June 2023 and hotel remains top accommodation choice.

HOTEL PERFORMANCE MONITOR

Hotel Performance Monitor. November 2022.

- The average occupancy of 81% for Greater Manchester and 82% for Manchester City Centre, remain below pre-pandemic levels to date. The daily average rate of £102 in Manchester City Centre and £89 for Greater Manchester exceed performance in both 2019 and 2021.
- The marketplace continues to see a significant level of pipeline properties opening each year and therefore creating a larger supply base. Meanwhile, hotel operators continue to face rising costs, influencing the room rates charged.

	MANCHESTER			GREATER MANCHESTER		
Ave>	Occupancy rate (%)	Room rate (£)	Revenue per room (£)	Occupancy rate (%)	Room rate (£)	Revenue per room (£)
2022	81%	£89	£72	82%	£102	£83
2021	73%	£84	£61	74%	£99	£74
2019	84%	£78	£66	87%	£91	£79

Source: Marketing Manchester

Marketing Manchester - Campaigns impacts

- Reach: 51.7 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
Covid-19 support worth £4.5bn lost to error and fraud	An estimated £4.5bn in Covid-19 support has been lost to error and fraud since 2020, according to HMRC. A letter sent to a committee of MP's said £4.5 billion worth of the support, intended to help businesses and households through the Covid-19 pandemic, had not been recovered. Of this sum, £3.5bn was lost through the Coronavirus Job Retention Scheme, £1bn through the Self Employed Income Support Scheme and £71m through the Eat Out To Help Out. <Link>
UK expected to be only major economy to shrink in 2023	House prices in the UK declined for the fifth month in a row in January, according to analysis by Nationwide. Prices declined by 0.6% to £258,297 between December and January. Annual house price growth slowed to 1.1%, down from 2.8% in December. The Bank of England reported lenders had approved fewer mortgages than expected in December, about 35,000 compared with more than 46,000 in November. This is the lowest level since 2009, excluding Covid lockdowns. Nationwide said the affordability of mortgages would "remain challenging" in the short term due to higher interest rates, while saving for a deposit was "proving a struggle for many given the rising cost of living". <Link>
Fears that 2023 could see a wave of company collapses as the cost-of-living crisis continues	The number of UK firms at risk of going into insolvency increased by more than a third at the end of last year, according to insolvency firm Begbies Traynor. Begbies Traynor said the number of companies in critical financial distress jumped by 36% in the last three months of 2022. <i>A firm is in critical financial distress if it has more than £5,000 in county court judgments or a winding up petition against it.</i> The number of county court judgments served against companies in the same period jumped by 52% compared with 2021. <Link>
UK inflation drops but food keeps inflation high	UK inflation decreased from 10.7% in November to 10.5% in December, according to the ONS. Fuel costs eased in December, however, food prices continued to rise. Hotels and restaurant prices also increased while the cost of flights reached a record high in December. Food prices rose 16.8% in the year to December. Basics such as milk, cheese and eggs saw the largest increases. Prices for sugar, jam, honey and chocolate as well as soft drinks and juices also increased. However, price growth slowed for bread and cereals. <Link>
Wages rise at fastest pace for over 20 years, but below inflation	Average pay, both including and excluding bonuses grew at their fastest rate for 20 years in the three months to November, according to the ONS. Average pay grew by 6.4%, the fastest rate since 2001, however, it did not keep pace with inflation. When adjusted for inflation, pay declined by 2.6%. Private sector wages grew 7.2% annually in the three months to November, which was more than double that of the 3.3% increase in the public sector. <Link>
Rail workers given fresh pay offer in dispute	Striking rail workers were offered a new pay package on 19th January. The deal from the Rail Delivery Group includes a backdated pay rise of 5%, up from a previous offer of 4% for 2022, and a 4% increase this year. But the deal depends on changes to working conditions. The RMT said it was "considering" the matter. There have been 16 days of strike action since June involving RMT members working at both train companies and Network Rail, with Network Rail members additionally striking in a separate dispute between Christmas Eve and 27 December. <Link>

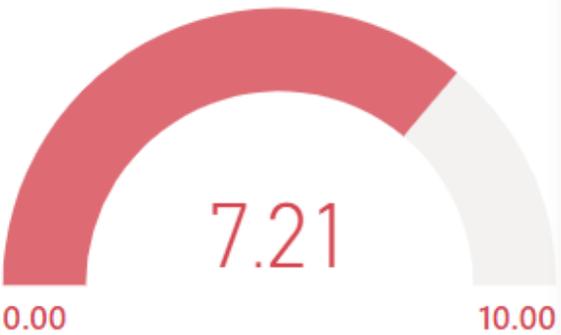


DATA APPENDIX

RESULTS FOR 6TH JANUARY 2023 TO 3RD FEBRUARY 2023
(LOCAL AUTHORITY DATA COVERS THE 12 WEEKS UP TO AND INCLUDING 3RD FEBRUARY 2023)

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BUSINESS CONFIDENCE ABOUT THE FUTURE – AND CURRENT PRESSING CHALLENGES

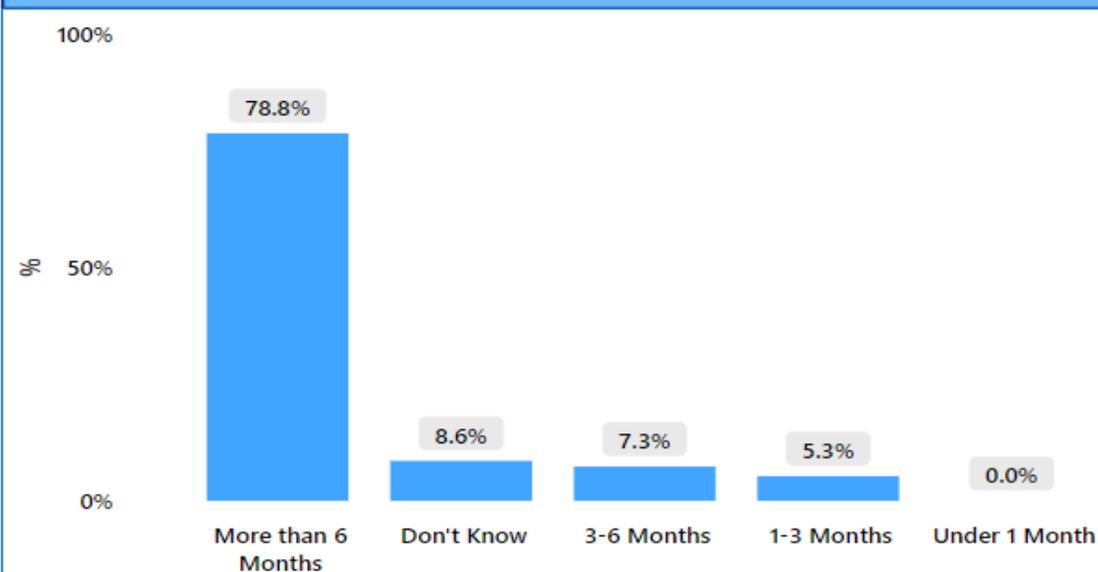
Business Confidence Index	BCI by Sector		BCI by Local Authority		BCI by Size Band	
 <p>7.21</p>	sectionA.businessActivityDescription	Business Confidence	LocalAuthority	Business Confidence	Size	Business Confidence
	Business, Financial and Professional Services	7.29	Bolton	7.29	0-4	7.23
	Construction	7.30	Bury	7.28	5-9	7.58
	Creative and Cultural Industries	6.40	Manchester	7.34	10-49	7.46
	Digital, Communication and Technology (including information and communications)	7.58	Oldham	7.36	50-249	7.40
	Education	6.80	Rochdale	7.88	250+	6.60
	Engineering	7.56	Salford	7.38	Not Known	6.34
	Green, Waste Management, Recycling, Energy and Water Utilities (CHECK LCEGS)	8.00	Stockport	7.03		
	Health Care and Social Care	7.36	Tameside	6.41		
	Hospitality, Leisure/Sport, Tourism (including accommodation and food services)	7.11	Trafford	6.94		
	Life Sciences and Health Innovation	6.33	Wigan	7.35		
	Logistics (Transport and Storage)	8.50				
	Manufacturing	7.45				
	Other service activities not listed above	6.97				
	Primary industries. Agriculture, Forestry, Fishing.	8.00				
	Retail and Wholesale	6.83				

FUTURE INVESTMENT SENTIMENT BY INVESTMENT THEME

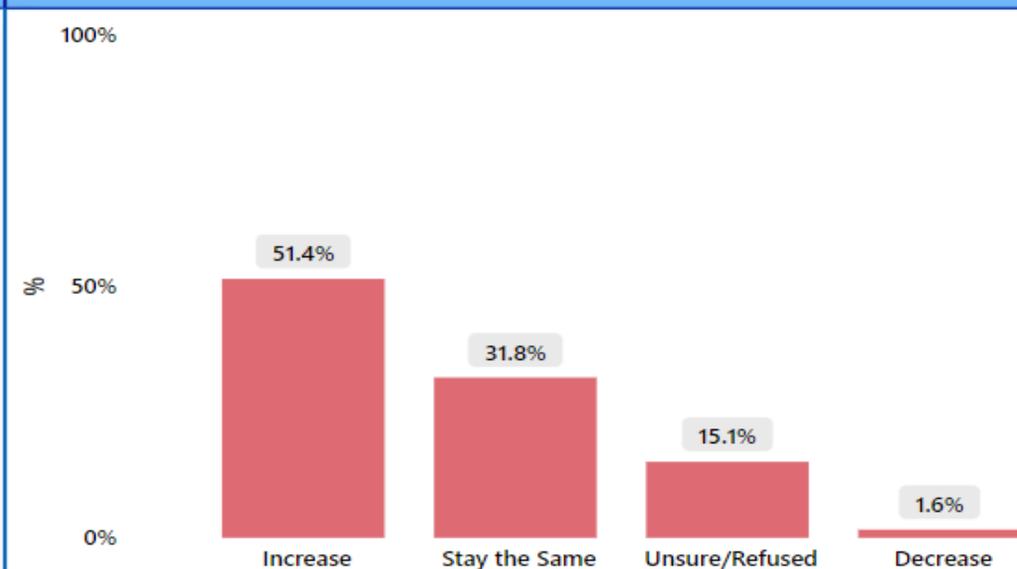


FINANCE AND ACCESSING SUPPORT AND ADVICE

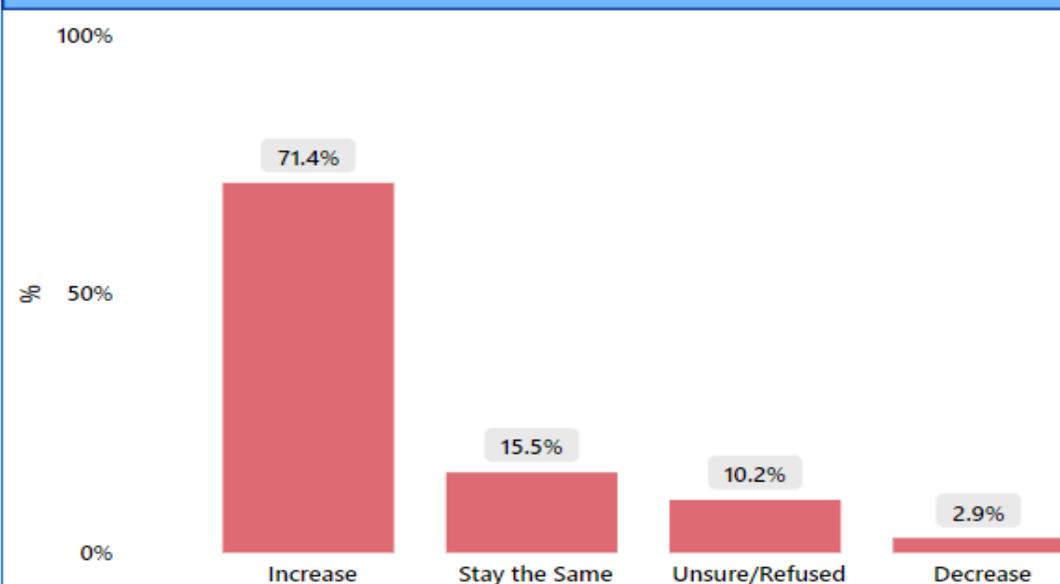
Financial Reserves



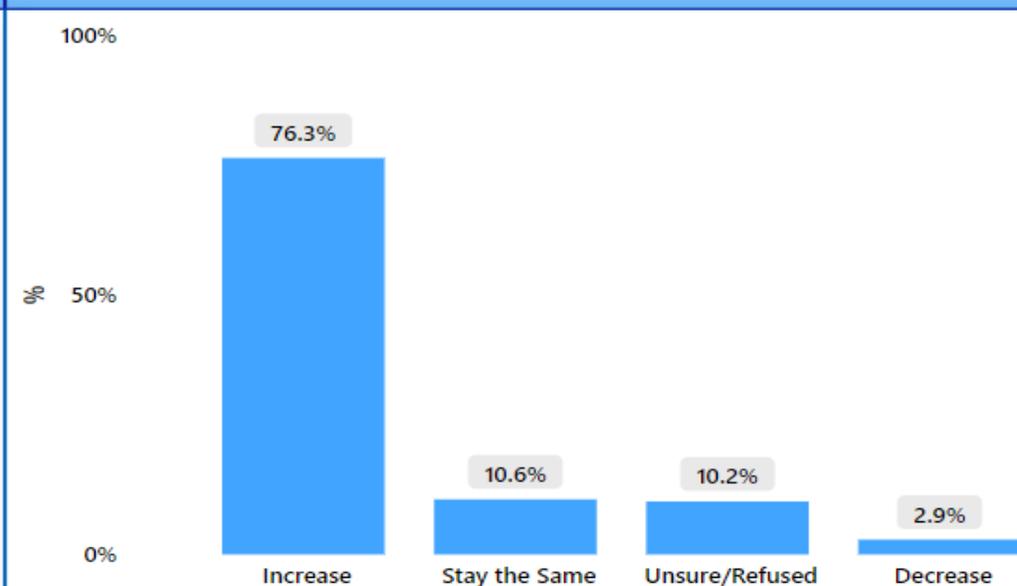
Capital Expenditure



Future profitability

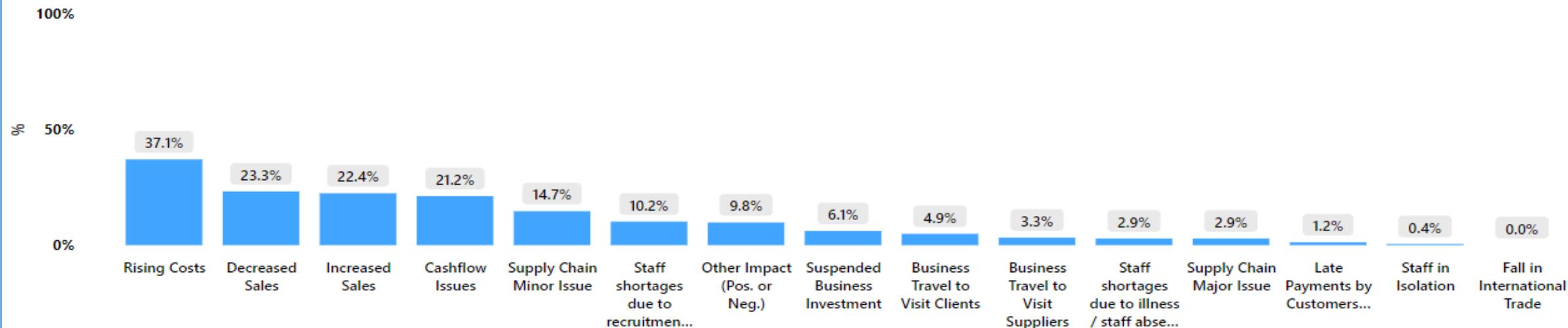


Business turnover next 12 months

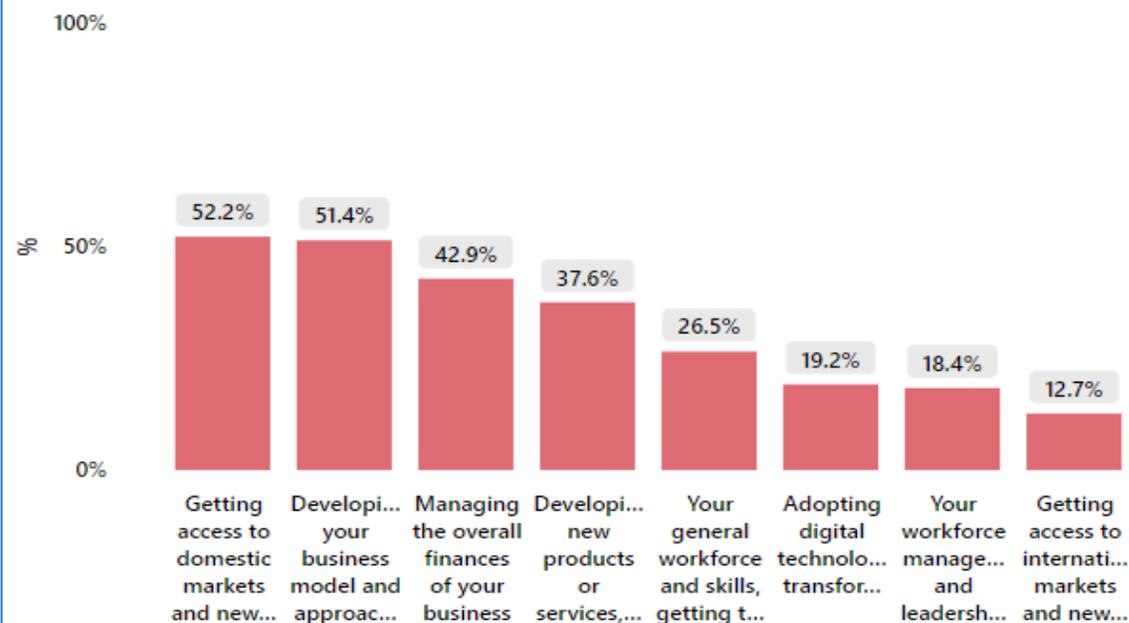


MAIN IMPACTS FACED BY BUSINESS FROM CURRENT ECONOMIC CLIMATE

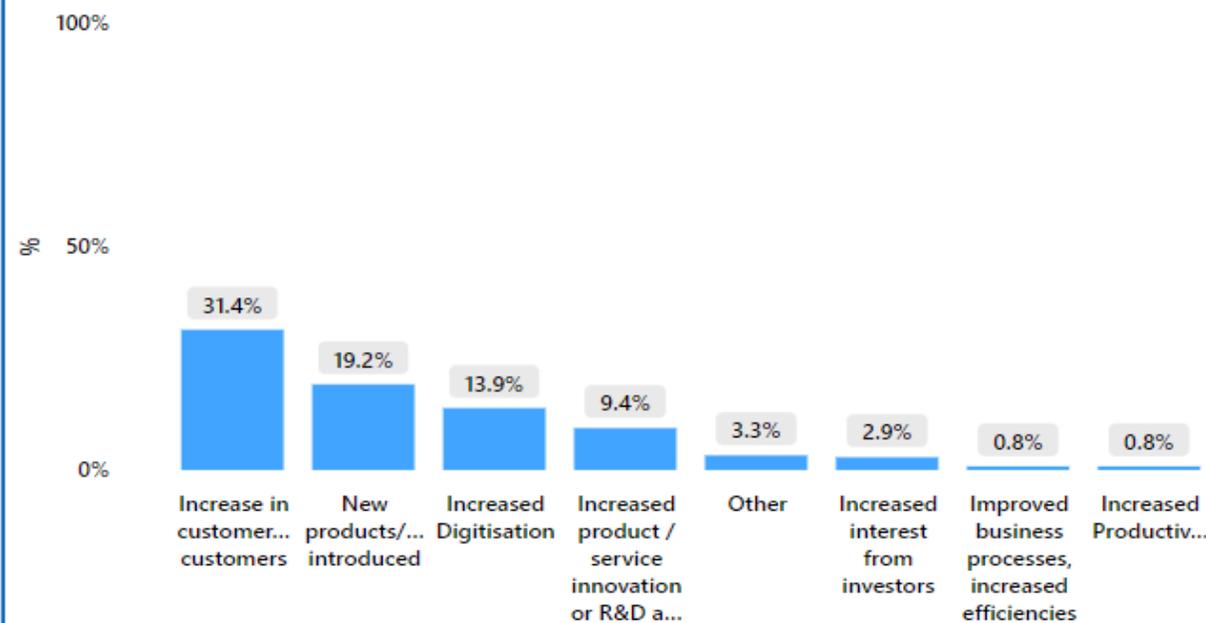
Main Challenges Experienced



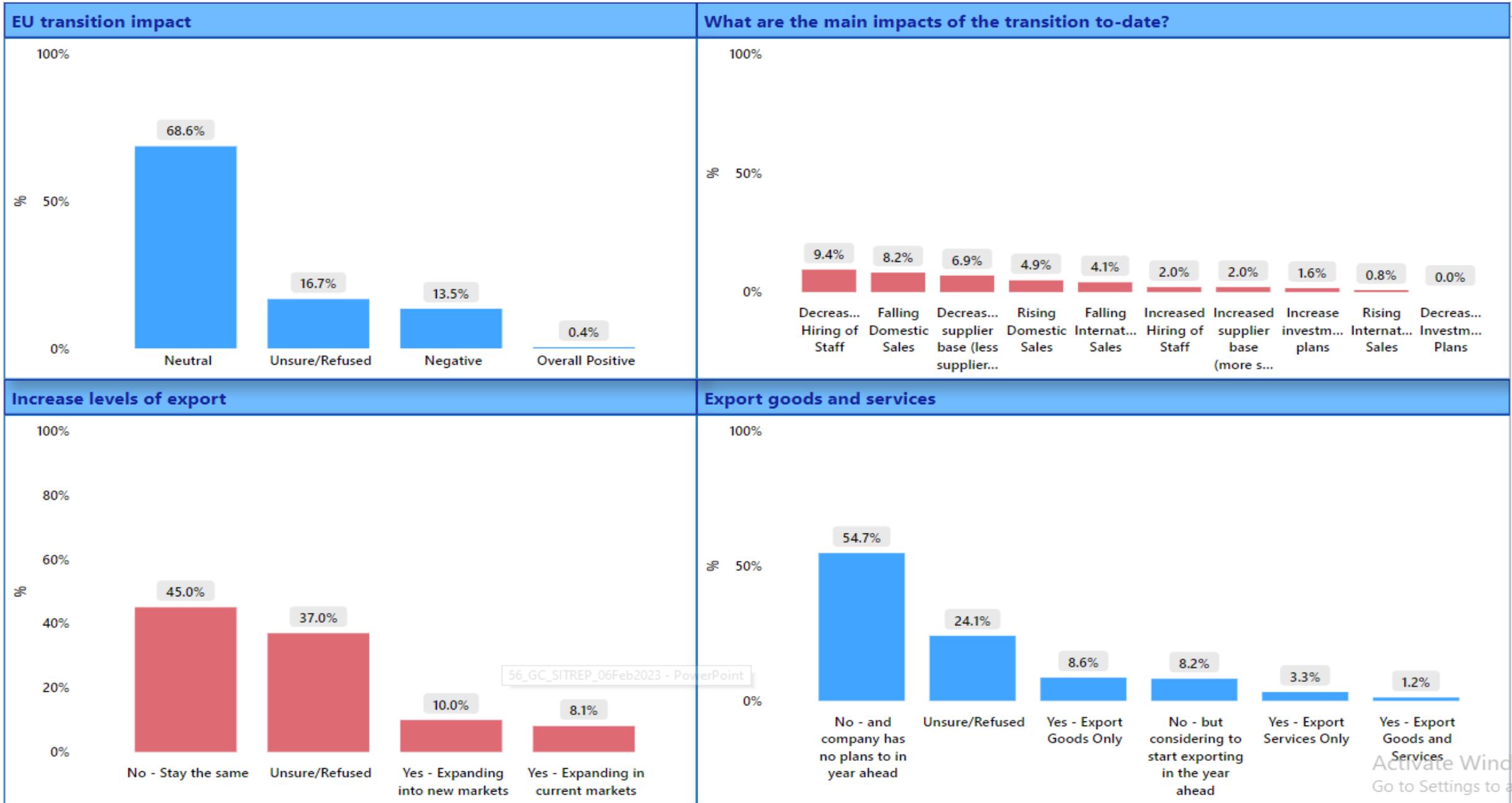
Pressing Current Challenges



Positive Impacts Experienced

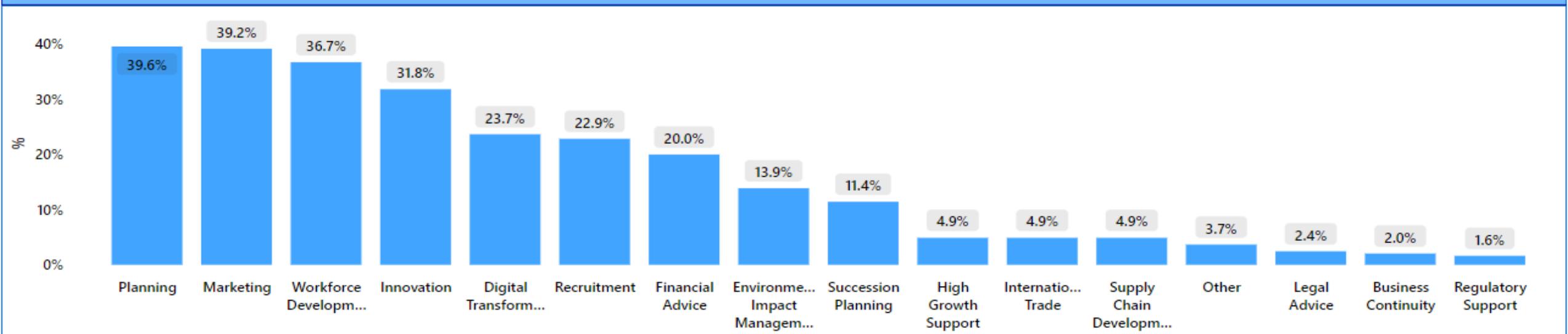


INTERNATIONAL TRADE, AND IMPACTS OF THE TRANSITION FROM THE EU



MAIN AREAS OF BUSINESS SUPPORT NEED IN THE YEAR AHEAD

Future Support



Interested in Impartial Brokerage Service?

Impartial Brokerage Service	Response	%
Unsure / don't know / no response / refused	3	1.2%
Don't know / no response / refused	45	18.4%
Yes	51	20.8%
No	146	59.6%
Total	245	100.0%

Interested in Traineeships?

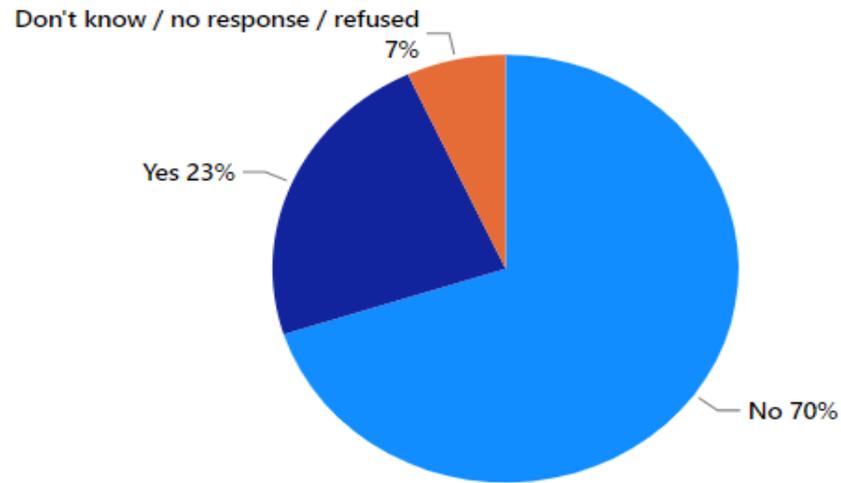
Traineeships	Response	%
Don't know / no response / refused	2	7.4%
No	24	88.9%
Yes	1	3.7%
Total	27	100.0%

Interested in Apprenticeships?

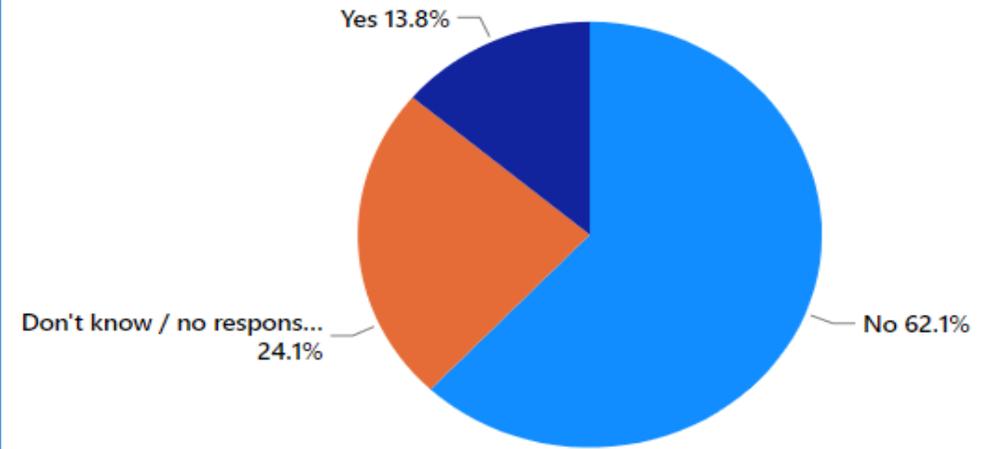
Apprenticeships	Response	%
Don't know / no response / refused	73	29.8%
No	148	60.4%
Yes	24	9.8%
Total	245	100.0%

EMPLOYMENT, RECRUITMENT AND HEADLINE SKILLS CHALLENGES

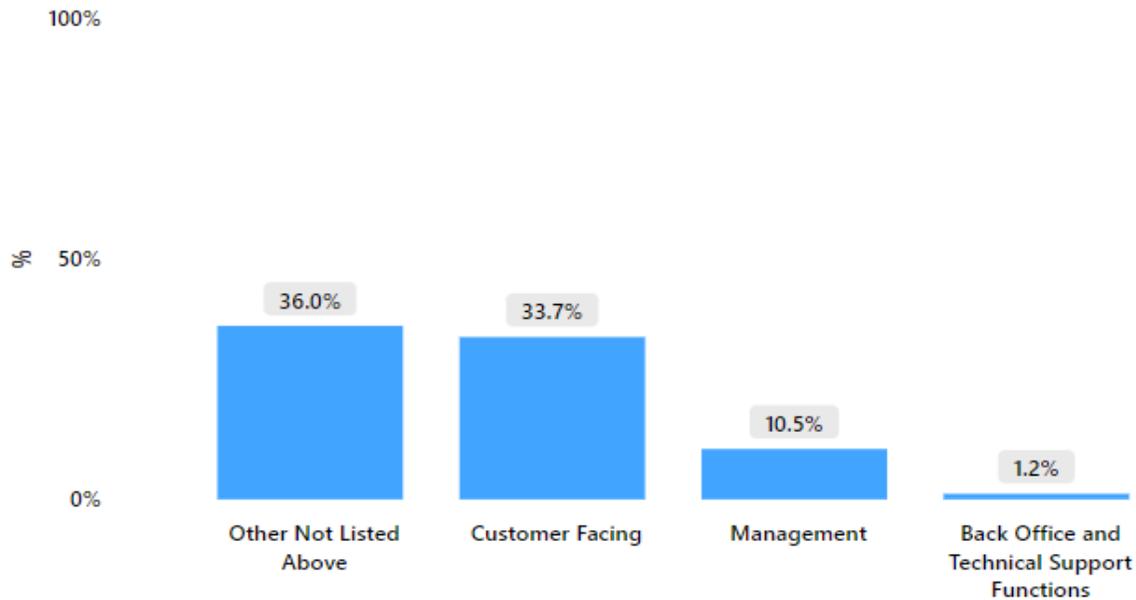
Are you currently recruiting new staff?



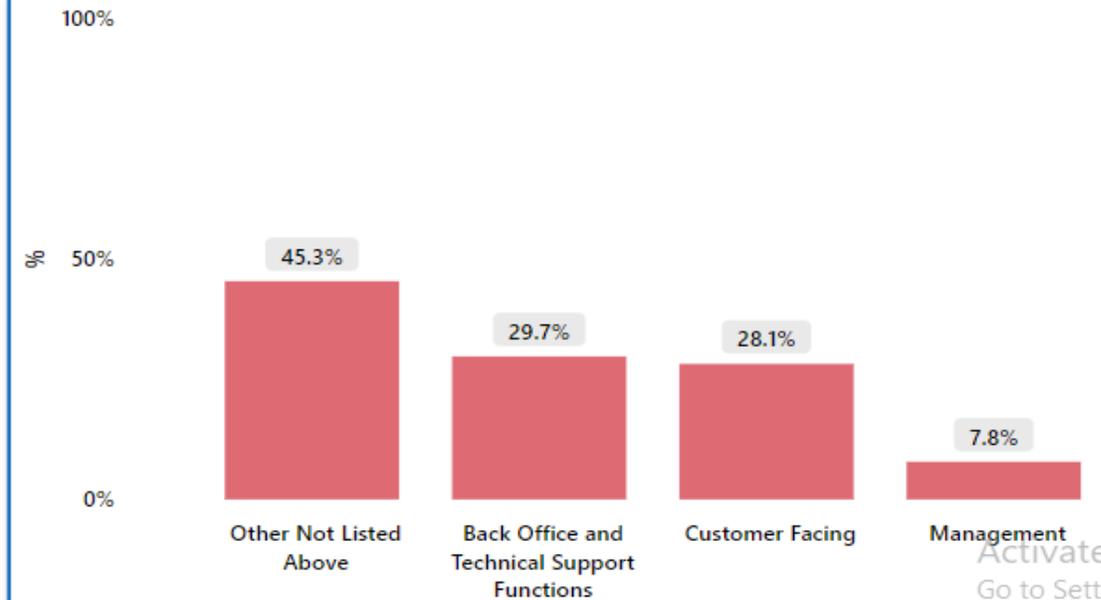
Are you currently experiencing difficulties recruiting for specific vacancies?



Occupations being recruited

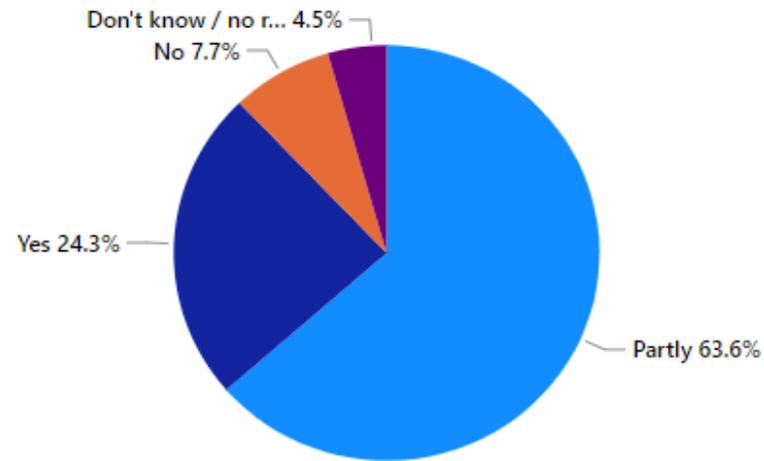


Hard to Fill Vacancies



EMPLOYMENT, RECRUITMENT AND HEADLINE SKILLS CHALLENGES

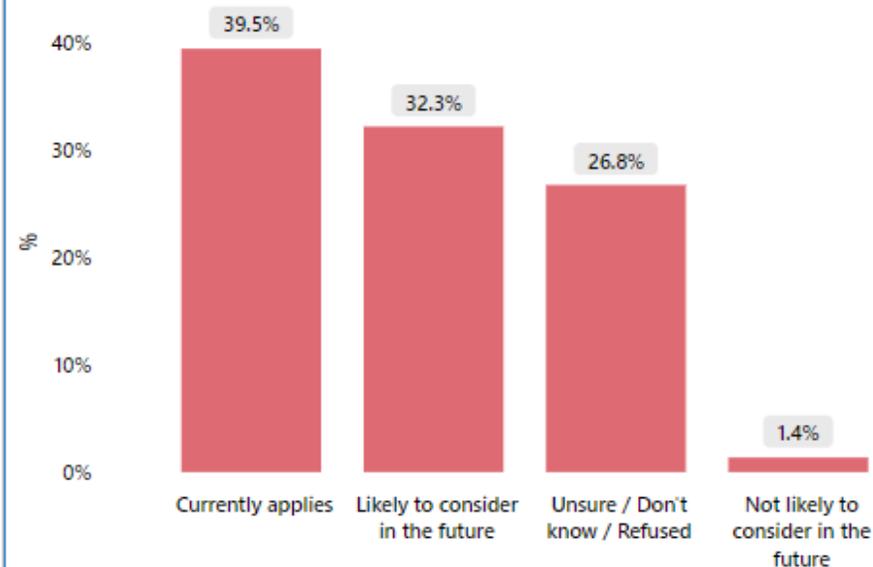
Do you think the current skills of your workforce are at the right level?



Technical Skills Gaps



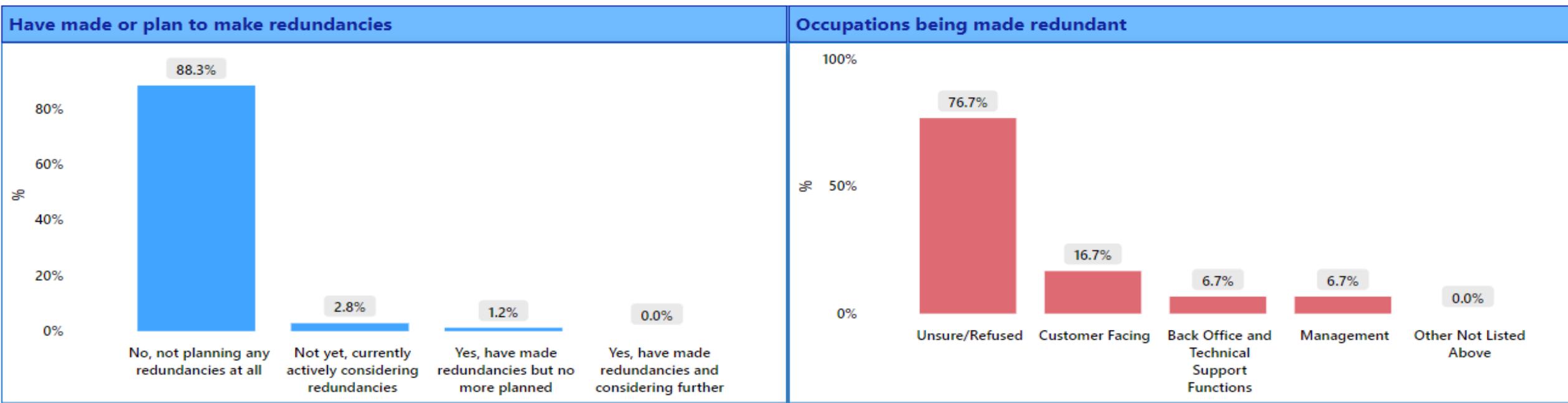
Investment in Management and Leadership Training for Managers



Practical Skills Gaps

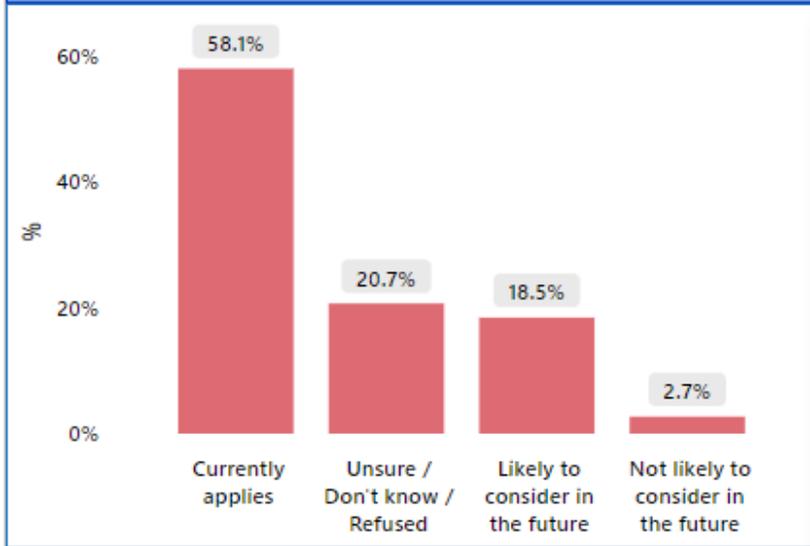


REDUNDANCY RISK

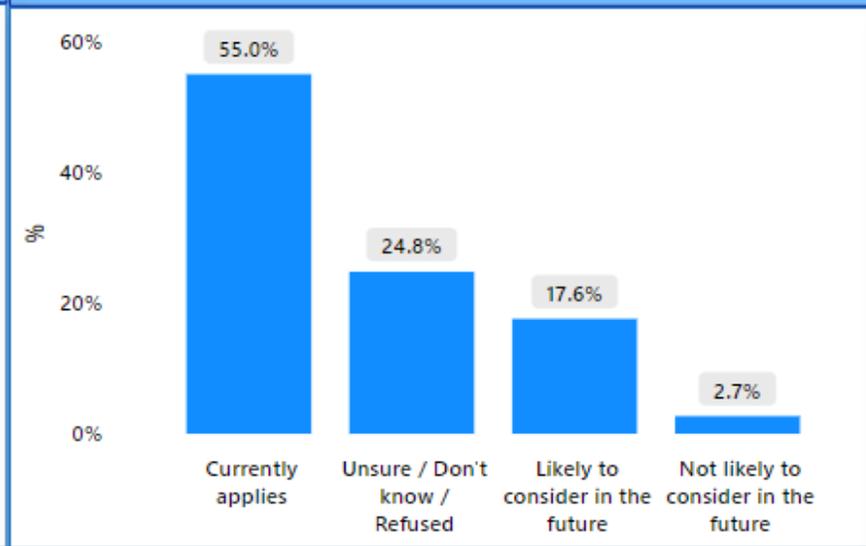


PULSE SURVEY QUESTIONS – SOCIAL VALUE

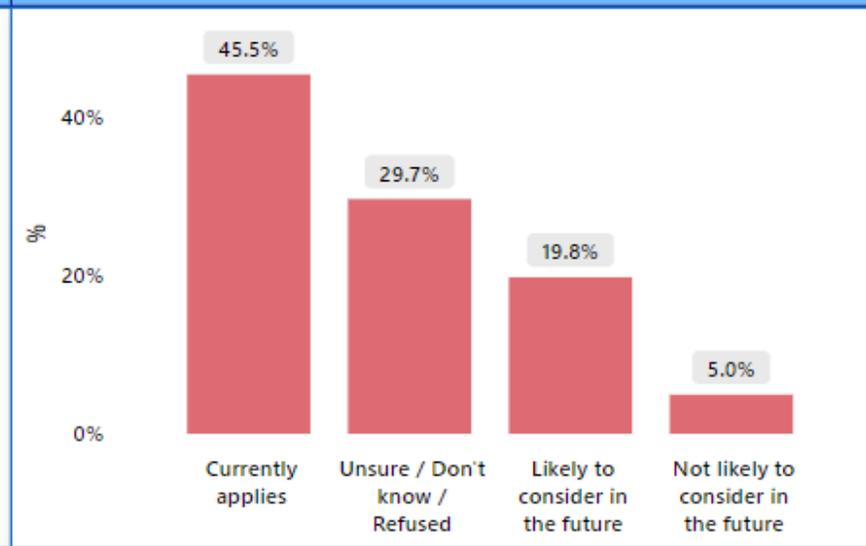
Guarantee at least 16 Hours a Week



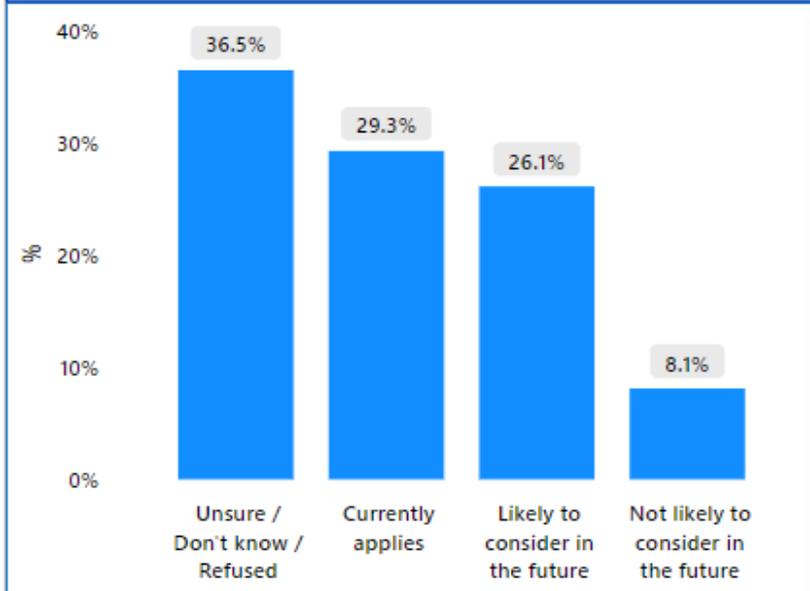
Pay the Real Living Wage



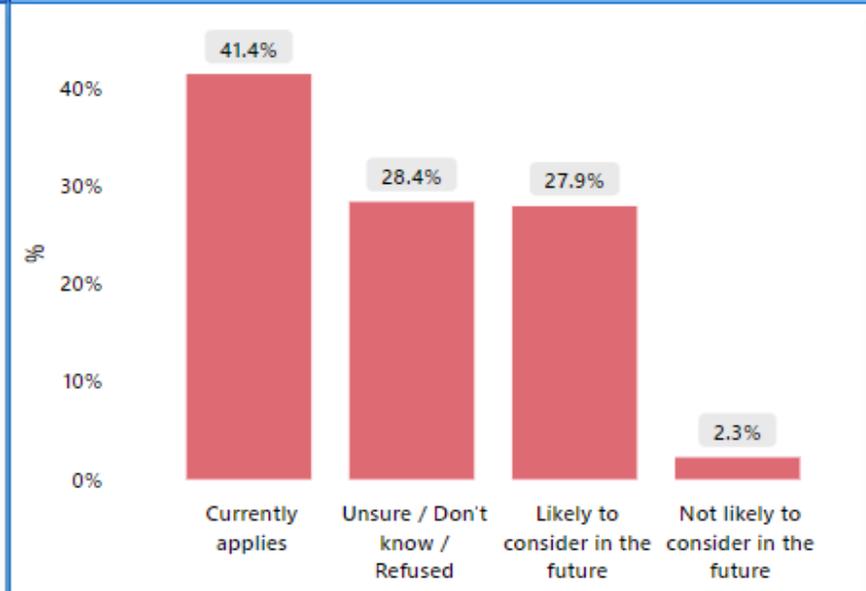
Offer Flexible Working Options to Employees



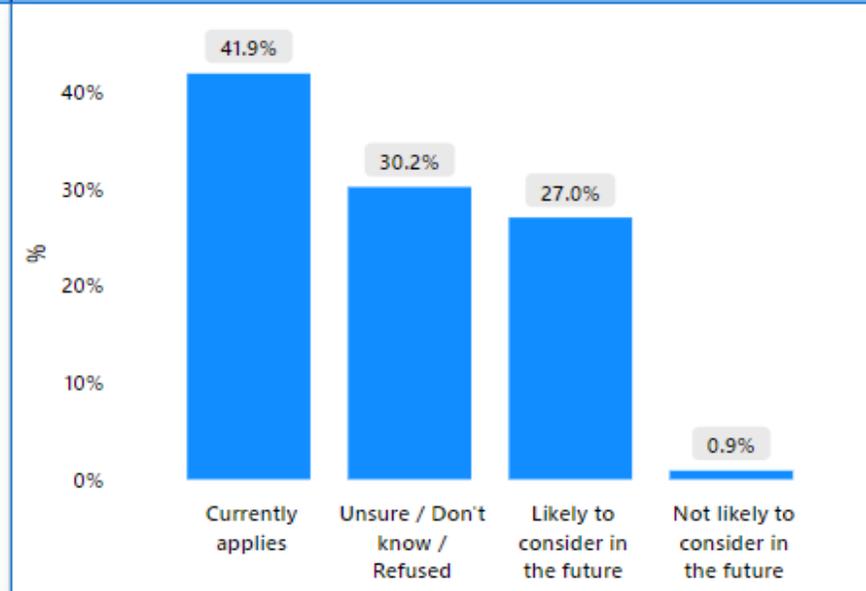
Involve Employees in the Direction of the Business



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



Actively promote healthy work practices

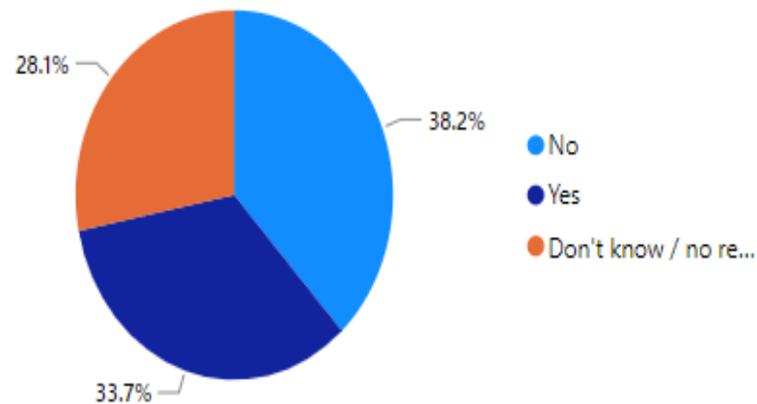


PULSE SURVEY QUESTIONS – INNOVATION

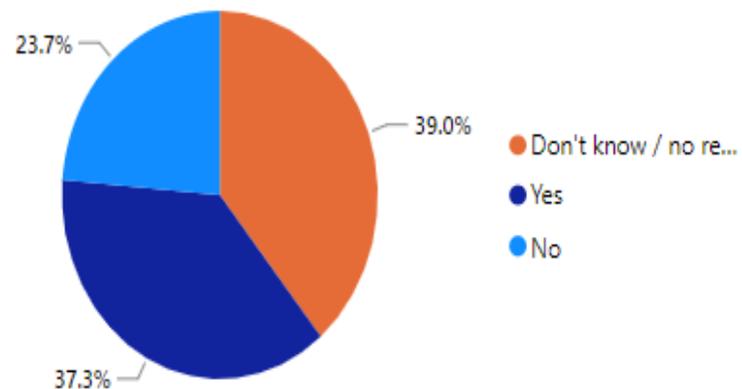


PULSE SURVEY QUESTIONS – ENVIRONMENT

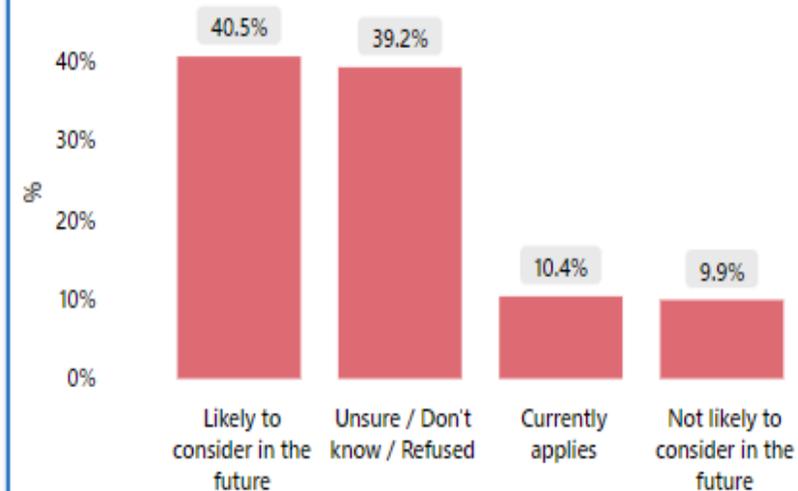
Develop a plan to minimise the environmental impact



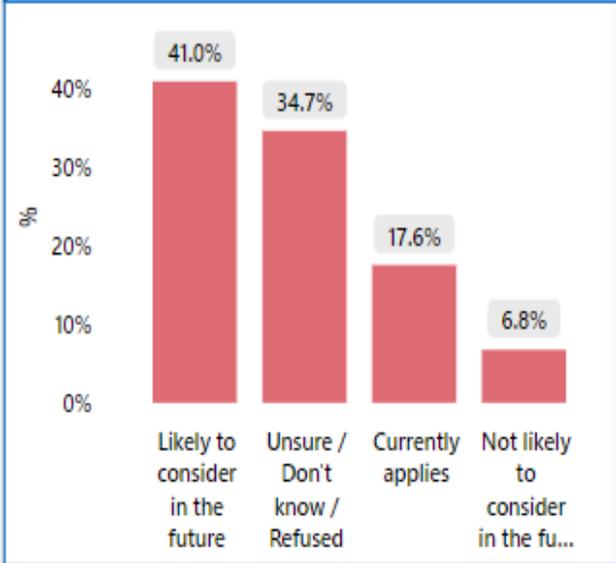
Support needed to deliver on environmental ambitions



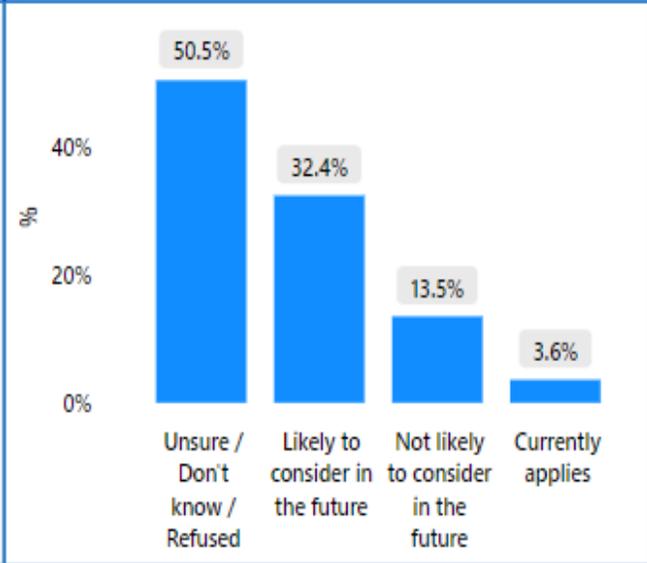
Set targets for reducing carbon emissions



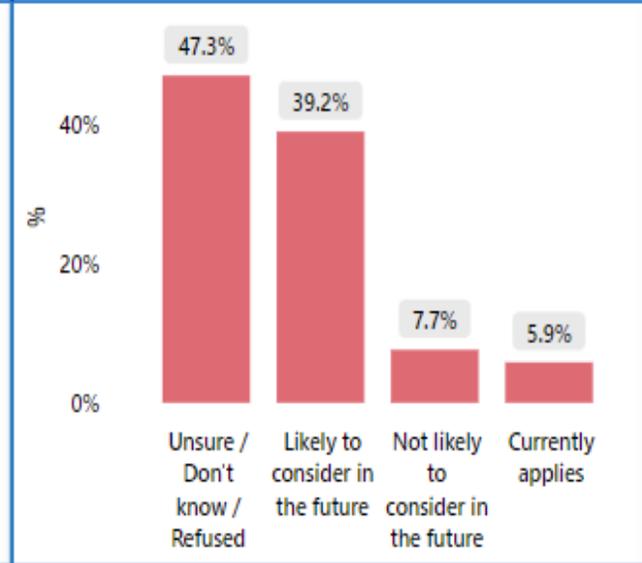
Taken actions to monitor and reduce energy use and improve energy efficiency



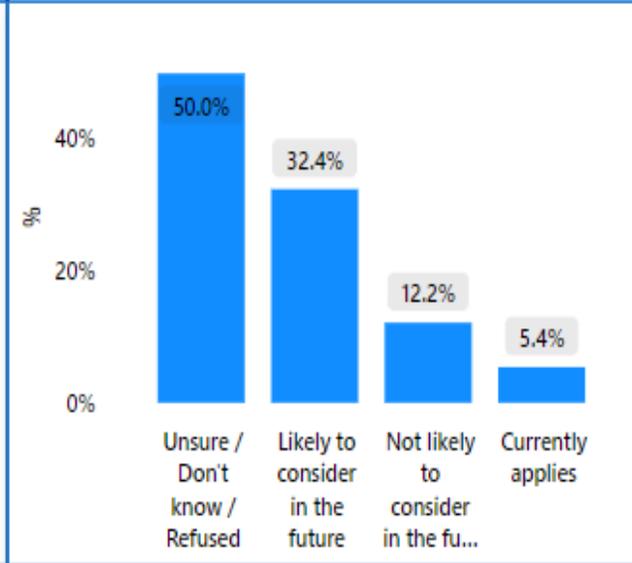
Switched to a renewable energy supplier



Installed renewable energy generation

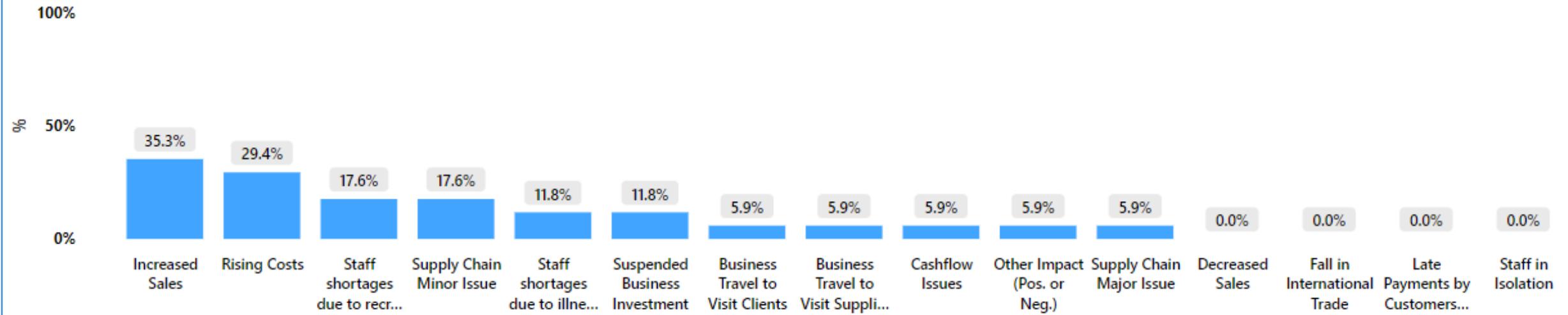


Changed any transport to ultra-low emissions vehicles

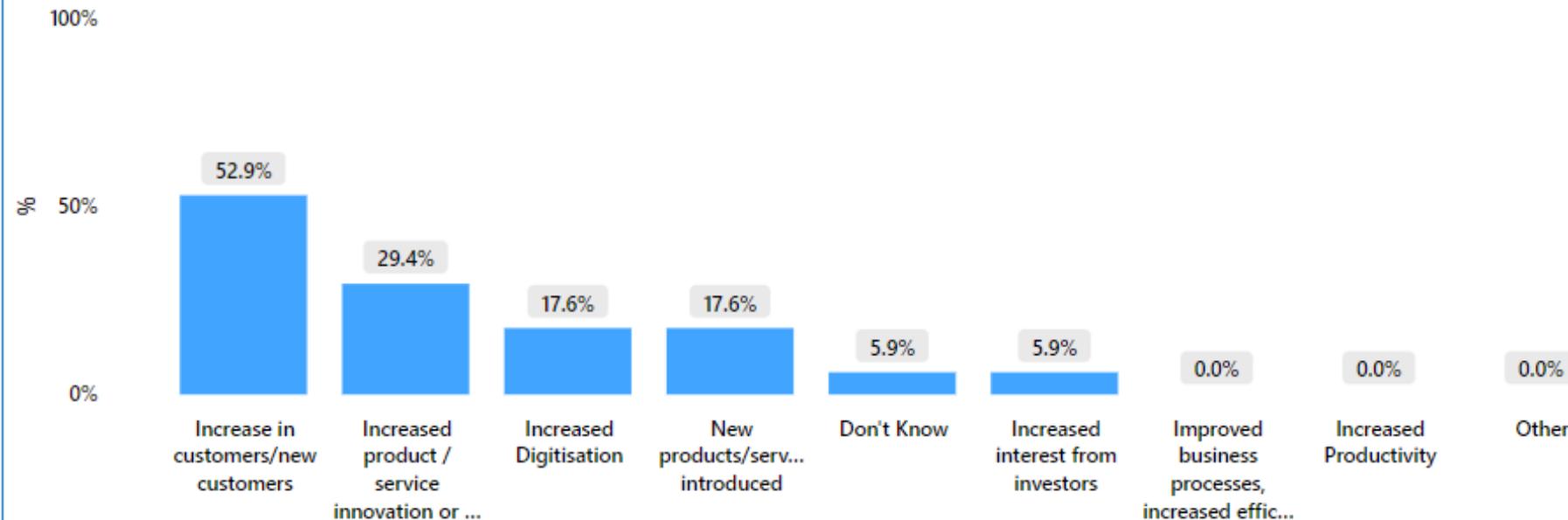


LOW CARBON, ENVIRONMENTAL GOODS AND SERVICES – SPECIFIC RESPONSES FROM LCEGS FIRMS (N=17)

Main Challenges



Positive Impacts

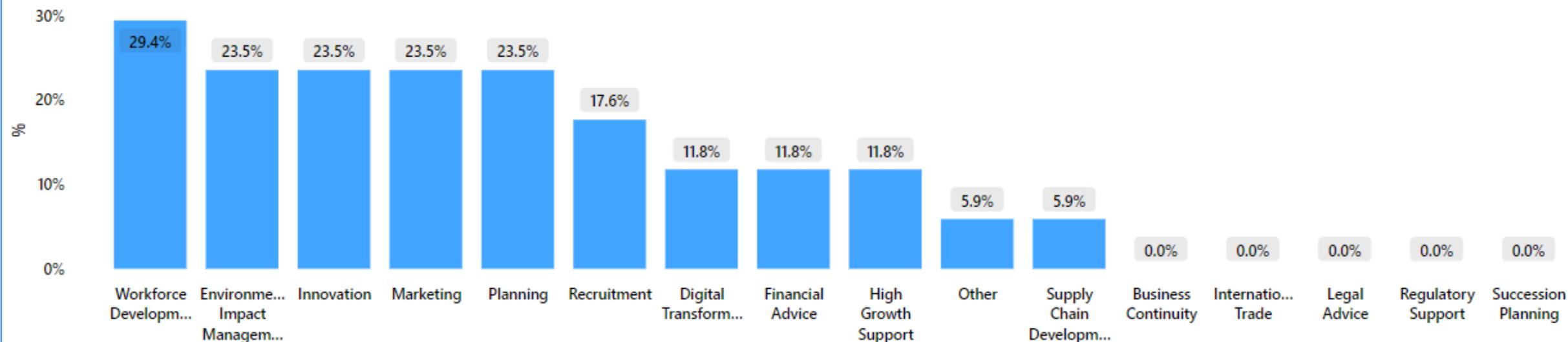


Business Confidence Index

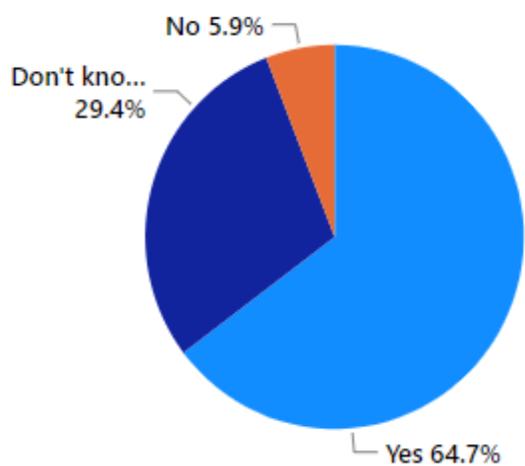


LOW CARBON, ENVIRONMENTAL GOODS AND SERVICES – SPECIFIC RESPONSES FROM LCEGS FIRMS (N=17)

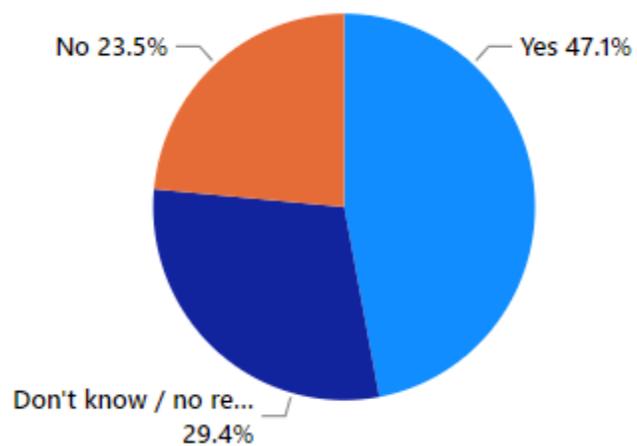
Future Support



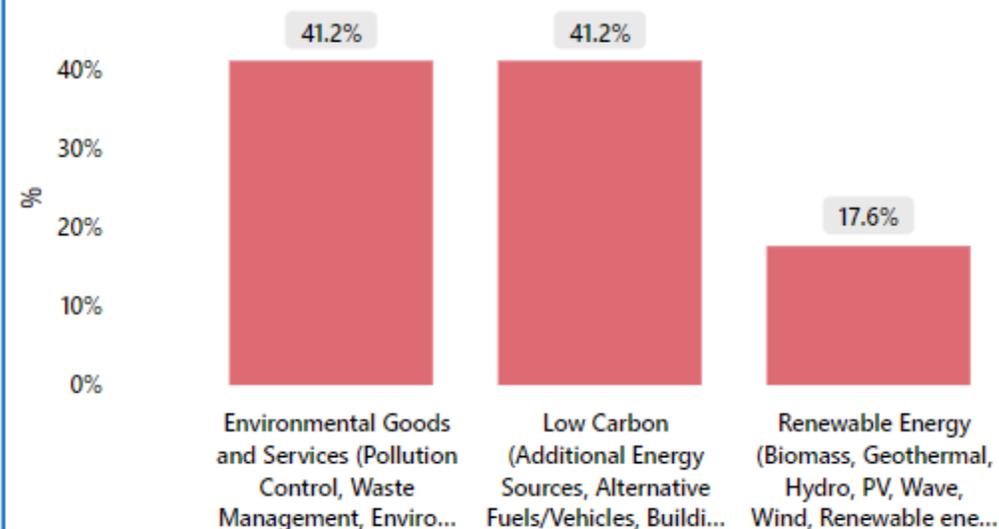
Support to deliver environmental ambition



Plan to minimise environmental impact



Any products/services classed as environmental goods/services



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

Local Authority	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM %
Business Travel to Visit Clients	2.4%	4.5%	2.4%	12.5%	0.0%	8.2%	7.4%	2.6%	6.3%	4.7%	4.8%
Business Travel to Visit Suppliers	7.1%	0.0%	1.8%	10.0%	3.1%	3.3%	1.5%	2.6%	4.2%	4.7%	3.3%
Cashflow Issues	28.6%	29.5%	20.5%	7.5%	28.1%	23.0%	14.7%	25.6%	18.8%	14.0%	20.6%
Decreased Sales	19.0%	27.3%	21.1%	10.0%	18.8%	26.2%	23.5%	33.3%	18.8%	14.0%	21.4%
Fall in International Trade	2.4%	0.0%	1.8%	0.0%	3.1%	0.0%	1.5%	0.0%	0.0%	2.3%	1.2%
Increased Sales	23.8%	27.3%	22.9%	17.5%	37.5%	19.7%	13.2%	17.9%	37.5%	18.6%	22.8%
Late Payments by Customers/Suppliers	0.0%	0.0%	3.0%	5.0%	0.0%	1.6%	2.9%	0.0%	2.1%	9.3%	2.6%
Other Impact (Positive or Negative)	14.3%	6.8%	13.9%	22.5%	12.5%	4.9%	8.8%	20.5%	10.4%	9.3%	12.2%
Rising Costs	45.2%	38.6%	25.3%	42.5%	37.5%	47.5%	30.9%	43.6%	33.3%	30.2%	34.8%
Staff in Isolation	0.0%	2.3%	0.0%	0.0%	0.0%	3.3%	0.0%	0.0%	0.0%	0.0%	0.5%
Staff shortages due to illness / staff absence	0.0%	0.0%	1.2%	5.0%	6.3%	4.9%	4.4%	2.6%	6.3%	2.3%	2.9%
Staff shortages due to recruitment difficulties	7.1%	2.3%	8.4%	20.0%	15.6%	6.6%	8.8%	17.9%	10.4%	20.9%	10.6%
Supply Chain Major Issue	4.8%	2.3%	2.4%	5.0%	9.4%	6.6%	4.4%	7.7%	4.2%	2.3%	4.3%
Supply Chain Minor Issue	14.3%	22.7%	12.0%	27.5%	25.0%	9.8%	10.3%	23.1%	16.7%	27.9%	16.6%
Suspended Business Investment	9.5%	18.2%	3.0%	5.0%	0.0%	6.6%	4.4%	12.8%	8.3%	7.0%	6.5%
Respondents n=	42	44	166	40	32	61	68	39	48	43	583

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

Local Authority	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM %
Cash reserves. < 1 Month	2.4%	-	-	-	-	3.3%	1.5%	-	2.1%	-	0.9%
Cash reserves. 1 up to 3 months	-	4.5%	5.4%	2.5%	6.3%	6.6%	2.9%	2.6%	4.2%	9.3%	4.6%
Cash reserves. 3 up to 6 months	9.5%	9.1%	9.0%	10.0%	6.3%	14.8%	11.8%	7.7%	8.3%	16.3%	10.3%
Cash reserves. More than 6 months	78.6%	81.8%	69.3%	82.5%	78.1%	72.1%	76.5%	84.6%	81.3%	46.5%	73.8%
Cash reserves. Unsure	9.5%	4.5%	16.3%	5.0%	9.4%	3.3%	7.4%	5.1%	4.2%	27.9%	10.5%
Redundancy. Yes have made, and plan to make more	0.0%	0.0%	0.6%	0.0%	0.0%	3.3%	0.0%	0.0%	0.0%	0.0%	0.5%
Not yet, currently actively considering redundancies	2.4%	0.0%	0.6%	2.5%	0.0%	3.3%	5.9%	5.1%	2.1%	0.0%	2.1%
Yes have made redundancies (no more planned)	0.0%	0.0%	1.8%	2.5%	0.0%	1.6%	2.9%	0.0%	2.1%	2.3%	1.5%
No, and not planning on any redundancies at all	88.1%	97.7%	82.5%	92.5%	93.8%	85.2%	86.8%	87.2%	93.8%	83.7%	87.5%
Challenge. Adopting digital technology/transformation	14.3%	13.6%	13.9%	22.5%	18.8%	11.5%	26.5%	23.1%	22.9%	16.3%	17.5%
Challenge. Developing new products or service innovation	45.2%	50.0%	43.4%	37.5%	28.1%	41.0%	23.5%	35.9%	29.2%	27.9%	37.4%
Challenge. Developing business models/bus planning	52.4%	52.3%	41.0%	35.0%	40.6%	52.5%	54.4%	46.2%	43.8%	58.1%	46.8%
Challenge. Access to domestic markets /new sales	57.1%	50.0%	53.0%	47.5%	43.8%	62.3%	55.9%	41.0%	50.0%	34.9%	51.1%
Challenge. Access to international markets/new sales	16.7%	9.1%	14.5%	7.5%	21.9%	23.0%	11.8%	5.1%	14.6%	4.7%	13.4%
Challenge. Managing the overall finances of your business	40.5%	59.1%	41.6%	32.5%	43.8%	37.7%	33.8%	41.0%	50.0%	27.9%	40.7%
Challenge. Unsure/Refused	7.1%	4.5%	8.4%	5.0%	31.3%	4.9%	8.8%	10.3%	4.2%	27.9%	9.9%
Challenge. Workforce general an/or specific skills	19.0%	25.0%	23.5%	32.5%	31.3%	24.6%	29.4%	25.6%	25.0%	46.5%	27.1%
Challenge. Workforce management and leadership skills	16.7%	9.1%	23.5%	27.5%	18.8%	18.0%	22.1%	23.1%	20.8%	32.6%	21.6%
Respondents n=	42	44	166	40	32	61	68	39	48	43	583

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

Local Authority	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM %
Positive impacts. Don't Know	7.1%	9.1%	9.0%	7.5%	9.4%	9.8%	13.2%	12.8%	10.4%	14.0%	10.1%
Positive impacts. Improved business processes, increased efficiencies	0.0%	0.0%	1.2%	0.0%	0.0%	1.6%	1.5%	0.0%	0.0%	0.0%	0.7%
Positive impacts. Increase in customers/new customers	42.9%	22.7%	36.7%	32.5%	37.5%	39.3%	22.1%	33.3%	41.7%	34.9%	34.5%
Positive impacts. Increased Digitisation	23.8%	11.4%	19.3%	7.5%	18.8%	13.1%	16.2%	10.3%	20.8%	7.0%	15.8%
Positive impacts. Increased interest from investors	0.0%	6.8%	4.8%	2.5%	0.0%	1.6%	0.0%	2.6%	2.1%	0.0%	2.6%
Positive impacts. Increased product / service innovation or R&D activity	11.9%	13.6%	12.0%	7.5%	6.3%	11.5%	5.9%	5.1%	8.3%	9.3%	9.8%
Positive impacts. Increased Productivity	0.0%	4.5%	1.2%	0.0%	3.1%	1.6%	1.5%	0.0%	4.2%	0.0%	1.5%
Positive impacts. New products/services introduced	26.2%	13.6%	28.3%	10.0%	40.6%	26.2%	27.9%	17.9%	16.7%	16.3%	23.7%
Positive impacts. Other	2.4%	4.5%	4.8%	2.5%	9.4%	0.0%	1.5%	2.6%	4.2%	4.7%	3.6%
Business Confidence – next 12 months (1 low – 10 high)	7.2	7.3	7.3	7.4	7.4	7.3	7.0	6.9	7.2	7.0	7.2

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 %	7.3%	10.8%	27.6%	6.0%	4.3%	9.1%	12.5%	7.3%	7.8%	7.3%	100%
Quarterly %	7.2%	7.5%	28.5%	6.9%	5.5%	10.5%	11.7%	6.7%	8.2%	7.4%	100%
Monthly Responses	17	25	64	14	10	21	29	17	18	17	232
Quarterly Responses	42	44	166	40	32	61	68	39	48	43	583

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) C = Confidential, response 6 or less Percentages rounded to nearest figure Unknown size more likely with non-clients of BGH	Greater Manchester ONS figures from IDBR Enterprise Count 2022		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
'0' employment to 9 (MICRO)	95,190	89%	123	53%	98	52%	135	57%	119	59%	132	60%	181	63%
10 to 49 (SMALL)	9,890	9%	48	21%	45	24%	59	25%	63	23%	48	22%	50	17%
50 to 249 (MEDIUM)	1,615	2%	23	10%	17	9%	24	11%	30	11%	17	8%	13	5%
250+ (LARGE)	365	0%	C	<5%	9	5%	10	<5%	C	<5%	C	<5%	C	<5%
UNKNOWN	C	C	33	14%	19	10%	8	<5%	13	5%	20	9%	42	15%
TOTAL (including size unknown)	107,060	100%	232	100%	188	100%	236	100%	254	100%	221	100%	287	100%
AGRICULTURE, FORESTRY, AND FISHING	690	1%	C	C	C	<5%								
BUSINESS, FINANCIAL, PROFESSIONAL SERVICES	28,910	27%	41	18%	45	24%	45	22%	56	21%	48	22%	60	21%
CONSTRUCTION	12,860	12%	11	5%	C	<5%	13	6%	C	<5%	12	5%	15	5%
DIGITAL, CREATIVE, TECHNOLOGY	6,295	6%	39	17%	36	19%	44	21%	36	14%	48	22%	68	24%
EDUCATION	1,605	1%	C	<5%	9	5%	C	<5%	C	<5%	C	<5%	13	5%
ENGINEERING	3,345	3%	C	<5%										
UTITIES, ENERGY, WATER, WASTE, GREENTECH	N/A	0%	C	<5%	C	<5%	C	<5%	C	<5%	6	3%	C	<5%
HEALTH & SOCIAL CARE	4,950	5%	C	<5%	C	<5%	13	6%	C	<5%	C	<5%	15	5%
HOSPITALITY, TOURISM, & SPORT	13,950	13%	17	7%	9	5%	C	<5%	13	5%	12	5%	14	5%
LOGISTICS	6,080	6%	C	<5%										
MANUFACTURING	5,670	5%	34	15%	32	17%	38	18%	52	20%	27	12%	30	10%
LIFE SCIENCES	N/A	0%	C	C	C	<5%								
RETAIL & WHOLESALE	17,370	16%	27	12%	16	9%	19	9%	34	13%	25	11%	31	11%
OTHER SERVICES (excluding SIC unknown)	5,340	5%	33	14%	C	<5%	35	15%	C	<5%	11	5%	19	7%
TOTAL (excluding surveys from outside GM)	107,065	100%	232	100%	188	100%	236	100%	254	100%	221	100%	275	100%



INNOVATION DATA APPENDIX

RESULTS FOR 6TH JANUARY 2023 TO 3RD FEBRUARY 2023
(LOCAL AUTHORITY DATA COVERS THE 12 WEEKS UP TO AND INCLUDING 3RD FEBRUARY 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	Primary industries. Agriculture, Forestry, Fishing.	Retail and Wholesale
Implemented new business practices for organising procedures	23.1%	22.2%	20.0%	8.3%	20.0%	25.0%	33.3%	36.4%	11.1%	0.0%	33.3%	15.6%	24.3%	0.0%	33.3%
Introduced new / significantly improved goods	0.0%	11.1%	0.0%	8.3%	0.0%	12.5%	100.0%	18.2%	33.3%	0.0%	0.0%	37.5%	8.1%	100.0%	50.0%
Introduced new / significantly improved methods for production or supply of goods/services	15.4%	11.1%	0.0%	16.7%	0.0%	37.5%	33.3%	0.0%	11.1%	0.0%	0.0%	12.5%	13.5%	0.0%	8.3%
Introduced new / significantly improved services	30.8%	11.1%	20.0%	45.8%	40.0%	50.0%	66.7%	63.6%	33.3%	0.0%	66.7%	9.4%	5.4%	100.0%	8.3%
Invested in Research & Development (internal or external)	23.1%	11.1%	20.0%	29.2%	0.0%	25.0%	0.0%	18.2%	5.6%	0.0%	0.0%	37.5%	21.6%	0.0%	0.0%
Invested in the acquisition of advanced machinery or equipment - specifically for innovation	0.0%	0.0%	0.0%	4.2%	0.0%	0.0%	0.0%	0.0%	5.6%	0.0%	0.0%	15.6%	10.8%	0.0%	0.0%
Invested in the acquisition of digital products or digital services specifically for innovation	7.7%	22.2%	0.0%	20.8%	0.0%	12.5%	33.3%	9.1%	5.6%	0.0%	33.3%	9.4%	5.4%	0.0%	25.0%
None of the above	7.7%	33.3%	40.0%	25.0%	40.0%	25.0%	0.0%	0.0%	27.8%	83.3%	0.0%	12.5%	27.0%	0.0%	16.7%

Innovation Activities	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan
Implemented new business practices for organising procedures	33.3%	10.0%	18.0%	25.0%	25.0%	18.8%	4.0%	23.5%	38.5%	26.7%
Introduced new / significantly improved goods	13.3%	25.0%	22.0%	16.7%	25.0%	18.8%	8.0%	23.5%	15.4%	40.0%
Introduced new / significantly improved methods for production or supply of goods/services	20.0%	20.0%	6.0%	8.3%	25.0%	31.3%	4.0%	11.8%	0.0%	26.7%
Introduced new / significantly improved services	13.3%	20.0%	28.0%	16.7%	25.0%	37.5%	24.0%	23.5%	23.1%	33.3%
Invested in Research & Development (internal or external)	20.0%	20.0%	22.0%	8.3%	50.0%	31.3%	8.0%	0.0%	23.1%	33.3%
Invested in the acquisition of advanced machinery or equipment - specifically for innovation	0.0%	10.0%	6.0%	8.3%	12.5%	0.0%	0.0%	11.8%	7.7%	13.3%
Invested in the acquisition of digital products or digital services specifically for innovation	0.0%	10.0%	10.0%	16.7%	25.0%	0.0%	12.0%	11.8%	23.1%	13.3%
None of the above	26.7%	10.0%	20.0%	33.3%	12.5%	12.5%	32.0%	29.4%	23.1%	20.0%

Innovation Activities	0-4	5-9	10-49	50-249	250+	Not Known
Implemented new business practices for organising procedures	19.0%	14.3%	26.2%	29.4%	0.0%	12.9%
Introduced new / significantly improved goods	19.0%	42.9%	21.4%	17.6%	100.0%	6.5%
Introduced new / significantly improved methods for production or supply of goods/services	13.9%	19.0%	11.9%	17.6%	100.0%	3.2%
Introduced new / significantly improved services	24.1%	14.3%	45.2%	23.5%	0.0%	9.7%
Invested in Research & Development (internal or external)	15.2%	38.1%	26.2%	23.5%	0.0%	9.7%
Invested in the acquisition of advanced machinery or equipment - specifically for innovation	3.8%	4.8%	7.1%	23.5%	0.0%	3.2%
Invested in the acquisition of digital products or digital services specifically for innovation	8.9%	9.5%	23.8%	5.9%	0.0%	3.2%
None of the above	22.8%	14.3%	4.8%	23.5%	0.0%	48.4%

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	Primary industries, Agriculture, Forestry, Fishing.	Retail and Wholesale
Clients or customers from the private sector	23.1%	22.2%	25.0%	39.1%	0.0%	12.5%	33.3%	18.2%	5.9%	0.0%	33.3%	9.7%	0.0%	0.0%	8.3%
Clients or customers from the public sector	7.7%	11.1%	0.0%	13.0%	0.0%	12.5%	33.3%	36.4%	11.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Competitors or other businesses in your industry	23.1%	11.1%	0.0%	8.7%	0.0%	12.5%	0.0%	18.2%	11.8%	0.0%	0.0%	0.0%	0.0%	0.0%	8.3%
Consultants, commercial labs or private R&D institutes	7.7%	0.0%	0.0%	4.3%	0.0%	12.5%	0.0%	0.0%	11.8%	0.0%	0.0%	3.2%	0.0%	0.0%	0.0%
Government or public research institutes	7.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Staff within your business or enterprise group	38.5%	22.2%	50.0%	39.1%	60.0%	37.5%	100.0%	72.7%	41.2%	0.0%	33.3%	58.1%	8.6%	100.0%	41.7%
Suppliers of equipment, materials, services or software	7.7%	33.3%	0.0%	26.1%	0.0%	12.5%	33.3%	9.1%	11.8%	0.0%	0.0%	6.5%	5.7%	0.0%	25.0%
Universities or other higher education institutions	0.0%	0.0%	0.0%	8.7%	0.0%	12.5%	0.0%	0.0%	0.0%	0.0%	0.0%	6.5%	0.0%	0.0%	0.0%

Innovation Sources	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan
Clients or customers from the private sector	13.3%	20.0%	16.0%	0.0%	0.0%	12.5%	16.0%	0.0%	30.8%	13.3%
Clients or customers from the public sector	0.0%	10.0%	8.0%	0.0%	0.0%	6.3%	8.0%	5.9%	7.7%	20.0%
Competitors or other businesses in your industry	6.7%	10.0%	4.0%	0.0%	0.0%	6.3%	4.0%	0.0%	30.8%	6.7%
Consultants, commercial labs or private R&D institutes	0.0%	5.0%	2.0%	0.0%	0.0%	18.8%	0.0%	0.0%	7.7%	0.0%
Government or public research institutes	0.0%	0.0%	2.0%	0.0%	0.0%	6.3%	0.0%	0.0%	0.0%	0.0%
Staff within your business or enterprise group	53.3%	30.0%	44.0%	50.0%	62.5%	43.8%	12.0%	29.4%	38.5%	53.3%
Suppliers of equipment, materials, services or software	6.7%	15.0%	16.0%	8.3%	12.5%	12.5%	8.0%	17.6%	15.4%	0.0%
Universities or other higher education institutions	0.0%	5.0%	6.0%	0.0%	0.0%	6.3%	0.0%	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	10.1%	33.3%	19.0%	17.6%	0.0%	0.0%
Clients or customers from the public sector	5.1%	19.0%	7.1%	17.6%	0.0%	0.0%
Competitors or other businesses in your industry	6.3%	14.3%	7.1%	5.9%	0.0%	0.0%
Consultants, commercial labs or private R&D institutes	2.5%	9.5%	2.4%	5.9%	0.0%	0.0%
Government or public research institutes	1.3%	0.0%	0.0%	5.9%	0.0%	0.0%
Staff within your business or enterprise group	32.9%	47.6%	52.4%	76.5%	100.0%	9.7%
Suppliers of equipment, materials, services or software	11.4%	9.5%	21.4%	0.0%	0.0%	9.7%
Universities or other higher education institutions	2.5%	9.5%	2.4%	0.0%	0.0%	0.0%

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

Barriers 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	Primary industries, Agriculture, Forestry, Fishing.	Retail and Wholesale
Availability of finance (including awareness of finance available and how available to access)	0.0%	0.0%	40.0%	8.3%	0.0%	12.5%	0.0%	27.3%	22.2%	0.0%	0.0%	9.4%	5.4%	0.0%	25.0%
Cost of finance	15.4%	11.1%	0.0%	20.8%	0.0%	12.5%	33.3%	27.3%	27.8%	0.0%	33.3%	18.8%	5.4%	100.0%	33.3%
Direct innovation costs too high	23.1%	11.1%	20.0%	29.2%	0.0%	12.5%	66.7%	27.3%	38.9%	0.0%	33.3%	3.1%	8.1%	100.0%	16.7%
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%	0.0%	0.0%	0.0%	0.0%
Excessive perceived economic risks	7.7%	11.1%	20.0%	12.5%	0.0%	12.5%	0.0%	18.2%	22.2%	0.0%	0.0%	18.8%	2.7%	0.0%	25.0%
Lack of information on markets	15.4%	11.1%	0.0%	4.2%	0.0%	12.5%	33.3%	9.1%	4.2%	0.0%	0.0%	0.0%	10.8%	0.0%	0.0%
Lack of information on technology	7.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.8%	0.0%	0.0%
Lack of qualified personnel	23.1%	11.1%	0.0%	20.8%	0.0%	0.0%	0.0%	18.2%	16.7%	0.0%	0.0%	9.4%	8.1%	0.0%	8.3%
Market dominated by established businesses	15.4%	0.0%	0.0%	4.2%	20.0%	25.0%	0.0%	0.0%	11.1%	0.0%	0.0%	3.1%	0.0%	0.0%	0.0%
None of the above	30.8%	33.3%	20.0%	16.7%	60.0%	0.0%	0.0%	9.1%	22.2%	100.0%	0.0%	28.1%	70.3%	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%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
UK government regulations	0.0%	0.0%	0.0%	0.0%	20.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Uncertain demand for innovative goods or services	7.7%	11.1%	20.0%	16.7%	0.0%	12.5%	0.0%	27.3%	5.6%	0.0%	33.3%	0.0%	0.0%	0.0%	16.7%

Barriers to Innovation	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan
Availability of finance (including awareness of finance available and how available to access)	0.0%	10.0%	19.0%	8.3%	0.0%	11.1%	7.7%	11.8%	7.1%	6.7%
Cost of finance	0.0%	30.0%	19.0%	8.3%	12.5%	16.7%	15.4%	17.6%	14.3%	13.3%
Direct innovation costs too high	0.0%	20.0%	19.0%	25.0%	0.0%	22.2%	15.4%	17.6%	21.4%	13.3%
EU regulations (including standards)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Excessive perceived economic risks	6.7%	30.0%	6.9%	8.3%	12.5%	5.6%	3.8%	41.2%	7.1%	6.7%
Lack of information on markets	6.7%	10.0%	5.2%	8.3%	0.0%	0.0%	7.7%	5.9%	7.1%	0.0%
Lack of information on technology	0.0%	5.0%	1.7%	0.0%	0.0%	0.0%	7.7%	5.9%	0.0%	0.0%
Lack of qualified personnel	0.0%	0.0%	10.3%	0.0%	0.0%	22.2%	11.5%	17.6%	21.4%	13.3%
Market dominated by established businesses	0.0%	15.0%	3.4%	0.0%	0.0%	11.1%	3.8%	5.9%	0.0%	0.0%
None of the above	33.3%	20.0%	27.6%	50.0%	25.0%	22.2%	50.0%	23.5%	42.9%	33.3%
Outcome of the EU referendum	0.0%	0.0%	1.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
UK government regulations	0.0%	0.0%	0.0%	0.0%	0.0%	5.6%	0.0%	0.0%	0.0%	0.0%
Uncertain demand for innovative goods or services	13.3%	10.0%	6.9%	8.3%	0.0%	11.1%	3.8%	5.9%	7.1%	6.7%

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)	12.7%	9.1%	9.3%	13.0%	20.0%	6.5%
Cost of finance	21.5%	27.3%	14.0%	0.0%	20.0%	9.7%
Direct innovation costs too high	25.3%	9.1%	14.0%	8.7%	20.0%	9.7%
EU regulations (including standards)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Excessive perceived economic risks	11.4%	18.2%	9.3%	21.7%	20.0%	3.2%
Lack of information on markets	10.1%	0.0%	0.0%	4.3%	0.0%	6.5%
Lack of information on technology	3.8%	0.0%	0.0%	0.0%	0.0%	6.5%
Lack of qualified personnel	10.1%	13.6%	11.6%	17.4%	0.0%	3.2%
Market dominated by established businesses	5.1%	13.6%	4.7%	0.0%	0.0%	0.0%
None of the above	32.9%	13.6%	25.6%	17.4%	0.0%	67.7%
Outcome of the EU referendum	0.0%	0.0%	0.0%	4.3%	0.0%	0.0%
UK government regulations	0.0%	0.0%	2.3%	0.0%	0.0%	0.0%
Uncertain demand for innovative goods or services	8.9%	13.6%	7.0%	8.7%	0.0%	0.0%