

Business Growth Priorities

The GLLEP has identified 4 priorities to create the right conditions for growth with the aim of increasing productivity, growing existing businesses, attracting inward investment and focussing on the greatest impacts.

PRIORITY 1: BUSINESS GROWTH SUPPORT

- **Support existing companies to grow;** by developing integrated packages of tailored business advice and support utilising expert support services
- **Access growth finance;** through continued lobbying for easier access to finance and development of a new financial instrument to provide growth capital in the form of loans, equity investment and mezzanine growth finance
- **Access new and overseas markets;** working in partnership with UK Trade and Industry (UKTI) to raise awareness of new export opportunities and developing export plans and sector-based trade missions/trade fairs
- **Local supply chains;** development and continued support and delivery of tailored advice; sector-focused networks; resource efficiency support ; SUPPLY Lincolnshire (procurement and trade); incubator networks and managed workspace
- **Inward Investment and Investor aftercare;** promoting the GLLEP area, attracting new inward investment from abroad and offering investor relationship management across the region

PRIORITY 2: SKILLS DEVELOPMENT

- **Encouraging employer engagement,** investment and collaboration in apprenticeships and workforce development
- **Skilled and flexible workforce;** working with employers and training providers to identify general and more specific skills needs and promoting the role of the specialised and world class training facilities
- **Technical and management skills;** ensuring that the workforce is upskilled through specific training that meets the needs of industry and inward investors, and supporting employers to fully articulate their skills needs
- **Effective recruitment and retention** through supporting businesses via the Business Lincolnshire Growth Hub

Business Growth Priorities

PRIORITY 3: SUPPORTING RESEARCH & DEVELOPMENT AND INNOVATION

- **Unlocking Innovation;** promote and support access to the full range of Innovate UK services including; R&D; Smart; IP; Knowledge Transfer Partnerships, Catapult Centres and Horizon 2020 funding programmes alongside the Enterprise Europe Network (EEN) provision
- **Improving access to R&D and developing innovative new products and services;** further develop the world-class, industry-focused research and development activity at the University of Lincoln School of Engineering and National Centres for Food Manufacturing alongside a programme to facilitate technology transfer and commercialisation of research
- **Lincoln Science and Innovation Park** - Facilitate business access to the full ranges of support and services on offer

PRIORITY 4: INFRASTRUCTURE AND LOCATION

- **Transportation, ports, rail, utility & digital infrastructure;** continue to invest in business infrastructure and lobby for improved infrastructure where the impact is greatest
- **High quality serviced sites and premises;** maintaining a supply of high-quality, serviced employment sites and premises across Greater Lincolnshire to support the attraction of inward investment and facilitate the growth and expansion of existing businesses
- **Place marketing;** developing a consistent approach to marketing and branding for Greater Lincolnshire's businesses; showcasing our world class businesses, identifying and supporting schemes which will increase investor confidence and increasing marketing opportunities and tools to promote Greater Lincolnshire

Contact: *Samantha Harrison*
(Commissioning Manager – Enterprise)
01522 550576
Samantha.L.Harrison@lincolnshire.gov.uk