



**GLLEP MANUFACTURING BOARD**  
**12<sup>th</sup> October 2021 at 10.00am**  
**Via MS Teams**

## Paper 0 - Agenda

Item and brief description	Indicative timings	Lead	Access / Circulation
1. Welcome, Introductions and Apologies 2. Declarations of Interest	10.00 - 10.05am	Darren Joint	
3. Minutes from Meeting held on 13 <sup>th</sup> July 2021	10.05 - 10.10am	Samantha Harrison	Paper 1
4. Cyber Security in Manufacturing Q&A on Cyber Security	10.10 - 10.30am 10.30 - 10.35am	Paul Burrows	Verbal
5. Made Smarter - Review and Update	10.35 - 10.45am	Samantha Harrison	Verbal
6. GLMN Update	10.45 - 11.00am	Ahmed Elseragy / Darren Joint	Verbal
7. Covid Recovery Plan Update	11.00 - 11.05am	Jeannine Thornley	Paper 2
8. Manufacturing Growth Programme & Supply Chain Programme - End of Programme Report	11.05 - 11.20am	Neil Harriman	Paper 3 G Lincs MGP Insight Report_09 2021 MGP LEP Insight Report_09 2021 - MGP-EAST-MIDLANDS-Barometer-Q1-2021
9. GLLEP Update	11.20 - 11.30am	Ruth Carver	Verbal
10. FE Technical Provision discussion	11.30 - 11.45am	Darren Joint	Verbal
11. IOT Presentation	11.45 - 11.55am	Julian Free (TBC)	Verbal
12. Board Make-Up Update	11.55 - 12.00pm	Samantha Harrison	Verbal
13. Date of next meeting 18 January 2022 - 10.00am - 12.00pm	12.00 - 12.00pm	Darren Joint	

Attendees: Darren Joint, Ahmed Elsaragy, Charlotte Horobin, Neil Harriman, Robert Willey, David Talbot, Melanie Baker, Mike Hague-Morgan, Paul Burrows, Mark Kempton, Garry Wilkinson, Sam Pask, Stuart Johnston

To be confirmed: David Caddle, David Earnshaw, Edward Tong, Neil Main, Nick Broom, Ray Newell,

Apologies: Helen Doughty

LEP Officers: Ruth Carver, Samantha Harrison, Jeannine Thornley



# Minutes of the Greater Lincolnshire LEP Manufacturing Committee

13<sup>th</sup> July 2021

MS Teams

Draft Minutes

**Present:**

Darren Joint (Chair, Viking Signs), Ruth Carver (GLLEP), Samantha Harrison (GLLEP), Charlotte Horobin (Make UK), Garry Wilkinson (NatWest Bank), Neil Harriman (Economic Growth Solutions), Jeannine Thornley (LCC), David Earnshaw (Parkinson Harness Technology), Neil Main (Micrometrics), Michael Hague-Morgan (Autocraft Drivechain Solutions Ltd), Helen Doughty (SHD Composites), Natalie Poole (GLLEP), Richard Chambers (Boston College), Steven Peacock (Grantham College), Marcus Burton (Made Smarter Presentation)

**Apologies and Declarations of Interest:**

**Apologies:** Justin Brown (LCC), Ray Newell (Oakwell Management Services Ltd), Kevin Ross (NAMRC), David Caddle (Economic Growth Solutions), Nick Broom (Siemens), Robert Willey (Househam Sprayers), Ahmed Elseragy (Enterprise School of Engineering), Mark Kempton (Dynex), David Talbot (HCF CATCH Ltd), Edward Tong (Tong Engineering)

Full declarations of interest for each individual Committee Member can be found at:  
<https://www.greaterlincolnshirelep.co.uk/about/boards/>

**Minutes and Matters Arising (Paper 1) - SH**

**Notification**

Since the last meeting we have had notification that Paul Taylor from Dynex would like to step down from the GLLEP Manufacturing Board. Paul has been a member since the Boards inception Paul stated that "it has been a pleasure to work with you all on the Board over the past few years".

He was really pleased with the way that the Board has been developing recently with renewed energy. He is not retiring but wants to focus more on the electronics sector and related international affairs which are posing lots of interesting challenges and opportunities."

Therefore, we would like to formally thank Paul Taylor for his extensive contribution to the GLLEP Manufacturing Board over the last 3¾ years. His knowledge and enthusiasm have been of great value to the whole Board, and his participation will most certainly be missed. He has nominated his replacement Mark Kempton Managing Director at Dynex Semiconductor who will join us at the October meeting.

**Matters arising**

Most of the points raised in the last minutes will be covered in the meeting today.

Karen Seal circulated the Agri-Tech and the Engineering and Manufacturing propositions after the last meeting - please continue to cascade these through your networks. We have received a fantastic response in terms of inward investment enquiries as a direct result of these. DIT are using them across their teams, at a future meeting we would like to update you on the kinds of enquiries we are getting across Lincolnshire - and we are keen to turn these enquiries into real investment opportunities, hopefully bringing some supply chain linkages.

No amends to the minutes brought forward and all other actions noted as undertaken.

**Spark Educational Pack - (Papers 2 and 3) - Natalie Poole**

Information on the Spark Educational Pack shared as Papers 2 and 3

The Spark Educational Pack was presented and discussed as below: -

The 'Have a Go event' that usually runs annually in the Cathedral was a casualty of COVID. After discussion at the Manufacturing Board and in conjunction with the GLLEP, the EBP and The Spark Group (group of employers who come together to help organise the event) the Spark Educational Pack has been produced.

The Spark Educational Pack is a pack of lesson plans that teachers and career leaders can use free of charge in schools and colleges across Lincolnshire. Appropriate for young people aged from 8-11 yrs. right up to school leavers 17-18-year-olds just about to enter the world of work.

Example lesson plan circulated. They are simple to download, and the teacher can easily embed the resources into their curriculum plan.

Please share this initiative with your networks to raise awareness of the resources - **ACTION - ALL**

Note - NM - NM is on the SPARK Steering Group. The event July 2022 will need manufacturers to come along to tell schools and young people about manufacturing, in particular how we are going to improve the carbon footprint and reduce energy consumption - which will be a main focus of the 2022 SPARK event. Please contact NM direct if you have any questions on the event next year.

Natalie Poole - Skills Delivery Manager  
Greater Lincolnshire LEP  
T: 07880 294729  
E: [natalie.poole@lincolnshire.gov.uk](mailto:natalie.poole@lincolnshire.gov.uk)

Link to the SPARK Education Pack - <https://www.dropbox.com/t/ZtwkSUtQQiwyA95H>  
Password - SPARKTHEEBP2021

### **Skills Agenda - Richard Chambers - Boston College**

PDF presentation distributed with minutes.

Final Slide - Keep an eye on where Industry and Technology is going with AI and Industry 4.0. Make sure there is the staffing CPD in place to meet those needs.

Note - MHM - There are massive skills shortages - and industry doesn't have the capacity just to 'free somebody up' but if we don't then we are not going to get out of this spiral. As leaders we need to try and find a way of making this happen.

Note - RC - Thanked Richard for his presentation. The LEP contributed £2.8m to the project and it's really good to hear the stories about it being 3 x oversubscribed and having the desired trickle-down effect particularly in Manufacturing and Engineering.

Note - RC - In addition to Boston EMAT Centre - £2.5m invested into a Digital Logistics Centre - part of the supply chain connectivity - focused on Digital learning.

### **Recruitment challenges**

Note - RC - Every single board across GL and nationally are suffering the worst recruitment challenges currently, impacts from an ageing workforce, post Brexit, Covid, furlough etc - described as a 'perfect storm'. The LEP are collecting some intelligence - any specifics on your current pain points would be appreciated.

Specifically working on: -

- HGV and LGV as its incredibly acute

- Visitor Economy sector - hospitality, retail and leisure
- Food Sector
- Care Sector

Not currently doing anything bespoke on Manufacturing as whilst we recognise there are challenges, we don't hear that this is a lot different than that of 2-3 years ago. Happy to discuss.

Richard Chambers | Head of Projects  
 Boston College, Skirbeck Road, Boston, Lincs PE21 6JF  
 T: (01205) 365701 3212  
 E: [RichardC@boston.ac.uk](mailto:RichardC@boston.ac.uk)

**Skills Agenda - Steven Peacock - Grantham College**

PDF presentation distributed with minutes.

We have issues just like Richard in terms of engineering staffing - and it would be a brilliant idea to link up through loans of staff through companies.

Q- DJ - What do you need from the local employers to make this a success?

A - SP - Working with employers to get vacancies filled - to provide that pipeline - and likewise, be able to call on a network of employers to deliver masterclasses. Discuss the skills gaps with employers to ascertain if the portfolio of courses offered matching the needs of the workplace.

**Action - Organise a round table discussion between Manufacturers and Grantham and Boston College**

Note - MHM - Career's page shared in the chat function - link below: -

<https://apply.workable.com/autocraft-solutions-group/#jobs>

You will see that we are struggling across the board, particularly in technical roles.

The lack of skilled people is no surprise. It has been getting worse for years, but post Covid it is acute. You can see some technical roles are over 5 months old and we have still not filled them.



**Made Smarter - Marcus Burton - Mazak**

PDF presentation distributed with minutes.

Made Smarter goes back to 2017 - review carried out by Juergen Maier about how digital technologies could be adopted more widely - and lead our industry 4.0 revolution in the UK. The Industrial Digital Review then turned into and was branded Made Smarter and has 4 pillars.

Before questions opened - Marcus stated that he understands that there have been some boundary changes due to a LEP reorganisation. That the Made Smarter areas were not aligning with the LEP areas. The South Humber region is still being addressed by the Yorkshire and Humber Made Smarter initiative which is being driven from Sheffield and Leeds.

Marcus also said that he believes from his colleagues in BEIS that there was a bid put in by GLLEP and the UoL at the start of the programme - which wasn't successful. The manufacturing team at

BEIS are ready to talk to the local team to re-engage to steer a direction and assist in putting together some adoption ideas for the region.

Q - SH - Thank you for the update Marcus. The Greater Lincolnshire Growth Hub chairs the East Midlands Cluster Group for the Growth Hub - and we are keen as a cluster to engage with the Made Smarter Initiative. Whilst we are supportive of the GLLEP bid - we would like to look at the best practices with a view to bidding in as a cluster through the CRF and/or Levelling up Fund agenda. In terms of resources and provision - do we buy into a package that's already there? Is there an advisory pool that we buy into, or do we have to grow our own?

A - MB - Both - There is talk of higher value manufacturing catapults setting up a resource that all Made Smarter initiatives could tap into - for some regions this would be easier as they have catapults on their doorstep, but if we want this to go national, we have to consider having some resource that can be tapped into. The first engagement for SME's needs to be more local to build up rapport - and referrals made only when specific advice / technical skill needs to be brought in. The Made Smarter project is not hugely funded and will only get regions to the end of the year where they can bid for more.

Note - SH - There is a meeting next week with Alan Dilworth from the Growth Company, Manchester - we would also like to have further conversations with you Marcus.

Reply - MB - Happy to do that, would also be good to facilitate the right contacts in BEIS to inform on how to structure the bid to hit the sweet spots for BEIS.

Note - MB - MakeUK were great at facilitating a greater regional approach in the West Midlands to work together for the good of the SME's

Q - RC - Who is the contact in BEIS that we could take this up with at a practical level. To report back from the East Mids Chairs LEPS meetings - all 3 EM LEPS are committed to working together on a CSR / 1 year review, to put a bid in through the spending review for an East Midlands Made Smarter Pilot Programme. Seeking support from the East Midlands Engine and Sir John Peace. East Midlands is the home of Manufacturing - and we are keen to work together to identify and shape what our model should look like.

A - MHM - Claire Porter is the contact at BEIS and Mike is happy to facilitate an introduction to Claire and the team. It needs to be when we know who we are linking up with - and have a better idea of what we want to do - it doesn't have to be a finished plan.

Note - MB - Agreed. Also suggested Matthew Ellis - he initially offered his help and advice.

Note - DJ - Expressed an interest for him and Mike HM to be put forward as Digital Champions case studies, their experience can help energise other manufacturers into digital adoption. **ACTION JPT**

Note - MB - Case Studies are key - real examples of what you can do.

Marcus Burton  
Mazak  
Made Smarter Adoption presentation  
E: [mburton@mazak.co.uk](mailto:mburton@mazak.co.uk)

#### **GLLEP Update - Verbal - RC**

PDF presentation distributed with minutes.



Recruitment challenges are an acute problem nationally and internationally. Intel is currently being gathered around the impact on particular sectors - Food, HGV, Visitor Economy and Health and Care. Questions below: -

#### **Chat transcript - RC**

Recruitment challenge intel to be sent to: [GLLEPbusinessintelligence@lincolnshire.gov.uk](mailto:GLLEPbusinessintelligence@lincolnshire.gov.uk)

1. What is your current/immediate staffing need – how many (numbers incl. agency)
2. How does this break down broadly across your business (e.g. operatives, drivers etc, are there specific pinch points)
3. What is the likely impact to your business of not filling those vacancies (financial, implications on production, contracts etc)?
4. What is your estimated need for staff over the next 6 months – how many (numbers), are these in a particular part of the business?
5. What are the main barriers driving the shortage? How can this be mitigated?

Q - RC - Is this also required for the Manufacturing sector? Charlotte and MakeUK may already be doing this?

For the HGV one the LEP is working jointly with LCC and the Chamber, on Health and Care the LEP is working jointly with the Care Organisation.

#### **Greater Lincolnshire Manufacturing Network (GLMN) Update - Verbal - JPT**

Apologies from Ahmed Elseragy as unable to attend the meeting.

Next event - Thursday 15 July - 28 bookings, 9 manufacturing business. The event will be seeking the opinions of attendees to help shape the future of the GLMN.

#### **Covid Recovery Plan Action Update (Paper 4, plus appendices) - JPT / NH**

JPT referred to Paper 4 and asked that everyone cascades information on the support programmes to their networks. **ALL TO ACTION**

DJ - Ask businesses if they have had any success directly from being featured in the Made in Lincolnshire brochure? **JPT TO ACTION**

#### **Manufacturing Growth Programme & Supply Chain Programme - NH**

Demand for the MGP remains high with positive outcomes.

There is a shortage of capital grant availability in GL - which has meant people being signposted to this programme - this pot is running very low now, and there is still a high demand.

Regional Manufacturing Barometer, G Lincs and national insight reports circulated.

#### **Board Make-Up - SH**

We would like to ensure everyone is happy to continue their role on the Board, and we are working to develop the breadth of representation. Seeking nominations for ambassadors and champions of the sector we can approach either directly or through Darren, particularly from the Food and

Decarbonisation sectors. We are also seeking representation from Rutland - working with Sue from Rutland County Council and working with colleagues in North Lincolnshire Local Authority for business suggestions.

Q - DJ - Have Rutland Plastics have been approached? **DJ to forward contact details to SH.**

Any other recommendations please forward through to SH, DJ or JPT - **ACTION ALL**

### Any Other Business

SH - Ref Capital Grants We have bid for Community Renewal Funding - covering Boston, Lincoln and East Lindsey predominantly. 3 Programmes - Entrepreneurship, Digital and Green Lincolnshire. This is a pre-cursor to the UK Shared Prosperity Fund. Outcome should be known by early August. This activity will provide support and revenue grants and be delivered by 31 March 2022. 19 projects submitted for Lincolnshire for £7 - £9million. SH will update the Board at next meeting.

CH - Collaboration between GLLEP and MakeUK - Food and Drink Meet the Buyer event on 14 September. A verbal thank you to Ruth - buyers are currently being recruited and information will be circulated shortly.

GW - The bank is seeing increased issues around Cyber Security - MakeUK have done a lot of work in this area and GW has been speaking to Kryptocloud as they are having difficulty reaching the Manufacturing community.

DJ - Suggested that Cyber Security be an agenda item for the next meeting. **JPT TO ACTION**

MHM - Wanted to say a massive thank you and well done. The whole Board has come on massively in 3 years. The level of professionalism on the minutes and DJ chairing the meetings is in a different league to where we were 3 years ago. The pack of information for the meeting was well put together and easy to follow. Very impressed, well done everybody. Big difference.

DJ - Thank you and thank you to everyone who has made that possible.

### The meeting was closed.

### Date of next meeting

Tuesday 12 October - 10.00am to 12.00pm

### Noted Agenda Items for next meeting

Update on the Defence Board

EM Digital Industrialisation & Manu Support Framework outline

Cyber Security - Rona Mackenzie from KryptoCloud

## PAPER 2 - Covid Recovery Plan Action Update

Publication	Public Paper (published)					
Meeting date:	12 October 2021					
Agenda Item:	7					
Item Subject:	Covid Recovery Plan Action update					
Author:	Jeannine Thornley					
For:	Discussion		Decision		Information	Yes

### 1) Manufacturing Transformation Programme

#### Latest update

18 manufacturing businesses are currently progressing through this programme. 9 additional businesses have registered an interest for the next programme. This takes us over the target of 20 businesses which shows there is a real need for this quality personalised 1-2-1 intervention. Mentoring and support offered on a variety of bespoke subjects and skills ranging from Marketing, supply chain, internal processes including post-covid roadmap and strategy, recruitment strategy, leadership and management, lean manufacturing.

#### Contact details

Contracted to - The Centre for Management & Business Development  
 Email - [enquiries@cmbd.org.uk](mailto:enquiries@cmbd.org.uk)  
 Call - 07733 107238  
 Web - [Manufacturing Transformation Programme](#)  
 Business Lincolnshire Project Manager - Jeannine Thornley

#### General Programme Information

*This fully funded programme provides training, business coaching and consultancy analysis for up to 8 months.*

*The programme is designed to help the participating company overcome the challenges set by the Covid-19 crisis and adapt to future consequences by improving business performance, innovating product and service offerings or developing new business.*

### 2) Manufacturing Growth Programme - Oxford Innovation

#### Latest update

- In the last quarter Jul- Sep, demand for the Manufacturing Growth Programme continues unabated with jobs forecast to be created increasing.
- Our most recent quarterly survey across East Midlands reported almost all firms are citing supply chain issues, which has the potential to constrain present and future growth prospects.
- 96% of respondents have said that price changes are causing challenges within the supply chain, with 94% believing that this is being driven by a lack of raw materials available.
- This report also suggests that SME manufacturers are under pressure from their customers to maintain supplies and costs, whilst, at the same time, their suppliers are looking to increase the price of the goods they need to purchase. On top of this, there is a need for lead times to be extended to cope with the lack of availability.

Attached supporting documents:

- MGP-EAST-MIDLANDS-Barometer-Q1-2021
- G Lincs MGP Insight Report\_09 2021
- MGP LEP Insight Report\_09 2021

#### Contact Details

Delivered by - Economic Growth Solutions, part of Oxford Innovation

## PAPER 2 - Covid Recovery Plan Action Update

Email - [neil.harriman@egs.live](mailto:neil.harriman@egs.live)

Web - [Manufacturing Growth Programme | Business Lincolnshire](#)

### **General Programme Information**

*The MGP provides 43% intervention level, cap of £5-6K for consultancy, £25k on the small capital - total cost of project. Minimum £1k. Can support any form of consultancy.*

*Support is available for all Greater Lincolnshire manufacturing businesses to access (but unfortunately because it is ERDF funded it cannot cover Rutland due to its developed status)*

### 3) **Supply Chain Improvement Programme**

#### **Latest Update**

- 12 businesses have completed the programme to date, with a number still working their way through the Supply Chain Audit process
- Feedback received has been very positive in relation to the Workshop delivery and to identify areas of potential 1:1 support - there has been some challenges around clients availability of time
- An end of programme report has been provided and key findings will be discussed at the Manufacturing Board Meeting 12 October 2021
- A recent example of support provided through the programme
  - The Managing Director was particularly pleased with our support in discussion of a developing a Supply Chain Strategy Model orientated to Responsiveness, we have reinforced the investments being made and The Managing Director has then created a detailed order entry system for his customers to configure their products.

#### **Contact Details**

Contracted to - Oxford Innovation

Email - [admin@bizlincolnshire.co.uk](mailto:admin@bizlincolnshire.co.uk)

Web - [Supply Chain Improvement Programme](#)

Business Lincolnshire Project Manager - Jeannine Thornley

### **General Programme Information**

*This blended-learning programme means the participants benefit from both workshop and one-to-one adviser support. The latter includes a supply chain audit, where an adviser will analyse the risks the business is exposed to and create a handy report detailing how the business can strengthen their supply chain. Moving forward the support will provide the business with a holistic view of their supply chain, helping them to spot issues and increase efficiency and performance.*

#### **Follow on Support:**

- Complete your own businesses Supply Chain AUDIT
- SWOT Analysis
- Action Planning
- 1:1 Bespoke Support to improve your Supply Chain

### 4) **Manufacturing Peer Networks**

#### **Latest Update**

- Phase 1 was delivered between Oct 2020 - March 2021. 33 Manufacturing businesses split into 3 cohorts completed the programme with very positive feedback.
- It is planned that Phase 2 will deliver 3 cohorts specifically for Manufacturing businesses and 16 have already been recruited.
- One cohort is already active, 1 to start in September and final one TBC. Delivery to be completed by March 2022.

#### **Contact Details**

Manufacturing Cohorts contracted to - Oxford Innovation

Email - [admin@bizlincolnshire.co.uk](mailto:admin@bizlincolnshire.co.uk)

Web - [Peer Networks | Business Lincolnshire](#)

Business Lincolnshire Project Manager - Simon Murphy

## PAPER 2 - Covid Recovery Plan Action Update

### **General Programme Information**

*Peer Networks is a national initiative, delivered locally through the Local Enterprise Partnership (LEP) network and their respective Growth Hubs. The programme's longer-term aims are focused on reducing the UK productivity gap by helping business leaders find practical solutions to strategic and operational challenges. It also forms part of the UK Government response to the COVID-19 pandemic and the ongoing EU transition, seeking to improve the resilience of SMEs, their capability to adapt their business models to the "new normal" and position themselves for future success, driving longer-term productivity gains.*

*The programme sees the creation of a series of peer networks (cohorts) through the Growth Hub network, with each group consisting of 11 owners or managers from the SME business community participating in each network. Led by an experienced facilitator, these peer networks typically meet fortnightly as part of delivering 18 hours of action learning through 2-3-hour sessions. Individual one-to-one support (coaching, mentoring, or advice) is also provided either directly by the programme, or from other existing schemes to help to implement and manage change. Active involvement in the peer network enhances the leadership capabilities, knowledge and confidence of business owners and entrepreneurs within a local region. It helps build regional connectivity and strength within the SME business community.*

*The Growth Hub has secured funding to deliver 2 Manufacturing Networks.*

### **5) Empowering SME's in International Trade Programme**

#### **Latest Update**

This East Midlands Cluster initiative has completed Phase 1 of delivery and is gearing up to deliver Phase 2 - with marketing and recruitment already underway. Phase 2 has been modified slightly to reflect the intelligence gathered through Phase 1 delivery.

#### **General Programme Overview - Phase 2**

Following the UK's exit from the EU, 2021 and 2022 will be pivotal and transformative years for UK international trade. The label "Made in Britain" commands respect and a premium price, never more so than in exciting emerging markets. However, export statistics show that UK companies trade predominantly with the EU and are often reluctant to expand beyond the bloc for fear of language, cultural and regulatory barriers.

There is huge potential for UK brands overseas and there are significant benefits to be derived from a truly global supply chain. However, companies need to be empowered to capitalise on these opportunities! This is why, in conjunction with the East Midlands Growth Hub Cluster, The Export Department is launching a programme of fully funded, targeted, import and export support for qualifying businesses based in Lincolnshire, Leicestershire, Nottinghamshire and Derbyshire.

The following different types of support are available dependant on need: -

- **International Trade Clinics (2 hours of dedicated support)**
  - During 2 hours of dedicated 1:1 support, you will learn how to optimally prepare, together with the resources and competencies that need to be in place to ensure success.
  - Our specialists will discuss everything from business readiness, essential research and core international trade documentation through to trade agreements, tariffs, regulation, product/service adaptation and sourcing, routes to market, partner vetting and launch planning for your chosen territory.
  - Importantly, we will also signpost you to other sources of valuable support offered by the Department of International Trade (DIT), local chambers, other providers offering free or subsidised support.
- **International Trade Intensive Support (6 hours of dedicated support)**
  - Subject matter is very much client-led based on the opportunity you wish to explore, however topics explored are likely to include trading with the EU post Brexit (covering documentation, UK-EU Trade and Cooperation Agreement, regulation, compliance, tariffs, licensing, Northern Ireland Protocol, VAT, etc.); Trade compliance; Trade facilitation (looking at new and

## PAPER 2 - Covid Recovery Plan Action Update

preferential trading opportunities); Commodity code analysis; Customs warehousing; Transit procedures; Customs special procedures; Rules of Origin; Valuation for Customs purposes; Evidencing Proof of Export; Authorised Economic Operator; Letter of Credit Management and other financial safeguards; Effective trade finance; Incoterms; and more.

- Importantly, we will also signpost you to other sources of valuable support offered by the Department of International Trade (DIT), local chambers, other providers offering free or subsidised support.
- **Export Manager Programme (30 Hours of dedicated support)**
  - This programme provides 30 hours of targeted, operational support to qualifying businesses looking to expand their brands overseas; essentially an export specialist joins your team for a defined period of time. Support is delivered via a combination of targeted coaching and hands on activity, the focus here is on transparency, collaboration and knowledge sharing to ensure that your company is constantly learning and acquiring best practice that it can take forward as it becomes more self-sufficient.
  - Programme objectives are discussed and challenged at inception and outcomes measured throughout. The range of activities that could be supported as part of this programme are endless, ranging from market research and partner sourcing, through to product adaptation and local market launch.
- **International Trader Peer Support Programme (12 hours of group support)**
  - Our International Trader Peer Support Programme capitalises on this collaborative vibe and connects like-minded businesspeople to form a number of “International Trader Peer Groups”. Cohort members can be from companies with differing business maturity, size, sector, location, but they all share one common desire, and that is to be successful in international trade.
  - Each group meets virtually, once a month for a total of 6 sessions to explore a different, and importantly, current international trade related topic. The Export Department organises and moderates these sessions, arranging guest speakers where relevant.
  - These sessions serve many benefits, not least the opportunity to network and build long-term, trusted business relationships but also to learn from peers and remain up to date with the wider regional/international outlook.

### Contact Details

Contracted to - The Export Department - Andrea Collins

Email - [acollins@exportdept.co.uk](mailto:acollins@exportdept.co.uk)

Call - 07500 831800

Web - [The Export Manager Programme | Grant funding | Business Lincolnshire](#)

Business Lincolnshire Project Manager - Simon Murphy

## 6) **Building Business Resilience Programme**

### **Latest Update**

This East Midlands Cluster initiative has completed Phase 1 of delivery and is gearing up to deliver Phase 2 - with marketing and recruitment already underway. Phase 2 has been modified slightly to reflect the intelligence gathered through Phase 1 delivery.

### **General Programme Overview - Phase 2**

#### **The Business Resilience Programme - Growing Stronger Businesses**

Resilient businesses with flexible delivery models have thrived during lockdown, now is the time to learn from these businesses and your own experiences, to grow your business beyond the pandemic, by strengthening your organisational model, approach, staff and processes and procedures.

Responsiveness, agility, and knowing how to respond quickly are vital. Having a plan and tools to help either when a customer demands a change, or a crisis happens can help to make dexterity intuitive and strengthen your business.

## PAPER 2 - Covid Recovery Plan Action Update

We are also finding that supply chains and insurers are now asking businesses to demonstrate resilience and evidence they have plans and procedures in place. This programme will help you to do just that.

This interactive, innovative and highly enjoyable five-month programme, brought to you through the Business Growth Hub will arm you with the knowledge and tools you need not to move beyond the end of lockdown, and to emerge from the crisis as a stronger and more resilient business, able to respond more quickly than your competitors and with a clear resilience roadmap in place.

This programme is for both online and physical businesses based in the East Midlands who would benefit from a strategic and yet practical review of their business and who are strengthen their business resilience and develop a resilience plan

With only twelve places available per cohort - and 7 cohorts in total, if you're an ambitious business leader with a hunger to learn and meet other likeminded business owners and can commit to an intensive 5-month programme where you would need to commit one day a month to attend, we would welcome an application as soon as possible.

### **Eligibility Criteria**

SME located in the East Midlands

Fit into one of the seven cohorts

### **Cohorts**

Cohort 1 - Agri and HortiBusinesses

Cohort 5 - Construction

Cohort 2 - Young Entrepreneurs

Cohort 6 - Creative and Cultural

Cohort 3 - Tourism and Hospitality Sectors

Cohort 7 - Green and renewable

Cohort 4 - Female led Businesses

### **Time Commitment**

Five-month programme of support - initially virtual hopefully with some live events later in the year

One topic a month based around the six factors of resilience

Workshop sessions:

2 x three hour slots per month where online or 1 day workshop when live

One to one support

Historically no Manufacturing organisations have accessed this support initiative, therefore there is no dedicated cohort for Manufacturing. If this trend alters then we will address the need at the time.

Contracted to - Actif - Meryl Levington and Leigh Sear

Email - [meryl.levington@actif.org.uk](mailto:meryl.levington@actif.org.uk)

Tel - 07966 497842

Web - [Building Business Resilience Programme | Business Lincolnshire](#)

Business Lincolnshire Project Manager - Simon Murphy

## 7) **Made in Lincolnshire**

- The updated Made in Lincolnshire Brochure is now live on the Business Lincolnshire website - [PowerPoint Presentation \(businesslincolnshire.com\)](#)
- We launched the brochure in May with 73 business, now 97 businesses currently feature with 8 in the pipeline.
- A press release is planned once we hit the 100 mark to keep momentum and interest high.
- The concept is to use this document as a tool to promote Manufacturing in Greater Lincolnshire and to encourage inter-trading between local manufacturers.
- We have recently emailed businesses who feature, to capture positive success stories of business done between featured businesses as a way of promotion.

## PAPER 2 - Covid Recovery Plan Action Update

- Below is a quick summary of the most popular sections accessed by website users on the Business Lincolnshire website for August 2021 - the Made In Lincolnshire unique page views is constantly in the top 6.

Area	Unique page views
Grant and support finder	1,514
Events	467
Find a business	166
About	130
Business resilience: COVID-19 support	111
Made in Lincs	79
News	76
Industry support: digital	47
Local success stories	34
My account	32
Online tools and resources	17
Business resilience: EU transition / exit	0

### Contact details

Email - [businesslincolnshire@lincolnshire.gov.uk](mailto:businesslincolnshire@lincolnshire.gov.uk)

Call - 07769 875116

Web - [PowerPoint Presentation \(businesslincolnshire.com\)](https://businesslincolnshire.com)

Business Lincolnshire Project Manager - Jeannine Thornley

### 8) July - Sept 2021 Case Studies / Good news

#### **Manufacturing Transformation Programme**

New **Business Development strategies** focusing on production of new furniture have been discussed to help the business grow. We have improved our Financial Management reporting and focus, to enable **real-time informed decision making**.  
**Operations Manager, Bespoke Furniture Manufacturer**

#### **Supply Chain Programme**

Following 1:1 support The **Financial Director** commented that our time spent on implementing the **QCD model (Quality/Cost/Delivery) KPI's** was very timely as they were about to implement the CIM50 software package that they had purchased, as a result we have initially supported the configuration of this software and then been able to support further with a grant.

**Financial Director, Foundry and Engineering Services**

Case studies in the pipeline - Darren Joint from Viking Signs and Michael Hague-Morgan from Autocraft Solutions Group.



**MANUFACTURING GROWTH PROGRAMME**



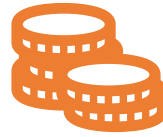
**491**

STRATEGIC  
BUSINESS REVIEWS  
CARRIED OUT



**£1,367,172**

PRIVATE SECTOR  
INVESTMENT



**£947,968**

GRANT AMOUNT  
DEFRAYED TO DATE



**289**

JOBS CREATED

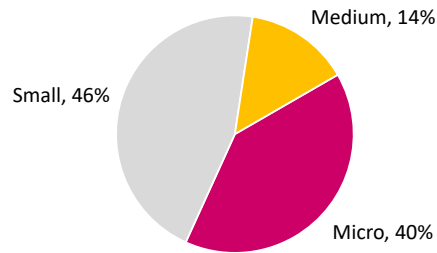


**£35,709**

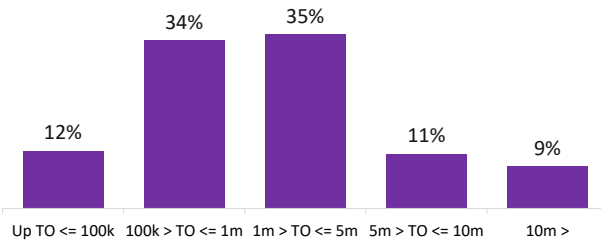
AVERAGE GVA PER  
EMPLOYEE

**SME ENGAGEMENT**

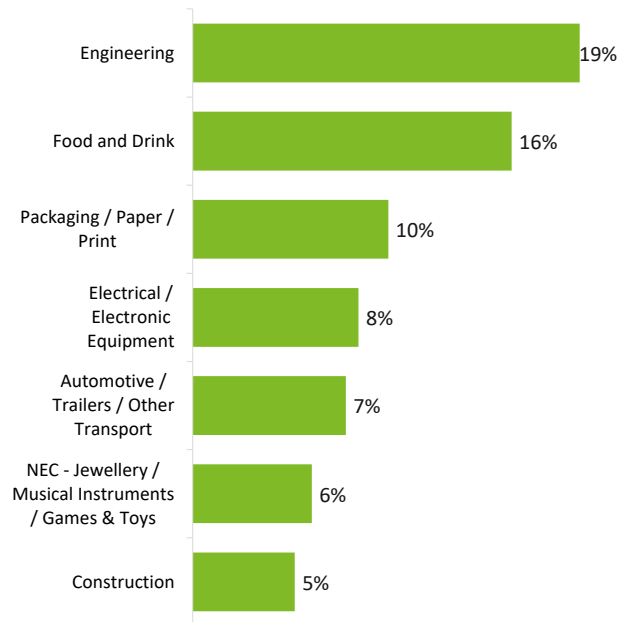
SME SIZE



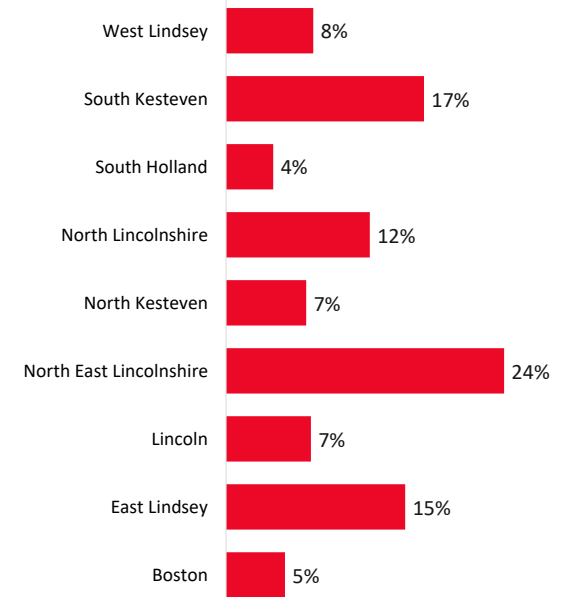
SME TURNOVER



SME SECTORS



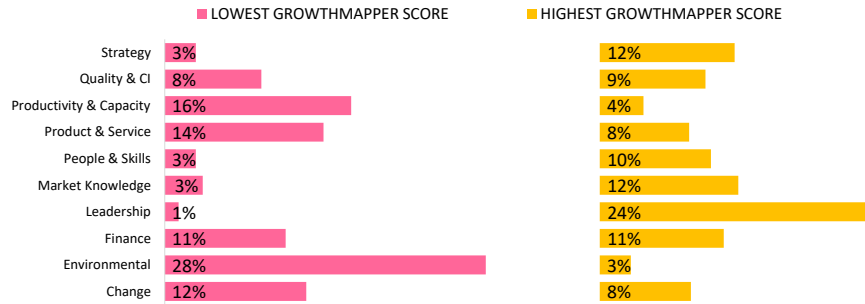
ACTIVITY BY LOCAL AUTHORITY



## GROWTHMAPPER

A FAMILY OF COMPLEMENTARY COACHING TOOLS COVERING ALL THE KEY ASPECTS OF ESTABLISHING AND GROWING A SUCCESSFUL BUSINESS

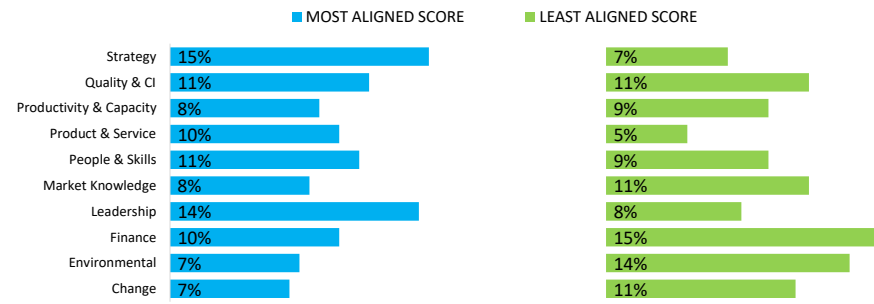
### PERCEIVED STRENGTHS AND WEAKNESSES



■ 28% OF ALL BUSINESSES BELIEVE THEY HAVE SOME WAY TO GO WITH ENVIRONMENTAL

■ 24% OF ALL BUSINESSES BELIEVE THEY ARE WELL ON TOP OF LEADERSHIP

### COMPANY ALIGNMENT



■ STRATEGY IS THE AREA WHERE THE MANAGEMENT TEAM MAINLY AGREE

■ FINANCE IS THE AREA WHERE THE MANAGEMENT TEAM HAS MARKED DIFFERENCES OF OPINION

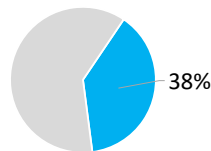
## FOCUS OF IMPROVEMENT PROJECTS

### GRANT TYPE

Intensive Projects - 40%  
Standard Projects - 27%  
Capital Projects - 34%



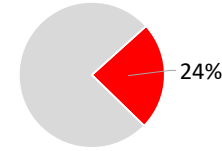
### MARKETING & MARKET KNOWLEDGE



### MARKETING & MARKET KNOWLEDGE



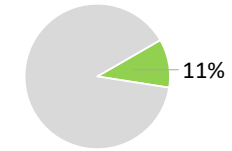
### PRODUCTIVITY & CAPACITY



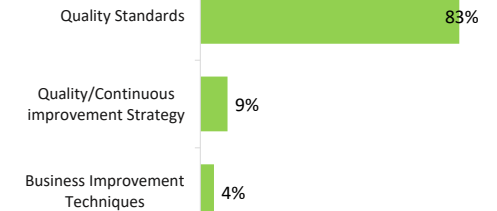
### PRODUCTIVITY & CAPACITY PROJECTS



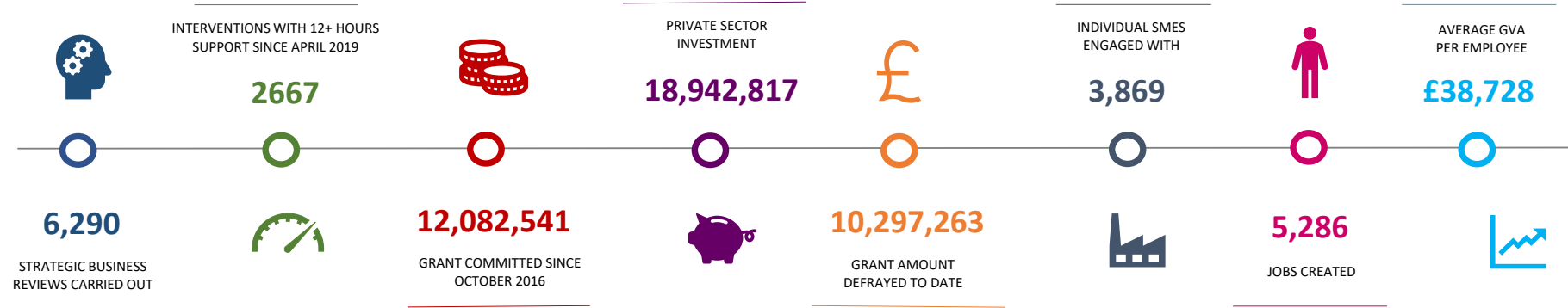
### QUALITY & CONTINUOUS IMPROVEMENT



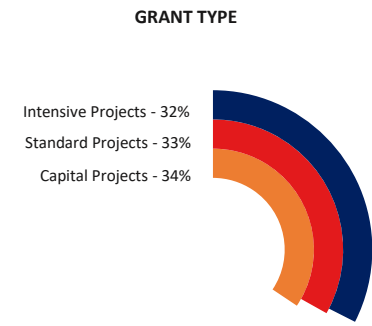
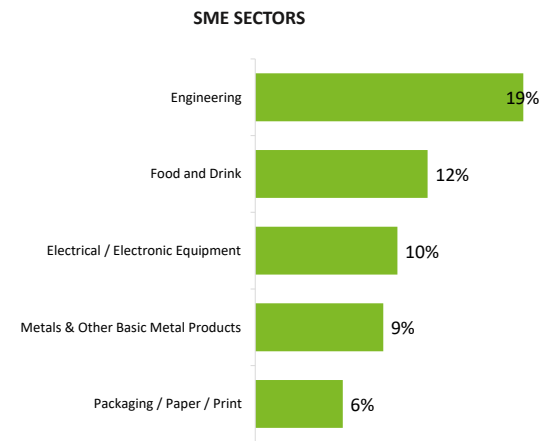
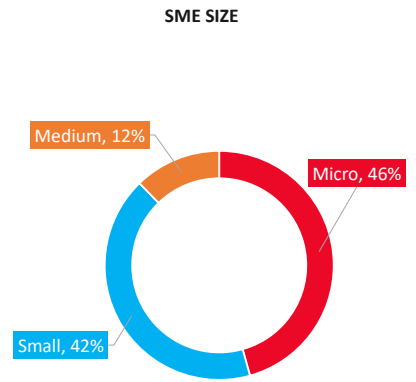
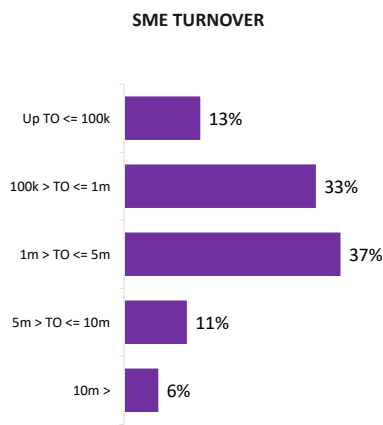
### QUALITY & CI PROJECTS



**MANUFACTURING GROWTH PROGRAMME**



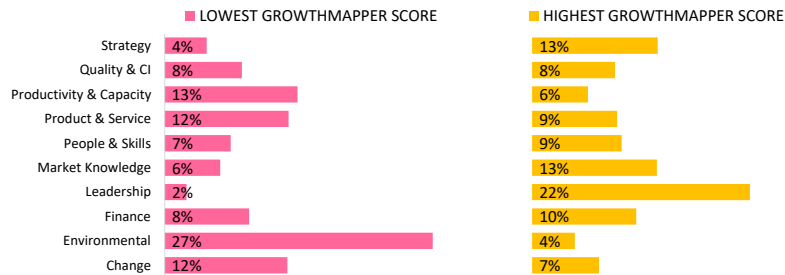
**SME ENGAGEMENT**



## GROWTHMAPPER

A FAMILY OF COMPLEMENTARY COACHING TOOLS COVERING ALL THE KEY ASPECTS OF ESTABLISHING AND GROWING A SUCCESSFUL BUSINESS

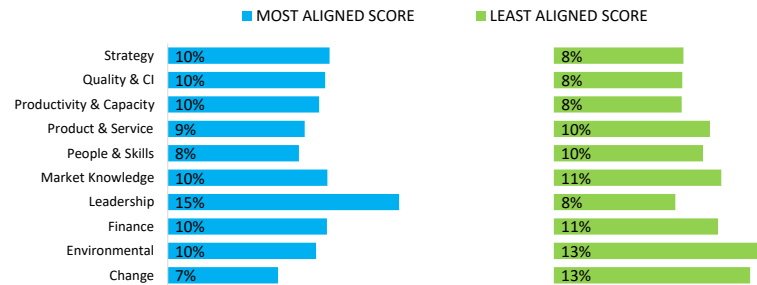
### PERCEIVED STRENGTHS AND WEAKNESSES



■ 27% OF ALL BUSINESSES BELIEVE THEY HAVE SOME WAY TO GO WITH ENVIRONMENTAL

■ 22% OF ALL BUSINESSES BELIEVE THEY ARE WELL ON TOP OF LEADERSHIP

### COMPANY ALIGNMENT

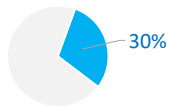


■ LEADERSHIP IS THE AREA WHERE THE MANAGEMENT TEAM MAINLY AGREE

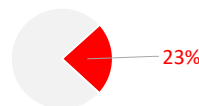
■ ENVIRONMENTAL IS THE AREA WHERE THE MANAGEMENT TEAM HAS MARKED DIFFERENCES OF OPINION

## FOCUS OF IMPROVEMENT PROJECTS

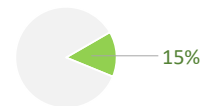
### MARKETING & MARKET KNOWLEDGE



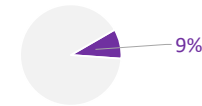
### PRODUCTIVITY & CAPACITY



### QUALITY & CONT. IMPROVEMENT



### STRATEGY



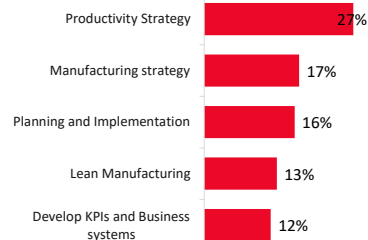
### PRODUCT & SERVICE INNOVATION



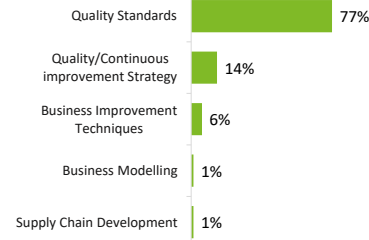
### MARKETING & MARKET KNOWLEDGE



### PRODUCTIVITY PROJECTS



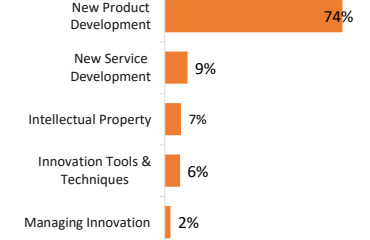
### QUALITY & CI PROJECTS



### STRATEGY PROJECTS



### INNOVATION PROJECTS





# MANUFACTURING barometer

**SPECIAL FOCUS: BARRIERS TO GROWTH OPPORTUNITIES**

**EAST MIDLANDS REPORT FOR Q1 2021/22**

APRIL, MAY, AND JUNE 2021 - SURVEYED IN JULY 2021

 **Manufacturing**  
Growth Programme

IN PARTNERSHIP WITH

**SWMAS** 

# INTRODUCTION

---

## Welcome to the East Midlands Manufacturing Barometer Report for Q1 2021 (covering April, May and June 2021)

This quarterly survey, exclusively for SME manufacturers in the UK, uncovers businesses past performance and future expectations, allowing us to map these core trends over time. Each quarter, a 'special focus' explores a current topic in greater depth to reveal how this is affecting SME businesses across the UK manufacturing industry.

This report will be shared with national and local government representatives to provide a critical insight into SME businesses across the manufacturing sector. Thank you to all the businesses who contributed to this quarter's report - every response is vital to help ensure that future support addresses the specific needs highlighted.

# CONTENTS

---

 Survey Demographics.....	03
 Core Trends .....	06
 Trading Through Current Conditions .....	15
 Special Focus: Barriers To Growth Opportunities .....	18
 Business Aspirations .....	24
 Conclusion .....	25
 About The Manufacturing Barometer .....	27



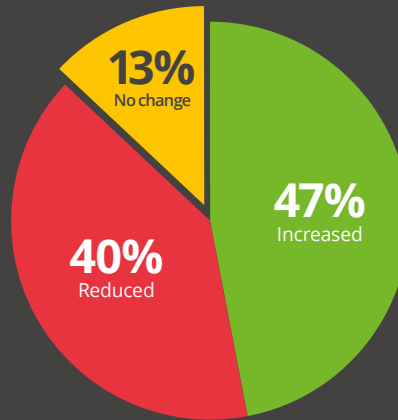
To be directed to the relevant page, please click on the page numbers.  
To return back to the Contents Page, please click on the Barometer logo in the footer of each page.

# KEY FINDINGS THIS QUARTER

## CORE TRENDS

- 🔥 **53%** have seen sales increase this quarter
- 🔥 **47%** are expecting an increase in future sales

## TRADING THROUGH CURRENT CONDITIONS



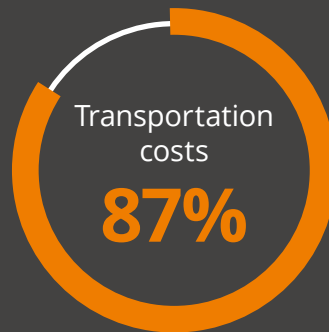
### Current position when compared to January 2020...

- 🔥 The percentage 'trading at increased levels' has grown by **16%** since October 2020
- 🔥 **33%** of respondents still have staff on furlough

## SPECIAL FOCUS: BARRIERS TO GROWTH OPPORTUNITIES

Supply Chain price increases are causing issues for **100%** of responding companies

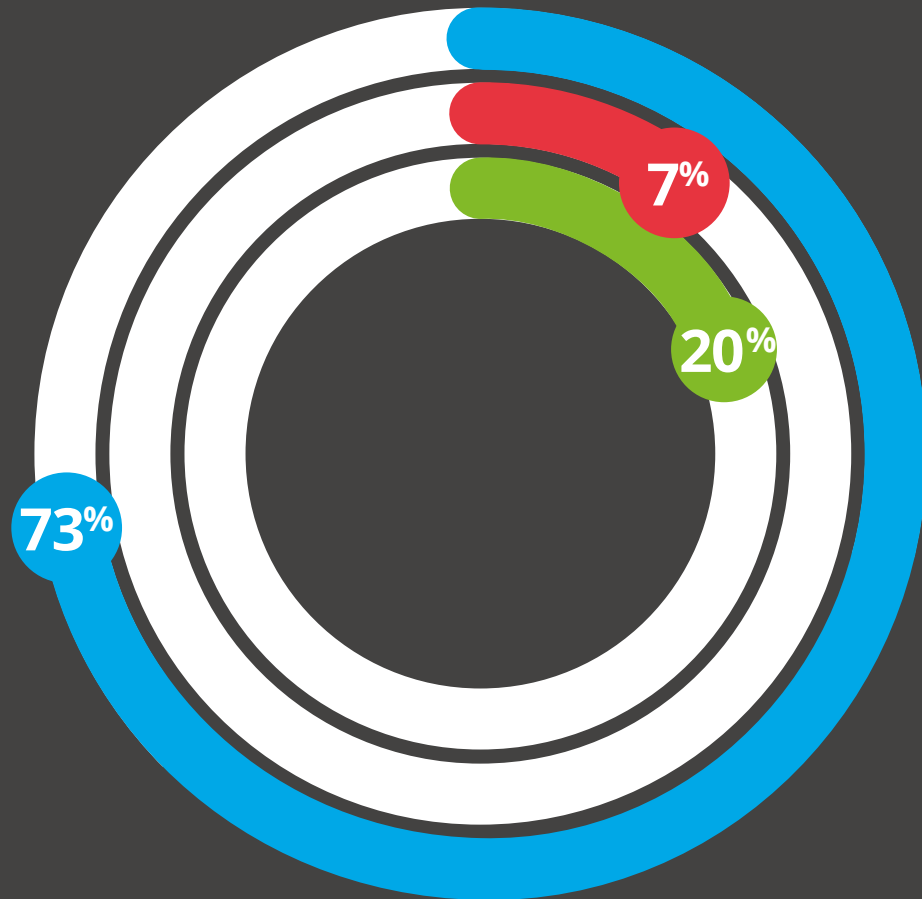
The top three factors believed to be causing this are:



**47%** have cited **recruitment challenges** as a barrier to growth

The data suggests that this issue is affecting a diverse range of businesses, regardless of their current situation or future growth expectations.

# EAST MIDLANDS SURVEY DEMOGRAPHICS



## 80%

OF RESPONDENTS ARE:

> **MANAGING DIRECTORS &  
CHIEF EXECUTIVE OFFICERS  
OR DIRECTORS**

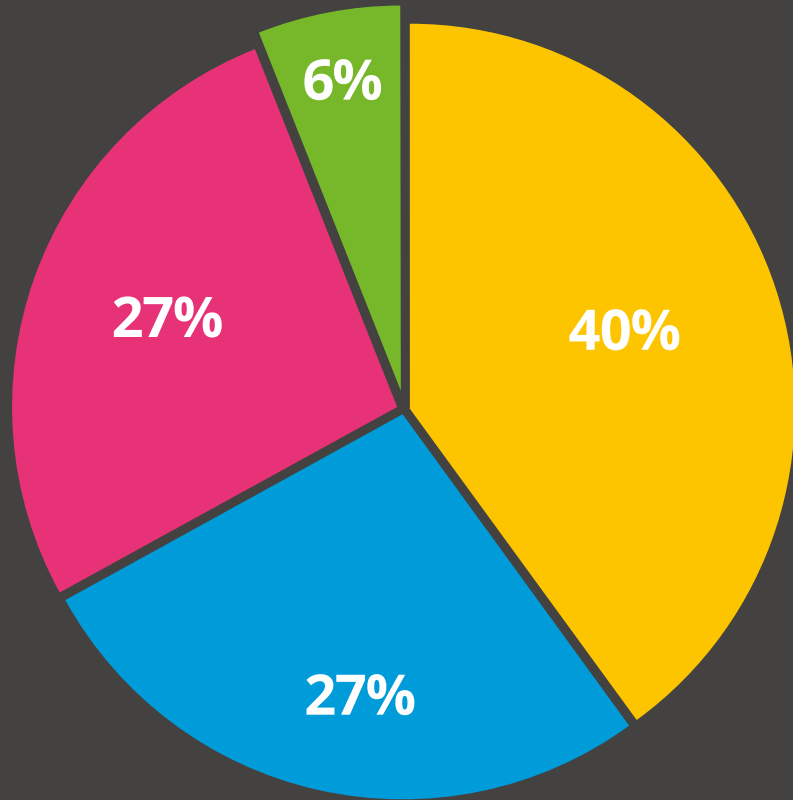
Individuals with the highest level of strategic responsibility across their business.



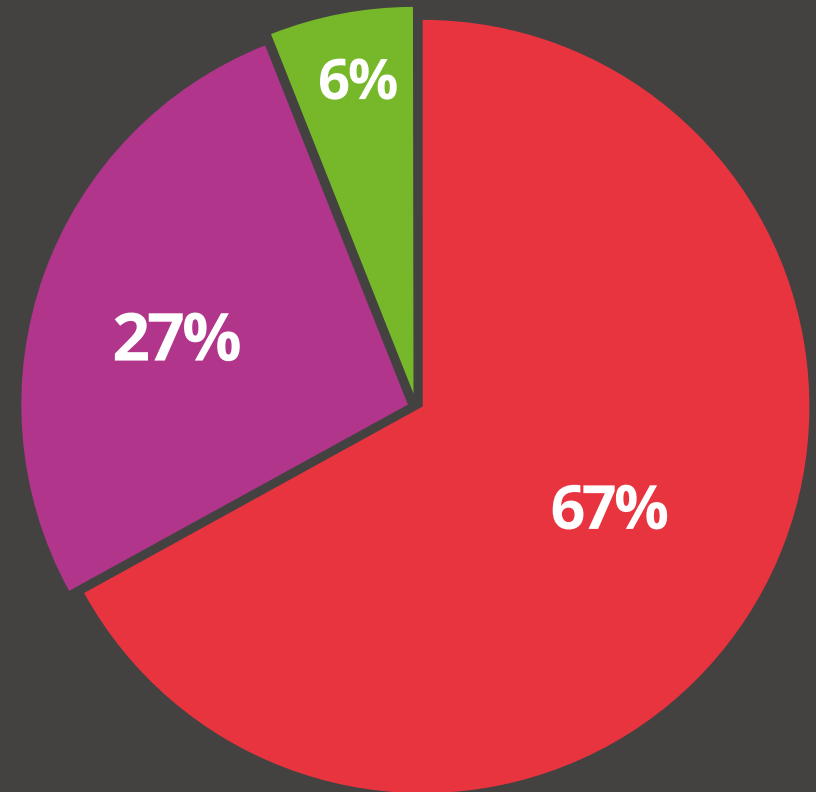


# EAST MIDLANDS SURVEY DEMOGRAPHICS

## LOCATION

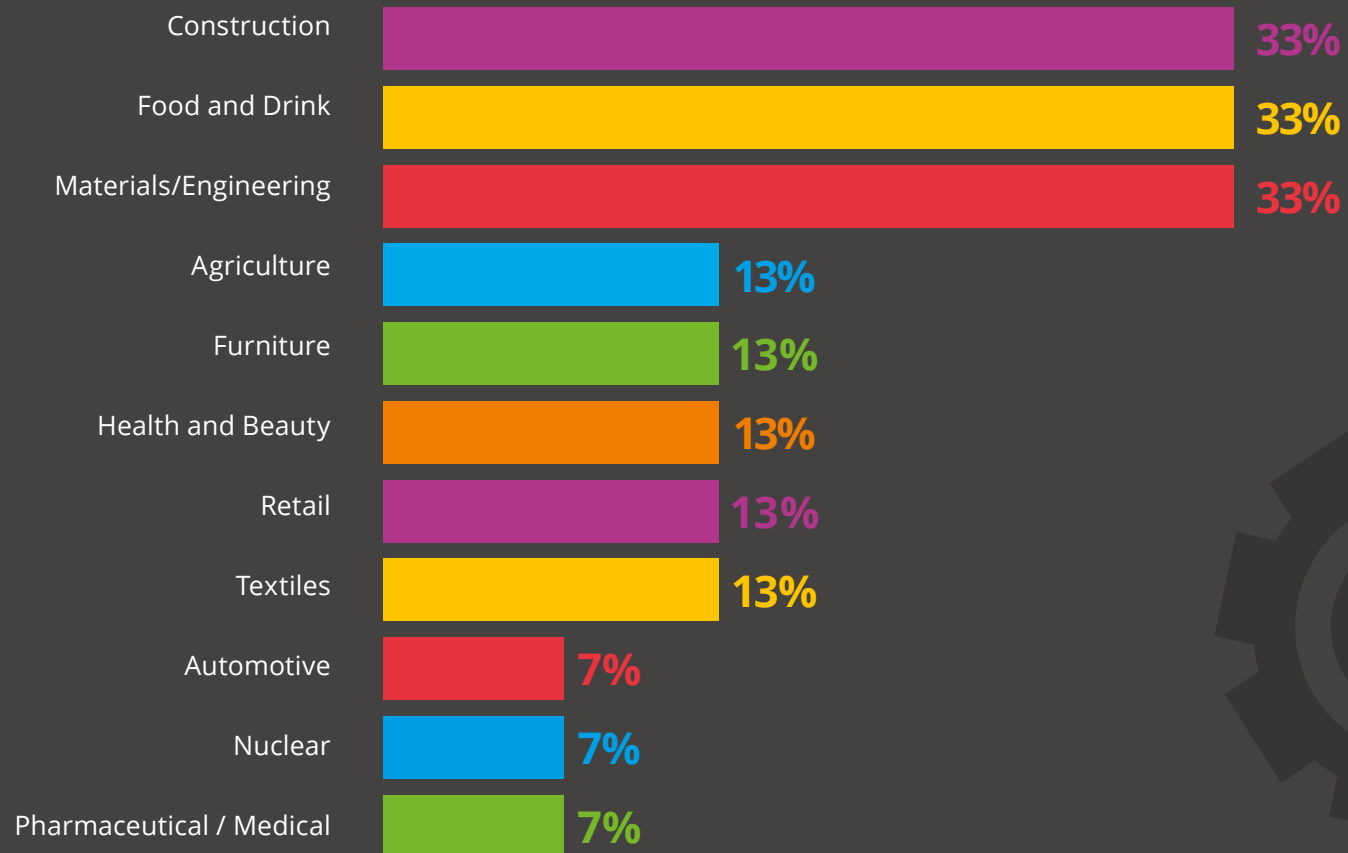


## SIZE



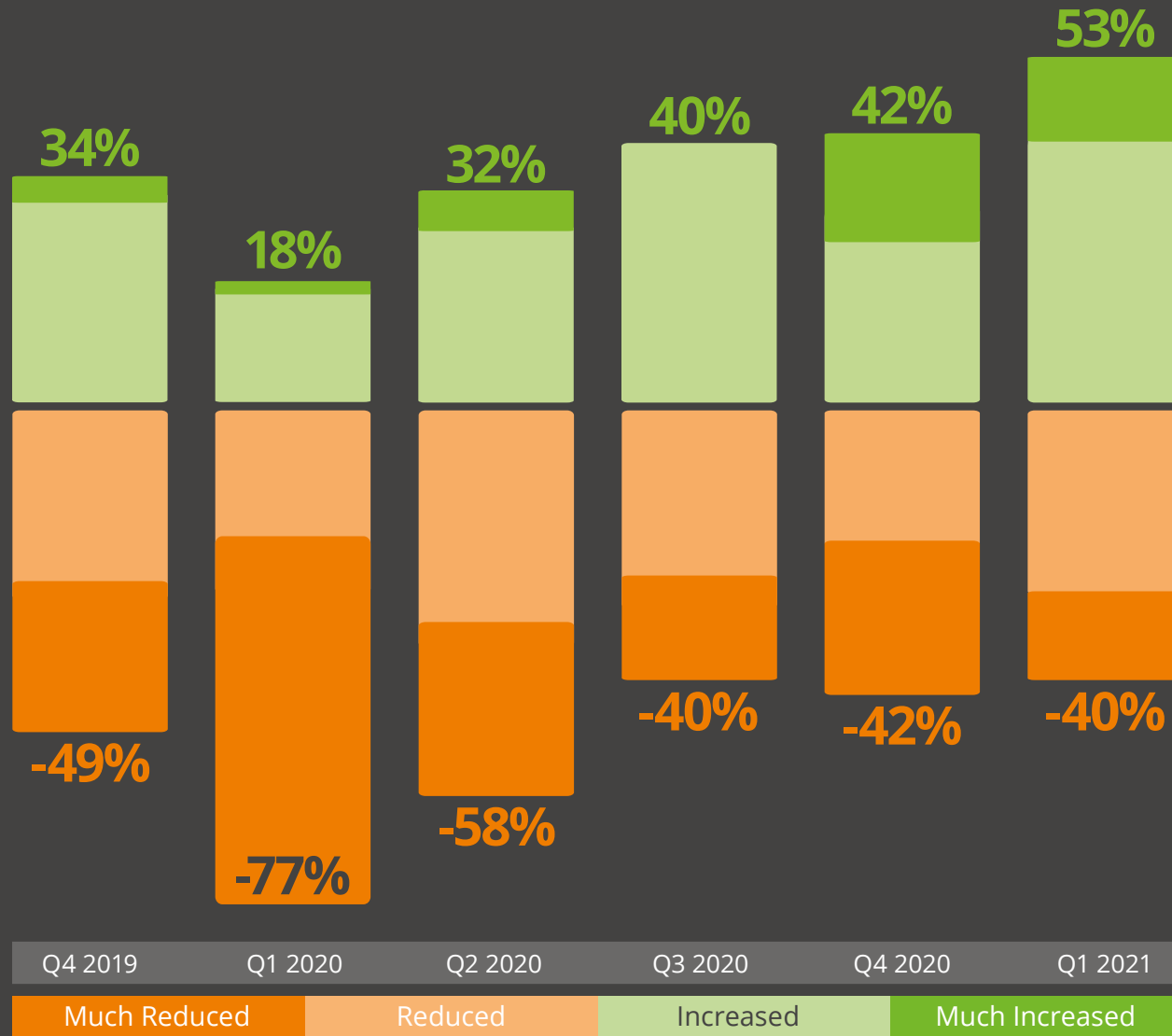
# EAST MIDLANDS SURVEY DEMOGRAPHICS

What markets account for at least 10% of sales turnover?



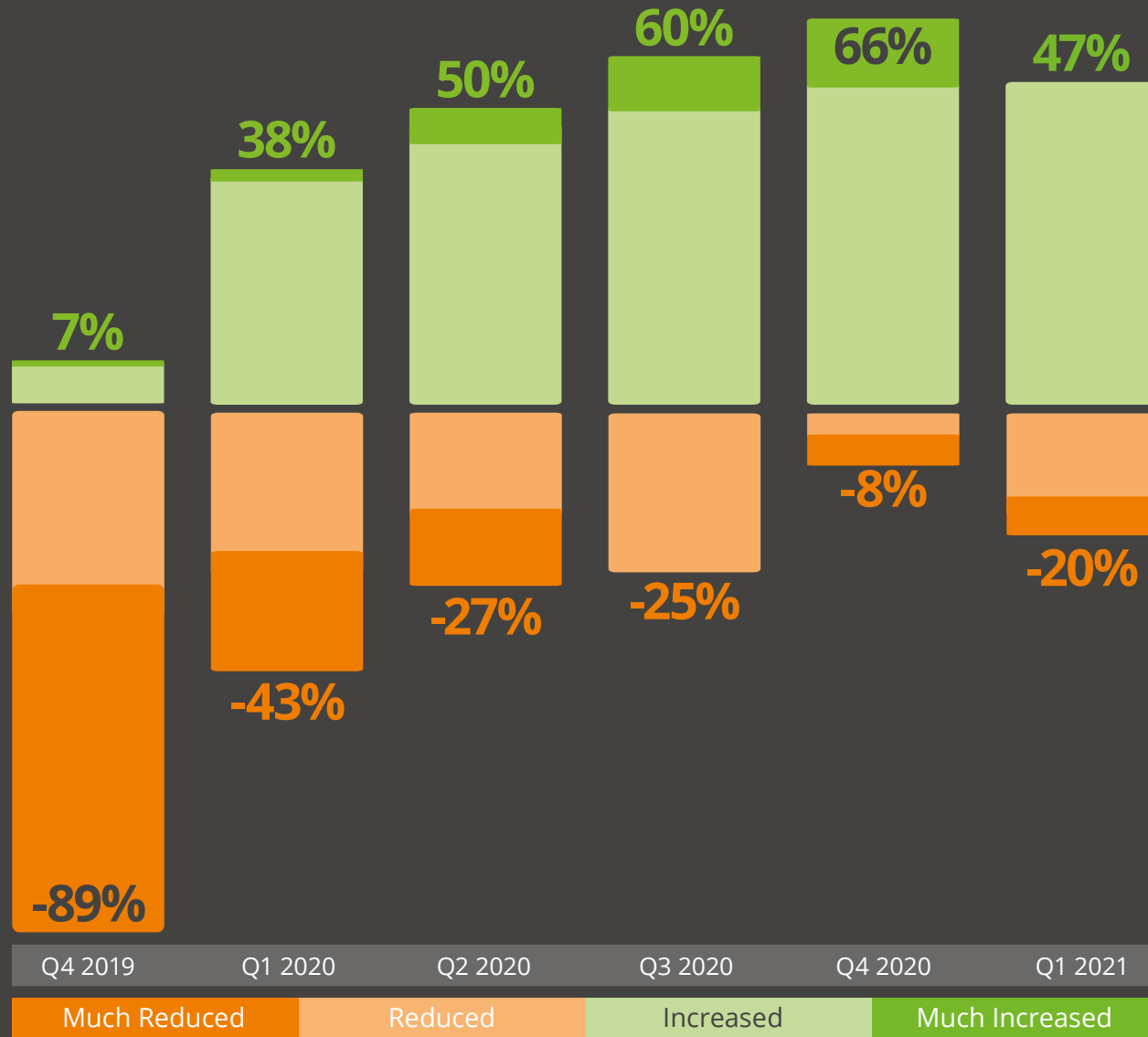
# EAST MIDLANDS PAST SALES

How sales turnover has changed for SME manufacturers over the past six months...



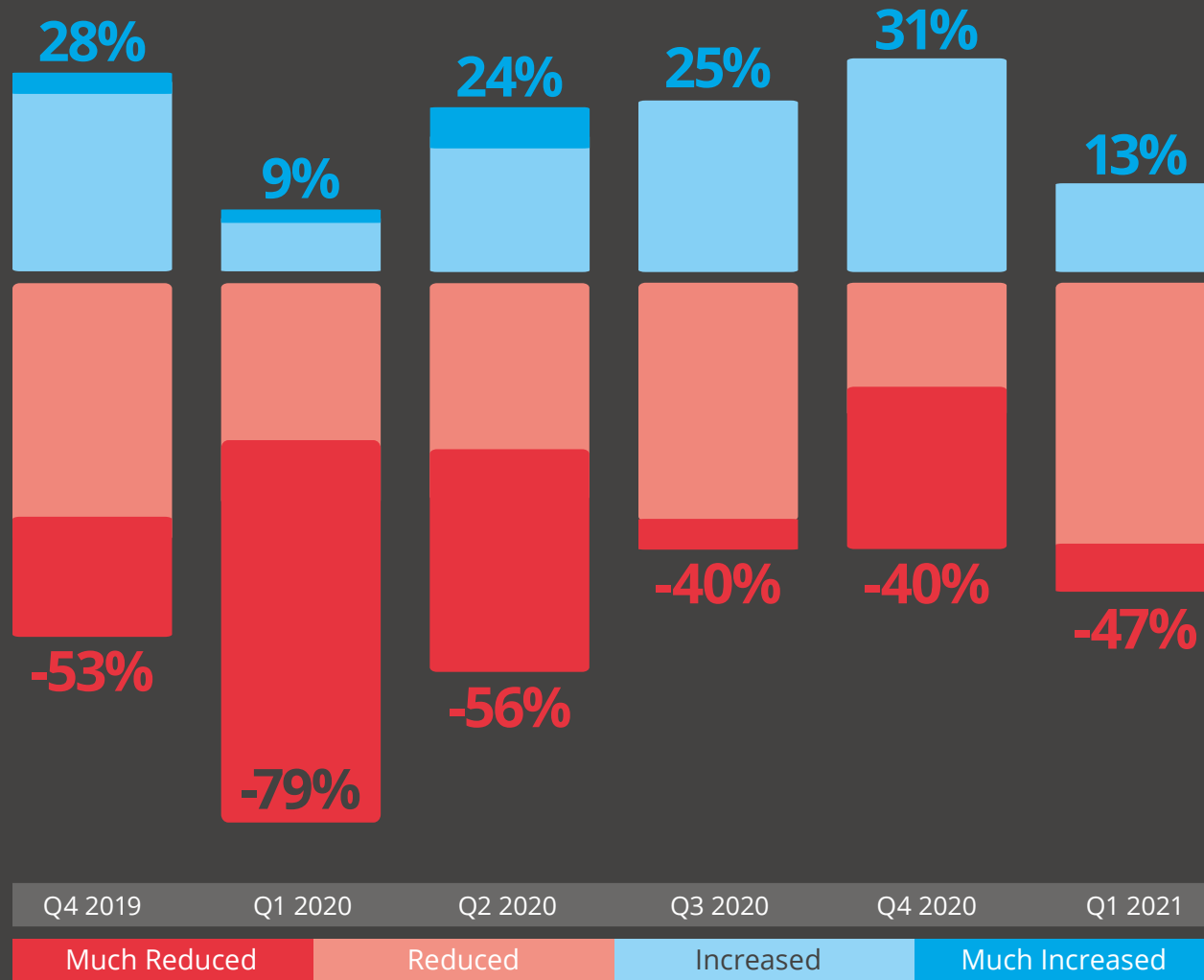
# EAST MIDLANDS FUTURE SALES

How SME manufacturers expect their sales turnover to change over the next six months...



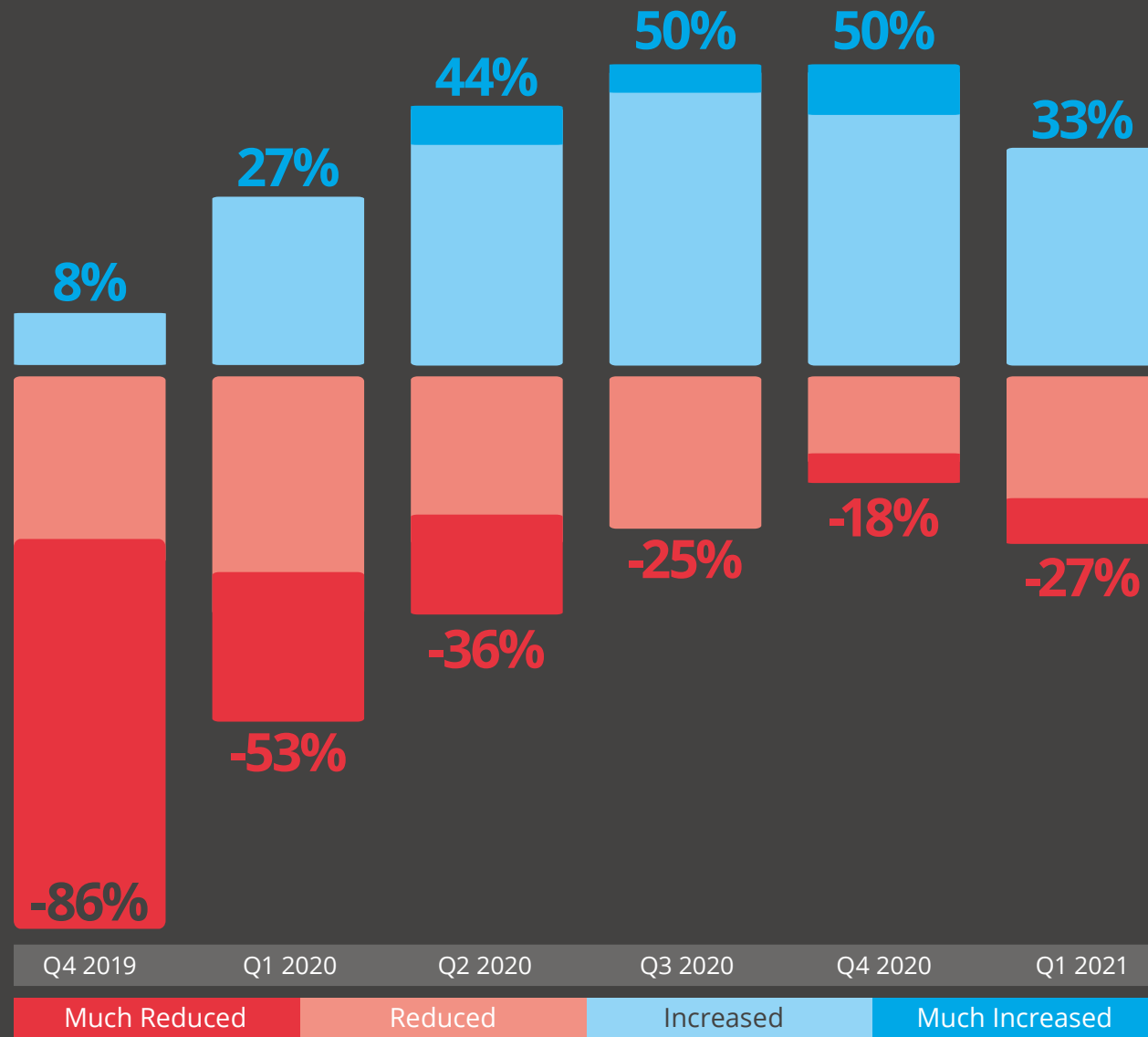
# EAST MIDLANDS PAST PROFITS

How profit has changed for SME manufacturers over the past six months...



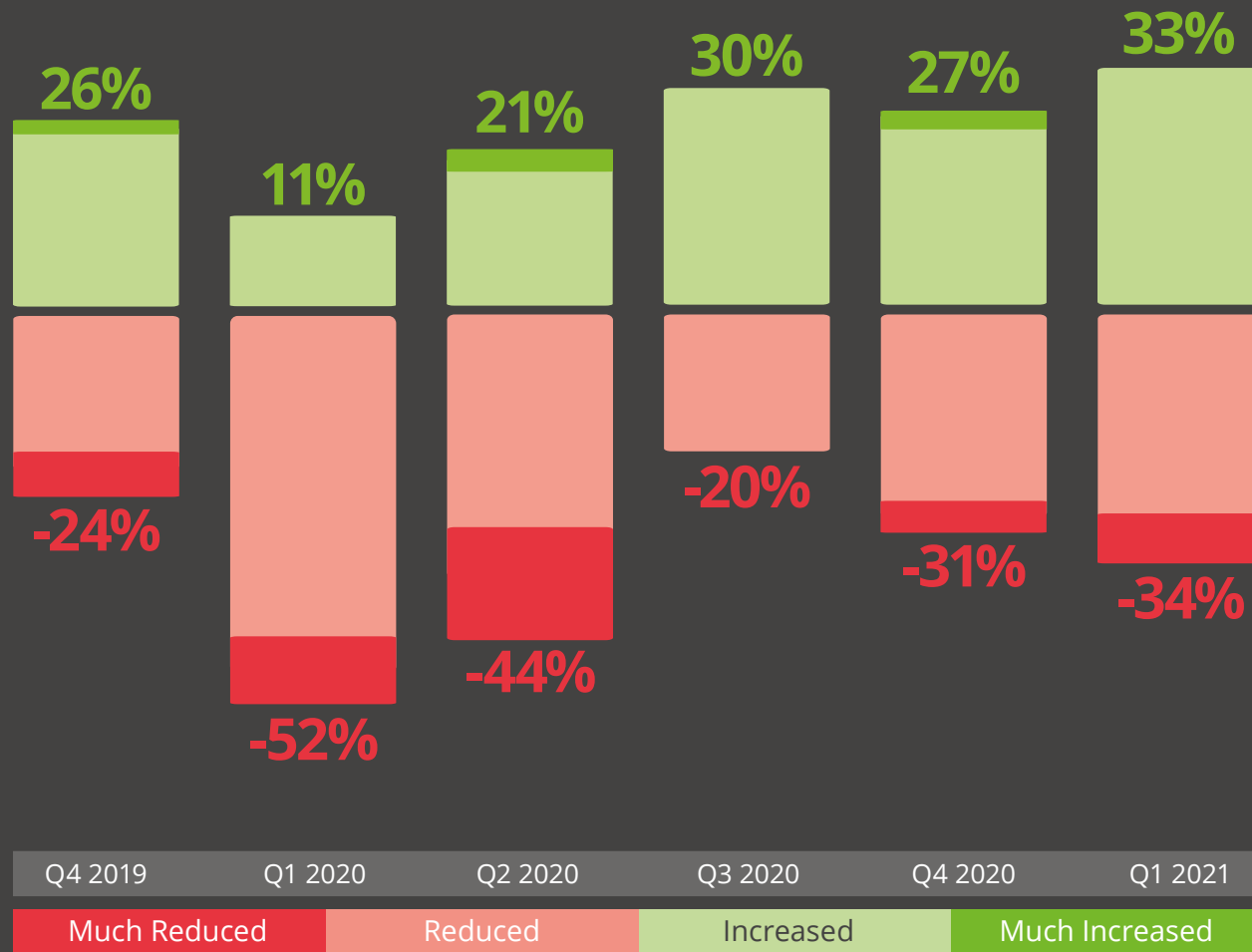
# EAST MIDLANDS FUTURE PROFITS

How SME manufacturers expect their profit to change over the next six months...



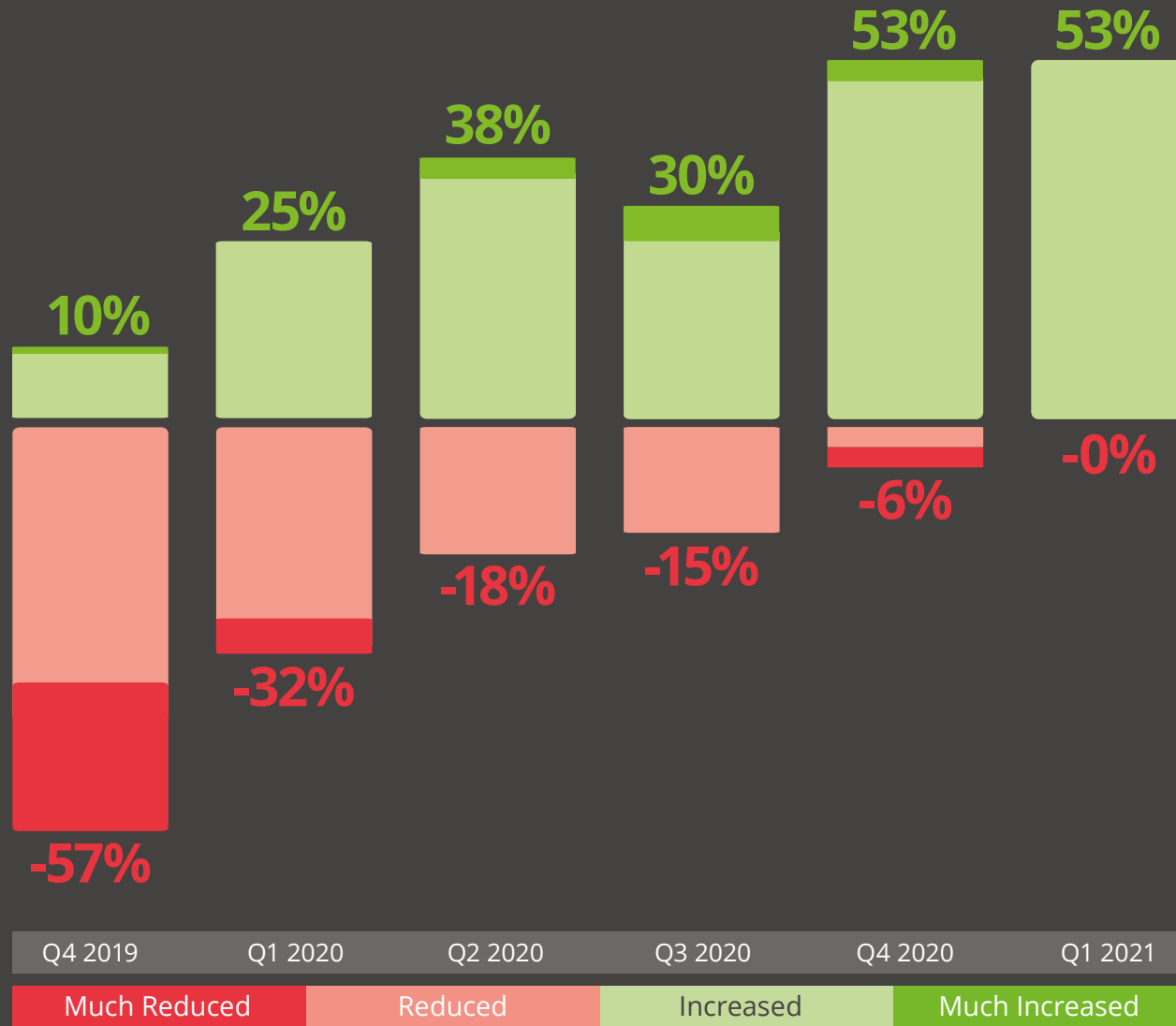
# EAST MIDLANDS PAST EMPLOYMENT

How staff numbers have changed for SME manufacturers over the past six months...



# EAST MIDLANDS FUTURE EMPLOYMENT

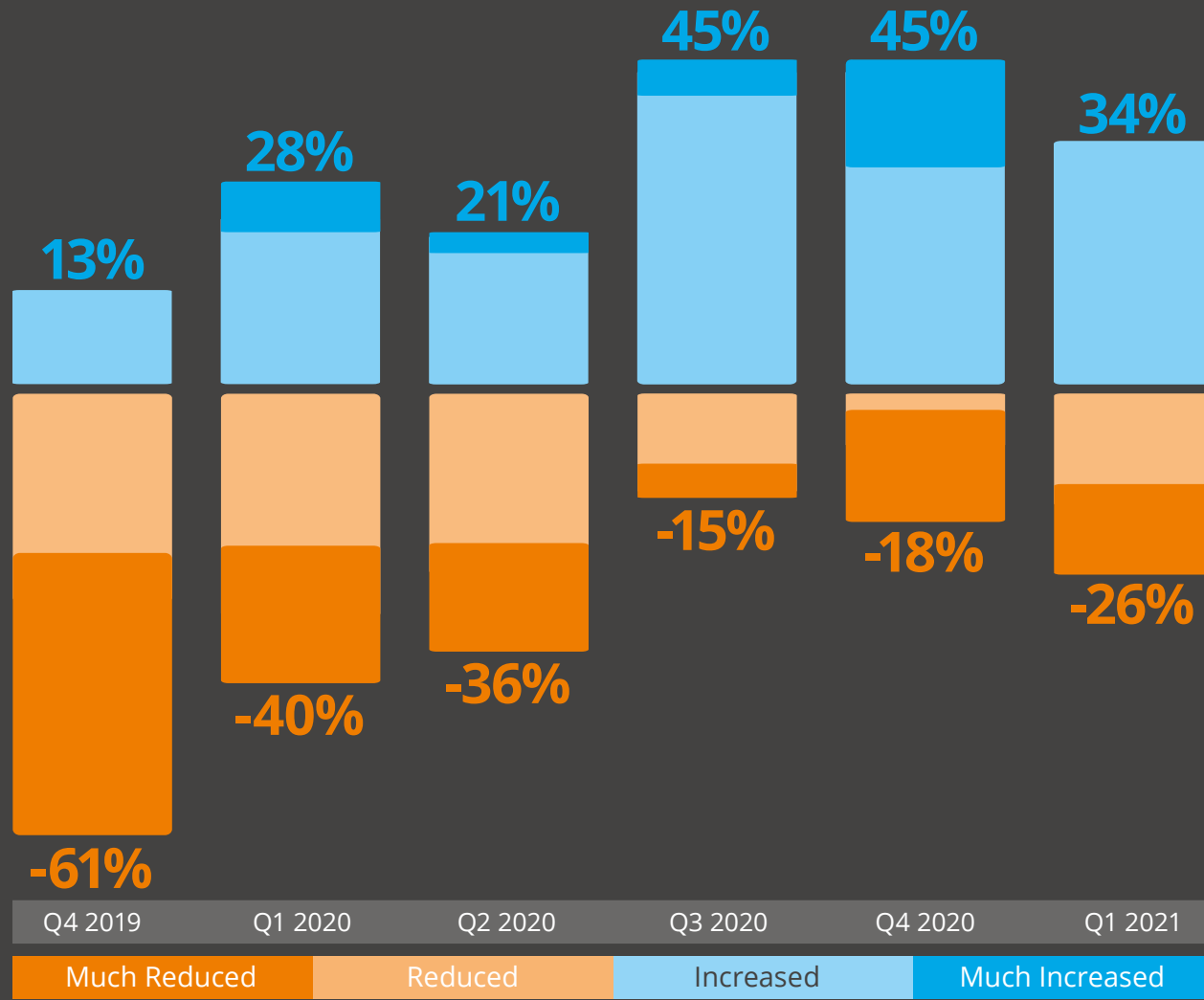
How SME manufacturers expect staff numbers to change over the next six months...





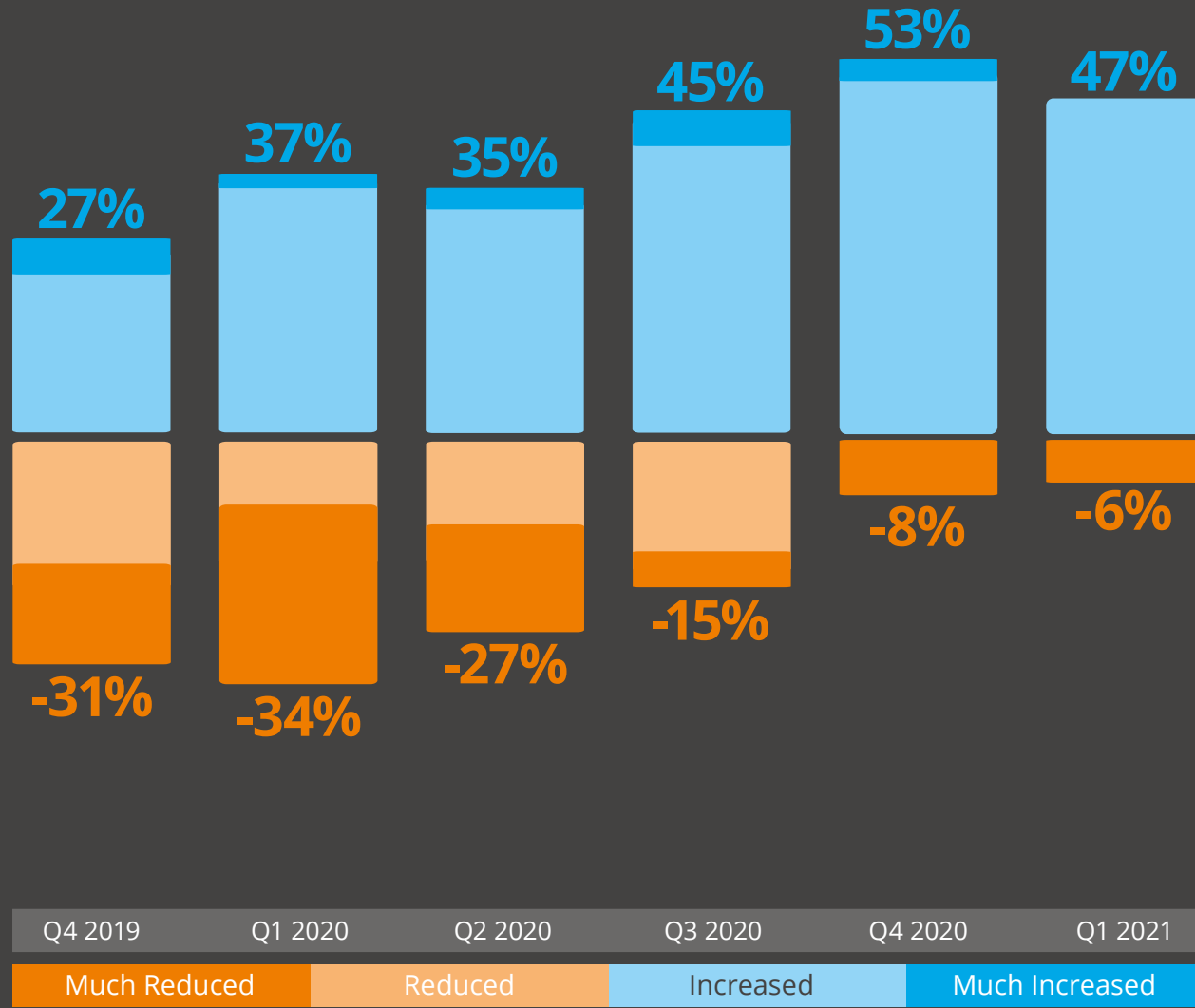
# EAST MIDLANDS PAST CAPITAL INVESTMENT

How investment in new machinery/premises has changed for SME manufacturers over the past six months...



# CORE TRENDS EAST MIDLANDS FUTURE CAPITAL INVESTMENT

How SME manufacturers expect their investment in new machinery/premises to change over the next six months...



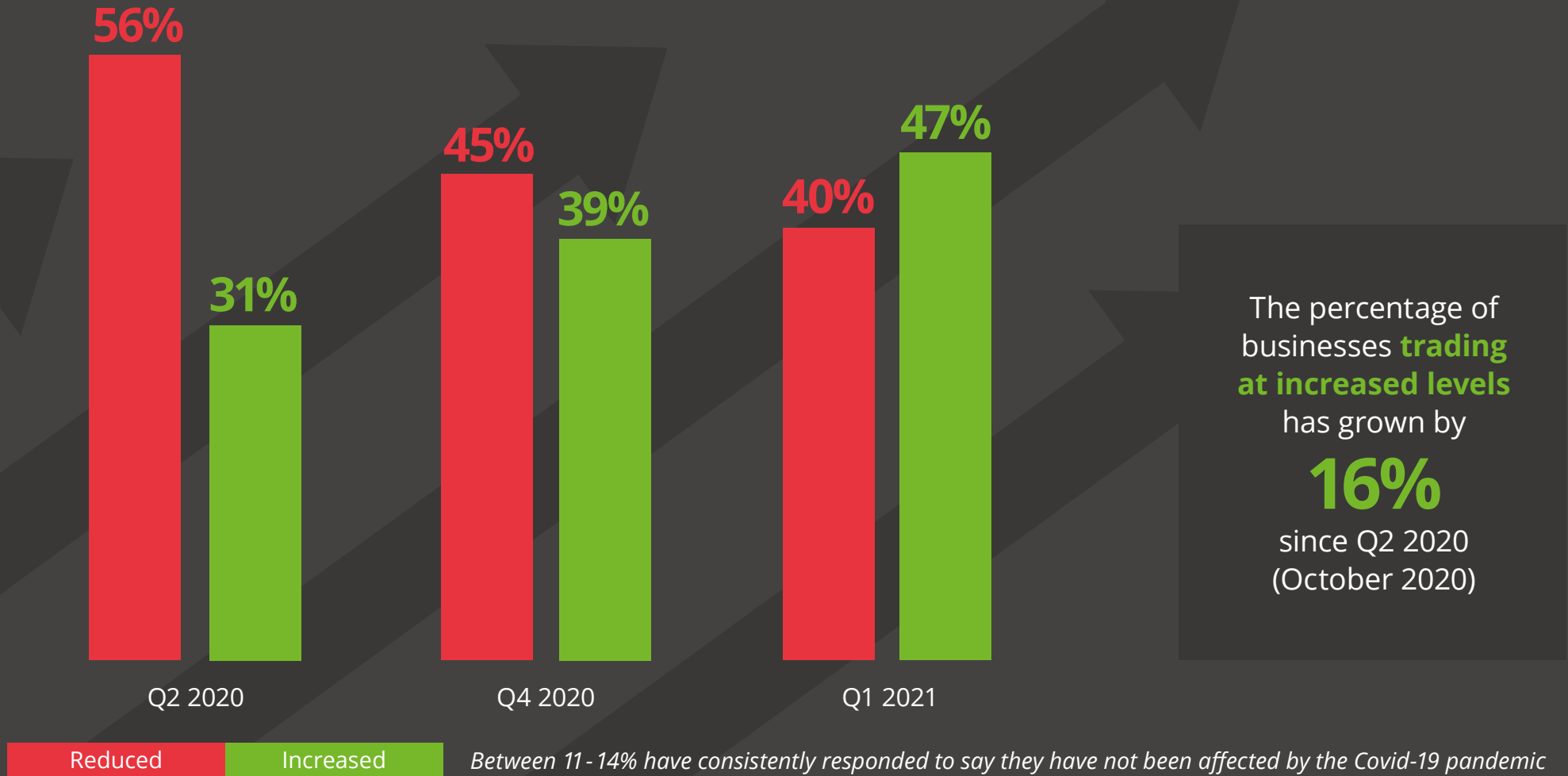
# OVERALL CORE TRENDS

A summary of changes over the past six months and expected changes over the next six months...

	Much Reduced	Reduced	No Change	Increased	Much Increased
Sales turnover: past six months	13%	27%	7%	<b>40%</b>	13%
Sales turnover: next six months	7%	13%	33%	<b>47%</b>	0%
Profit: past six months	7%	<b>40%</b>	<b>40%</b>	13%	0%
Profit: next six months	7%	20%	<b>40%</b>	33%	0%
Staff numbers: past six months	7%	27%	<b>33%</b>	<b>33%</b>	0%
Staff numbers: next six months	0%	0%	47%	<b>53%</b>	0%
Investment: past six months	13%	13%	<b>40%</b>	34%	0%
Investment: next six months	0%	6%	<b>47%</b>	<b>47%</b>	0%

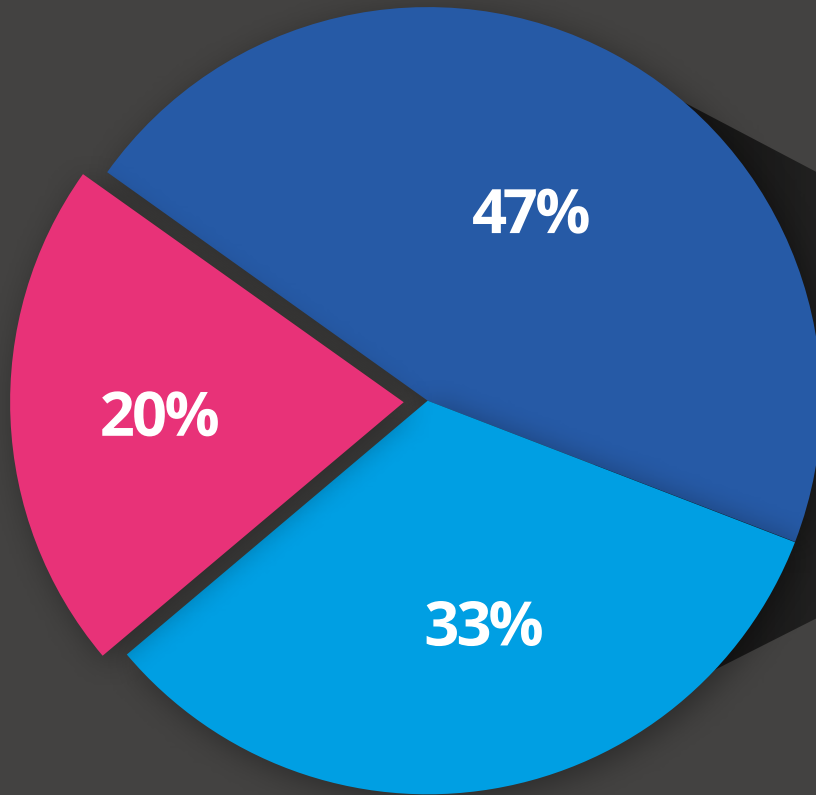
# TRADING THROUGH CURRENT CONDITIONS

The current state of SME manufacturing businesses in comparison to their pre-COVID-19 position...



# TRADING THROUGH CURRENT CONDITIONS

The Job Retention Scheme: Current furlough situation amongst SME manufacturers...



**79%**  
of respondents have utilised the furlough scheme over the past year

**33%**

are still using it today

We asked these respondents what percentage of their workforce are still on furlough...

**20%**

= Less than 5%

**60%**

= Up to half

**20%**

= Up to three quarters

● No, we have not furloughed any staff throughout the pandemic

● Yes, some of our workforce are still furloughed

● Previously furloughed staff have all returned to work

## CORE TRENDS AND CURRENT TRADING CONDITIONS

### WHAT DOES THIS DATA TELL US?

Last quarter was the most optimistic for SME manufacturers in the last two years. This time, the majority of firms remain positive around increasing sales, investment, and growth, but are less optimistic around future profits. Future profit predictions are down from last quarter from 50% to 33% which suggests that, even if sales continue to grow, the supply chain challenges highlighted in our special focus could be impacting profits as firms continue to recover. Encouragingly, 47% of those questioned are now trading at increased levels when compared to their pre-COVID-19 position (up from 39% last quarter). However, this is not the case for all respondents, as trade still hasn't returned to pre-pandemic levels for 40%.

This quarter, 47% of firms expect their future sales to rise, however, almost half (47%) are not looking to increase staff numbers or capital investments over the next six months. This could be due to various factors, such as:

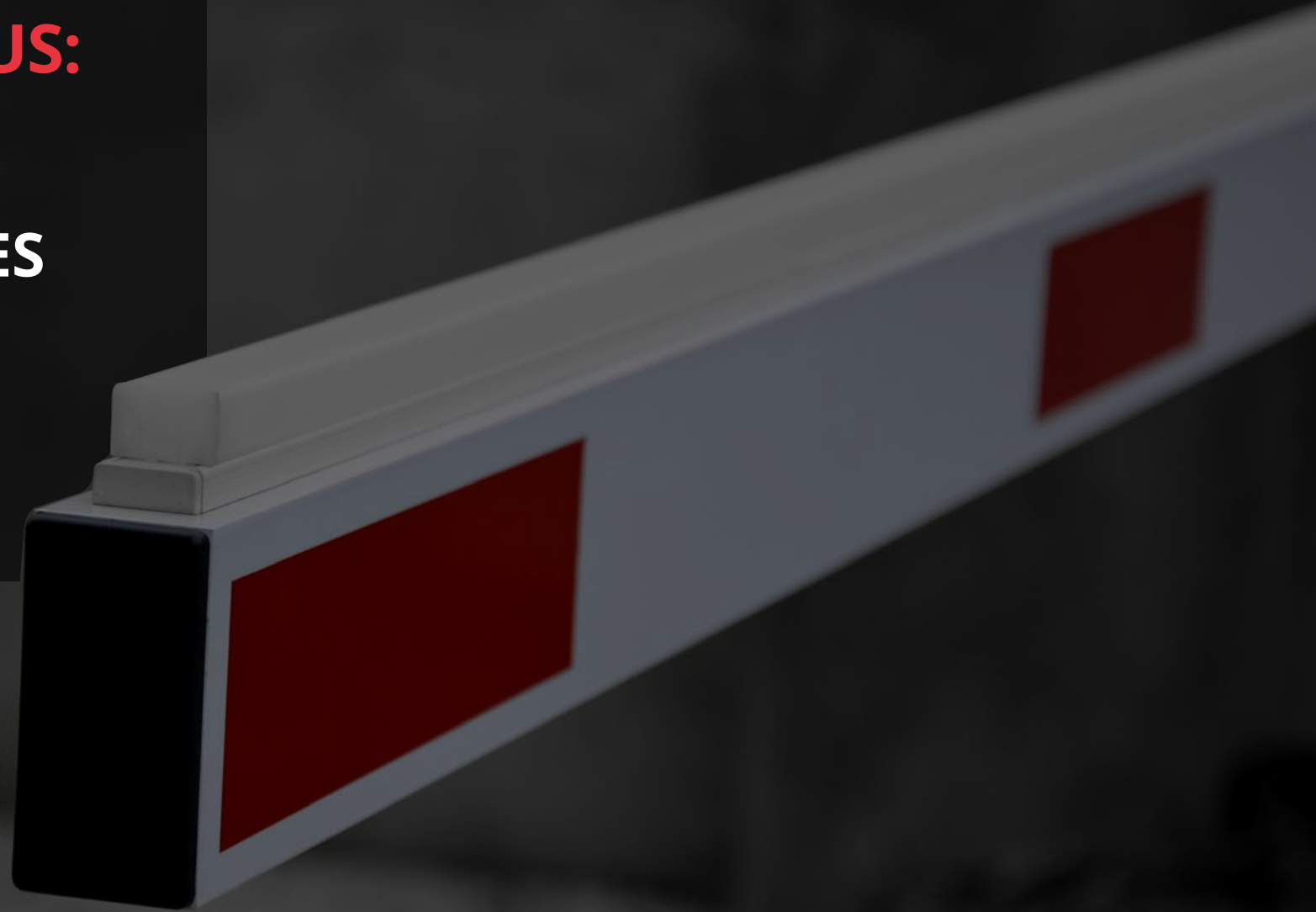
- 🔥 **Businesses having already made the changes necessary as part of their COVID-19 recovery**
- 🔥 **Under-utilisation of existing equipment which could allow for future sales growth without a need for further investment.**
- 🔥 **A lack of cash flow preventing capital investments**
- 🔥 **Challenges recruiting sufficient staff to meet business needs (47% have cited problems finding staff - see [page 22](#))**

This information could indicate that there are other factors acting as a barrier to growth which are also constraining investment plans for manufacturers, and our Special Focus explores this in greater detail...



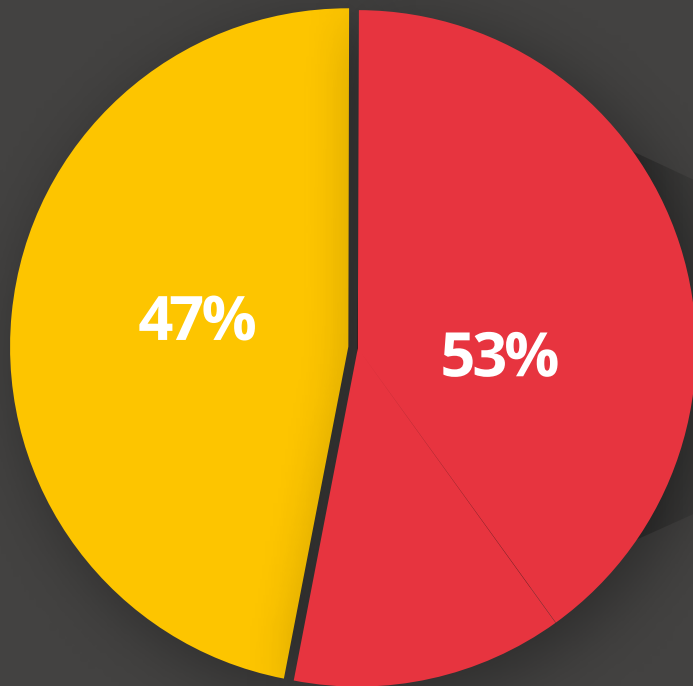
# **SPECIAL FOCUS:** **BARRIERS TO GROWTH OPPORTUNITIES**

This report highlights the factors that are currently inhibiting growth for SME businesses, and how they are trying to overcome these challenges...



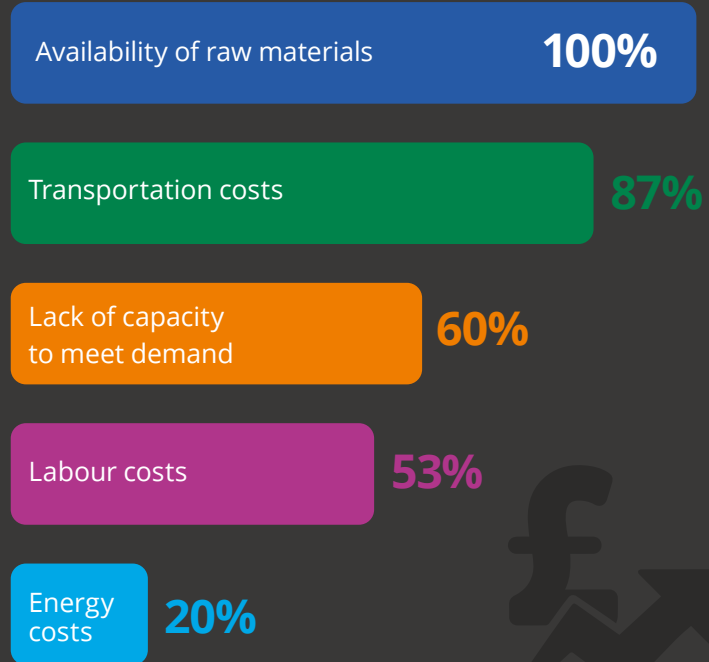
# SPECIAL FOCUS: BARRIERS TO GROWTH OPPORTUNITIES

Supply Chain Price Changes - to what extent is this causing an issue?



**100%**  
said price changes within their supply chains are currently presenting challenges

The top factors believed to be causing price changes are:



● Major issue    ● Minor issue



## SPECIAL FOCUS: BARRIERS TO GROWTH OPPORTUNITIES

Availability of raw materials has been cited by respondents as the top factor causing price changes within their supply chain

### SOME OF THE KEY ISSUES HIGHLIGHTED ARE...

#### LACK OF DEMAND

Reliance on certain industries which have been heavily impacted by COVID-19.

#### LACK OF INVESTMENT

Lack of investment makes it impossible to lay the foundations for steady growth.

#### INCREASED LEAD TIMES ON GOODS

Due to worldwide demand.

#### PURCHASING NEW EQUIPMENT

A need to expand but new equipment is expensive.

#### CUSTOMER NEEDS

Customers want price reductions when all raw materials are increasing in price.

#### CASHFLOW

Forced to buy a larger quantity of stock.

# SPECIAL FOCUS: BARRIERS TO GROWTH OPPORTUNITIES

## SOME OF THE ACTIONS RESPONDENTS HAVE TAKEN TO OVERCOME CURRENT SUPPLY CHAIN CHALLENGES...

### IMPORTING DIRECTLY

Due to price rises from UK agents.

### SOURCING DIRECTLY FROM SUPPLIERS

Going to source, rather than relying on EU based wholesalers.

### PRICE INCREASES

Charging more for products as sold.

### INCREASED FORECASTS

To allow suppliers greater visibility to procure material and secure supply.

### RAISING INVENTORY COSTS

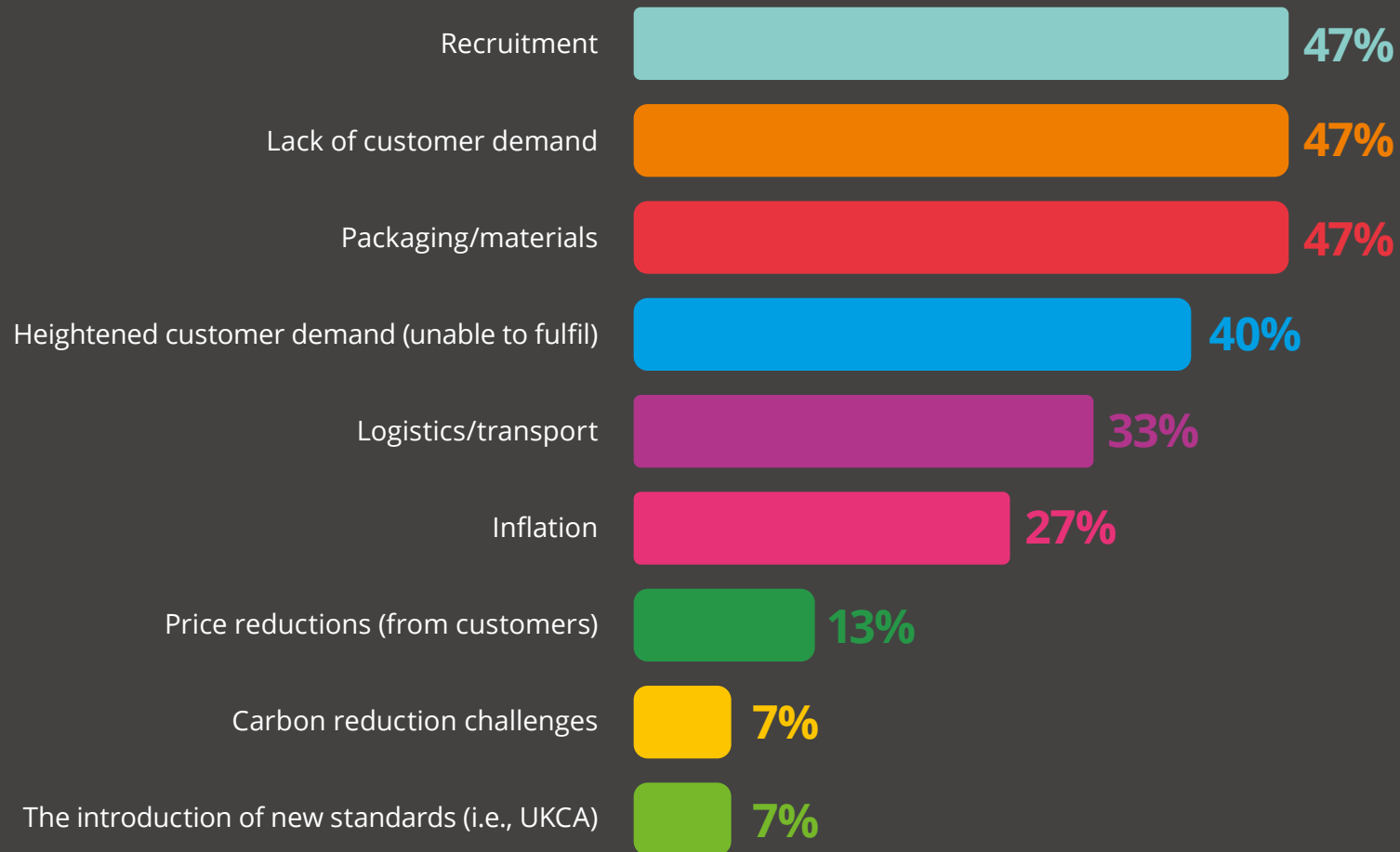
Holding more stock to remove reliance on last minute deliveries.

### DECREASING PRODUCT LINE

Dropping certain lines from the range and reducing production and output.

## SPECIAL FOCUS: BARRIERS TO GROWTH OPPORTUNITIES

Other factors respondents believe are currently hindering growth for SME manufacturing businesses across the UK...



## SPECIAL FOCUS: BARRIERS TO GROWTH OPPORTUNITIES

### Government support to meet the needs of SME manufacturing Businesses.

We asked respondents to state the additional business advice or financial support that would benefit their business at this time

“ Help with rates, not had any of those benefits due to nature of business. ”

“ Generous grants for in house Research and Development. ”

“ Some grants from government for purchasing new equipment would be helpful. ”

“ The recovery loan hasn't materialised for us, which means our cash positioning is very delicate. ”

“ Banks and lenders to offer far easier access to funds, consolidation loans and finance (supported by government). ”

“ Additional training, support for people coming into manufacturing as wages are traditionally lower whilst people are training. ”

“ Grants are really useful, as they give us confidence in our spending and allow us to bring forward capital expenditure. ”

“ The Furlough system to be in place until the end of the financial year, March 2022. ”

# BUSINESS ASPIRATIONS

“

Short term, to remain trading and increase profitability.  
Medium term, we hope to develop our own brand and stay profitable.  
Long term, to become a well-established business with a reputation for quality products.

“

To recruit skilled staff to grow the business. Current staff shortages limiting progress and skill shortage in the industry making it difficult to move business forward. Apprenticeships no longer viable as the skill is not even in the local colleges.

“

Our long-term product line has changed little and is greatly influenced by the changing market, unfortunately on a downward trend. We are at the pre-production stage of a new product that will revolutionise cereal harvesting. It holds great promise for our future as a company and for the future of cereal harvesting on a global scale not only that but its contribution to lowering greenhouse gases and adds to our carbon neutral agenda.

“

Short term - meet current order demands based on restrictions on some material availability and price rises.  
Medium term - invest in additional machinery to allow for increased production due to increased demands of current customers and the addition of new customers.  
Long term - Increase production further with current customers and add further production with new customer(s).

**SME MANUFACTURERS MAKE YOUR VOICE HEARD!**

[Click here](#) for your invitation to participate in next quarter's Barometer survey.

# CONCLUSION

---

The core trends for manufacturing appear to have stabilised when looking at future growth predictions. However, the number of firms expecting to increase future profit and investment in the next six months has dropped slightly. If businesses aren't making a profit, this will ultimately affect their ability to invest in both staff and infrastructure for continued growth.

Alarmingly, almost all firms are citing supply chain issues, which has the potential to constrain present and future growth prospects for the UK manufacturing industry. 96% of respondents have said that price changes are causing challenges within the supply chain, with 94% believing that this is being driven by a lack of raw materials available. This report also suggests that SME manufacturers are under pressure from their customers to maintain supplies and costs, whilst, at the same time, their suppliers are looking to increase the price of the goods they need to purchase. On top of this, there is a need for lead times to be extended to cope with the lack of availability. This is likely to be contributing to the reduction in confidence with regards to future profits.

As well as causing barriers to growth, these supply chain issues could also present an opportunity for UK manufacturing firms to work together collaboratively. With 63% of companies citing lack of capacity in the supply chain as a driver for price increases, there may be an opportunity for those UK companies still seeing depressed demand to support these firms. A significant number of respondents have told us they are working closely with both customers and suppliers to:

- 🔥 **Understand future demand and plan for the longer term**
- 🔥 **Review/change inventory holding positions to maintain supply and minimise the impact of price changes for customers**
- 🔥 **Review and often extend lead times to provide accurate forecasts**
- 🔥 **Increase their own supply chain to maintain supply to their customers**

Supply chain issues are not the only challenges SME manufacturers are facing. Almost half of respondents (49%) have said that recruitment is also causing concerns. This issue appears to be affecting companies regardless of whether their trade has increased or reduced since COVID-19, indicating a universal problem across the sector that needs to be addressed.



# WHAT ARE THE NEXT STEPS FOR UK MANUFACTURING?

---

Respondent comments echo an overwhelming sentiment that some of the challenges highlighted have been caused in part by government policies as a direct result of Brexit and the COVID-19 pandemic. Therefore, it is vital that SME businesses across the sector receive the specific help they need to address these issues and safeguard the future of UK manufacturing. Some of the support SME manufacturers have called for this quarter is highlighted on [page 23](#).

The UK government's Levelling up agenda must take this into account to help an industry that generates approximately £190bn\* per annum for the UK economy and is based across the UK. Manufacturing has shown an incredible amount of resilience over the past 18 months, fighting back against the pandemic with next to no sector-specific assistance from the government - now is the time for government to take action to ensure continued growth across the sector.

This report clearly outlines the help that SME manufacturers are calling out for. Further to generic funding offered to businesses as a result of the COVID-19 crisis, the government must also take steps to ensure that UK manufacturing gets the attention it deserves, and the specific support it needs to overcome the current challenges. This includes focusing on support around logistics and paperwork issues, supporting businesses to deal with price changes in the supply chain, and helping with recruitment in both the short term and medium term.

**Support is required to ensure the long-term stability of the sector, which continues to be the major driving force for exports, innovation, and R&D for the UK.**

\*Source: Manufacturing: Statistics and Policy BRIEFING PAPER  
Number 01942, 10 January 2020

**If you would like to hear more about funded support available, or discuss your individual business needs with one of our Manufacturing Specialists, please click here to get in touch: [enquiries@egs.live](mailto:enquiries@egs.live)**



## WHAT IS THE MANUFACTURING BAROMETER?

The UK's largest survey of SME manufacturers; delivered quarterly to capture the views and challenges of small and medium-sized businesses, who account for over 95% of UK manufacturing. The reports generated from these findings have informed both government industrial strategy and the national debate on manufacturing.

Run by SWMAS (South West Manufacturing Advisory Service) in partnership with the Manufacturing Growth Programme (MGP), the Manufacturing Barometer has been recording trends in employment, turnover and investment for over a decade. Each quarter, a 'special focus' explores topical issues in greater depth, such as productivity, overseas production, and energy efficiency.

## WHAT ARE THE BENEFITS?

- The Manufacturing Barometer is exclusively for SMEs, offering them a platform to make their voice heard, in a sector that is often dominated by larger corporations
- SME manufacturers can highlight the specific support they require from Government on a local and national level
- The results can be utilised by respondents to compare their challenges and expectations against those of others across the industry
- It offers vital intelligence to Government to help them plan future industrial strategies that adequately support the needs of SME manufacturers for future sector growth

## WHO ARE SWMAS AND MGP?

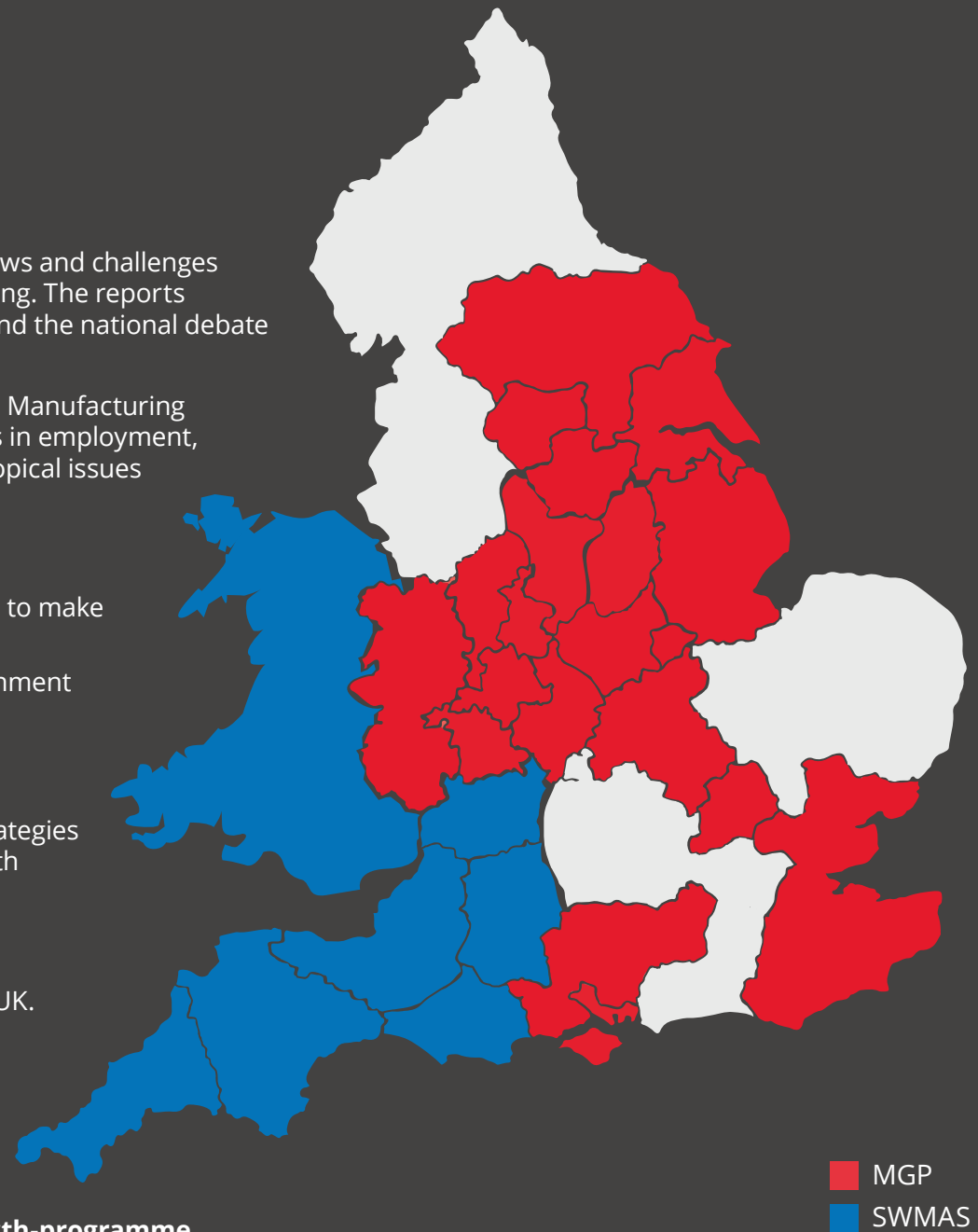
**SWMAS** and **MGP** are experts in productivity and growth and provide fully funded, bespoke support to SME manufacturers across 23 LEP areas in seven regions of the UK.

If you would like one of our team to help you identify opportunities in your business, or for more information on this report, please get in touch:

[enquiries@egs.live](mailto:enquiries@egs.live) | 01664 501304

[www.manufacturinggrowthprogramme.co.uk](http://www.manufacturinggrowthprogramme.co.uk)

Follow us: [@MfgGrowthP](https://twitter.com/MfgGrowthP) | [in linkedin.com/company/manufacturing-growth-programme](https://www.linkedin.com/company/manufacturing-growth-programme)





MANUFACTURING  
**barometer**

 **Manufacturing**  
Growth Programme

IN PARTNERSHIP WITH  
**SWMAS** 