Appendix 3: Breakdown of Service Line Performance and Impact (September 2022)

PROGRAMME DATA: Jobs
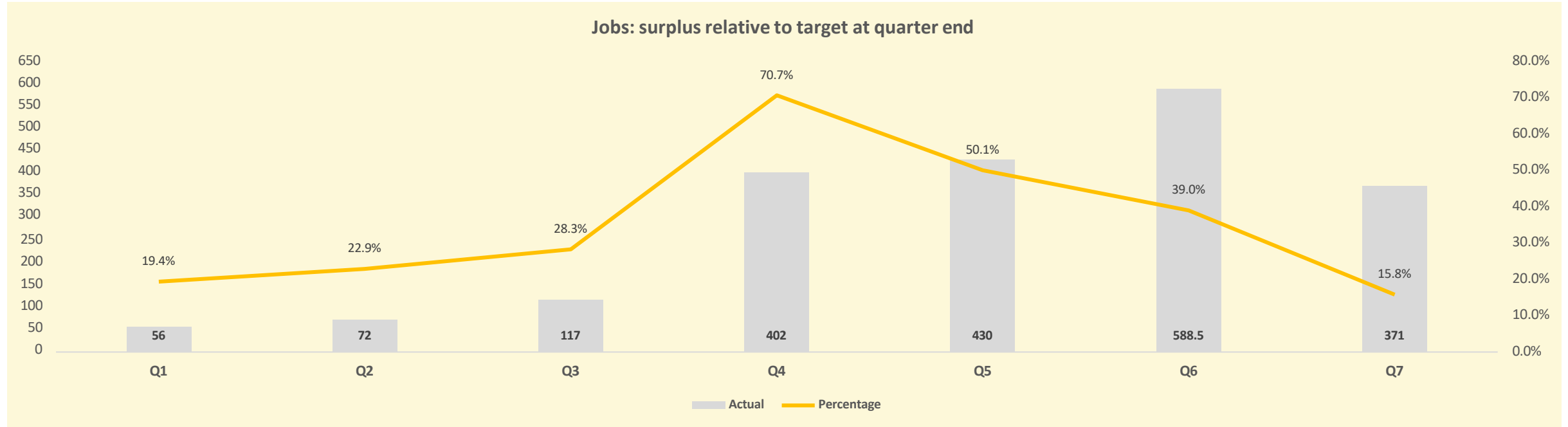
NOTE: data is 15th February 2021 to 30th September 2022.

Erosion of the jobs surplus, and the emergence of a jobs deficit through year three

- The chart below demonstrates how a substantial surplus in jobs, over and above the outturn expected, has diminished with each quarter during year two.
- It highlights that while the absolute number of 402 (Q4) has diminished to 371 (Q7), this represents a fall from 70.7% above target to 15.8% above target at respective quarter end.
- The final five quarters of the programme (Q8 to Q12) are where the programme has forecast to deliver almost two-thirds of the jobs and apprenticeships.

Jobs: surplus relative to target at quarter end

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SERVICE LINE DATA: Growth Coaching Service, and Inward Investment Service

NOTE: data is 15th February 2021 to 30th September 2022.

Growth Coaching Service

Jobs	3 Year Target	Performance (Q7 end)			Monthly Performance in Q6 and Q7						31/12/23 Prediction	
		Actual	Expected	Variance	Apr	May	Jun	Jul	Aug	Sep	Actual	% of target
	3,223	1,073	1,189	-116	*365	60	54.5	20.5	168	160	1,890-1,900	c.59%

Diagnostics	3 Year Target	Performance (Q7 end)			Monthly Performance in Q6 and Q7						31/12/23 Prediction	
		Actual	Expected	Variance	Apr	May	Jun	Jul	Aug	Sep	Actual	% of target
	3,305	*1,981	1,970	+11	217	116	87	55	96	98	*3,500-3,520	c.107%

Enrolments	3 Year Target	Performance (Q7 end)			Monthly Performance in Q6 and Q7						31/12/23 Prediction	
		Actual	Expected	Variance	Apr	May	Jun	Jul	Aug	Sep	Actual	% of target
	1,005	436	434	+2	10	26	28	18	29	20	770-780	c.77%

Coaching Starts	3 Year Target	Performance (Q7 end)			Monthly Performance in Q6 and Q7						31/12/23 Prediction	
		Actual	Expected	Variance	Apr	May	Jun	Jul	Aug	Sep	Actual	% of target
	1,005	441	543	-102	15	24	26	18	29	25	775-785	c.78%

Coaching Completions	3 Year Target	Performance (Q7 end)			Monthly Performance in Q6 and Q7						31/12/23 Prediction	
		Actual	Expected	Variance	Apr	May	Jun	Jul	Aug	Sep	Actual	% of target
	1,005	213	237	-24	17	21	13	0	2	31	375-385	c.38%

Note: Jobs

- In April 2022, YTKO ascertained they had been under-reporting jobs after a wholescale review of diagnostics and the engagement with companies around diagnostics. Consequently, 365 jobs were added that month, although they reflect the position across many months. The actual total for April is 88 (January is 51.5 up from 25, February 118 up from 51, March 112 up from 20, and Year-1 is 312.5 up from 139.

Note: Diagnostics

- 1,981 Diagnostics are claimed in reporting since the start of the contract (15/02/2021). Of these, 707 don't have between 3-250 employees. This computes into a 35.69% ineligibility rate. If we take the predicted total of 3,500-3,520 delivered by contract end (31/12/2023) and subtract 35.69% of that number, then the eligible total is predicted to be nearer a 2,251-2,264 range (or 1,041-1,054 short of the 3,305 total – i.e., 25%)

Inward Investment Service

Jobs	3 Year Target	Performance (Q7 end)			Monthly Performance in Q6 and Q7						31/12/23 Prediction	
		Actual	Expected	Variance	Apr	May	Jun	Jul	Aug	Sep	Actual	% of target
	808	627	261	+366	26	140	0	0	120	0	1,100-1,110	c.137%

Information and Diagnostic Support	3 Year Target	Performance (Q7 end)			Monthly Performance in Q6 and Q7						31/12/23 Prediction	
		Actual	Expected	Variance	Apr	May	Jun	Jul	Aug	Sep	Actual	% of target
	160	*266	60	+206	9	14	7	7	14	8	450-470	c.290%

New Project and Expansion Successes	3 Year Target	Performance (Q7 end)			Monthly Performance in Q6 and Q7						31/12/23 Prediction	
		Actual	Expected	Variance	Apr	May	Jun	Jul	Aug	Sep	Actual	% of target
	40	22	17	+5	2	2	0	0	1	0	39-42	c.100%

Note: Information and Diagnostic Support

- 266 companies supported with one or more information and diagnostic advisory based engagement since the start of the contract (15/02/2021).

- Using the same prediction formula this comes out at 471. The downward trend in the Q6+Q7 performance would suggest a prediction of 405-410 is more accurate. However, the recent CCN reallocating LGF funds has already seen the team increase from 5.3 FTE to 7.3FTE in headcount, so the 471 prediction in an accurate reflection.

Note: New Project and Expansion Successes

- The downward trend in the Q6+Q7 performance does not tell the 'quality' story, which is in fact alluded to in the jobs data. Three of the successes in the period generated 260 jobs, all high value added jobs.

GROWTH WORKS

SERVICE LINE DATA: Skills Service, and Grants and Equity Service

NOTE: data is 15th February 2021 to 30th September 2022.

Skills Service

Apprenticeships

3 Year Target	Performance (Q7 end)		
	Actual	Expected	Variance
1,400	*266	351	-85

Monthly Performance in Q6 and Q7					
Apr	May	Jun	Jul	Aug	Sep
11	46	3	5	20	40

31/12/23 Prediction	
Actual	% of target
470-475	c.34%

Learning Outcomes

3 Year Target	Performance (Q7 end)		
	Actual	Expected	Variance
1,705	650	792	-142

Monthly Performance in Q6 and Q7					
Apr	May	Jun	Jul	Aug	Sep
61	19	27	35	44	41

31/12/23 Prediction	
Actual	% of target
1,150-1,180	c.68%

ESF - CO23

3 Year Target	Performance (Q7 end)		
	Actual	Expected	Variance
276	85	90	-5

Monthly Performance in Q6 and Q7					
Apr	May	Jun	Jul	Aug	Sep
6	3	4	5	4	4

31/12/23 Prediction	
Actual	% of target
150-160	c.56%

ESF - R9

3 Year Target	Performance (Q7 end)		
	Actual	Expected	Variance
207	35	48	-13

Monthly Performance in Q6 and Q7					
Apr	May	Jun	Jul	Aug	Sep
3	3	0	3	1	5

31/12/23 Prediction	
Actual	% of target
62-72	c.33%

Note: Apprenticeships

- Data for Apprenticeships in not a 'true' picture. Currently the data shown here represents cases where GWwS has 'touched' a company and directly been involved in the creation of an apprenticeship. The contract requires that GWwS measure apprenticeships created above an agreed baseline at the end of years 1, 2 and 3. This data is supplied to GWwS by CPCA.

Grants and Equity Service

Jobs

3 Year Target	Performance (Q7 end)		
	Actual	Expected	Variance
1,455	684	706	-22

Monthly Performance in Q6 and Q7					
Apr	May	Jun	Jul	Aug	Sep
38	63	0	12	11	10

31/12/23 Prediction	
Actual	% of target
1,010-1,015	c.69%

SME CapEx Grants

3 Year Target	Performance (Q7 end)		
	Actual	Expected	Variance
56	67	37	+30

Monthly Performance in Q6 and Q7					
Apr	May	Jun	Jul	Aug	Sep
2	5	0	3	2	1

31/12/23 Prediction	
Actual	% of target
*77-82	c.143%

Equity Projects*

3 Year Target	Performance (Q7 end)		
	Actual	Expected	Variance
40	1	15	-14

Monthly Performance in Q6 and Q7					
Apr	May	Jun	Jul	Aug	Sep
0	0	0	0	0	0

31/12/23 Prediction	
Actual	% of target
2	4.42%

Equity Capital Placed*

3 Year Target	Performance (Q7 end)		
	Actual	Expected	Variance
£18m	£1.5m	£6m	-£4.5m

Monthly Performance in Q6 and Q7					
Apr	May	Jun	Jul	Aug	Sep
£0	£0	£0	£0	£0	£0

31/12/23 Prediction	
Actual	% of target
£2.653m	14.74%

Note: SME CapEx Grants

- Calculating predictions by extrapolating from actual performance gives an inaccurate prediction for this leading indicator. With circa 80%+ of the available funds awarded, we anticipate not more than an additional 10-18 awards in the final 15 months of the contract.

Note: Equity*

- The Equity Service was recreated and redeployed, in late September 2022, via a Change Control Note (CCN) that transferred it from the initial sub-contractor directly to GEG.

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