

Table 1: Outcomes and Leading Indicators Overview – Four Service Lines

Service Line	Target/Indicator	Contract Deliverables	Service Line	Target/Indicator	Contract Deliverables
Growth Coaching	Businesses provided with a Growth Diagnostic	3,305	Skills	Apprenticeship Levy Pledge	£15.0m
	Businesses provided with Growth Coaching	1,005		Apprenticeship Levy Utilisation	£9.45m
	Business profiles matched (S/M/L in %)	500/400/100		Apprenticeship Levy Transfer	£12.48m
	Businesses starting a coaching journey	1,005		Apprenticeships	1,400
	Businesses completing a coaching journey	1,005		Learning Outcomes	1,705
	GVA generated	£103.0m		Jobs via Learning Outcomes	-
	Jobs created	3,223		GVA generated	£6.0m
	GVA increase per employee (Year 1, Year 2, Year 3)	TBD		Grants & Equity	Companies receiving grants
Inward Investment	Inward investors receiving information, diagnostics, and brokerage support)	160	Grants & Investments (Small Business Capital Growth Investment Fund)		48
	Inward investor commitments to expand or for new investments	40	Innovation & Relocation Grants		10
	GVA generated	£15.0m	Small Business Capital Growth Investment equity		£18.0m
	Jobs created	600	GVA generated		£45.0m
	Strategic capital investment	£0 (B/E)	Jobs created		1,164 – 1,455
	New enterprises supported	25			
	Enterprises supported to introduce new to the market products	15			

Table 2: Growth Coaching 2021/22 – Contracted versus actual

Service Line	Target/Indicator	Contract Deliverables	Y1-Q1 Forecast	Y1-Q1 Actual
Growth Coaching	Businesses provided with a Growth Diagnostic	3,305	0	30
	Businesses provided with Growth Coaching	1,005	0	0
	Business profiles matched (S/M/L in %)	500/400/100	0% / 0% / 0%	0
	Businesses starting a coaching journey	1,005	0	0
	Businesses completing a coaching journey	1,005	0	0
	GVA generated	£103.0m	0	£0
	Jobs created	3,223	75 (Year 1 Total)	0
	GVA increase per employee (Year 1, Year 2, Year 3)	TBD	0	0

Table 3: Inward Investment 2021/22 – Contracted versus actual

Service Line	Target/Indicator	Contracted Deliverables	Y1-Q1 Forecast	Y1-Q1 Actual
Inward Investment	Inward investors receiving information, diagnostics, and brokerage support)	160	2	11
	Inward investor commitments to expand or for new investments	40	2	4
	GVA generated	£15.0m	0	TBD
	Jobs created	600	75 (Year 1 Total)	25
	Strategic capital investment	£0 (B/E)	0	£0
	New enterprises supported	25	0	1
	Enterprises supported to introduce new to the market products	15	0	1

Table 4: Skills 2021/22 – Contracted versus actual

Service Line	Target/Indicator	Contract Deliverables	Y1-Q1 Forecast	Y1-Q1 Actual
Skills	Apprenticeship Levy Pledge	£15.0m	0	£0
	Apprenticeship Levy Utilisation	£9.45m	0	£0
	Apprenticeship Levy Transfer	£12.48m	0	£0
	Apprenticeships	1,400	0	1
	Learning Outcomes	1,705	300 (Year 1 Total)	0
	Jobs (via Learning Outcomes)	350	0	0
	GVA generated	£6.0m	0	0

Table 5: Grants & equity 2021/22 – Contracted versus actual

Service Line	Target/Indicator	Contract Deliverables	Y1-Q1 Forecast	Y1-Q1 Actual
Grants & Equity	Companies receiving grants	58	0	32
	Grants & Investments (Small Business Capital Growth Investment Fund)	48	0	32
	Innovation & Relocation Grants	10	0	0
	Small Business Capital Growth Investment equity	£18.0m	0	0
	GVA generated	£45.0m	0	0
	Jobs created	1,164 – 1,455	397 (Year 1 Total)	321 (Year 1 Total at Q1 close)