

REGENERATION AND ECONOMIC DEVELOPMENT PORTFOLIO

DECISION SCHEDULE



Friday, 13 May 2011

at 4.00 pm

**or immediately following the Joint Culture, Leisure & Tourism and
Regeneration & Economic Development Portfolio meeting at 3.30 pm,
whichever is the later**

in Committee Room A, Civic Centre, Hartlepool

Councillor P Hargreaves, Cabinet member responsible for Regeneration and Economic Development will consider the following items.

1. KEY DECISIONS

No items

2. OTHER ITEMS REQUIRING DECISION

No items

3. ITEMS FOR INFORMATION

- 3.1 Tees Valley Enterprise Arcade – *Assistant Director (Regeneration and Planning)*
- 3.2 Hartlepool Enterprise Centre – *Assistant Director (Regeneration and Planning)*

REGENERATION AND ECONOMIC DEVELOPMENT PORTFOLIO

Report To Portfolio Holder

13 May 2011



Report of: Assistant Director [Regeneration and Planning]

Subject: TEES VALLEY ENTERPRISE ARCADE

SUMMARY

1. PURPOSE OF REPORT

To update the Portfolio Holder on the progress of the Tees Valley Enterprise Arcade Project which Hartlepool Borough Council is managing on behalf of the Tees Valley Industrial Programme (TVIP) Enterprise Stream. The first report was presented to the Portfolio Holder in October 2010.

2. SUMMARY OF CONTENTS

The report outlines the background position, provides an update for the interim period since the last report provided in October 2010 and sets out the up to date position in regard to outcomes, outputs and the emerging evaluation.

3. RELEVANCE TO PORTFOLIO MEMBER

The project sits within the Enterprise Stream of the TVIP and therefore lies within the remit of the Regeneration and Economic Development Portfolio.

4. TYPE OF DECISION

Non key.

5. DECISION MAKING ROUTE

Regeneration and Economic Development Portfolio.

6. DECISION(S) REQUIRED

The Portfolio Holder notes the report and agrees to receive a final evaluation report upon completion of the project.

Report of: Assistant Director [Regeneration and Planning]

Subject: TEES VALLEY ENTERPRISE ARCADE

1. PURPOSE OF REPORT

- 1.1 To update the Portfolio Holder on the progress of the Tees Valley Enterprise Arcade Project which Hartlepool Borough Council is managing on behalf of the Tees Valley Industrial Programme (TVIP) Enterprise Stream. The first report was presented to the Portfolio Holder in October 2010.

2. BACKGROUND

- 2.1 The Tees Valley Enterprise Arcade is one of the projects which was approved as part of the Enterprise Theme of Tees Valley Industrial Programme, in response to the mothballing of Teesside Cast Products operation in Redcar.
- 2.2 In December 2009 the then Government announced an investment of £60 million into the Tees Valley to support the economy following Corus' decision to mothball the plant. Included in the package was support for new start businesses.
- 2.3 A number of theme groups were developed to consider proposals for funding including proposals for the creation of an Enterprise Arcade project to be undertaken in Middlesbrough, Redcar and Stockton on Tees, offering individuals the opportunity to test trade a retail business. Because of the lack of existing targeted assistance to support retail businesses, the project received overwhelming support from the members of the theme group.
- 2.4 This project is being managed by Hartlepool Borough Council as the Council has gained valuable experience in operating its Indoor Market project. The programme provides PR and marketing support as well as business support to the individuals to help them to understand retail business and try to ensure the success of their ventures. The primary aim of the project is to allow individuals from the Tees Valley an opportunity to trial a retail business in a secure environment. The intention is that the support surrounding the individuals (as detailed in para. 3.2) will enable them to receive a thorough understanding of the retail sector and provide them all the skills they require to continue the business post the programme.
- 2.5 The project is being funded by Single Programme monies and despite some delays due to the change in Government, the project was approved for funding and is now in the operational stage.

3. UPDATE

3.1 All three areas now have arcades in operation, Middlesbrough having opened shortly before Christmas, and the remaining two within the last four weeks.

3.2 The project team is now also fully in place and includes representation from the following;

- Local Authorities
- BSupplied (who undertake Business Support for the individual traders)
- Publicity Seekers (who deal with the PR support for the traders)
- Maung Consultancy (who is evaluating and assisting with project development)
- Redcar Development Trust (who are the landlords of the Arcade in Redcar)
- Hartlepool Borough Council, including the Project Co-Ordinator who is seconded from Business and Enterprise North East.

3.3 Middlesbrough – this was the first arcade to open and is situated on the edge of The Mall in Middlesbrough. Details of the individual traders are as follows:

| Middlesbrough | | |
|-------------------|-----------------------------|--|
| Michelle Parratt | Just Me by Michelle Parratt | Handmade Gifts |
| Deborah Isley | Utopia Studio | Painting & Screenprints |
| Sofia Gainford | The Curvaceous Wardrobe | Plus Sized Ladies Clothing |
| Michael Goodchild | Fudge Fancies | Specialist Fudge |
| Josie McCabe | The Craftery | Paper Crafts |
| Sharon Swales | JellyBean Baby | Baby Clothing/ Toys/ Gifts |
| Lauren Crawford | Lauren Crawford Designs | Soft Furnishings |
| Tahira Roberts | Curious | Fairtrade/ Recycled Goods |
| Robert Winders | Gadget This | Circus Products |
| Sarah Hodds | Mystic Light | Holistic/ Mind, Body and Soul Products |

- 3.4 Middlesbrough Arcade will close in the first week of June 2011 and the project team is already in discussion about how the retailers can be supported going forward.
- 3.5 Stockton-on-Tees – this arcade opened 16th February 2011 and is based within the Wellington Square development but has frontage onto the High Street. Details of the individual traders are as follows:

| Stockton | | |
|----------------------|------------------|---|
| Yousif Ali | DW Clothing | Men's Designer Clothing |
| Alison Bould | Embellish | Jewellery and Hair Accessories |
| Brian Jackson | Victoria Jackson | Handmade Furniture |
| Tracy Hart | Chocs Away! | Handmade Chocolates and Old Fashioned Sweets |
| Gary and Kara Webley | Hobbies R Uz | Hobby Crafts, Remote Controls, Airfix & Associated Components |

- 3.6 Redcar – there were difficulties in identifying the best method of trading in Redcar. Ultimately it became apparent that Redcar Development Trust was in the process of developing premises to utilise as a pseudo-arcade in the long term. It therefore seemed sensible to partner with that organisation to advance their plans. The Arcade opened on 2nd March and the Trust has also received assistance through Business in the Community.
- 3.7 The details of the traders in Redcar are as follows:

| Redcar | | |
|------------------|---------------------|--|
| Glynis | Designed Silver | Silver Smith |
| Heather Thompson | Peaceful Prints | Exclusive and Individual Photographs on Canvas |
| Donna Hall | Curtains with Style | Soft Furnishings |
| Jon Chapman | Blink Eyewear | Designer Glasses & Sunglasses |
| Ian Luck | Seeing Sounds | Music Memorabilia and CD's/ Vinyls/ DVD's |

- 3.8 Investigations are also being undertaken about the possibility of supporting individuals within Redcar in an alternative setting which will allow further retailers to benefit from the project.

4 EVALUATION AND PROJECTED OUTPUTS

- 4.1 As indicated in paragraph 3.2 Maung Consultancy is working as part of the Arcade team. It has been clear from the beginning that whilst this project builds on previous activity it remains a pilot and each of the arcades is developing its own character, with Redcar being primarily community based, Middlesbrough having a mix of “traditional” retailers but also some more “creative”, owner-maker types and Stockton having primarily traditional retailers. It has therefore been ideal to be able to allow for an ongoing evaluation of the project which will ultimately provide a promotional document which will highlight the successes and failures of the project as well as provide detail as to how project could be replicated elsewhere. The aim is that the promotional tool would form part of the “Buy Local” offer for other areas.

- 4.2.1 Outputs for the project were as follows:

4.2.2 **60 individuals referred to agencies for assistance in developing their business idea** – this output relates to people who come forward with ideas for new businesses but where they need more support to develop the idea. These individuals will be referred to relevant agencies who will “Enterprise Coach” them to a position of business start up.

4.2.3 **30 individuals test trading their business idea** – this output effectively relates to the businesses setting up within the Arcades (see paragraphs 3.3, 3.5 & 3.7). Whilst the term “test trade” has been used, there are no special arrangements in place to allow them to trade without properly registering the business and they will therefore effectively count as new businesses. However it is unlikely that all the businesses will be successful in trading beyond the 6 month period.

4.2.4 **15 new businesses** – for this output those individuals who set up within the Arcade and continue to trade beyond the 6 month period will be counted. This will place an onus on the project to facilitate the continuation of trading beyond the 6 month period of this project.

- 4.3 In addition to the formal agreed outputs, the Local Authority partners in the Boroughs where the Arcades are operating are in the process of considering how they might support retailers going forward and whether there is an opportunity to replicate the project and create further test trading opportunities in the future.

5. FINANCIAL IMPLICATIONS AND RISK

- 5.1 There is no direct revenue cost to Hartlepool Borough Council other than the officer time required to manage the project. However at a time of uncertainty about local and regional structures in the area of Regeneration and Economic Development, there is a growing importance in working with sub regional partners and leading on such projects places Hartlepool in a strong position to develop and lead on TESS Valley wide projects in the future.

6. RECOMMENDATIONS

- 6.1 The Portfolio Holder notes the report and agrees to receive a final evaluation report upon completion of the project.

7. CONTACT OFFICER

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REGENERATION & ECONOMIC DEVELOPMENT PORTFOLIO

Report To Portfolio Holder
13th May 2011



Report of: Assistant Director [Regeneration and Planning]

Subject: HARTLEPOOL ENTERPRISE CENTRE

SUMMARY

1. PURPOSE OF REPORT

To provide information on the operation of Hartlepool Enterprise Centre together with information about the various services provided from the Centre to the wider business community.

2. SUMMARY OF CONTENTS

The report provides background detail of the centre, together with information about the services provided direct to tenants. In addition information is provided about those services which are provided to the wider business community including some projects which are Tees Valley wide.

3. RELEVANCE TO PORTFOLIO MEMBER

The Enterprise Centre and the various services which are provided form a key parts of the Economic Development Service and therefore lie within the remit of the Regeneration and Economic Development Portfolio Holder.

4. TYPE OF DECISION

Non key.

5. DECISION MAKING ROUTE

Regeneration and Economic Development Portfolio.

6. DECISION(S) REQUIRED

The Portfolio Holder notes the report for information.

Report of: Assistant Director [Regeneration and Planning]

Subject: HARTLEPOOL ENTERPRISE CENTRE

1. PURPOSE OF REPORT

- 1.1 To provide information on the operation of Hartlepool Enterprise Centre together with information about the various services provided from the Centre to the wider business community.

2. BACKGROUND

- 2.1 Hartlepool Enterprise Centre, based in the former Brougham Primary School, was converted into a managed workspace in 1992 from a training centre. At that time the centre capacity was 35 units, which grew to 40 and then to 50 following a £1.3 million enhancement scheme completed in 2007.

- 2.2 The Centre hosts a mix of small businesses, across a variety of sectors which are at different levels of maturity in terms of the operation of the businesses. In addition to the “pure” property offering the Centre also offers a number of wraparound services for the tenants.

- Administration services
- Conference and meeting facilities
- Gym facilities
- Networking opportunities

- 2.3 In addition staff based at the Centre also run various other projects on behalf of Economic Development and also undertake work for some external bodies as a means of income generation. These projects include:

- Lead on the operation and development of Hartlepool Business Incubation System
- Management of Newburn Bridge Industrial Estate in conjunction with the Borough Council Estates Section
- Administration of HBC Economic Development Grant Packages
- Event management
- Business support – pre start and growth (Enterprise Coaching)
- Hartlepool “Buy Local” programme
- Tees Valley Enterprise Arcade

3. OPERATION OF THE CENTRE

- 3.1 The centre consists of 50 units. The rents increase over a two year basis from initial occupation and are then reviewed annually thereafter. The aim is for the rent chargeable after the two year period to be higher than corresponding rents in more commercial premises to encourage businesses to move on. However in view of the rental structure it is important to have the higher rental income to balance the budget, although the ability for new tenants to network with more established businesses is also key to the overall “ethos” of the Centre. For the most part the tenants tend to operate open door policies and tend to assist each other as much as possible.
- 3.2 A rental review is currently being considered in conjunction with the Council's Estates section, however at the current time rents commence at approximately £4.50 per square foot rising to a maximum of £8.50.
- 3.3 The annual rent roll for 2010/11 rose to approximately £120,000 from £111,000 the previous year. The day to day operation of the centre effectively pays for itself, although there can be up to £50,000 additional funding required to support the additional activities. Where possible external funding is sought which in the last financial year was primarily European Regional Development Fund. In other years the additional funding is provided from the core Economic Development budget.
- 3.4 The current tenancy list is provided in **Appendix 1**.

As indicated in para. 2.2, there are some basic wraparound services which the tenants can benefit from:

- 3.4.1 Administration services
There are central facilities for photocopying, faxing and franking. In addition centre staff can offer typing and telephone answering services if required. These are all chargeable services. These services have been in place since the Centre opened and demand is falling year on year. In the year 2010/2011 income equated to approx. £300, as opposed to £600 the year before.
- 3.4.2 Conference and Meeting Facilities:
The enhancements to the Centre allowed for the development of conference, meeting and interview facilities. As a means of income generation these are available both to tenants and non-tenants, although the fees for tenants are discounted. In 2010/11 the income from room hire equated to approximately £6,000 as opposed to £9,000 the year before.
- 3.4.3 Gym Facilities:
The installation of gym equipment was considered an important aspect of the UK Steel development @ Queens Meadow and an opportunity arose to have a similar arrangement for the

Enterprise Centre. Membership of the gym is over and above the tenancy arrangements and is charged for separately. The staff team have worked closely with the Council's Wellbeing team, to ensure that all Health and Safety aspects of the onsite gym are addressed. An allocation of the Council's SCRAPT funding was made during financial year 2010/11 to provide showers for the centre.

3.4.4 Networking Opportunities:

The centre has an area outside The Bistro ("chill out" area) where individuals can network, meet clients and generally break the routine of the day. Special events can be held in the area (e.g. the tenants elected to watch matches together during the World Cup, have Christmas lunch together).

3.4.5 At the current time, the staff team are also considering other activities where income could be generated. For example there is the need to ensure that all tenants keep their PAT testing arrangements up to date, verified through annual health and safety meetings. In future PAT testing will be chargeable at the standard industry rate.

3.5 The Bistro/chill out area is a key part of the Centre offering networking opportunities and attracts people to the centre and helps create the openness which exists within the Centre. The Bistro is operated by an external business, although is really part of the wraparound service, and was therefore offered on a free tenancy basis following a tendering opportunity, based on the process previously undertaken in respect of Mill House Leisure Centre, looking primarily at quality and pricing and advertised in Hartlepool Mail. The original winner of the tender struggled to operate successfully and eventually closed the business, at which point the second option took over the running of the Bistro. The service must dovetail with the Enterprise Centre requirements in terms of special events, opening times and provision of catering for conferences etc. In addition, it is recognised that there are not enough people in the centre on a daily basis to create a fully operational café-type business, particularly bearing in mind the drop in room hire rental as indicated in para. 3.5.2. The café therefore works on a purely breakeven basis.

3.6 Examples of previous tenants who have started their businesses within the centre and have subsequently relocated and grown their businesses include: -

- Business Interior Group – now based in Church Street, Hartlepool, employing 6 people. This business provides office interior and fit-out and architectural and interior design and include in their customers Sage Software and CPP whose international services include card protection and identity protection.
- Borthwick Group – now based at Longhill Industrial Estate, Hartlepool, employing 10 people. The business, started by Jamie Borthwick while he was studying Chemical Engineering at

University, has developed and diversified from originally providing memorials to now include the sale of granite work surfaces and interiors from their own bespoke premises.

4 HARTLEPOOL INCUBATION STRATEGY

- 4.1 As indicated the Enterprise Centre team leads on the operation and development of Hartlepool Business Incubation Project:
- 4.2 Hartlepool Incubation Project was developed out of a strategy prepared by DTZ Pinda on behalf of the Council and West Central Hartlepool New Deal for Communities. The main elements of the strategy are:
- Development of a “hothouse” – Business Incubation Centre
 - Enhancements to the Borough Council operated Enterprise Centre
 - Consideration of the development of a “community” incubator”
 - Overarching system to support the businesses within the incubators
- 4.3 The first two elements of the strategy have been achieved, with the development of the Innovation Centre at Queens Meadow and subsequent extension which is due to open within the next two months and the 2007 enhancements to the Enterprise Centre. UK Steel Enterprise with Single Programme support has invested nearly £9m at Queens Meadow and the existing facility has remained virtually fully let despite the recession and pre lets have been secured for the extension.
- 4.4 The overarching system has also matured over the time since its inception and includes a range of measures as outlined in section 7 below.
- 4.5 The table below shows the funding requirements and sources of funding generated to support the strategy to date:

| Funding Requirement | | Source of Funding | |
|----------------------------|-------------------|--------------------------|-------------------|
| | | | |
| “Hot House” | 3,700,000 | NRF | 1,162,000 |
| Brougham Development | 1,375,000 | Single Programme | 4,040,000 |
| Incubation system | 981,062 | Hartlepool B C | 280,000 |
| Hot House Extension | 4,900,00 | UK Steel Enterprise | 5,070,000 |
| | | ERDF | 300,400 |
| | | WNF | 103,662 |
| Total | 10,956,062 | Total | 10,956,062 |

- 4.6 The main measurement around the Incubation System has been the development of new facilities for start up businesses which includes the enhanced space at the Enterprise Centre (additional 10 units) and the UK Steel development (initial 27,500 sq ft and extension of 20,000 sq ft) and the number of start ups businesses created, results for which are detailed below:

| | |
|--|------------------------------------|
| | Number of new businesses supported |
|--|------------------------------------|

| | |
|-------------|-----|
| 2007 – 2008 | 66 |
| 2008 – 2009 | 100 |
| 2009 – 2010 | 115 |
| 2010 – 2011 | 105 |

- 4.7 Overall outcomes are measured in terms of people registered self employed and the number of VAT/PAYE registered businesses per head of population.
- 4.8 The figures provide useful comparisons and demonstrate that Hartlepool has significantly improved its performance on business formation and self employment and Hartlepool is currently performing better than the region. The figures are set out in the two tables below:

| | Count of birth of New Enterprises | | | | | |
|-------------------------|-----------------------------------|------|------|------|------|------|
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| Darlington UA | 45 | 49 | 41 | 47 | 46 | 38 |
| Hartlepool UA | 32 | 36 | 40 | 49 | 36 | 32 |
| Middlesbrough UA | 27 | 29 | 29 | 40 | 32 | 28 |
| Redcar and Cleveland UA | 29 | 30 | 28 | 41 | 31 | 28 |
| Stockton-on-Tees UA | 40 | 36 | 34 | 49 | 44 | 36 |
| Tees Valley | 34 | 35 | 33 | 45 | 38 | 32 |
| NORTH EAST GOR | 37 | 37 | 34 | 42 | 36 | 31 |
| GREAT BRITAIN | 59 | 57 | 52 | 57 | 54 | 48 |

| % of people of working age (men aged 16-64, women aged 16-59) who are self-employed | | | | | | |
|---|------------|------------|------------|------------|------------|------------|
| | 2003/04 | 2004/05 | 2005/06 | 2006/07 | 2007/08 | 2008/09 |
| Darlington | 7.2 | 7.7 | 7.7 | 7.2 | 7.4 | 7.1 |
| Hartlepool | 4.0 | 5.7 | 6.4 | 7.4 | 6.7 | 6.7 |
| Middlesbrough | 4.5 | 4.1 | 5.5 | 4.1 | 4.5 | 4.5 |
| Redcar & Cleveland | 3.6 | 4.7 | 5.0 | 4.9 | 4.4 | 4.2 |
| Stockton-on-Tees | 4.5 | 5.5 | 6.1 | 6.2 | 5.6 | 6.2 |
| | | | | | | |
| Tees Valley | 4.6 | 5.4 | 6.0 | 5.8 | 5.5 | 5.7 |
| North East | 5.4 | 5.8 | 6.3 | 6.3 | 6.4 | 6.4 |
| Great Britain | 9.0 | 9.1 | 9.2 | 9.3 | 9.4 | 9.1 |

5 MANAGEMENT OF NEWBURN BRIDGE INDUSTRIAL ESTATE

- 5.1 Newburn Bridge Industrial Estate is made up of 22 industrial units and is identified as forming “move-on space” within the Incubation System.
- 5.2 The day to day administration of the units falls to the Council’s Estates Section, although because of the Economic Development aims of the property, this is undertaken in close liaison with staff from the Enterprise Centre. In addition, business support is offered through the Centre for the tenants. At the current time, of the 12 tenants occupying the various units, 6 were previously tenants of the Enterprise Centre.
- 5.3 Annual rent roll for 2010/2011 was approximately £38,000 as opposed to £52,000 the previous year.

- 5.4 An example of a previous tenant of Newburn Bridge Industrial Estate is Hart Biologicals Limited, who left the Estate in at the end of the 2009/2010 financial year – hence the reduced income last year. This company now employs 10 people, having relocated to the Rivergreen development at Queens Meadow Business Park. The company provides specialised haemostasis products and is engaged in the research, development, manufacture and marketing of a range of "in-vitro" diagnostic products for use in the detection, prevention and monitoring of a number of medical conditions related to haemostasis and platelet function.

6 HBC ECONOMIC DEVELOPMENT GRANTS PACKAGE

- 6.1 The Enterprise Centre staff administer the grants available through Economic Development, including the Enterprise Development Fund and Womens Development Fund, which are two of the key areas of support for new businesses setting up in Hartlepool. A detailed grants update Portfolio report is scheduled for June 2011.
- 6.2 Over the last 2 financial years, some 74 new or young, growing businesses have received financial assistance from these 2 particular schemes. These have included a broad range of businesses from individuals involved in construction, design agencies and niche retailers.
- 6.3 All of these businesses receive additional support in terms of planning and developing the businesses. In addition 4 of the businesses are based in the Enterprise Centre and 1 within the Innovation Centre at Queens Meadow.
- 6.4 An example of business receiving support is Biochemica UK Ltd, based in the Innovation Centre at Queen's Meadow. Biochemica specialises in providing industry with a comprehensive package of solutions for a wide range of water treatment requirements with a nationwide customer base covering the entire spectrum of power, chemical, pharmaceuticals, food processing, and general industrial and wastewater industries. Biochemica won the most promising New Business category at the 2010 Hartlepool Business Awards.

7 BUSINESS SUPPORT – PRE START AND GROWTH (ENTERPRISE COACHING)

- 7.1 Following the £1.3 million enhancement programme, the Centre increasingly became recognised as the simplest first point of call for business enquiries. This also reflected the fact that at that time both BusinessLink and InBiz (who were contracted to offer support to new businesses) were based in the building. In addition, there was a desire to begin to draw together elements of the support system around incubation.

- 7.2 As a consequence the centre became the “hub” for business enquiries across the Economic Development Team. The team cover initial enquiries including signposting, surgeries, funding, and commercial premises.
- 7.3 The development of the overarching system has also been led by the Enterprise Centre and has concentrated its efforts on helping those businesses with the ability to trade outside the region. The approach was very flexible in the initial stages, seeking to ensure that the support offered was suited to the individual business needs. The range of services includes surgeries by Accountants and Solicitors, bespoke marketing assistance, support to improve business processes and improved financial awareness. An example of a typical intervention would be where a diagnostic visit to a business ostensibly to assist with cashflow problems led to a realisation that wastage and management development were the real issues. An introduction was made to a Business Process Engineer (through a ONE North East funded programme) to address the wastage issues and further Management Development support was offered together with Financial Knowledge workshops through Hartlepool College of Further Education.
- 7.4 As the service developed and become more mature, there was an opportunity to bid for European Regional Development Fund (ERDF) monies, primarily to assist those businesses in a pre-start stage. In addition to utilising this for the incubation system, further services were developed around the provision of coaching for individuals looking to enter into business.
- 7.5 This ultimately led to the creation of a new Enterprise Coaching model within the Enterprise Centre, operated jointly with Owton Fens Community Association. This model leads individuals through the pre-start planning requirements into the development of a business plan and ultimately to the creation of a new business.
- 7.6 The Enterprise Coaching and Incubation System support has been primarily funded through Working Neighbourhood monies and whilst an extension of the ERDF to March 2012 has been approved, this will be on a much reduced basis.
- 7.7 Additionally through the project to re-invigorate Hartlepool Indoor Market, the team has continued to offer a small amount of support to new retailers. In particular, two stalls in the market are set aside for individuals to trial retail in a secure environment. Currently the team are working with two individuals who will potentially set up. The previous individual who set up in this way was “Daisy Deli” who set up a Polish store and has subsequently graduated to larger premises based in York Road, Hartlepool.

8 EVENT MANAGEMENT

- 8.1 The team at the Enterprise Centre has developed its event management function since taking over responsibility for administering Hartlepool Business Forum in 2004.
- 8.2 In 2005 the team organised the inaugural Celebration of Enterprise Dinner which in 2006 became the Annual Hartlepool Business Awards Dinner. This event is the biggest business event in the Town each year, with over 300 people attending.
- 8.3 The Enterprise Centre team also administer the Tees Valley Finance Forum. This forum is made up of representatives from the 5 Tees Valley Local Authorities and the providers of “non traditional” commercial finance – i.e. not Banks. The aim of the group is to encourage businesses to consider alternative mechanisms to fund projects, primarily in the form of venture capital and equity.
- 8.4 The team normally organise 2 events per annum on behalf of this project.
- 8.5 In addition the team also provide support to other events if required – for example where the Borough Council has organised “Meet the Buyer” events with procurement staff or to cover a specific project which brings with it benefits for the business community.
- 8.6 An example would be in 2009 when events were organised to introduce the two Building School for the Future shortlisted main contractors to the wider Hartlepool Business community. 93 people attended the Balfour Beatty event and as a consequence Durable Technology Limited, based in UK Steel’s Innovation Centre, were successful in becoming a direct supplier to Balfour Beatty of their building control/building automation and commercial lighting solutions.

9 HARTLEPOOL “BUY LOCAL” PROGRAMME

- 9.1 The most recent update in respect of the “Buy Local” programme was provided in March 2011 and a further report will be provided once the results of the recent campaign focused around the Middleton Grange Shopping Centre are assessed and conclusions for the project going forward are made.
- 9.2 However it is worth noting that this project was developed from amongst the businesses based within the Enterprise Centre as a result of the Economic downturn and is operated through the Centre.
- 9.3 Included in the programme is ongoing support to both the Indoor and Outdoor markets.

10 TEES VALLEY ENTERPRISE ARCADE

- 10.1 A separate report for this project has been provided to the Portfolio Holder.
- 10.2 Again it is worth noting that this project originated at the Enterprise Centre as a consequence of the successful Indoor Market Initiative and was considered best practice by ONE North East, leading to a project in Bishop Auckland and ultimately to the Tees Valley project currently being undertaken.

11 FINANCIAL IMPLICATIONS AND RISK

- 11.1 Much of the activity emanating from the Enterprise Centre has been externally funded to date and the loss of the various funding streams means that going forward the service is likely to be significantly reduced, however key high value added support will continue to be delivered.
- 11.2 Whilst this is concerning of itself, it comes against a backdrop of loss of support in the wider landscape following the demise of the Regional Development Agency. Equally the ability to pilot activity is also likely to be curtailed.
- 11.3 Going forward there is a risk that the numbers of individuals and businesses supported will therefore decline.

12 RECOMMENDATIONS

- 12.1 The Portfolio Holder notes the report for information.

13 CONTACT OFFICER

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APPENDIX 1**TENANCY LIST FOR HARTLEPOOL ENTERPRISE CENTRE as at 26 April 2011**

| | | |
|------------|------------------------------------|---|
| Unit 1 | The Craft Workshop | Provision of Craft Classes |
| Unit 1a | Premier Lakeballs Limited | Supply of Wholesale Golf Balls |
| Unit 2 | Vacant | |
| Unit 3 | Work Matters Limited | Recruitment Agency |
| Unit 4/5 | Northern Creative Limited | Web Site and Graphic Design |
| Unit 6a | Oli Max Services | Domiciliary Care Services |
| Unit 7 | Connoisseur Crafts | Manufacture and Supply of Wedding and Other Stationery |
| Unit 8 | Altered Images | Embroidery & Printing Services |
| | Delicious Bistro | |
| Unit 9 | Altered Images | Embroidery & Printing Services |
| Unit 10 | Vacant | |
| Unit 11 | Helios Precision Engineering | Small Batch Engineering, Manufacturing of Special Purpose Equipment |
| Unit 12 | Interview Room | |
| Unit 13 | Gym | |
| Unit 14 | Helios Precision Engineering | Small Batch Engineering, Manufacturing of Special Purpose Equipment |
| Unit 15 | Kevin Maw Photography | Photographer |
| Unit 16 | Your Time | Care Agency for Dementia Sufferers |
| Unit 16a | The Elwick Consultancy | Management Consultancy |
| Unit 16b | Elegance Photography | Photography |
| Unit 17 | Q-Tec | Internet & Multi Media Design |
| Unit 18 | Seatechs Ltd | Offshore Agency |
| Unit 19/20 | Clockworks | Clock, Watch & Jewellery Repairs and Restoration |
| Unit 21 | Vacant | |
| Unit 22 | Vacant | |
| Unit 23 | Business Link North East | Business Advisors – New Business Start Up |
| Unit 24 | Reactive Design | Design, Print, Advertising, Internet |
| Unit 25 | Publicity Seekers | Public Relations Agency |
| Unit 26 | DP Consultancy NE Limited | Health & Safety Training |
| Unit 27 | Premier Guards | Security Personnel |
| Unit 28/29 | Bev Wood Holistic & Beauty Therapy | Holistic & Beauty Therapy |
| Unit 30 | North East Chamber Of Commerce | |
| Unit 31 | Prospect Place Children's Homes | Operate Children Homes |

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| Unit 32 | Hitchen Associates | Administration/Financial services |
| Unit 33 | Mark Olive | Financial Services |
| Unit 34 | Vacant | |
| Unit 35 | Seaton Blinds | Supply And Fitting Of Blinds To Commercial And Domestic Property |
| Unit 36 | Vacant | |
| Unit 37 | Get More Time | Supply of false hips |
| Unit 38 | Platinum Players | Online membership organisation |
| Unit 39 | Internal Office | |
| Unit 40 | Carnaby Steel Structures Ltd | Steel Fabrication And Erection |
| Unit 41 | Rachel Gretton Glass | Glass Designer And Artist |
| Unit 42 | The Sweet Little Cake Shop | Wedding/party cakes |
| Unit 43 | Vacant | |
| Unit 44 | Furniture Restoration | Furniture Restoration |
| Unit 45 | Incontrol-Able | Advice & guidance for direct payment |
| Unit 46 | Dry Build Solutions | Dry lining/plastering |
| Unit 46a | Helios Precision Engineering | Small Batch Engineering, Manufacturing Of Special Purpose Equipment |
| Unit 47 | Hart Beat (Barnado's) | Advice and Guidance for Young People |