



Economic Development Newsletter

October/November 2016

Introduction

Welcome to the October/November edition of the newsletter. In this edition, we round up the latest news from Milton Keynes Council's (MKC) Economic Development Team. The team has been involved with a number of events during October and November aimed at showcasing and supporting entrepreneurs and businesses. Enquiry numbers have been consistent with a higher than normal interest from businesses within the automotive industry. There has also been some welcomed news received during November in relation to the Cambridge – Milton Keynes – Oxford corridor which will also be covered within this edition.

National Infrastructure Commission (NIC) Report

To succeed in the global economy, Britain must build on its strengths. The corridor connecting Cambridge, Milton Keynes and Oxford could create a world renowned centre for science, technology and innovation. The National Infrastructure Commission (NIC) is a Government agency responsible for long term strategic decision making to build effective and efficient infrastructure across the UK. In March 2016, the NIC was asked to consider how to maximise the potential of the Cambridge - Milton Keynes - Oxford corridor as a single, knowledge-intensive cluster. The Commission presented, that without a joined-up plan for housing, jobs and infrastructure across the corridor, it will be left behind by its international competitors. By providing the foundations for such a strategy, new east-west transport links present a once-in-a-generation opportunity to secure the area's future success. The work of the NIC was strengthened further through the recent Autumn Statement where the Chancellor has given the green-light to an expressway linking Milton Keynes, Cambridge and Oxford in the Autumn Statement. The road link is to be backed with £27 million of funding, the government has also announced £110m of funding for an East-West rail link between Oxford and Cambridge. It will use part of the former Varsity Line that was decommissioned in the 1960s and will also connect Milton Keynes, Aylesbury and Bedford. These investments will benefit motorists and commuters by making their journeys safer, quicker and less congested - whilst creating thousands of jobs across the country. To view the NIC Report click the link

<https://www.gov.uk/government/organisations/national-infrastructure-commission>

Driverless Pods

Milton Keynes saw the first ever self-driving vehicle on UK public streets in October, the project spanning 3 years and lead by Transport Systems Catapult (TSC) and MKC attracted worldwide media when it tested its autonomous pods in Central Milton Keynes. TSC expects to have vehicles on the streets by the middle of next year and 40 fully autonomous pods in operation by 2018. Milton Keynes is at the forefront of developing new methods of transportation and will revolutionise how people get around the city putting MK on a global stage. <https://ts.catapult.org.uk/current-projects/self-driving-pods/>



Attracting Graduates to Milton Keynes

Milton Keynes has been recognised as a desirable location for graduates in the latest publication by independent think tank Centre for Cities. The Great British Brain Drain – “Where graduates move and why”, examines patterns of graduate movement across the UK. Unsurprisingly, a large number of recent graduates head for London, but Milton Keynes is amongst the cities that experience a ‘graduate gain’. Encouragingly, 75.6% of graduates in Milton Keynes are employed in high skilled occupations and an above average proportion are employed in knowledge intensive business services. The report also emphasises the importance of cities and universities ‘growing their own’ through educating students who grew up in the city and then stay in the city to work following graduation. Milton Keynes is well placed to build on its success in attracting graduates and in retaining those who may choose to study here in the future. The Great British Brain Drain is available at <http://www.centreforcities.org/wp-content/uploads/2016/11/16-11-18-The-Great-British-Brain-Drain.pdf>

Superfast Broadband

CityFibre and its Milton Keynes launch partner dbfb has today announced that the first businesses are now connected to the Gigabit City networks and receiving some of the fastest internet services available. CityFibre launched the network and the state-of-the-art services with dbfb in early July, and the first of the city’s businesses are already enjoying internet speeds up to 100 times faster than the UK average with download and upload speeds of up to 1 gigabit per second. CityFibre’s 162km pure fibre network spans the entire city, making gigabit internet speed available to over 2,700 businesses in Milton Keynes. With pure fibre infrastructure at its heart, Milton Keynes has been transformed into one of the best connected cities on the planet, capable of supporting whatever digital requirements the future holds. As the network continues to be extended, businesses are urged to register their interest, with no obligation, at www.cityfibre.com/business.

MK Women Leaders

The annual Women Leaders MK Awards took place in October, this fantastic event showcases the skills and talents of women in Milton Keynes – those who have excelled in their specific field at work or achieved extraordinary greatness in their community. Congratulations to our very own Anna Rose, Service Director – Planning, Culture and Infrastructure who picked up the Public Service award. The Women Leaders Awards are endorsed by the national CBI First Women Awards, all the winners of the Women Leaders MK Awards will have the opportunity to be nominated for a national CBI First Women Award. <http://www.womenleadersmk.co.uk/>

Team News

Business Engagement Lunch

There has been significant engagement with entrepreneurs, start-ups and existing local businesses during October and November, with particular focus on supporting our existing businesses and working with them to assist with their growth. The economic development team hosted the first ever Business Engagement lunch in November, which brought together selected large Milton Keynes businesses, local Councilors and colleagues from MKC. The purpose of this event was to provide senior members of MKC including the Leader of the Council and Chief Executive with an



opportunity to better understand business needs on a one to one basis and how we can best support and work with our local businesses moving forward. The event was a great success and

we have since received some positive feedback from our guests and colleagues who welcomed the opportunity of an introduction and the chance to build strong relationships. We look forward to working closely with Milton Keynes businesses more in the New Year.

Small Business Support

Start Up Marketplace

Milton Keynes Council in partnership with, centre:mk and Entrepreneurial Spark came together in November to deliver the first Milton Keynes “Start-Up Marketplace”, a free event enabling local Start-up Businesses in Milton Keynes to showcase their products in a business exhibition format, benefiting from an extensive footfall in Middleton Hall. This event was just one example of support offered through the Milton Keynes Council’s business support programme, and has been hailed a success through feedback received to date. <http://www.thecentremk.com/events/events-listing/milton-keynes-start-up-marketplace>

Small Business Week

Following on from the success of the past three years, Milton Keynes Council once again partnered with Milton Keynes College during November to support our local start-up and small businesses with ‘Small Business Week’. During the week 11 free workshops were delivered by local specialists covering key areas including, branding, access to finance and pitching, together with an opportunity to meet with a business advisor. Milton Keynes has the third highest rate of business start-ups per 10,000 population, and over 97% of businesses in the city employ fewer than 50 people. Start-ups and small businesses are key to the local economy, which is why events such as this are so important including the National event ‘Small Business Saturday’.

<http://www.investmiltonkeynes.com/mk-small-business-week-7-11-november-2016/>

Business Visits

During October and November the team engaged with local businesses including Barclays Bank, to understand more about how they support small and medium sized businesses with access to finance. It was also great to find out that Barclays are providing information to SME’s around cyber security and how to keep businesses safe. Sticking with the banking theme, we also sat down with NatWest and their business growth enabler. This gave us the opportunity to discuss the key areas of support required from start-ups and was a great opportunity to learn what NatWest are offering in the form of a free start-up business surgery open to anyone who has started or thinking of starting a business.

We also met with LyondellBasell a business based in Bletchley, LyondellBasell are one of the world’s largest plastics, chemicals and refining companies. The Milton Keynes site employs around 80 staff producing industry-leading advanced polyolefins, polypropylene and polyethylene resins and sold mainly to the automotive sector. The meeting gave us an opportunity to discuss challenges around the recruitment of skilled workers and also opportunities to employ apprentices, we will continue to support this company going forward.



Social Media

Our social media presence goes from strength to strength. Our Twitter followers at the end of November stood at 4,099 (an increase of 2.6% from September) and our LinkedIn connections are at 2,756 (an increase of 2.4% from September). The Economic Development team continues to utilise social media as one of its channels to promote Milton Keynes. It is vital that we remain competitive and do not become complacent in our inward investment activities, constantly and consistently engaging with our national and international stakeholders.

Help Spread the Word

Follow us at @InvestMK at www.twitter.com/InvestMK and by joining our LinkedIn group at <http://uk.linkedin.com/in/investmk>

We would like to wish you a Merry Christmas and a Happy New Year!

Pam Gosal

Head of Corporate Economic Development & Inward Investment

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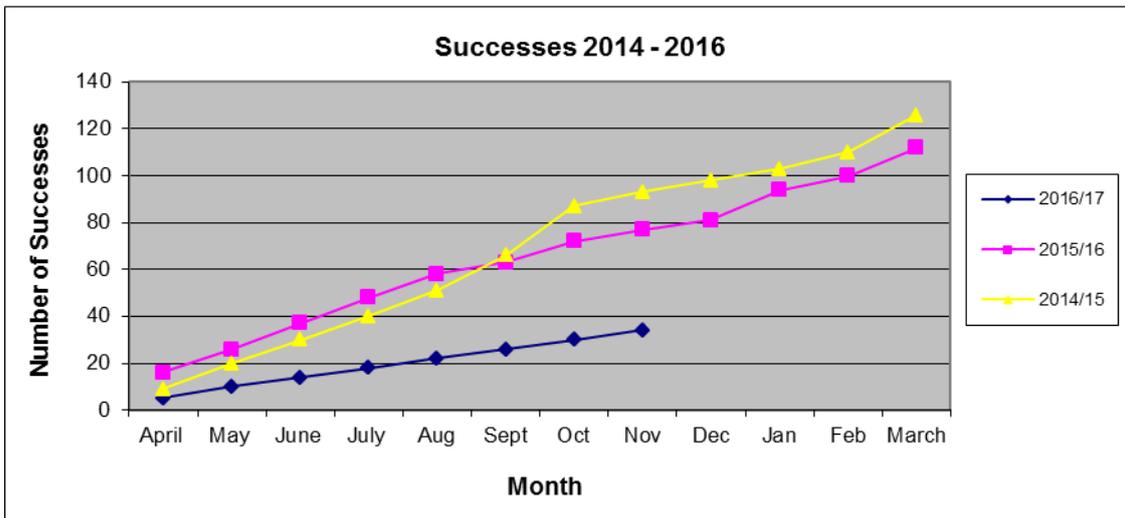
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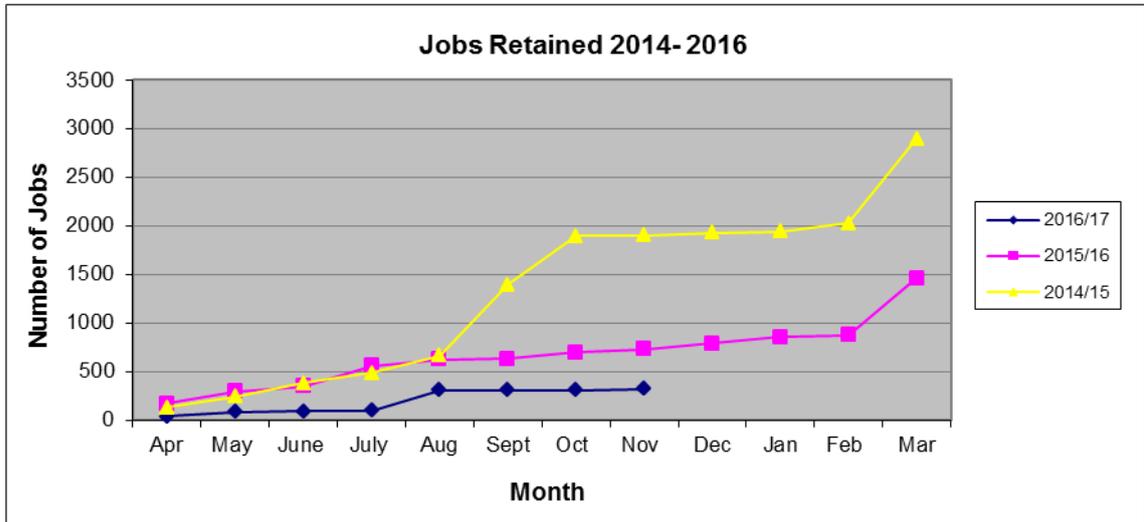
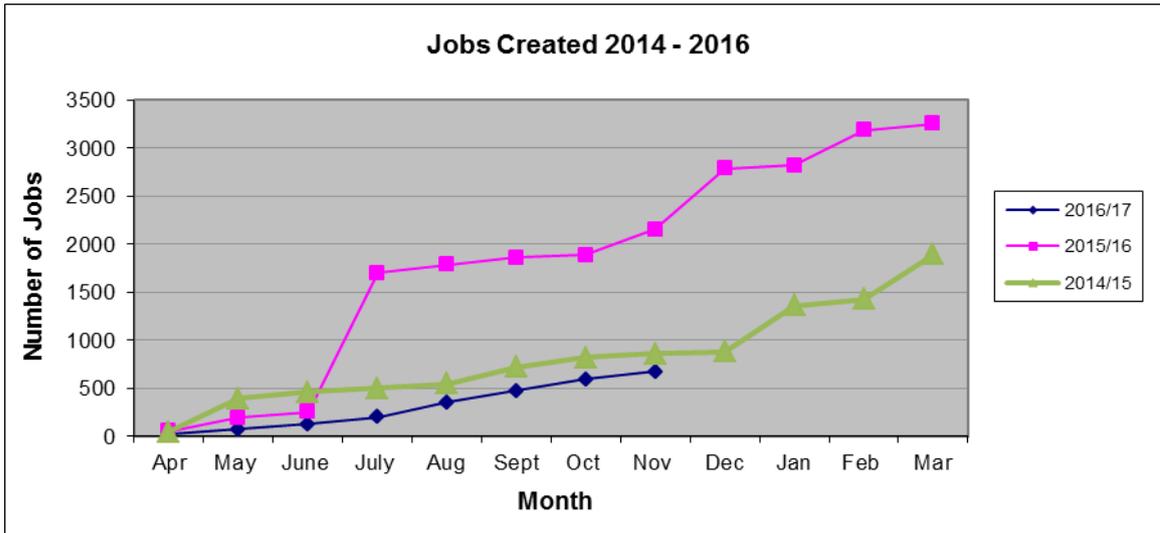


Investment Success Update

	October 2016	November 2016	Year to date
Companies arriving in or relocating within MK	4	4	34
From Target Group*	1	1	13
Total Jobs Created	120	79	668
Total Jobs Retained	0	10	317

* High growth, high value, knowledge-based businesses

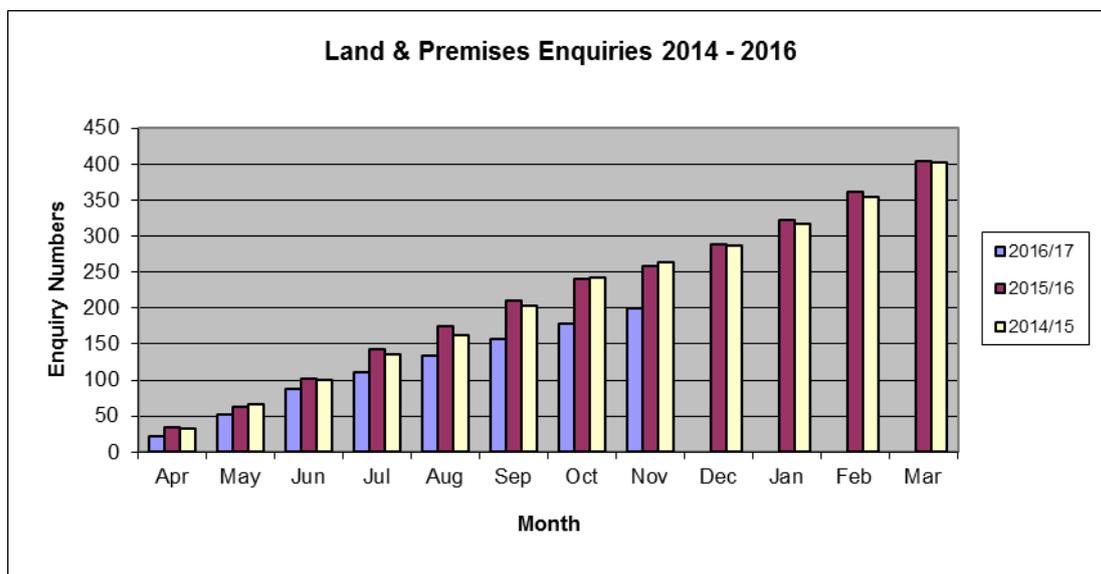






Enquiry Activity Update

The chart below shows the trends for commercial land & premises enquiries between 2014–2016:



Enquiries

During October and November, 43 enquiries were received as well as eight investment successes consisting of 1 micro, 1 small, 1 medium and 5 large. The team continues to promote MK through multiple channels and partners. Our current enquiry caseload is 33 category ‘A’ and 78 category ‘B’ enquiries.

(Category ‘A’ covers enquiries from UKTI and foreign owned businesses; land enquiries; industrial premises over 50k sqft; office premises over 10k sqft. and key business sectors. Category ‘B’ enquiries cover all other requests for support.)

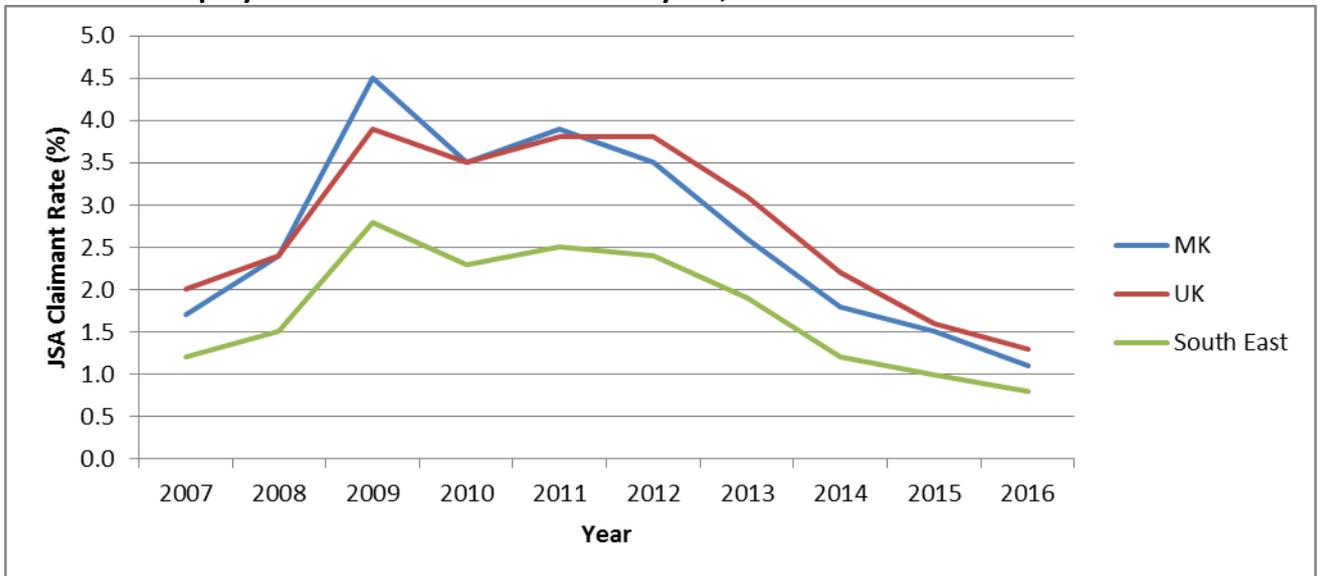
Enquiries by Sector	October 2015	October 2016	November 2015	November 2016
Office	6	5	5	6
Industrial	10	7	10	10
Retail	7	0	0	1
Land	2	3	1	4
Information and Support	6	6	5	1
Total	31	21	21	22



The Labour Market in Milton Keynes, October 2016

In October 2016, there were seven wards within Milton Keynes with JSA claimant unemployment rates above the borough average of 1.1%. Levels of claimant unemployment were particularly high in the wards of Woughton and Fishermead (2.3%), Central Milton Keynes (1.8%) and Bletchley East (1.8%).

Chart 1: Unemployment Claimant Rate Milton Keynes, South East & UK 2007-2016



	Milton Keynes	UK	South East
2007	1.7	2.0	1.2
2008	2.4	2.4	1.5
2009	4.5	3.9	2.8
2010	3.5	3.5	2.3
2011	3.9	3.8	2.5
2012	3.5	3.8	2.4
2013	2.6	3.1	1.9
2014	1.8	2.2	1.2
2015	1.5	1.6	1.0
2016	1.1	1.3	0.8

Source: Jobseekers Allowance, Office for National Statistics via NOMIS. NB: Claimant count data is taken from October of each year.



Getting our residents back into work

Over the last quarter the Economic Regeneration Priority has seen stakeholders continue to successfully contribute to the reduction in unemployment levels in Milton Keynes. The councils Neighbourhood Employment Programme (NEP) saw 275 new service users engaging along with 121 people being supported into employment, with 36 accredited training qualifications secured. This quarter's performance again highlights the effectiveness of the NEP delivery. The NEP continues to work with construction contractors to assist in meeting their S.106 planning obligations in relation to employment and skills and three new job offers have been made as a result. A new Social Value Framework is being finalised and will be used to determine the level of support contractors will be required to provide to support people who are furthest from the job market.

The Mental Health Employment Support service have settled into their new building at Norfolk House and have engaged with 45 new service users this quarter, along with supporting 10 people into employment, which is a great result. The team also continue to network and promote the service to health professionals and even had a stand in the Civic Office reception during Mental Health Awareness day to raise awareness of its employability support service.

YourMK held a very successful Trade day event in October at the Hilton/Double Tree Hotel at Stadium MK, inviting contractors to express an interest in the major regeneration work project to estates in MK. The work is expected to commence in January 2017. Over 150 contractors registered an interest and attended the session. Presentations on the day outlined the need for all successful contractors to align their social value obligations in relation to employment and training opportunities with the NEP. This will be a very interesting new development for MK and should create many new opportunities for disadvantaged, unemployed local people.