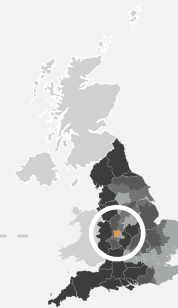


# BLACK COUNTRY LEP



Data provided by ONS

## KEY SECTORS:



TOTAL NO. OF SCALEUPS

490



NO. BY EMPLOYEE GROWTH

165



NO. BY TURNOVER GROWTH

420



NO. BY EMPLOYEE AND TURNOVER GROWTH

95



TOTAL EMPLOYEES

57,764



TOTAL TURNOVER

£6.6bn

## TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

### WILLIAM GIBBONS

William Gibbons operates a printing company, which produces a variety of magazines, catalogues and mail items.

### SELECT HEALTHCARE GROUP

Select Healthcare Group operates a group of care homes.

### ASH & LACY

Ash & Lacy provide a range of roof and building systems such as rainscreen cladding and steel frame systems.

### MECHATHERM

Mechatherm designs and manufactures equipment for the aluminium industry, such as casting furnaces and scrap charging machines for recycling.

### JHOOTS PHARMACY

Jhoots Pharmacy operates a network of pharmacies also offering personal health care services such as smoking cessation.

## TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

### CHARTER COURT

Charter Court provides retail banking services.

### WILCOX

Wilcox operates two companies, Jmp Wilcox & Co and Wilcox Industrial Supply Co, that recycle textiles donated by charities into wiping cloths for use in industry.

### MECHATHERM

Mechatherm designs and manufactures equipment for the aluminium industry, such as casting furnaces and scrap charging machines for recycling.

### SELECT HEALTHCARE GROUP

Select Healthcare Group operates a group of care homes.

### DAVRO STEEL

Davro Steel supplies a large range of steel products such as galvanised steel.

Data powered by Beauhurst

## LOCAL LEP SCALEUP PROGRAMMES

AAdvice, Investment and Market Development (AIM) for the Black Country works in partnership with the area's Growth Hub, local authorities, the Chamber of Commerce and the University of Wolverhampton to deliver a programme that offers scaling businesses a coordinated approach to a range of services.

Business Navigators work with scaleups to agree a bespoke 12-month programme of one-to-one support and events designed to break down barriers to growth. Scaleup leaders can take advantage of two peer-to-peer networks: The Platinum Group and the West Midlands Manufacturing Club.

Boosting leadership skills and management teams' capabilities, the Black Country Chamber Strategic Leadership Programme is delivered by a facilitator with significant experience with both manufacturing and service sectors. Delegates graduate from the programme with a toolkit of practical techniques and knowledge.

For further information and to see a complete list of visible scaleups, Scaleup Champions and Ambassadors visit us at [www.scaleupinstitute.org.uk](http://www.scaleupinstitute.org.uk)

## SCALEUP VIEWS:

Access to talent is a key barrier to growth, but also vital are access to UK markets and to infrastructure. They are looking for support from Innovate UK, and then from a range of providers, including DIT, peer to peer networks, public sector funding for R&D and local universities and business schools.

Analysis by BVA BDRC from the Scaleup Survey 2018

## TOP BARRIERS TO GROWTH:



TALENT AND SKILLS

Access to the talent you can hire who can do the jobs you have available



ACCESS TO MARKETS

Access to markets and customers in the UK



INFRASTRUCTURE

Access to infrastructure/ premises and broadband

## WANT TO SEE MORE OF:

- Innovate UK
- DIT (Department of International Trade)
- Local universities and business schools e.g. access to their talent, facilities and R&D
- Peer to peer networks
- Public sector funding for innovation and R&D (e.g. tax credits)



**WHAT'S NEXT/FUTURE PLANS:** The Black Country Growth Hub continues to work closely with neighbouring hubs and the Midlands Engine to devise new activity for businesses with the potential to scale. There are plans to establish a business angels network, a programme of pre-investment support and a mentoring scheme in partnership with Be The Business.

These are programmes offered by the LEP and do not represent all the programmes offered to scaleups in the local area. These have not been evaluated or endorsed by the ScaleUp Institute for their impact and effectiveness. Data utilised at the top of this page is taken from the IDBR 2016. The confidentiality of all data held on the IDBR is protected by the National Statistics Code of Practice and associated Protocols and by specific legislation. In accordance with these requirements, data presented is rounded to prevent disclosure. Differences may exist in totals across tables due to disclosure methods used.