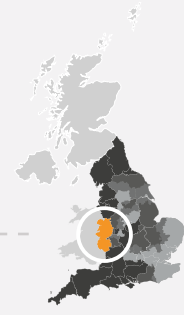


# THE MARCHES LEP



Data provided by ONS

## KEY SECTORS:



TOTAL NO. OF SCALEUPS

330

NO. BY EMPLOYEE GROWTH

130

NO. BY TURNOVER GROWTH

265

NO. BY EMPLOYEE AND TURNOVER GROWTH

65

TOTAL EMPLOYEES

27,517

TOTAL TURNOVER

£3.9bn

## TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

### NORTHGATE HEALTHCARE

Northgate Healthcare operates a number of care homes, providing residential care for the elderly.

### GUESTLINE

Guestline has developed guest and property management software for companies in the hospitality industry. They also produce front-facing marketing websites; seen by guests, for example, when they access a hotel's internet connection.

### S&A PRODUCE

S&A Produce grows a variety of soft fruit, asparagus and avocados in locations around the world, and sells them in the UK and throughout Europe.

### GRAINGER & WORRALL

Grainger & Worrall designs and manufactures automotive components made by metal casting, for use in hi-specification vehicles within the motorsport industry.

### DODD GROUP

Dodd Group designs and installs mechanical and electrical systems for buildings in a range of sectors, such as education and leisure, with relevant repair and maintenance services also provided.

## TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

### WYE VALLEY GROUP

Wye Valley Group operates a number of construction and recycling companies including Wye Valley Demolition, Wye Valley Metals and Wye Valley Skips.

### EUROPEAN AVIATION

European Aviation operates a group of 5 companies that specialise in aircraft manufacturing, maintenance, pilot training and aircraft operations.

### SHROPSHIRE HOMES

Shropshire Homes operates a property construction company, specialising in new build and refurbished residential developments.

### NORTHWOOD

Northwood operates a number of companies that manufacture and supply a number of paper-based products such as toilet roll and tissue paper, mostly from recycled office waste-paper. Edmo Edmo designs, manufactures and installs a variety of extruded aluminium components and products.

Data powered by Beauhurst

## LOCAL LEP SCALEUP PROGRAMMES

The Marches is working closely with high-growth businesses in agri-tech, defence and security sectors including the rapidly-emerging cyber security area.

Partnership with organisations and neighbouring LEPs remain important in the delivery of programmes such as the Midlands Engine Investment Fund which provides a range of funding sources for scaling businesses. It is also a partner in the Agri-Tech West Alliance with three other LEPs working with businesses and further/higher education to boost skills and opportunities, applying research and innovation to the sector.

Grants and support have also been made available under the Business Growth Programme, creating nearly 200 jobs, and the Manufacturing Growth Programme which has helped 50 businesses identify and remove barriers to growth. The SmarterGrowth programme is helping business leaders with coaching and mentoring.

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:

The key barriers are access to UK markets and access to talent, followed by infrastructure. The key forms of support sought are peer to peer networks, Innovate UK and professional services.

Analysis by BVA BDRC from the Scaleup Survey 2018

## TOP BARRIERS TO GROWTH:



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

Access to markets and customers in the UK

Access to infrastructure/premises and broadband

Leadership development: training and developing the people you have

## WANT TO SEE MORE OF:

- Peer to peer networks
- Local professional services
- Innovate UK



**WHAT'S NEXT/FUTURE PLANS:** The LEP is partnered with Aston and Harper Adams Universities to deliver the Agri-tech Growth and Resources for Innovation project which will support 90 businesses over 3 years to innovate and develop new products and services. A new Cyber Security Centre in Hereford will link cyber research with business to commercialise new innovations.

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.