



Presentation to Kent County Council

21 January 2015

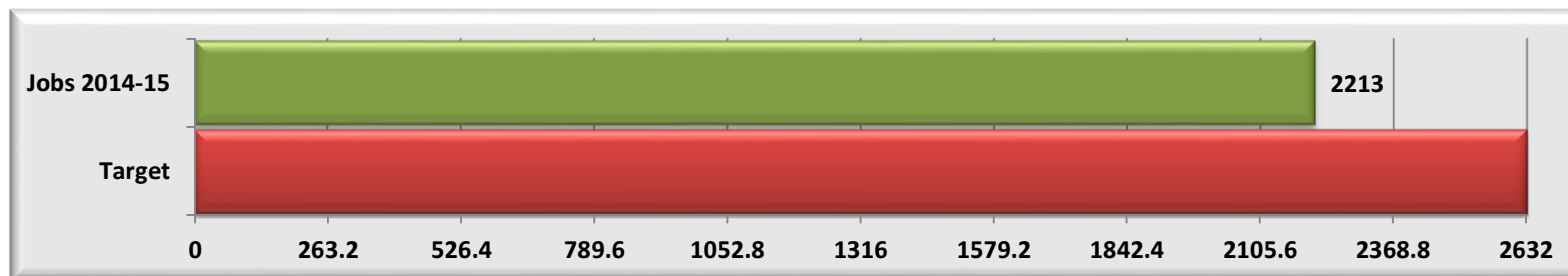
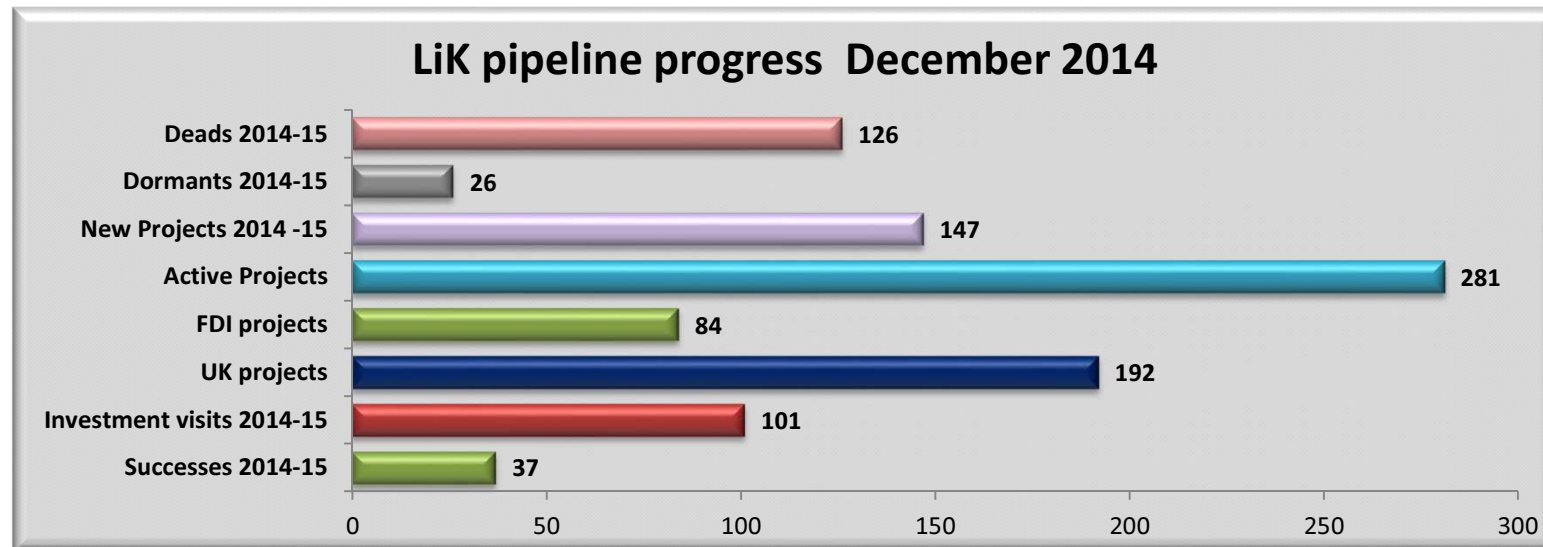
Paul Wookey
Chief Executive, Locate in Kent

Presentation content

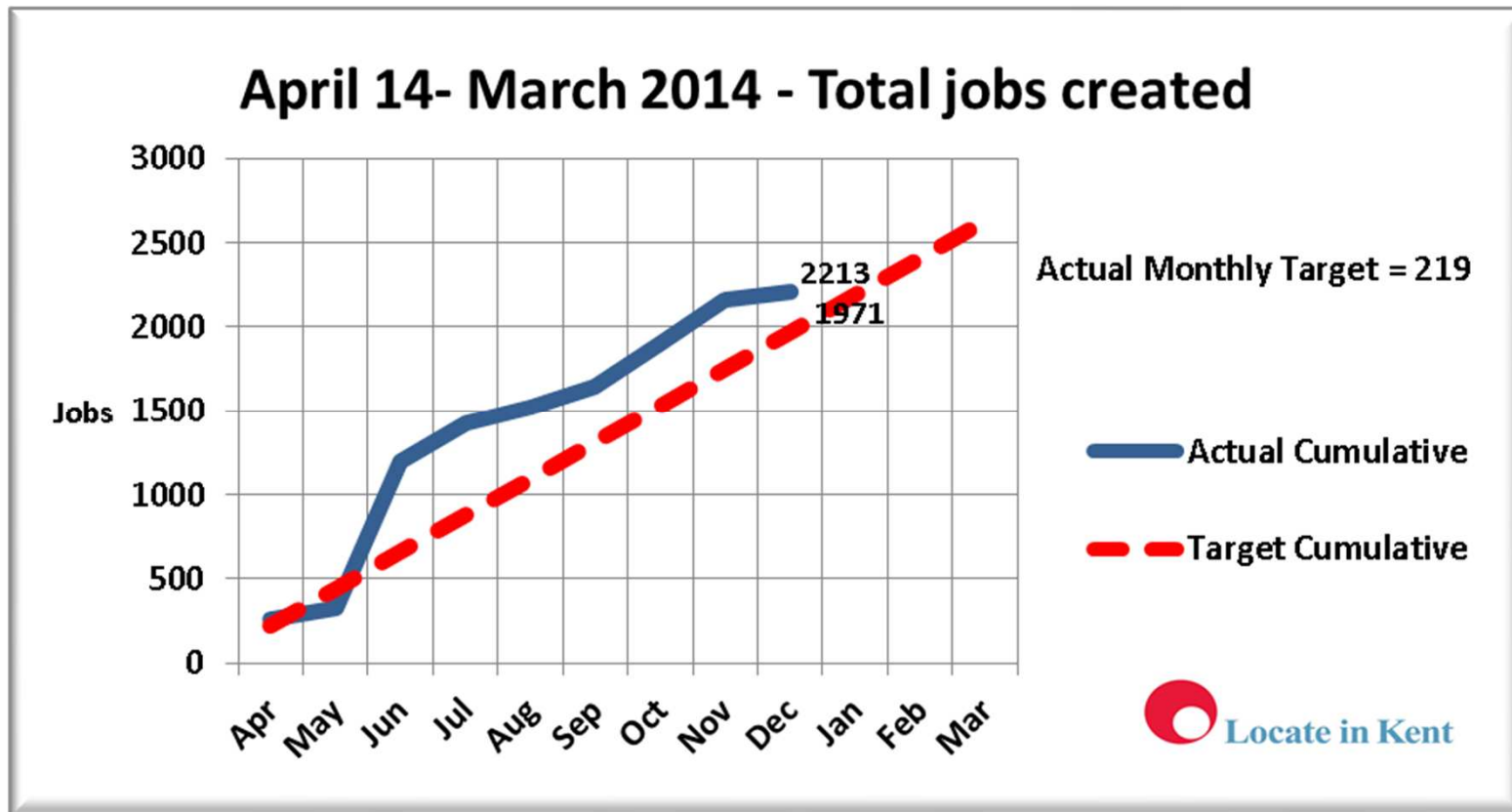
- Role
- Relationship with Kent County Council
- 2014/15- 50 income sources (budget £1 million)
- Job targets + Progress in past 9 months

Progress - first 9 months of current contract

The Locate in Kent pipeline

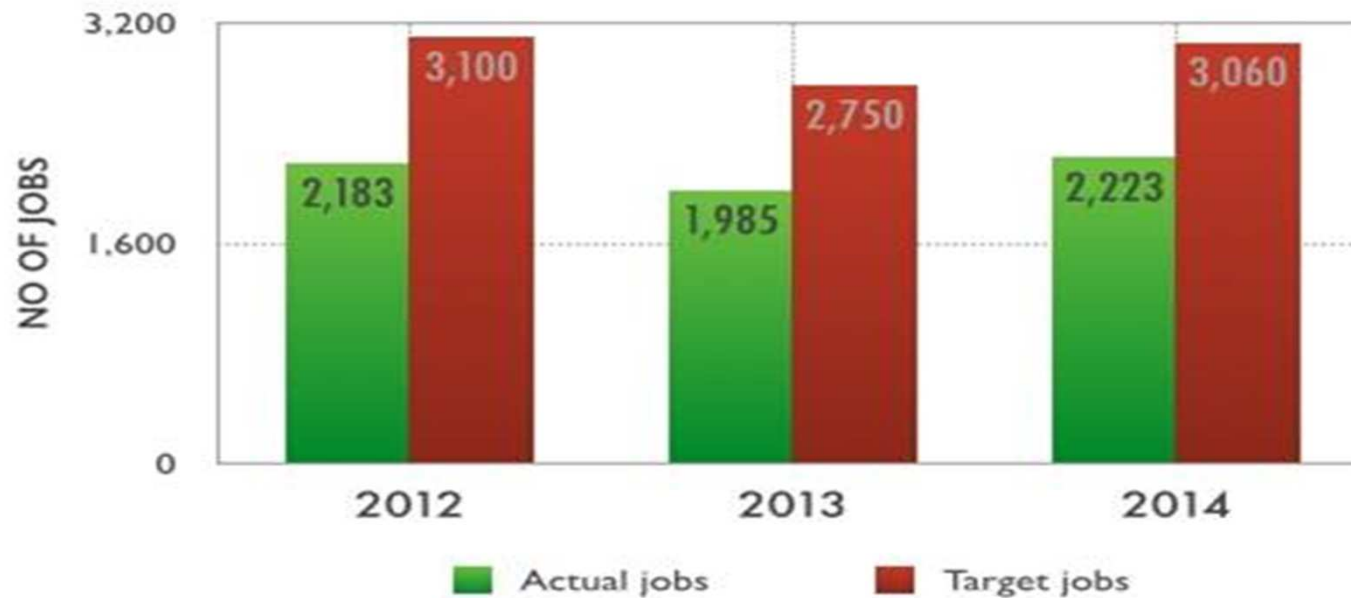


Jobs : April-December 2014

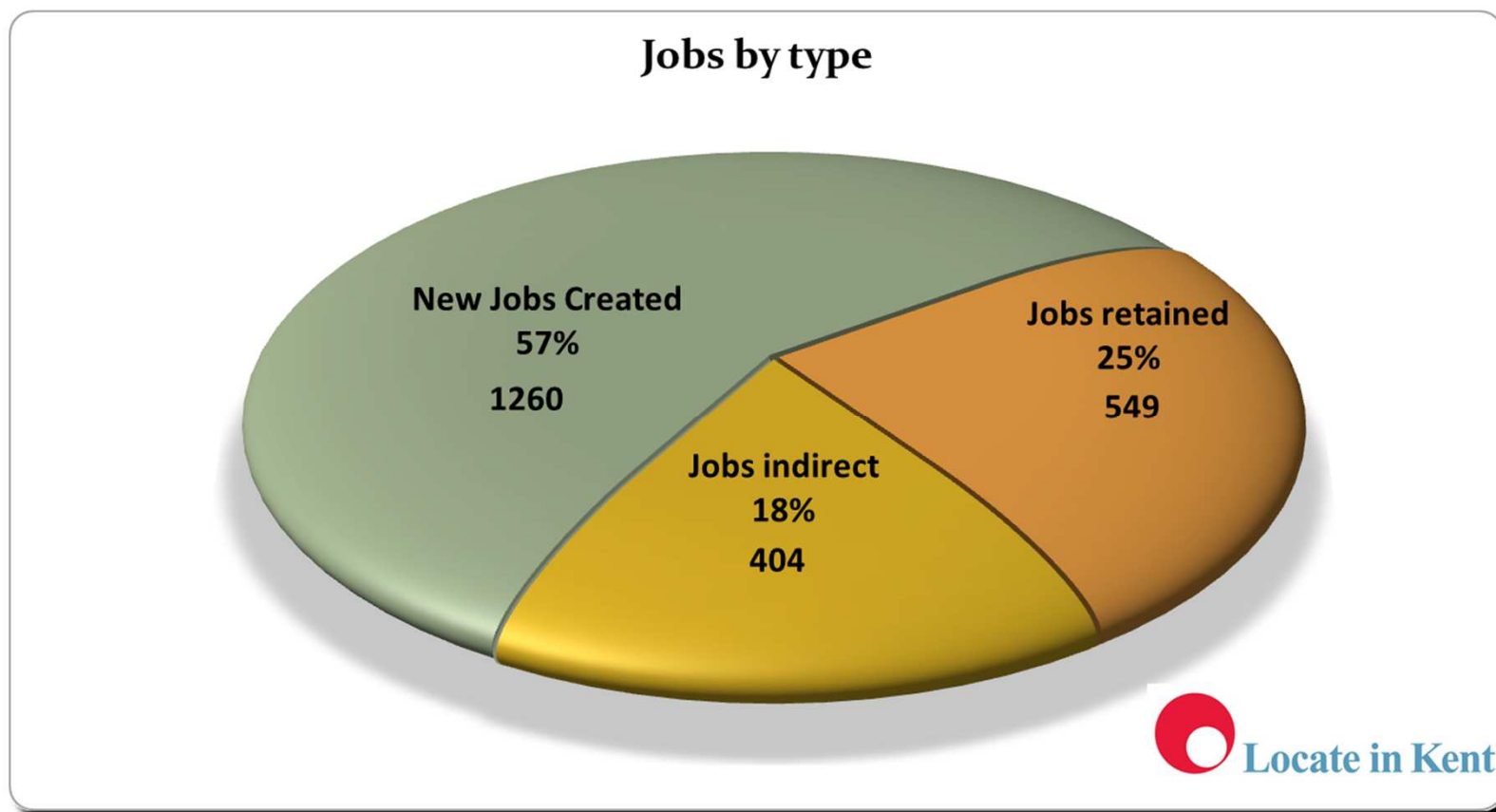


Jobs created by Locate in Kent, 2012 - 2014

Jobs from April-December 2014

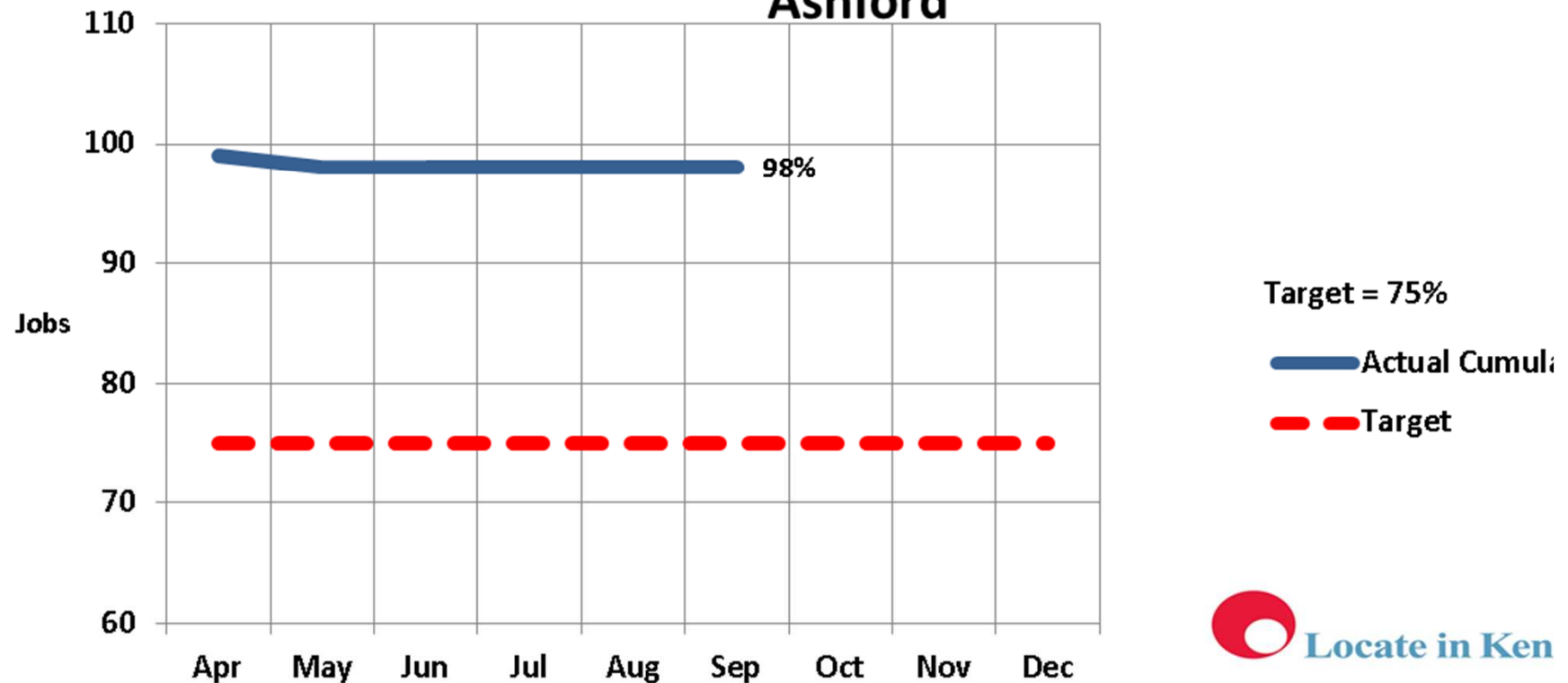


Total jobs analysis

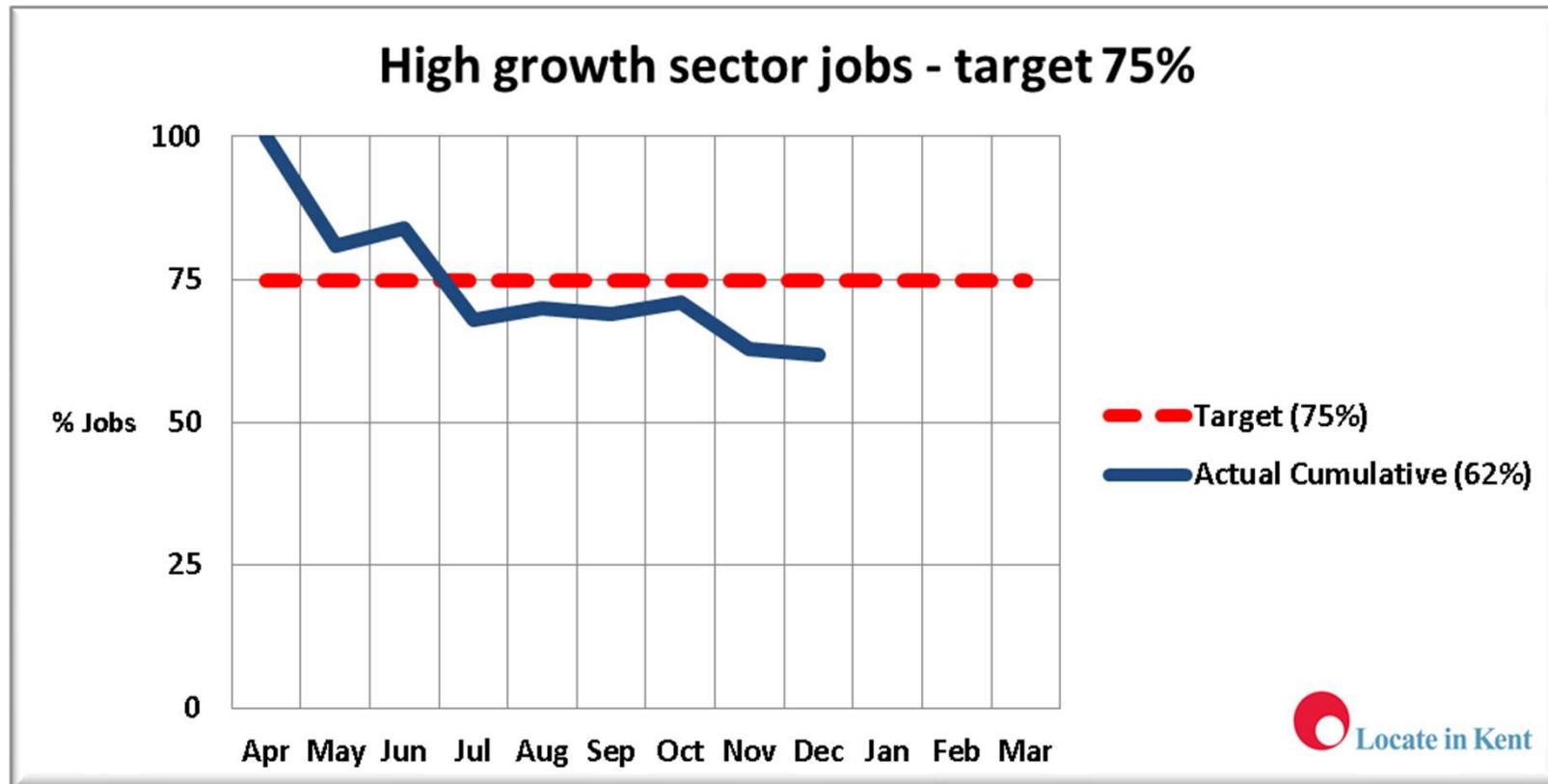


Jobs in target areas April –December 2014

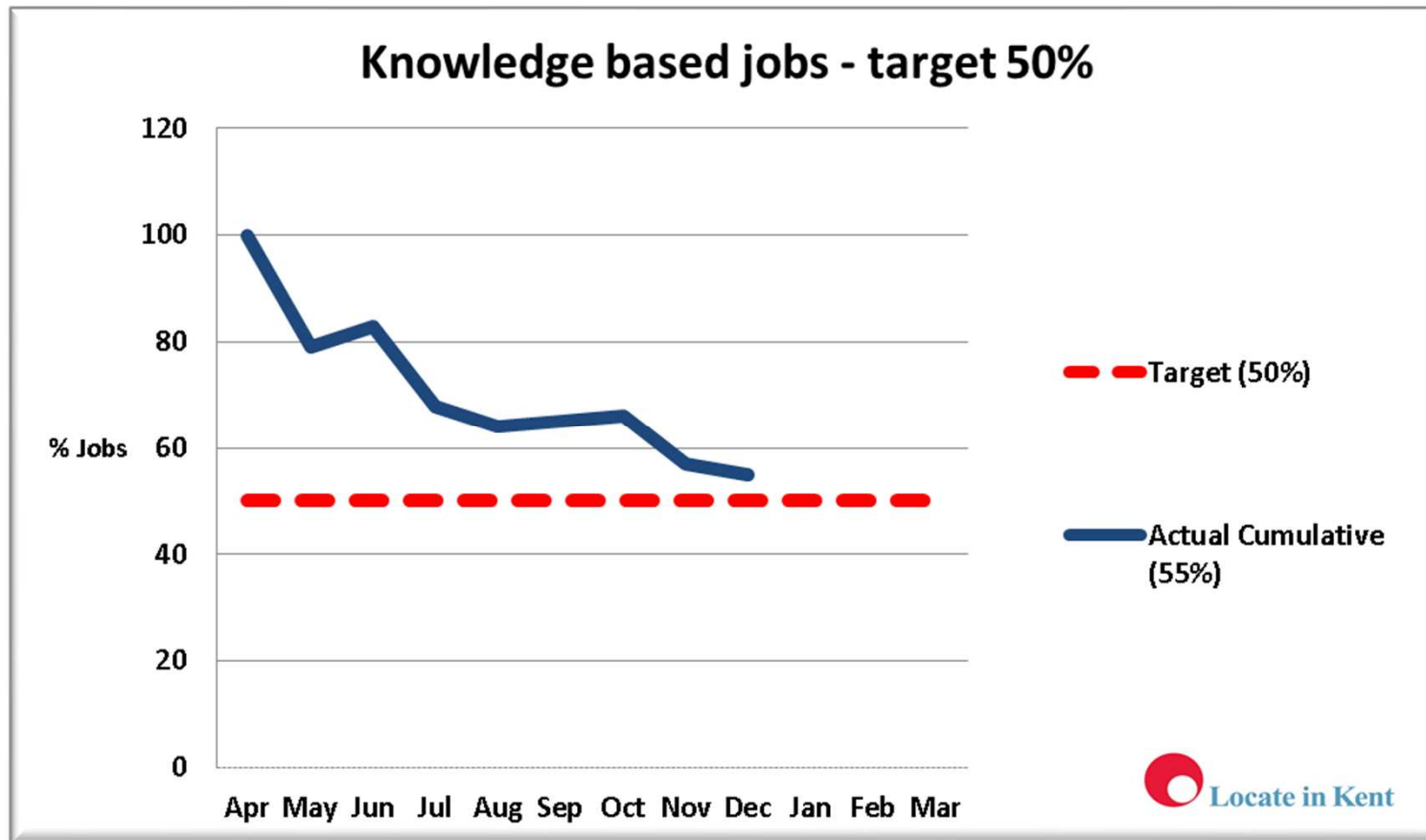
KPI02 - 75% of jobs located in East Kent, Thames Gateway & Ashford



High growth sector jobs April –December 2014

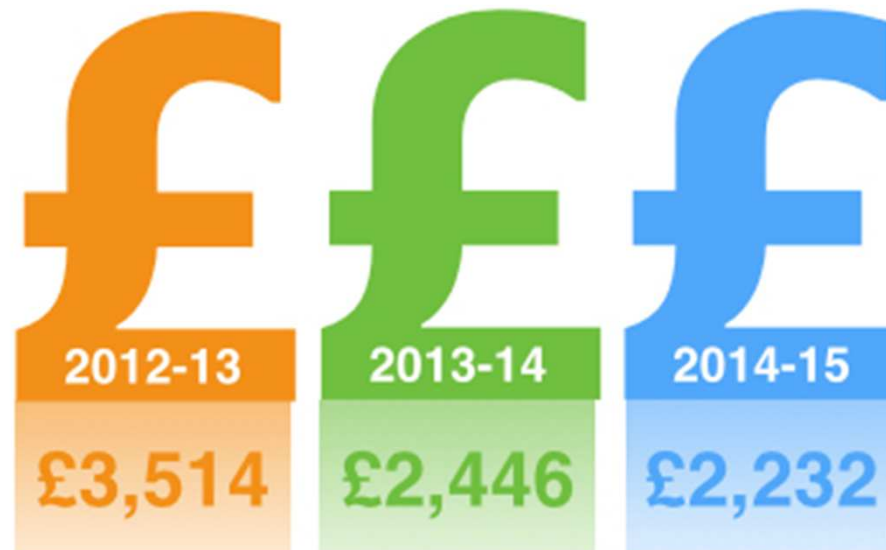


Knowledge based jobs April-December 2014



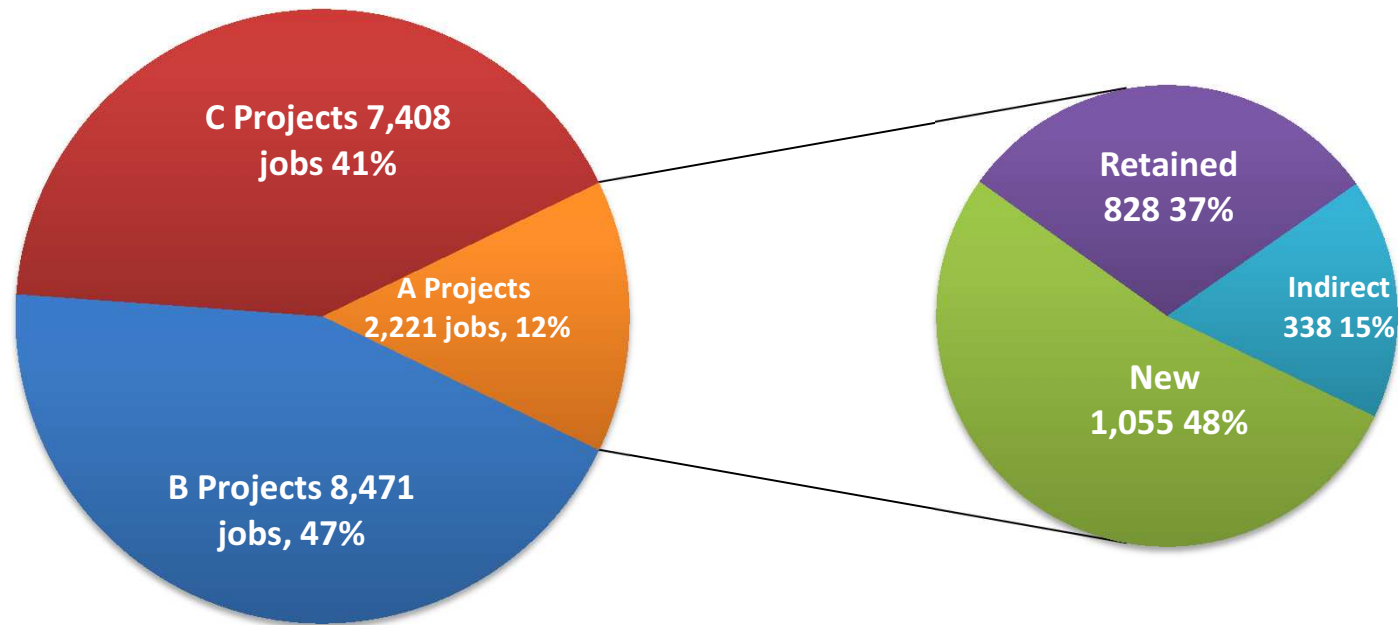
Cost per job, April-December 2014

Cost per job



Using PwC's method, the average annual cost per job for 2012-13 was £3,514, 2013-14 was £2,446 and for 2014-5 was £2,232.

Potential job creation 2014-15



2014-15 End of Year projection based on “A” classified Projects

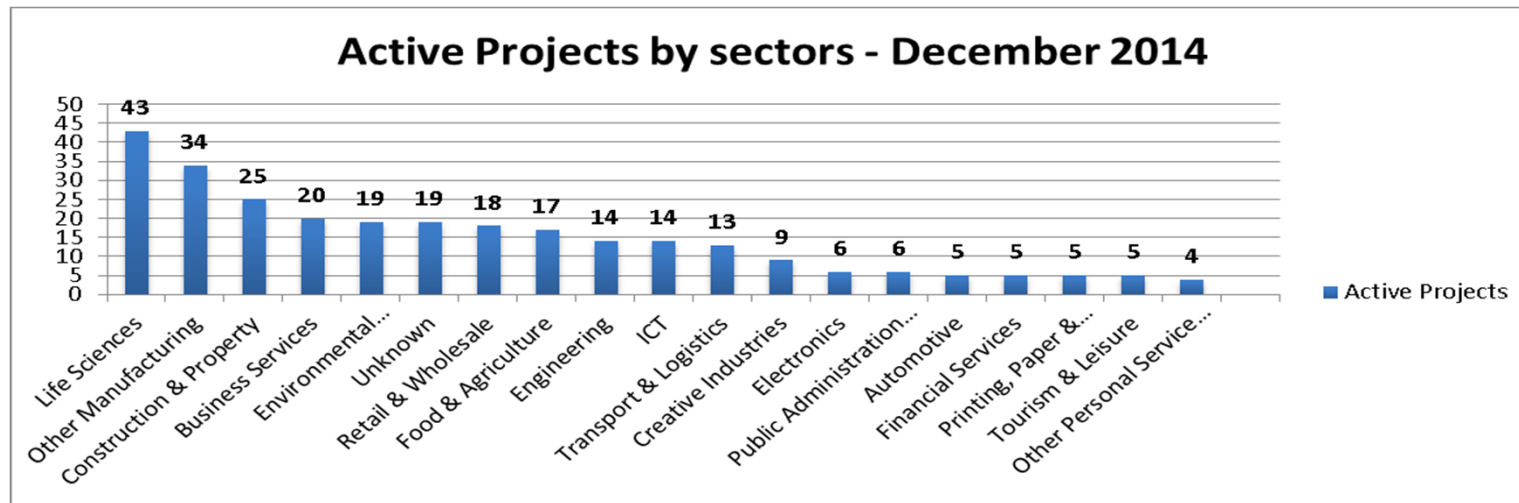
Some conclusions

Why companies invest in Kent

- **CONNECTIVITY** - Access to market, especially the continent and the south-east
- **COST** - Lower costs than London/SE; Access to RGF funding not available elsewhere in the south-east ; UK Fiscal environment (Corporation tax; R+D Tax credits; Patent Box)
- **SKILLS** - access to workforce/flexible labour laws
- **PERCEPTION** - Quality of life



Sector Trends



- *Important to track national trends – ensure Kent is not behind the curve – UKTI links important*
- *Life sciences and low carbon beginning to fall down the UKTI league table – business and financial services, ICT – digital industries, etc rising up the table.*

Potential Game changers?

Challenges:

- **LEP's** – becoming more active and aggressive = competition
- Confidence/uncertainty General Election: 'eurozone' difficulties, etc
- Access to funding (also an opportunity)
- Recruitment - skills
- Property availability - funding commercial development
- Complacency

Opportunities:

- Paramount/Garden City – stimulate demand and raise profile
- Life science/low-carbon/agri-tech/manufacturing offers still strong
- Connectivity – 'European Gateway' + proximity to London
- Tightening market in London
- Developing 'Kent Life Science Network '
- Ability for LiK to access new EU funds and develop new collaborative partnerships

Thank you

Questions?

Locate in Kent involvement in RGF Funding

	Successful Awards			Value of Successful Awards			Jobs from Successful Awards		
	Total	LiK	LiK %	Total (£)	LiK (£)	LiK %	Total	LiK	LiK %
ExEK	61	25	41%	£20,699,806	£15,238,825	74%	2,396	997	42%
TIGER	37	5	14%	£10,675,249	£712,247	7%	1,255	338	27%
Escalate	22	5	23%	£3,441,009	£1,734,750	50%	353	132	37%
Narec	0	0	0	£0	£0	0	0	0	0
Total	120	35	29%	£34,816,064	£17,685,822	50%	4,004	1,467	37%

LiK Company Referrals	
ExEK	345
TIGER	46
Escalate	18
Narec	10
Total	387

LiK Successes	
New to Kent	9
Expansion within Kent	19
FDI New to Kent	4
FDI Expansion within Kent	3
Total	35