

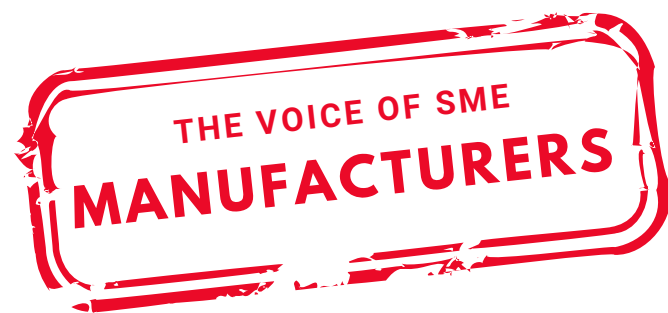


THE MANUFACTURING GROWTH PROGRAMME'S SME MANUFACTURERS SURVEY REPORT

FEBRUARY 2023

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THE MANUFACTURING GROWTH PROGRAMME'S SME MANUFACTURERS SURVEY

Welcome!

The Manufacturing Growth Programme (MGP) is funded by the European Regional Development Fund (ERDF) and designed and delivered by Oxford Innovation Advice.

In response to the changing business support landscape (which is greatly disrupted by the upcoming end of ERDF), the Manufacturing Growth Programme conducted a one-off survey to gauge confidence levels of its SME manufacturing clients.

100% of survey respondents* are:

- SME Manufacturers
- Located across England
- Clients of the Manufacturing Growth Programme

Read on to see what the survey respondents had to say...

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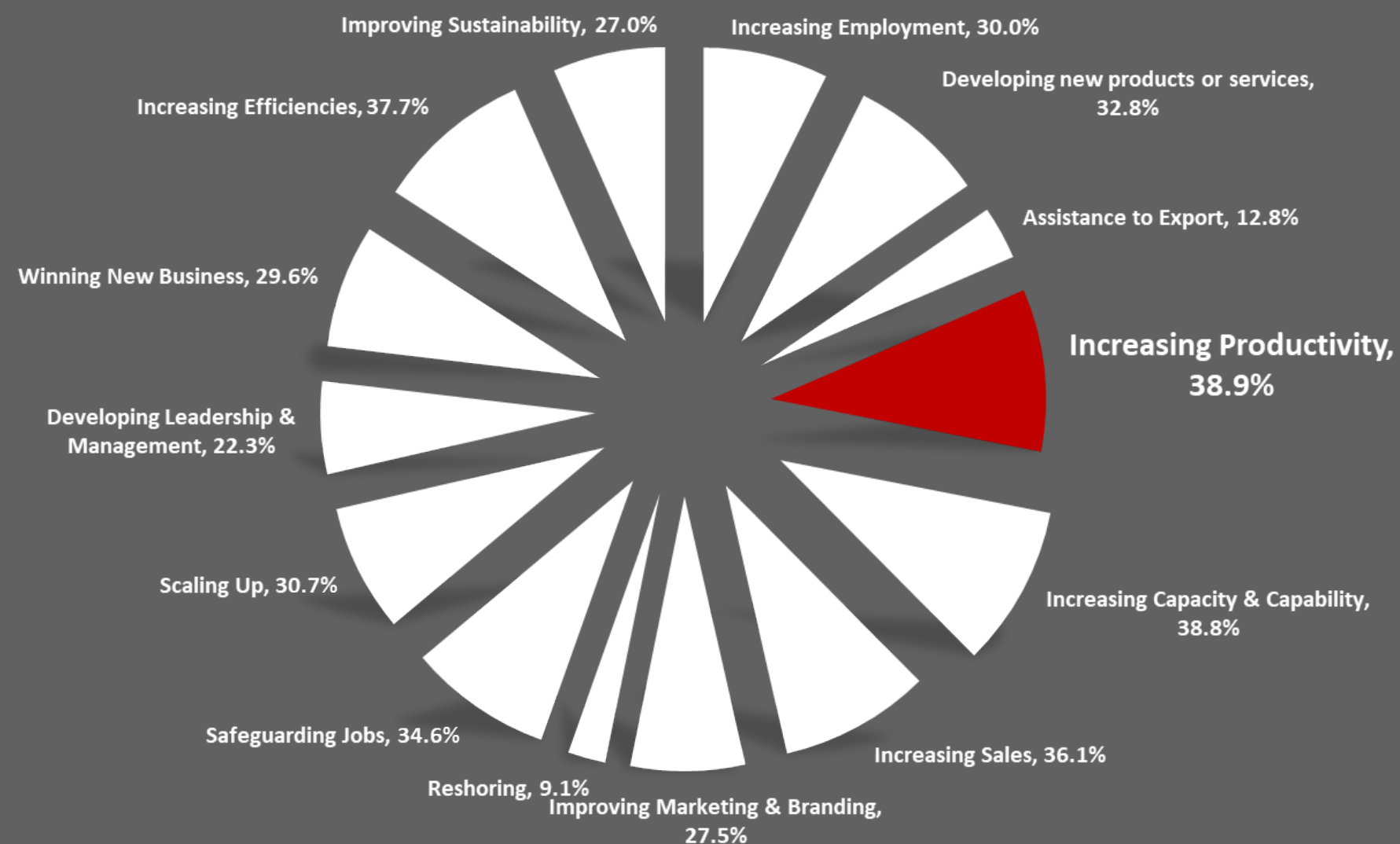
- Introduction
- Impacts of MGP
- After MGP, where will SME manufacturers go for support?
- Why do SME manufacturers want MGP to continue beyond 2023?
- What do SME manufacturers see as the main benefit of having a dedicated Manufacturing Growth Manager?
- Conclusion

*57 SME Manufacturers completed the survey between October and November 2022.





IMPACTS OF THE MANUFACTURING GROWTH PROGRAMME ON SME MANUFACTURERS



38.9%

38.9% of manufacturers surveyed stated 'increasing productivity' was the biggest impact on their manufacturing business after gaining support from the Manufacturing Growth Programme.



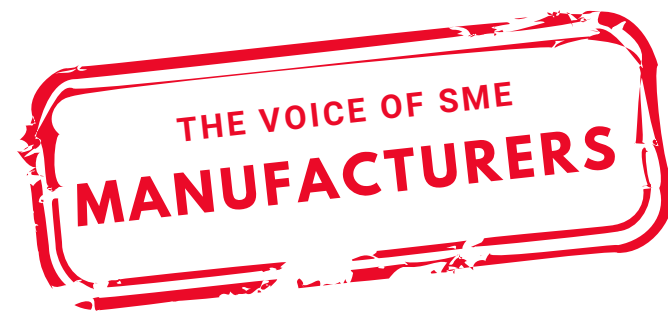


ONCE THE MANUFACTURING GROWTH PROGRAMME ENDS, WHERE WILL YOU GO FOR SUPPORT?

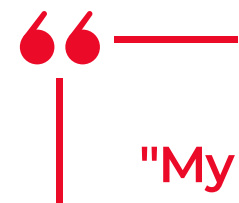
91.23%

91.23% of SME manufacturers surveyed stated they did not know where to go for manufacturing business support once the Manufacturing Growth Programme ends in 2023.





WHY DO YOU THINK THE MANUFACTURING GROWTH PROGRAMME SHOULD CONTINUE BEYOND 2023?



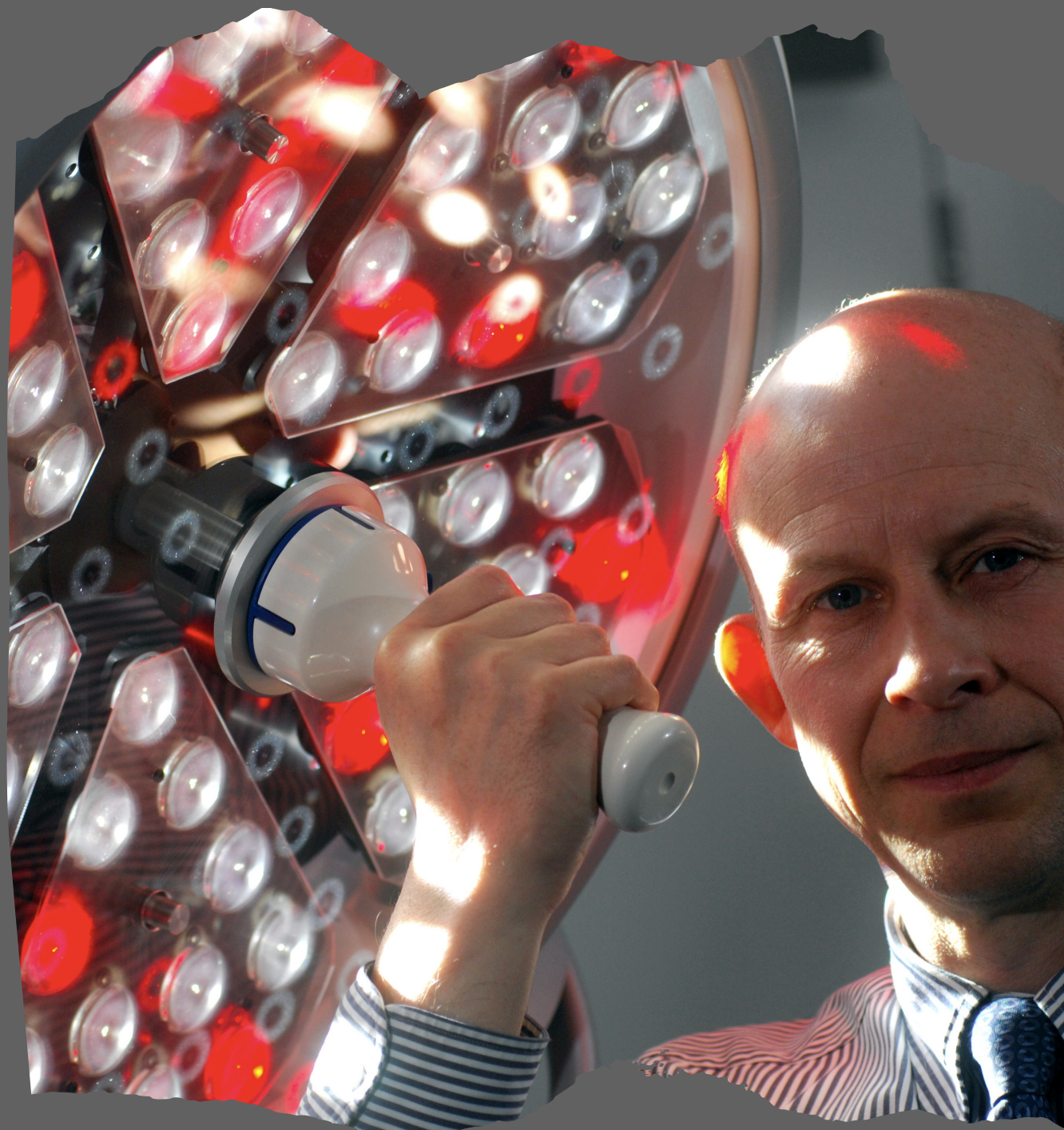
"My one word of advice to local authorities in charge of the UKSPF, please, please, please make sure you don't reinvent the wheel – just support the Manufacturing Growth Programme and back an initiative that is already working."

Laura Rudoe, Founder,
Good Ventures Ltd,
Hertfordshire region





WHY DO YOU THINK THE MANUFACTURING GROWTH PROGRAMME SHOULD CONTINUE BEYOND 2023?



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"Manufacturing is a jobs multiplier. For every manufacturing job; we create 2.75 other service and supply jobs. Encouraging manufacturing growth is important for our economy."

Graeme Hall, Executive Chairman,
Brandon Medical Co Ltd,
Leeds city region

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WHY DO YOU THINK THE MANUFACTURING GROWTH PROGRAMME SHOULD CONTINUE BEYOND 2023?

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"Manufacturers don't have the time to hunt around for support, fill out grant applications etc. The MGP was fantastic at this ensuring that manufacturers can easily access the support on offer to them."

Roger Piepenstock, Director, Levello, North Hertfordshire

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"SME's are struggling in the current economic climate to survive and be competitive with the price increases we're experiencing. To have a growth advisor that can give advice and support is invaluable and without this in the future will mean that we are unable to plan for the difficult future if the UK goes into recession."

Yee Kwan Chan, Founder & CEO, Yee Kwan Ice Cream, Sheffield

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"The support provided by MGP has without any doubt enabled us to survive the Pandemic. As tough times approach, UK Manufacturers need the support of MGP which will allow them to adapt to the challenges we face. Our business will be looking for further MGP support as we continue to add capabilities to grow and increase headcount. I worry that this won't be achievable without specific sector support, and I know many other businesses that will struggle to access funding too. Brexit was hailed as the solution to UK manufacturing but the reality is the EU funding programmes have driven a lot of the economic success over the last 10-15 years. Without something similar in place, the Government is turning its back on business and we will all pay the price for it."

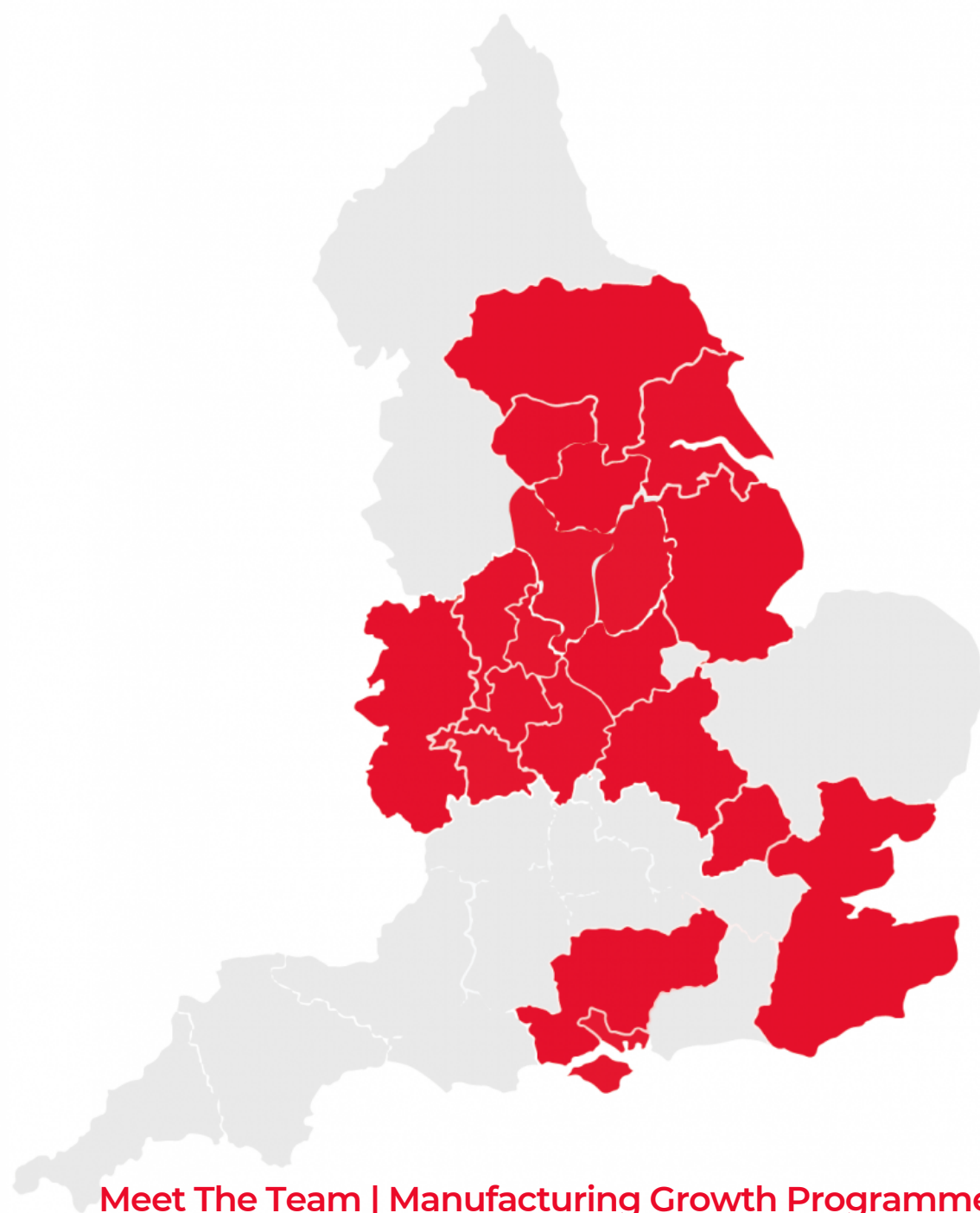
Noel Reeves, CEO, Rocket Global Ventures Ltd, South Kesteven

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WHAT DO YOU VIEW AS THE MAIN BENEFIT OF HAVING A DEDICATED MANUFACTURING GROWTH MANAGER AVAILABLE TO SUPPORT YOU?



The Manufacturing Growth Programme has a team of 18 geographically well-positioned Manufacturing Growth Managers (MGMs) located around England.

This network of experienced MGMs supports SME manufacturers throughout the length and breadth of England.

We asked MGP clients what this unique feature has meant to them.

Read on to view their responses.



[Meet The Team | Manufacturing Growth Programme](#)



WHAT DO YOU VIEW AS THE MAIN BENEFIT OF HAVING A DEDICATED MANUFACTURING GROWTH MANAGER AVAILABLE TO SUPPORT YOU?

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"We get the focus one needs when you are out in the business world trying to keep it all winning. The MGP are good at presenting to you new opportunities and to some extent leveraging you to do something to improve operating procedures or events which would otherwise be missed."

Peter Hughes, Director, Kenton Instore Ltd, Birmingham

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"The benefit was vital as it enabled us to understand how to explain fully what we did and how the grant would help our business grow, submitting to a committee that does not understand ones business was not fully appreciated beforehand."

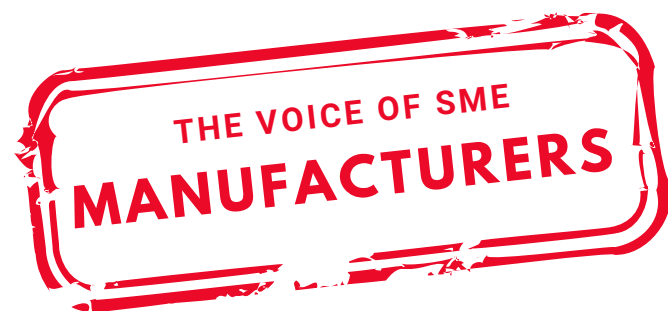
David Spencer, Director, Bluseal Limited, Worcestershire

“

"Someone to discuss ideas with and someone who can help us find grants to help us expand both in training people and buying new equipment in order to increase capacity and efficiency."

Chris Batty, Managing Director, Lestercast Ltd, Leicester





WHAT DO YOU VIEW AS THE MAIN BENEFIT OF HAVING A DEDICATED MANUFACTURING GROWTH MANAGER AVAILABLE TO SUPPORT YOU?

“

"For us it is a point of contact that has experience of working with businesses that have similar challenges and is able to advise, support and assist not only with funding, but with advice."

Richard Evans, Commercial Manager, Everquip Garage Equipment, East Riding of Yorkshire

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"They are an invaluable source of advice and support to the SME community."

Paul Noble, Managing Director, Specialised Canvas Services Ltd, Chesterfield

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"To provide proactive advice on potential funding that can encourage investment."

Christopher Cox, Managing Director, Trifibre Ltd, Leicester

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"Someone who is our advocate, understands the business, and can provide advice as to what assistance is available."

Jason Guest, Managing Director, Venta Global Ltd, Winchester

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CONCLUSION

This SME manufacturing survey has provided a voice for our customers at an integral point in time, not just in response to the end of the Manufacturing Growth Programme (MGP) but also the changing business support landscape, both of which will impact upon the SME manufacturing sector, undeniably.

Reading the comments from these inspiring manufacturing business leaders; it reaffirms the success of the programme, which, on paper has achieved enviable results.

Furthermore, it is worrying to read that 91.23% of our SME manufacturing clients are unaware of alternative manufacturing business support considering the end of the Manufacturing Growth Programme is merely months away.

It is visible from the figures in the report that local economy needs targeted manufacturing support to continue to help SMEs increase their productivity.

We would strongly urge local policy makers to look at their future plans - and invest in SME manufacturing growth.

There is a clear need for bespoke SME manufacturing investment. After all, a figure of 7,600 completed MGP business improvement projects can't be wrong.

Dean Barnes, Regional Director, Manufacturing Growth Programme



*57 SME Manufacturers completed the survey between October and November 2022.



THANK YOU FOR READING.

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