

Barking & Dagenham Partnership

NI 171 – New business registration rate

Responsible Owner

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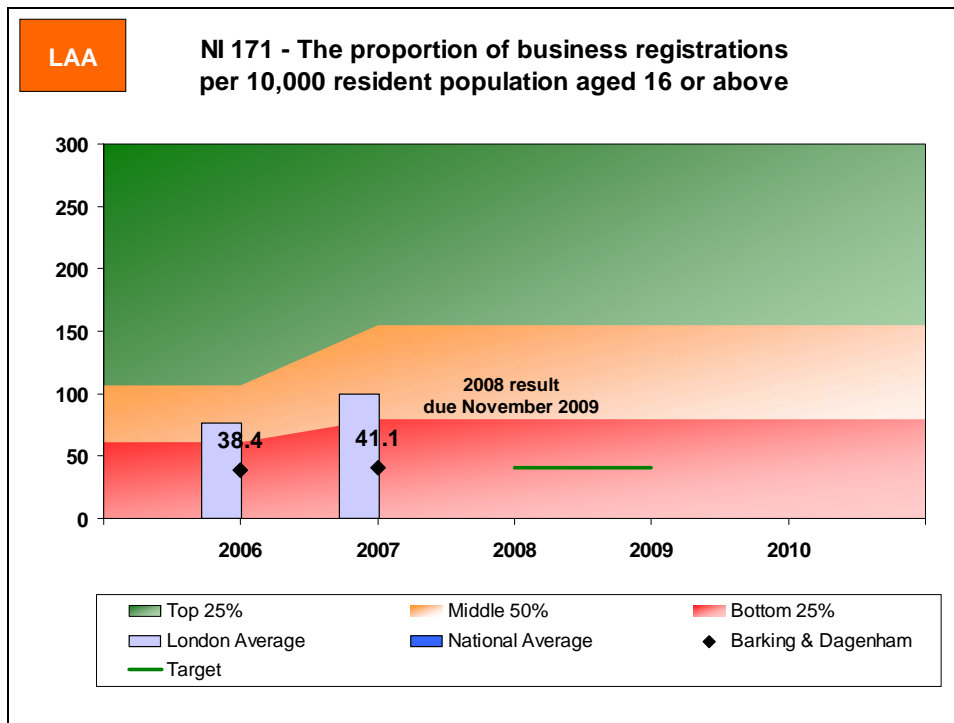
National Indicator Rationale

New business registration rate; to measure the business start-up rate for each local area. There are clear benefits to local economies of having vibrant start-up markets. It creates competitive pressure and drives up business performances as well as the provision of variety of goods and services. It will form one of the key success measures for the new economic development strategy and single programme.

Current Performance

Performance against Target

Awaiting data



Current Performance Commentary

Results for 2008 are due in November this year. 2007 saw an increase on 2006 reflecting the initial impact of the LEGI programme. Impact of the recession unlikely to be reflected in the figures until next year.

Key Issues:***Specific reasons for underperformance, including equalities / area issues where relevant***

Barking and Dagenham has historically had a very low number of businesses in relation to the population and low business start up rates. This is reflected in the low self employment rate and the low Total Entrepreneurial Activity rates. All the projects below contribute to supporting business starts ups (with many having their own specific targets) and evaluations have shown the positive impact they are having however they take time to achieve a measureable change in the entrepreneurial culture to enable a significant increase in new business start ups.

Key Projects:***Areas of current /planned projects should focus on reasons for underperformance and link to the Key Issues listed above***

Key Issue No.	Project Title	Key Milestones / Date	Project Lead	Project Details
	<i>VAT Threshold</i>		All projects co-ordinated by Mamta Patel but to form part of emerging economic development single programme.	Project focused on helping more businesses reach and exceed the VAT threshold, through employing an approach that includes business support, mentoring, coaching, outreach work and skills development.
	<i>Business Start Up Programme</i>			Offer of financial and other support including business training and counselling for emerging entrepreneurs and micro-businesses. Run by Barking & Dagenham Small Business Centre Business
	<i>Business Loan Fund</i>			Barking & Dagenham Small Business Centre manages a comprehensive range of loan funds, including one that allows small initial borrowings by new as well as existing businesses in the borough unable to secure bank finance. This initial borrowing can be increased to a limit of £10,000 as the business expands.
	<i>Social Enterprise Project</i>			Enterprise Cells are groupings of local business people and agencies that, through B&D CVS offer practical support to entrepreneurially minded individuals and community groups.
	<i>Business Relationship Managers</i>			BRMs advise and give practical assistance in building and maintaining productive business relationships.

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	<i>Business Peer Mentoring Network</i>		All projects co-ordinated by Mamta Patel but to form part of emerging economic development single programme.	“One to one” and ‘peer-2-peer’ mentoring service to established SMEs, in the London Borough of Barking & Dagenham over the next 2 years. The participants receive expert advice in running and managing businesses will be provided by those who really know best – business owners themselves and this in turn will support the sustainable growth and prevent the unnecessary failure of locally owned businesses. Delivered by CEME.
	<i>Business Networking</i>			Barking & Dagenham Chamber of Commerce arranges informal networking events for businesses and LEGI projects. The project offers an arena to businesses for winning businesses between each other, as well as opportunities to meet other businesses in a business focused environment.
	<i>Innovation for Growth</i>			Technical expertise and resources from the University Of East London (UEL) and a consortium of Universities working together can help your business develop or improve products or processes. Many of these services are free or subsidised by public funds. Grants are available to businesses.
	<i>Business Centres</i>			Development of two business centres to provide managed workspaces in Barking and in Dagenham. A full array of business support services will be provided at the Barking Centre.
	<i>Barking & Dagenham Retail Partnership</i>			Establishment of a Chadwell Heath Retail Forum Establishment of the first Borough wide Retailers Forum/Traders Summit where retailers can meet, discuss issues of concern to them, learn about available support. Retail Visual Merchandising training to 10 retail stores (20 individual beneficiaries) in Chadwell Heath.
	<i>Smartworks</i>			Global Action Plan will provide up to 5 days of specialist one-to-one support to SMEs in the borough providing them with tailored advice on how they can lessen their

				environmental impact and reduce running costs in the process. The advice will cover energy, water, resource management, procurement and eco-driving and renewable energy where applicable.
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Key Risks:

Risks may relate to specific projects or to performance in general

- The Board's programme of activities are predicated on utilising the funding available to deliver the LAA targets signed up to in Summer 2008. The level and resourcing of activities does not take into account any impact on delivery occasioned by the economic downturn, and there may be a danger that successful delivery of programmes is actually delivering the status quo.

The key risk is that reduced financial resources in future years may mean that either it may not be possible to fund all the above projects or at least to the same extent as recent years. The development of an economic development single programme (set out below) will assess the impact of each project in relation to the overarching economic development objectives and determine whether there is scope for better utilisation of resources to deliver more business start ups.

Actions for Improvement (To be used for Quarterly Reporting):

Plans for further interventions must be robust and show clear prospects for improving performance

- Resources via BDE this year have been re-focussed to supporting existing businesses in the borough to minimise business failures (including newly started businesses) and maintain business growth with less emphasis on projects developing the entrepreneurial culture.
- A New Economic Development strategy and governance structure is currently being developed and will be in place by the New Year. This will result in an economic development single programme which will ensure a clearer focus and a more co-ordinated approach to securing the objectives and maximising resources. The single programme will set out the success measures one of which will be NI171.