

WARWICKSHIRE

INVESTMENT PARTNERSHIP

**Annual Report
April 2005- March 2006**

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A Partnership between Warwickshire County Council, Warwick District Council, Rugby Borough Council, Nuneaton & Bedworth Borough Council, North Warwickshire Borough Council, Stratford District Council, Advantage West Midlands, Coventry, Solihull & Warwickshire Partnership Ltd, Learning Skills Council, Coventry and Warwickshire Chamber of Commerce, Coventry City Council and Job Centre Plus.

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Introduction

Warwickshire Investment Partnership have received a total of **1009** enquiries in the last 12 months, meaning that the Partnership has exceeded the target set out in its 2005/2006 Business Plan.

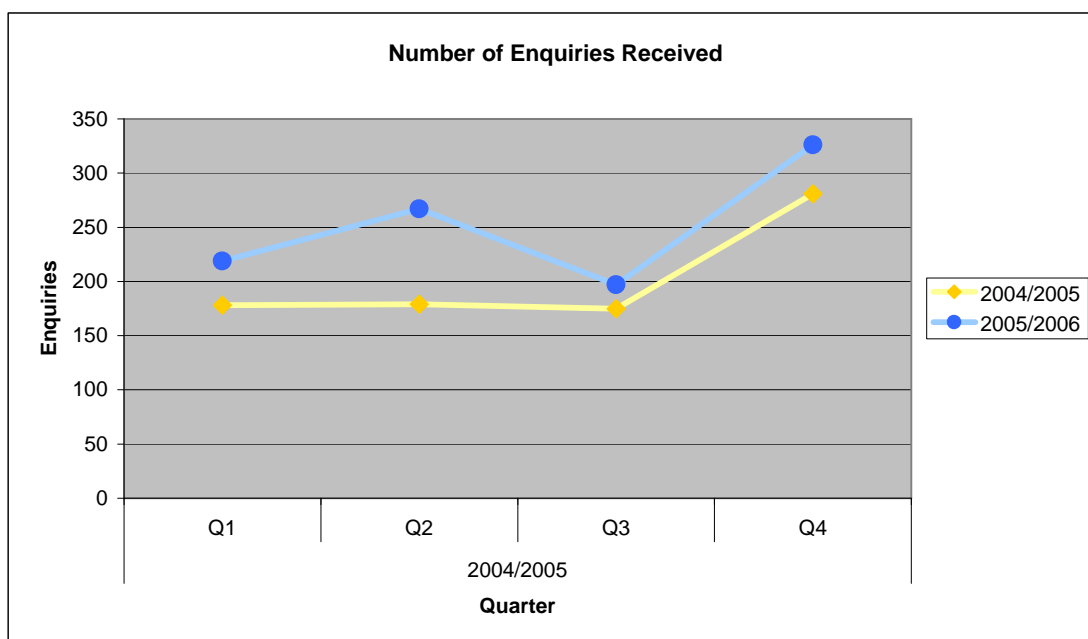
This report is an indication of the current economic climate in Warwickshire and figures are compared to the previous year to assess enquiry and requirement patterns. The report is distributed to all Partners, as well as to internal colleagues at Warwickshire County Council and to property agents, developers and enquirers upon request.

The information for last year (2005/2006) has been collated from the new Evolutive enquiry management system. The report has a rolling programme for researching investment, so the information below may be added to as more investments are discovered. The information is correct up to 31st March 2006. If you have any additional investments to add to the County successes, please contact Rebecca Miles on (01926) 412140 with details.

Time Period	Quarter	No. of Enquiries
2004/2005	Q1	178
	Q2	179
	Q3	175
	Q4	281
	TOTAL	813
2005/2006	Q1	219
	Q2	267
	Q3	197
	Q4	326
	TOTAL	1009

Figure 1 shows how the level of enquiries received throughout the year has consistently been higher than the level for the previous year. In total Warwickshire Investment Partnership received 1009 enquiries in 2005/2006 an increase of 196 enquiries (24%) on 2004/2005 figures.

Figure 1



Enquiries by Company Location

This table shows where companies are located when the enquiry is registered with Warwickshire. This helps us to identify confidence of indigenous businesses as well as to monitor which areas of the world potential investors are located.

Company Location	2004/2005	2005/2006
North Warwickshire	25	26
Nuneaton & Bedworth	91	113
Rugby Borough	23	70
Warwick District	170	194
Stratford-on-Avon District	72	88
Rest of West Midlands	239	313
Rest of UK	165	189
Rest of Europe	11	4
USA/Canada	6	1
Far East	0	4
Rest of World	1	7

Figure 2

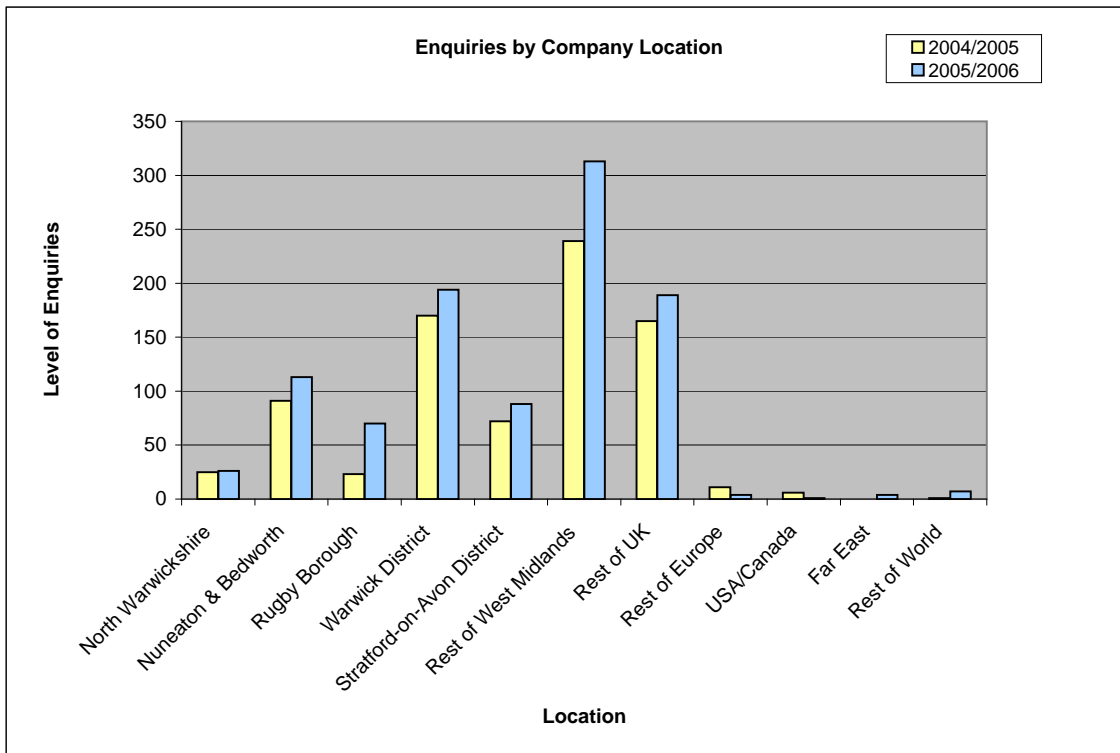


Figure 2 highlights that there has been an increase in enquiries from companies already located in the UK. All regions have experienced an increase, with the most notable being the "West Midlands" which has seen enquiries increase by 31%. This is very encouraging and illustrates that we are a very attractive region to locate to.

Enquiries from companies already located within the County have increased. Warwick based enquirers account for 1/5 of all enquiries. North Warwickshire's enquiry levels have remained constant and all other districts have seen an increase in enquiries from indigenous businesses.

However, for the second consecutive year enquiries from abroad have fallen. Although, more encouragingly is the fact that 11 enquiries have been received from the Far East and India.

Enquiries from Companies already located in Warwickshire

The following map spatially represents the location of new enquiries received from Warwickshire based companies.

2005/2006 Figures

Figure 3

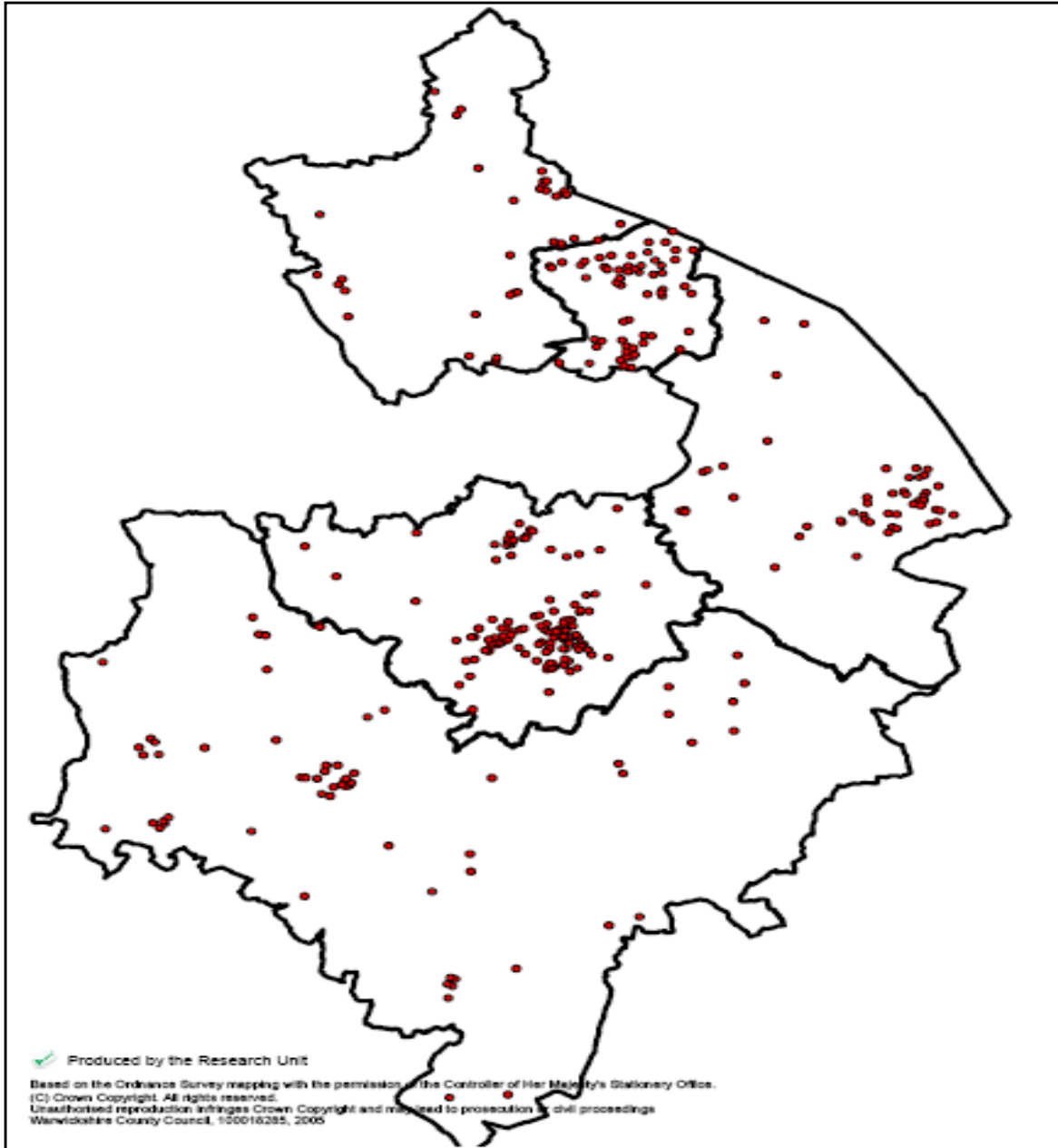


Figure 3 shows that the majority of enquiries originating in Warwickshire in 2005/2006 came from Warwick District. The map shows an expected distribution with clusters being observed around the main urban areas of each District and Borough.

* Please note one red dot can represent more than one enquiry.

Enquiries by Source

Figure 4 shows the source of enquiries received in 2005/2006 by the Partnership. These results help us to monitor the sources from which the enquiries are coming from, as well as gauging the effectiveness of adverts, promotions and exhibitions and events.

Please note that 'direct contact' enquiries are where companies have contacted WIP directly and are already aware of the services provided to businesses wishing to expand or locate in the County.

Enquiries by Source	2004/2005	2005/2006
Advert/Promotion/Web	487	2
Agent	22	7
Direct Contact	100	103
Exhibition/Event	1	4
Internal Contact/Aftercare	88	115
Other Agency Referral	26	29
AWM Europe*	48	48
AWM Far East/Rest of World	0	0
AWM North America	2	0
District Contact	34	40
WIP Website	* n/a	661

*n/a WIP Website Enquiries were recorded in "advert/promotion/web" last year.

* Please note that AWM Europe includes UK figures.

Figure 4

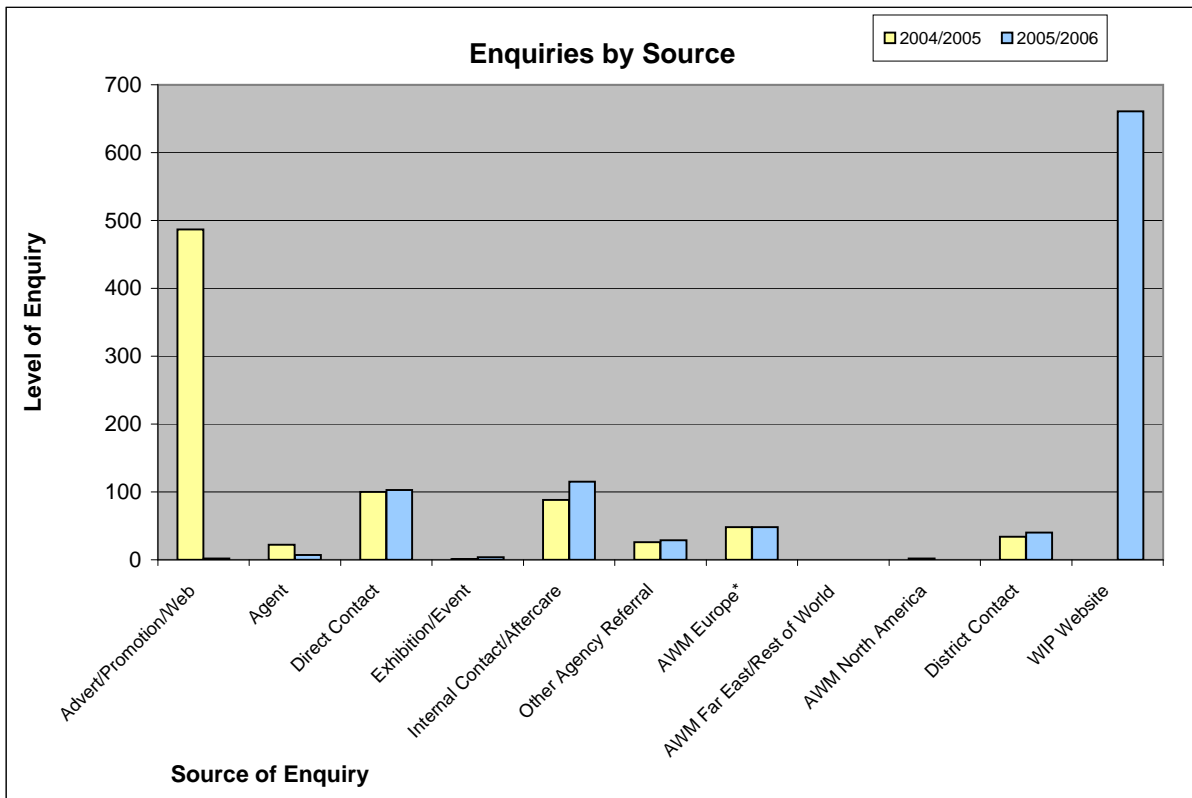


Figure 4 shows that the WIP Website is the main source of all enquiries with 661 enquiries being received by that source in 2005/2006. Since the set up of the online facility, enquiries through this method are continuing to increase year upon year.

The levels of enquiries received through internal contacts have increased once again this year and we would expect this figure to continue to rise, as the Partnership works more closely with Warwickshire County Council owned Business Centres.

Referrals from agents has fallen by 15 enquiries this year and improvements in communication with agents has been identified as a target in the Business Plan 2006/2007.

Enquiries by Reason

Figure 4 shows the reasons for companies contacting Warwickshire Investment Partnership for assistance.

Definition of Terms

Expansion - Businesses looking to grow within the County.

New Start Up - Either local or other UK residents looking to start up their new business in Warwickshire.

Relocation to Warwickshire- Businesses looking to move their main operation from another part of the UK or elsewhere in the world.

Relocation within Warwickshire - Businesses looking to move their business location within the county

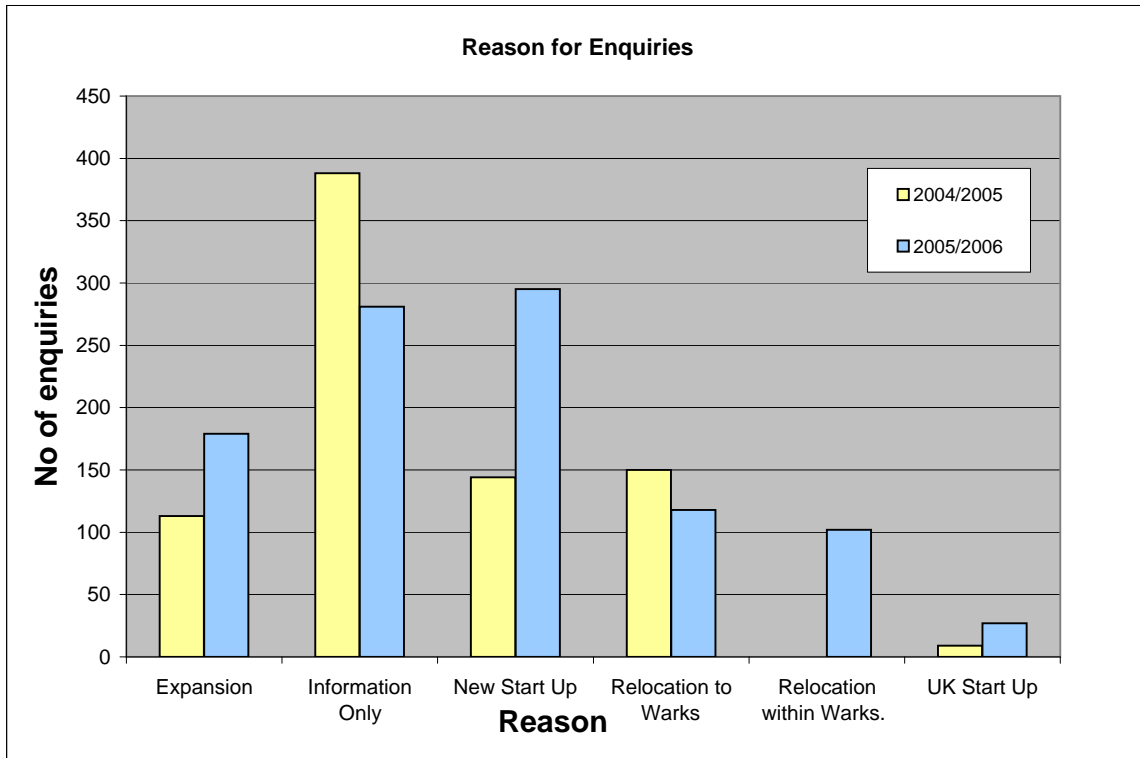
UK Start Up - Foreign businesses wanting to set up their first UK operation

Reason for Enquiries	2004/2005	2005/2006
Expansion	113	179
Information Only	388	281
New Start Up	144	295
Relocation to Warks	150	118
Relocation within Warks.	n/a**	102
UK Start Up	9	27

* 4 enquirers in 2004/2005 did not specify their reason for enquiry.

**In 2004/2005 there was no differentiation between 'relocation to' and 'relocation within' Warwickshire.

Figure 5



There has also been a reduction in enquiries that are categorised as "information only". This may be due to the better recording of enquiries received through the internet search facility. It may also mean that more enquiries actually involve regular full searches and require an information pack to be sent out.

An encouraging statistic is that the most frequent enquirer has been from "New Start Up" businesses, and they account for 29% of all enquiries.

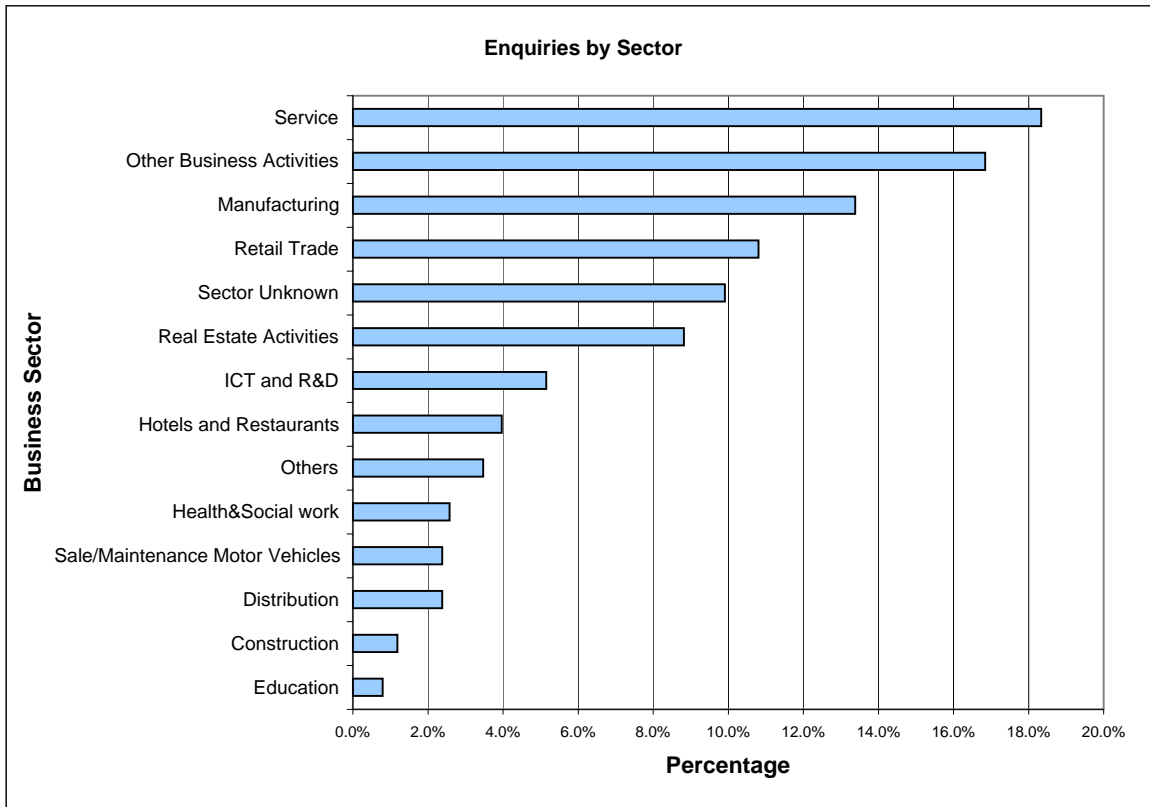
A new category has been added this year in order to record the movement of companies within the County and this accounts for 11.6% of all enquiries.

Enquiries by Sector

Figure 6 shows the Employment Sector of new enquirers.

Business Sector	2005/2006	Percentage
Education	8	0.8%
Construction	12	1.2%
Distribution	24	2.4%
Sale/Maintenance Motor Vehicles	24	2.4%
Health&Social work	26	2.6%
Others	35	3.5%
Hotels and Restaurants	40	4.0%
ICT and R&D	52	5.2%
Real Estate Activities	89	8.8%
Sector Unknown	100	9.9%
Retail Trade	109	10.8%
Manufacturing	135	13.4%
Other Business Activities	170	16.8%
Service	185	18.3%

Figure 6



Enquiries from service sector companies are the highest level of enquiry with nearly 1 in 5 companies being engaged in service activities. There has been a decrease in comparison to 2004/2005, however this may not be a decrease in real terms, rather this could be due to improvements in the classification of industry sectors which has resulted in a more detailed overview of employment sectors.

Despite recent job losses in some areas of manufacturing, particularly in automotive manufacturing in the sub-region, more than 1 in 10 enquiries are from manufacturing businesses which is encouraging.

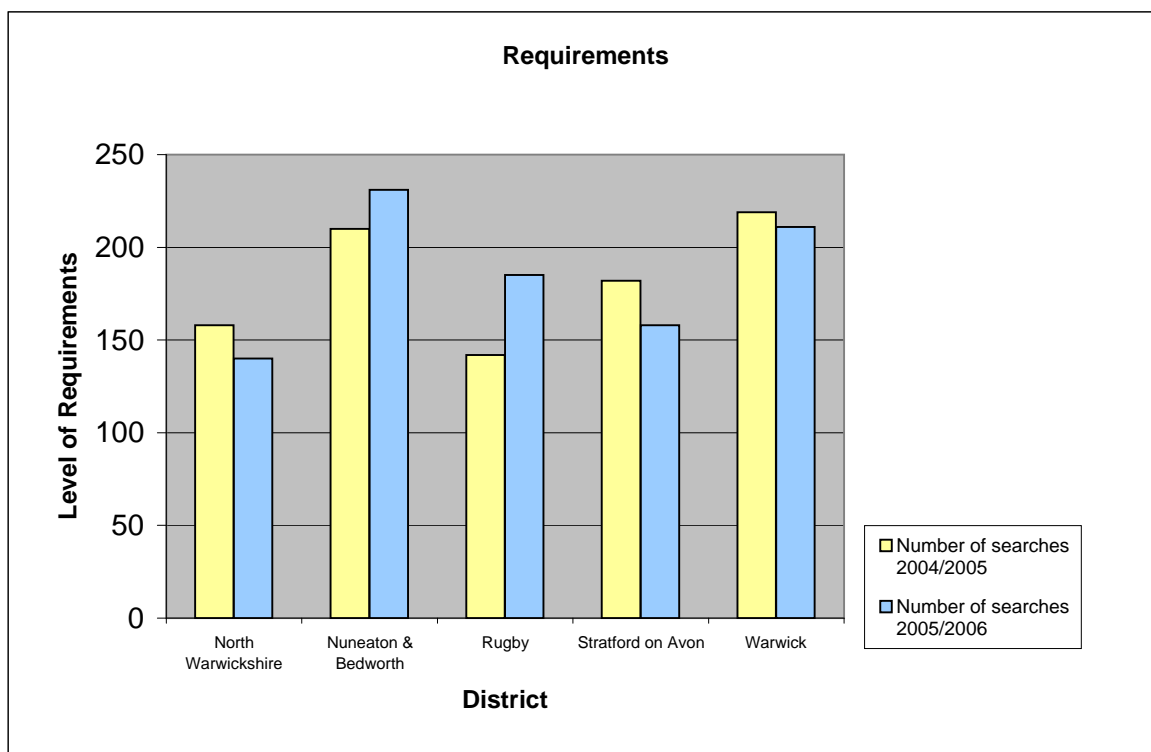
A notable decrease in figures from 2004/2005 are the amount of enquiries received from distribution companies which have more than halved from 5.5% to 2.4%.

Requirement by Preferred District Location

Figure 7 below illustrates those areas in Warwickshire where companies have specified their preferred location. Some enquiries are speculative in that they did not specify a specific location, or wanted a county-wide search.

District	Number of searches	
	2004/2005	2005/2006
North Warwickshire	158	140
Nuneaton & Bedworth	210	231
Rugby	142	185
Stratford on Avon	182	158
Warwick	219	211

Figure 7



The graph shows that there is a steady number of enquiries from each district and borough. Compared to last year both Nuneaton & Bedworth and Rugby Borough Councils have experienced a substantial increase in enquiries. Rugby has seen 30% more enquirers wanting to locate in the borough. All other districts and boroughs have seen a slight decrease with Warwick being the most notable. However, this may be due to the fact that there is little in the way of large scale developments currently active in this area.

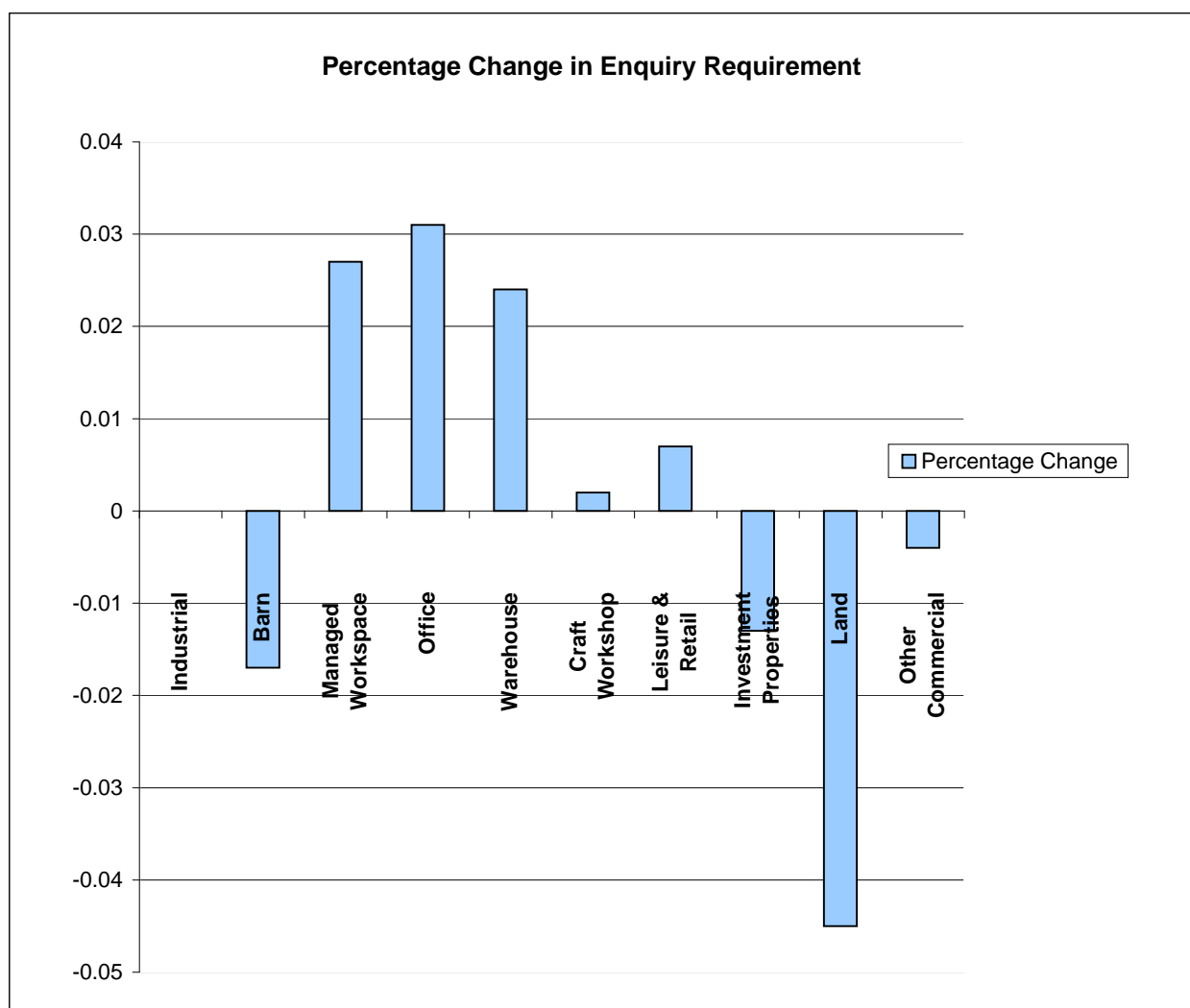
Land and Property Enquiries

These figures give a breakdown of the types of property businesses are looking for. Often where an enquirer is looking for industrial premises, a warehouse search is also undertaken, and vice versa. The same applies to barn/ craft workshop, Leisure & Retail and Other Commercial, as well as Office and Managed Workspace enquiries. Also note that some enquirers want both land and property searches undertaken.

Type of Enquiry	2005/2006	2004/2005	Percentage Change
Industrial	21.7%	21.7%	0
Barn	3.9%	5.6%	-1.70%
Managed Workspace	6.7%	4.0%	2.70%
Office	17.1%	14.0%	3.10%
Warehouse	17.9%	15.6%	2.40%
Craft Workshop	8.7%	8.5%	0.20%
Leisure & Retail	13.7%	13.0%	0.70%
Investment Properties	0.0%	1.3%	-1.30%
Land	2.8%	7.3%	-4.50%
Other Commercial	7.6%	8.0%	-0.40%

Figure 8 Industrial, warehouse and office units continue to be to the main requirements of enquirers. Demand for managed workspace, office and warehouse have all increased, with industrial requirements remaining constant.

The major decrease is for enquiries for land. However, this may be due to the lack of available land that is not already attached to a developer in the Warwickshire area.



Enquiries by Size

The information below relates to requirements by size of premises required across the whole County.

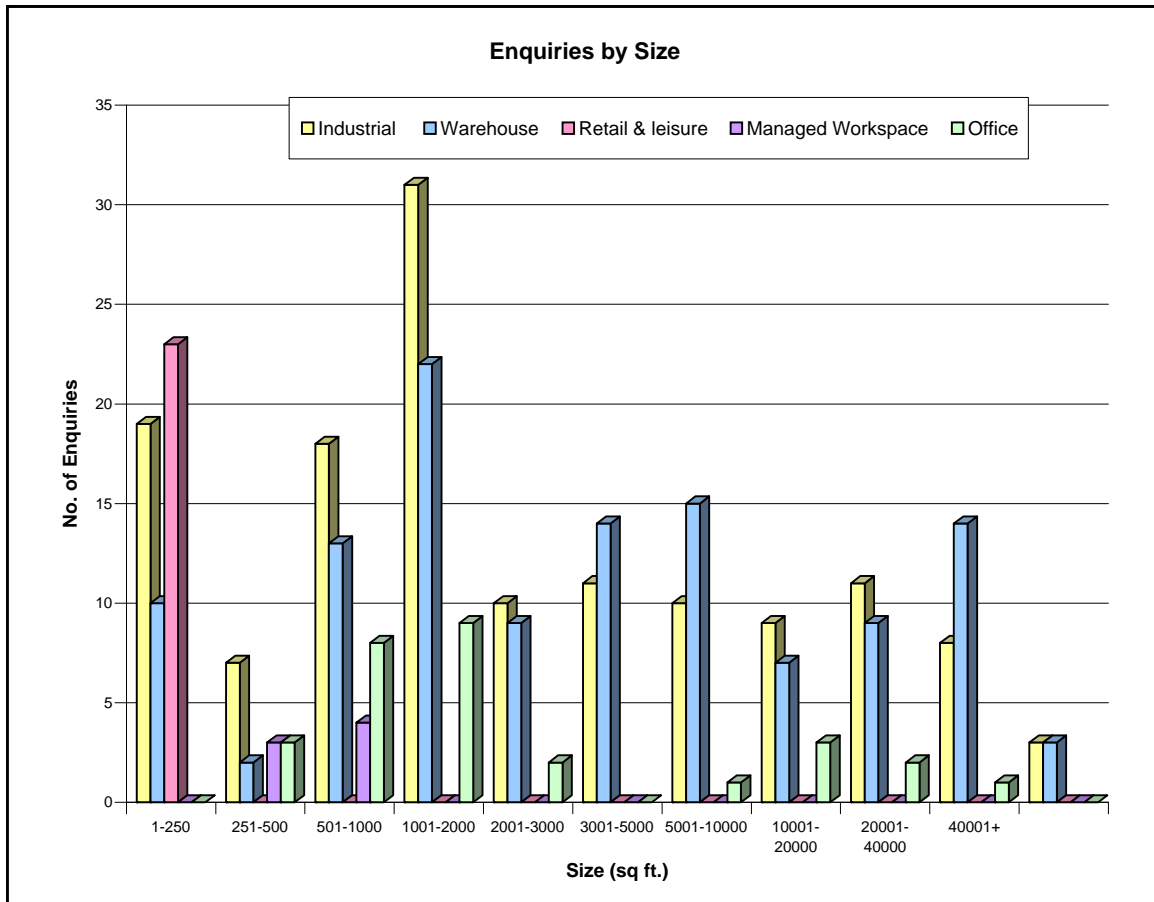
Enquiries by Size (Sq Ft)					
Size Range	Industrial	Warehouse	Retail & leisure	Managed Workspace	Office
1-250	19	10	23	0	0
251-500	7	2	0	3	3
501-1000	18	13	0	4	8
1001-2000	31	22	0	0	9
2001-3000	10	9	0	0	2
3001-5000	11	14	0	0	0
5001-10000	10	15	0	0	1
10001-20000	9	7	0	0	3
20001-40000	11	9	0	0	2
40001+	8	14	0	0	1
Unspecified	3	3	0	0	0

* a number of enquiries are speculative enquirers that did not specify unit type/size, as these are website enquiries.

Figure 9 illustrates that requirements for Industrial and Warehouse units are dispersed fairly evenly across all size ranges. Office demand is for property smaller than 3,000 sq ft, however, a quarter of office requirements are for larger accomodation of between 10,000 and 20,000 sq ft.

It is clear to see that the greatest demand in general is for smaller premises. All retail enquiries are for premises between 1 and 250 sq ft.

Figure 9



Site Enquiries

Site Enquiries Acres	No. of Enquiries 2005/2006	No. of Enquiries 2004/2005
0.1 - 2	10	29
2.1-5	17	8
5.1-10	0	30
10.1-20	0	9
20.1-50	0	14
50.1+	4	5

Figure 10

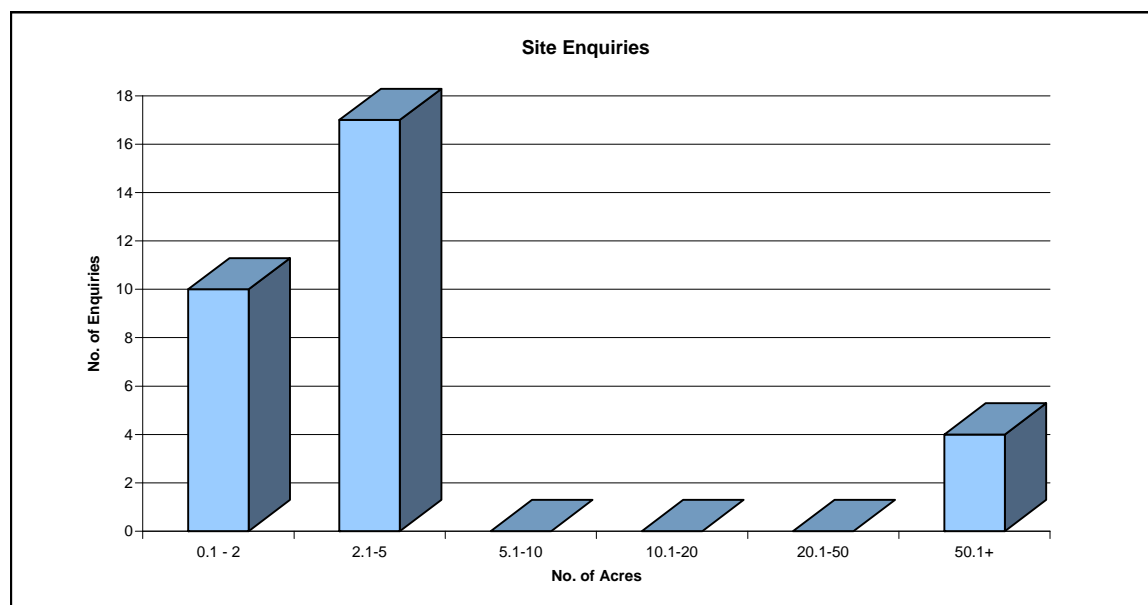


Figure 8 identified that there has been a substantial decrease in the amount of land enquiries over the last year. Figure 10 shows how these enquiries are distributed across size requirements.

The highest demand is for small sites of between 1 and 5 acres. 87% of all land enquiries were between this range. The remaining four enquiries were all for large sites of more than 50 acres.

The following table shows how the land requirements are split fairly evenly between the boroughs and districts in Warwickshire.

Land	North Warwickshire	Nuneaton & Bedworth	Rugby	Stratford on Avon	Warwick
1-2 acres	3	3	2	1	1
2-5 acres	3	4	3	4	3
5-10 acres	0	0	0	0	0
10-20 acres	0	0	0	0	0
20-40 acres	0	0	0	0	0
40+ acres	1	1	1	0	1

Annual Targets and Successes (April 2005 - March 2006)

The following table highlights the achievements of Warwickshire Investment Partnership over the last twelve months.

65 Investments have been made which exceeded our target of 57. These investments have created 681 jobs and safeguarded/relocated a total of 363. This also exceeds the targets as set out in the Business Plan 2005/2006.

	Investments Made	New Jobs	Safeguarded & Relocated Jobs	Enquiries Received
Apr - Jun	19	38	65	219
Jul - Sept	8	20	9	267
Oct - Dec	16	57	126	197
Jan - Mar	21	569	159	326
Annual Total	65	681	363	1009
Annual Target	57	881	82	1000
Balance to achieve target	-8	200	-281	-9
Progress against target	114%	77%	443%	101%

The following are the companies that have invested in Warwickshire over the last 12 months that have been helped by the Partnership. Companies are listed according to the District they have relocated to, set up or expanded within.

North Warwickshire

6224

A new start-up, offering a nappy laundry service wanted to relocate from a home office to a retail premises, moved to Aldermill Business Park, Atherstone, safeguarding 3 jobs with the possibility of further employment opportunities.

6665

Construction training company. Land found in Coleshill which is currently being developed. Expecting to create 6 jobs once training centre is established.

6991

New start up book shop and café located in Atherstone as part of the Atherstone Book Town initiative. Created 1 new job.

Jobs Created	Jobs Safeguarded
7	3

Nuneaton & Bedworth Borough

7105

A film production company which expanded its offices in the Centenary Business Centre in Nuneaton. 2 new jobs 3 relocated.

7104

2 jobs were relocated into Warwickshire from Leicestershire.

6467

A national furniture company that has opened up a new franchise in Centenary Business Centre, Nuneaton, which has resulted in 3 new jobs being created.

7725

A new beauty salon and nail bar started up in Nuneaton. 1 new job.

6939

A telecommunications and data consultancy company, opened a new office in Eliot Park Innovation Centre, Nuneaton, creating 15 new jobs and relocated 1 job from London.

7103

A new starter in PVC welding has located in Centenary Business Centre, Nuneaton and created 1 new job.

6720

A company needing larger office spaces relocated to Centenary Business Centre, Nuneaton and safeguarded 5 jobs.

6744

A community centre that supports vulnerable people, located in Nuneaton and has relocated 3 jobs from within the County and the creation of 5 new jobs.

7099

A PR Company from Leicestershire have moved to Eliot Park Business Centre, Nuneaton, creating 2 new jobs and relocating 3 jobs.

6372

A charitable organisation looking to set up an additional office to their one in Coleshill. Found offices in Bedworth which created 3 new jobs.

7392

A computer sales company expanded into the Midlands area and resulted in 1 job being relocated from Reading.

7393

An engineering company who already has operations in Nuneaton required a further property for its continued expansion has moved to Hammond Business Centre, creating 4 new jobs.

7394

A sound, light and staging equipment hire company that required larger premises, moved into Hammond Business Centre, Nuneaton. No job figures disclosed.

Manufacturers

Manufacturing company moved onto Attleborough Fields industrial estate. 4 jobs were safeguarded and 5 jobs created with the expectation of another 3-4 being created in the next 2-3 months.

7224

The company deals with estates/planning/sustainability appraisals/IT/work in H.E Institutions. Moved from Leicester and to Nuneaton in EPIC. 5 jobs were safeguarded, with plans to create another two new jobs.

7464

Construction company located to Exhall, Bedworth. 11 Safeguarded Jobs

EPIC Enquiry 6331

IT custom software and training company located to Eliot Park Innovation Centre, Nuneaton. 1 new job created.

7627

Specialists in the design and manufacture of caravan, catering and other trailer movers. Moved to CBC. 1 job safeguarded.

CBC Enquiry

Create and sell promotional material. Moved to the Centenary Business Centre (were working from home), safeguarding 2 jobs.

7516

Drainage Specialists. Moved from Birmingham to the Centenary Business Centre. 5 jobs relocated.

8487

Film producers/editor. Moved to a larger unit within the Centenary Business Centre. 2 new jobs created. 1 relocated.

7050

Quantity surveyor. Moved to a larger unit within the Centenary Business Centre. 1 job relocated

Enquiry

IT servicing and online retailing. Moved from Earl Shilton. 2 jobs relocated.

6459

Registration for exhibitions, events etc. Moved from the Centenary Business Centre to Bermuda Innovation Centre. 2 new jobs created.

5100

Engineering company relocated into Exhall, Bedworth. No job figures disclosed.

7966

New start up vehicle recovery and reclamation company located on Bayton Road Industrial Estate. 1 safeguarded job.

7970

New start up print cartridge recycling centre located in Nuneaton town centre. 2 new jobs

EPIC Enquiry

Mobile phone and telecoms solutions company relocated from Bedworth to the Eliot Park Innovation Centre. 4 new jobs and 6 safeguarded jobs

EPIC Enquiry

Wed design business relocated from Hinckley into Eliot Park Innovation Centre, safeguarding 2 jobs.

EPIC Enquiry

Online health and safety training suppliers to the aviation and automotive sector expanded into Eliot Park Innovation Centre. Created 1 new job and safeguarded 1 job.

CBC Enquiry

Anger control trainers for NHS Staff expanded within the Centenary Business Centre safeguarding 8 jobs.

CBC Enquiry

Office supplies company expanded within the Centenary Business Centre safeguarding 2 jobs.

CBC Enquiry

General trading company expanded within the Centenary Business Centre safeguarding 2 jobs and creating 1 new job.

CBC Enquiry

A sales and distribution company expanded within the Centenary Business Centre safeguarding 2 jobs.

7214

Audio visual equipment installers expanded within the Hammond Business Centre creating 1 new job.

565

An independent logistics, automotive parts and accessories company moved from Coventry to Bermuda Park creating 400 new jobs.

Jobs Created	Jobs Safeguarded	Jobs relocated
452	55	19

Rugby Borough

7101

A consultancy firm to the pharmaceutical industry moved to a managed workspace at Sir Frank Whittle Business Centre, Rugby, creating 2 new jobs and safeguarding a further 2.

7102

An industrial and domestic cleaning company relocated to the Sir Frank Whittle Business Centre, safeguarding 39 jobs.

7147

Veterinary Surgery successfully relocated to Rugby. Creating 8 new jobs.

7656

Wastewater regeneration company relocated from Northamptonshire to Sir Frank Whittle Business Centre. Creating 2 new jobs.

SFBC Enquiry

Distributor of new and re-conditioned riveting machines relocated within Rugby to Sir Frank Whittle Business Centre creating 2 new jobs.

Jobs Created	Jobs Safeguarded
14	41

Warwick District

6655

A recruitment and consultancy company looking to relocate from Coleshill, found premises in Leamington Spa . Safeguarded 2 jobs.

Enquiry

A new start-up retail company moved into Regent Court, Leamington Spa. Creating 6 new jobs.

7575

A small financial services business moved to Citybase Offices in Kenilworth. Creating 1 new job and 2 safeguarded.

6657

Fast food chain moved to the Old Three Cooks Shop in Warwick. Creating 8 new jobs.

7148

IT Software Development Company. Moved to Warwick. Creating 1 new job and safeguarding 40.

7196

A company manufacturing and distributing car styling components relocated within Leamington Spa, safeguarding 10 jobs.

6225

Expansion creating 150 new jobs at its Leamington Base.

7351

Relocated from Leamington Spa Town Centre to Tachbrook Park, Leamington safeguarding 100 jobs.

Jobs Created	Jobs Safeguarded
166	154

Stratford on Avon District

6754

A new start up in the catering industry that has located in Smallbrook Business Centre, Bidford on Avon. Safeguarded 1 job.

7232

Carbon steel pipes distribution company Started up their UK base in Stratford On Avon. Creating 1 new job, Further jobs to be created once UK office is established..

6983

An event management company, relocated to the Shire Hall Centre, Stratford On Avon. No job data.

7416

A new start up airplane charter company, moved to the Mansley Business Centre, Straford On Avon. No job data.

7520

A local cider producer, moved to Court Farm Barns, Long Marston. Creating 3 new jobs, 1 safeguarded.

6920

Commercial Lighting Business moved to Burland House, Oxhill, Stratford. Creating 1 new job.

4871

Housing Association successfully expanded to Wharf Road, creating 30 new jobs and safeguarding 69.

5004

Scaffolding company relocated within Stratford Upon Avon safeguarding 18 jobs.

6934

New start up marketing company located into Progress House creating 1 new job and safeguarding 1 job.

7439

Company retails interior fittings. Currently located in Warwick town centre, they expanded into more premises in Stratford. 2 new jobs created.

7725

Conference and event organisers expanded into offices in Alcester. No job data given.

7775

TV production company expanded into offices in stratford town centre. 6 jobs safeguarded.

8029

Apartment fit out company located into Smallbrook business centre, Bidford on Avon. 2 new jobs created.

Jobs Created	Jobs Safeguarded
40	96

Sub Regional Success (Coventry and Solihull)

7134

A homecare agency looking to relocate from a home office to a larger workspace.

6926

No company information or job figures was disclosed by the enquirer.

6189

An expanding computer company moved to larger industrial premises.

6161

Furniture storage company required premises due to expansion of their business. Moved to Aldermans Green in Coventry. No job data.

COVENTRY ENQUIRY

Expanded operations in the UK by locating premises in Coventry. Created 2 jobs immediately with a plan to create up to 10 more in the coming year.

COVENTRY ENQUIRY

Trading in manufacturing parts for Formula One, located premises in Coventry. No job data.

7428

Moved to Chyialis Business Centre. No job data

7538

Walk in small business support company found premises in Coventry. No job data given.