















Appendix 1

Innovation Factory (IF) Status Update (October 2016 – current)

Indicator	Performance	Status
Occupancy	<ul style="list-style-type: none"> - 66 enquiries, 53 qualified (meeting funding and planning conditions), 38 viewings, 14 licenses; - 11.1% occupancy (3,890 sq ft of Net lettable area of 35,000 sq ft); - BCC's first funding occupancy related target is: to achieve 55% occupancy by 31st Dec 2018; - No customers have left the centre. 	
Sectors / Tenants	<ul style="list-style-type: none"> - Professional Services (Planning, Finance, Insurance & Recruitment); - TV Production; - Software & Wifi development; - Engineering Consultancy; - Courier Services; - Training; - Telecommunications 	
Source of Tenants	<ul style="list-style-type: none"> - 3 new starts; - 7 relocations; - 4 from home office; - UU pipeline for the grow-on space for university spin-outs in development; 	
Graduation	<ul style="list-style-type: none"> - 1 new business start tenant extending from 177 sq ft to 501 sq ft and 3 jobs to 5 jobs; 	
Employability & Skills	<ul style="list-style-type: none"> - 46 jobs across the tenants located at the centre (projected to grow to 58 across the existing tenants in 2017); - 1 x tenant placement to date (voluntary capacity); - 5 staff employed by Oxford Innovation for service delivery; - 2 x SIF 24 week placements secured; - 20 Long-term unemployed persons attended a interview masterclass delivered by BITC and IF; - Developing an employer led skills barometer for the area to inform future IF led E&S activity; - IF engagement with Makematic developing digital content as a resource for secondary schools benefitting a minimum of 40 students at IF (content will be available on YouTube soon); - Promoting enterprise and entrepreneurship to underrepresented groups. An IF facilitated event attracting 50 female entrepreneurs at IF (26th Jan); - Facilitating West Belfast Business Education Partnership (careers cluster) at Innovation Factory; - 1 tenant exploring taking on 2 apprentices (1 from E3 and 1 from Springvale); - 1 tenant providing training to positively support children with Autism; - Developing a learning café environment for the café service delivery; 	
Business Growth and Innovation Services	<ul style="list-style-type: none"> - 30 businesses attended open innovation event; - All tenant businesses supported by Innovation Director at IF; - 4 Fusion / KTP / Innovation Voucher projects being explored; - 20 businesses attended sales development workshop; - 7 businesses attended innovation leadership workshop; - 11 businesses attended disruptive innovation workshop; - 20 businesses attended a Google digital marketing workshop; 	
Foreign Direct Investment	<ul style="list-style-type: none"> - BCC target to encourage local and foreign direct investments to the centre by 31st Dec 2020; - Proposals in pipeline for INI consideration (cost per workstation option) for FDI companies; - Sales suite proposition being developed for INI consideration. 	

Marketing	<p>66 enquiries have been generated by:</p> <ul style="list-style-type: none"> - BCC business page: 12 - Referral: 9 - Word of Mouth: 6 - Social Media: 1 - Website: 35 - Other: 3 <p>Current viewing to sales ratio is 38% (OI average across centres is 25%) A Year 2 Marketing Plan has been received as part of the Year 2 Business Plan</p>	
Social Regeneration initiatives summarised below:		
Good Relations & Shared Space	<ul style="list-style-type: none"> - 52 stakeholder groups engaged; - Access improvements being scoped with community & stakeholders; - Christmas good will event attended by 55 P2 school children & their families (Springfield Primary & St Clare's Primary School). IF funded community prizes on the evening; - Engaging with QUB Science Shop re: research student undertaking social regeneration multiplier analysis; - Strategic and programme updates provided by IF via attendance at the Springvale Inter-agency meeting; 	
Business supply chain spin-off opportunity	<ul style="list-style-type: none"> - Buy local & buy social procurement: £165k local contract spend (only £17.5k of which outside of Belfast); - Developing loyalty and incentive / discount schemes for tenants with local businesses. 	
Tenant led Corporate Social Responsibility	<ul style="list-style-type: none"> - One tenant supporting Belfast Model School for Boys in the development of an App; - 1 tenant aiming to select a local and a regional charity to support through CRS activities; - 1 tenant exploring a project to create a virtual reality piece for social benefit; - 1 tenant aiming to avail of E3 student to develop social media strategy; - 1 tenant considering delivering classes to help parents keep their children safe online; - Training to circa 160 unemployed persons; 	
Sources of Funding	<ul style="list-style-type: none"> - Developing a funding proposal for NI Big Lottery involving IF, Schools and USEL. 	
Facility Management	<ul style="list-style-type: none"> • Facility Amends • Furniture • Operations Manual 	
Financial	<ul style="list-style-type: none"> • Financial delivery in accordance with year 1 business plan 	
Next Steps	<ul style="list-style-type: none"> • Year 2 Annual Service Plan developed for delivery April 2017 – March 2018; • Annual Performance Review completed by Council April 2017 to assess performance 16/17 Financial Year; • Internal lessons learned and exit plan workshop 	