



Scale-up in Tees Valley

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(on behalf of our TVCA/Growth Hub/TU partnership)

[tees.ac.uk](https://www.tees.ac.uk)

The Tees Valley Combined Authority Area

HARTLEPOOL

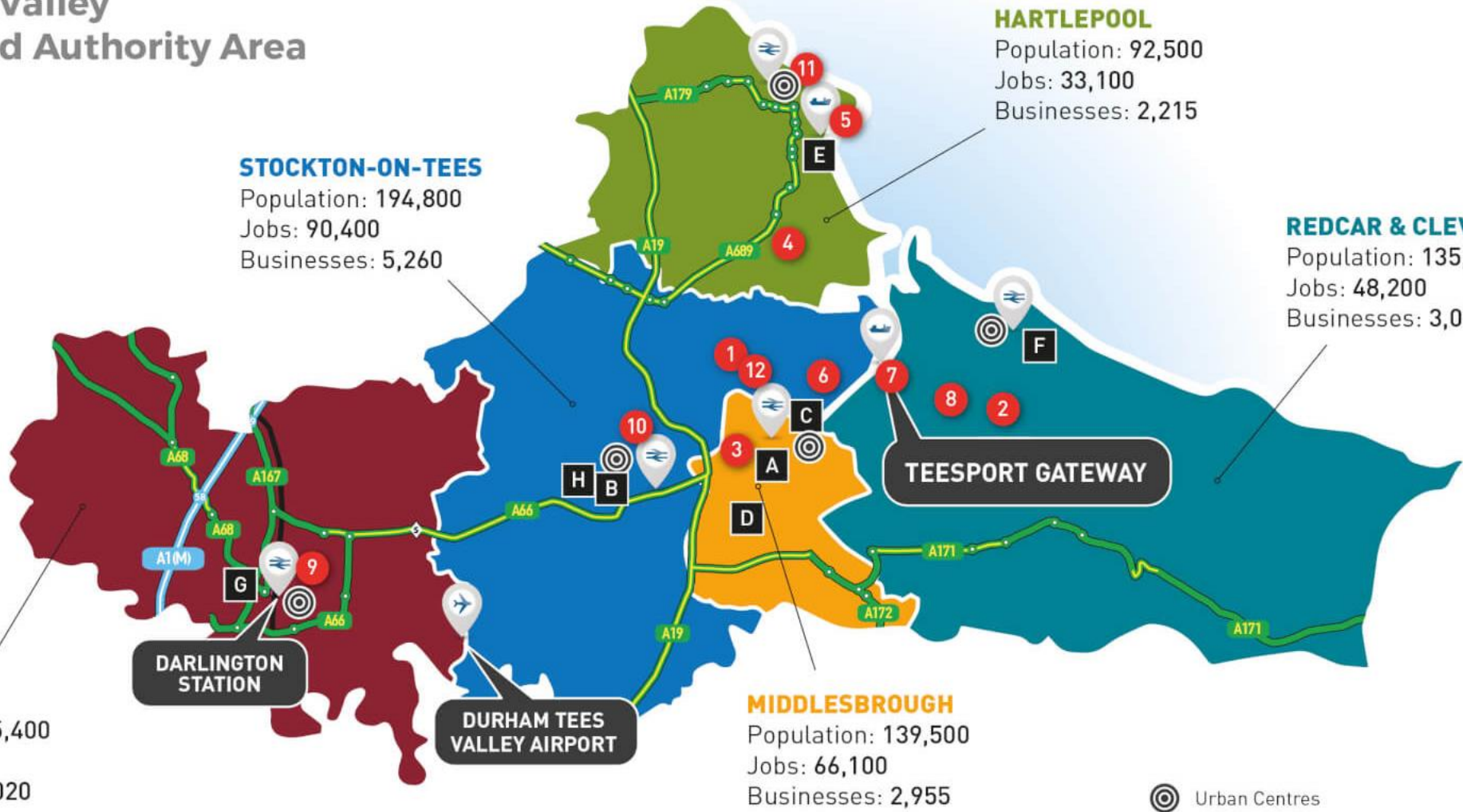
Population: 92,500
Jobs: 33,100
Businesses: 2,215

STOCKTON-ON-TEES

Population: 194,800
Jobs: 90,400
Businesses: 5,260

REDCAR & CLEVELAND

Population: 135,300
Jobs: 48,200
Businesses: 3,055



DARLINGTON

Population: 105,400
Jobs: 55,600
Businesses: 3,020

**DARLINGTON
STATION**

**DURHAM TEES
VALLEY AIRPORT**

TEESPORT GATEWAY

MIDDLESBROUGH

Population: 139,500
Jobs: 66,100
Businesses: 2,955

🎯 Urban Centres

Enterprise Zone Sites:

- | | |
|---|-----------------------------------|
| 1 Belasis Business Park | 7 South Bank Wharf |
| 2 Kirkleatham Business Park | 8 Wilton International |
| 3 Teesside Advanced Manufacturing Park (TAMP) | 9 Central Park |
| 4 Queen's Meadow Business Park | 10 Northshore |
| 5 Hartlepool Port Estates | 11 Oakesway Industrial Estate |
| 6 New and Renewable Energy Park | 12 Middlesbrough Historic Quarter |

Universities and Colleges:

- | | |
|--|--|
| A Teesside University | E Cleveland College of Art & Design, Hartlepool |
| B Durham University, Queen's Campus | F Redcar & Cleveland College |
| C Middlesbrough College | G Darlington College |
| D Cleveland College of Art & Design | H Stockton Riverside College |

Tees Valley economy: some features

Challenges	Opportunities
GVA 75% national average (but productivity >90%)	Strong public-private partnerships
Business density 66% national average	£1.47 billion of private investment and 8,000 jobs since 2011
Lower than average employment rate	Highly progressive LEP and Combined Authority
27,000 more quals at NVQ4+ needed	Metro mayor championing process, adv manuf, health, bioeconomy, digital
Relatively low levels of commercialisation	South Tees Mayoral Development Corporation

About our partnership

- History of joint working, from pre-LEP, pre-Combined Authority days
- TU puts working with business at heart of its mission; works closely with Growth Hub
- TVCA founded on LA collaboration, responsiveness, strong business support and representation
- Shared objectives re SME innovation and growth; need to nurture companies who are/should be going places
- New era about to dawn with MoU signing

Leading Places and Scale-up

- Plan: Scale-up programme for fast-growing SMEs
- LP facilitated project definition & action learning sets
- In between, we have:
 - Taken on good practice (Babson Institute; Sherry Coutu - Scale-up)
 - Undertaken academic benchmarking (Prof Mark Hart, Aston Uni)
 - Engaged stakeholders; brought Virgin Start-up on board
 - Designed the programme (Dr Susan Laing, Dean of Business School)
 - Found the funding

NOW READY TO LAUNCH IN APRIL

How's it gone so far?

- Programme ready; launch planned; companies invited – but some challenges on the way:
 - Communication and mutual understanding – VITAL
 - Maintain unwavering focus – distractions can waylay plans
 - Keep stakeholders on board as necessary: avoid concerns re competition and buy-in
 - Be honest if there are disagreements or misunderstandings – it really is the best policy



Thank you

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