



Scottish Local Authorities Economic Development Indicators Framework 2016-2017

Final Report

About this Report

This report has been developed as part of the support provided to SLAED by the Improvement Service's Economic Outcomes Programme (EOP). The EOP is funded by local government and the Scottish Government.

Further information on the Economic Outcomes Programme can be accessed via the following link:

www.improvementservice.org.uk/economic-development.html

The report sets out a range of data and information which is primarily based on returns submitted by the 32 Local Authorities. The purpose of the SLAED Indicators Framework is to assist Local Authorities to:

- evidence and publicise the contribution that they make to Scotland's economy through their economic development activities; and
- provide a basis for collating consistent data which can be used to better understand impact and identify potential areas for improvement.

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Acknowledgements

The Economic Outcomes Programme is grateful to a wide range of individuals and organisations for their support in collating the data for this report, including SLAED, the 32 Scottish Councils, the Business Gateway National Unit, Scottish Enterprise (SE), Highlands and Islands Enterprise (HIE) and the Scottish Government.

Please email slaed@improvementservice.org.uk if you have any queries regarding this report.

Improvement Service

November 2017

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Foreword

I am delighted to introduce the 2016/17 SLAED Indicators report, which is the fifth annual report providing an overview of the economic development work of Scotland's 32 local authorities.

The annual Indicators report enables SLAED to capture and evidence the vital role that local government is playing in economic development across Scotland as a whole. The breadth of indicators provide insight to good practice, challenges and opportunities for ongoing improvement. As the lead organisations for local economic development, Scotland's councils are making a substantial contribution both in relation to their local economies and in delivering the aims of Scotland's Economic Strategy.

This report provides clear evidence of the nature, scale and impact of the contribution made by local authorities. In 2016/17, councils directly employed 1,262 people (full time equivalent) in economic development and spent in the region of £249m on local economic development activities. This provides a quantifiable evidence of the value that councils place on economic development and the prioritisation of this activity in a continuing period of financial challenges and budget pressures. In addition this significant financial contribution does not take into account supplementary and complementary activities undertaken by the broader range of services that councils deliver that have a positive impact on the economy, such as infrastructure, education and planning. The economic impact of the council as a local employer and procurer of goods works and services is also significant and not included in this report.

Councils' continued investment in direct economic development activities achieves significant outcomes. Scotland's local authorities supported 14,695 businesses, supported just 17,020 unemployed people into jobs and, through effective partnership working, levered in an additional £1.54 for every £1 of council funding spent on economic development projects.

I would like to take this opportunity to thank everyone involved in the recording, collation and presentation of the data for the 2016/17 SLAED Indicators Report; especially our partners at the Improvement Service who have provided excellent support. As this is the fifth year of producing our indicators report significant progress has been made and we are now confident that the data is robust and we are now able to establish and explore trends

The SLAED Performance Group, which oversees this area of work has also made a significant contribution and deserve recognition for their sterling working ensuring that clear guidance is provided to mitigate against any potential misreporting or misrepresentation of data. The group has been highly effective in ensuring the ongoing shared ownership of the indicators framework across Scottish local government.

SLAED has also been working in partnership with Scottish Government and a range of other key stakeholders as new approaches to policy and practice are explored supporting improved collaboration, integration and alignment ensuring that delivery locally continues to meet the identified needs of local communities. SLAED welcomes the opportunity to continue to develop new partnerships and arrangements for continued local delivery within regionally and nationally agreed collaboratives.

Pamela Smith
Chair, SLAED



Executive Summary

Background and Context

1. The SLAED Indicators Framework was designed to provide consistent data and evidence on what councils throughout Scotland are delivering as local economic development organisations. This is the fifth year that the SLAED Indicators Report has been produced in its current format, which is based on input and feedback from councils themselves. The Framework is used by all 32 Scottish local authority economic development services to provide data on economic development inputs, activities, outputs and outcomes. This allows meaningful comparisons to be made on the relative performance of areas to assist in the ongoing monitoring of performance and resource allocation within councils. Building up this data year on year also allows a long-term picture of the contribution that local authorities are making to local and national economic outcomes to be developed.
2. Feedback from the SLAED Performance Group and wider stakeholders suggests that this framework has become very well embedded within council economic development services, and it has received positive feedback from the Scottish Government. Since the introduction of the framework in its current format in 2012, it has been continuously reviewed by the Performance Group with support from the Improvement Service to ensure it remains relevant and useful to council economic development services.
3. Through the annual publication of this report, SLAED is demonstrating its continuous commitment to accountability and transparency in monitoring the performance of councils in the delivery of their economic development services. The report is intended to articulate the significant contribution made to Scotland's economy by councils, both individually and collectively, as well as identifying areas for improvement. The aim of this is to ensure the most effective use of resources, strengthen performance management in economic development and maximise the positive impact that councils have on the Scottish economy.
4. The key challenge in developing a consistent set of Economic Development indicators for local authorities is that the economic circumstances of individual council areas can vary significantly, therefore the resulting challenges, opportunities and responses will also be different across councils. Councils do not deliver exactly the same economic development activities, meaning that direct comparisons of delivery and performance can sometimes be difficult to make. To minimise the potential for indicators to be interpreted in different ways by different council officers, definitions have been standardised and refined as far as possible with guidance from colleagues within the range of SLAED sub-groups.
5. There is interest from the Scottish Government, Audit Scotland, the Scottish Parliament and a wide range of stakeholders in the delivery of economic development services by councils. All councils are committed to economic recovery, growth and jobs, therefore good information on local economies is required, as well as an understanding of the links between inputs, activities, outputs and outcomes. The annual publication of the SLAED Indicators Framework assists councils and CPPs to develop their Local Outcome Improvement Plans.

Objectives, Approach and Methodology

6. The purpose of this report is to provide SLAED and its stakeholders with the data and analysis for 2016/17. The Improvement Service's (IS) Economic Outcomes Programme (EOP) has collected data across all measures from Councils and presents it within this report. Although the EOP has liaised with SLAED and individual Councils in seeking to ensure consistency of data returns, it has not undertaken an audit of the data, systems and processes used to capture the data within the 32 Councils. The data submitted by councils is, therefore, presented in good faith without having been audited by the IS.
7. This report does not include detailed commentary or analysis on the comparative performance of councils, reflecting the fact that there are different policy objectives that influence the resources committed to economic development activities within individual councils. This means that different output levels between two councils might simply be reflective of the different policy priorities rather than relative performance levels.
8. In terms of the process for compiling this report, in April 2017, all 32 Scottish councils were issued with an email which directed them to download the 2016/17 SLAED Indicators [Data Return Template](#) from the Improvement Service website. A [Guidance](#) document was also available which contained instructions for completing the template and detailed definitions of each indicator.
9. Council data returns were collated by the Improvement Service in a central database along with the data sourced from other organisations and publicly available resources. This will be added to the data for the previous four review periods to build an ongoing picture of the impact that councils have on the Scottish economy and identify areas for improvement.

The Measures

10. Four categories of indicators are included in the SLAED Indicators Framework: Input Indicators, Activity Indicators, Output Indicators and Outcome Indicators. The full Framework for 2016/17 included 23 indicators. Data for seven of these was collected from publicly available sources such as ONS, NOMIS and the Scottish Government, and a further seven were collected from other agencies including the Business Gateway National Unit, Scottish Enterprise, Highlands and Islands Enterprise and the Supplier Development Programme (SDP). This approach was designed to minimise the reporting burden on councils. It means that councils are only required to report on administrative data that they alone hold.
11. Most of the indicators reflect what councils are delivering in terms of economic development interventions in their respective areas. However, some of the indicators reflect the broader economic context within council areas, including most of the outcome indicators contained within the Framework.
12. There are two **input** measures included in the report: Economic Development Expenditure – estimated; and Economic Development Staffing – estimated.
13. There are three **activity** measures included in the report: Number of Attendees at Business Gateway events; Number of Attendees at Business Events provided by the Council; and Number of Companies Registered with the Supplier Development Programme.
14. There are six **output** measures included in the report: Number of Businesses Supported by Council Economic Development Activity; Number of Business Gateway Support

Interventions; Number of Companies Assisted by Scottish Development International; Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities; Availability of Employment Land; and Number of Businesses Participating in SDP.

15. There are 12 **outcome** measures included in the report: Gross Value Added (GVA) per Head; Gross Weekly Earnings; Employment Rate; New Business Start Up Rate; Business Survival Rate; Claimants in Receipt of Out of Work Benefits; Working Age Population with low/ no Qualifications; Town Vacancy Rates; Number of Business Gateway Start-ups that are Trading; Leverage of External Funding; Number of Planned New and Safeguarded Jobs from Completed Inward Investment Projects; and Number of Unemployed People that have Progressed to Employment from Participation in Council Funded or Operated Employability Activities.

Responses

16. Data for the first seven outcome measures was sourced from publicly available datasets published by the Office for National Statistics (ONS), NOMIS and the Scottish Government. Data for the further five indicators was sourced from other organisations such as the Business Gateway, Scottish Enterprise, Highlands and Islands Enterprise and the Supplier Development Programme.
17. All 32 Councils actively participate in the SLAED Indicators Framework on an annual basis. Of the nine indicators for which councils submitted data, 30 councils could complete all of these. This is one more council than in 2015/16. One council submitted data for seven of the indicators and one council submitted data for five indicators. This response rate reflects high levels of engagement with councils and ongoing commitment to the framework.

Analysis

18. More detailed analysis by council area and indicator type is provided in the full report and appendices. The sections below provide a summary of the aggregate data for the indicators for which councils submitted data. These are some of the highlights and full details of all indicators are included in the main report.
19. The table below provides a summary of the aggregated data for the **input** indicators for 2016/17.

Economic Development Expenditure – Estimated (I1)	Capital Spend	Revenue Spend	Total Spend
	£106,464,686	£149,465,604	£255,930,290

In 2016/17, Scottish councils spent almost £256m on economic development. This was made up of almost £106.5m capital spend and just under £149.5m revenue spend. This figure is based on returns from all 32 Councils and is a 15.3% increase on the 2015/16 figure of £221,930,105. However, revenue expenditure reduced by 6.8%.

Economic Development Staffing – Estimated (I2)	Total FTE Staff
	1,262

In 2016/17, an estimated 1,262.2 FTE members of staff were employed in economic development within Scottish councils. This is based on returns from all 32 council and is a decrease of over 6% on the 2015/16 figure.

20. The table below provides the data for the one **activity** indicator for 2016/17 for which councils provided the data themselves. Data for the other activity measures sourced from publicly available datasets is available within the main report.

Number of Attendees at Business Events provided by the Council (A2)	No. of Events	No. of Attendees
	266	17,977

In 2016/17 councils ran 266 business events at which there were 17,977 attendees.

21. The table below provides a summary of the aggregated data for the **output** indicators for 2016/17.

Number of Businesses Supported by Council Economic Development Activity (OP1)	No. of Businesses	Instances of Support
	14,695	19,823

In 2016/17 Councils supported 14,695 unique businesses and provided 19,823 instances of support. These figures are based on returns from all 32 Councils and reflect support over and above that provided by the Business Gateway. This is a 13% decrease on the number of businesses supported in 2015/16.

Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities (OP4)	Total	Of Which ¹			
		Male	Female	16-24	25-64
	50,743	58%	42%	45%	55%

Based on returns from 31 councils, 50,743 unemployed people participated in council funded or operated employability activities in 2016/17. This is an almost 24% decrease on the 2015/16 figure of 66,727 participants.

¹ Not all councils were able to break down the total number of participants into gender and age, therefore the sum of these does not add up to the total.

Availability of Employment Land (OP5)	Total Allocated	Immediately Available	% Available
	6,268	2,409	38.4%

In 2016/17, an estimated 6,268 Ha of land was allocated for business use across Scotland; based on the 30 councils that could provide data for this indicator. Of this, an estimated 38.4% was deemed to be immediately available. This means that the land was fully serviced and marketed. This is a significant increase on the 2015/16 figure of 27.2%.

22. The table below provides a summary of the aggregated data for the outcome indicators for 2016/17.

Town Vacancy Rates (OC9)	Total Units	Vacant/Void	Vacancy Rate
	29,012	2,956	10.2%

Based on returns from 30 Councils, 10.2% of units in town centres across Scotland were vacant/void in 2016/17. This is significantly lower than the 2015/16 vacancy rate of 11.9%.

Leverage of External Funding (OC11)	Council £	External £	Rate £
	£98,281,747	£151,549,897	£1 : £1.54

In 2016/17, the total cost of local authority economic development projects in Scotland was an estimated £249,831,645. Of this, for every £1 invested by councils, a further £1.54 was levered in from external sources. These costs do not include total budgets invested in delivery of economic development (e.g. staffing, other revenue or capital). This is similar to the 2015/16 figure of £1.56.

Number of Unemployed People that have Progressed to Employment from Participation in Council Funded or Operated Employability Activities (OC12)	Total	Of Which ²			
		Male	Female	16-24	25-64
	17,020	9,718	7,302	8,636	8,384

Based on returns from 32 Councils, 17,020 people progressed into employment following participation in Council funded or operated employability activities in 2016/17. This is a decrease of almost 21% on the 2015/16 figure of 21,466.

Conclusions, Recommendations and Next Steps

23. From the collection, collation and analysis of the 2016/17 SLAED Indicators data, several conclusions have been drawn. These have been set out in the main report with recommended actions proposed for consideration by SLAED.

2 Not all councils were able to break down the total number of participants into gender and age, therefore the sum of these does not add up to the total.

24. The timescales involved in the collection, collation and analysis of council returns was wider than for previous review periods. SLAED Performance Group members asked for the request for data to come out earlier in the year to give councils a longer period to collect and report it. However, in practice this made no real difference to the ability of councils to meet the initial deadline.
25. The SLAED Indicators Framework will be subject to ongoing review and refinement with an understanding that a balance needs to be maintained between improvement and continuity and the ability to make year-on-year comparisons. This process falls under the remit of the SLAED Performance Group with support from the Improvement Service and the SLAED Executive Group. The Performance Group also works with the [Local Government Benchmarking Framework](#) to develop the economic development representation within the framework.
26. This report and the subsequent discussions that the Performance Group will have with the SLAED sub groups will help to influence the 2017/18 Framework.
27. Although this is the fifth annual SLAED Indicators Report, the graphs within this document only include data for the last three review periods to show trends.

Further Information

Please email slaed@improvementservice.org.uk or contact Hannah Young on 07584 217117 if you have any queries regarding this report.



1. Introduction

This report provides an analysis of the SLAED Indicators data submitted by all 32 Scottish councils covering the 2016/17 financial year. This is the fifth year that the SLAED Indicators data has been collected and reported on in this format.

1.1 Background

The purpose of reporting on the SLAED Indicator data on an annual basis is to provide consistent evidence of what Scottish councils are delivering in their role as local economic development organisations, in partnership with other national agencies such as Scottish Enterprise (SE), Highlands and Islands Enterprise (HIE), Skills Development Scotland (SDS) and VisitScotland (VS).

The SLAED Indicators are a set of measures that can be used to assess the overall and relative delivery of council economic development activity and enable assessment of the comparative performance of different areas and assist in identifying areas for improvement. However, this Framework is not intended to be used as the basis of crude league tables and recognises the varying economic characteristics of different council areas, which have a significant impact on local priorities and resource management.

Instead, the SLAED Indicators Framework should be used to accumulate evidence that will assist in informing councils and partners in the ongoing development of interventions, performance monitoring and resource allocation. This will develop a comprehensive overview of the importance of council-led economic development activity, demonstrating its contribution to local and national economic outcomes and estimating gross impact across Scotland.

The Improvement Service (IS) has been involved in collecting and reporting on the SLAED Indicators since 2012 when it was asked to support SLAED in developing and refining the Framework. Since April 2015, the IS has been providing a secretariat service to SLAED which includes the continuation of support in collecting and reporting on the Indicators Framework. This involves working with the SLAED Performance group to ensure that the Indicators are relevant to council economic development delivery, that councils can collect the data and that indicator definitions are complete and robust.

Data for the SLAED Indicators Framework should be routinely collated and utilised by councils as part of their ongoing performance management.

1.2 Purpose

The purpose of this report is to provide SLAED, local authorities and other stakeholders with data and analysis of the SLAED Indicators for the 2016/17 financial year. This will contribute to an ongoing time series comparison, which can be seen within the graphs throughout the report. This sets a basis for improvement in future review periods and this ongoing monitoring will develop a meaningful and consistent picture of local authority led economic development in Scotland at a local and national level.

When considering the data in this report, it is important to note that not every council delivers the same economic development interventions or to the same levels of investment. This means that different output levels between two councils might reflect different policy priorities

rather than performance levels. Accordingly, this report does not attempt to make conclusions in terms of the comparative performance of councils. A comprehensive Guide was issued to councils to assist in completing returns and this sought to ensure consistency in data returns. The data submitted by councils has therefore been accepted as correct and the EOP has not carried out any audit or validation of the data or the systems used to capture it.

Councils are encouraged to use the data within this report to inform appropriate benchmarking and performance improvement discussions with comparable council areas. For example, where the data indicates that a council seems to be particularly successful in delivering a certain activity, there may be an element of good practice that can be captured and shared.

1.3 Approach and Methodology

The 2016/17 Framework has fewer indicators than the 2015/16 version. The indicator 'Carbon Dioxide Emissions Per Capita' was removed by the SLAED Performance Group which agreed that this is not directly relevant to economic development. The 'Business Gateway Survival Rate' indicator was also removed because, following a review, a new client monitoring survey application is being developed and will be tested with customers in late 2017. The remaining indicators are the same as last year. Making minimal changes to indicators helps to ensure consistency and enhance the ability to show a time series comparison with previous years. The Performance group will continue to provide strategic oversight of the Framework to ensure continuous improvement.

From 2016/17 onwards, the Data Return Template will include a section to capture data around City Deal / regional deals. This data has not been included in this report as very few councils were able to supply it for 2016//17.

The data request was issued by the EOP in late April 2017 and returns were collated in a central database along with the data taken from publicly available sources or supplied by the Business Gateway, Scottish Enterprise, Highlands and Islands Enterprise and the Supplier Development Programme.

1.4 Structure of Report

Section 2 of the report provides a definition of the indicators included in the 2016/17 SLAED Indicators Framework. Section 3 details the data collection process and council return rates for each indicator. Section 4 analyses the returns, providing aggregate figures for Scotland wherever possible. The conclusion of the report considers the implications of the data and provides recommendations on how the Framework can be further refined and strengthened to better reflect the range and scale of economic development activity delivered by councils.



2. SLAED Measures

There are four broad types of indicator included in the SLAED Indicators Framework:

- Input Indicators
- Activity Indicators
- Output Indicators
- Outcome Indicators

Some of the outcome indicators contained within the SLAED Framework are aligned to the Community Planning Outcomes Profile.

2.1 Input Indicators

The table below summarises each input measure, the definition and source.

Table One – Input Indicators

Ref	Indicator	Definition	Source
I1	Economic Development Expenditure - Estimated	a) Total capital spend on economic development in 2016/17	Councils' accounts
		b) Total revenue spend on economic development in 2016/17	Local Finance Return (LFR): LFR 02 and LFR 07
I2	Economic Development Staffing – Estimated	Total number of FTE staff working directly in economic development delivery.	Councils' own records

2.2 Activity Indicators

The table below summarises each activity measure, the definition and source.

Table Two – Activity Indicators

Ref	Indicator	Definition	Source
A1	Number of Attendees at Business Gateway Events	This is an indicator of activity delivered by the Business Gateway services. An event is defined as a workshop to develop skills and training for start-up, growth and local service customers.	Business Gateway National Unit

Ref	Indicator	Definition	Source
A2	Number of Attendees at Business Events provided by the Council	This was included as an additional indicator in order to remove this type of one-to-many business support from indicator OP1 below. Events are included where the council has had a role in their organisation and/or funding.	Councils' own records
A3	Number of Companies Registered with the Supplier Development Programme	This is a count of the number of companies that are registered with the Supplier Development Programme (SDP).	Supplier Development Programme (SDP)

2.3 Output Indicators

The table below summarises each output measure, the definition and source.

Table Three – Output Indicators

Ref	Indicator	Definition	Source
OP1	No. of Businesses Supported by Council Economic Development Activity	The number of unique businesses that have been supported by a Council Economic Development team activity during 2016/17 (e.g. grant, loan, advice).	Councils' own records
OP2	Number of Support Interventions by Business Gateway	A business can receive support across the start-up, growth and local services. A business supported is one benefitting from: <ul style="list-style-type: none"> • High Value Start-Up services • Potential High Value Start Up • Growth Advisory • Growth Pipeline • Local Advisory Services • Local Expert 	Business Gateway National Unit
OP3	Number of Companies Assisted by Scottish Development International (SDI)	This measure is used to record the number of companies that have received international trade support from SDI.	SE/HIE Local Activity Reports 2016-2017

Ref	Indicator	Definition	Source
OP4	Number of People that have Participated in Council Funded or Operated Employability Activities	The total number of unique individuals who have participated in Council run and/or funded employability programmes during 2016/17.	Councils' own records
OP5	Immediately Available Employment Land	Available employment land is that which has been allocated as employment land but is not yet in use, regardless of minor or major constraints. Immediately available employment land is that which is immediately available for business use. It is therefore serviced and marketed land, as opposed to simply land designated for employment/ industrial use in the Local Plan. This also means that the land has access to utilities.	Employment Land Audit
OP6	Number of Businesses Participating in the Supplier Development Programme	This is a count of the number of companies that are 'active' following registration with SDP.	Supplier Development Programme (SDP)

2.4 Outcome Indicators

The table below summarises each outcome measure, the definition and source.

Table Four – Outcome Indicators

Ref	Indicator	Definition	Source
OC1	Gross Value Added (NUTS3 Regions)	Gross Value Added (GVA) per capita measures change in total economic output at the local level. It assesses the relative value or productivity of businesses, sectors and economies.	Office for National Statistics (ONS)

Ref	Indicator	Definition	Source
OC2	Gross Weekly Earnings	<p>This is the average gross weekly earnings of full time employees and includes two different types of data:</p> <ol style="list-style-type: none"> 1. Average weekly earnings for full time workers – Residence Based (those living in a Council area but working in another Council area). 2. Average weekly earnings for full time workers – Workforce Based (those working in a Council area, regardless of where they live). 	ONS
OC3	Employment Rate	Employment rate is the number of people in employment of working age (16-64 years) expressed as a percentage of the total working age population.	NOMIS
OC4	New Business Starts	Number of new business births/start-ups (VAT/PAYE registrations) in the Council area per 10,000 adult working age population (aged 16-64 years).	ONS – Business Demography
OC5	Business Survival Rate	Measures the sustainability of new businesses in an area, expressed as a percentage rate of the VAT/PAYE registered businesses that survive for at least three years.	ONS – Business Demography
OC6	Claimants in Receipt of Out-of-Work Benefits	<p>Percentage of working age people (16-64) claiming one of more of the key benefits, and;</p> <p>Measure of the percentage of working age population (16-64) that are on Jobseeker's Allowance (JSA).</p>	NOMIS

Ref	Indicator	Definition	Source
OC7	Working Age Population with Low/No Qualifications	Provides a percentage of the working age population (aged 16-64) that have either no formal qualifications or qualifications at SCQF (Scottish Credit & Qualifications Framework) Level 4 or lower.	Scottish Government
OC8	Town Vacancy Rates	Measure of vacant units as a percentage of total units in each local authority's key town centres. Towns included under this indicator have a population of at least 5,000 people.	Councils' own records
OC9	Number of Business Gateway Start-ups that are Trading	Measure of business start-ups supported by the Business Gateway that are now trading.	Business Gateway National Unit
OC11	Leverage of External Funding	External Funding is any additional funding that is awarded to a Council to invest in economic development activities as a result of the council's own contribution.	Councils' own records
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	This measure is used to record the potential for new job creation from completed inward investment projects.	SE / HIE Local Activity Reports 2016-2017.
OC13	Number of People that have Progressed to Employment from Participation in Council Funded or Operated Employability Activities	This measure is used to track the progression of those people that have participated in employability activities (OP4 above) into a job outcome.	Councils' own records

2.5 Changes from Previous Version

As outlined in section 1.3 above, two indicators were removed from the 2016/17 Framework due to relevance and availability issues. All other indicators remain the same as in 2015/16 and the 2016/17 Framework was agreed by the SLAED Performance Group in April 2017.



3. Data Returns

This section of the report sets out and analyses the data submitted by councils and examines the response rate for each of the indicators.

3.1 Response Rates

The 2016/17 SLAED Indicators Framework included 23 Indicators. Data for seven of these was collected from publicly available sources such as ONS, NOMIS and the Scottish Government, and a further seven were collected from other agencies including the Business Gateway National Unit, Scottish Enterprise, Highlands and Islands Enterprise and the Supplier Development Programme. The data for these indicators is therefore verified and complete so far as the data allows.

Of the remaining nine indicators for which councils submitted their own data, out of 32 councils:

- 30 councils (94%) submitted data for every indicator (100% completion);
- 1 council (3%) submitted data for seven out of nine indicators (78% completion);
- 1 council (3%) submitted data for five out of nine indicators (56% completion).

The 100% completion rate is slightly higher than in 2015/16 when 29 councils submitted data for all indicators. However, the minimum number of indicators for which councils could submit data in 2015/16 was six out of nine.

Table five below details the response rate per council for each of the indicators that councils were responsible for providing data for. Where a cell is highlighted red, the council was unable to supply data for that indicator for 2016/17.

The request for data for 2016/17 was brought forward by one month and the deadline put back by one week to allow maximum time for councils to complete returns. This was based on feedback from the previous review period which suggested that receiving the data request as early as possible would make it easier for economic development officers to source the data from council colleagues. As in previous review periods, a number of councils could submit their SLAED Indicators Return by the deadline of 7th July 2017. However, the majority of those that could not, stated that sourcing data from colleagues in other parts of the council remains a challenge. Delays in councils submitting data has an inevitable impact on the publication date for the final report.

3.2 Timing

Due to feedback from the SLAED Performance group, the request for data was issued much earlier for 2016/17, in April rather than June. However, this did not have a significant impact on the ability of councils to meet the initial deadline for responses. The SLAED Indicators Report is published to coincide with the Annual SLAED Conference which was brought forward in 2017 to early November (usually late November / early December). This meant that deadlines were shorter and therefore more challenging to meet. This was particularly challenging for the revenue expenditure data (indicator I1) which is aligned to councils' LFR returns and therefore cannot be submitted until September / October each year. However, general feedback suggests that the current timescales for the collection, collation, analysis and reporting of data remain broadly suitable for councils. The Performance Group agreed that these timescales should be continued for 2017/18.

3.3 Quality

Most councils could provide data for all the indicators and there were very few gaps. This demonstrates continued buy-in and commitment from councils to completing annual returns as well as the importance of having this data and building on it year-on-year. The response rate and quality of data is like that of the previous two review periods and this allows a continuous picture of councils' contribution to economic development to be developed.

The SLAED Performance Group continues to work with all the SLAED sub groups and the Executive to regularly review the indicators in the framework and ensure their suitability and comprehensiveness. The group has also engaged with the Scottish Government in 2017 to ensure the SLAED Indicators Framework is suitably addressing the priority of inclusive growth and this will continue into 2018. There remains a gap in the framework for suitable tourism measures and work will continue with the SLAED Tourism Group and VisitScotland to address this for 2017/18.

3.4 Technical Capacity

An additional tab was added to the Data Return Template for 2016/17 to capture City Deal projects. This included the name of the project, the intended economic benefit, any project targets, the value of the project and the expected completion date. However, although most councils are now involved in City Deals, a considerable number of projects at this stage are infrastructure-based; therefore, the economic benefit of projects will not be realised for some time. This meant that only a very small number of councils supplied any data, therefore it has not been included in this report. However, this will be introduced in future reports.

CASE STUDY

Hanlon - One System

BACKGROUND

As all local authorities know, we are being tasked with doing more for less while also demonstrating that we are achieving positive outcomes with a robust evidence source. Within Angus Economic Development we decided to explore and make more of our management information system, Hanlon Software Solutions.

Initially we had purchased and used Hanlon as an employability case management system but realised that the system had much more potential for business, funding and key sectors development and for Hanlon to become a “one stop shop” system for the services provided.

AIMS

Our main aims were to:

- Improve the quality and use of data our service held and collected.
- Make better use of staff time.
- Reduce waste in paper/electronic storage, number of duplicate records/information held.
- Provide a joined –up co-ordinated service to meet the needs of our local economy
- Better identify key sectors, potential areas of growth.
- Seek opportunities to assist other Council services.

DELIVERY

It was important to take the time to get staff ‘buy-in’ as co-operation and seeing a return for their efforts was the only way to ensure a successful delivery. It is fair to say that prior to this process being undertaken the team disciplines within Economic Development

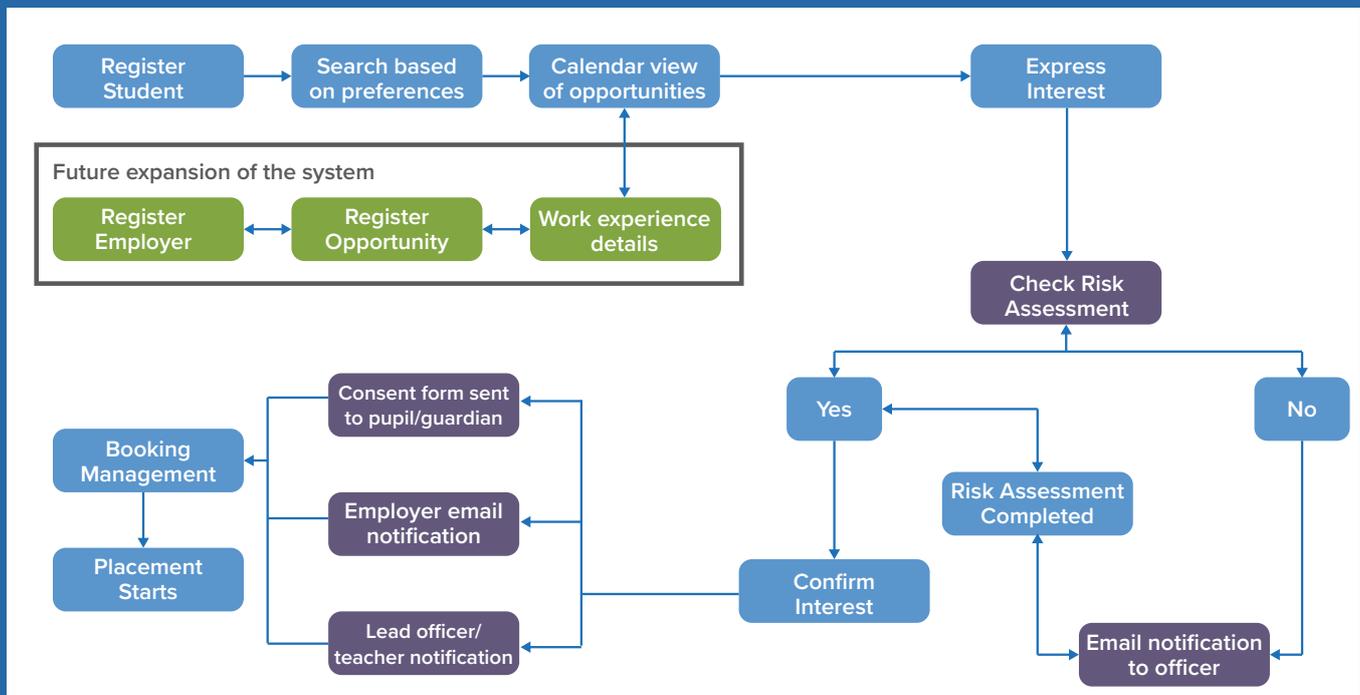
were very much separate teams working under a general heading but with a ‘silo mentality.’

This has improved dramatically since the implementation of our one-stop shop approach. The teams have a much better understanding of the roles of others and how they all interconnect. There is no duplication of effort in meeting with employers/businesses since all records are open, checked and up to date. Our SLAED reports are now done with the press of a button. Our electronic filing has reduced by 30% representing a significant saving and we operate in a paperless environment.

FIT WITH OTHER SERVICES

Our Children and Learning team began delivering their innovative AngusWorks Work Experience programme to S4/5/6 pupils in 2016. Giving pupils work placement opportunities throughout the Council services, matched to their skills and ambitions. They had some experience of Hanlon from using it with the Opportunities for All programme. We realised a Work Experience module would be an ideal method to improve the delivery of the programme for both staff, schools and the pupils applying. We have an Assistant Policy and Information Officer who has developed extensive experience in designing, implementing, training and reporting on Hanlon.

Our Officer met with Children and Learning and identified that there was a need to replace their existing Access Database with a new Work Experience/Risk Assessment system to allow the new 2017 Angus Work programme to operate with more efficiency. This innovation pulls information from external sources, replicates the job application/ interview process to prepare and equip our



young people for the future and protects their safety with a risk assessment alert notification. The current process and future development is demonstrated in this diagram.

Procurement – Development of a community benefit module. The aim of this new module is to monitor the Council Contracts for community impact. We already monitored Community Benefits through Hanlon using a quick fix. Key aspects of this are already showing some stats/figures that would have previously gone under the radar such as local spend. The new community Benefit module will include this along with monitoring new starts, apprentices, completions, provide alerts when contractor monitoring reports are due and provide comprehensive report functions.

FUTURE PLANS

We are already discussing with Dundee and Perth on developing and implementing the community benefit module as a ‘quick win’ and Dundee has also purchased the Work Experience model. With the recent Tay Cities Deal submission, discussions have opened with Perth & Kinross Council (already Hanlon Users) and Dundee City Council (New Hanlon Users) to potentially look at a cross boundary system, Tay Cities Hanlon, which would see

the 3 LAs working and sharing one system allowing clients/business to access additional support/programmes and give each of the LAs cross boundary client/business journey reporting. With 16 other Local Authorities now using Hanlon the possibilities are endless. #ScotlandHanlon is the ideal!

4. Analysis

This section provides a broad analysis for each of the four levels of measurement – ‘input’, ‘activity’, ‘output’ and ‘outcome’. Detailed data for each Council can be found at the end of this report in Appendices 1 and 2.

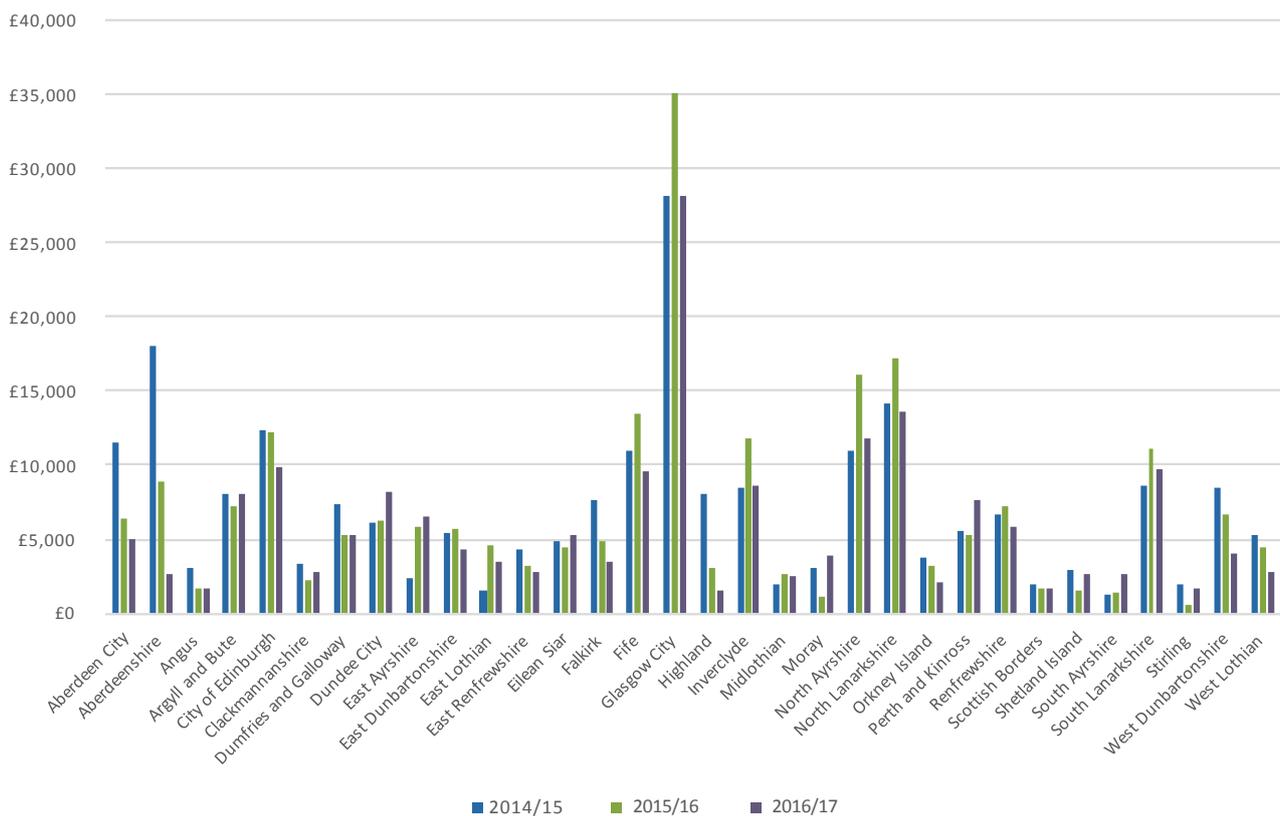
4.1 Input Indicators

The section below provides a summary of the data for two input indicators:

I1 – Economic Development Expenditure – Estimated (2016/17)

This measure provides an estimate of each Council’s expenditure on the delivery of their economic development service, both in terms of capital projects and revenue costs (including staff). In 2016/17, overall estimated expenditure on economic development for all 32 Councils was £255,930,290 which is a 15.3% increase compared to the 2015/16 figure of £221,930,105.

Economic Development Expenditure – Estimated



In 2016/17, the total estimated capital spend in Scotland was £106,464,686 which is an increase of over 73% on the 2015/16 figure of £61,489,672. However, this is reflective of Aberdeen City Council’s significantly higher than average capital expenditure of £66.5m. This was part of a £330m investment over the period 2016-2019 in the new Aberdeen Exhibition and Conference Centre which is managed by the economic development service. Aberdeen City Council’s capital spend has therefore been removed from the graph above as it skews the other figures and makes the graph difficult to interpret.

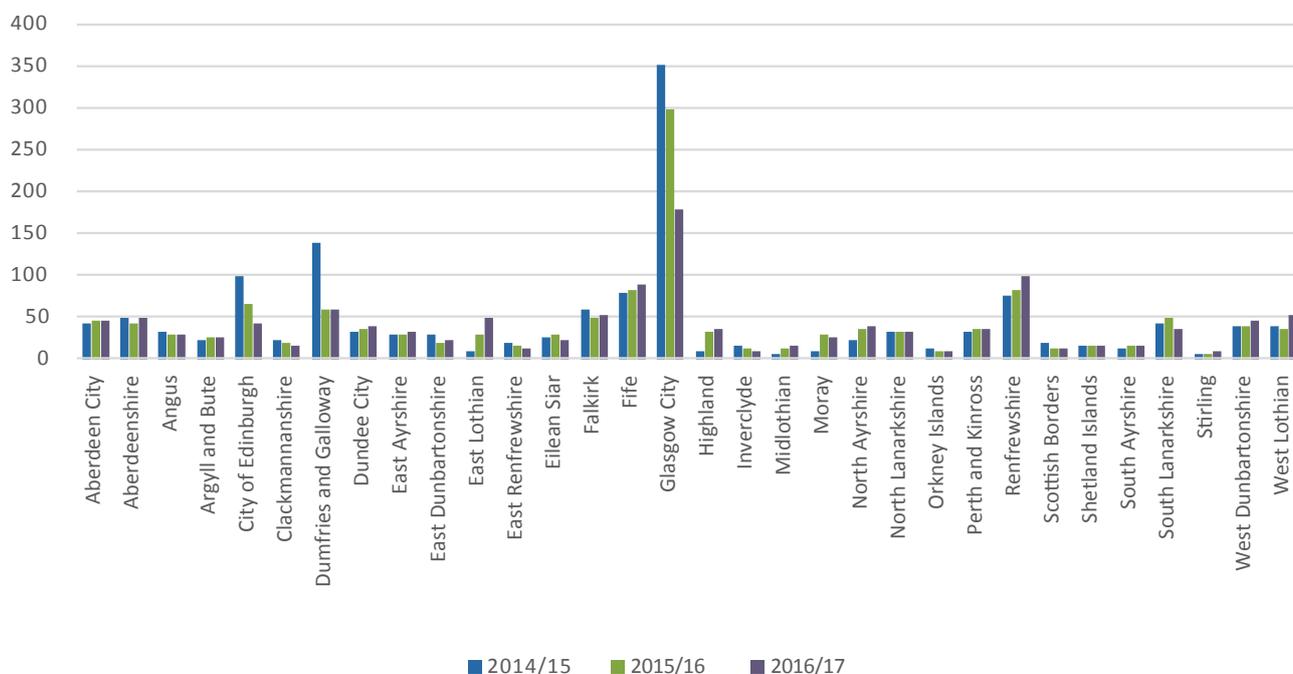
The total estimated revenue spend for Scotland was £149,465,604 which is a decrease of almost 7% on the 2015/16 figure of £160,440,433.

After Aberdeen City Council and as has been the case in previous review periods, Glasgow City Council accounted for the biggest percentage of total overall expenditure in Scotland (11% in 2016/17). As would be expected, in most cases the city councils and larger authorities had higher economic development spend figures than smaller authorities.

I2 – Economic Development Staffing – Estimated (2016/17)

This is a measure of the total number of FTE staff working on the delivery of councils’ economic development services. This includes all staff working across Council departments – for example in some councils employability may not be delivered by staff assigned specifically to the ‘economic development service’. In 2016/17, there were over 1,262 FTE staff working in economic delivery across Scottish councils. This is a decrease of over 6% on the 2015/16 figure of 1,348. There were also an additional 108.3 staff members working on in-house Business Gateway.

Economic Development Staffing - Estimated



As has been the case in previous review periods, Glasgow City Council accounted for a large proportion of the economic development staff in Scottish councils at over 14%. However, this is significantly lower than the 22% of all economic development staff employed by Glasgow City Council in 2015/16.

Table Six below provides a breakdown of staffing types for Scotland overall.

Table Six – Breakdown of Staff

Staff Type	Number	Percentage
Business Support / Sector Development	237.73	18.8%%
Employability / Skills	531.28	42.1%
Town / City Centre Management	39.82	3.2%
Policy and Performance	61.04	4.8%
External Funding	51.67	4.1%
Area Promotion / Marketing	51.79	4.1%
Physical Regeneration	87.33	6.9%
Rural Development	26.81	2.1%
Tourism	35.77	2.8%
Other	132.96	10.5%

In addition to the economic development staff, council also employed 108.3 in-house Business Gateway staff across Scotland in 2016/17

4.2 Activity Indicators

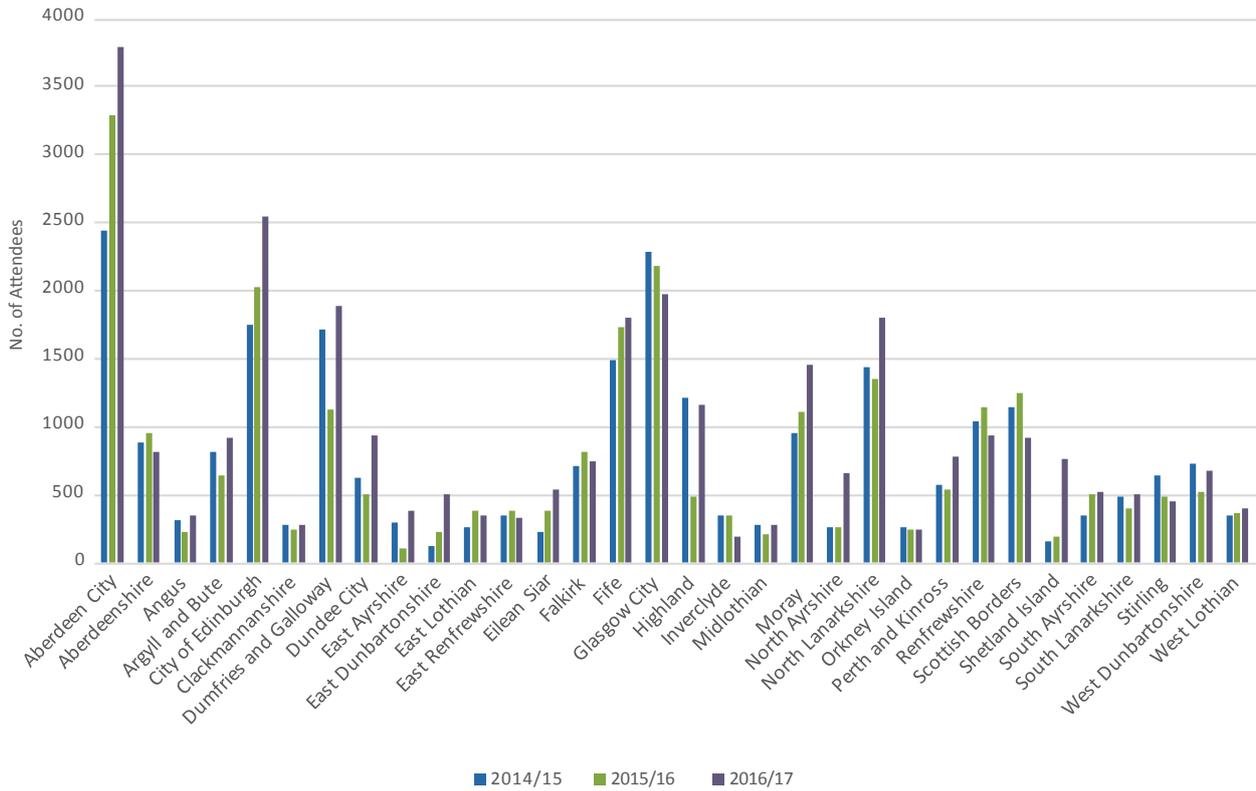
The section below provides a summary of the data for two activity indicators:

A1 – Number of Attendees at Business Gateway Events (2016/17)

This is a measure of activity delivered by the Business Gateway and counts the number of businesses that attended Business Gateway events in 2016/17. An event is defined as a workshop to develop skills and training for start-up, growth and local service customers. The purpose of this indicator is to count the number of businesses that attended an event rather than those that only registered to attend. In 2016/17, there were 3,431 Business Gateway events across Scotland, and these were attended by 29,925 businesses. A breakdown of attendees by council area is provided on the next page.

It is important to note that businesses can attend Business Gateway events in any council area, not just the one that they operate within, and this is reflected in these figures. The number of businesses attending Business Gateway events in 2016/17 is significantly higher than the 24,678 businesses attending events in 2015/16.

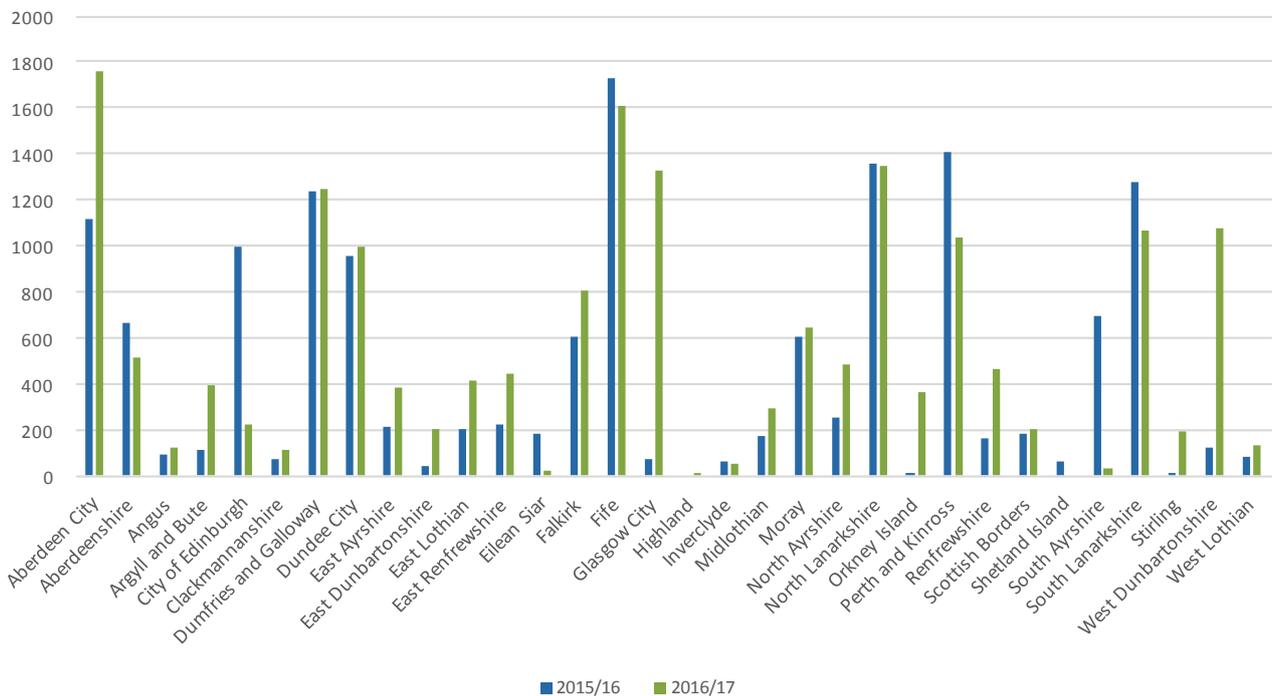
Number of Attendees at Business Gateway Events



A2 – Number of Attendees at Business Events provided by the Council (2016/17)

This indicator separates attendees at council events, or one to many business support, from the more specific and intensive, one to one, support provided to businesses under indicator OP1 - Number of Businesses Supported by Council Economic Development Activity. This indicator was only introduced into the framework in 2015/16, therefore only two years' worth of data is available.

Number of Attendees at Business Events Provided by the Council



Councils ran 266 business events in 2016/17 which were attended by 17,977 businesses. This is an increase of 20% on the number of businesses attending council events in 2015/16. This indicator separates the one to many support provided by councils to businesses from the more specific one to one support recorded under indicator OP1.

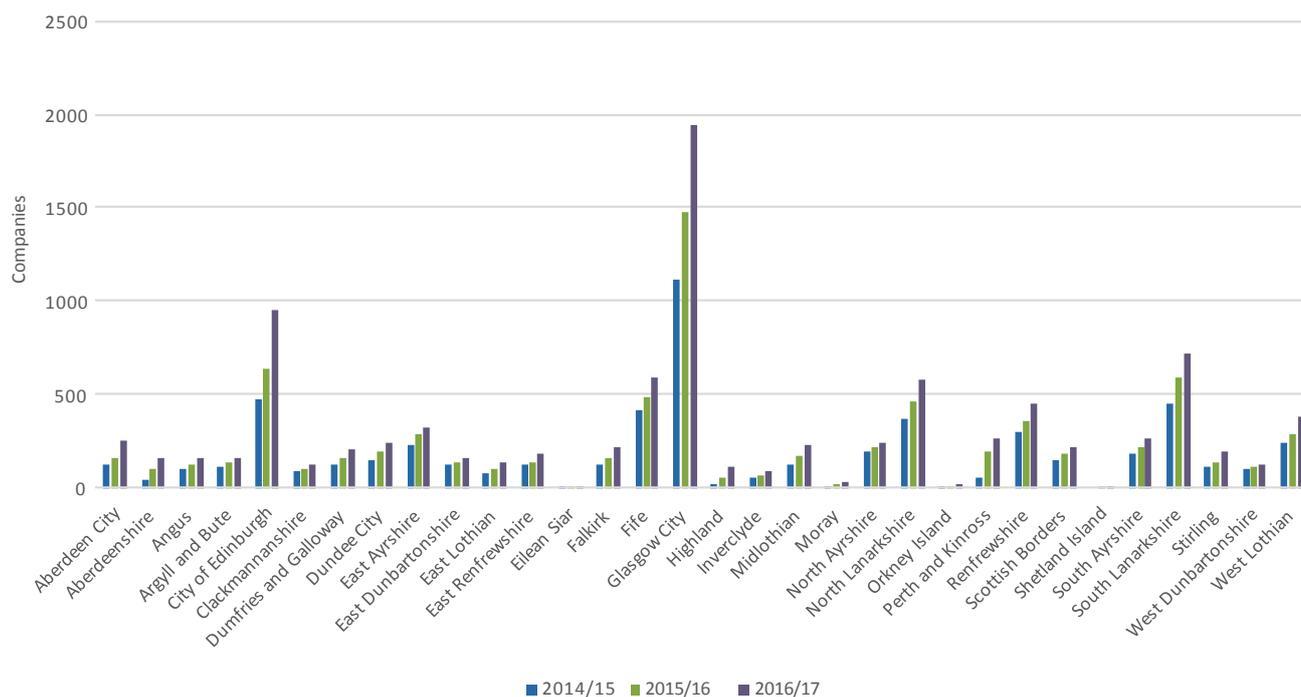
Aberdeen City Council had the highest number of attendees at events in 2016/17 (1,760), and ran the highest number of events (40). This represents an average of 44 businesses attending each event.

A3 – Number of Companies Registered with the Supplier Development Programme (SDP) (2016/17)

This indicator assists in measuring the number of businesses within a local authority area that are aiming to win business, grow or diversify through bidding for public contracts. This indicator therefore counts the number of businesses in each council area that are registered with the SDP.

In 2016/17, 9,749 companies were registered with the SDP across Scotland. This is an over 30% increase on the 2015/16 figure of 7,456 registered businesses.

Number of Companies Registered with SDP



Glasgow City Council accounted for almost 20% of the companies registered with SDP at 1,943. This was followed by City of Edinburgh Council with 954 (9.8%) and South Lanarkshire Council with 722 (7.4%). In comparison, smaller councils such as the islands had far fewer companies registered with SDP. For example, just 8 companies (0.1%) were registered in Shetland Islands Council.

4.3 Output Indicators

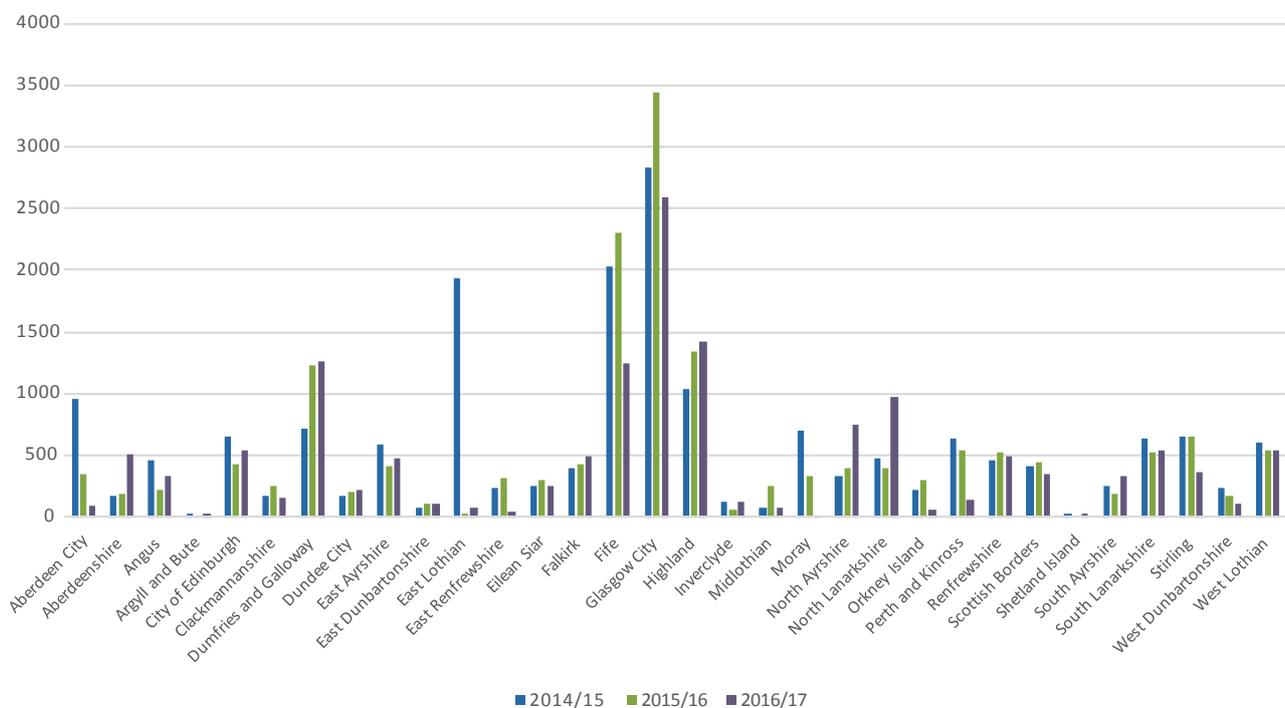
The Section below provides a summary of the data for six output indicators:

OP1 – Number of Businesses Supported by Council Economic Development Activities (2016/17)

This is an indicator of the total number of unique businesses that have been supported by Councils' Economic Development services (excluding Business Gateway) during 2016/17. It also seeks to count the number of support interventions provided to businesses within each council area, and the sectors that the businesses are operating in. This indicator measures business support provided by councils over and above that provided through the Business Gateway.

Councils reported on the number of businesses assisted by their Economic Development service, the number of instances of support provided and the type of support provided. The number of businesses supported is broken down into sectors according to the 'key sectors' used by Scottish Enterprise. These are also aligned to the key sectors in Scotland's Economic Strategy in which Scotland is seen to have a distinct comparative advantage and Scottish Government support interventions are targeted.

Number of Businesses Supported by Council Economic Development Activities



The data provided by all 32 councils indicated that the total number of businesses supported by Economic Development services across Scotland in 2016/17 was 14,695. This is a 13% decrease on the 2015/16 total of 16,893. Glasgow City Council supported the highest number of businesses in 2016/17 at 2,586 (17.6%) which was similar to 2015/16 when Glasgow City Council supported 20% of businesses. Highland Council supported the second highest number of businesses at 1,427 (9.7%), followed by Dumfries and Galloway Council at 1,255 (8.5%) and Fife Council at 1,247 (8.5%). This figure also represents an average of 459 businesses supported per council areas which is a significant decrease on the average of 545 in 2015/16.

Like figures in previous years, councils classified a large proportion of businesses supported as 'non-sector' (32.8%). However, this is a significant decrease on the 2015/16 percentage of 42.9% which could be due to the addition of the 'agriculture' sector and the enhanced definition of 'primary industries' set out in the 2016/17 Guidance Document. The wider range

of sectors added to the framework over the last two years seem to better reflect the areas in which councils are supporting local businesses. Another reason for the large percentage of businesses being recorded as 'non-sector' could be that councils are still not recording the sector in which a business it supports is operating.

Table Seven provides a breakdown of the sectors in which councils supported businesses in 2016/17.

Table Seven – Business Support Sectors

Sector	No. Businesses Supported	% Total Business Support
Aerospace, Defence & Marine	52	0.4%
Agriculture	166	1.1%
Chemical sciences	13	0.1%
Creative Industries (Inc Digital)	1,068	7.3%
Construction	844	5.7%
Enabling Technologies/ICT	297	2.0%
Energy – Low Carbon/Renewables	108	0.7%
Energy – Oil & Gas	121	0.8%
Food & Drink	1,287	8.8%
Further & Higher Education	164	1.1%
Forest Industries	60	0.4%
Financial Services	338	2.3%
Life Sciences	74	0.5%
Local Services	1,127	7.7%
Manufacturing	494	3.4%
Non-Sector	4,818	32.8%
Primary Industries	234	1.6%
Tourism	1,538	10.5%
Textiles	122	0.8%
Retail/Wholesale	1,016	6.9%

The main types of support provided to businesses vary significantly between council areas, reflecting the different priorities and economic characteristics of areas. However, Table Eight below shows the aggregated numbers for each type of support intervention, and the percentage of total support at the national level (based on 30 councils that could provide this breakdown).

Table Eight – Types of Business Support

Type of Support	No. of Instances	% Total Support
Grant	1,946	9.8%
Loan	73	0.4%
Referral to Another Agency (e.g. SDS)	1,170	5.9%
Skills Advice	1,254	6.3%
Land & Property	1,250	6.3%
Export Assistance	375	1.9%
Tourism Support	982	5.0%
Recruitment & Skills	4,876	24.6%
Support to Social Enterprises	326	1.6%
Other	8,061	40.7%

This demonstrates that almost a quarter of the businesses supported by councils in 2016/17 received recruitment and skills support, and a large number also received grants. Councils reported a wide range of ‘other’ types of support which further demonstrates the diversity of support interventions provided by councils to local businesses, and the challenges in capturing this diversity within the framework.

OP2 - Number of Business Gateway Support Interventions (2016/17)

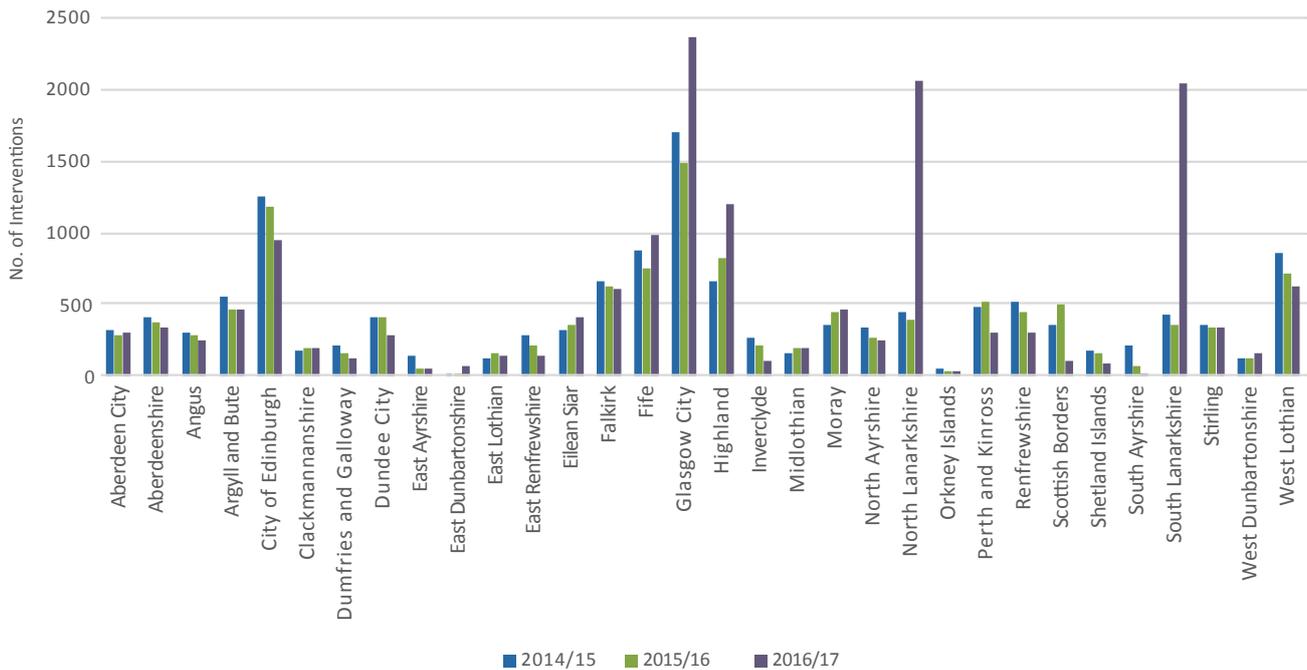
This is an indicator of support delivered by the Business Gateway’s core service, and in 2016/17 Scottish businesses received 15,909 support interventions and this is an increase of over 26% on the 2015/16 figure of 12,610. The numbers of businesses supported are counted as benefitting from:

- High value start-up services
- Potential high value start-up
- Growth advisory
- Growth pipeline
- Local advisory services
- Local expert help

Account management referral volumes are excluded as this is the exit destination from the growth pipeline. A breakdown of the number of support interventions by council area is provided below.

As has consistently been the case, Glasgow City Council accounted for a significant number of the support interventions (14.8%) received by businesses. This was followed closely by North Lanarkshire at 12.9% and South Lanarkshire at 12.8%. In contrast, South Ayrshire Council accounted for the smallest number of interventions at just 0.1%, followed by Orkney Islands Council at 0.2%, reflecting the smaller business base in those areas.

Number of Business Gateway Support Interventions

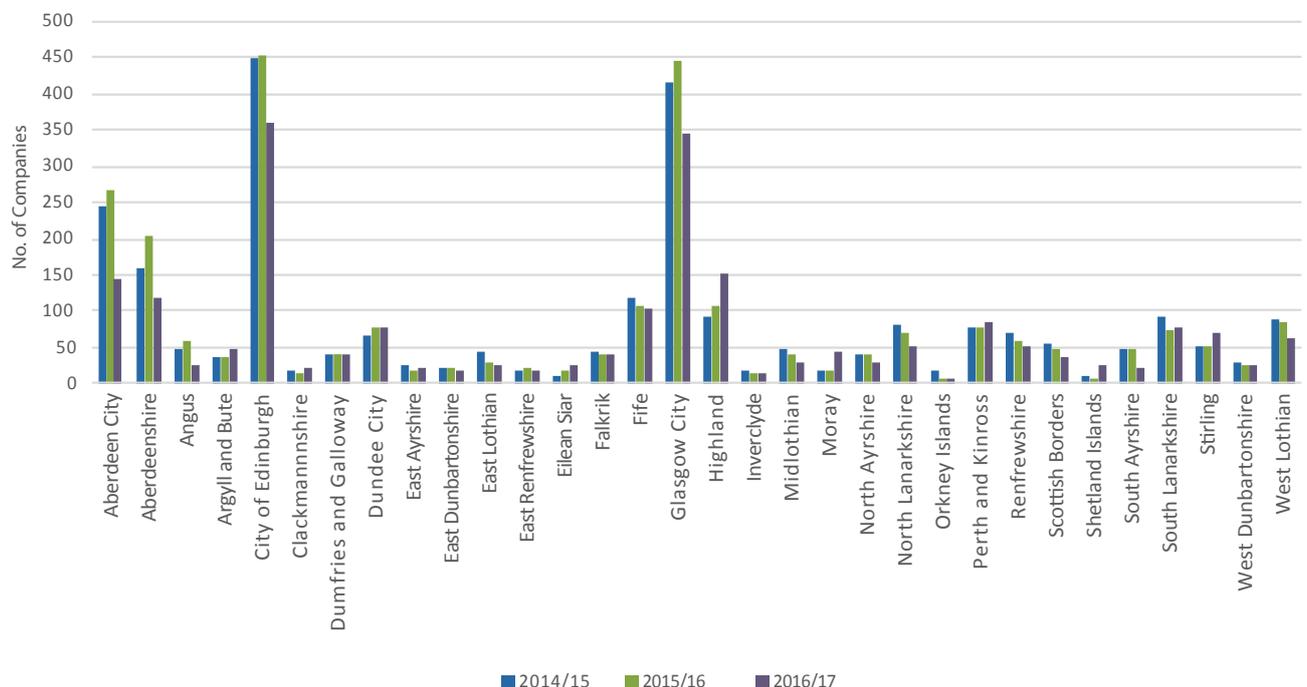


OP3 - Number of Companies Assisted by Scottish Development International (2016/17)

This is a proxy measure for export and is used to provide context for council areas, rather than reflecting direct council activity.

This is a measure of support delivered by Scottish Development International (SDI) within each council area. The data for this indicator was sourced directly from Scottish Enterprise and Highlands and Islands Enterprise’s Local Activity Reports for 2016/17. These annual reports demonstrate SE/HIE activity within individual council areas. In 2016/17, **2,344** companies were assisted to export across Scotland and a breakdown by council area is provided below:

Number of Companies Assisted by SDI



Of the companies assisted in 2016/17, 15.3% were in Edinburgh City Council and 14.8% were in Glasgow City Council, with 359 and 346 businesses supported respectively. Like previous years, much of the export support remains focussed in larger cities in the central belt of Scotland. This may be reflective of larger business bases in these areas.

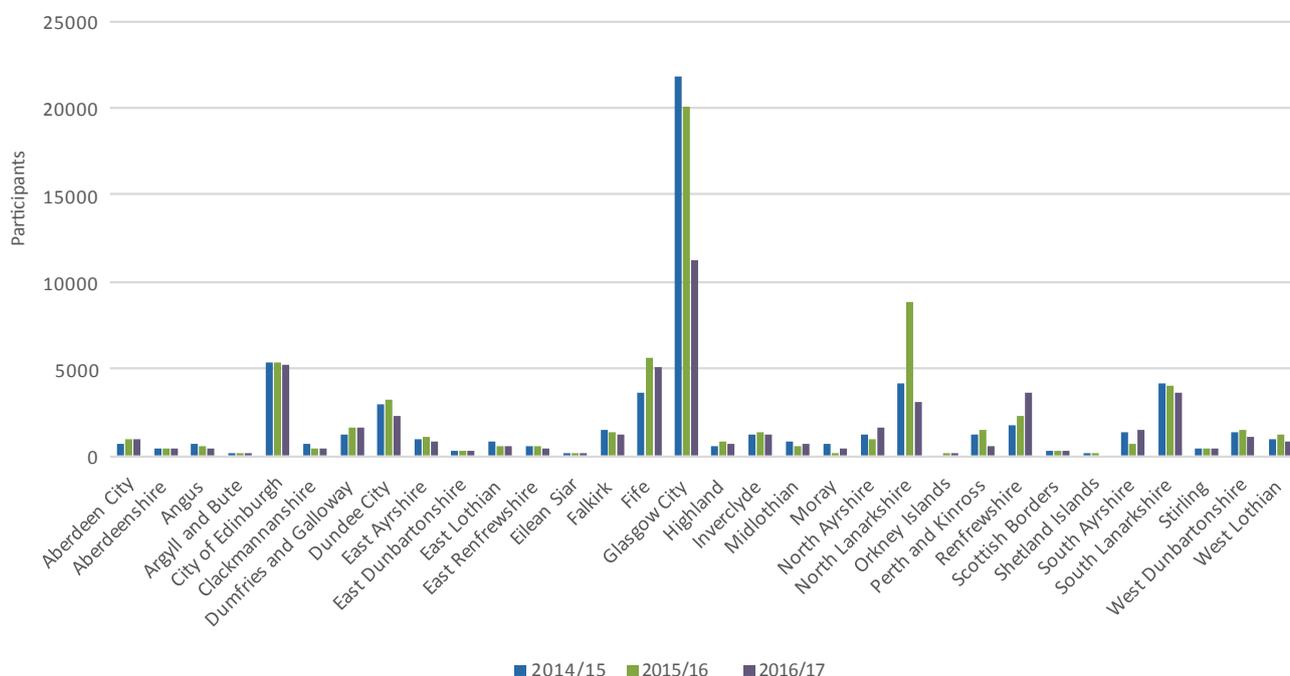
The number of companies assisted by SDI in 2016/17 was almost 11% lower than in 2015/16 when 2,630 businesses were supported.

OP4 - Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities (2016/17)

This is a measure of the total number of unique individuals that participated in employability activities that were funded and/or operated by councils in 2016/17. The purpose of this indicator is to assist in understanding the response to unemployment in each council area. Employability activities delivered by councils usually seek to address economic inactivity in their areas. Councils might make a financial contribution to the delivery of employability programmes through mainstream providers such as Skills Development Scotland (SDS). Alternatively, councils might deliver these programmes directly, and this indicator is designed to measure both types of activity.

The total number of participants in council funded and/or operated employability activities across Scotland in 2016/17 was **50,743** based on data from 31 councils. This is a significant decrease of almost 24% on the 2015/16 figure of 66,727.

Number of Unemployed People that Participated in Council Funded or Operated Employability Activities

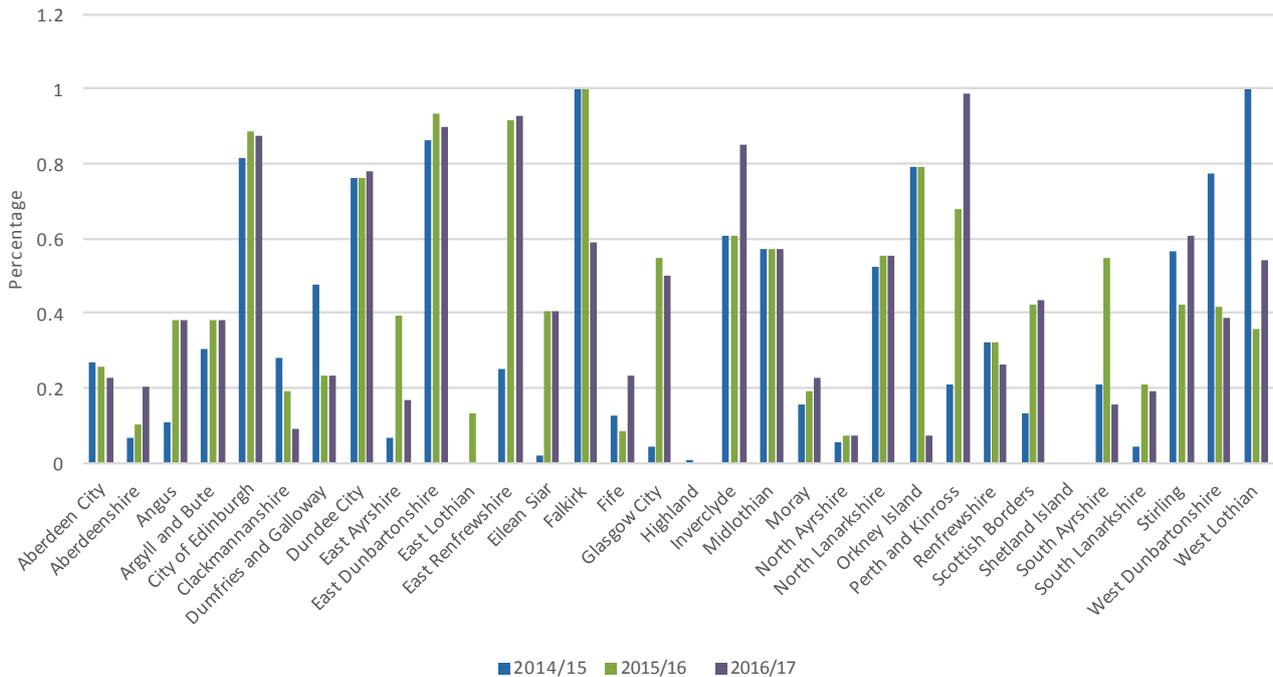


At over 22% of the Scottish total, Glasgow City Council had the highest number of employability participants in 2016/17 (11,290). The second highest number of participants (5,295) was in City of Edinburgh Council which accounted for over 10% of participants. Based on the 31 returns for this indicator, 58% of participants across Scotland were male and 42% were female. In addition, 45% were aged 16-24, and the remaining 55% were aged 25-64.

OP5 – Availability of Employment Land (2016/17)

The purpose of this measure is to contribute to the assessment of how ‘investor ready’ and competitive a council area is in terms of providing the necessary infrastructure for new and growing businesses, including inward investment. Employment land includes any land that is immediately available for business use, which means it is fully serviced and marketed as opposed to simply designated for employment/industrial use in the Local Development Plan. The land is therefore immediately available for business expansion or relocation purposes.

Percentage Immediately Available Employment Land



Based on the 30 councils that provided data for this indicator, **6,268** hectares of land were designated for employment/industrial use in Scotland in 2016/17, which was a decrease of over 32% on 2015/16 when there were 9,273 hectares of employment land across Scotland.

Of the available land in 2016/17, **38.4%** was deemed to be immediately available for business use across Scotland which is a considerable increase from 2015/16 when just 27.2% was available.

Falkirk Council had the highest percentage of immediately available land at 100% which has consistently been the case over the last three years. This was followed by Perth & Kinross Council at 98.4%, East Renfrewshire Council at 92.8% and East Dunbartonshire Council at 89.9%. In contrast, East Lothian Council had no immediately available employment land, North Ayrshire Council had 7.2% and Orkney Islands Council had 7.3%.

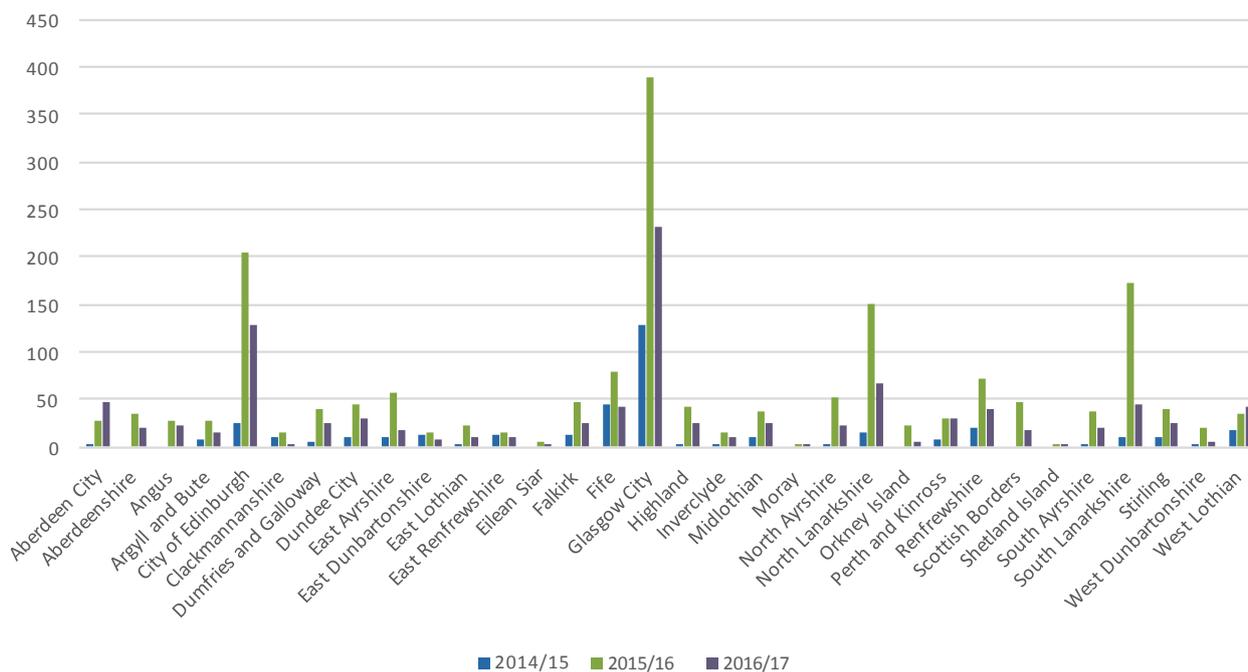
This represents a 100% variation between figures submitted by councils which could be a result of different economic conditions in different council areas. It could also mean that, despite the definition set out in the Guidance Document, councils use slightly different methods of classifying immediately available employment land.

OP6 - Number of Companies Participating in the Supplier Development Programme (SDP) (2016/17)

The data used in this measure comes directly from the SDP and counts the number of businesses that are 'active' following registration with the programme.

In 2016/17 there were **1,033** companies across Scotland actively participating in the SDP by attending events, which is lower than in 2015/16 when 1,825 companies participated. This means that in 2016/17, almost 11% of the total number of companies registered with the programme were actively participating. The drop in the number of businesses participating may be because a specific programme of engagement was carried out in 2015/16.

Number of Companies Participating in the SDP



Of the total number of companies attending these core SDP training events, 22.5% (232 companies) were from Glasgow City Council, followed by 12.3% (127 companies) from City of Edinburgh Council, and 6.5% (67 companies) from North Lanarkshire Council. This reflects the fact that these are large central belt councils with large business bases where more events are being held and are therefore more accessible to local companies.

4.4 Outcome Indicators

The Section below provides a summary of the data for 14 outcome indicators:

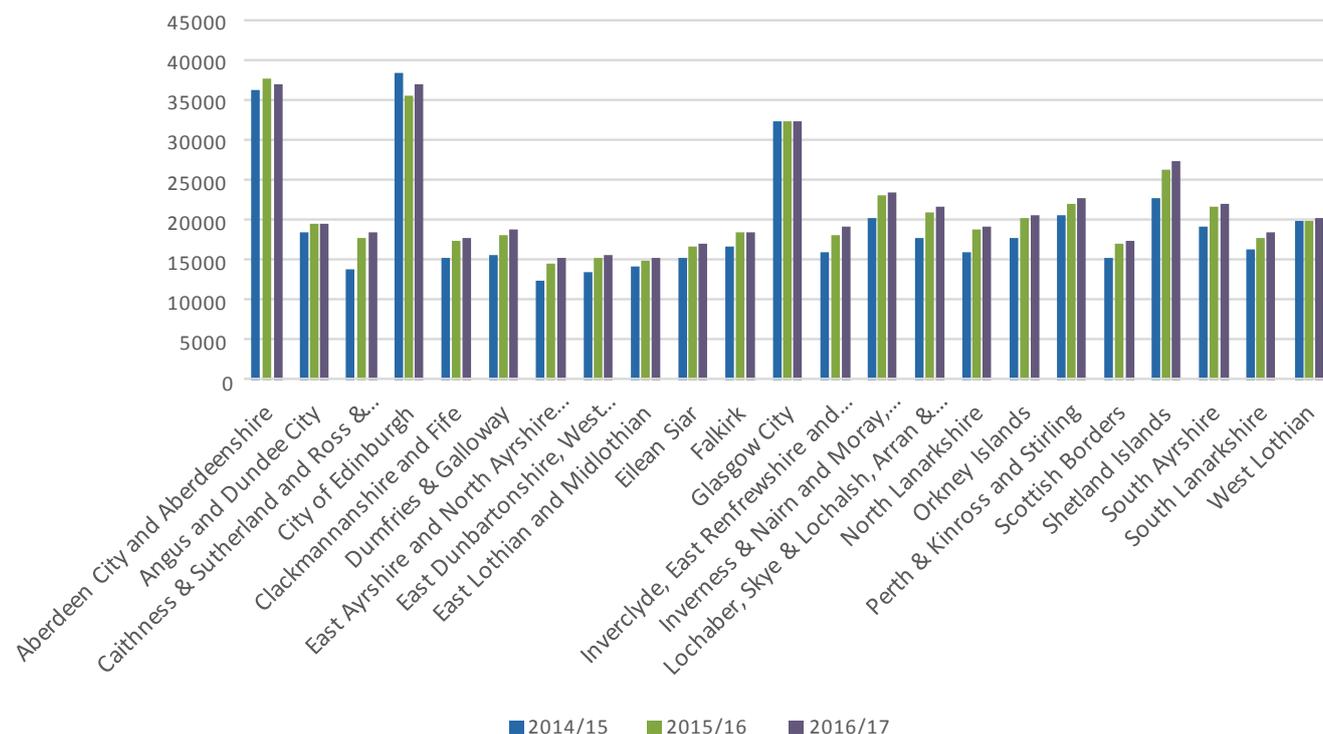
OC1 – Gross Value Added per Head (2015)

This indicator is used to assess the relative economic health and wealth of areas and the most recent year for which this data is available is 2015.

GVA assesses the relative value or productivity of businesses, sectors and economies. GVA tends to be higher in areas where there is a more diverse business base and where businesses undertake higher margin activity, and is lower in areas where there is a higher reliance on rural industries. Sectors that are highly capital intensive, such as oil and gas, will tend to have higher GVA per capita.

In 2015 the average GVA per capita in Scotland was **£23,685**. This is very similar to the average for 2014 which was £23,267. There is a considerable time lag between when GVA data is collected and when it is published, therefore the 2015 data included in this report is the latest available. This data is not published at local authority level, therefore the lowest level for which it is available is NUTS3. This consists of local authority areas or groups of areas and there are 23 of these within Scotland. The GVA per capita for each NUTS3 region is demonstrated in the chart below:

Gross Value Added per Head



OC2 – Gross Weekly Earnings (2016)

This indicator measures the median gross weekly earnings of full time employees within council areas. There are two definitions. Firstly, residence based (those living in a council area, regardless of the council area in which they work); and, secondly, workplace based (those that work in a council area, regardless of the council area in which they live). These indicators can be used to assess the relative prosperity of a council area, as well as the extent to which people living in one council area are reliant on jobs in other areas. It also assists in the assessment of the value of local economies and the demand for skills by the local business base. Breaking this data down into council area assists in the understanding of sub regions and travel to work areas that do not always coincide with political or administrative boundaries.

In 2016, the average residence based gross weekly earnings for full time employees in Scotland were **£536.60** per week, which is higher than the 2015 figure of £527.00. The average workplace based earnings were **£535** per week, which is again higher than the 2015 figure of £527.

CASE STUDY

Borders Railway



In September 2015, The Borders Railway was officially opened by HM the Queen, making it the longest new domestic passenger railway in the UK for over 100 years, with the potential to support the delivery of 57,000 new jobs forecast for Edinburgh City Region by 2030.

A 35 mile long passenger railway line, with seven new rail stations and a regular half-hourly train service was delivered, connecting communities in the Scottish Borders and Midlothian to Edinburgh and to the national network. This was the first time the regions had been connected in 45 years, releasing unprecedented opportunities for economic and social development and greater collaboration between the Economic Development teams of each local authority.

This work has been led by the Borders Railway Blueprint group, which includes Scottish Enterprise, Transport Scotland, VisitScotland, Scottish Government, Scottish Borders Council, Midlothian Council, the

City of Edinburgh Council and the ScotRail Alliance. Its vision is for the railway to act as a catalyst for transformational, long-term improvements along the line and throughout the wider region.

KEY ACTIVITIES

The very existence of the Blueprint group has in itself been a benefit, improving communication between the various partners around a common goal. However, the critical difference is that it has allowed the group to create an integrated work programme focussed on three main themes: working and investing; living and learning; and visiting. These have been supported by a £10 million investment fund from the Scottish Government and the support of the Transport Minister.

INITIAL SUCCESS

In the first year of opening more than 1,000,000 passengers travelled on the railway

for work, learning or pleasure, with several stops vastly exceeding projected usage and overall patronage in line with projections.

While this is an important indicator, the real ambition is to achieve significant economic and social development. This inevitably takes time, although there are strong early indicators of progress.

The line's popularity has helped increase attendance at visitor attractions along the route, enticed local businesses to set-up or expand. New data published in January 2017 revealed that tourism in the Borders and Midlothian has received a major boost since the introduction of the Borders Railway, with a significant improvement in key tourism performance figures in the first half of 2016, compared to the first half of 2015 when the railway was not yet open:

- Visitor days in hotels and B&Bs has risen by 27% in the Scottish Borders
- A 20% rise in visitor spend on food and drink in the Scottish Borders
- Overall visitor spend up by 6.8% in Midlothian
- The number of days visitors spent in Midlothian increased by 7.2%
- Eight per cent increase in employment related to Scottish Borders tourism

Improving access to skills and learning to develop the workforce that local communities and the wider Scottish economy need is an ongoing key objective for the group. With stations in Galashiels and Tweedbank, Borders College recently recorded an increase in applications to the college of 74% per cent in the 2016/17 period compared to the previous year from people living in Midlothian and East Lothian.

SUSTAINED POSITIVE IMPACT

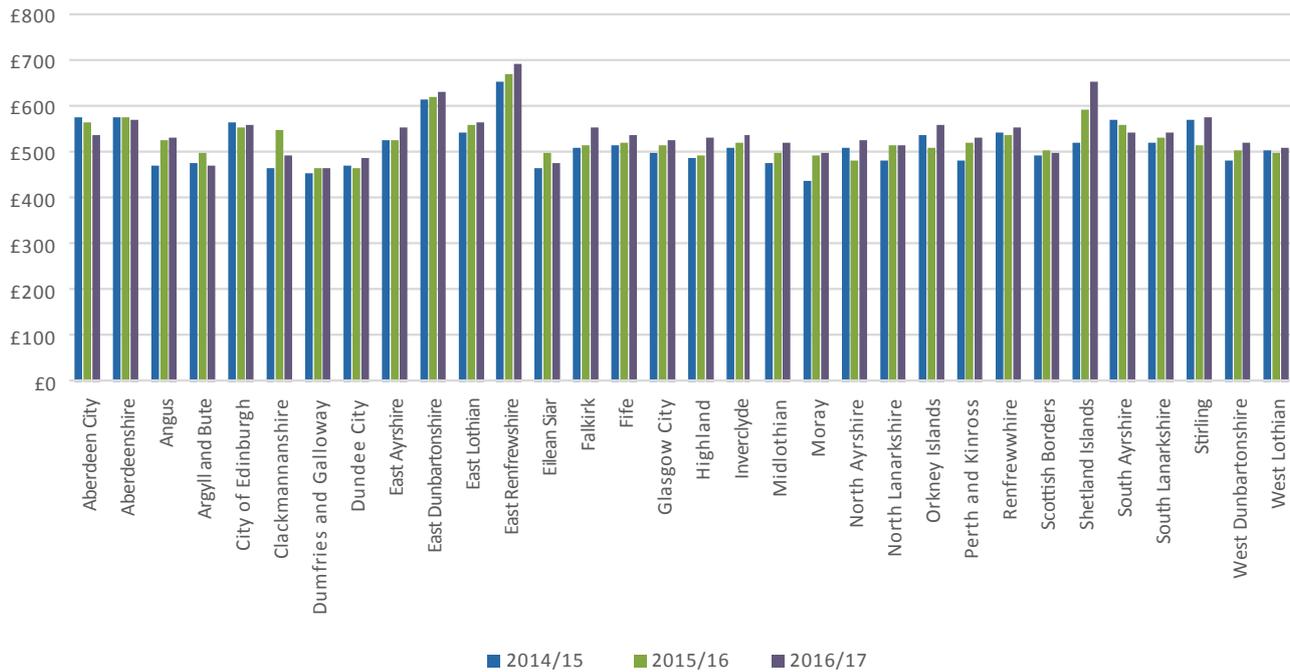
A new report published in June 2017 found that the Borders Railway is attracting new workers, homeowners and tourists to communities served by the line.

The [independent study](#) highlighted that the service has been a major factor in decisions to relocate to the area, with 50% of users who had moved house and over 80% of those who changed jobs stated that the railway had been a factor in their decision. There was also a tourism benefit, with 23% of visitors stating that they would not have made the trip without the line. Key findings included:

- 39% of respondents of the user survey were traveling on a tourist day trip or overnight stay. 34% of these were traveling to the Scottish Borders or Midlothian.
- More than 65% of tourist users stated that the rail line was a factor in their decision to make their trip and 23% stated that they would not have made the trip were it not for the line.
- There is evidence that the Borders Railway has affected peoples' residential choices and choice of workplace, as more than 50% of users who had moved house and over 80% of those who moved employment since the reopening of the line stated that the railway had been a factor in their decision.
- More than 90% of respondents agreed that the railway promoted access between the Scottish Borders / Midlothian and Edinburgh.
- More than 90% agreed that it improved access for those without a car and 85% agreed it encouraged a shift from the car to public transport.
- 79% agreed that it improved access to Edinburgh's job market.

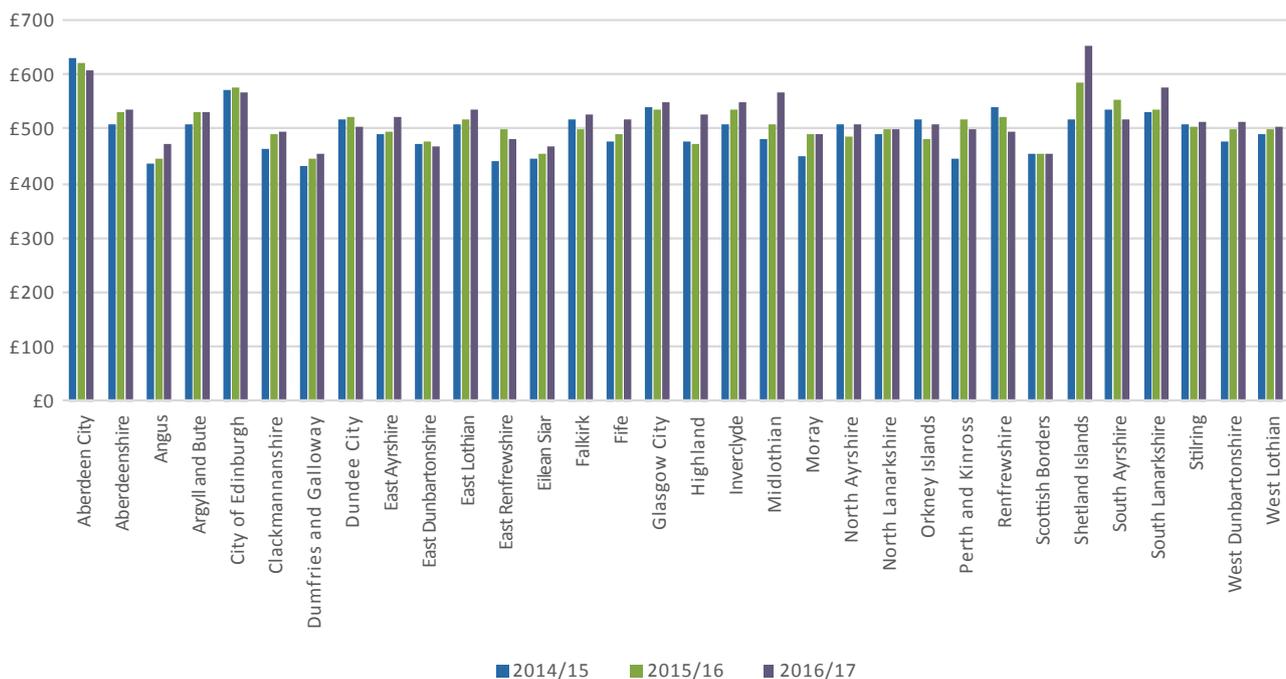
A new campaign – [Borders Railway: More Connected](#) – is underway to promote the benefits of working and investing in the area.

Gross Weekly Earnings - Residence Based



Residence based earnings in East Renfrewshire Council were significantly higher than the Scottish average at £688.30 per week. This was followed by Shetland Islands Council at £649.60 and East Dunbartonshire Council at £631.30. In comparison, employees residing in Dumfries & Galloway Council had the lowest average weekly earnings at £461.80, closely followed by Argyll & Bute Council at £471.80 and Comhairle nan Eilean Siar at £476.10 per week.

Gross Weekly Earnings - Workplace Based

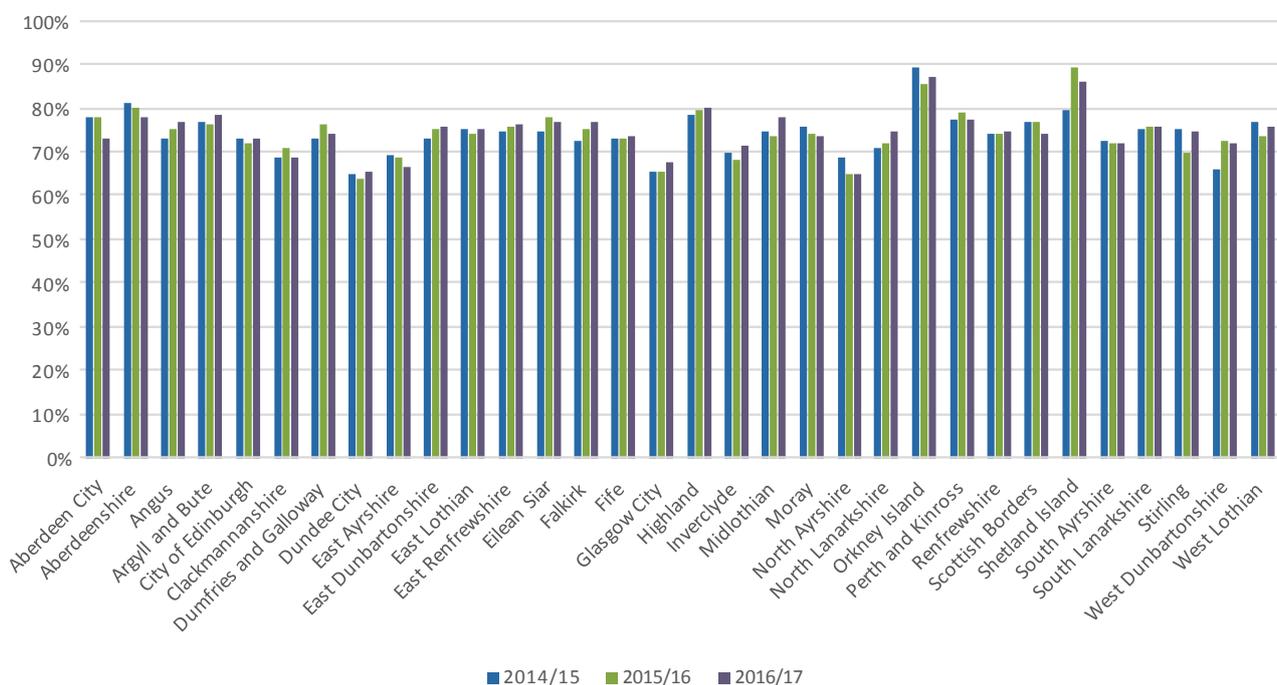


Shetland Islands Council had the highest workplace based earnings in 2016 at £650.80, which is significantly higher than the Scottish average. This was followed by Aberdeen City Council at £606 and South Lanarkshire Council at £574.80. In comparison, Scottish Borders Council had the lowest workplace based earnings at £453.40, followed by Dumfries & Galloway Council at £444.60, Comhairle nan Eilean Siar Council at £466.50 and East Dunbartonshire Council at £466.60.

OC3 – Employment Rate (2016/17)

This is a measure of economic activity within council areas. The employment rate is the number of people aged 16-64 that were in employment expressed as a percentage of the total 16-64 population in 2016/17. The overall employment rate for Scotland in 2016/17 was **73.4%** which is higher than the 2015/16 rate of 72.9%.

Employment Rate



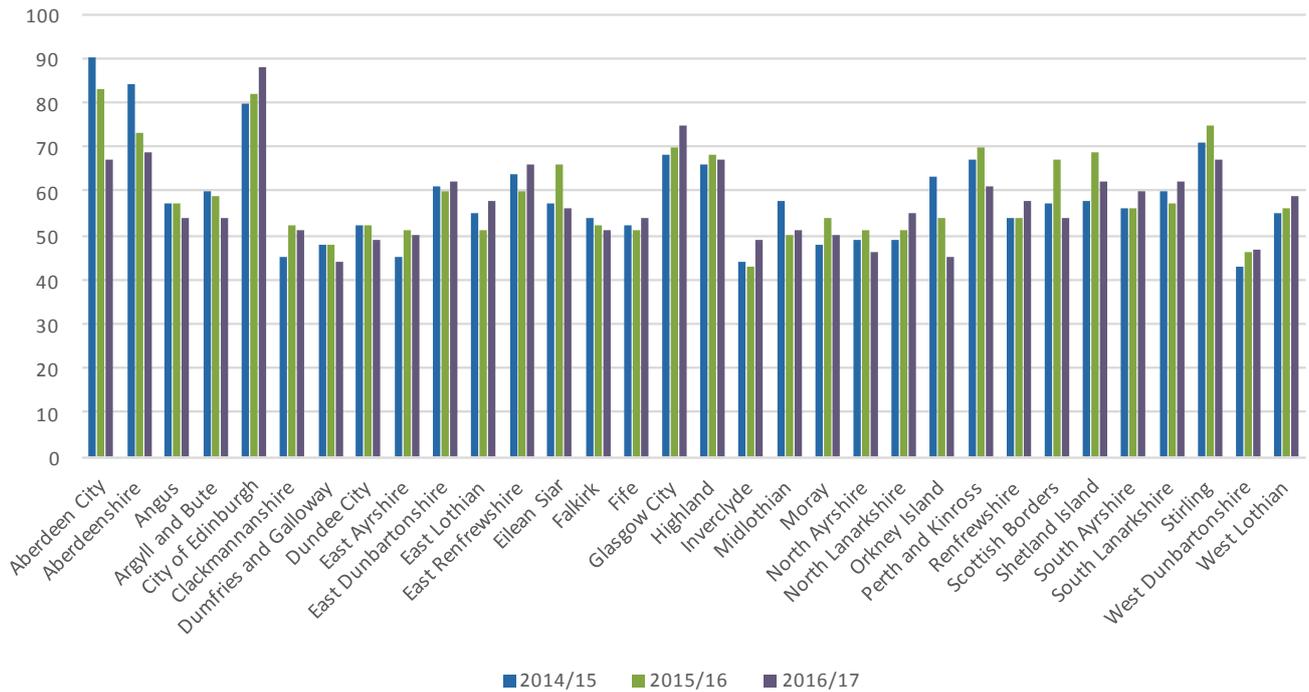
Orkney Islands Council had the highest employment rate in 2016/17 at 87%. This was followed by Shetland Islands Council with an 85.7% employment rate and Highland Council at 79.8%. North Ayrshire Council had the lowest employment rate at 64.7%, followed by Dundee City Council at 65.4% and East Ayrshire Council at 66.6%.

OC4 – New Business Starts (2015)

This measure is used to assist in assessing the level of entrepreneurship within council areas by counting the number of business births (VAT/PAYE registrations) per 10,000 16-64 years population. The average number of new business births per 10,000 16-64 years population across Scotland in 2015 was **62**. This is the same as the 2014 figure.

In 2015, City of Edinburgh Council’s start-up rate was significantly higher than the Scottish average at 88 per 10,000 16-64 population. This was followed by Glasgow City Council at 75 and Aberdeenshire Council at 69. The rate for Aberdeen City Council was the same as Stirling and Highland Councils at 67, which is significantly lower than the rate for 2014 which was 83. Dumfries and Galloway Council had the lowest start up rate at 44 per 10,000 16-64 population, followed by Orkney Islands Council at 45 and North Ayrshire Council at 46.

New Business Starts

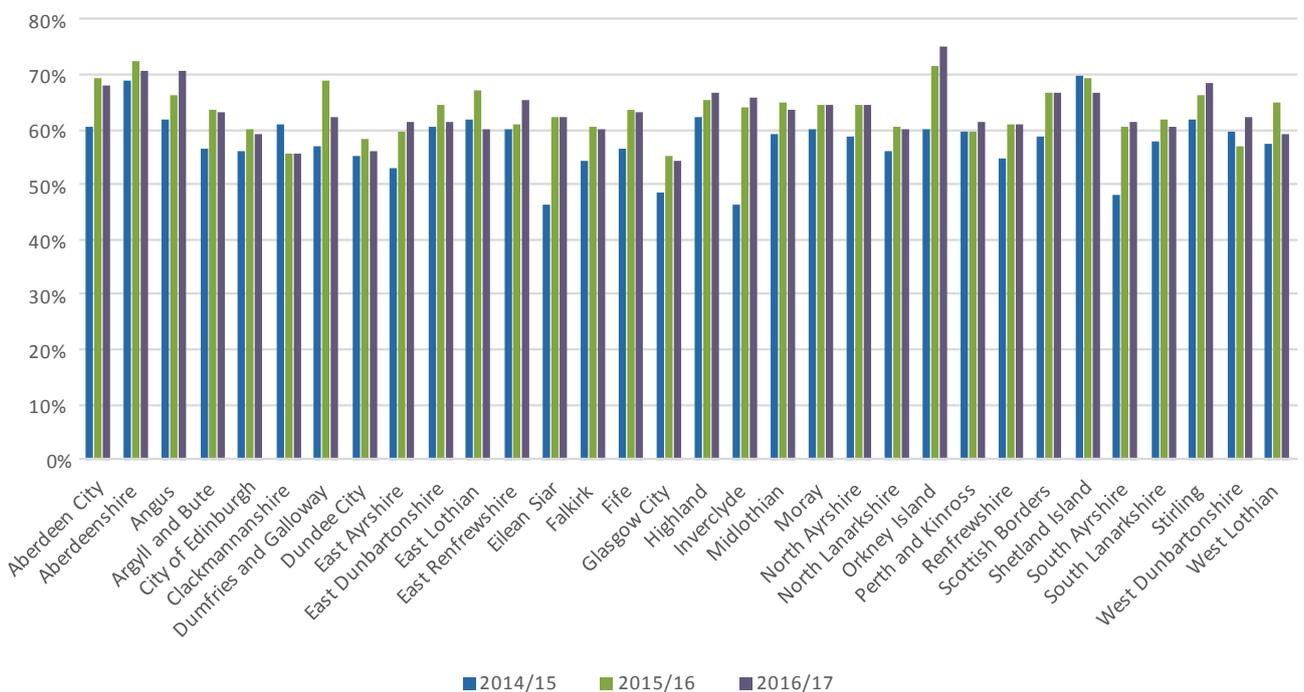


This indicator does not account for inward commuting, as a start-up is only counted under the council area in which it is registered. There is also a considerable time lag in the availability of this data which is sourced from the [ONS Business Demography](#); therefore 2015 is currently the most recent year for which data is available.

OC5 – Business Survival Rate (2012-2015)

This indicator measures the sustainability of business start-ups in an area in terms of their three-year survival rate. The most recent data available for this indicator is for start-ups in 2012 that have survived to 2015 and this is sourced from the ONS Business Demography data. This has an impact on the relevance of this data and the ability to carry out in-depth analysis.

Business Survival Rate



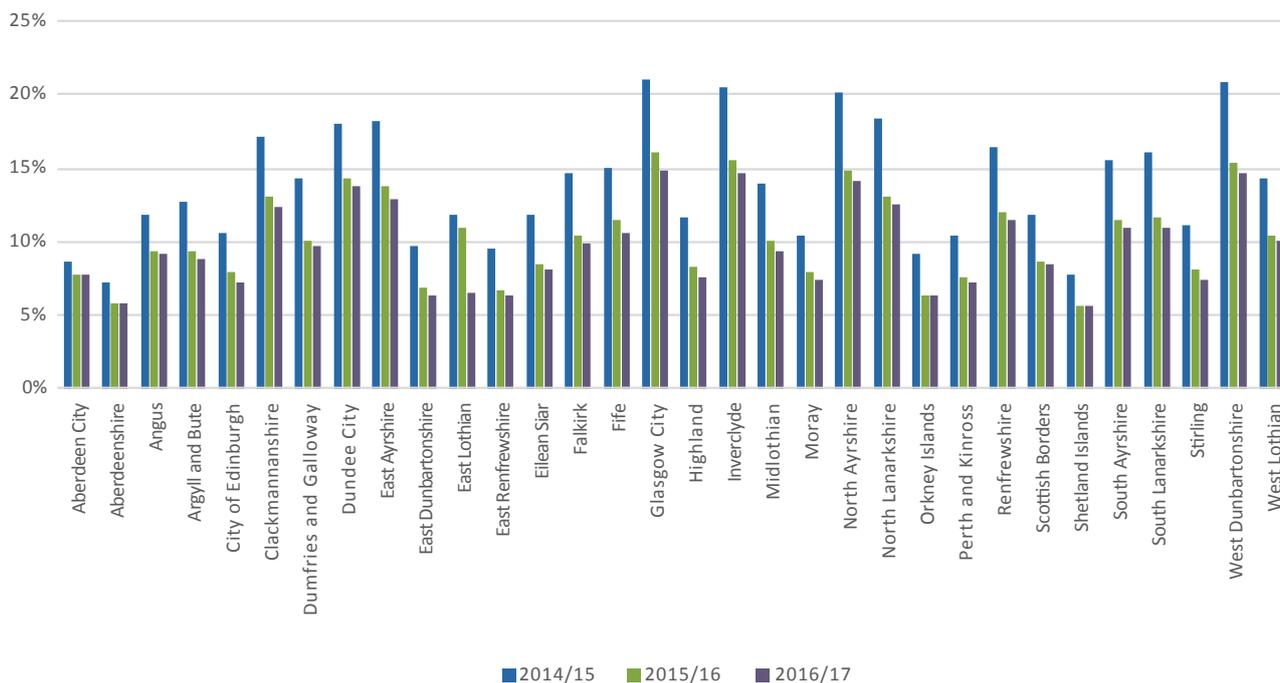
The average three-year survival rate of businesses in Scotland from 2012-2015 was **62%**, which is similar to the 2011-2014 figure of 62.8%. The survival rate in Orkney Islands Council was considerably higher than average at 75%, followed by Angus Council at 70.6%, Aberdeenshire Council at 70.5% and Stirling Council at 68.7%. As was the case in 2011-2014, Glasgow City Council had the lowest business survival rate. This was followed by Clackmannanshire Council at 55.6% and Dundee City Council at 56.3%.

OC6 – Claimants in Receipt of Out of Work Benefits (2017)

This indicator is used to measure the percentage of people aged 16-64 that were claiming one or more of the key DWP benefits in 2017. The key DWP benefits include bereavement benefit, carer’s allowance, personal independence payment, incapacity benefit, severe disablement allowance, income support, jobseeker’s allowance and widow’s benefit. This is used as a proxy measure for poverty and low income. In 2017, **10.2%** of the Scottish population aged 16-64 was claiming one or more of the key DWP benefits, which is a slight decrease on the 2016 figure of 10.8%.

In previous years, this indicator also included a separate ‘claimant count’ for individuals claiming Jobseekers’ Allowance. However, with the ongoing introduction of Universal Credit there is not currently a single, consistent source of this data therefore the Performance Group agreed to remove this element until all council areas can be counted under the same system.

Claimants in Receipt of Key DWP Benefits (2017)

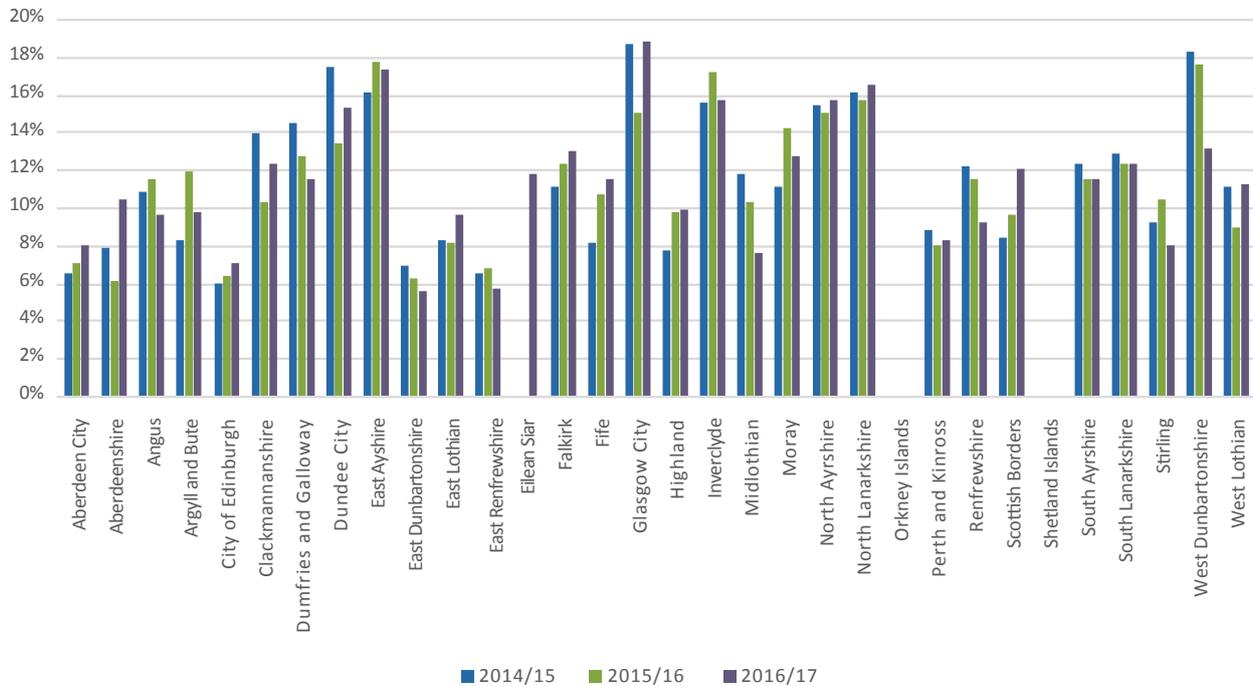


As has been the case in previous review periods, Glasgow City Council had the highest percentage of people aged 16-64 claiming one or more of the key DWP benefits at 14.9%. However, this was a significant reduction on its 2015/16 figure of 16.1%. This was followed by Inverclyde Council at 14.7%, West Dunbartonshire Council at 14.6% and North Ayrshire Council at 14.2%. In comparison, Shetland Islands Council had the lowest percentage of key benefit claimants at 5.6%, followed by Aberdeenshire Council at 5.8%, and Orkney Islands and East Renfrewshire Councils at 6.3%.

OC7 – Working Age Population with Low/No Qualifications (2016)

This measure shows the percentage of the population aged 16-64 that had either no formal qualifications or qualifications at SCQF (Scottish Credit and Qualifications Framework) level 4 or lower in 2016. In 2016 11.9% of the population of Scotland aged 16-64 was classified as having low or no qualifications, an increase of 0.7% on the 2015 figure.

Population Aged 16-64 with Low/No Qualifications



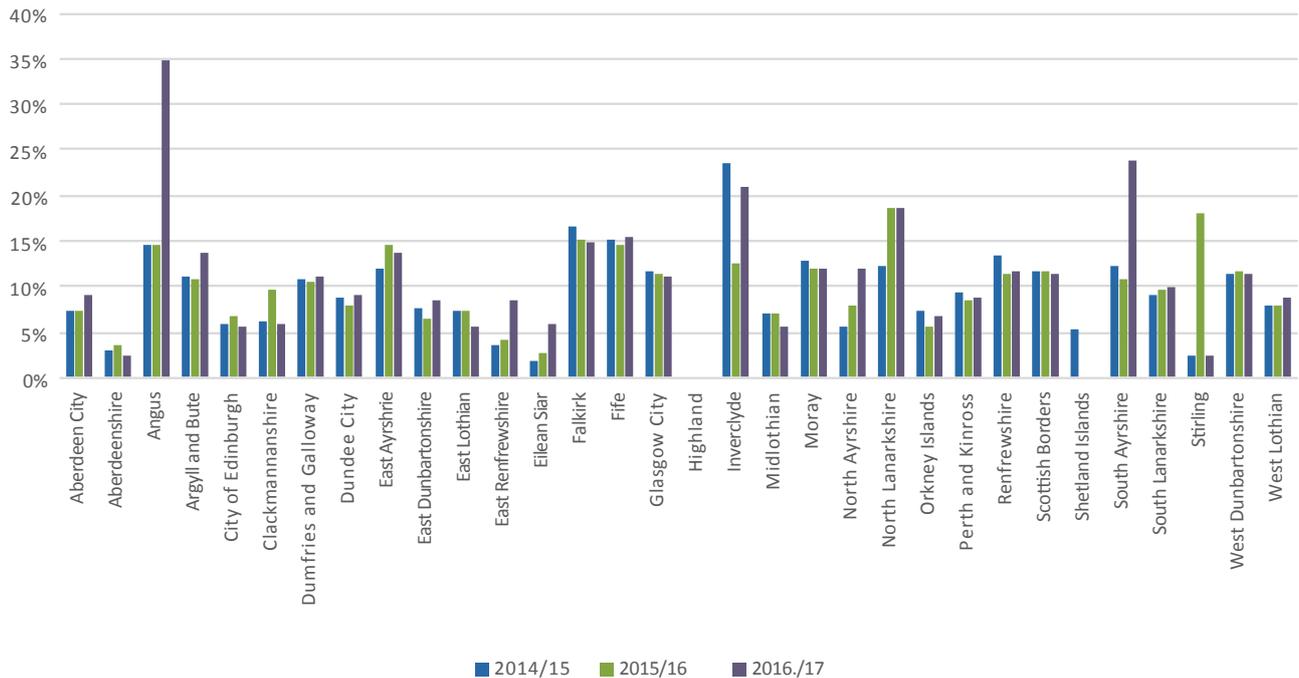
If less than five individuals have achieved a certain SCQF level in an area the data is suppressed to avoid identification, therefore no data is available for Orkney and Shetland Islands Councils. Glasgow City Council had the highest number of people aged 16-64 with low/no qualifications at 18.8%, followed by East Ayrshire Council at 17.4% and North Lanarkshire Council at 16.5%. In contrast, East Dunbartonshire Council had the lowest percentage of people aged 16-64 with low/no qualifications at 5.6% followed by East Renfrewshire Council at 5.8% and City of Edinburgh Council at 7.1%.

OC8 – Town Vacancy Rates (2016/17)

This indicator is used to measure vacant retail units in a local authority's key town centres as a percentage of the total retail units, reflecting the relative vibrancy of town centres. Based on the 30 councils that submitted data for this indicator, the overall estimated number of retail units in Scottish town centres in 2016/17 was 29,012. Of these, 2,956 were vacant or void which represents a **10.2%** vacancy rate across Scotland. This is a considerable decrease on the 2015/16 figure of 11.9%.

Aberdeenshire and Stirling Councils had the lowest town vacancy rates at 2.5% each, followed by East Lothian at 5.6%. City of Edinburgh and Midlothian Councils both had a vacancy rate of 5.7%. In comparison, the vacancy rate was highest in Angus Council at 34.9%, followed by South Ayrshire Council at 23.9% and Inverclyde Council at 20.8%.

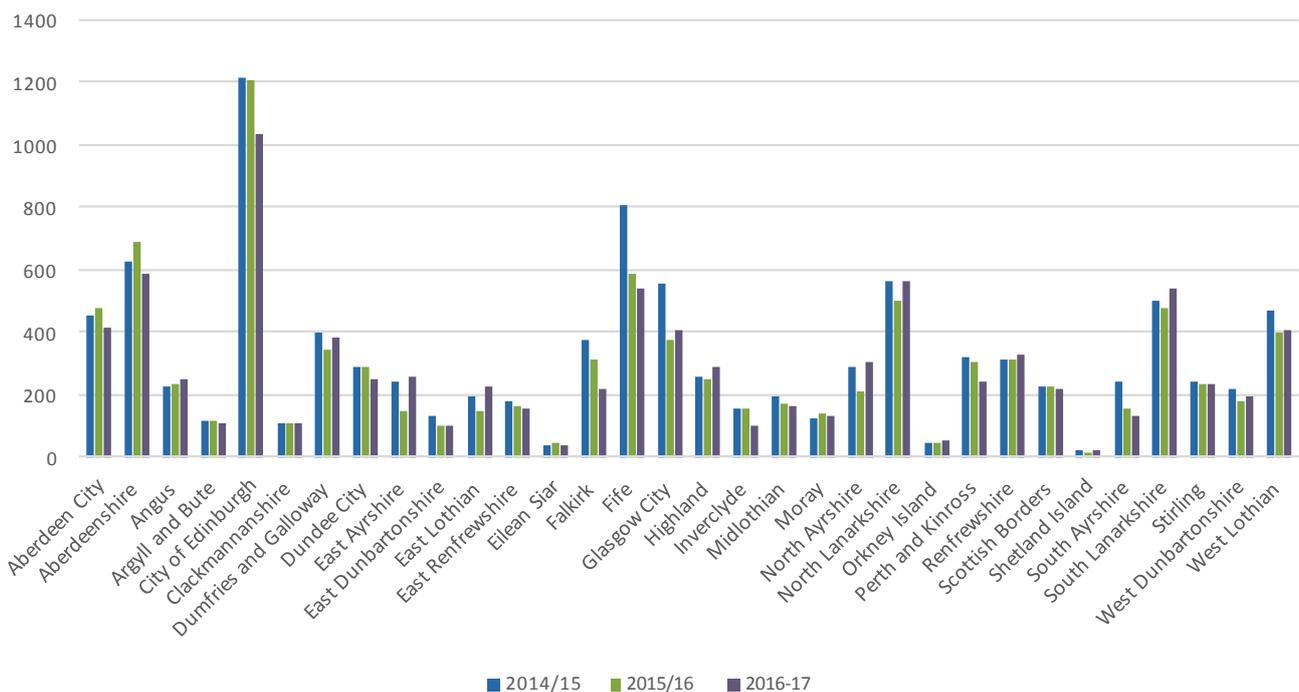
Town Vacancy Rates



OC9 – Number of Business Gateway Start-ups that are Trading (2016/17)

This is a measure of the number of start-up businesses assisted by the Business Gateway that have begun trading, therefore assessing the intermediate outcome of this support. This seeks to capture this aspect of the ‘route to impact’ of Business Gateway support. In 2016/17, a total of **8,983** start-up businesses supported by the Business Gateway across Scotland were trading. This is decrease on the 2015/16 figure of 9,087.

Number of Business Gateway Start-ups Trading



Similar to the previous year, a large proportion of these businesses (11.5%) were in the City

of Edinburgh Council area. Aberdeenshire Council had the second highest percentage of businesses trading at 6.5%, followed by North Lanarkshire Council at 6.3%. In comparison, the island Councils all had less than 1% of Business Gateway start-up businesses trading (0.3% - 0.5%).

OC10 – Business Gateway Survival Rates (2016/17)

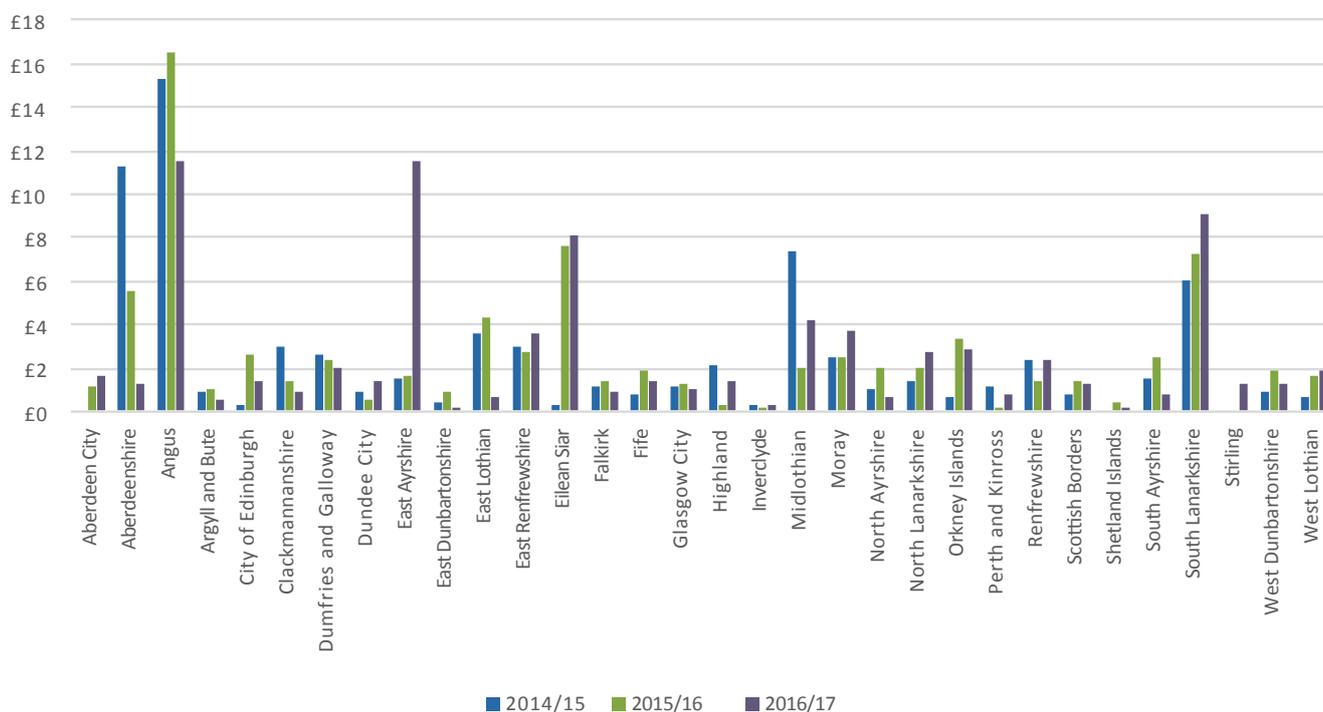
This indicator has been part of the framework in previous review periods. However, Business Gateway halted the survival monitoring survey process in 2016. After review, the development of a new client monitoring survey application has been undertaken. This will be tested with customers towards the end of 2017, with the aim of commencing client monitoring of clients at 12 months and 36 months after their business start date. The new client monitoring survey has been designed to ensure results can be reported by local authority area for future review periods.

OC11 – Leverage of External Funding (2016/17)

This indicator is used to assess the value of external funding that a council’s own financial contribution to projects has levered in. In the context of the SLAED Indicators Framework, external funding is any additional funding that has been secured by a council to invest in economic development activities. This usually includes European Funding, Scottish and UK Government funding, Lottery funding and private sector funding. Leverage of external funding is expressed as ‘for every £1 of council spend, an additional £X has been levered in from external sources’.

In 2016/17, Scottish councils levered in external funding for over 517 economic development projects. The estimated total cost of these projects was £249,831,645, made up of £98,281,747 of council contributions and £151,549,897 of funding levered in from external sources. This means that for every £1 councils spent on economic development projects in 2016/17, a further **£1.54** was levered in from external sources. This figure is similar to that for 2015/16 which was £1.56. These costs do not include total budgets invested in delivery of economic development (e.g. staffing, other revenue or capital) and are specific to economic development projects.

Leverage of External Funding



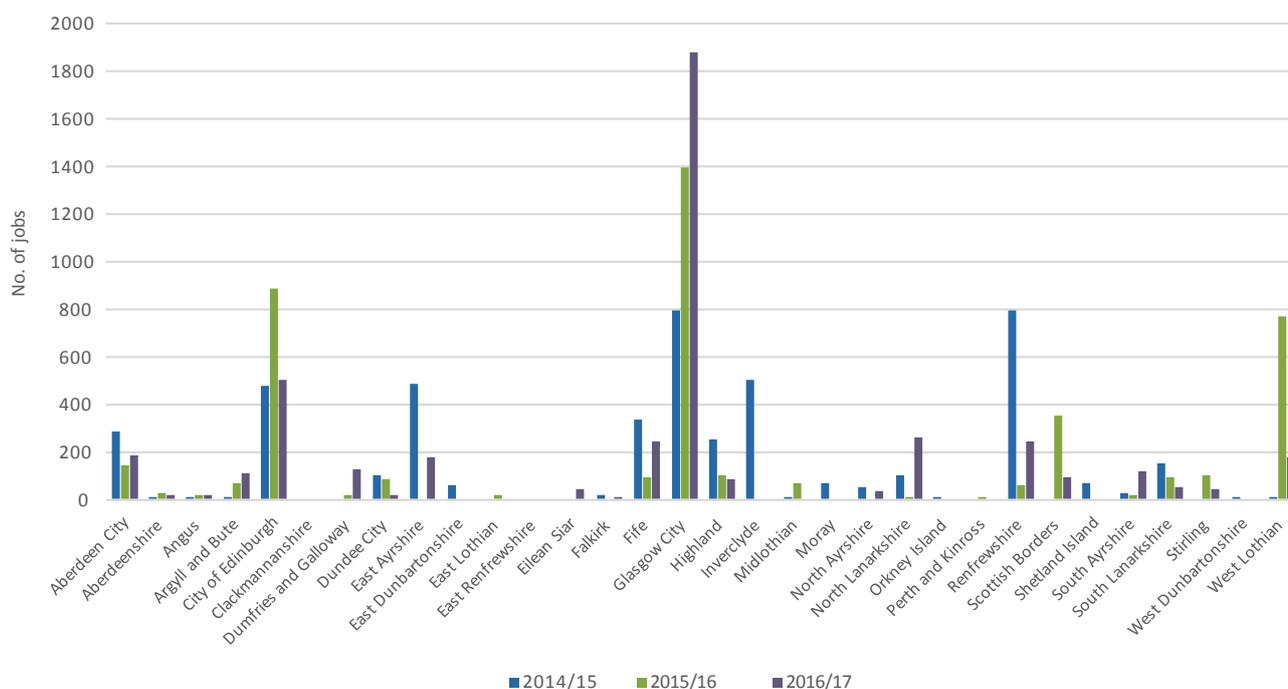
When considering these figures, it is important to note that relative performance in leveraging in external funding is difficult to measure because different areas have different projects and access to external funding. Angus, East Ayrshire, Eilean Siar and South Lanarkshire Councils all levered in significantly higher than the Scottish average funding.³

OC12 – Number of Planned New and Safeguarded Jobs from Completed Inward Investment Projects (2016/17)

This measure is used to indicate the potential for new job creation and safeguarded jobs from completed inward investment projects within each council area. Data for this indicator was supplied by Scottish Enterprise and Highlands and Islands Enterprise and reflects the delivery of support by Scottish Development International (SDI) within council areas. This is a proxy measure for inward investment.

In 2016/17 there were **4,426** planned new jobs from completed inward investment projects across Scotland. This is higher than the number of planned new jobs in 2015/16 which was 4,313. The planned safeguarded jobs from completed inward investment projects in 2016/17 was **3,414**, which was also significantly higher than the 2015/16 figure of 2,777.

Number of Planned New Jobs from Completed Inward Investment Projects



Glasgow City Council accounted for the majority of new jobs at 1,877, followed by City of Edinburgh Council at 505 planned new jobs.

³ Aberdeen City Council’s leverage figure for 2014/15 has been removed from the graph as it was significantly higher than average at £33.72. This skews the graph and makes it difficult to compare this with figures for other councils.

CASE STUDY

Renfrewshire — Investing in Economic Growth

With a proud history of textiles and engineering, Renfrewshire has become a thriving and diverse economy. Inchinnan Business Park is home to world leading life science and engineering companies and Hillington hosts Scotland's largest industrial park, with more than 500 businesses engaged in manufacturing, technology and the service sectors.

As home to Glasgow Airport, and at the heart of the motorway network, Renfrewshire is also a key strategic location for many national and international distribution and logistics companies.

New development and regeneration sites, along with improved transport infrastructure, will be realised through significant 'City Deal' investment. The £273m investment will help to unlock Renfrewshire's immense economic potential by attracting investment and offering businesses better connections

to customers and suppliers throughout the City Region. The planned work includes a direct link to Glasgow Airport, the creation of a new Glasgow Airport Investment Area and an extensive new network of roads, paths and bridges as part of the Clyde Waterfront and Renfrew Riverside Project.

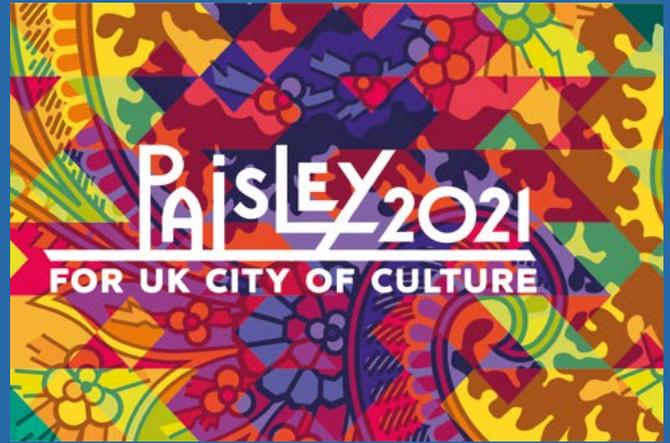
To support this investment, the Council recognises the need to provide targeted support to those businesses already operating within Renfrewshire as well as those who may be considering relocating. Renfrewshire has an enviable range of programmes - financial and practical - to support local businesses. Grant assistance is targeted towards new start businesses and existing businesses that have viable proposals for significant growth. Renfrewshire has also been successful in securing 'LEADER' funding, a European programme which can provide additional support to enterprises located in rural areas. If access to finance is a barrier to company



The proposed new crossing over the Clyde at Renfrew



The InCube shop, showcasing the creative talent of new entrepreneurs in Paisley



Paisley's bid to become UK City of Culture 2021

growth, then gap funding from Business Loans Scotland may be available.

The Council also offers hands on support in a wide range of areas, including property searches, help with public sector tendering (through membership of Supplier Development Programme) and acting as a first point of contact for other Council services, e.g. planning, trading standards, environmental services etc.

During the year, the Council brought the Business Gateway services in-house, with the objective of integrating the advisory and training services of Business Gateway with customised local services funded by the Council and enhanced through external funds, e.g. through the European Regional Development Fund.

This integrated package of support has helped 495 existing businesses and 324 business start-ups over the 2016-17 financial year.

As part of its economic development strategy, Renfrewshire has ambitious plans to regenerate its town centres. Paisley is the largest town in Renfrewshire and in July 2017 the town's bid to become UK City of Culture came a step closer when it became the only town in Scotland to make the final shortlist for the prestigious award.

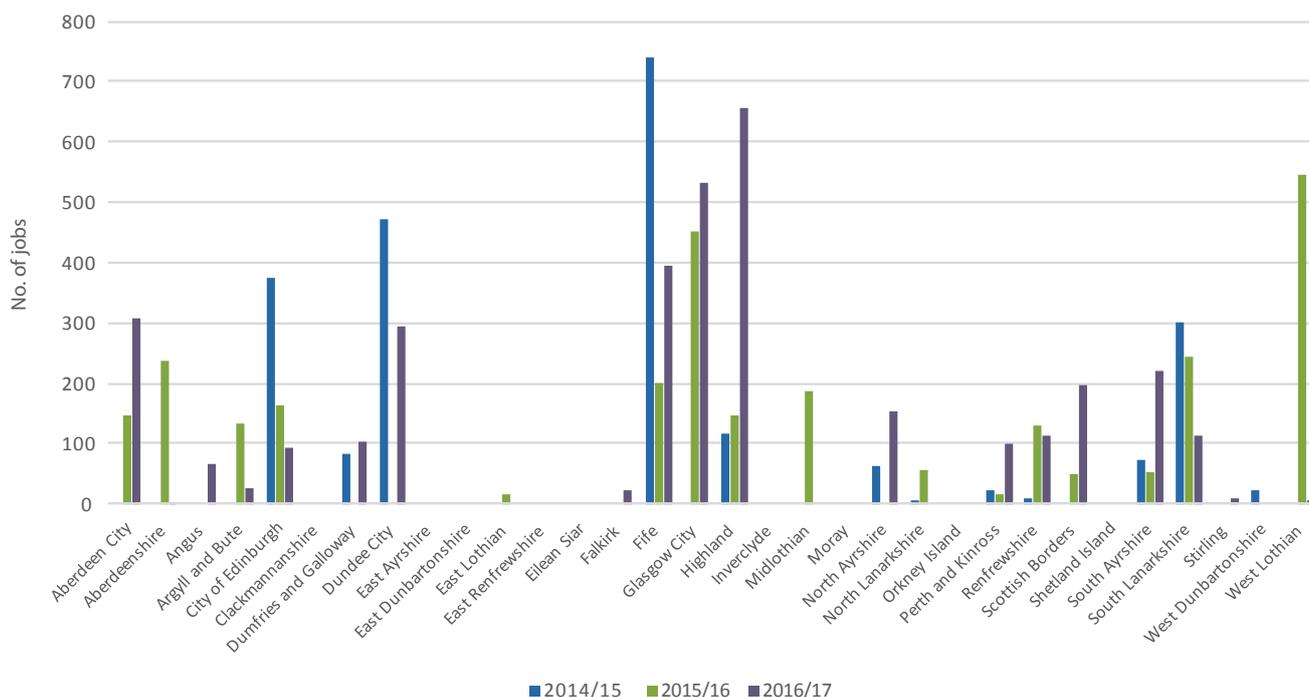
To support the significant investment in the culture and heritage of the town centre,

the Council's InCube programme has been developed to boost the retail offering within the town. InCube provides high street incubator space for new, creative retail businesses, complemented by a programme of intensive business support. The InCube programme also runs a fully staffed retail outlet where participating businesses can test trade products. The InCube shop also operates as a retail training academy, providing training, practical work experience and qualifications for unemployed people seeking a career in the retail sector.



Nexus Packaging received financial assistance to support their move to new 14,500 sq ft premises in Hillington Park

Number of Planned Safeguarded Jobs from Completed Inward Investment Projects



Highland Council had the highest number of planned safeguarded jobs at 656, followed by Glasgow City Council at 531 safeguarded jobs.⁴

OC13 - Number of Unemployed People that have Progressed to Employment from Participation in Council Funded or Operated Employability Activities (2016/17)

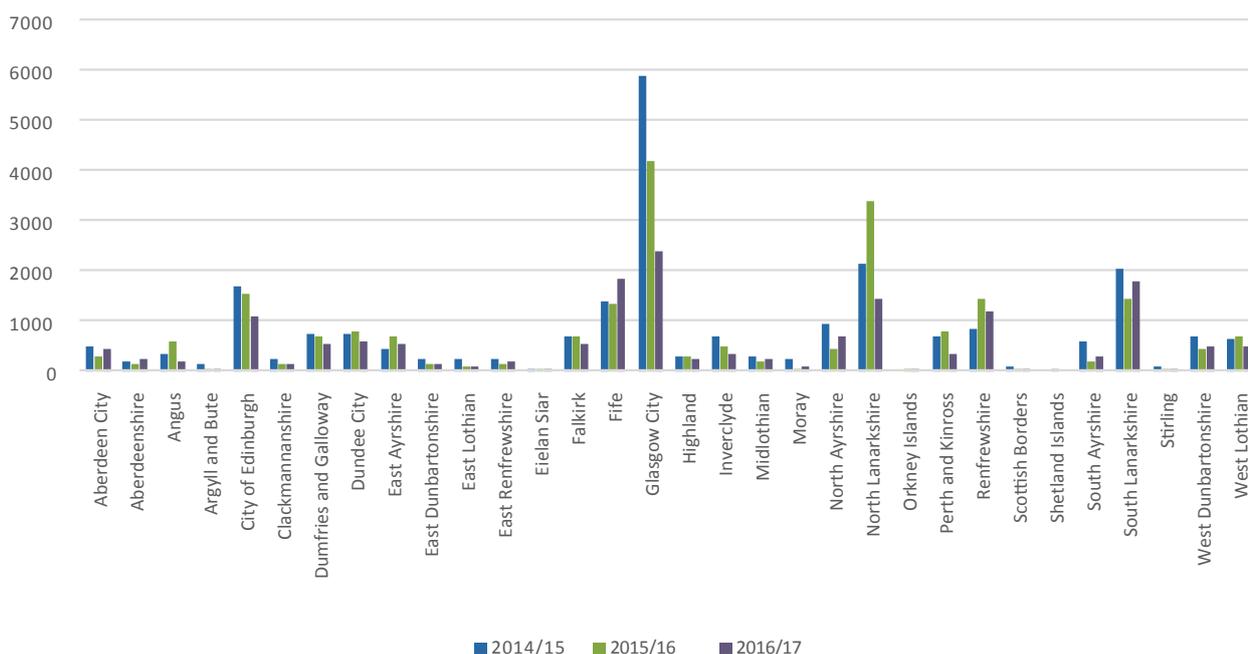
This measure is used to track the progression of people that have participated in council funded and/or operated employability activities, as outlined in indicator OP4 above, into a job outcome. A job outcome has been achieved when a participant enters paid employment and can therefore include apprenticeships, but not work placements or ILM beneficiaries.

In 2016/17, **17,020** people entered employment from council funded and/or operated employability programmes based on the 31 councils that provided data for this indicator. This is a decrease of almost 21% in comparison to the 2015/16 figure of 21,466. Of this, 57% were male and 43% were female. In addition, 51% were aged 16-24 and 49% were aged 25-64.

Glasgow City Council accounted for 14% (2,388) of the total participants across Scotland and this is a decrease of almost 43% on the 2015/16 figure. This was followed by Fife Council with 1,822 people progressing into employment, South Lanarkshire Council with 1,798 people and North Lanarkshire Council at 1,467. In comparison, just 6 people progressed to employment in Orkney Islands Council, followed by Argyll & Bute Council with 12 people and Comhairle nan Eilean Siar with 39 people. However, this is largely reflective of the size and different economic circumstances of these areas.

⁴ Glasgow City Council's safeguarded jobs figure for 2014/15 has been removed from the graph as it was significantly higher than average at 2,781. This skews the graph and makes it difficult to compare this with figures for other councils. This exceptional as it was related to the Commonwealth Games.

Number of Unemployed People Progressed to Employment from Participation in Council Funded/Operated Employability Activities



It should also be noted that there is a delay between individuals participating in employability programmes (measured by indicator OP4) and a job being secured. In the absence of unique identifiers being assigned to participants, it is difficult to accurately track the progression of individuals into securing a job. In addition, this process often happens over consecutive review periods; therefore, the data for these two indicators cannot be used together to calculate the percentage of employability programme participants that progress into employment. An alternative calculation of the percentage of unemployed people assisted into work from council funded/operated employability programmes is included in the Local Government Benchmarking Programme (LGBF). Further details of this can be found in section 4.6 below.

4.5 Individual Council Data

Data for each of the indicators and Council areas, including comparisons with aggregated Scottish totals and averages can be accessed in Appendix 1 of this report.

4.6 Benchmarking

The data included in the annual SLAED Indicators Report is not intended to be used in league tables and, as such, the Report does not attempt to benchmark councils' performance. The data submitted by councils is not subject to a validation process by either SLAED or the Improvement Service. Despite efforts to minimise this via the Guidance issued with the SLAED Indicators Return Template, some indicators may be subject to differing interpretations by individual council officers. Efforts to increase the robustness of the indicators and their definitions are ongoing via the SLAED Performance Group with support from the Improvement Service. However, it is important to note that differences in figures may still be partially attributable to some inconsistencies in the data collection processes between councils rather than actual performance.

For benchmarking information, the Local Government Benchmarking Framework (LGBF) now

includes five economic development indicators. The LGBF team continues to work with the SLAED Performance Group to ensure the indicators are relevant and inclusive of a range of elements of economic development. The full range of data for all LGBF benchmarking indicators can be accessed via the [Local Government Benchmarking Framework](#) section of the Improvement Service website.

4.7 Year on Year Comparison

This is the fifth year in which the SLAED Indicators Framework Report has been published. Improvements are made to the framework each year to make the indicators and their definitions as robust as possible and minimise the opportunities for different interpretations. However, every effort is made to ensure that these improvements do not impact on the year-on-year comparability of the data.

Table Nine below outlines emerging trends in some of the indicators for which data is submitted by councils. Please note that this does not include data for the first year of the framework (2012/13) as the data submitted was limited and of a reduced quality than subsequent years, which impacts on the ability to make meaningful comparisons. These indicators demonstrate the main areas in which councils are delivering economic development interventions.

Table Nine: Year on Year Comparison

Ref ⁵	Indicator	2013/14	2014/15	2015/16	2016/17
I1	Economic Development expenditure – estimated	£226,061,069	£227,799,161	£221,930,105	£255,930,290
I2	Economic Development staffing – estimated	1,525	1,446	1,348	1,262
A2	Number of Attendees at Business Events provided by the Council	-	-	14,962	17,977
OP1	No. of businesses supported by council economic development activity	17,279	18,506	16,893	14,695
OP4	No. of unemployed people that have participated in council funded/operated employability activities	68,911	62,319	66,727	50,743
OP5	Availability of employment land	17.5%	12.9%	27.2%	38.4%
OC8	Town vacancy rate	10.2%	10.1%	11.9%	10.2%
OC11	Leverage of external funding	£1 : £1.80	£1 : £1.33	£1 : £1.56	£1 : £1.54
OC13	No. of unemployed people progressed to employment from participation in council funded/operated employability activities	24,893	24,181	21,466	17,020

5 Note that the indicator reference codes may vary between different years due to the addition and removal of additional indicators, albeit the definitions are broadly consistent.



5. Conclusions and Recommendations

The annual SLAED Indicators Report provides stakeholders with an overview of local authorities' economic development activities. The report also consistently demonstrates the significant contribution that councils are making to the Scottish economy and achieving the objectives set out in Scotland's Economic Strategy, as well as the individual Single Outcome Agreements for each area (to be replaced by Local Outcome Improvement Plans). By collecting and reporting on this data on an annual basis, councils and stakeholders can identify year-on-year improvements as well as areas that might require additional focus. Examples of good practice can also be identified and shared between councils for improvement purposes.

From the overall collection, reporting and analysis of the data for the 2016/17 review period, several conclusions can be drawn. These have been grouped under a number of headings with recommendations for action SLAED should take to address each of these.

The conclusions and recommendations, made by the Improvement Service, are set out in the table below and it is the responsibility of the SLAED Executive Group and the SLAED Performance Group to take forward any amendments or improvements to the Framework, with support in doing so from the IS.

Area	Conclusions	Recommendation	Action
1	<p>In the fifth year of the framework councils are, overall, demonstrating continued commitment to providing data. All 32 councils contributing to the process ensures that a whole picture of local government contribution to economic development in Scotland.</p>	<p>It is recommended that all councils submit data for all the indicators that are applicable to them. This might mean implementing new systems to collect the data or speaking to colleagues in other departments to enforce the importance of accessing their data.</p>	<p>The Improvement Service will continue to work with the SLAED Performance Group to maintain and improve the framework, and support councils to submit returns. Membership of the Performance Group is open to all economic development officers in Scottish councils.</p>
2	<p>As there is now five years' worth of data, a year-on-year developing picture of economic development in Scotland can be built up. This allows councils to identify common challenges and share good practice.</p>	<p>Councils should attend the Local Government Benchmarking Framework's (LGBF) annual economic development events which pull together strategic and policy colleagues to support more active use and analysis of data to understand performance in economic development interventions, drive improvements and articulate the value added by local economic development services.</p>	<p>Councils are encouraged to sign up for LGBF benchmarking events relating to economic development.</p>
3	<p>Despite indicating that an earlier request for data would ensure that all councils could submit their returns by the deadline, only 12 councils achieved this. However, this is a significant improvement on 2015/16 when only three councils could meet the deadline.</p>	<p>Feedback from councils consistently suggests that issuing the request for data as early in the year as possible is beneficial. It is therefore recommended that the data request for 2017/18 should be sent out in April 2018.</p>	<p>Councils should be prepared for the data request to be issued in April 2018 with a deadline of early July 2018. Data collection processes and timescales should be aligned accordingly.</p>

Area	Conclusions	Recommendation	Action
4	<p>The SLAED Executive is keen that the SLAED Indicators Framework develops a greater focus on the Scottish Government's priority of inclusive growth. The Scottish Government gave an update on this at a Performance Group meeting in August 2017 and suggested that the current framework covers the key elements of inclusive growth.</p>	<p>The Performance Group should review the Scottish Government's Inclusive Growth Diagnostic Tool and framework and seek to include any relevant indicators that might add value to the SLAED Indicators Framework.</p>	<p>The Improvement Service will support the Performance Executive to review the Scottish Government indicators and identify potential additions.</p>
5	<p>The Improvement Service has provided a secretariat service to SLAED since 2014 and this includes providing support in collating and reporting on the SLAED Indicators data. This ensures continuity and consistency in the Framework and encourages continued buy-in and commitment from councils. Support is also provided to the Performance Group throughout the year.</p>	<p>The Improvement Service should continue to work closely with SLAED and the Performance Group to develop good practice and ensure consistency of the Framework.</p>	<p>The service level agreement between SLAED and the Improvement Service to be updated to cover future review periods.</p>
6	<p>An ongoing challenge for the framework is the continued time lag in the availability of data for some of the outcome indicators which are sourced from publicly available datasets. This has an impact on the quality of these indicators and their relevance in relation to the more up to date data submitted by councils. This also means that the data does not accurately reflect current economic conditions.</p>	<p>As this challenge falls out with the control of SLAED and the councils, these indicators should remain in the framework and the Performance Group should continue to communicate the need for timely data.</p>	<p>The Performance Group will continue efforts to access the most up to date data available.</p>

Area	Conclusions	Recommendation	Action
7	<p>The Improvement Service is continuing to develop relationships with external data providers including Business Gateway, Scottish Enterprise and the Supplier Development Programme. This ensures that data remains relevant, is accessed on time and any changes are communicated in advance of the report being written.</p>	<p>Requests for data should continue to be issued well in advance alongside regular engagement with external data suppliers.</p>	<p>The Performance Group will continue to work with external data providers to access the best available data for the SLAED Indicator purposes.</p>
8	<p>Councils appear to be more consistent in their interpretation of indicator definitions than in previous review periods. This has meant significantly fewer enquiries throughout the data collation process.</p>	<p>Reviews should be carried out on an annual basis to ensure definitions of all indicators are as robust as possible.</p>	<p>The Performance Group will continue to work with all other SLAED groups to regularly review the framework.</p>
9	<p>There were no significant changes to the framework between 2015/16 and 2016/17, resulting in greater consistency and comparability than in previous years.</p>	<p>To ensure that the annual data is comparable it is important that changes to the framework are kept to a minimum. This means that changes should only be made where there will be a genuine improvement.</p>	<p>The Performance Group will continue to minimise changes made to the framework each year.</p>
10	<p>Some councils have more resources available to assist in the completion of their return than others. Priority levels assigned to this task also have an impact on the speed and quality of individual returns.</p>	<p>All councils are encouraged to prioritise the SLAED Indicators Framework as it helps local government to showcase the substantial positive contribution it makes to local and national economic development.</p>	<p>The Performance Group and the Improvement Service will continue to champion the SLAED Indicators Framework, both within the membership and to external stakeholders.</p>

Area	Conclusions	Recommendation	Action
11	<p>There are no tourism measures included in the Framework due to lack of availability of suitable measures for which data is available and can be accessed without additional cost.</p>	<p>The SLAED Performance Group should continue to work with the Tourism Group and VisitScotland to identify suitable tourism measures to be included in the Framework.</p>	<p>The Performance Group will determine whether relevant tourism data will be available for inclusion in the 2017/18 Framework.</p>
12	<p>Despite the earlier recommendation to minimise changes to the framework, any useful additional indicators proposed by councils will be considered for inclusion. This also includes more robust sources or definitions for existing indicators.</p>	<p>Councils are encouraged to put forward any suggestions that they may have for additional indicators or improvement to existing indicators. These should be made by January 2018 for inclusion in the 2017/18 Framework.</p>	<p>Suggestions should be submitted to slaed@improvementservice.org.uk</p>
13	<p>Now that councils have access to five years' worth of data, this should be used internally to drive improvement. This includes identifying areas of good practice and sharing these, as well as challenges and how other councils might be addressing these.</p>	<p>The SLAED Indicators Report should continue to include good practice case studies and councils should use these and the data to identify areas for improvement. Councils should submit examples of good practice where relevant.</p>	<p>Developing how councils can use the SLAED Indicators data to drive improvement is on the Performance Group's work plan for 2017/18.</p>
14	<p>Several of the indicators within the SLAED Indicators Report are now included in the Economic Development section of the Local Government Benchmarking Framework, including indicator OC13 and a number of Business Gateway indicators.</p>	<p>The economic development indicators within the LGBF should be reviewed with a view to expansion to ensure the full range of council economic development services are captured.</p>	<p>The Performance Group should work with the Local Government Benchmarking team at the Improvement Service to further develop the economic development representation within the framework. This should be done in consultation with the SLAED Executive and relevant sub groups.</p>
15	<p>In 2016/17, councils levered in £1.54 per £1 of council spend on economic development projects. This is similar to the 2015/16 figure of £1.56.</p>	<p>This figure has remained relatively consistent over the last three years and councils should continue to prioritise this.</p>	<p>The Performance Group should consider how this data can be used to drive improvements.</p>

Area	Conclusions	Recommendation	Action
16	<p>Highlights</p> <p>In 2016/17, councils supported 17,020 participants in employability programmes into a job. This is over 4,000 less than in 2015/16, and around 7,000 less than in 2014/15.</p>	<p>In consultation with the SLAED People Group, the Performance Group should explore whether this means that councils are supporting fewer people, or fewer people need this support.</p>	<p>Discussions are needed at the SLAED Executive level around the causes of the significant changes in performance for 2016/17. This should seek to identify ways in which the data can be used to drive improvements.</p>
17	<p>Highlights</p> <p>In 2016/17, Councils provided support to 14,695 businesses over and above Business Gateway. This is lower than in 2015/16 (16,893 businesses supported) and significantly lower than in 2014/15 (18,506 businesses supported).</p>	<p>In consultation with the SLAED Business Group, the Performance Group should explore the reasons why the number of businesses supported in this way continues to fall.</p>	<p>The Performance Group should consider how this data can be used to drive improvements.</p>

5.1 Next Steps

The findings of this report will be reported to the SLAED Executive and wider membership, and will be published to coincide with the SLAED Annual Conference in November 2017. The SLAED Performance Group, with support from the Improvement Service, will continue to work with councils and the SLAED Strategic and Thematic groups to further develop the Framework for 2017/18. Membership of the Performance Group is open to all 32 councils which encourages a wide range of views and experiences to influence improvements. The focus for the Performance Group in the coming year will be to explore how councils can use this data to assess relative performance, identify added value and good practice and drive improvements and efficiencies.

5.2 Further Information

Please email slaed@improvementservice.org.uk if you have any queries regarding this report.

Appendix 1: Returns by Council



ABERDEEN CITY

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£71,407,741 £66,439,741 £4,968,000	£255,930,290 £106,464,686 £149,465,604	27.9%
I2	Economic Development Staffing – estimated	2016/17	45.32	1,262.2	3.6%
A1	Number of Attendees at Business Gateway Events	2016/17	3,797	29,925	12.7%
A2	Number of Attendees at Business Events provided by the Council	2016/17	1,760	17,977	9.8%
A3	Number of Companies Registered with SDP	2016/17	255	9,749	2.6%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	97 (97)	14,695 (19,823)	0.7%
OP2	Number of Business Gateway Support Interventions	2016/17	311	15,909	2%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	146	2,344	6.2%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	905	50,743	1.8%
OP5	Availability of Employment Land	2016/17	22.4%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	48	1,033	4.6%
OC1	Gross Value Added per Capita (NUTS3 Regions) Aberdeen City & Aberdeenshire	2015	£36,726	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£536.60 £606.00	£536.60 £535.00	-
OC3	Employment Rate	2016/17	72.9%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	67	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	68.1%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	7.7%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	9%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	416	8,983	4.6%
OC11	Leverage of External Funding	2016/17	£1.59	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	187 309	4,426 3,414	4.2% 9.1%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	435	17,020	2.6%

ABERDEENSHIRE COUNCIL

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£2,680,831 £60,831 £2,620,000	£255,930,290 £106,464,686 £149,465,604	1.1%
I2	Economic Development Staffing – estimated	2016/17	48.5	1,262.2	3.8%
A1	Number of Attendees at Business Gateway Events	2016/17	819	29,925	2.7%
A2	Number of Attendees at Business Events provided by the Council	2016/17	516	17,977	2.9%
A3	Number of Companies Registered with SDP	2016/17	154	9,749	1.6%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	510 (555)	14,695 (19,823)	3.5%
OP2	Number of Business Gateway Support Interventions	2016/17	335	15,909	2.1%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	119	2,344	5.1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	360	50,743	0.7%
OP5	Availability of Employment Land	2016/17	20.5%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	19	1,033	1.8%
OC1	Gross Value Added per Capita (NUTS3 Regions) Aberdeen City & Aberdeenshire	2015	£36,726	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£567.30 £535.90	£536.60 £535.00	-
OC3	Employment Rate	2016/17	78%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	69	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	70.5%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	5.8%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	10.5%	11.9%	-
OC8	Town Vacancy Rate	2016/17	2.5%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	584	8,983	6.5%
OC11	Leverage of External Funding	2016/17	£1.31	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	16 1	4,426 3,414	0.4% 0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	230	17,020	1.4%

ANGUS COUNCIL

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£1,643,395 £88,042 £1,555,353	£255,930,290 £106,464,686 £149,465,604	0.6%
I2	Economic Development Staffing – estimated	2016/17	28.76	1,262.2	2.3%
A1	Number of Attendees at Business Gateway Events	2016/17	347	29,925	1.2%
A2	Number of Attendees at Business Events provided by the Council	2016/17	123	17,977	0.7%
A3	Number of Companies Registered with SDP	2016/17	161	9,749	1.7%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	334 (693)	14,695 (19,823)	2.3%
OP2	Number of Business Gateway Support Interventions	2016/17	241	15,909	1.5%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	26	2,344	1.1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	457	50,743	0.9%
OP5	Availability of Employment Land	2016/17	37.9%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	23	1,033	2.2%
OC1	Gross Value Added per Capita (NUTS3 Regions) Angus and Dundee City	2015	£19,612	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£527.80 £474.40	£536.60 £535.00	-
OC3	Employment Rate	2016/17	76.8%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	54	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	70.6%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	9.1%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	9.6%	11.9%	-
OC8	Town Vacancy Rate	2016/17	34.9%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	249	8,983	2.8%
OC11	Leverage of External Funding	2016/17	£11.55	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	16 66	4,426 3,414	0.4% 1.9%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	216	17,020	1.3%

ARGYLL AND BUTE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£8,061,081	£255,930,290	3.2%
	Capital Spend		£5,386,000	£106,464,686	
	Revenue Spend		£2,675,081	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	25	1,262.2	2.0%
A1	Number of Attendees at Business Gateway Events	2016/17	925	29,925	3.1%
A2	Number of Attendees at Business Events provided by the Council	2016/17	393	17,977	2.2%
A3	Number of Companies Registered with SDP	2016/17	159	9,749	1.6%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	24 (25)	14,695 (19,823)	0.2%
OP2	Number of Business Gateway Support Interventions	2016/17	459	15,909	2.9%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	47	2,344	2%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	38	50,743	0.1%
OP5	Availability of Employment Land	2016/17	37.8%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	15	1,033	1.5%
OC1	Gross Value Added per Capita (NUTS3 Regions) Lochaber, Skye & Lochalsh, Arran & Cumbrae and Argyll & Bute	2015	£21,718	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£471.80 £531.50	£536.60 £535.00	-
OC3	Employment Rate	2016/17	78.2%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	54	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	63.3%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	8.9%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	9.8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	13.8%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	104	8,983	1.2%
OC11	Leverage of External Funding	2016/17	£0.57	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	107	4,426	2.4%
	Number of Planned Safeguarded Jobs		27	3,414	0.8%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	12	17,020	0.1%

CITY OF EDINBURGH

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£9,825,720	£255,930,290	3.8%
	Capital Spend		£0	£106,464,686	
	Revenue Spend		£9,825,720	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	41.93	1,262.2	3.3%
A1	Number of Attendees at Business Gateway Events	2016/17	2,545	29,925	8.5%
A2	Number of Attendees at Business Events provided by the Council	2016/17	218	17,977	1.2%
A3	Number of Companies Registered with SDP	2016/17	954	9,749	9.8%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	545 (545)	14,695 (19,823)	3.7%
OP2	Number of Business Gateway Support Interventions	2016/17	954	15,909	6%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	359	2,344	15.3%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	5,295	50,743	10.4%
OP5	Availability of Employment Land	2016/17	87.4%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	127	1,033	12.3%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£36,963	£23,685	-
OC2	Gross Weekly Earnings – Residence Based	2016	£559.70	£536.60	-
	Gross Weekly Earnings – Workforce Based		£569.20	£535.00	
OC3	Employment Rate	2016/17	72.8%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	88	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	59%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	7.3%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	7.1%	11.9%	-
OC8	Town Vacancy Rate	2016/17	5.7%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	1,035	8,983	11.5%
OC11	Leverage of External Funding	2016/17	£1.41	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	505	4,426	11.4%
	Number of Planned Safeguarded Jobs		94	3,414	2.8%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	1,082	17,020	6.4%

CLACKMANNANSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£2,789,000 £743,000 £2,046,000	£255,930,290 £106,464,686 £149,465,604	1.1%
I2	Economic Development Staffing – estimated	2016/17	17.2	1,262.2	1.4%
A1	Number of Attendees at Business Gateway Events	2016/17	287	29,925	1%
A2	Number of Attendees at Business Events provided by the Council	2016/17	110	17,977	0.6%
A3	Number of Companies Registered with SDP	2016/17	119	9,749	1.2%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	156 (222)	14,695 (19,823)	1.1%
OP2	Number of Business Gateway Support Interventions	2016/17	198	15,909	1.2%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	21	2,344	0.9%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	469	50,743	0.9%
OP5	Availability of Employment Land	2016/17	9.1%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	4	1,033	0.4%
OC1	Gross Value Added per Capita (NUTS3 Regions) Clackmannanshire and Fife	2015	£17,873	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£492.00 £496.70	£536.60 £535.00	-
OC3	Employment Rate	2016/17	68.7%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	51	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	55.6%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	12.4%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	12.3%	11.9%	-
OC8	Town Vacancy Rate	2016/17	5.9%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	110	8,983	1.2%
OC11	Leverage of External Funding	2016/17	£0.90	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	0 0	4,426 3,414	0% 0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	143	17,020	0.8%

DUMFRIES AND GALLOWAY

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£5,244,238 £1,403,251 £3,840,987	£255,930,290 £106,464,686 £149,465,604	2.1%
I2	Economic Development Staffing – estimated	2016/17	59	1,262.2	4.7%
A1	Number of Attendees at Business Gateway Events	2016/17	1,894	29,925	6.3%
A2	Number of Attendees at Business Events provided by the Council	2016/17	1,252	17,977	7.0%
A3	Number of Companies Registered with SDP	2016/17	207	9,749	2.1%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	1,255 (N/A)	14,695 (19,823)	8.5%
OP2	Number of Business Gateway Support Interventions	2016/17	120	15,909	0.8%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	39	2,344	1.7%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	1,582	50,743	3.1%
OP5	Availability of Employment Land	2016/17	23.2%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	26	1,033	2.5%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£18,720	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£461.80 £454.60	£536.60 £535.00	-
OC3	Employment Rate	2016/17	73.9%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	44	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	62.5%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	9.8%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	11.6%	11.9%	-
OC8	Town Vacancy Rate	2016/17	11.2%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	385	8,983	4.3%
OC11	Leverage of External Funding	2016/17	£2.02	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	126 104	4,426 3,414	2.8% 3%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	565	17,020	3.3%

DUNDEE CITY

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£8,168,400 £1,925,000 £6,243,400	£255,930,290 £106,464,686 £149,465,604	3.2%
I2	Economic Development Staffing – estimated	2016/17	38.5	1,262.2	3.1%
A1	Number of Attendees at Business Gateway Events	2016/17	933	29,925	3.1%
A2	Number of Attendees at Business Events provided by the Council	2016/17	994	17,977	5.5%
A3	Number of Companies Registered with SDP	2016/17	242	9,749	2.5%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	214 (546)	14,695 (19,823)	1.5%
OP2	Number of Business Gateway Support Interventions	2016/17	278	15,909	1.7%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	77	2,344	3.3%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	2,322	50,743	4.6%
OP5	Availability of Employment Land	2016/17	77.7%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	30	1,033	2.9%
OC1	Gross Value Added per Capita (NUTS3 Regions) Angus and Dundee City	2015	£19,612	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£484.20 £505.30	£536.60 £535.00	-
OC3	Employment Rate	2016/17	65.4%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	49	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	56.3%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	13.8%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	15.3%	11.9%	-
OC8	Town Vacancy Rate	2016/17	9.1%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	252	8,983	2.8%
OC11	Leverage of External Funding	2016/17	£1.44	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	19 295	4,426 3,414	0.4% 8.6%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	582	17,020	3.4%

EAST AYRSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£6,588,004	£255,930,290	2.6%
	Capital Spend		£3,258,004	£106,464,686	
	Revenue Spend		£3,330,000	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	31.4	1,262.2	2.5%
A1	Number of Attendees at Business Gateway Events	2016/17	385	29,925	1.3%
A2	Number of Attendees at Business Events provided by the Council	2016/17	388	17,977	2.2%
A3	Number of Companies Registered with SDP	2016/17	318	9,749	3.3%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	468 (1,003)	14,695 (19,823)	3.2%
OP2	Number of Business Gateway Support Interventions	2016/17	50	15,909	0.3%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	23	2,344	1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	795	50,743	1.6%
OP5	Availability of Employment Land	2016/17	16.7%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	18	1,033	1.7%
OC1	Gross Value Added per Capita (NUTS3 Regions) East Ayrshire and North Ayrshire Mainland	2015	£15,200	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£549.90 £523.70	£536.60 £535.00	-
OC3	Employment Rate	2016/17	66.6%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	50	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	61.3%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	12.9%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	17.4%	11.9%	-
OC8	Town Vacancy Rate	2016/17	13.8%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	257	8,983	2.9%
OC11	Leverage of External Funding	2016/17	£11.51	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	175	4,426	4%
	Number of Planned Safeguarded Jobs		0	3,414	0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	532	17,020	3.1%

EAST DUNBARTONSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£4,252,000	£255,930,290	1.7%
	Capital Spend		£0	£106,464,686	
	Revenue Spend		£4,252,000	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	24	1,262.2	1.9%
A1	Number of Attendees at Business Gateway Events	2016/17	508	29,925	1.7%
A2	Number of Attendees at Business Events provided by the Council	2016/17	204	17,977	1.1%
A3	Number of Companies Registered with SDP	2016/17	161	9,749	1.7%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	105 (105)	14,695 (19,823)	0.7%
OP2	Number of Business Gateway Support Interventions	2016/17	73	15,909	0.5%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	20	2,344	0.9%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	318	50,743	0.6%
OP5	Availability of Employment Land	2016/17	89.9%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	8	1,033	0.8%
OC1	Gross Value Added per Capita (NUTS3 Regions) East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond	2015	£15,746	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£631.30 £466.60	£536.60 £535.00	-
OC3	Employment Rate	2016/17	75.6%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	62	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	61.3%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	6.4%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	5.6%	11.9%	-
OC8	Town Vacancy Rate	2016/17	8.5%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	100	8,983	1.1%
OC11	Leverage of External Funding	2016/17	£0.14	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	0	4,426	0%
	Number of Planned Safeguarded Jobs		0	3,414	0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	153	17,020	0.9%

EAST LoTHIAN

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£3,499,959	£255,930,290	1.4%
	Capital Spend		£0	£106,464,686	
	Revenue Spend		£3,499,959	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	48.77	1,262.2	3.9%
A1	Number of Attendees at Business Gateway Events	2016/17	357	29,925	1.2%
A2	Number of Attendees at Business Events provided by the Council	2016/17	412	17,977	2.3%
A3	Number of Companies Registered with SDP	2016/17	136	9,749	1.4%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	69 (151)	14,695 (19,823)	0.5%
OP2	Number of Business Gateway Support Interventions	2016/17	134	15,909	0.8%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	24	2,344	1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	520	50,743	1%
OP5	Availability of Employment Land	2016/17	0%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	10	1,033	1%
OC1	Gross Value Added per Capita (NUTS3 Regions) East Lothian and Midlothian	2015	£15,128	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£565.40 £534.30	£536.60 £535.00	-
OC3	Employment Rate	2016/17	75%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	58	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	60%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	6.5%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	9.6%	11.9%	-
OC8	Town Vacancy Rate	2016/17	5.6%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	226	8,983	2.5%
OC11	Leverage of External Funding	2016/17	£0.67	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	0	4,426	0%
	Number of Planned Safeguarded Jobs		0	3,414	0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	111	17,020	0.7%

EAST RENFREWSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£2,780,200 £1,287,000 £1,493,200	£255,930,290 £106,464,686 £149,465,604	1.1%
I2	Economic Development Staffing – estimated	2016/17	14	1,262.2	1.1%
A1	Number of Attendees at Business Gateway Events	2016/17	339	29,925	1.1%
A2	Number of Attendees at Business Events provided by the Council	2016/17	448	17,977	2.5%
A3	Number of Companies Registered with SDP	2016/17	186	9,749	1.9%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	38 (425)	14,695 (19,823)	0.3%
OP2	Number of Business Gateway Support Interventions	2016/17	142	15,909	0.9%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	17	2,344	0.7%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	435	50,743	0.9%
OP5	Availability of Employment Land	2016/17	92.8%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	9	1,033	0.9%
OC1	Gross Value Added per Capita (NUTS3 Regions) Inverclyde, East Renfrewshire and Renfrewshire	2015	£18,999	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£688.30 £480.50	£536.60 £535.00	-
OC3	Employment Rate	2016/17	76.2%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	66	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	65.5%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	6.3%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	5.8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	8.5%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	155	8,983	1.7%
OC11	Leverage of External Funding	2016/17	£3.62	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	0 0	4,426 3,414	0% 0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	185	17,020	1.1%

EILEAN SIAR

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£5,228,000 £1,153,000 £4,075,000	£255,930,290 £106,464,686 £149,465,604	2%
I2	Economic Development Staffing – estimated	2016/17	23.6	1,262.2	1.9%
A1	Number of Attendees at Business Gateway Events	2016/17	540	29,925	1.8%
A2	Number of Attendees at Business Events provided by the Council	2016/17	25	17,977	0.1%
A3	Number of Companies Registered with SDP	2016/17	11	9,749	0.1%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	258 (284)	14,695 (19,823)	1.8%
OP2	Number of Business Gateway Support Interventions	2016/17	419	15,909	2.6%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	24	2,344	1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	73	50,743	0.1%
OP5	Availability of Employment Land	2016/17	40.3%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	3	1,033	0.3%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£16,989	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£476.10 £466.50	£536.60 £535.00	-
OC3	Employment Rate	2016/17	77%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	56	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	62.5%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	8.2%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	11.8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	6%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	40	8,983	0.4%
OC11	Leverage of External Funding	2016/17	£8.10	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	47 0	4,426 3,414	1.1% 0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	39	17,020	0.2%

FALKIRK

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£3,538,877 £1,302,805 £2,236,073	£255,930,290 £106,464,686 £149,465,604	1.4%
I2	Economic Development Staffing – estimated	2016/17	52.2	1,262.2	4.1%
A1	Number of Attendees at Business Gateway Events	2016/17	755	29,925	2.5%
A2	Number of Attendees at Business Events provided by the Council	2016/17	804	17,977	4.5%
A3	Number of Companies Registered with SDP	2016/17	220	9,749	2.3%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	490 (N/A)	14,695 (19,823)	3.3%
OP2	Number of Business Gateway Support Interventions	2016/17	615	15,909	3.9%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	41	2,344	1.7%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	1,228	50,743	2.4%
OP5	Availability of Employment Land	2016/17	58.9%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	26	1,033	2.5%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£18,352	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£550.40 £528.10	£536.60 £535.00	-
OC3	Employment Rate	2016/17	76.8%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	51	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	60.2%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	9.9%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	13%	11.9%	-
OC8	Town Vacancy Rate	2016/17	14.9%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	216	8,983	2.4%
OC11	Leverage of External Funding	2016/17	£0.91	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	3 23	4,426 3,414	0.1% 0.7%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	568	17,020	3.3%

FIFE					
Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£9,561,252 £1,574,252 £7,987,000	£255,930,290 £106,464,686 £149,465,604	3.7%
I2	Economic Development Staffing – estimated	2016/17	87.99	1,262.2	7.0%
A1	Number of Attendees at Business Gateway Events	2016/17	1,801	29,925	6.0%
A2	Number of Attendees at Business Events provided by the Council	2016/17	1,613	17,977	9.0%
A3	Number of Companies Registered with SDP	2016/17	592	9,749	6.1%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	1,247 (1,397)	14,695 (19,823)	8.5%
OP2	Number of Business Gateway Support Interventions	2016/17	975	15,909	6.1%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	102	2,344	4.4%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	5,089	50,743	10.0%
OP5	Availability of Employment Land	2016/17	23.3%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	42	1,033	4.1%
OC1	Gross Value Added per Capita (NUTS3 Regions) Clackmannanshire and Fife	2015	£17,873	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£534.30 £517.10	£536.60 £535.00	-
OC3	Employment Rate	2016/17	73.7%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	54	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	63%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	10.6%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	11.5%	11.9%	-
OC8	Town Vacancy Rate	2016/17	15.4%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	541	8,983	6.0%
OC11	Leverage of External Funding	2016/17	£1.35	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	243 396	4,426 3,414	5.5% 11.6%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	1,822	17,020	10.7%

GLASGOW CITY

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£28,047,164 £0 £28,047,164	£255,930,290 £106,464,686 £149,465,604	11%
I2	Economic Development Staffing – estimated	2016/17	178.26	1,262.2	14.1%
A1	Number of Attendees at Business Gateway Events	2016/17	1,973	29,925	6.6%
A2	Number of Attendees at Business Events provided by the Council	2016/17	1,331	17,977	7.4%
A3	Number of Companies Registered with SDP	2016/17	1,943	9,749	19.9%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	2,586 (6,036)	14,695 (19,823)	17.6%
OP2	Number of Business Gateway Support Interventions	2016/17	2,361	15,909	14.8%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	346	2,344	14.8%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	11,290	50,743	22.3%
OP5	Availability of Employment Land	2016/17	50.2%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	232	1,033	22.5%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£32,305	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£524.10 £548.40	£536.60 £535.00	-
OC3	Employment Rate	2016/17	67.4%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	75	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	54.3%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	14.9%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	18.8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	11.2%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	407	8,983	4.5%
OC11	Leverage of External Funding	2016/17	£1.06	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	1,877 531	4,426 3,414	42.4% 15.6%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	2,388	17,020	14%

HIGHLAND					
Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£1,486,634 £386,634 £1,100,000	£255,930,290 £106,464,686 £149,465,604	0.6%
I2	Economic Development Staffing – estimated	2016/17	36	1,262.2	2.9%
A1	Number of Attendees at Business Gateway Events	2016/17	1,154	29,925	3.9%
A2	Number of Attendees at Business Events provided by the Council	2016/17	15	17,977	0.1%
A3	Number of Companies Registered with SDP	2016/17	108	9,749	1.1%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	1,427 (1,427)	14,695 (19,823)	9.7%
OP2	Number of Business Gateway Support Interventions	2016/17	1,190	15,909	7.5%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	153	2,344	6.5%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	741	50,743	1.5%
OP5	Availability of Employment Land	2016/17	N/A	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	24	1,033	2.3%
OC1	Gross Value Added per Capita (NUTS3 Regions) Caithness & Sutherland and Ross & Cromarty/ Inverness & Nairn and Moray, Badenoch & Strathspey/Lochaber, Skye & Lochalsh, Arran & Cumbrae and Argyll & Bute	2015	£18,459 / £23,497 / £21,718	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£529.00 £526.20	£536.60 £535.00	-
OC3	Employment Rate	2016/17	79.8%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	67	62	-
OC5	Business Survival Rate (3 Year)	2012 -2015	66.5%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	7.6%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	9.9%	11.9%	-
OC8	Town Vacancy Rate	2016/17	N/A	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	285	8,983	3.2%
OC11	Leverage of External Funding	2016/17	£1.36	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	82 656	4,426 3,414	1.9% 19.2%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	246	17,020	1.5%

INVERCLYDE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£8,635,520	£255,930,290	3.4%
	Capital Spend		£1,178,520	£106,464,686	
	Revenue Spend		£7,457,000	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	10	1,262.2	0.8%
A1	Number of Attendees at Business Gateway Events	2016/17	190	29,925	0.6%
A2	Number of Attendees at Business Events provided by the Council	2016/17	55	17,977	0.3%
A3	Number of Companies Registered with SDP	2016/17	93	9,749	1%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	129 (243)	14,695 (19,823)	0.9%
OP2	Number of Business Gateway Support Interventions	2016/17	111	15,909	0.7%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	13	2,344	0.6%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	1,167	50,743	2.3%
OP5	Availability of Employment Land	2016/17	85%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	9	1,033	0.9%
OC1	Gross Value Added per Capita (NUTS3 Regions) Inverclyde, East Renfrewshire and Renfrewshire	2015	£18,999	£23,685	-
	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£535.00 £547.50	£536.60 £535.00	-
OC3	Employment Rate	2016/17	71.5%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	49	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	65.8%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	14.7%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	15.8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	20.8%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	101	8,983	1.1%
OC11	Leverage of External Funding	2016/17	£0.31	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	0	4,426	0%
	Number of Planned Safeguarded Jobs		0	3,414	0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	356	17,020	2.1%

MIDLOTHIAN

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£2,520,685 £129,010 £2,391,675	£255,930,290 £106,464,686 £149,465,604	1.0%
I2	Economic Development Staffing – estimated	2016/17	17.9	1,262.2	1.4%
A1	Number of Attendees at Business Gateway Events	2016/17	273	29,925	0.9%
A2	Number of Attendees at Business Events provided by the Council	2016/17	288	17,977	1.6%
A3	Number of Companies Registered with SDP	2016/17	230	9,749	2.4%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	72 (72)	14,695 (19,823)	0.5%
OP2	Number of Business Gateway Support Interventions	2016/17	189	15,909	1.2%\$
OP3	Number of Companies Assisted by Scottish Development International	2016/17	30	2,344	1.3%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	722	50,743	1.4%
OP5	Availability of Employment Land	2016/17	57.1%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	24	1,033	2.3%
OC1	Gross Value Added per Capita (NUTS3 Regions) East Lothian and Midlothian	2015	£15,128	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£517.40 £567.50	£536.60 £535.00	-
OC3	Employment Rate	2016/17	78%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	51	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	63.4%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	9.4%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	7.6%	11.9%	-
OC8	Town Vacancy Rate	2016/17	5.7%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	165	8,983	1.8%
OC11	Leverage of External Funding	2016/17	£4.24	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	0 0	4,426 3,414	0% 0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	263	17,020	1.6%

MORAY

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£3,841,308 £1,133,308 £2,708,000	£255,930,290 £106,464,686 £149,465,604	1.5%
I2	Economic Development Staffing – estimated	2016/17	25.6	1,262.2	2.0%
A1	Number of Attendees at Business Gateway Events	2016/17	1,452	29,925	4.9%
A2	Number of Attendees at Business Events provided by the Council	2016/17	641	17,977	3.6%
A3	Number of Companies Registered with SDP	2016/17	28	9,749	0.3%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	6 (6)	14,695 (19,823)	0%
OP2	Number of Business Gateway Support Interventions	2016/17	467	15,909	2.9%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	43	2,344	1.8%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	423	50,743	0.8%
OP5	Availability of Employment Land	2016/17	22.4%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	4	1,033	0.4%
OC1	Gross Value Added per Capita (NUTS3 Regions) Inverness & Nairn and Moray, Badenoch & Strathspey	2015	£23,497	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£498.70 £491.80	£536.60 £535.00	-
OC3	Employment Rate	2016/17	73.5%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	50	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	64.6%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	7.5%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	12.8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	11.9%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	132	8,983	1.5%
OC11	Leverage of External Funding	2016/17	£3.69	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	0 0	4,426 3,414	0% 0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	83	17,020	0.5%

NORTH AYRSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£11,834,163 £4,369,163 £7,465,000	£255,930,290 £106,464,686 £149,465,604	4.6%
I2	Economic Development Staffing – estimated	2016/17	38.4	1,262.2	3.0%
A1	Number of Attendees at Business Gateway Events	2016/17	660	29,925	2.2%
A2	Number of Attendees at Business Events provided by the Council	2016/17	484	17,977	2.7%
A3	Number of Companies Registered with SDP	2016/17	245	9,749	2.5%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	754 (N/A)	14,695 (19,823)	5.1%
OP2	Number of Business Gateway Support Interventions	2016/17	256	15,909	1.6%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	28	2,344	1.2%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	1,590	50,743	3.1%
OP5	Availability of Employment Land	2016/17	7.2%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	23	1,033	2.2%
OC1	Gross Value Added per Capita (NUTS3 Regions) East Ayrshire and North Ayrshire mainland	2015	£15,200	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£522.70 £510.00	£536.60 £535.00	-
OC3	Employment Rate	2016/17	64.7%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	46	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	64.4%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	14.2%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	15.8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	12%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	304	8,983	3.4%
OC11	Leverage of External Funding	2016/17	£0.62	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	34 154	4,426 3,414	0.8% 4.5%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	704	17,020	4.1%

NORTH LANARKSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£13,549,000	£255,930,290	5.3%
	Capital Spend		£5,025,545	£106,464,686	
	Revenue Spend		£8,523,455	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	34.26	1,262.2	2.7%
A1	Number of Attendees at Business Gateway Events	2016/17	1,807	29,925	6.0%
A2	Number of Attendees at Business Events provided by the Council	2016/17	1,350	17,977	7.5%
A3	Number of Companies Registered with SDP	2016/17	584	9,749	6.0%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	979 (1,599)	14,695 (19,823)	6.7%
OP2	Number of Business Gateway Support Interventions	2016/17	2,055	15,909	12.9%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	51	2,344	2.2%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	3,092	50,743	6.1%
OP5	Availability of Employment Land	2016/17	55.6%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	67	1,033	6.5%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£19,102	£23,685	-
OC2	Gross Weekly Earnings – Residence Based	2016	£512.10	£536.60	-
	Gross Weekly Earnings – Workforce Based		£497.60	£535.00	
OC3	Employment Rate	2016/17	74.5%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	55	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	60%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	12.6%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	16.5%	11.9%	-
OC8	Town Vacancy Rate	2016/17	18.7%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	564	8,983	6.3%
OC11	Leverage of External Funding	2016/17	£2.69	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	259	4,426	5.9%
	Number of Planned Safeguarded Jobs		0	3,414	0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	1,467	17,020	8.6%

ORKNEY ISLANDS

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£2,049,000 £0 £2,049,000	£255,930,290 £106,464,686 £149,465,604	0.8%
I2	Economic Development Staffing – estimated	2016/17	9.5	1,262.2	0.8%
A1	Number of Attendees at Business Gateway Events	2016/17	246	29,925	0.8%
A2	Number of Attendees at Business Events provided by the Council	2016/17	361	17,977	2.0%
A3	Number of Companies Registered with SDP	2016/17	16	9,749	0.2%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	51 (51)	14,695 (19,823)	0.3%
OP2	Number of Business Gateway Support Interventions	2016/17	31	15,909	0.2%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	9	2,344	0.4%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	24	50,743	0.1%
OP5	Availability of Employment Land	2016/17	7.3%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	5	1,033	0.5%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£20,560	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£557.80 £506.40	£536.60 £535.00	-
OC3	Employment Rate	2016/17	87%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	45	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	75%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	6.3%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	-	11.9%	-
OC8	Town Vacancy Rate	2016/17	6.9%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	49	8,983	0.5%
OC11	Leverage of External Funding	2016/17	£2.84	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	0 0	4,426 3,414	0% 0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	6	17,020	0%

PERTH AND KINROSS

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£7,688,683	£255,930,290	3.0%
	Capital Spend		£5,099,729	£106,464,686	
	Revenue Spend		£2,588,954	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	37	1,262.2	2.9%
A1	Number of Attendees at Business Gateway Events	2016/17	782	29,925	2.6%
A2	Number of Attendees at Business Events provided by the Council	2016/17	1,037	17,977	5.8%
A3	Number of Companies Registered with SDP	2016/17	265	9,749	2.7%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	133 (133)	14,695 (19,823)	0.9%
OP2	Number of Business Gateway Support Interventions	2016/17	297	15,909	0.9%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	86	2,344	3.7%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	586	50,743	1.2%
OP5	Availability of Employment Land	2016/17	98.4%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	29	1,033	2.8%
OC1	Gross Value Added per Capita (NUTS3 Regions) Perth and Kinross and Stirling	2015	£22,540	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£527.90 £498.10	£536.60 £535.00	-
OC3	Employment Rate	2016/17	77.1%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	61	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	61.5%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	7.3%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	8.3%	11.9%	-
OC8	Town Vacancy Rate	2016/17	8.8%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	238	8,983	2.6%
OC11	Leverage of External Funding	2016/17	£0.80	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	0	4,426	0%
	Number of Planned Safeguarded Jobs		100	3,414	2.9%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	367	17,020	2/2%

RENFREWSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£5,771,502 £525,765 £5,245,737	£255,930,290 £106,464,686 £149,465,604	2.3%
I2	Economic Development Staffing – estimated	2016/17	100.86	1,262.2	8.0%
A1	Number of Attendees at Business Gateway Events	2016/17	930	29,925	3.1%
A2	Number of Attendees at Business Events provided by the Council	2016/17	461	17,977	2.6%
A3	Number of Companies Registered with SDP	2016/17	451	9,749	4.6%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	495 (785)	14,695 (19,823)	3.4%
OP2	Number of Business Gateway Support Interventions	2016/17	296	15,909	1.9%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	50	2,344	2.1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	3,600	50,743	7.1%
OP5	Availability of Employment Land	2016/17	26.5%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	39	1,033	3.8%
OC1	Gross Value Added per Capita (NUTS3 Regions) Inverclyde, East Renfrewshire and Renfrewshire	2015	£18,999	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£550.90 £495.40	£536.60 £535.00	-
OC3	Employment Rate	2016/17	74.7%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	58	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	61%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	11.5%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	9.3%	11.9%	-
OC8	Town Vacancy Rate	2016/17	11.8%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	326	8,983	3.6%
OC11	Leverage of External Funding	2016/17	£2.39	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	243 113	4,426 3,414	5.5% 3.3%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	1,220	17,020	7.2%

SCOTTISH BORDERS

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£1,617,000 £71,000 £1,546,000	£255,930,290 £106,464,686 £149,465,604	0.6%
I2	Economic Development Staffing – estimated	2016/17	11.55	1,262.2	0.9%
A1	Number of Attendees at Business Gateway Events	2016/17	916	29,925	3.1%
A2	Number of Attendees at Business Events provided by the Council	2016/17	198	17,977	1.1%
A3	Number of Companies Registered with SDP	2016/17	214	9,749	2.2%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	349 (376)	14,695 (19,823)	2.4%
OP2	Number of Business Gateway Support Interventions	2016/17	110	15,909	0.7%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	38	2,344	1.6%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	225	50,743	0.4%
OP5	Availability of Employment Land	2016/17	43.2%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	18	1,033	1.7%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£17,196	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£498.70 £453.40	£536.60 £535.00	-
OC3	Employment Rate	2016/17	74.1%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	54	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	66.7%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	8.4%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	12.1%	11.9%	-
OC8	Town Vacancy Rate	2016/17	11.3%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	219	8,983	2.4%
OC11	Leverage of External Funding	2016/17	£1.22	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	92 197	4,426 3,414	2.1% 5.8%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	61	17,020	0.4%

SHETLAND ISLANDS

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£2,644,885	£255,930,290	1.0%
	Capital Spend		£0	£106,464,686	
	Revenue Spend		£2,644,885	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	16	1,262.2	1.3%
A1	Number of Attendees at Business Gateway Events	2016/17	763	29,925	2.5%
A2	Number of Attendees at Business Events provided by the Council	2016/17	0	17,977	0%
A3	Number of Companies Registered with SDP	2016/17	8	9,749	0.1%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	24 (24)	14,695 (19,823)	0.2%
OP2	Number of Business Gateway Support Interventions	2016/17	83	15,909	0.5%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	26	2,344	1.1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	-	50,743	-
OP5	Availability of Employment Land	2016/17	-	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	4	1,033	0.4%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£27,143	£23,685	-
OC2	Gross Weekly Earnings – Residence Based	2016	£649.60	£536.60	-
	Gross Weekly Earnings – Workforce Based		£650.80	£535.00	
OC3	Employment Rate	2016/17	85.7%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	62	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	66.7%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	5.6%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	-	11.9%	-
OC8	Town Vacancy Rate	2016/17	-	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	23	8,983	0.3%
OC11	Leverage of External Funding	2016/17	£0.22	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	0	4,426	0%
	Number of Planned Safeguarded Jobs		0	3,414	0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	-	17,020	-

SOUTH AYRSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£2,633,921	£255,930,290	1.0%
	Capital Spend		£0	£106,464,686	
	Revenue Spend		£2,633,921	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	15	1,262.2	1.2%
A1	Number of Attendees at Business Gateway Events	2016/17	522	29,925	1.7%
A2	Number of Attendees at Business Events provided by the Council	2016/17	27	17,977	0.2%
A3	Number of Companies Registered with SDP	2016/17	262	9,749	2.7%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	327 (444)	14,695 (19,823)	2.2%
OP2	Number of Business Gateway Support Interventions	2016/17	19	15,909	0.1%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	21	2,344	0.9%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	1,501	50,743	3.0%
OP5	Availability of Employment Land	2016/17	15.6%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	21	1,033	2.0%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£21,918	£23,685	-
OC2	Gross Weekly Earnings – Residence Based	2016	£538.50	£536.60	-
	Gross Weekly Earnings – Workforce Based		£519.30	£535.00	
OC3	Employment Rate	2016/17	72%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	60	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	61.3%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	11%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	11.6%	11.9%	-
OC8	Town Vacancy Rate	2016/17	23.9%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	131	8,983	1.5%
OC11	Leverage of External Funding	2016/17	£0.71	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	118	4,426	2.7%
	Number of Planned Safeguarded Jobs		219	3,414	6.4%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	304	17,020	1.8%

SOUTH LANARKSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£9,732,512 £1,598,512 £8,134,000	£255,930,290 £106,464,686 £149,465,604	3.8%
I2	Economic Development Staffing – estimated	2016/17	37.4	1,262.2	3.0%
A1	Number of Attendees at Business Gateway Events	2016/17	497	29,925	1.7%
A2	Number of Attendees at Business Events provided by the Council	2016/17	1,065	17,977	5.9%
A3	Number of Companies Registered with SDP	2016/17	722	9,749	7.4%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	540 (540)	14,695 (19,823)	3.7%
OP2	Number of Business Gateway Support Interventions	2016/17	2,029	15,909	12.8%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	78	2,344	3.3%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	3,634	50,743	7.2%
OP5	Availability of Employment Land	2016/17	19.1%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	45	1,033	4.4%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£18,291	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£543.00 £574.80	£536.60 £535.00	-
OC3	Employment Rate	2016/17	75.5%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	62	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	60.7%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	11%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	12.4%	11.9%	-
OC8	Town Vacancy Rate	2016/17	9.9%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	536	8,983	6.0%
OC11	Leverage of External Funding	2016/17	£9.11	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	54 114	4,426 3,414	1.2% 3.3%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	1,798	17,020	10.6%

STIRLING

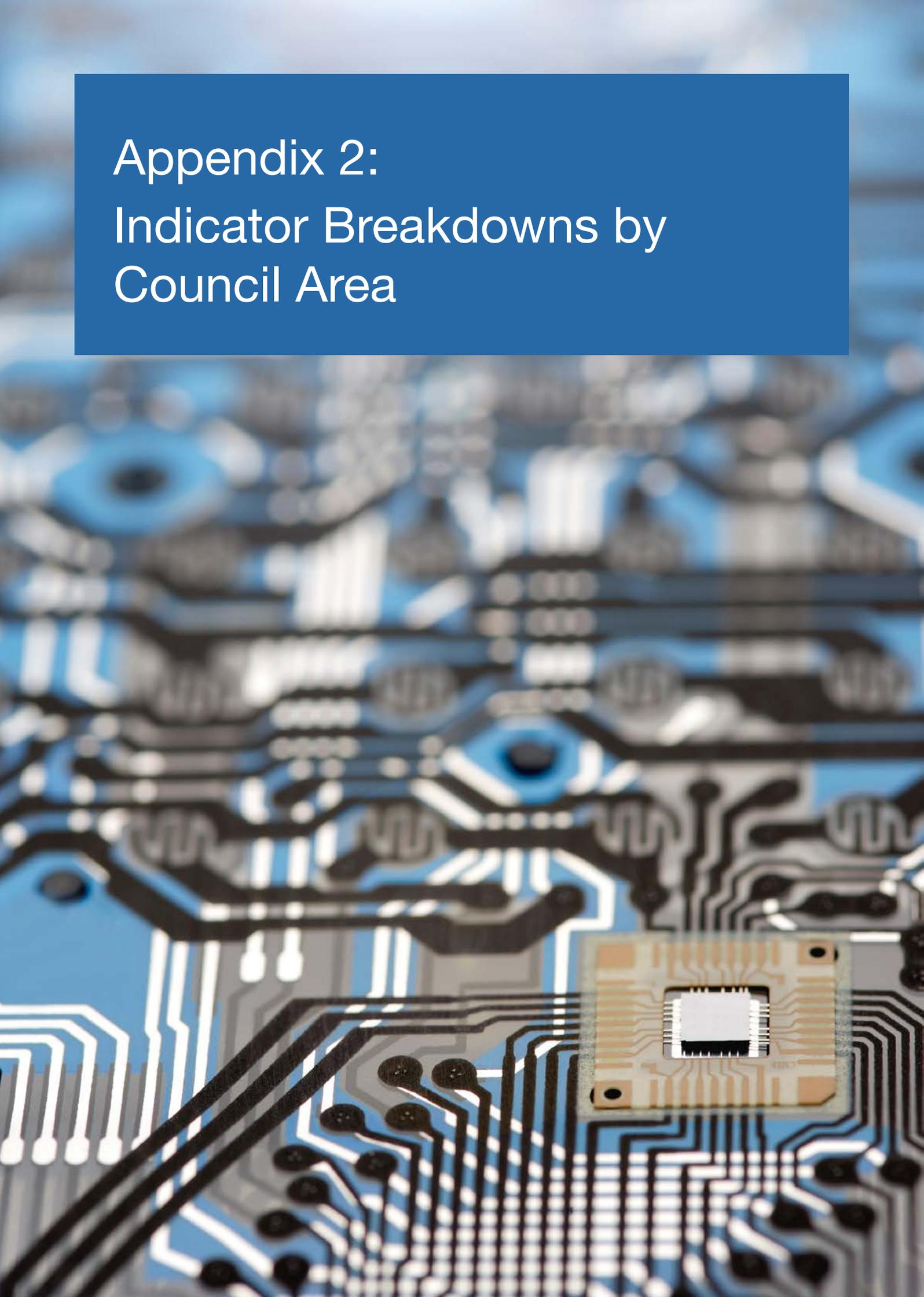
Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated	2016/17	£1,744,437	£255,930,290	0.7%
	Capital Spend		£1,100,397	£106,464,686	
	Revenue Spend		£644,040	£149,465,604	
I2	Economic Development Staffing – estimated	2016/17	11	1,262.2	0.9%
A1	Number of Attendees at Business Gateway Events	2016/17	451	29,925	1.5%
A2	Number of Attendees at Business Events provided by the Council	2016/17	195	17,977	1.5%
A3	Number of Companies Registered with SDP	2016/17	195	9,749	2.0%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	364 (458)	14,695 (19,823)	2.5%
OP2	Number of Business Gateway Support Interventions	2016/17	331	15,909	2.1%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	72	2,344	3.1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	397	50,743	0.8%
OP5	Availability of Employment Land	2016/17	60.5%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	24	1,033	2.3%
OC1	Gross Value Added per Capita (NUTS3 Regions) Perth and Kinross and Stirling	2015	£22,540	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£572.70 £514.10	£536.60 £535.00	-
OC3	Employment Rate	2016/17	74.4%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	67	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	68.7%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	7.5%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	8%	11.9%	-
OC8	Town Vacancy Rate	2016/17	2.5%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	234	8,983	2.6%
OC11	Leverage of External Funding	2016/17	£1.30	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects	2016/17	46	4,426	1.0%
	Number of Planned Safeguarded Jobs		10	3,414	0.3%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	61	17,020	0.4%

WEST DUNBARTONSHIRE

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£4,015,178 £737,178 £3,278,000	£255,930,290 £106,464,686 £149,465,604	1.6%
I2	Economic Development Staffing – estimated	2016/17	44.8	1,262.2	3.5%
A1	Number of Attendees at Business Gateway Events	2016/17	684	29,925	2.3%
A2	Number of Attendees at Business Events provided by the Council	2016/17	1,078	17,977	6.0%
A3	Number of Companies Registered with SDP	2016/17	127	9,749	1.3%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	113 (293)	14,695 (19,823)	0.8%
OP2	Number of Business Gateway Support Interventions	2016/17	162	15,909	1.0%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	25	2,344	1.1%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	1,105	50,743	2.2%
OP5	Availability of Employment Land	2016/17	38.8%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	5	1,033	0.5%
OC1	Gross Value Added per Capita (NUTS3 Regions) East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond	2015	£15,746	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£519.20 £512.50	£536.60 £535.00	-
OC3	Employment Rate	2016/17	71.9%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	47	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	62.5%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	14.6%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	13.2%	11.9%	-
OC8	Town Vacancy Rate	2016/17	11.4%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	194	8,983	2.2%
OC11	Leverage of External Funding	2016/17	£1.24	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	0 0	4,426 3,414	0% 0%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	503	17,020	3.0%

WEST LoTHIAN

Ref	Indicator	Period	Council	Scotland	% of Scotland
I1	Economic Development Expenditure – estimated Capital Spend Revenue Spend	2016/17	£2,850,000 £489,000 £2,361,000	£255,930,290 £106,464,686 £149,465,604	1.1%
I2	Economic Development Staffing – estimated	2016/17	52.5	1,262.2	4.2%
A1	Number of Attendees at Business Gateway Events	2016/17	393	29,925	1.3%
A2	Number of Attendees at Business Events provided by the Council	2016/17	131	17,977	0.7%
A3	Number of Companies Registered with SDP	2016/17	383	9,749	3.9%
OP1	No. of Businesses Supported by Council Economic Development Activity (No. of instances of support)	2016/17	536 (1,288)	14,695 (19,823)	3.6%
OP2	Number of Business Gateway Support Interventions	2016/17	618	15,909	3.9%
OP3	Number of Companies Assisted by Scottish Development International	2016/17	63	2,344	2.7%
OP4	Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities	2016/17	760	50,743	1.5%
OP5	Availability of Employment Land	2016/17	54.1%	38.4%	-
OP6	Number of Businesses Participating in SDP	2016/17	42	1,033	4.1%
OC1	Gross Value Added per Capita (NUTS3 Regions)	2015	£20,040	£23,685	-
OC2	Gross Weekly Earnings – Residence Based Gross Weekly Earnings – Workforce Based	2016	£507.40 £505.80	£536.60 £535.00	-
OC3	Employment Rate	2016/17	75.6%	73.4%	-
OC4	New Business Starts per 10,000 Working Age Population	2015	59	62	-
OC5	Business Survival Rate (3 Year)	2012-2015	59.4%	62.0%	-
OC6	Claimants in Receipt of Out-of-Work Benefits	2017	10%	10.2%	-
OC7	Working Age Population with Low/No Qualifications	2016	11.3%	11.9%	-
OC8	Town Vacancy Rate	2016/17	8.8%	10.2%	-
OC9	Number of Business Gateway start-ups that are Trading	2016/17	405	8,983	4.5%
OC11	Leverage of External Funding	2016/17	£1.93	£1.54	-
OC12	Number of Planned New Jobs from Completed Inward Investment Projects Number of Planned Safeguarded Jobs	2016/17	177 5	4,426 3,414	4.0% 0.1%
OC13	No. of Unemployed People that have Progressed to Employment from Participation in Council Funded/Operated Employability Activities	2016/17	518	17,020	3.0%



Appendix 2: Indicator Breakdowns by Council Area

I1 – Economic Development Expenditure – estimated (2016/17)

Council Area	Capital Spend	Revenue Spend	TOTAL
Aberdeen City	£66,439,741	£4,968,000	£71,407,741
Aberdeenshire	£60,831	£2,620,000	£2,680,831
Angus	£88,042	£1,555,353	£1,643,395
Argyll and Bute	£5,386,000	£2,675,081	£8,061,081
City of Edinburgh	£0	£9,825,720	£9,825,720
Clackmannanshire	£743,000	£2,046,000	£2,789,000
Dumfries and Galloway	£1,403,251	£3,840,987	£5,244,238
Dundee City	£1,925,000	£6,243,400	£8,168,400
East Ayrshire	£3,258,004	£3,330,000	£6,588,004
East Dunbartonshire	£0	£4,252,000	£4,252,000
East Lothian	£0	£3,499,959	£3,499,959
East Renfrewshire	£1,287,000	£1,493,200	£2,780,200
Eilean Siar	£1,153,000	£4,075,000	£5,228,000
Falkirk	£1,302,805	£2,236,073	£3,538,877
Fife	£1,574,252	£7,987,000	£9,561,252
Glasgow City	£0	£28,047,164	£28,047,164
Highland	£386,634	£1,100,000	£1,486,634
Inverclyde	£1,178,520	£7,457,000	£8,635,520
Midlothian	£129,010	£2,391,675	£2,520,685
Moray	£1,133,308	£2,708,000	£3,841,308
North Ayrshire	£4,369,163	£7,465,000	£11,834,163
North Lanarkshire	£5,025,545	£8,523,455	£13,549,000
Orkney Islands	£0	£2,049,000	£2,049,000
Perth and Kinross	£5,099,729	£2,588,954	£7,688,683
Renfrewshire	£525,765	£5,245,737	£5,771,502
Scottish Borders	£71,000	£1,546,000	£1,617,000
Shetland Islands	£0	£2,644,885	£2,644,885
South Ayrshire	£0	£2,633,921	£2,633,921
South Lanarkshire	£1,598,512	£8,134,000	£9,732,512
Stirling	£1,100,397	£644,040	£1,744,437
West Dunbartonshire	£737,178	£3,278,000	£4,015,178
West Lothian	£489,000	£2,361,000	£2,850,000
SCOTLAND	£106,464,686	£149,465,604	£255,930,290

Source: Council submissions 2016/17

I2 – Economic Development Staffing – estimated (2016/17)

Council Area	Total FTE Staff
Aberdeen City	45.32
Aberdeenshire	48.50
Angus	28.76
Argyll and Bute	25.00
City of Edinburgh	41.93
Clackmannanshire	17.20
Dumfries and Galloway	59.00
Dundee City	38.50
East Ayrshire	31.40
East Dunbartonshire	24.00
East Lothian	48.77
East Renfrewshire	14.00
Eilean Siar	23.60
Falkirk	52.20
Fife	87.99
Glasgow City	178.26
Highland	36.00
Inverclyde	10.00
Midlothian	17.90
Moray	25.60
North Ayrshire	38.40
North Lanarkshire	34.26
Orkney Island	9.50
Perth and Kinross	37.00
Renfrewshire	100.86
Scottish Borders	11.55
Shetland Island	16.00
South Ayrshire	15.00
South Lanarkshire	37.40
Stirling	11.00
West Dunbartonshire	44.80
West Lothian	52.50
SCOTLAND	1,262.20

Source: Council submissions 2016/17

A1 – Number of Attendees at Business Gateway Events (2016/17)

Council Area	No. of Events	Attendees
Aberdeen City	218	3,797
Aberdeenshire	100	819
Angus	57	347
Argyll and Bute	154	925
City of Edinburgh	216	2,545
Clackmannanshire	35	287
Dumfries and Galloway	234	1,894
Dundee City	113	933
East Ayrshire	47	385
East Dunbartonshire	87	508
East Lothian	48	357
East Renfrewshire	83	339
Eilean Siar	63	540
Falkirk	106	755
Fife	243	1,801
Glasgow City	258	1,973
Highland	64	1,154
Inverclyde	43	190
Midlothian	44	273
Moray	42	1,452
North Ayrshire	54	660
North Lanarkshire	289	1,807
Orkney Islands	30	246
Perth and Kinross	90	782
Renfrewshire	134	930
Scottish Borders	137	916
Shetland Islands	52	763
South Ayrshire	53	522
South Lanarkshire	79	497
Stirling	59	451
West Dunbartonshire	134	684
West Lothian	65	393
SCOTLAND	3,431	29,925

Source: Business Gateway National Unit, COSLA

A2 – Number of Attendees at Business Events provided by the Council (2016/17)

Council Area	No. of Events	Attendees
Aberdeen City	40	1,760
Aberdeenshire	4	516
Angus	5	123
Argyll and Bute	26	393
City of Edinburgh	6	218
Clackmannanshire	3	110
Dumfries and Galloway	3	1,252
Dundee City	10	994
East Ayrshire	30	388
East Dunbartonshire	5	204
East Lothian	5	412
East Renfrewshire	7	448
Eilean Siar	1	25
Falkirk	5	804
Fife	93	1,613
Glasgow City	5	1,331
Highland	3	15
Inverclyde	2	55
Midlothian	7	288
Moray	3	641
North Ayrshire	0	484
North Lanarkshire	17	1,350
Orkney Islands	1	361
Perth and Kinross	35	1,037
Renfrewshire	7	461
Scottish Borders	6	198
Shetland Islands	0	0
South Ayrshire	2	27
South Lanarkshire	7	1,065
Stirling	2	195
West Dunbartonshire	5	1,078
West Lothian	6	131
SCOTLAND	266	17,977

Source: Council submissions 2016/17

A3 - Number of Companies Registered with SDP (2016/17)

Council Area	Registered Companies
Aberdeen City	255
Aberdeenshire	154
Angus	161
Argyll and Bute	159
City of Edinburgh	954
Clackmannanshire	119
Dumfries and Galloway	207
Dundee City	242
East Ayrshire	318
East Dunbartonshire	161
East Lothian	136
East Renfrewshire	186
Eilean Siar	11
Falkirk	220
Fife	592
Glasgow City	1,943
Highland	108
Inverclyde	93
Midlothian	230
Moray	28
North Ayrshire	245
North Lanarkshire	584
Orkney Island	16
Perth and Kinross	265
Renfrewshire	451
Scottish Borders	214
Shetland Island	8
South Ayrshire	262
South Lanarkshire	722
Stirling	195
West Dunbartonshire	127
West Lothian	383
SCOTLAND	9,749

Source: Supplier Development Programme 2017

OP1 – Number of Businesses Supported by Council Economic Development Activity (2016/17)

Council Area	Businesses Supported	Instances of Support
Aberdeen City	97	97
Aberdeenshire	510	555
Angus	334	693
Argyll and Bute	24	25
City of Edinburgh	545	545
Clackmannanshire	156	222
Dumfries and Galloway	1,255	N/A
Dundee City	214	546
East Ayrshire	468	1,003
East Dunbartonshire	105	105
East Lothian	69	151
East Renfrewshire	38	425
Eilean Siar	258	284
Falkirk	490	N/A
Fife	1,247	1,397
Glasgow City	2,586	6,036
Highland	1,427	1,427
Inverclyde	129	243
Midlothian	72	72
Moray	6	6
North Ayrshire	754	N/A
North Lanarkshire	979	1,599
Orkney Island	51	51
Perth and Kinross	133	133
Renfrewshire	495	785
Scottish Borders	349	376
Shetland Island	24	24
South Ayrshire	327	444
South Lanarkshire	540	540
Stirling	364	458
West Dunbartonshire	113	293
West Lothian	536	1,288
TOTAL	14,695	19,823

OP2 - Number of Unique Businesses that have Received an Intervention of Support from the Business Gateway (2016/17)

Council Area	BG Core Support
Aberdeen City	311
Aberdeenshire	335
Angus	241
Argyll and Bute	459
City of Edinburgh	954
Clackmannanshire	198
Dumfries and Galloway	120
Dundee City	278
East Ayrshire	50
East Dunbartonshire	73
East Lothian	134
East Renfrewshire	142
Eilean Siar	419
Falkirk	615
Fife	975
Glasgow City	2361
Highland	1190
Inverclyde	111
Midlothian	189
Moray	467
North Ayrshire	256
North Lanarkshire	2055
Orkney Islands	31
Perth & Kinross	297
Renfrewshire	296
Scottish Borders	110
Shetland Islands	83
South Ayrshire	19
South Lanarkshire	2029
Stirling	331
West Dunbartonshire	162
West Lothian	618
TOTAL	15,909

OP3 - Number of Companies Assisted by Scottish Development International (2016/17)

Council Area	Companies Assisted
Aberdeen City	146
Aberdeenshire	119
Angus	26
Argyll and Bute	47
City of Edinburgh	359
Clackmannanshire	21
Dumfries and Galloway	39
Dundee City	77
East Ayrshire	23
East Dunbartonshire	20
East Lothian	24
East Renfrewshire	17
Eilean Siar	24
Falkirk	41
Fife	102
Glasgow City	346
Highland	153
Inverclyde	13
Midlothian	30
Moray	43
North Ayrshire	28
North Lanarkshire	51
Orkney Island	9
Perth and Kinross	86
Renfrewshire	50
Scottish Borders	38
Shetland Island	26
South Ayrshire	21
South Lanarkshire	78
Stirling	72
West Dunbartonshire	25
West Lothian	63
No Local Authority	127
TOTAL	2,344

Source: Scottish Enterprise/Highlands and Islands Enterprise

OP4 - Number of Unemployed People that have Participated in Council Funded or Operated Employability Activities (2016/17)

Council Area	Participants	Male	Female	16-24	25-64
Aberdeen City	905	581	324	397	508
Aberdeenshire	360	198	162	77	36
Angus	457	314	143	169	288
Argyll and Bute	38	30	8	38	0
City of Edinburgh	5,295	2,893	2,402	1,627	3,668
Clackmannanshire	469	275	194	255	214
Dumfries and Galloway	1,582	970	612	872	710
Dundee City	2,322	1,092	1,230	906	1,416
East Ayrshire	795	397	398	397	398
East Dunbartonshire	318	179	139	130	188
East Lothian	520	212	308	246	274
East Renfrewshire	435	242	193	140	295
Eilean Siar	73	38	35	58	15
Falkirk	1,228	741	487	886	342
Fife	5,089	2,544	2,545	2,544	2,545
Glasgow City	11,290	7,211	4,079	5,180	6,110
Highland	741	519	222	367	374
Inverclyde	1,167	765	402	356	811
Midlothian	722	423	299	485	237
Moray	423	290	133	153	270
North Ayrshire	1,590	795	795	795	795
North Lanarkshire	3,092	1,788	1,304	1,349	1,743
Orkney Island	24	16	8	19	5
Perth and Kinross	586	349	237	189	397
Renfrewshire	3,600	2,185	1,415	1,561	2,039
Scottish Borders	225	125	100	134	91
Shetland Island	N/A	N/A	N/A	N/A	N/A
South Ayrshire	1,501	803	698	710	791
South Lanarkshire	3,634	2,345	1,289	1,537	2,097
Stirling	397	245	152	188	209
West Dunbartonshire	1,105	574	531	427	678
West Lothian	760	396	364	328	432
TOTAL	50,743	29,535	21,208	22,520	27,976

OP5 – Availability of Employment Land (2016/17)

Council Area	Total	Immediately Available	% Immediately Available
Aberdeen City	205.00	46.00	22.4%
Aberdeenshire	341.00	70.00	20.5%
Angus	44.38	16.80	37.9%
Argyll and Bute	88.70	33.49	37.8%
City of Edinburgh	333.30	291.30	87.4%
Clackmannanshire	166.04	15.13	9.1%
Dumfries and Galloway	258.71	60.12	23.2%
Dundee City	160.62	124.75	77.7%
East Ayrshire	113.10	18.94	16.7%
East Dunbartonshire	42.44	38.16	89.9%
East Lothian	95.43	0.00	0.0%
East Renfrewshire	17.71	16.43	92.8%
Eilean Siar	75.10	30.28	40.3%
Falkirk	248.00	146.00	58.9%
Fife	939.52	219.04	23.3%
Glasgow City	140.28	70.45	50.2%
Highland	N/A	N/A	N/A
Inverclyde	40.00	34.00	85.0%
Midlothian	128.33	73.33	57.1%
Moray	80.62	18.07	22.4%
North Ayrshire	231.00	16.60	7.2%
North Lanarkshire	580.59	322.99	55.6%
Orkney Island	57.10	4.17	7.3%
Perth and Kinross	246.00	242.00	98.4%
Renfrewshire	140.72	37.34	26.5%
Scottish Borders	110.10	47.60	43.2%
Shetland Island	N/A	N/A	N/A
South Ayrshire	641.00	100.20	15.6%
South Lanarkshire	233.98	44.72	19.1%
Stirling	122.80	74.30	60.5%
West Dunbartonshire	79.49	30.84	38.8%
West Lothian	307.00	166.00	54.1%
SCOTLAND	6,268	2,409	38.4%

Source: Council submissions 2016/17

OP6 - Number of Businesses Participating in SDP Events and Activities (2016/17)

Council Area	No. of Businesses
Aberdeen City	48
Aberdeenshire	19
Angus	23
Argyll and Bute	15
City of Edinburgh	127
Clackmannanshire	4
Dumfries and Galloway	26
Dundee City	30
East Ayrshire	18
East Dunbartonshire	8
East Lothian	10
East Renfrewshire	9
Eilean Siar	3
Falkirk	26
Fife	42
Glasgow City	232
Highland	24
Inverclyde	9
Midlothian	24
Moray	4
North Ayrshire	23
North Lanarkshire	67
Orkney Island	5
Perth and Kinross	29
Renfrewshire	39
Scottish Borders	18
Shetland Island	4
South Ayrshire	21
South Lanarkshire	45
Stirling	24
West Dunbartonshire	5
West Lothian	42
Other	10
TOTAL	1,033

Source: Supplier Development Programme 2017

OC1 – Gross Value Added per Capita (2015)

Council Area	GVA per Head
Angus and Dundee City	£19,612
Clackmannanshire and Fife	£17,873
East Lothian and Midlothian	£15,128
Scottish Borders	£17,196
City of Edinburgh	£36,963
Falkirk	£18,352
Perth & Kinross and Stirling	£22,540
West Lothian	£20,040
East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond	£15,746
Dumfries & Galloway	£18,720
East Ayrshire and North Ayrshire mainland	£15,200
Glasgow City	£32,305
Inverclyde, East Renfrewshire and Renfrewshire	£18,999
North Lanarkshire	£19,102
South Ayrshire	£21,918
South Lanarkshire	£18,291
Aberdeen City and Aberdeenshire	£36,726
Caithness & Sutherland and Ross & Cromarty	£18,459
Inverness & Nairn and Moray, Badenoch & Strathspey	£23,497
Lochaber, Skye & Lochalsh, Arran & Cumbrae and Argyll & Bute	£21,718
Eilean Siar (Western Isles)	£16,989
Orkney Islands	£20,560
Shetland Islands	£27,143
SCOTLAND	£23,685

Source: Office for National Statistics (ONS)

OC2 – Gross Weekly Earnings (2016)

Council Area	Residence Based	Workplace Based
Aberdeen City	£536.60	£606.00
Aberdeenshire	£567.30	£535.90
Angus	£527.80	£474.40
Argyll and Bute	£471.80	£531.50
Edinburgh, City of	£559.70	£569.20
Clackmannanshire	£492.00	£496.70
Dumfries and Galloway	£461.80	£454.60
Dundee City	£484.20	£505.30
East Ayrshire	£549.90	£523.70
East Dunbartonshire	£631.30	£466.60
East Lothian	£565.40	£534.30
East Renfrewshire	£688.30	£480.50
Eilean Siar	£476.10	£466.50
Falkirk	£550.40	£528.10
Fife	£534.30	£517.10
Glasgow City	£524.10	£548.40
Highland	£529.00	£526.20
Inverclyde	£535.00	£547.50
Midlothian	£517.40	£567.50
Moray	£498.70	£491.80
North Ayrshire	£522.70	£510.00
North Lanarkshire	£512.10	£497.60
Orkney Islands	£557.80	£506.40
Perth and Kinross	£527.90	£498.10
Renfrewshire	£550.90	£495.40
Scottish Borders	£498.70	£453.40
Shetland Islands	£649.60	£650.80
South Ayrshire	£538.50	£519.30
South Lanarkshire	£543.00	£574.80
Stirling	£572.70	£514.10
West Dunbartonshire	£519.20	£512.50
West Lothian	£507.40	£505.80
AVERAGE	£536.60	£535.00

Source: Annual Survey of Hours and Earnings (2016), ONS (Media gross weekly earnings for full time employees)

OC3 – Employment Rate (2016/17)

Council Area	Employment Rate
Aberdeen City	72.9%
Aberdeenshire	78.0%
Angus	76.8%
Argyll and Bute	78.2%
City of Edinburgh	72.8%
Clackmannanshire	68.7%
Dumfries and Galloway	73.9%
Dundee City	65.4%
East Ayrshire	66.6%
East Dunbartonshire	75.6%
East Lothian	75.0%
East Renfrewshire	76.2%
Eilean Siar	77.0%
Falkirk	76.8%
Fife	73.7%
Glasgow City	67.4%
Highland	79.8%
Inverclyde	71.5%
Midlothian	78.0%
Moray	73.5%
North Ayrshire	64.7%
North Lanarkshire	74.5%
Orkney Island	87.0%
Perth and Kinross	77.1%
Renfrewshire	74.7%
Scottish Borders	74.1%
Shetland Island	85.7%
South Ayrshire	72.0%
South Lanarkshire	75.5%
Stirling	74.4%
West Dunbartonshire	71.9%
West Lothian	75.6%
AVERAGE	73.4%

Source: Annual Population Survey, NOMIS

OC4 – New Business Starts (2015)

Council Area	No. of Business Starts 2015	2015 WA Population	Start-ups per 10,000 WA Population
Aberdeen City	1,090	162,073	67
Aberdeenshire	1,140	166,393	69
Angus	385	71,170	54
Argyll and Bute	280	52,274	54
City of Edinburgh	3,055	347,874	88
Clackmannanshire	165	32,658	51
Dumfries and Galloway	390	89,653	44
Dundee City	480	98,554	49
East Ayrshire	390	77,358	50
East Dunbartonshire	405	65,404	62
East Lothian	375	64,200	58
East Renfrewshire	375	56,522	66
Eilean Siar	90	16,161	56
Falkirk	515	101,594	51
Fife	1,260	231,637	54
Glasgow City	3,185	425,305	75
Highland	965	145,077	67
Inverclyde	250	50,643	49
Midlothian	280	54,771	51
Moray	300	59,619	50
North Ayrshire	385	84,121	46
North Lanarkshire	1,200	219,345	55
Orkney Island	60	13,367	45
Perth and Kinross	565	92,055	61
Renfrewshire	650	112,611	58
Scottish Borders	370	68,307	54
Shetland Island	90	14,619	62
South Ayrshire	410	67,819	60
South Lanarkshire	1,260	202,813	62
Stirling	405	60,177	67
West Dunbartonshire	275	57,987	47
West Lothian	680	115,579	59
SCOTLAND	21,725	3,477,740	62

Source: Business Demography (2015), ONS

OC5 – Business Survival Rate (2012-2015)

Council Area	Birth of New Enterprises (2012)	Number of Businesses Surviving 3 Years (2015)	3 Year Business Survival Rate (2015)
Aberdeen City	1,285	875	68.1%
Aberdeenshire	1,205	850	70.5%
Angus	340	240	70.6%
Argyll and Bute	300	190	63.3%
City of Edinburgh	2,145	1,265	59.0%
Clackmannanshire	135	75	55.6%
Dumfries and Galloway	320	200	62.5%
Dundee City	400	225	56.3%
East Ayrshire	310	190	61.3%
East Dunbartonshire	310	190	61.3%
East Lothian	300	180	60.0%
East Renfrewshire	290	190	65.5%
Eilean Siar	80	50	62.5%
Falkirk	440	265	60.2%
Fife	920	580	63.0%
Glasgow City	2,300	1,250	54.3%
Highland	790	525	66.5%
Inverclyde	190	125	65.8%
Midlothian	205	130	63.4%
Moray	240	155	64.6%
North Ayrshire	295	190	64.4%
North Lanarkshire	850	510	60.0%
Orkney Island	60	45	75.0%
Perth and Kinross	520	320	61.5%
Renfrewshire	525	320	61.0%
Scottish Borders	315	210	66.7%
Shetland Island	75	50	66.7%
South Ayrshire	310	190	61.3%
South Lanarkshire	915	555	60.7%
Stirling	335	230	68.7%
West Dunbartonshire	200	125	62.5%
West Lothian	480	285	59.4%
SCOTLAND	17,385	10,780	62.0%

OC6 – Claimants in Receipt of Out of Work Benefits (2017)

Council Area	Key Benefit Claimants
Aberdeen City	7.7%
Aberdeenshire	5.8%
Angus	9.1%
Argyll and Bute	8.9%
City of Edinburgh	7.3%
Clackmannanshire	12.4%
Dumfries and Galloway	9.8%
Dundee City	13.8%
East Ayrshire	12.9%
East Dunbartonshire	6.4%
East Lothian	6.5%
East Renfrewshire	6.3%
Eilean Siar	8.2%
Falkirk	9.9%
Fife	10.6%
Glasgow City	14.9%
Highland	7.6%
Inverclyde	14.7%
Midlothian	9.4%
Moray	7.5%
North Ayrshire	14.2%
North Lanarkshire	12.6%
Orkney Islands	6.3%
Perth and Kinross	7.3%
Renfrewshire	11.5%
Scottish Borders	8.4%
Shetland Islands	5.6%
South Ayrshire	11.0%
South Lanarkshire	11.0%
Stirling	7.5%
West Dunbartonshire	14.6%
West Lothian	10.0%
SCOTLAND	10.2%

Source: Benefit claimants, working age client group, NOMIS

OC7 – Working Age Population with Low/No Qualifications (2016)

Council Area	% of People with Low/No Qualifications
Aberdeen City	8.0%
Aberdeenshire	10.5%
Angus	9.6%
Argyll and Bute	9.8%
City of Edinburgh	7.1%
Clackmannanshire	12.3%
Dumfries and Galloway	11.6%
Dundee City	15.3%
East Ayrshire	17.4%
East Dunbartonshire	5.6%
East Lothian	9.6%
East Renfrewshire	5.8%
Eilean Siar	11.8%
Falkirk	13.0%
Fife	11.5%
Glasgow City	18.8%
Highland	9.9%
Inverclyde	15.8%
Midlothian	7.6%
Moray	12.8%
North Ayrshire	15.8%
North Lanarkshire	16.5%
Orkney Islands	x
Perth and Kinross	8.3%
Renfrewshire	9.3%
Scottish Borders	12.1%
Shetland Islands	x
South Ayrshire	11.6%
South Lanarkshire	12.4%
Stirling	8.0%
West Dunbartonshire	13.2%
West Lothian	11.3%
SCOTLAND	11.9%

Source: Labour Market Statistics; Scottish Government

OC8 – Town Vacancy Rates (2016/17)

Council Area	Estimated Units in Town Centre	Vacant/Void	Vacancy Rate
Aberdeen City	984	89	9.0%
Aberdeenshire	936	23	2.5%
Angus	430	150	34.9%
Argyll and Bute	964	133	13.8%
City of Edinburgh	1,785	101	5.7%
Clackmannanshire	237	14	5.9%
Dumfries and Galloway	1,224	137	11.2%
Dundee City	408	37	9.1%
East Ayrshire	420	58	13.8%
East Dunbartonshire	458	39	8.5%
East Lothian	713	40	5.6%
East Renfrewshire	236	20	8.5%
Eilean Siar	566	34	6.0%
Falkirk	767	114	14.9%
Fife	1,070	165	15.4%
Glasgow City	3,256	365	11.2%
Highland	N/A	N/A	N/A
Inverclyde	640	133	20.8%
Midlothian	316	18	5.7%
Moray	554	66	11.9%
North Ayrshire	N/A	N/A	12.0%
North Lanarkshire	2,043	383	18.7%
Orkney Island	144	10	6.9%
Perth and Kinross	799	70	8.8%
Renfrewshire	941	111	11.8%
Scottish Borders	899	102	11.3%
Shetland Island	N/A	N/A	N/A
South Ayrshire	740	177	23.9%
South Lanarkshire	1,176	116	9.9%
Stirling	4,958	122	2.5%
West Dunbartonshire	386	44	11.4%
West Lothian	962	85	8.8%
SCOTLAND	29,012	2,956	10.2%

Source: Council submissions 2016/17

OC9 – Number of Business Gateway Start-ups that are Trading (2016/17)

Council Area	Start-ups Trading
Aberdeen City	416
Aberdeenshire	584
Angus	249
Argyll and Bute	104
City of Edinburgh	1,035
Clackmannanshire	110
Dumfries and Galloway	385
Dundee City	252
East Ayrshire	257
East Dunbartonshire	100
East Lothian	226
East Renfrewshire	155
Eilean Siar	40
Falkirk	216
Fife	541
Glasgow City	407
Highland	285
Inverclyde	101
Midlothian	165
Moray	132
North Ayrshire	304
North Lanarkshire	564
Orkney Islands	49
Perth and Kinross	238
Renfrewshire	326
Scottish Borders	219
Shetland Islands	23
South Ayrshire	131
South Lanarkshire	536
Stirling	234
West Dunbartonshire	194
West Lothian	405
TOTAL	8,983

Source: Business Gateway National Unit, COSLA

OC11 – Leverage of External Funding (2015/16)

Council Area	No. of Projects	Total Cost	Council Contribution	Levered In	£ Levered per £1 Council Contribution
Aberdeen City	11	£11,942,480	£4,616,125	£7,326,355	£1.59
Aberdeenshire	7	£4,878,505	£2,113,626	£2,764,879	£1.31
Angus	61	£10,736,851	£855,768	£9,881,083	£11.55
Argyll and Bute	9	£2,917,203	£1,852,231	£1,064,972	£0.57
City of Edinburgh	1	£1,281,500	£531,500	£750,000	£1.41
Clackmannanshire	7	£1,167,820	£614,682	£553,138	£0.90
Dumfries & Galloway	Not Available	£5,904,642	£1,955,854	£3,948,788	£2.02
Dundee City	13	£17,161,490	£7,020,778	£10,140,713	£1.44
East Ayrshire	3	£2,501,594	£200,000	£2,301,594	£11.51
East Dunbartonshire	6	£15,963,635	£13,979,039	£1,984,596	£0.14
East Lothian	2	£305,377	£183,227	£122,150	£0.67
East Renfrewshire	6	£1,395,597	£301,877	£1,093,720	£3.62
Eilean Siar	23	£2,812,991	£309,278	£2,503,713	£8.10
Falkirk	Not Available	£4,854,215	£2,540,870	£2,313,345	£0.91
Fife	23	£45,158,000	£19,221,000	£25,937,000	£1.35
Glasgow City	56	£29,499,094	£14,332,054	£15,167,039	£1.06
Highland	7	£2,449,621	£1,038,449	£1,411,172	£1.36
Inverclyde	9	£3,296,450	£2,508,004	£788,446	£0.31
Midlothian	17	£2,475,633	£472,610	£2,003,023	£4.24
Moray	12	£2,062,021	£439,467	£1,622,554	£3.69
North Ayrshire	19	£2,526,000	£1,561,000	£965,000	£0.62
North Lanarkshire	33	£20,815,848	£5,643,242	£15,172,606	£2.69
Orkney Island	50	£4,341,876	£1,130,567	£3,211,309	£2.84
Perth and Kinross	10	£2,782,567	£1,543,305	£1,239,262	£0.80
Renfrewshire	9	£8,702,661	£2,569,895	£6,132,766	£2.39
Scottish Borders	45	£696,376	£313,841	£382,534	£1.22
Shetland Island	30	£2,029,688	£1,657,986	£371,702	£0.22
South Ayrshire	9	£3,011,901	£1,760,104	£1,251,797	£0.71
South Lanarkshire	16	£24,955,794	£2,469,578	£22,486,216	£9.11
Stirling	6	£3,540,185	£1,541,000	£1,999,185	£1.30
West Dunbartonshire	9	£3,749,883	£1,670,398	£2,079,485	£1.24
West Lothian	8	£3,914,149	£1,334,392	£2,579,757	£1.93
TOTAL	517	£249,831,645	£98,281,747	£151,549,897	£1.54

OC12 - Number of Planned New and Safeguarded Jobs from Completed Inward Investment Projects (2016/17)

Council Area	No. of New Jobs	No. of Safeguarded Jobs	Total Jobs
Aberdeen City	187	309	496
Aberdeenshire	16	1	17
Angus	16	66	82
Argyll and Bute	107	27	134
City of Edinburgh	505	94	599
Clackmannanshire	0	0	0
Dumfries and Galloway	126	104	230
Dundee City	19	295	314
East Ayrshire	175	0	175
East Dunbartonshire	0	0	0
East Lothian	0	0	0
East Renfrewshire	0	0	0
Eilean Siar	47	0	47
Falkirk	3	23	26
Fife	243	396	639
Glasgow City	1,877	531	2,408
Highland	82	656	738
Inverclyde	0	0	0
Midlothian	0	0	0
Moray	0	0	0
North Ayrshire	34	154	188
North Lanarkshire	259	0	259
Orkney Island	0	0	0
Perth and Kinross	0	100	100
Renfrewshire	243	113	356
Scottish Borders	92	197	289
Shetland Island	0	0	0
South Ayrshire	118	219	337
South Lanarkshire	54	114	168
Stirling	46	10	56
West Dunbartonshire	0	0	0
West Lothian	177	5	182
TOTAL	4,426	3,414	7,840

OC13 – Number of Unemployed People that have Progressed to Employment from Participation in Council Funded or Operated Employability Activities (2016/17)

Council Area	Total Participants	Male	Female	16-24	25-64
Aberdeen City	435	224	211	271	164
Aberdeenshire	230	119	111	68	162
Angus	216	135	81	103	113
Argyll and Bute	12	6	6	11	1
City of Edinburgh	1,082	601	481	331	751
Clackmannanshire	143	91	52	65	78
Dumfries and Galloway	565	356	209	269	296
Dundee City	582	258	324	285	297
East Ayrshire	532	266	266	266	266
East Dunbartonshire	153	88	65	51	102
East Lothian	111	64	47	72	39
East Renfrewshire	185	97	88	48	137
Eilean Siar	39	15	24	33	6
Falkirk	568	353	215	470	98
Fife	1,822	911	911	911	911
Glasgow City	2,388	1,420	968	1,387	1,001
Highland	246	174	72	156	90
Inverclyde	356	244	112	116	240
Midlothian	263	152	111	193	70
Moray	83	55	28	22	61
North Ayrshire	704	352	352	352	352
North Lanarkshire	1,467	878	589	667	800
Orkney Island	6	4	2	6	0
Perth and Kinross	367	235	132	123	244
Renfrewshire	1,220	657	563	578	642
Scottish Borders	61	34	27	39	22
Shetland Island	N/A	N/A	N/A	N/A	N/A
South Ayrshire	304	193	111	253	51
South Lanarkshire	1,798	1,139	659	914	884
Stirling	61	39	22	34	27
West Dunbartonshire	503	289	214	286	217
West Lothian	518	269	249	256	262
TOTAL	17,020	9,718	7,302	8,636	8,384

Source: Council submissions 2016/17

SLAED Scottish Local Authorities
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Nov 2017