

Economy and Enterprise Overview and Scrutiny Committee

9 December 2013



Business Support and the Role of Business Durham

Report of Ian Thompson, Corporate Director, Regeneration and Economic Development

Purpose of the Report

- 1 To provide Members of the Economy and Enterprise Overview and Scrutiny Committee with an update on the work and impact of Business Durham.

Background to Business Durham

- 2 The County Council established Business Durham in March 2012, bringing together County Durham Development Company and the Council's in-house Business Services team. Business Durham's principal focus is on building the environment to deliver economic and business growth. As the County Council's business facing arm, Business Durham aims to help businesses locate, stay, grow and diversify in Durham with a view to creating more and better jobs. This performance will hopefully in turn positively impact on the economic challenges faced within Durham.
- 3 Business Durham's principal and proactive sector focus is on non-retail and non-leisure businesses. This equates to circa 9,500 businesses of the 14,800 PAYE/VAT registered businesses within Durham. Other teams within Regeneration and Economic Development Directorate (RED) focus on the other two sectors. The rationale for this emphasis, apart from operational efficiency, is due to the importance of these sectors for Durham's economy and the significant impact of activities supporting private sector job creation. For instance, and by way of example, in Durham mean salaries for Machine Operatives (c. 64,000 jobs) are £18,500, whilst Production Managers (c. 10,000 jobs) are £39,800; with an estimated GVA contribution per manufacturing employee in Durham of £65,550. When added together, the manufacturing, professional services, creative, scientific & technical and production sectors account for over 50% of the total number of employees in Durham.
- 4 The County Council's Cabinet recently supported the paper 'Assistance Given Towards Strategic Companies in County Durham.' This illustrates the importance of this sector to Durham and the willingness of this Local Authority to support companies which have such a positive impact on the County's economy in terms of jobs created, the high skill levels and salary level of these jobs which, in turn has a positive impact on the local communities with significant indirect job creation.
- 5 Since the last update to the Economic and Enterprise Scrutiny Committee there has been a change in Managing Director, with Stewart Watkins retiring after over 35 years of service. The new Managing Director is Simon Goon.

- 6 Business Durham has three main teams:
- The Business Space Team manages the Council's business property, with the eventual aim being to fully fund the rest of the services delivered by Business Durham.
 - The Innovation and Growth Team oversees the inward investment, strategic account management, the innovation agenda and the NETPark product.
 - The Business Development Team leads on enterprise activities for the County, working with Enterprise Agency partners. In addition, this team helps to support SMEs expand, grow and develop by working across three geographic areas, the East, North and South.
- 7 Business Durham has four principle objectives:
- Deliver financial sustainability.
 - Become more proactive in engaging with business and sector development activities.
 - Operate more effective and efficient networks within and out of the County.
 - Establish a greater evidence base to inform strategy development and measure impact.
- 8 Business Durham benefits from an Advisory Board, supported by Members and private sector board members to help advise, inform and support the operations of the team.
- 9 The current business plan is divided into the following six principle areas of activity and an update on each area is provided below.
- Encourage a more entrepreneurial culture
 - Encourage the growth and development of small and medium sized businesses
 - Support larger companies
 - Attract capital and inward investment to the County
 - Encourage and support the development of innovative, technology abased SMEs
 - Maximise the benefit of the County Council's stock of business property

ENCOURAGING A MORE ENTREPRENEURIAL CULTURE

- 10 Business Durham has been active in promoting enterprise and an entrepreneurial culture, through initiatives with schools, colleges and Durham University. Business Durham works closely with key partners, in particular the four Enterprise Agencies, referring 130 enquiries for business start-up advice during 2012-2013, and 54 enquiries to date for 2013-2014, as well as supporting a range of enterprise promotion initiatives.
- 11 One of the main ways in which Business Durham spreads the message of enterprise and helps develop enterprising skills in young people is through the Future Business Magnates (FBM) enterprise competition, which introduces over 200 young people per year to the principles of enterprise and connects County Durham businesses with schools. The competition runs throughout the academic year and involves students developing their own business and creating a comprehensive business plan. Each school team participates in six challenges which have a specific business focus. The 2013-14 competition has recently been launched at the Xcel Centre, Aycliffe Business Park, with 24 schools participating this year, and a theme of the 'Tomorrow's Technology solving Today's Problems' to encourage teams to use science, technology, engineering and maths skills in coming up with their business ideas. The competition contributes to longer term aim of increasing the number of successful business start-ups in the County, as well as providing a more enterprising future workforce for the County's businesses.

- 12 Examples of other enterprise promotion initiatives during the year have included supporting the Peter Jones Enterprise Academy at East Durham College, and Durham University's 'Blueprint' enterprise competition, as well as delivering enterprise workshops to 6th form students at Whitworth Park school and piloting a 'Get Creative' enterprise project with Sunnydale School.
- 13 In order to develop new creative businesses in the County, Business Durham, on behalf of the County Durham Economic Partnership, commissioned a programme of support comprising a range of workshops, coaching sessions and mentoring opportunities for people starting creative businesses throughout the County. The programme, which runs until December 2014, is delivered under the brand of 'Durham Creatives', and has resulted in 27 business start-ups so far.
- 14 Business Durham has carried out a successful outreach and engagement programme based around NETPark to raise awareness of careers in science, and build pride in NETPark as a major provider of highly skilled and high value employment opportunities, which contribute to a higher GVA. Originally branded as Project C, the programme was part-funded by ERDF and finished at the end of June 2012. It was considered a remarkable success, interacting with over 40,000 people in three years and so Business Durham decided to continue activity beyond the end of the ERDF programme. Rebranded as NETPark Brainwave, Business Durham has been able to retain a sustainable portfolio of activities with minimum investment. These activities include science days at local primary schools and supporting Durham University's science outreach, as well as events such as the Big Bang and the British Science Festival. In mid-July 2012, Brainwave@NETPark took place with an estimated 4,500 people attending over three days, including one school day and two public days. In 2013, the Innovation Space at NETPark Incubator, intended for school and community groups, was completed. Also in 2013, Business Durham introduced a series of teacher CPD days including space science, the science of the Lindisfarne Gospels, looking at the chemistry of pigments and the innovation involved in creating this work of art, and one based on the science of light, using Lumiere and local companies to explore how the curriculum can be enriched.
- 15 A number of business groups in County Durham have recently raised the importance of skills, training and apprenticeships, and the need to ensure young people are making informed choices about their future career opportunities. Business Durham has been leading a small 'task and finish' group on behalf of the County Durham Economic Partnership, to look into this issue and identify actions which will help to improve business education engagement. Meetings were held with business and school representatives, and surveys were carried out with schools and businesses to gather as many views as possible about current experiences with business education engagement and what could be improved. As a result of this work an action plan has been agreed by the County Durham Economic Partnership, which is now being implemented.

ENCOURAGING THE GROWTH AND DEVELOPMENT OF SMALL AND MEDIUM BUSINESSES

- 16 In terms of business growth and development, Business Durham's main role is to ensure that timely advice is available to businesses in the County, of whatever size, to assist with issues that they are facing. In addition to this, Business Durham proactively engages with businesses to understand their issues and identify business growth opportunities.
- 17 During 2012-13 Business Durham received a total of 769 enquiries, of which 130 were start-up enquiries and were referred through to the Enterprise Agencies in the County. 252 businesses were provided with assistance during the year, and 275 businesses were engaged with through specific events, projects and campaigns. So far for 2013-14 Business Durham has received 429 enquiries, of which 54 were start-up enquiries and were referred through to the Enterprise Agencies in the County. 112 businesses have been provided with assistance to date this year, and 139 businesses have been engaged with through specific events, projects and campaigns.
- 18 In order to improve engagement with businesses in the County, to develop a better understanding of the issues facing local businesses, and to identify potential opportunities, Business Durham has established business engagement groups for the major industrial estates in the County at Aycliffe, Peterlee and Consett.
- Aycliffe Business Park Community was established following discussions with a group of Aycliffe businesses about how the Business Park could be improved. A number of issues came out of those discussions but the key objective identified was the lack of a wider business community. In response to this the Aycliffe Business Park Community was established, led by a Steering Group of businesses. Business Durham has provided support to the Steering Group during the year and created a dedicated website for the Park. This not only helps to provide a stronger and more coherent voice for the businesses but encourages local trading and a way for the businesses to promote themselves. Over 100 businesses have now engaged with the initiative through the networking events that have been held.
 - Peterlee Industrial Estates Forum was established in August 2012, following the success of the model for Aycliffe. A range of issues affecting businesses have been identified and progressed, including timing of the A19 roundabout and piloting an approach to addressing the issue of travellers on industrial estates, which is now being adopted in other parts of the County. Businesses that have been attending are keen to further develop the Forum and a Steering Group is now being set up to take this forward.
 - Following the success of the Aycliffe and Peterlee groups, this approach to business engagement on key industrial estates is now being taken forward for North West Durham, with an initial meeting being held in September for business based on the industrial estates in North West Durham.
- 19 Business Durham is also playing a key role in the implementation of the Rural Growth Network Programme, following the North East being selected as one of five DEFRA-funded national pilots designed to test new ways of stimulating economic growth in rural areas. The £3.2 million project is expected to create up to 300 new jobs and support hundreds of businesses in Northumberland, Durham and Gateshead. Business Durham has worked closely with Northumberland and Gateshead Councils to ensure the successful set up and implementation of the Programme, providing the Chair for the Enterprise and Hubs Steering Group, and assisting with procurement of a contract to deliver enterprise support for the RGN area, which has been awarded to the NEEAL consortium of enterprise agencies.

- 20 Durham County Council has launched a Social Value Taskforce to help small businesses and social enterprises win more contract opportunities. Chaired by Councillor Neil Foster, and supported by Business Durham, the Taskforce will recommend ways that the Social Value Act can be used to help grow the local economy. It will also look at how the Council can embed the principles of the Act across everything the Council does. The Social Value Act came into force in January 2013 and places a duty on public bodies to consider social value before procuring goods and services. This means that public bodies must consider how what is being procured can help improve the economic, social and environmental well-being of the area.
- 21 The County Council has already made good progress in helping businesses in the County to access contract opportunities. In 2012/13, 55% of the Council's spend was with County Durham suppliers, and 77% of this amount was paid to SMEs in the County. The Social Value Taskforce provides an opportunity to build upon the good work the Council has already done and learn from best practice elsewhere in the country to further improve opportunities for businesses in County Durham. As well as representatives from DCC departments, the Taskforce also includes representatives from the Federation of Small Businesses, NEPO, Social Enterprise UK, PwC and experts on social accounting.

SUPPORTING LARGER COMPANIES

- 22 The Strategic Account Management Programme is a vital tool for business engagement for the County Council. In the past, our close relationship with companies has helped save jobs at companies such as Thorn, and Business Durham continues in this tradition of supporting major employers in the County. Some examples of recent assistance are given below:
- CA Group - a potential Knowledge Transfer Partnership was developed with Teesside University
 - Caterpillar - Regional Growth Fund guidance and supply chain diversification
 - Dyer Engineering - Let's Grow grant facilitation and support to the company when discussing expansion plans with DCC Assets
 - Ebac - new premises
 - Electrolux - access to finance
 - Fin Machine Company - helped redeploy redundant people to other companies
 - Gestamp Tallent - expansion to safeguard and create jobs, access to finance
 - GT Group - expansion to safeguard and create jobs
 - Hydram - expansion to safeguard and create jobs
 - Invertec - access to finance, winning new contracts
 - Lamplas - diversification into new markets
 - Polyphotonix - expansion into new premises
 - Romag - our introduction to Hitachi helped Romag secure a major contract to supply Hitachi Rail Europe
 - Seaward - support for expansion and move into another unit, and assistance with applications to Regional Growth Fund and the Low Emission Transport Collaborative Fund
 - Steetley Dolomite - expansion, access to finance
 - Thorn Lighting - Regional Growth Fund guidance.

Regional Growth Fund

- 23 During 2012/13, the Department of Business Innovation and Skills announced two more rounds (3 and 4) of the Regional Growth Fund. Business Durham promoted this scheme and actively supported companies in their applications. This provided grant support towards job creation projects, with a minimum grant intervention of £1m. In Round 3, successful companies were:
- Actem (UK) Limited of Peterlee which will invest in capital equipment to allow production of low level waste nuclear containers. £5.3M investment (£1.3M RGF3, 40 new jobs).
 - Caterpillar Peterlee which will expand its manufacturing capacity of articulated trucks. £11.3M investment (£1.2M RGF 3, 25 new jobs, 175 safeguarded jobs)
 - CAV Aerospace of Consett which is investing in R&D and new production equipment. £8.3M investment (£1.4M RGF 3, 78 new jobs, 105 safeguarded jobs)
 - Ebac Group of Newton Aycliffe which will establish a new production facility to manufacture a range of domestic washing machines and refrigerator. £7M investment (£1M RGF 3, 100 new jobs)
 - NSK Bearings Europe which will invest in new production lines, a new furnace and an extension to an existing warehouse. £23.5M investment (£3.5M RGF 3, 40 new jobs)

Let's Grow

- 24 Business Durham has also been very active in supporting applications to Let's Grow, a £30m Regional Growth Fund programme to provide grant support towards job creation projects, with a minimum grant intervention of £50,000. Let's Grow is a grant scheme co-ordinated by the Business Enterprise Group, The Journal (Trinity Mirror Group) and accountants UNW. It was successful in attracting £30m Regional Growth Fund from the Department of Business Innovation and Skills (BIS) in 2012.
- 25 The scheme has been operational since February 2013 and an analysis of grants awarded by local authority area shows that from Rounds One and Two, County Durham has been awarded the most grants. An analysis including Round Three shows that there are currently 11 live projects from companies in County Durham with a total project value of over £50M and a grant value of over £6.5M which has created and safeguarded 667 jobs.
- 26 Considering that Durham County Council has supported Let's Grow with a grant of £24,000 over three years to support the administration costs of the scheme, this has provided an excellent return on investment, attracting over £6.5M back in terms of grants to the County's companies. Let's Grow has been particularly successful within County Durham because the size of grant and the value of total project has been of a size and scale that meets the investment plans of the County's businesses. The mainstream Regional Growth Fund with a minimum intervention level of £1m requiring a match of a minimum of £3m for SMEs and £6m for large companies is of a scale that excludes the majority of Durham businesses.
- 27 Business Durham has also organised networking events. The Business Support Showcase was set up to counter the feeling that there was little public sector support left to help companies and it gathered 35 partners together with 64 businesses. Another networking event was organised showcasing the Lindisfarne Gospels, followed by a networking reception in Durham Castle. The event was very well-received, both the opportunity to view the Gospels and also the networking which followed, with at least one company finding a new local supplier.

- 28 Several projects are underway to improve Business Durham's service to strategic companies and these include:
- Business Durham Business Growth (Fund) Process – based on the experiences of the past few months whereby requests for different types of support have been dealt with on an ad hoc basis, it has been agreed that a standard process should be put in place to enable more efficient use of Durham County Council resources. This is currently under discussion with colleagues in Legal and Finance to ensure the process is robust, is State Aid compliant, and efficient for companies to help them grow and create more jobs.
 - Supply chain mapping – Business Durham has revised the report template used during visits to companies to explore their supply chain and identify local opportunities.

ATTRACTING CAPITAL INVESTMENT

- 29 Inward investment remains a major source of high value high skill employment in the UK and is thus a priority for Business Durham. Total enquiries for the year 2012/13 were 63, broken down as follows:
- 22 enquiries were from the UK, 10 from Europe, 5 Asia Pacific, 4 Americas, 3 Middle East and Africa, with 19 unknown origin.
 - 20 were from the Advanced Engineering sector, 18 from Business Services, 9 Energy, 7 BioPharma, 3 Food and Drink and 2 each from Electronics, IT and Communications.
 - In the year to date 31 enquiries have been received: 16 from the UK, 2 from the EU, three from the US, 7 from Asia Pacific and 2 from Africa.
- 30 Despite the economic climate, Business Durham has experienced success in this area: Hitachi Rail Europe, Mazars, Rebels of Sweden and Compound Photonics are all new investors into Durham in the last 12 months.
- 31 The Hitachi Rail Europe Project continues apace with initial site preparation and archaeology complete and the award of the construction contract to Darlington-based Shepherd Construction. Business Durham and the Council's Employability Team met with Merchant Place Developments to offer assistance to the main contractor and sub-contractors in terms of skills modelling and assistance towards apprenticeships and work placements. Hitachi Rail Europe has demonstrated enormous commitment to building local supply chain capabilities and commended Business Durham for their efforts in reaching out to local companies via the website and existing relationships. One of these introductions resulted in a £3.6M contract for Romag in Consett.
- 32 Aside from Hitachi Rail Europe, there have been three other successes: a new sales office has located in County Durham for Rebels of Sweden, a company that designs and manufactures innovative horse saddles. Mazars, a professional services company, also located into County Durham, at the Rivergreen Centre in Aykley Heads. In July 2013, Compound Photonics acquired the RFMD facility in Newton Aycliffe with significant support from Business Durham. Compound Photonics is a technology-led, high value manufacturing company in the video and data projection markets; initial products include a tiny high definition projector for smartphones and a head up display for the automotive market. Initial R&D took place in the UK and the company acquired businesses and assets in the US, including a semiconductor manufacturing facility in Phoenix, Arizona. This acquisition will lead to over 200 jobs being safeguarded or created, with the potential of a further 50 to be created. The company requires a highly-skilled labour force for production, R&D and innovation highly specialist scientists, engineers and technicians. The decision by Compound Photonics to locate in County Durham is a valuable endorsement by the business community of the County as a place to do business, building on the efforts of the County Council to position the County as a technology-led manufacturing economy.

- 33 2012 also saw the establishment of the North East Enterprise Company (NEEC). The purpose of the NEEC is to attract and direct potential inward investment projects into the County. Initially targeting the Japanese economy, over the year 2012/13 there have been 102 visits, including 15 to companies in the UK and seven non-industrial visits. His background in inward investment and detailed knowledge of Japanese investors and key contacts has opened doors to companies such as Nissan, various branches of Hitachi, Panasonic, Mitsubishi and many more. Of these visits, there are 16 active projects as at the end of March 2013.
- 34 Business Durham has also engaged with Visit County Durham on the place marketing framework, briefing VCD staff on the most important messages for inward investment, as well as developing the inward investment propositions for NETPark, Spectrum and Aykley Heads. We also have a potential opportunity to win a regional Centre of Excellence for the Satellite Applications Catapult at NETPark, which would add to the national and international reputation of County Durham, sitting alongside the High Value Manufacturing Catapult on the same site.

ENCOURAGING AND SUPPORTING THE DEVELOPMENT OF INNOVATIVE TECHNOLOGY BASED SMEs

- 35 A new NETPark Net membership model was launched in May 2012. It is a more commercial operating model and the pricing has been reviewed to achieve best value for members. Revenue to date for this financial year is £13,375 from a mixture of membership fees, event tickets sales and sponsorship. Sponsorship continues to be the main income provider both from sponsors of high profile events, such as the International Association of Science Parks conference in November of this year, and also Affinity membership, which is for service providers wanting to access the NETPark Net membership.
- 36 Services are now focused on market analysis, help to secure funding, support in winning contracts, pre-incubation facilities via the NETPark Net Virtual Office, and, most importantly, chances to network and make connections facilitated at events and by the Business Durham Innovation Development Executives. In addition, the NETPark Net Innovation Academy has been “rebooted” which retains the best of the previous programme and makes it more flexible for members to engage with. Seen as an example of best practice, this was showcased at the International Association of Science Park’s conference in Tallinn, June 2012.
- 37 Another major project for NETPark Net has been to improve the access to finance offering, highlighting finance available for technology companies. In July 2013 the inaugural meeting of the NETPark Investment Panel was held, established with two aims: to directly connect companies to financiers of all different types and also to assist with investor readiness. In addition, an investment readiness assessment tool has been mapped out and will now be transferred onto the website for members to download and use, this should increase members’ likelihood of securing funding if they work through this process, as it highlights areas of strengths and weaknesses to be developed before approaching funders.
- 38 NETPark Net underwent a formal external evaluation with the conclusion that NETPark Net had exceeded expectation, providing an example of best practice on how to create dynamic links between a science park and a range of mainly technology based firms in the region. It had enabled NETPark to develop a more comprehensive range of services than could be justified if uptake was limited to the tenants of NETPark. In the process, the package of services has enhanced the profile and image of NETPark itself. This has resulted in three knowledge based businesses being attracted to the science park, which would not have occurred had NETPark Net not been set up.

- 39 The Business Innovation Gateway (BIG) was formally launched two years ago to give innovative businesses the best chance by taking advantage of a total innovation support process created by the Business Durham through NETPark, the Centre for Process Innovation (CPI) and Durham University. In the last quarter, the strategic direction of the Business Innovation Gateway has been reviewed in light of experiences to date of the three partners. As a result a revised, more clear and dynamic mission statement has been developed, along with a new marketing plan.
- 40 “The Business Innovation Gateway provides companies or individuals who are developing new products or ideas with easy, direct access to the world class research expertise, facilities and support offered by this unique collaboration between industry, academia and local government. We provide you with a complete service to help you research, innovate and get your products to market faster.”
- 41 Partnerships continue to yield good results - the Science and Technology Facilities Council (STFC) approached us to help organise an event showcasing the contracts available from the European Extremely Large Telescope which is being constructed in Chile for the European Southern Observatory. The event was very successful with 30 companies attracted to the event from all over the UK and the STFC were delighted with the “excellent support” they received from the Business Durham team. Business Durham has been re-elected as Vice-Chair of the United Kingdom Science Park Association and will continue to advise the Association. NETPark Ambassador, Professor Roy Sandbach, has been appointed to chair the North East Local Enterprise Partnership’s Innovation Board. A champion of NETPark and its pioneering methods of driving an innovation ethos beyond park boundaries, Prof Sandbach has already consulted with Business Durham regarding the development of this agenda.

MAXIMISING THE BENEFIT OF THE COUNTY COUNCIL’S STOCK OF BUSINESS PROPERTY

- 42 Business Durham is responsible for the management and development of the County Council’s business property portfolio, consisting of 440 individual lettable units totalling 52,765m², made up of modern office and managed workspace facilities, factories and NETPark. The staff responsible for the properties are based across five locations at NETPark, Consett, Tanfield, Stanhope (Durham Dales Centre) and Aykley Heads.
- 43 The period from July to September 2013 saw overall occupancy across the portfolio remaining constant at 75% but with a high degree of turnover with fourteen new lettings and fourteen units vacated. Seven companies left and moved onto to bigger premises in the region, five companies ceased trading and two downsized to work from home. Appendix Two shows occupancy across the property portfolio in more detail.
- 44 A number of improvements are in place to support increased occupancy and revenue across the portfolio. This includes improved marketing with new Business Durham signage, new web site and increased use of social media, alongside improvements in systems dealing with rent collection and debt management. The payment levels between 2011/12 and 2012/13 have remained at 89%, with work continuing to increase this figure. For example all tenants are encouraged to pay rent by direct debit and for those paying by invoice; reminders are now sent after 14 rather than 28 days.

- 45 A further phase of Derwentside Business Centre at Consett Business Park, creating 1,890m² of offices for new and existing small businesses has just been completed on-time and to budget. A name for the new building, picked by Villa Real School which is located just next to Consett Business Park, is due to be announced on 13th December 2013.
- 46 A huge success in recent months has been achieved at NETPark where Business Durham manages over 120,000 sq ft of space for 20 businesses which together employ 396 people. At 83% occupancy and likely to rise above 90% with a major letting anticipated before Christmas 2013, there is a clear need for more buildings which can support more small businesses during the incubation period, as well as much larger grow-on space for businesses already on the site. Business Durham continues to position NETPark at the heart of national and international networks of senior influencers and to develop the targeted proposition for high technology, high growth companies – this activity will of course attract even more companies to Durham and so NETPark must be ready to capture this interest. NETPark is projected to make a net contribution of £315,000 to Business Durham by the end of March 2014 and it is expected that continued rental growth will provide a strong foundation for the further development of buildings on a more commercial basis.

Recommendation

- 47 That the Economy and Enterprise Overview and Scrutiny Committee note the contents of the above report.

Appendix 1: Implications

Finance – None

Staffing – None

Risk – None

Equality and Diversity –. None

Accommodation -. None

Crime and Disorder – None

Human Rights – None

Consultation – None

Procurement – None

Disability Discrimination Act –None

Legal Implications – None

Appendix 2: DCC Business Property Occupancy

Property Name	No of Units	Gross Lettable Floor Space (m2)	Occupancy as at June 2013	Occupancy as at Sept 2013
Sacriston Industrial Estate	19	2,058	69%	73%
Stella Gill Industrial Estate	35	4,395	71%	76%
Tanfield Lea South Industrial Estate	4	1,018	75%	75%
All Saints Industrial Estate	5	1,347	80%	80%
Chilton Industrial Estate	18	5,615	77%	77%
Dabble Duck Industrial Estate	9	2,177	64%	56%
Coulson Street Industrial Estate	5	565	100%	100%
Dean & Chapter Industrial Estate	11	1,533	100%	85%
Fishburn Industrial Estate	6	2,262	23%	23%
Tudhoe Industrial Estate	12	944	100%	100%
Furnace Industrial Estate	20	2,671	75%	76%
South Church Industrial Estate	5	697	100%	100%
Stainton Grove Industrial Estate	25	2,927	58%	56%
Randolph Industrial Estate	6	929	100%	100%
Harvey Court, Low Willington Ind. Estate	5	848	100%	100%
Brockwell Court, Low Willington Industrial Estate	1	290	100%	100%
Industrial Total	186	30,275	73%	73%
Consett Business Park (Derwentside Business Centre)	61	5,670	84%	91%
Tanfield Lea Business Centre	41	2,591	38%	40%
Shildon Business centre	8	132	100%	100%
St Stephens Court, Low Willington	14	1,252	44%	44%
Crook Business Centre	14	560	100%	92%
Durham Dales Centre (excl Tea Room and Gift shop)	19	558	87%	87%
Office Total	157	10,763	73%	73%
NETPark Incubator	79	1,984	51%	51%
Kromek	1	1,759	100%	100%
NETPark Discovery 1	8	1,440	75%	75%
NETPark Discovery 2	8	1,442	50%	50%
NETPark Research Institute Building (Durham University)	1	5,102	100%	100%
Science Park Total	97	11,727	83%	83%
Grand Total	440	52,765	75%	75%