



OXFORD
INNOVATION
SPACE

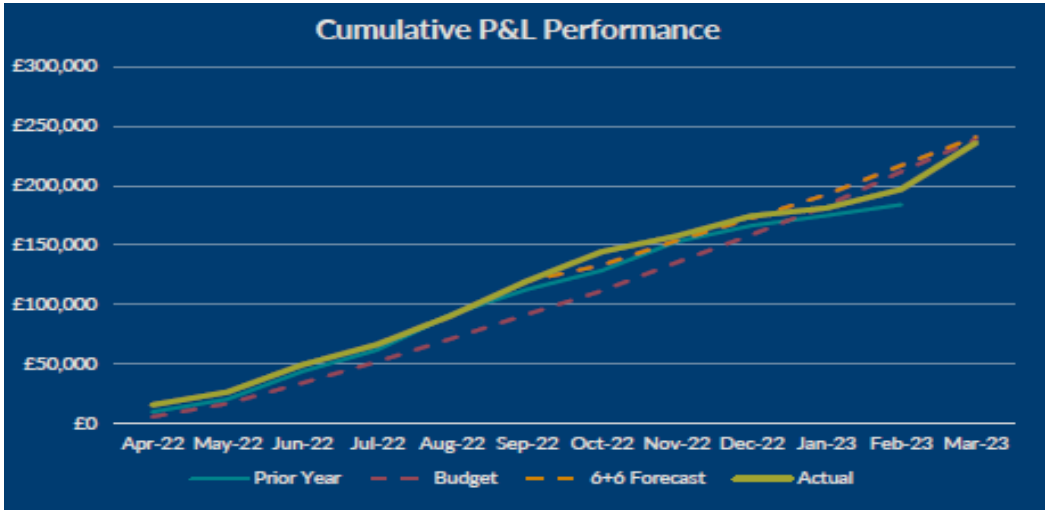
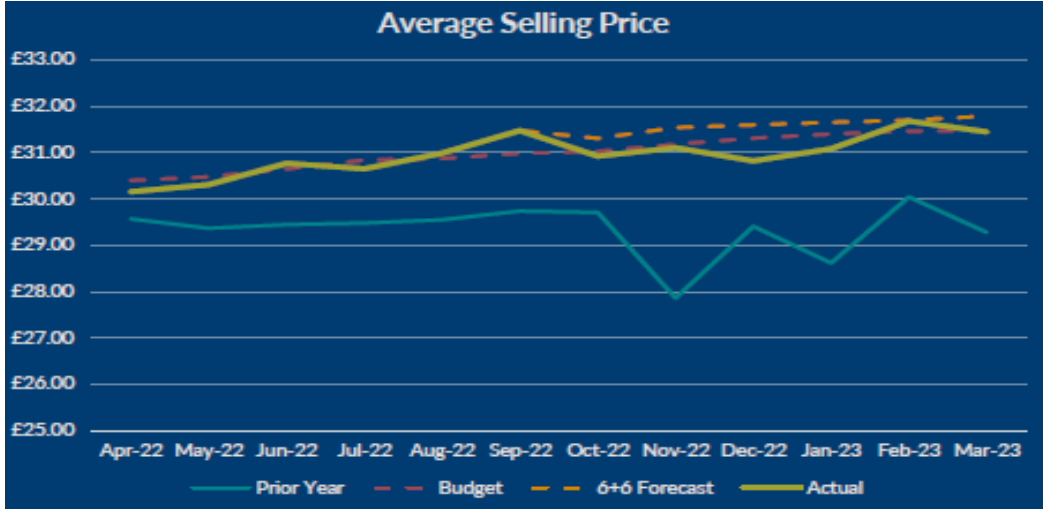
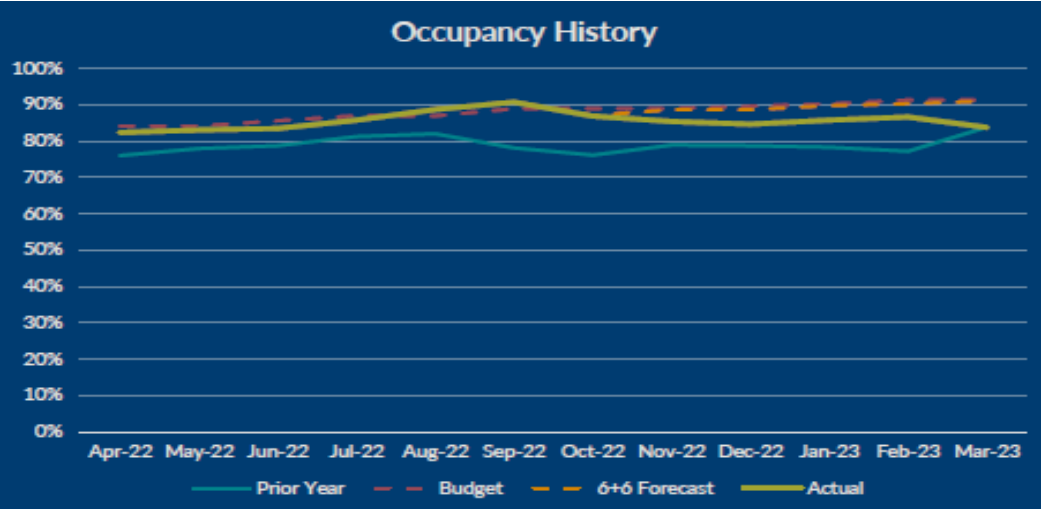
Fareham Innovation Centre: 2022 - 2023 Annual report



Summary outputs 2022 - 2023

300 people working from FIC	86% average occupancy	550+ hours of business support provided
57 businesses in situ now	Waiting list workshop space	40 businesses have received tailored business support
100% customer service rating <small>*2023 Customer Satisfaction Survey</small>	6 meeting spaces	3 businesses graduated from FIC
55 offices (including 2 coworking suites and 1 Business Lounge)	59 new jobs created	97% average % rating for business support meeting expectations
20 workshops	25 work placements / internships / apprenticeships	£236,100 (23% increase from 2021/22) return to FBC
36,376 ft² net lettable	50 / 540 events & conferences held / delegates hosted	£30.96 average price per square foot

Commercial | SUMMARY



Business Support | IMPACT SUMMARY

39%

FIC Customers
fully engaged

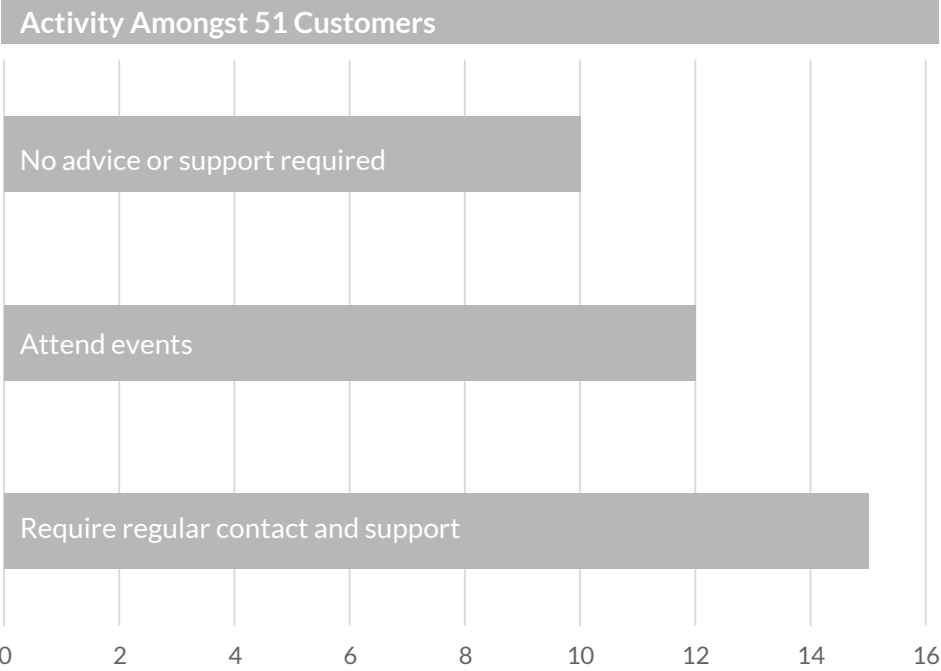
79%

Local Eco-System
Developed

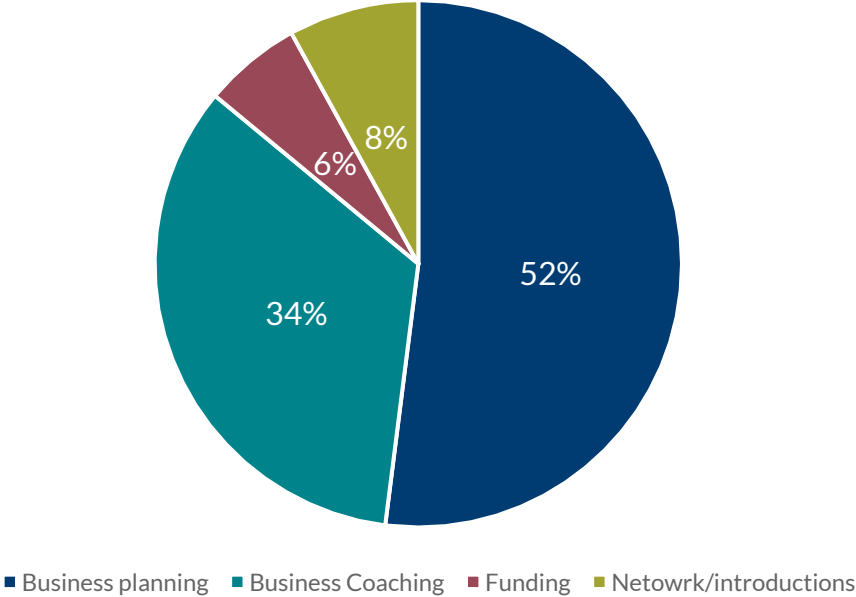
2X
Events
Per
Month

Business Support | CUSTOMER

- 1. Innovation Director: Daniel Belton appointed Mid-November
- 2. Value delivered to customers on funding, people, operations, business planning, exit planning
- 3. Connections created for business X 4: 2 X sales | 1 X potential merge | 1 X potential acquisition



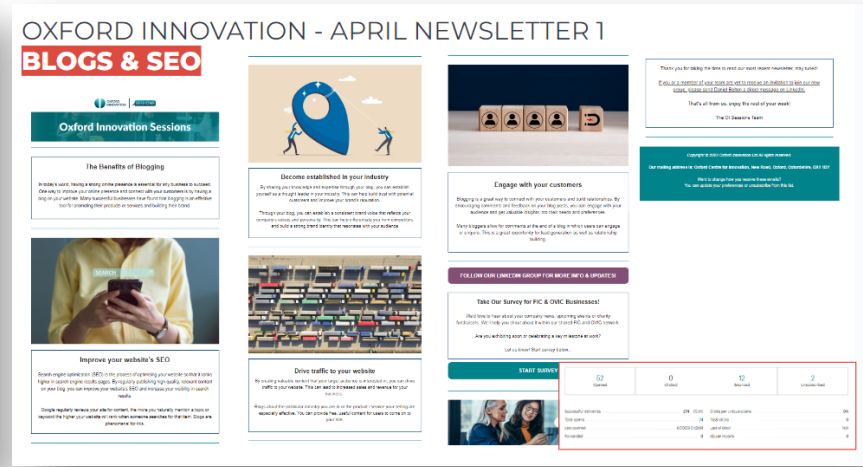
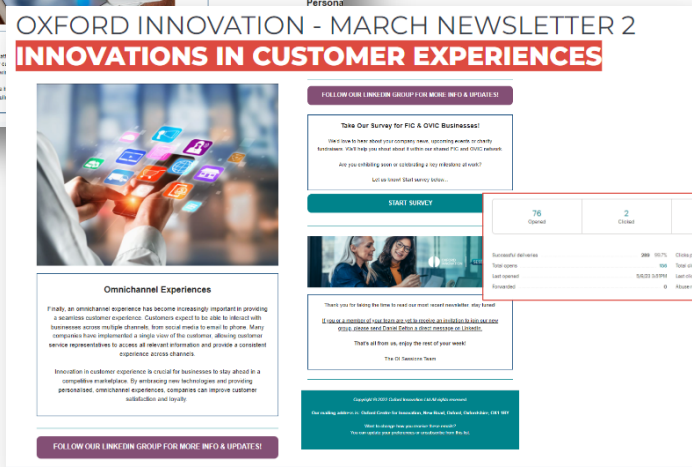
Time spent on business support functions



Business Support | COMMUNITY

1. Pilot kicked off Q3 2022
2. Delivered by OI customer Mitchell and Stones | Likely to be brought in-house with two very digital-savvy receptionists at FIC
3. Great community engagement created

- ✓ Linked IN community: 156 members
- ✓ 2 X Linked IN posts per week
- ✓ Average open rate of newsletters: 38%
- ✓ Average CTR of newsletters: 15%



Business Support | ECO-SYSTEM

1. Most funding made available through Innovate UK and FIC leverages Innovate Edge UK from Oxford Innovation
2. Reasonable traction with Fareham College
3. Apprenticeship push amongst companies

GOVERNMENT FUNDS

4 X referral made in the period



LOCAL ECO-SYSTEM

Making traction again with Fareham College with a new member of staff dedicated to internships and apprenticeships



Thank you

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