

I have a 20-year track-record in economic development advice and research. I have delivered ~250 projects for local, regional, national and overseas clients. I work to help clients make better informed decisions for their economy. I have broad subject matter insights in regional economic competitiveness with a particular focus on the role of sectors, innovation, digital technology, skills and culture in driving growth and productivity.



Service Offer

Offer

- **Evaluation of Performance & Impact:** assessing the economic benefit and lessons learnt from publicly funded initiatives.
- **Economic Strategy and Visioning:** working with partnerships to agree future priorities and develop evidence-based action plans to deliver change.
- **Investment Appraisal Advice:** testing investment proposals and helping clients make better informed investment decisions.
- **Business Cases, Grant Applications:** developing options and making the case for investment in initiatives to stimulate growth and competitiveness.
- **Impact & Benefit Cost Assessments:** supporting case making and promotion with robust value for money and benefit statements.

General Offer

- **Data Reporting, Analysis & Dashboards:** design and hosting of online, interactive tools to provide a shared understanding of baseline issues and help clients analyse data.
- **Facilitated Workshops:** working with boards and teams to identify common challenges and agree joint plans of action.
- **Primary & Secondary Research:** design and implementation of surveys & data analysis to explore topics of interest and identify key conclusions / implications for clients.
- **Stakeholder Engagement & Consultation:** interviews and intelligence gathering with customers and partners to test plans for change and assess sentiment.

Interests

- **Sectors:** I have undertaken reviews of business sectors to help identify strengths and advise clients on how to grow their business base in established and emergent markets.
- **Innovation:** I have evaluated innovation schemes and helped clients develop plans to harness the potential of local knowledge assets for their local economy.
- **Digital:** I have assessed the impact of enhanced digital connectivity on businesses and households and, helped develop plans and business cases to secure public investment for enhanced broadband.
- **Skills:** I have analysed demographic and labour market trends, and mapped training provision to help clients develop and refine their skills programmes to better align with local business needs.
- **Culture:** I have developed and assessed the impact of tourism and leisure related initiatives designed to attract visitor spend and support culture sector growth.
- **Internationalisation:** I have advised clients on the effectiveness of their place promotion activities and helped develop evidence and propositions to attract investment to their area.

DIRECTOR**Hatch Associates**

2018 - 2021

Senior business development and project delivery role in digital growth, sector competitiveness and economic development across Hatch's global Urban Solutions team with responsibility for:

- Developing economic service offer and team profile across Hatch divisions (energy, infrastructure and mining) and securing international contracts for economic development.
- Quality control and client engagement on portfolio of ~40 studies, offering business cases to secure investment, economic growth strategy, impact evaluation and research services.
- Establishing management information systems and integration of Regeneris into Hatch.

ASSOCIATE DIRECTOR & DIRECTOR**Regeneris Consulting**

2003-2018

Market lead for innovation, digital infrastructure and economic strategy, with additional portfolio of work on business support, skills and the visitor economy. Managed >200 projects covering evaluation, reviews, business cases, appraisal, research advice and strategy exercises to a range of local, regional national UK clients. Senior company director role with responsibility for systems development, marketing, recruitment, strategic governance, and growth of the company through to sale.

SENIOR CONSULTANT**SQW**

2001 - 2003

Undertook research consultancy for local government and regional agencies providing regeneration and economic development evaluation and business planning. Played integral role in developing office team and profile for emerging regional company presence. Key projects include, helping establish the West Midlands Regional Observatory, advising on the strategic focus of West Midlands Regeneration Zone and undertaking the national evaluation of the New Deal for Communities.

POLICY & RESEARCH OFFICER**Voluntary Sector North West & Greater Manchester Centre for Voluntary Organisations**

'98 - 2001

Appointed to undertake research into the support eco-system for voluntary organisations across Greater Manchester. Role evolved into a regional policy officer function representing sector interests in the emerging Objective 2 ERDF Programme for the region. I secured funding for and oversaw delivery of the UK's first regional a web portal for information on the voluntary and community sector.

POLICY & RESEARCH**Chartered Institute of Housing**

1994 - 1996

Initially appointed to research the links between housing, crime and health for chief executive launch event. Subsequently promoted to a policy role representing the interests of the housing sector to government and delivering research and publications to support the sector. Key project: undertaking and presenting national research to House of Commons inquiry on housing need.

MSC PUBLIC POLICY &
ADMINISTRATION

London School of Economics

1993-1995

B.ENG & B.COMM:
MANUFACTURING ENGINEERING &
ECONOMICS

University of Birmingham

1987-1991