

**2023 REVIEW  
AND  
KEY  
HIGHLIGHTS**

**40** jobs created across our sectors in 2023 supported by Business Isle of Man

**280** check-in meetings with local businesses exceeding target by **100%**

**1250+** responses to public survey on the local economy & the high street

**Love Manx** shop local video viewed **170k** times since release on 23rd November 2023. **5k** Audience Engagements

**38** meet your street videos created to support high-street businesses with over 200k views

**18** planning applications supporting

**800+** homes

**300+** jobs

**100+** units

**12** small business workshops with

**300**

ATTENDEES

**8** industry events with

**300**

ATTENDEES

# CLEANTECH

## KIRREE GOOBERMAN

Head of Business Development

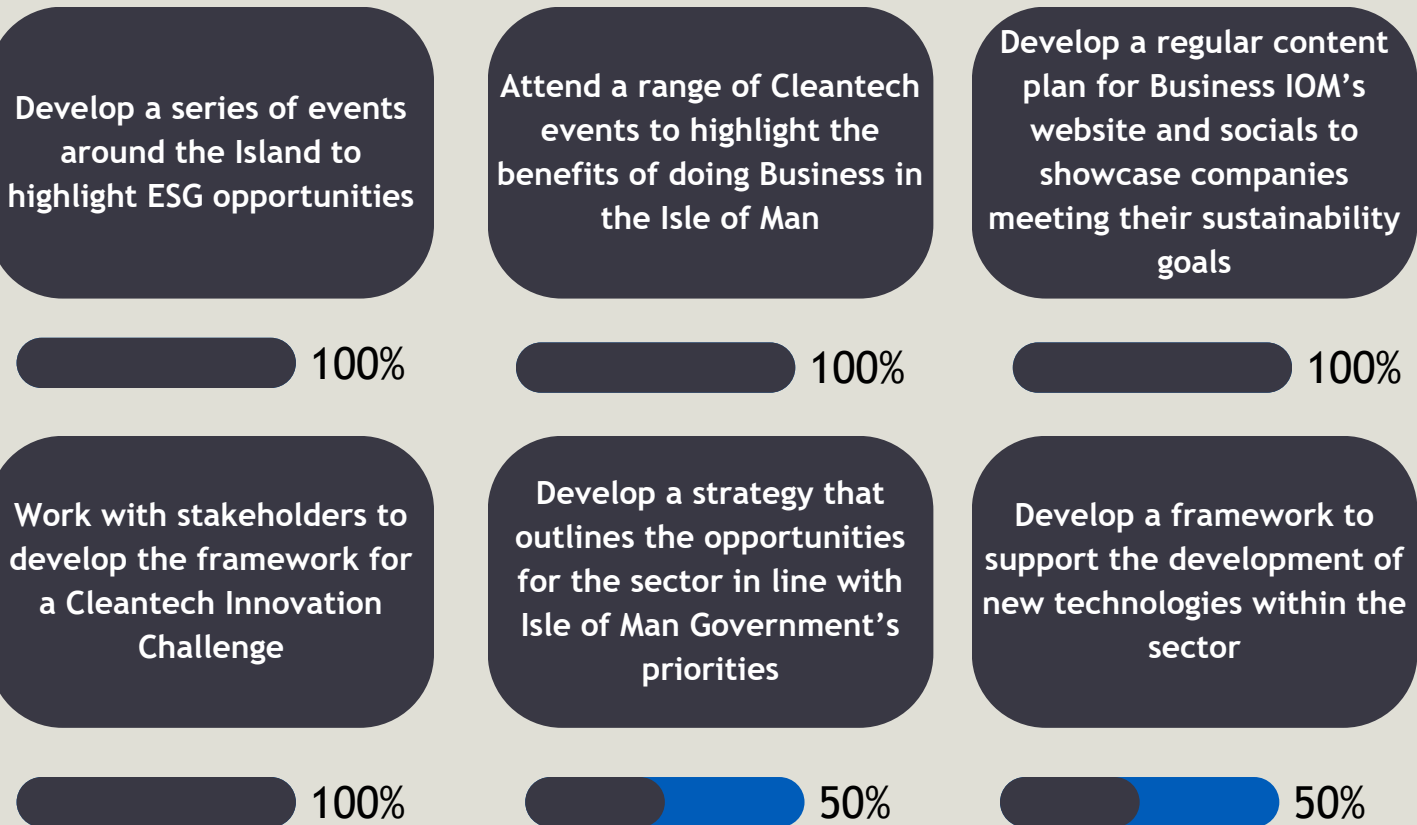
2023 has seen significant local activity in this area, as businesses adapt to meet local demand and the Island's Net Zero goals. This has resulted in the creation of several new small businesses, working in recycling, sustainable consultancy, cleantech energy installation as well as the establishment of an Isle of Man office for a world leading renewable energy provider. We have also seen larger consultancy companies recruit staff to deliver ESG programmes.

Developing the framework of the 2024 Innovation Challenge to include Cleantech has been an important deliverable in 2023, and early indications are that there is significant industry interest in this.

Development of a strategy of the sector has been delayed to allow for the outcome of the Innovation Challenge to be used to inform this. It has been exciting to see this sector develop into a more cohesive voice in 2023, with delivery of the Energy and Cleantech Forum in November, acting as a catalyst and key platform for this.



The forum, now in its 6th year, was attended by a broad base of businesses featuring innovators from both the Isle of Man and the UK, policy development institutes, and our partner Cambridge Cleantech.



# CONSTRUCTION & BUILT ENVIRONMENT

## STEPHEN MOORE

Policy Development Manager

In 2023, the Construction industry in the Isle of Man, led by Construction Isle of Man, saw several key developments:

- The implementation of a Certification Scheme, replacing traditional cards, with over 100% increase in the number of cards issued from 107 in 2022 to 218 in 2023. This demonstrates a commitment to improving health and safety.
- An increase of 15% in membership numbers by the end of 2023, against a growth target of 10%.
- The appointment of a new Chief Officer bringing a fresh perspective, while initiatives like the Site Safety Scheme underscoring the commitment to elevated safety standards.



The Built Environment Reform Programme moved towards the delivery phase including the implementation of the new IDOX software system, which will contribute to the improvement of the planning system. A number of workstreams are beginning to show results including the redevelopment of key, private sector brownfield sites, some the result of the Island Infrastructure Scheme.

Furthermore, the Manx Development Corporation's first project is under construction, with a further project in planning. In addition, Business Isle of Man provided planning application support to 18 applications in terms of economic value, resulting in circa 114 industrial units and 857 residential units.

Hold a Built Environment event in Q1 2023 for Key Stakeholders

100%

Support Manx Development Corporation (MDC) and private sector with development of two brown field sites

100%

Continue to support the Climate Change Action Plan and the Built Environment Reform Programme

100%

Continue to support Cabinet Office on the Area Plan and Strategic Plan review

100%

Business Isle of Man to develop a Built Environment Concierge Service for businesses by the end of Q1 2023

100%

Growth of 10% in Construction Isle of Man's membership numbers by 2023

100%

# ENGINEERING & MANUFACTURING

## RACHEL HOPKINSON

Business Development Manager

In 2023, the Engineering & Manufacturing sector saw signs of recovery, however difficulty recruiting and a lack of available skills is limiting growth. We are working closely with industry and Locate Isle of Man to create a recruitment campaign, to raise awareness of opportunities in the sector to a UK and international audience.

The Awareness of Careers in Engineering (ACE) programme led by industry and supported by Business Isle of Man continued to deliver quality programmes working into all of the Island’s primary schools.

STEMFest 2023, held in October at the Villa Marina, was a highlight with over 800 primary school students from Years 5 and 6 getting an opportunity to experience STEM activities.

We also commissioned a review of the Engineering & Manufacturing sector and development of a ten year strategy. The



extended procurement process unfortunately delayed the start of the project however the consultants are now in place and have made a significant start to the project. This review is being conducted in collaboration with Industry and we hope to see the recommendations from the review and the development of the strategy by next year.



# FOOD & DRINK EXPORT

## ROB GREEN

Business Development Manager

Following the completion of a Business Isle of Man review of the Food and Drink Export Sector in Q1 2023, the Agency facilitated the formation of an Exporters Development Group. This Working Group has 13 members and has already attended off Island shows with more to come next year.

The purpose of the Group is to:

- Grow the value of Manx Food and Drink sold off-Island.
- Propose initiatives to overcome or alleviate challenges faced by Manx food and drink exporters and take action based on those proposals.
- Provide feedback to the Department for Enterprise and aid the collection of relevant data.

Business Isle of Man's 2023 Programme included a target to support exporting businesses to increase exports by 10%. The Agency collected data to benchmark future revenues during 2023 and subsequent data will be collected in Q1 2024.



Business Isle of Man has also supported exporting businesses in attending trade shows under a common-banner and has produced marketing and promotional assets to drive revenue growth for Manx Food and Drink Exporters.

Establish a collective of Manx businesses to work on strategies to increase exports of food and drink

100%

Collaborate with a collective export group to devise support activities

100%

Attend trade shows and industry events to understand the competition, explore distribution routes and investigate marketing opportunities

100%

Create awareness of diverse enterprise in the Island through PR stories and paid social advertising campaign

100%

Work with key stakeholders to develop a framework to support Geographical Indicators for the Island's Food and Drink Industry

80%



# LOCAL ECONOMY

## MATTHEW GARDNER

Business Development Manager

Over 2023, there have been a number of challenges across the Local Economy with inflationary cost pressures, changing consumer habits and challenges with staffing. We look forward to releasing the Local Economy Strategy in early 2024, that will address some of these challenges and look to increase the vibrancy of our city and towns.



Significant work has progressed towards the data collection stage of Strategy development including:

- Strategy building sessions with over 90 business owners and managers across 4 locations to share insights and feedback.
- 1250+ responses to a public survey on the Local Economy & High Streets, with the aim of understanding consumer needs and perceptions of their local retail areas.
- Town Audit project in progress to assess service provision, current infrastructure and amenities available in the Island’s key towns and villages.

Other projects have been completed to provide promotional support within the Local Economy including the relaunch of the Domestic Event Fund as a permanent initiative and a significant winter shop local campaign across various channels.

**Domestic Event Fund** relaunched as a permanent initiative to drive footfall into towns and villages and increase spending with nearby businesses



**Continued promotion and dissemination of the CACI Isle of Man Market Summary**



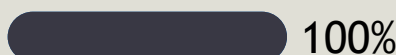
**Work with industry representatives and educational institutions/training providers to improve skills across the hospitality and retail sectors**



**Develop a strategy to support the local economy by the end of 2023**



**Extension of the Love Manx (support local) campaign throughout the year, through organic content designed to generate consumer interaction**



**Conduct the Town Centre First reviews and audits by end of the year**



# LOCAL BUSINESS GROWTH

## THOMAS RICHARDSON-HALL

Business Development Executive

2023 has been a year of increased focus on engaging with and supporting local businesses around the Isle of Man.

This engagement has been conducted mainly via an extensive outreach program throughout the Island resulting in over 280 'check-in' meetings. This has exceeded the 2023 target by 100%.

'Check-in' meetings are multi-topic discussions which provide business owners or managers with:

- The opportunity to provide feedback on current trading conditions, barriers to business on the Isle of Man and any specific local issues in their town or village.
- A safe space to discuss potential business development and act as a sounding board for their plans.
- Detailed background on the available Enterprise Support schemes and a direct opportunity to apply for appropriate schemes.

In addition the Small business workshop series for 2023 was attended by over 300 individuals across 12 workshops with 83% of attendees stating that the events were valuable to them. The attendance target for 2023 was not met unfortunately in part due to the delivery of in-person vs. online workshops.

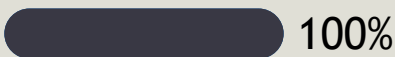


Although this resulted in better interaction with presenters, an improved learning environment for attendees, and opportunities for networking, it limited our ability to increase numbers. We have undertaken a review of this support series to help bring it up to date with the needs of businesses at the current time.

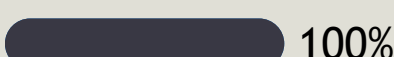
Engagement work has also taken place with the Local Authorities around the Island to help bring local and central government closer together, to better support local businesses in their areas, and provide a more consistent communication route for industry development and agency initiatives.

The relationship with local trade bodies has also been a focus area in forming links and ties with key stakeholders and ensuring that industry voice and sentiment are both heard and acted upon by central government.

Develop support for Small & Medium Enterprises through business health-check ins and small business workshops



Outreach to over 250 local Isle of Man businesses



Welcome 500 attendees overall to the Small Business Workshop series





# MEDICINAL CANNABIS & BIOMED

## ROB GREEN

Business Development Manager

Interest in the Island’s emerging Medicinal Cannabis sector remains strong. Throughout 2023 Business Isle of Man has worked closely with companies in the private sector to understand their priorities and to communicate the potential benefits of investing in an Isle of Man domiciled operation.

A cross-departmental Government Working Group has also been established. This group’s core functions include determining conclusive answers to questions relating to licensing and regulation and assessing the feasibility of proposed route to market and procurement strategies.

In September 2023 delegates from Business Isle of Man and sector regulators, the GSC, attended the highly regarded Medical Cannabis Europe Conference. This event enabled the benchmarking of Isle of Man’s proposition, and regulatory framework, against those of other jurisdictions. The conference also provided valuable insights into prevailing trends and offered a unique opportunity to raise awareness of Isle of Man’s key attributes amongst investors, industry advisors and influential thought leaders.



In Q4 2023 Business Isle of Man hosted a local sector update event aimed at strengthening relationships amongst interested sector participants. This event featured several presentations from public and private sector representatives and covered innovation, regulation and the market opportunities available to Manx companies.

Review the decision around Male Hemp growing outdoors by Q2 2023

100%

Develop a framework to support the sector - underpinning the Major Application Process

75%

Work with GSC to review the existing licence framework

50%

Attend key off-island events to network and raise Isle of Man’s profile as an emerging licence provider

100%

Create an industry body comprising current and potential licence holders to work together to develop the sector on Island

50%

Run two promotional events in 2023 to support and raise awareness of the sector

50%



[contact-business@gov.im](mailto:contact-business@gov.im)  
[businessisleofman.com](http://businessisleofman.com)

**GROWTH  
ISLE**