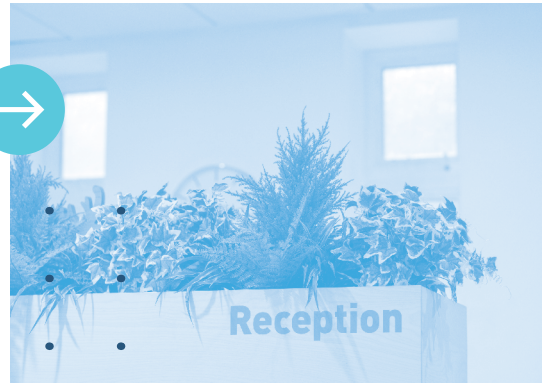
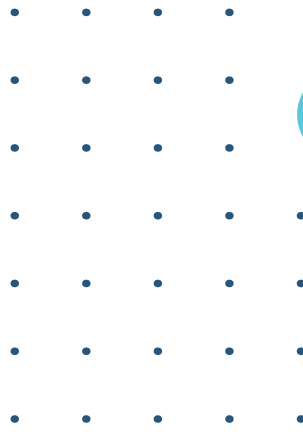


Overview and Impact Report



An inclusive home for
ambitious tech entrepreneurs;
A driving force behind
regional growth





Welcome from the Chair

I'm delighted to present the latest impact report from Sheffield Technology Parks (STP). It comes at a time of significant transition for our organisation as we build on the achievements of the last four years since our last report.

Over this period we have developed our managed workspace offer at STP to an exceptional level, with consistently high occupancy and associated financial stability. We have navigated the Covid-19 pandemic in partnership with our clients and supported them through the challenges that we faced collectively. As a result, we now see rapidly scaling tenant businesses who have secured over £10m investment in the past two years alone.

Stepping outside of our building, we have been focussing on playing a wider part in the development of a strong and vibrant entrepreneurial ecosystem in both Sheffield and South Yorkshire as a whole. We are fortunate that our region holds so many opportunities for startups with its accessible, collaborative business community. Our ambition continues to be to ensure that local entrepreneurs are given the tools and environment required to make their business a success.

To achieve this, we have developed key partnerships across the region supporting business incubation and growth. We founded and are now expanding the role of the SIAN (Sheffield Incubator Accelerator Network) and together we are undertaking joint projects to enhance the region's offer to startups.

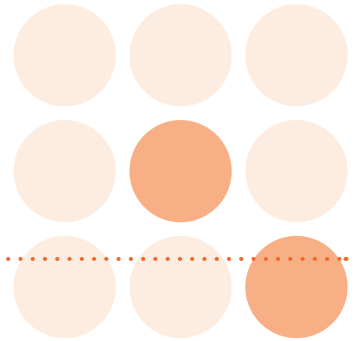
The next few years will see us expand our role in supporting the region's economic ecosystem, both physically in contributing to developments like Leah's Yard and other proposed urban innovation developments in Sheffield, and strategically through the further development of the SIAN network. You will find more details about these initiatives in the following pages.

I hope you find this report an insightful overview of our activities and ambitions for the coming years and that it will encourage you to get in touch with us.



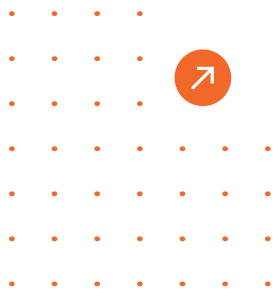
Neil MacDonald,
Chair

Mission Vision Values



Our Mission

We're passionate about supporting businesses and contributing to Sheffield's economic growth. That's why we're the inclusive home for ambitious tech entrepreneurs.



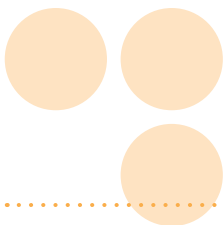
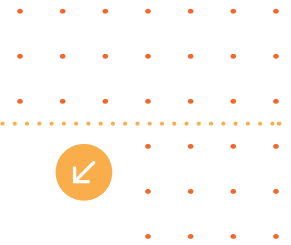
We support a broad range of founders to realise their business goals, through dedicated incubation and growth support, providing the right type of accommodation, fostering community and promoting success.

We monitor ourselves against broad metrics including business creation, job creation and investment raised. We also monitor where our founders are from so we can ensure we are reaching as diverse a founder base as possible.

Our wider mission is to play a key role in collaborations that support business incubation and growth in our region – particularly in relation to the expansion and diversification of the digital technology ecosystem.

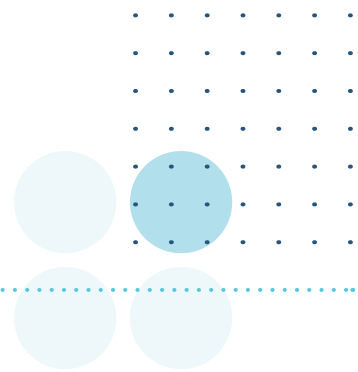
Our Vision

Our vision is to put Sheffield at the forefront of best practice for entrepreneurship in the UK.



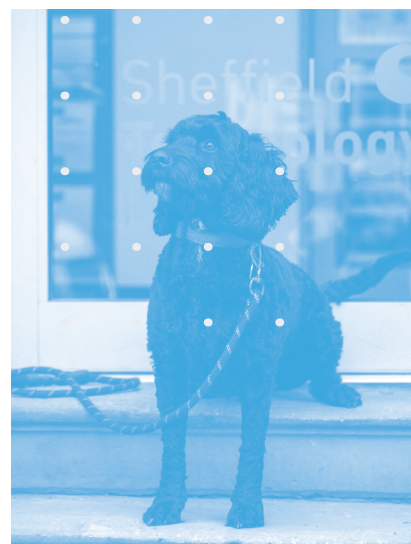
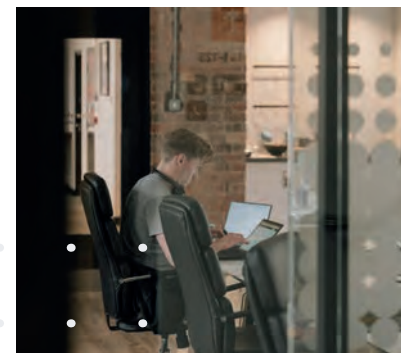
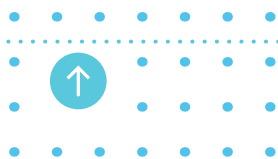
We strive for STP to be a safe place where anyone with an idea and ambition can come and fulfil their potential.

More broadly, our vision is to help create a thriving tech-based economy which will attract new businesses to our region and will retain locally founded businesses as they grow and develop.



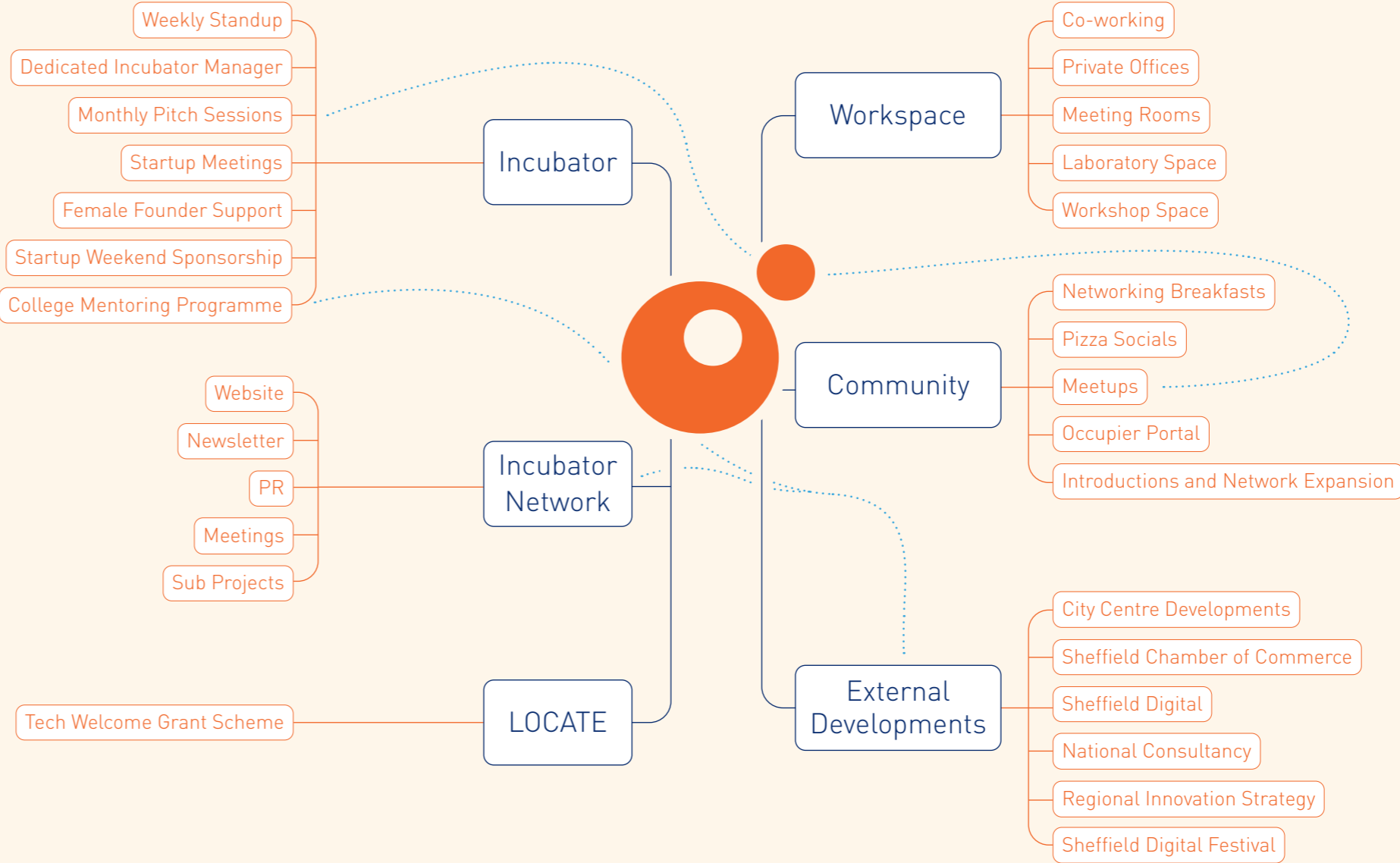
Our Values

- Being a safe and inclusive place to test a business idea
- Aiding the journey of any and every business that comes through our door, whether successful or not (because failure is as valuable as success)
- Always acting with the interests of our entrepreneurs at heart
- Behaving with integrity and honesty at all times
- Being a good partner for those we work closely with to assist the local and regional economy, including Sheffield City Council, South Yorkshire Mayoral Combined Authority (SYMCA) and both of the city's top Universities
- Making sure that the results of our work are tangible and demonstrable



Mission in action

We strive to put our Mission, Vision and Values into practical action with tangible results. Here are some of the key examples.



The breadth of our work

Cooper Project Incubator

Our business incubation programme, the Cooper Project, provides an opportunity to test an idea and develop it into a viable business or develop an early-stage business in readiness for expansion. We provide:

- Six months' free co-working space
- Assistance with personal development and business planning
- Access to Growth Advisors and to our Entrepreneurs-in-Residence who offer advice on a range of specialist subjects
- Free events, workshops, and socials

LOCATE Project

Our LOCATE Project helps businesses to de-risk setting up an office in Sheffield for relocation or expansion purposes. We tailor support to the individual needs of each business, but the offer typically includes:

- Three months' complimentary serviced office accommodation at STP
- Up to 24 months' accommodation on a per-desk rate with no minimum contract period
- Complimentary meeting room hire for interviewing potential staff
- Assistance finding suitable follow-on premises locally when the time comes
- Access and introductions to our networks in the city and region

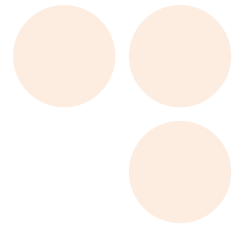
“Sheffield Technology Parks has made our move to Sheffield so easy! Tom and the team were so friendly, professional and helpful, advising us along the way. It made it seamless to set up in a new region, where it might have been so much harder. This allowed us to concentrate on day to day running of the business and now, successfully expanding, making the move a real success.”

A model that works

We have been successfully supporting economic development in the region as a not-for-profit partner since 1988.



Originally part of the vision to **support Sheffield's economy** in a post-industrial landscape, The Sheffield Science Park Company – now known as **Sheffield Technology Parks (STP)** – has been a staple in Sheffield's economic landscape for **35 years**, supporting ambitious entrepreneurs from across our region and beyond.



Our managed workspace opened in the Cooper Buildings in 1988 with support from Sheffield City Council, the then Polytechnic (now Sheffield Hallam University), the University of Sheffield and English Estates. From early on, we also started to champion collaborative activities to support the development of the digital sector both locally and regionally.

To remain true to our mission, we were set up as a non-profit distributing Company Limited by Guarantee. This means that we can reinvest our profits back into our managed workspace offer and our broader business incubation and economic development projects.

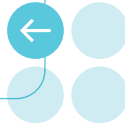
Throughout our 35-year history we have remained profitable and self-sustaining, giving us resources to share. The way we were founded and how we have navigated the past 35 years is a solid example of long-term economic strategy and something others elsewhere are looking to emulate.



Heritage and achievements

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-
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We're proud of the role we've played in Sheffield and the wider region for more than three decades. Viewed across the years, we see how so many of Sheffield's big digital success stories have been supported by STP at some point in their development.



Razor

From side project to one of the region's fastest-growing tech companies.

Scale-up support

www.razor.co.uk

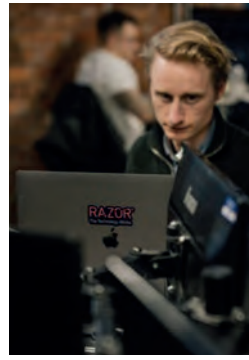
Razor joined STP back in 2014, with a small single office for founders Jamie Hinton and Steve Trotter along with the first member of the team.

Originally a side project for Jamie when he was working at one of Sheffield's biggest tech companies, it took over four years of balancing a full-time role and freelance work before Razor was officially registered as a company. Now the company has built a national reputation for bespoke solutions to complex technical challenges, helping organisations to make better use of technology.

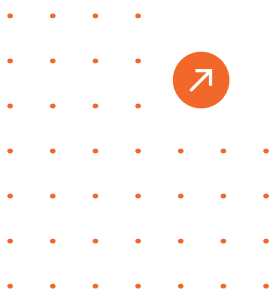
From those early days in STP, it was clear that Razor was heading somewhere special, with relentless passion and a rapid growth in the team which STP facilitated through a flexible approach to the spaces they occupied. Their expansion out of STP was managed through a longer-term investment in their growth: a multi-year lease which placed them into a large space ready to accommodate a bigger team. Since then, the team has grown to over 50 staff and has recently opened a Leeds office.

Jamie and Steve are passionate about the role of Sheffield as a new Northern Challenger to rival Leeds and Manchester as a hub for tech-based entrepreneurship. Now Razor is helping to foster new enterprises through their incubator, Bulldozer, and some of those startup companies are located and being supported at STP – bringing the story full circle.





Razor Founders, Jamie Hinton and Steve Trotter in their Sheffield office



Simoda

Scale-up support

www.simoda.co.uk

Simoda stands for Simplify, Modernise, Accelerate and the company helps IT and business leaders to get the most out of their data and move towards 'Cloud'.

Dan Bumby and Jason Garner approached STP as they were stepping out of their careers and starting their own business journey. STP supported their growth through expansion of networks and introductions to scale advisors. We accommodated them in a large office, knowing that they would have room to expand as their team grew.

Covid offered Simoda a unique opportunity to support other local businesses in the transition to remote working, and their services were taken up by a large number of clients across the region. The team has grown and, as with all our successful clients, they have moved on from STP to their own place in Kelham Island.



Simoda founders Jason Garner & Daniel Bumby in their Kelham Island office



Bumper

New location/inward investment support

www.bumper.co.uk

Fintech startup Bumper, which provides an automated digital payment platform to help drivers manage their bills more easily.

Bumper arrived at STP in 2019 with just four staff but were already on their way to big things. Now the company employs 70 staff in Sheffield alongside their London office and helps over 33,000 drivers to pay their servicing and repair bills. The company has just secured a further £26m Series A investment backed by automotive giants, such as the investment arm of Jaguar Land Rover, to help further expansion across Europe. Bumper now have their own offices in Sheffield and are a great example of our work in helping companies find space to scale up and take advantage of all the opportunities Sheffield has to offer.



Jellyfish Pictures

We helped award-winning visual effects and animation company, Jellyfish Pictures, to set up an additional office in Sheffield through our LOCATE project.

In addition to affordable office space, we provided advice and connections to make the landing in Sheffield as easy as possible. The move brought some unexpected benefits as well as a cost-effective means of expansion.

Animation Director, Kevin Spruce, explains: "In a high-pressure industry where deadlines are tight and global clients have high expectations, access to many green spaces and being able to commute by bike or walk through parks rather than travel on Tubes and trains, has really helped staff cultivate a healthy and productive approach to work.

Sheffield offers a better work/life balance and in turn that has helped our recruitment and retention." A number of artists have relocated to Sheffield from the London headquarters and the company is now looking at growing the physical and remote teams in Sheffield, working closely with the two world-class universities to create potential new roles on high-end projects.

→

New location/inward investment support

www.jellyfishpictures.co.uk

Kevin Spruce at Jellyfish Pictures' City Centre office





Ferrio

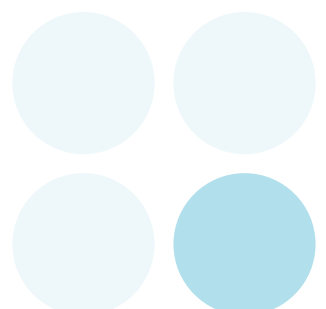
Alex Humphreys and Dan Blaney, co-founders of up-and-coming Sheffield software house Ferrio, came to STP as clients of our Cooper Project business incubation service.

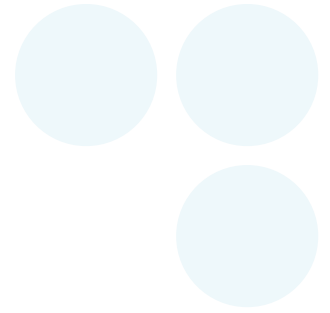
Since starting in 2021, they have gone on to build a robust revenue stream for their automation solutions and secured angel seed investment from a local Sheffield innovation fund. Alex and Dan have now moved out of the Cooper Project incubation space and into their own private office in STP, recruiting additional full-time staff along the way.

Mindtech Global

Mindtech Global set up a new engineering base at STP to supplement their successful operations in Hertfordshire and have received support through our LOCATE project.

The company provides an end-to-end 'synthetic' data creation platform for the training of AI vision systems, with a world-wide market. Since arriving at STP, they have secured a \$3.25m investment led by Mercia as part of the Northern Powerhouse Investment Fund. This fresh investment will enable the company to accelerate product development in Sheffield of their unique data platform and expand their international markets.





New location/inward investment support

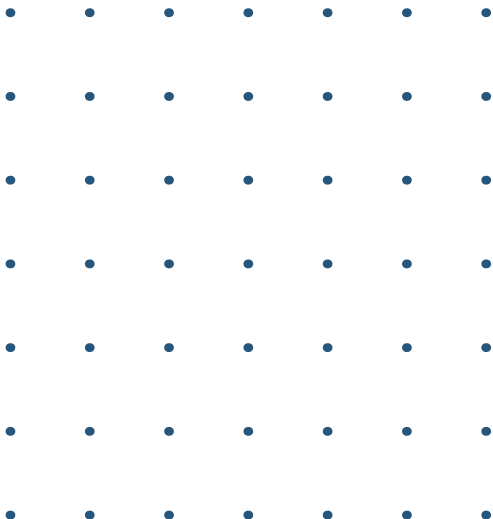
www.zint.io

Zint.io

An innovator in sales intelligence, London-based Zint spotted the opportunity Sheffield offered their business to expand by attracting and retaining talent in a great location. Since their arrival at STP in May 2022, they have employed an additional three staff and are looking to expand further over the coming months. We helped Zint by offering sensible office rents which grow with their team, thus de-risking their decision to open a second site in Sheffield.



Fraser Atkins of Zint.io



Aegiq

Scale-up support

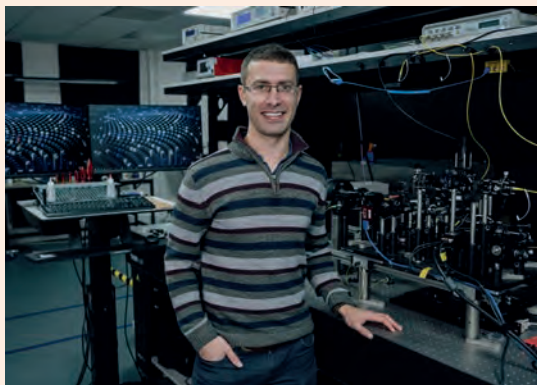
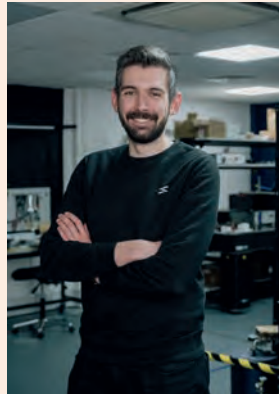
www.aegiq.com

Aegiq is a world-class startup specialising in solutions to enable wide-scale adoption of quantum technologies across the world.

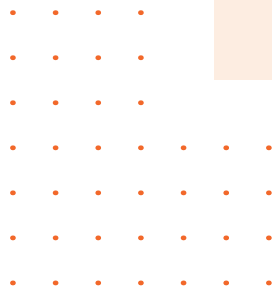
The company started as a spin-out from the University of Sheffield. Having raised significant investment, the Aegiq team was on the lookout for the right facility. STP was able to cater for their needs at the Cooper Buildings by transforming two former office suites into lab and clean workshop spaces. Aegiq has since grown to occupy three large suites and continues to expand,



Max Sich in Aegiq's Labspace at STP



Above: George Gillard
Below: Andrew Foster



Tubr

Tubr is a rapidly growing startup team who have just taken their first steps North through our LOCATE project. Their focus is on making machine learning available to any business. We've supported them with space here at the Cooper Buildings and also plugged them into our networks, which has already resulted in positive steps towards collaboration with a key University in the field of machine learning as well as one of the biggest local authorities in the region.

→

New location/inward investment support

www.tubr.tech



↑

Scale-up support

www.unicornb.io

Unicorn Bio

Unicorn biotechnologies is driving a new bioeconomy 4.0 by growing everything from meat to medicine.

The company's expertise in building autonomous smart machines for complex cellular bioproduction is helping to drive the transition to animal free agriculture and providing the next generation of scale-up infrastructure for the future of cellular biomanufacturing.

To develop this innovative work, the company needed lab space and we were able to offer the flexibility to convert space at STP. The Unicorn team set about transforming a workshop and office space into new suites to accommodate their engineering and laboratory activities, with our support and collaboration. Working with our clients to make the spaces that they require is only achievable by the way STP is set up and managed – having agility and resource to support locally-founded ventures to thrive.



Unicorn Bio founder Adam Glen in their Wet Lab space at STP

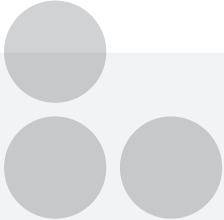
Economic Development Projects



In addition to direct business incubation and scale-up support, STP has always engaged in wider economic development initiatives to support the growth of tech-based entrepreneurship and the digital sector in both the city and the region.

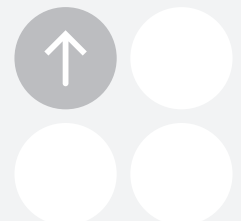
Leah's Yard

Set to open in 2024, Leah's Yard will be a destination set within the wider Heart of the City development in Sheffield.



As well as developing our own facilities, we recognise that tech businesses want to locate in a wider economy rich with culture, leisure and business activities. That's why we're proud to be seeding the opening of Leah's Yard – a Grade 2 listed former Little Mester's Works.

This will be brought back to life with a café, restaurant, retail spaces for independent businesses and studio and workshop space for local traders.

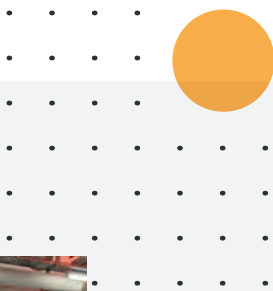


SIAN

SIAN has quickly grown, with spin off projects including a range of support services.

The Sheffield Incubator & Accelerator Network (SIAN) is a region-wide group of practitioners and programme leads working to support businesses in our region and create a thriving economic ecosystem.

When we started, SIAN was a simple information sharing group which has quickly grown with spin off projects including a range of support services. SIAN now offers up to date information on all support and investment opportunities, a region-wide co-founder platform to make it easier to find a co-founder for your startup, and a collaborative PR project to ensure regional and national journalists are picking up press releases from our members.

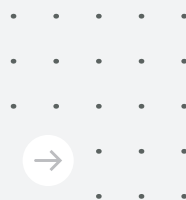


Meetups

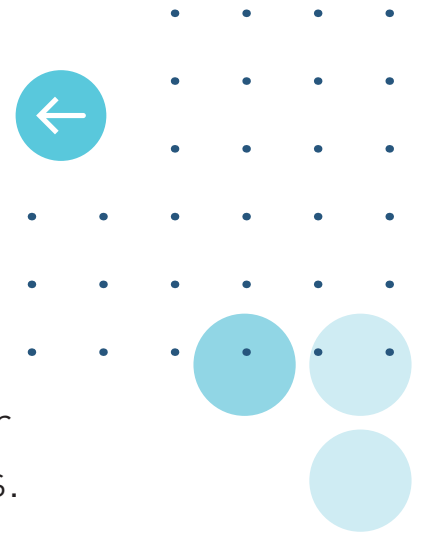
STP has been supporting the region's tech-focused meetups for over five years – offering a free home to host out-of-hours group sessions. We're proud to work with the digital sector's grassroots community and support their voluntary activities.

The role of meetups is essential in any ecosystem. They provide a safe place for people to meet like-minded colleagues, share challenges around particular technology barriers, and are a great introduction for people outside of the community to engage.

Sheffield Technology Park is proud to work with the digital sector's grassroots community and support their voluntary activities.



Our Board



We are fortunate to have leading members of the business community in Sheffield on our Board, as well as experts from different fields.

The STP Board has been instrumental in supporting our strategic development over the years and in helping to guide and support where we direct our resources.

Chair: Neil MacDonald



A qualified Chartered Accountant, Neil spent his executive career working in advanced engineering industries. Since then, he has held many non-executive and trustee positions in the private, public and third sectors. His current roles include Chair of Sheffield Museums Trust and St Luke's Hospice. Neil joined the STP Board as Chair in 2019.

Amanda Pilkington



Partner at international law firm DLA Piper, Amanda brings senior legal expertise in sourcing, IT and commercial matters to the STP Board, as well as a particular focus on the technology sector alongside retail and financial services.

Kevin Kerrigan



Professor Kevin Kerrigan is Pro Vice-Chancellor for Business and Enterprise at Sheffield Hallam University, responsible for the University's skills and economic development strategies including its large degree apprenticeship portfolio, graduate outcomes and incubation, acceleration and business support services. Kevin was previously a business school Dean and spent 20 years as a practising solicitor.

Liz Wallis

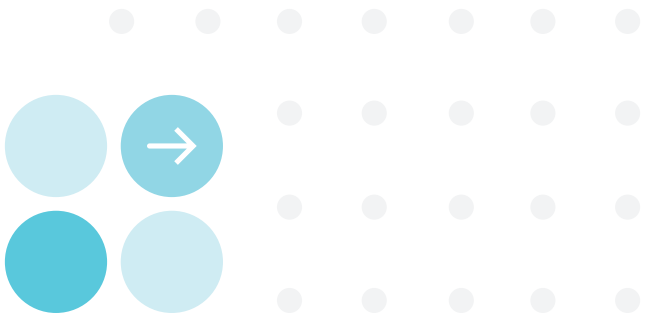


Director and Co-Founder of Sero Consulting, Liz is a strategic marketing professional specialising in the tech and skills sectors, with wide ranging experience of promoting digital skills development for the local tech industry.

Yvonne Asquith



Head of Business Sheffield at Sheffield City Council, Yvonne has a wide range of experience in developing business support programmes with stakeholders. She is a long-standing champion of both the tech sector in Sheffield and its growth as an effective ecosystem.



Financial position

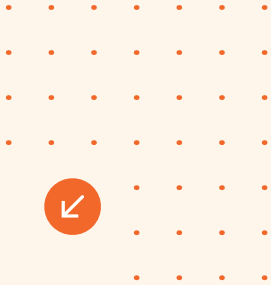
Bouncing back



The financial year 2019-2020 was our organisation’s most successful in our 35 years, followed by the most challenging. Already we are seeing revenues head to pre-pandemic levels with occupancy levels up significantly and the number of start-up clients growing.

Resources to share

Our business model is key to our success. As a Company Limited by Guarantee, we have a board of voluntary directors and no shareholders.

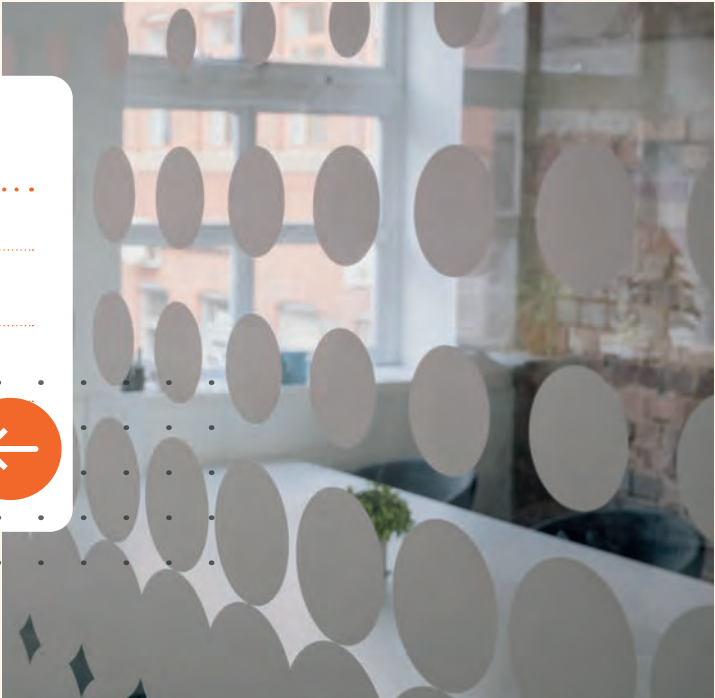


All of our surplus is put to work, whether that is through our economic development activities or updating and adapting our building for our clients’ benefit. It offers us the freedom to explore new ways of supporting our economy without limitations on how or where we direct resources and enables us to be fleet of foot in responding to needs and opportunities.

The better we perform financially, the more we can expand our impact regionally. That’s how we’re a stable and trusted partner for the future.

Turnover for the past three years

Years	Turnover
2020	£506,424
2021	£354,215
2022	£482,896



View from the CEO

Since I arrived at STP back in 2013 we've seen a marked development in the number and variety of digitally native and digitally-enabled businesses starting and locating in our region. Sheffield is a remarkably personable and connected city which, together with two world-class universities and a serious investment landscape in the region, offers a very particular set of advantages.

As a result, the ecosystem we work hard to support is flourishing. As other established economies start to feel saturated, South Yorkshire is offering a fresh start and new opportunities for businesses outside our region to relocate or expand.

Economic development interventions like STP are generational. This is the reason we're still here after 35 years and it's clear that our mission now is as relevant as it's always been: to be an inclusive home for ambitious tech entrepreneurs and to support the digital economy in our city and our region.



Going forward, we have three main priorities...

Targeting net zero

As an organisation we face the same horizon challenges as any other business. Sheffield has set itself a target to be net zero by 2030, and STP wants to get there too. We currently use data to monitor our recycling and energy use, whilst we develop an ambitious plan which will form a large part of our capital budget over the coming years. We want to be our own case study, answering the question: how can we take a building comprised of an 1800s Cutlery Works, 1980s new build and early 2000s refit, and create a BREEAM approved building our clients can be proud to call home?



Enabling urban innovation

We're increasingly seeing a role for our organisation not just in business support but in wider city and regional developments, stepping in where the private and public sectors are absent. We need Lab space for our world-class spinouts; we need more dedicated technology-focussed workspace in our region, and we need a shared vision and strategy for innovation across the board. STP finds itself in a unique position, able to offer support for developing new workshops and contributing to ideas for a new Urban Innovation district in Sheffield.



A catalyst for tech-based growth

Much has been said about the need to grow our economy. South Yorkshire still lags behind national averages in salary, and opportunities for graduates to remain in the city and succeed still feel harder to find than elsewhere. One of the challenges is an absence of large-scale employers. The recent announcement that BT is to locate 1000 jobs in a new office building on the Digital Campus is welcome news. In order to attract larger organisations, we as a city need to have a strong narrative about our strengths, a demonstrable tech community, a growing talent pool and graduate pipeline. A lot of the component parts are present and it's up to organisations like STP and our wider SIAN partners to promote the region.



