BLACKPOOL COUNCIL WYRE COUNCIL FYLDE BOROUGH COUNCIL

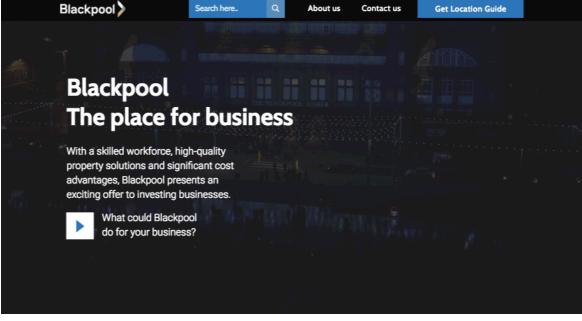
Update on the Inward Investment Campaign on behalf of the Growth & Prosperity Team

07.06.21

WHERE WE STARTED

Blackpool The place for business

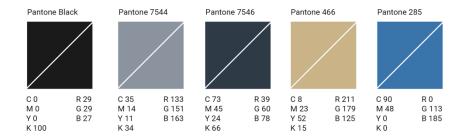




Logo and strapline



Colour palette



Font

Roboto

ABCDEFGHIGKLMNOPQRSTUVWXYZ abcdefghigklmnopqrstuvwxyz

The use of 45 degree angles and colour blocks as a layout device, and sector iconography



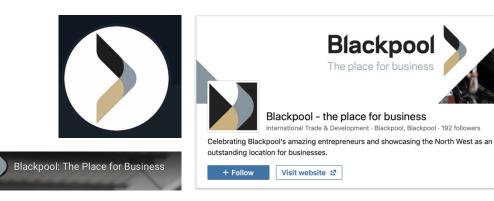


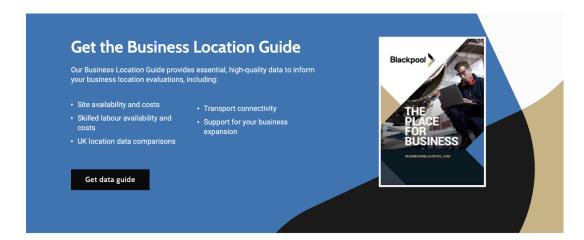












Curved shapes from logo enlarged and cropped – used as a background here on website (contrasted with 45 degree angles used in print)

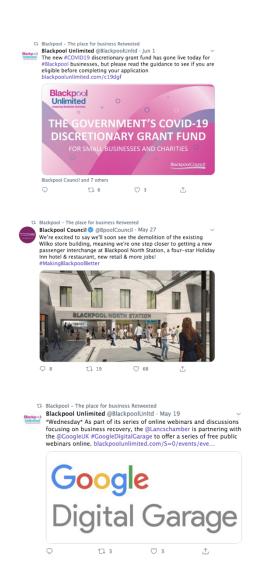
App icons vary between entire mark and crop of mark

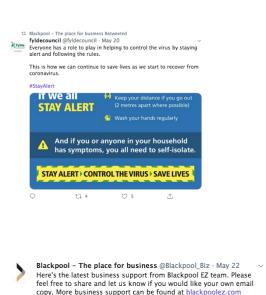


Font on website is not Robotto









blackpoolcouncil.org/1L8J-6VSPD-32/...



SOCIAL MEDIA FOLLOWERS: 12.06.20

Twitter Followers 462

LinkedIn Page Followers 185

Linkedin Feed Followers 350

WEBSITE ENGAGEMENT – 3 months to 12.07.20

Users 350

Sessions 458

Bounce Rate 77%

Visit Time 74 secs

WE DID SOME INTERVIEWS AND WE LEARNED SOME THINGS...

The brand needed 'More'

"Don't think you can take a formula that's worked elsewhere & just change colour and wording, felt a bit like that."

"Current material is fine, but swap out the name & it could be anywhere"

"Place for Business Brand is generic, lost & not that true, we should take advantage of Blackpool's unique personality as its business offerings may not be any stronger than anywhere else"

www.placenorthwest.co.uk > insight > why-rochdale-is-... *

Why Rochdale is the place for business - Place North West

28 Oct 2019 - Serial entrepreneur Darren Clancy has a number of **business** interests, including SPC Sheet Metal in Littleborough, where he is the finance ...

www.discoverpenrith.co.uk > our-town > the-place-for-... *

The Place for Business - Discover Penrith

Whether you're already in **business** in Penrith or are thinking of locating here, the town has many competitive advantages to help you succeed.

dorsetInp.org.uk > wp-content > uploads > 2019/01 > D... * PDF

the natural place for business - Dorset Local Nature Partnership

THE NATURAL. **PLACE FOR BUSINESS** a Natural Capital investment strategy for Dorset. Dr Simon Cripps, and the Board and Officers of the Dorset LNP ...

www.astonshaw.co.uk > why-ipswich-is-a-great-place-t... *

Why Ipswich Is a Great Place to Start a Business | Aston Shaw

There are some great reasons to start a **business** in Ipswich, in this article, we look at some of the best. For professional advice, contact us.

www.virgin.com > richard-branson > why-scotland-gre... *

Why Scotland is a great place to start a business | Virgin

This rise of Scottish start-ups is currently being led by some fantastic **businesses**, such as: one of the world's most successful new beer brands. Brewdog; and ...

penzance.co.uk > commerce *

Penzance, Cornwall is the Place for Business - Penzance ...

Business and Commerce in Penzance. The market town of Penzance is historically the commercial capital of the Land's End peninsula (known as Penwith).

www.thetimes.co.uk > article > best-places-for-business-co...

Best places for business: Coventry - The Times

9 Feb 2020 - Coventry has been at the heart of car-making and advanced manufacturing for more than a century, with Jaguar Land Rover and Aston Martin ...

www.talk-business.co.uk > Strategy *

Why Manchester is a great place to set up a business | Talk ...

24 Sep 2019 - For craftspeople, artists, sole traders, and the average Brit looking to start a small **business**, Manchester is a great city. In this guide, we explore ...

workclockwise.co.uk > 5-reasons-why-liverpool-might-... *

Serviced Office Liverpool - 5 Reasons Why Liverpool Is Great ...

Here's 5 reasons why Liverpool is a great **place** for your new office space or ... If you're looking to find the most suitable **business** location for a modern office, the ...

www.chroniclelive.co.uk > ... > Sunderland

Sunderland named among top UK places to start a business ...

11 Feb 2019 - The city comes third in a league of UK cities where start-ups should launch their **business** ventures - and even tops London.

AND THEY WOULD LIKE IT TO BE MORE DISTINCTIVE

"The brand should capitalise on what they actually DO have, not try and ignore it / be something else that is generic."

"Has warmth - a lot of other places can't do that and don't have the personality that Blackpool has already"

"Blackpool is 'fun / creative / innovative'

"Blackpool already has a very strong brand, that is too well established as cheeky / brash fun, and they should do that in a good way"

"People have a fondness / nostalgia for Blackpool"

BECAUSE THERE IS A TENSION:

"fun / frivolity not necessarily a negative, but the negative is the portrayal that that is ALL the area has to offer, and also the associated deprivation angle - leaves a question mark around whether there is a serious business community here"

versus

"Felt as if they weren't really recognising what people knew about the area...you can't ignore it. Some element of softening of the brand might be at least worth having a conversation about."

ARE PEOPLE LOCALLY ENGAGED?

"Messaging not reaching audience"

"Don't feel engaged as a large company"

Businesses at event launches drift away, no engagement upkeep"

"Not quite got there yet"

"If they don't buy into it / or are sufficiently bought into it then it's missing a trick"

"Should know who / where they are / what their network is"

"Blackpool's own business community ought to be their own best ambassadors, in terms of offer / regeneration etc.

"Blackpool business community is low hanging fruit"

SO WE REDESIGNED THE BRAND, AND THE MESSAGING STRATEGY

WORKING BRAND PLATFORM

Purpose: Show the world we have the spirit to succeed

Values:

Determination

Enterprise

Ingenuity

Expertise

Emotional Benefit: Reassurance that Blackpool offers all they need - and more

The Role of the Brand: Demonstrate a bigger, better, growing Blackpool

Blackpool

Blackpool makes it work



Blackpool & The Fylde Coast Guidelines and Positioning



Blackpool & The Fylde Coast Guidelines and Positioning



Blackpool Brand Guidelines

Issued December 2020



The Spirit to Succeed.

Achievement in business isn't down to luck. It's hard won.

Success here comes through grit and determination, from a desire to always find a way forward. It comes with the imagination to innovate and a sense of adventure.

And most importantly it comes from the community pulling together, supporting each other, through working as a team.

In Blackpool, Fylde and Wyre, you'll find the perfect space for your business, from our Enterprise Zones to our multi-million pound town development programmes. We'll help you recruit the right talent for your business. Discover fantastic places to live as well as work. And our Growth and Prosperity Team will offer you all the help and assistance you need as you land in your new home.

We work hard for our rewards and as the world knows, we do it with a smile on our faces.

Blackpool



determination to succeed





Blackpool makes it work.









IMAGINATION + DETERMINATION





Blackpool makes aerospace work.

Blackpool makes manufacturing work.

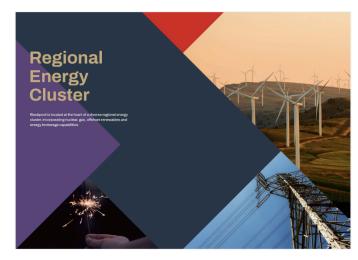
Blackpool & The Fylde Coast Business Location Guide



Blackpool & The Fylde Coast Business Location Guide







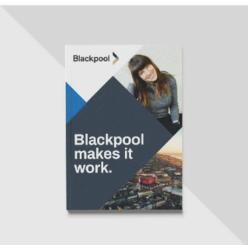


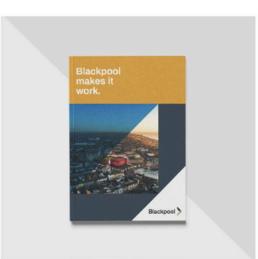




Blackpool & The Fylde Coast Print Collateral Design















Blackpool & The Fylde Coast Social Media Management



Blackpool Makes It Work

@Blackpool_Biz

A community of innovators with the spirit to succeed. If you need a way forward for your business, we have the workforce and infrastructure to make it work.

⊗ Blackpool, England ⊗ businessinblackpool.co.uk
□ Joined May 2019





Blackpool Makes It Work @Blackpool_Biz · May 13

Find out how @HelispeedItd have gone from a Blackpool startup to a world leading provider of pilots from Indonesia to America, the UAE and Tanzania.

Read the remarkable story at bit.ly/3y2bVm4

#blackpoolmakesitwork #businessinblackpool





Blackpool Makes It Work @Blackpool_Biz · Jun 3

Blackpool has been rated 7th out of 379 local authorities for its Enterprise Conditions in a recent report by the Legatum Institute.

Find out more about Blackpool's world-class industry clusters here: bit.ly/3fzhwYQ



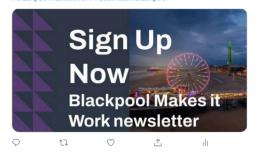


Blackpool Makes It Work @Blackpool_Biz - Jun 1

Would you like to stay in the know about business updates and highlights in Blackpool, Fylde & Wyre?

Sign up to our new monthly newsletter via the contact form here! bit.ly/3cbPSjV

#blackpoolmakesitwork #businessinblackpool





Blackpool Makes It Work @Blackpool_Biz · Jun 4

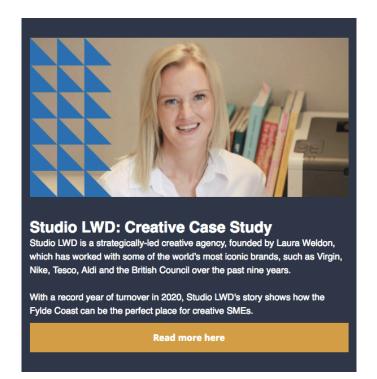
Blackpool's Abingdon Street Market will have eating areas for up to 250 diners as well as a bar and artisan stalls when reopening following a £3.6m investment.

Read more about the investment plans here: bit.ly/3ihstkx

#blackpoolmakesitwork



Blackpool & The Fylde Coast Email Newsletter



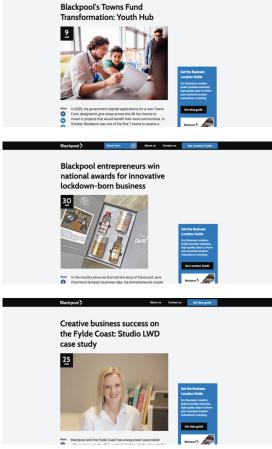


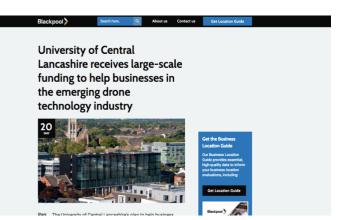


Blackpool & The Fylde Coast Website









Creative business success on the Fylde Coast: Studio LWD case study



Share

Blackpool and the Fylde Coast has always been associated with a unique creative flair, particularly through the characterful tourism sector and bright illuminations. However, this creativity and innovation is also found in the growing network of SMEs in the creative sector in the region providing services within media, marketing, branding and design.

With creative hubs such as Manchester and Liverpool on the doorstep, but with significant cost and lifestyle advantages to these city centres, creative businesses have been looking to Blackpool and the Fylde Coast as strong alternative locations.

We spoke to <u>Studio LWD</u> founder, Laura Weldon, about her experience as a creative business owner on the Fylde Coast.

Tell us about Studio LWD

"Studio LWD is a strategically led cre predominantly focus on branding – a with customers and generate a retur

"As a team, we have over fifteen yea of the world's most iconic brands, su Council to name drop just a few.

"As a result of our record turnover ar we're now looking to add two additionext six months."

How has the business grown a Studio LWD?

"In the past year, we've brought on new clients, entered new sectors, and secured further collaborations with existing partners, leading to our strongest year yet. We've delivered some great projects over the last year for major clients and already have a strong pipeline for the year ahead. We're looking to support businesses who may have had to reevaluate or reposition their offering due to the pandemic, and need to lay the right branding foundations for when things open up again.

"The pandemic has brought its challenges, not least for people on a personal level, but has also demonstrated that talent can emerge anywhere, and that being based in a big, expensive city centre office is not necessary for the creation of compelling brand and marketing campaigns.

"As a collaborative agency our team has always worked remotely, this reduces our overheads significantly, a saving which is passed on to clients. We've always worked for global and national businesses, but that has increased over the last year as attitudes have changed and clients have embraced the new normal, realising they can get the quality of a big agency without the costs."



Blackpool & The Fylde Coast **NW Insider Investment Guide**

/// FUTURE AMBITION BLACKPOOL **MAKES IT WORK**

A bold vision, multimillion-pound investment programmes and the spirit to succeed is transforming the Blackpool business environment

In Blackpool, we know that achievement in business isn't Sands Resort and Spa Venue development, and how the down to luck. It's hard won.

Success here comes through grit and determination, from a desire to always find a way forward. It comes with the imagination to innovate and a sense of adventure and the ability to spot a great idea or an opportunity in the market - and to back it. And most importantly it's delivered by everyone in the community pulling together, supporting each other, through working as a team.

In Blackpool you'll find the perfect home for your business, from our Enterprise Zones at Blackpool Airport and nearby Hillhouse to our multi-million pound Town Development programmes - like the Talbot Gateway Central Business District, Blackpool Central leisure development, and our brand new Conference. and Exhibition Centre. Come and see the new 5-star

area is transforming through the Quality Corridors Fund.

We'll help you recruit the right talent for your business perhaps from the 18 thousand professionals working in science, research, engineering and technology locally. You'll benefit from Blackpool being connected to a new generation subsea fibre optic cable network, joining the UK to North America and Northern Europe and delivering some of the world's fastest and most resilient Internet speeds.

And our Growth and Prosperity team are ready to offer you all the help and assistance you need as you land in your new home.

Here in Blackpool, we work hard for our rewards and as the world knows, we do it with a smile on our faces.

Discover for yourself how Blackpool makes it work.





Growth & Prosperity

£40.5m Town Deal Funding



Blackpool Central Masterplan up to £300m

investment



Exhibition Centre



£220m Talbot Gateway scheme



Contact: Nicole Billington, Growth & Prosperity Team, Blackpool Council, Tel: 07393 796951 Email: nicole.billington@blackpool.gov.uk www.businessinblackpool.com

BLACKPOOL: A GLOBAL GATEWAY

Blackpool's brand new connection to a subsea, fibre optic, Irish Sea cable network will deliver some of the world's fastest and most resilient internet speeds, securing our status as a key international route linking the UK to the rest of the world.

The cable that has landed in Blackpool is the CelticConnect-2. a next generation cable system that is part of the North Atlantic Loop on the Agua Comms network, delivering a diverse, high capacity network connection to the US and Northern Europe, With Blackpool as a strategic landing point in this global undersea communications system, it not only brings the best available internet capabilities to the Fylde Coast, but also future proofs the North and the rest of mainland UK.

The new fibre optic cable supports the need of the Pan-Atlantic hyper scale providers that underpin today's international cloud industry for global carriers, cloud-based networks, internet service providers, data centres, IT companies and the global media sector.

Tony Doyle Head of ICT, Blackpool Council



AND IT'S WORKING...

SOCIAL MEDIA FOLLOWERS: 12.07.20 07.06.21

Twitter Followers Linked In Page Followers	462 185	567 765	+23% +313%

Twitter: Organic Engagement

3 Months to July 20 3 Months to June 2021

Impressions 11825 20990

Profile Visits 172 7337

WEBSITE ENGAGEMENT: 90 days to 07.06.21

Users 350 1900 +443%

Sessions 458 2500 +446%

Bounce Rate 77% 80% (4%)

Visit Time 74 secs 97 secs +31%

WEBSITE ENGAGEMENT: 90 days to 07.06.21

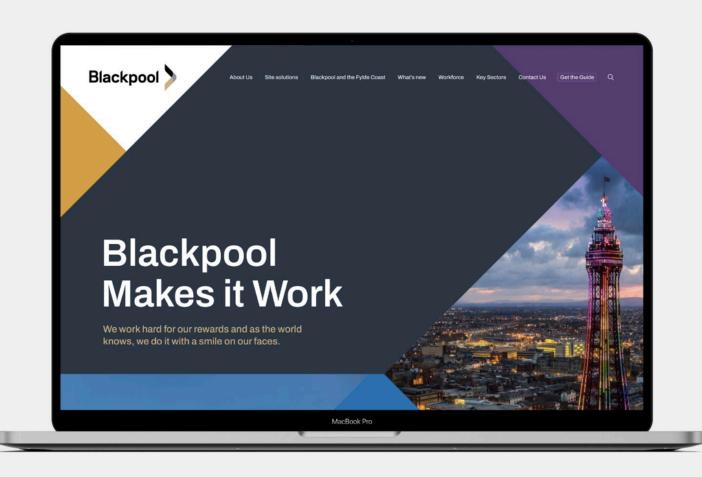
Users 350 1900 +443%

Sessions 458 2500 +446%

Bounce Rate 77% 80% (4%)

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WHAT DO WE DO NEXT?

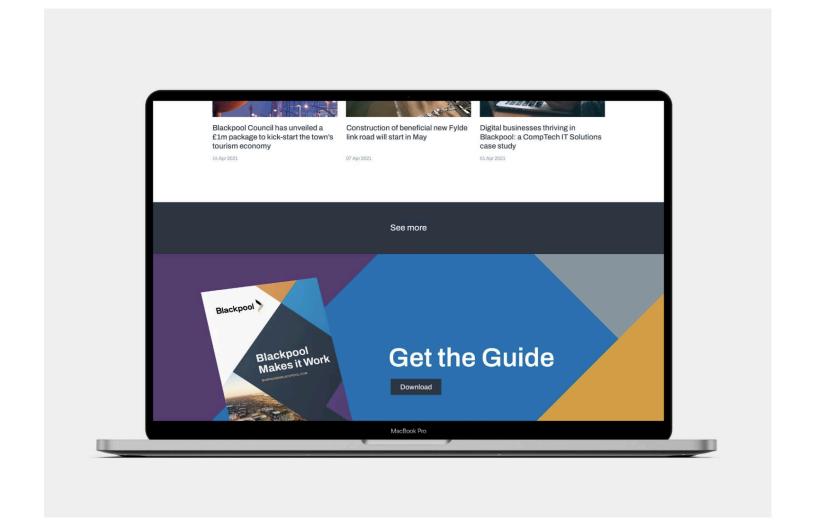














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OTHER DEVELOPMENTS

Continue Social Media Feeds and Engagement

Continue email newsletters

Continue Case Studies

Ambassador Engagement

Paid Social and PPC

Events – UK REIFF

Sector Events

HOW CAN YOU HELP

Follow us and engage on Linked In: Blackpool makes it work

The Team at Blackpool makes it work

(Likes, comments, shares)

Follow us and engage on Twitter

@BlackpoolWorks

Sign up for the newsletter

Feed us news and especially case studies

JUST PUT YOUR LIPS TOGETHER AND WHISTLE

If you like what you hear, we'd like to hear from you.

whistlejacketlondon.com +44 (0)7768 465951 richard@whistlejacketlondon.com matty@whistlejacketlondon.com