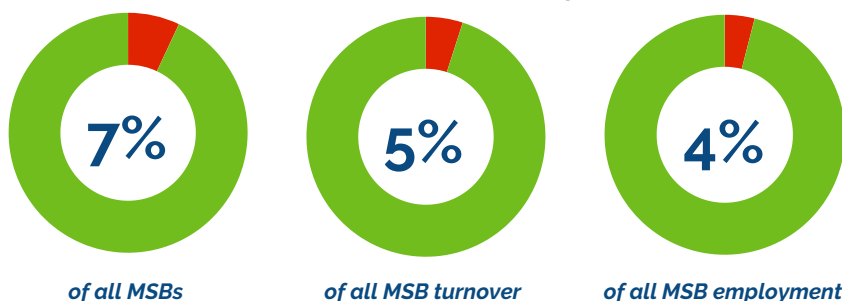


Mid-Sized Businesses (MSBs) are defined as those companies with turnover between £25m and £499m. They are recognised as companies who disproportionately contribute to economic growth; and are more likely to innovate, internationalise and have greater levels of employee engagement.

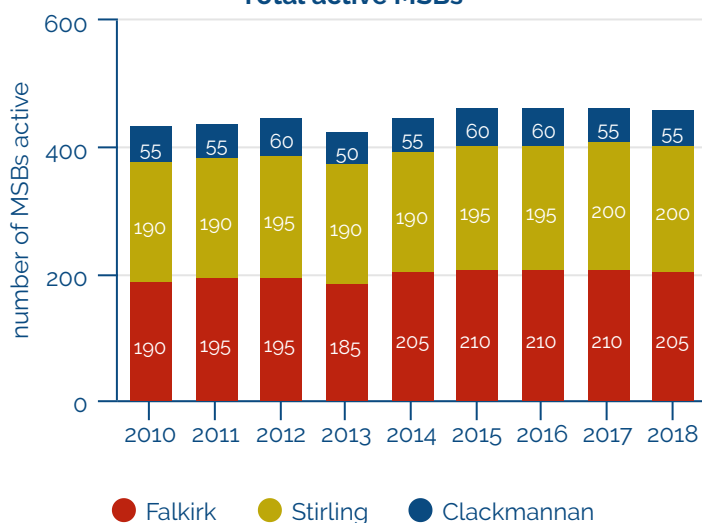
MSBs in summary



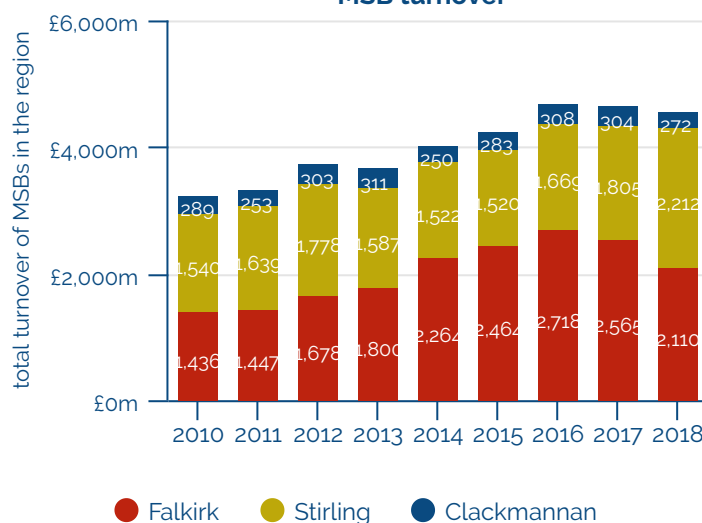
The region comprising Stirling, Clackmannan and Falkirk is home to 7% of Scotland's MSBs, generating 5% of total MSB turnover in Scotland and employing 4% of Scotland's total MSB workforce.

Change over time (2010-18)

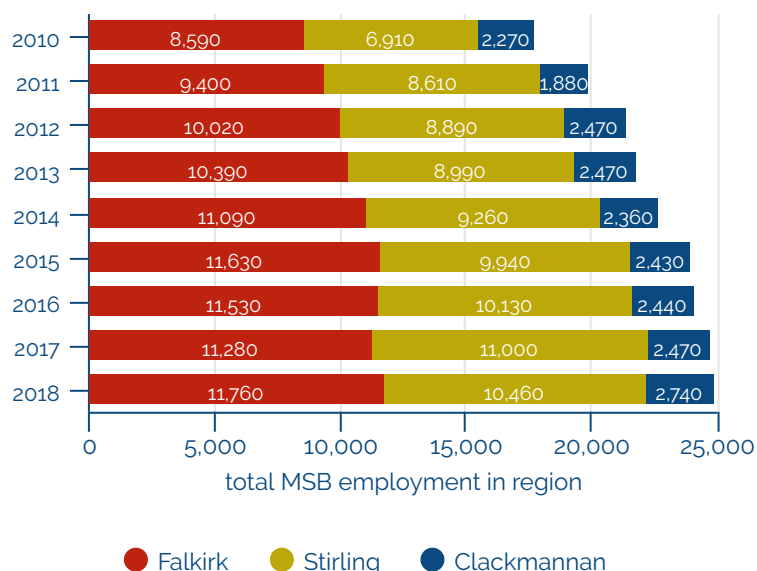
Total active MSBs



MSB turnover



MSB employment



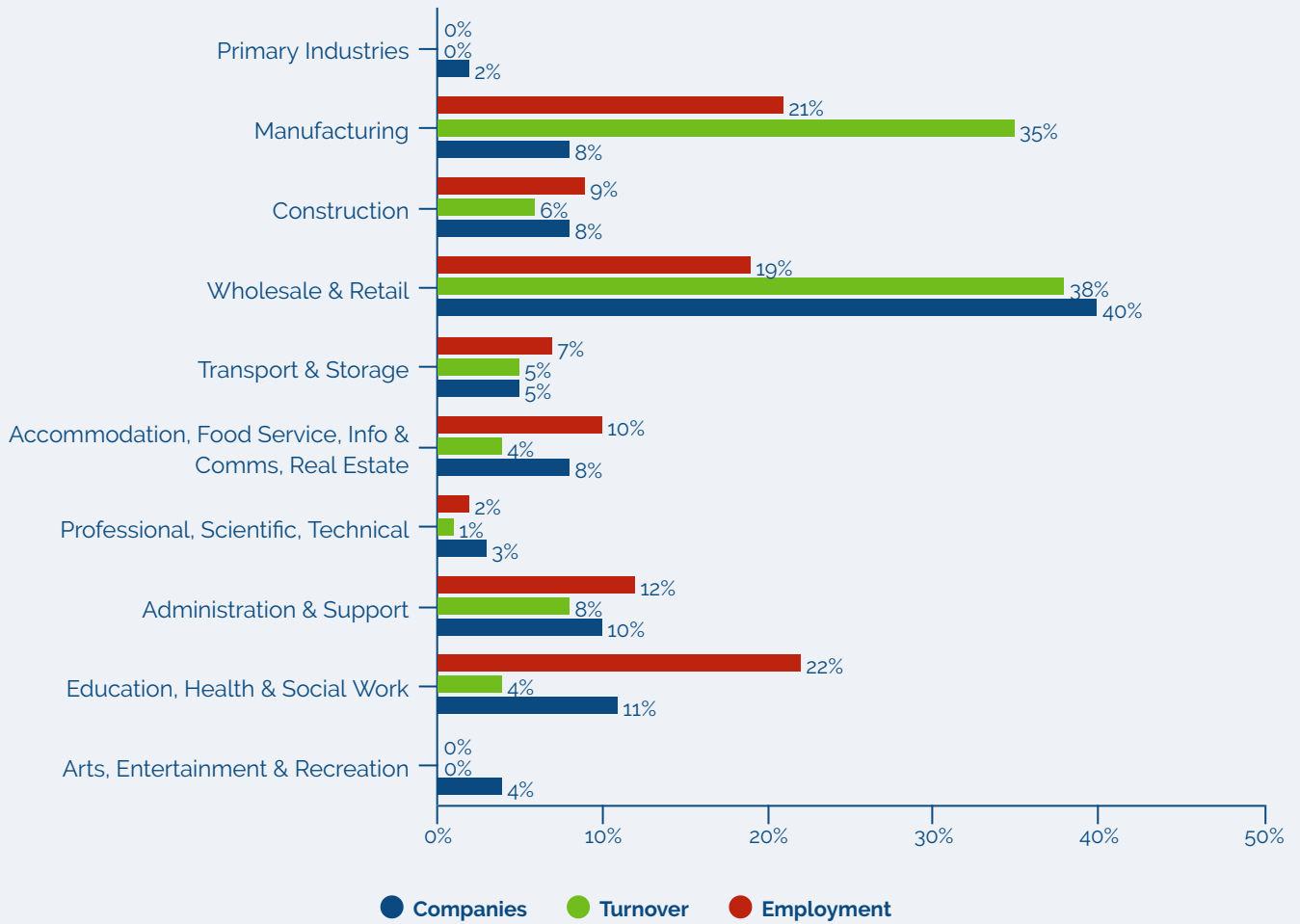
MSB activity in this region is primarily driven through Falkirk and Stirling, with Clackmannanshire left behind.

Whilst Falkirk has seen some growth up until 2016 since when there has been a slight decline in both turnover and employment, it is Stirling where the most significant MSB growth has been found,

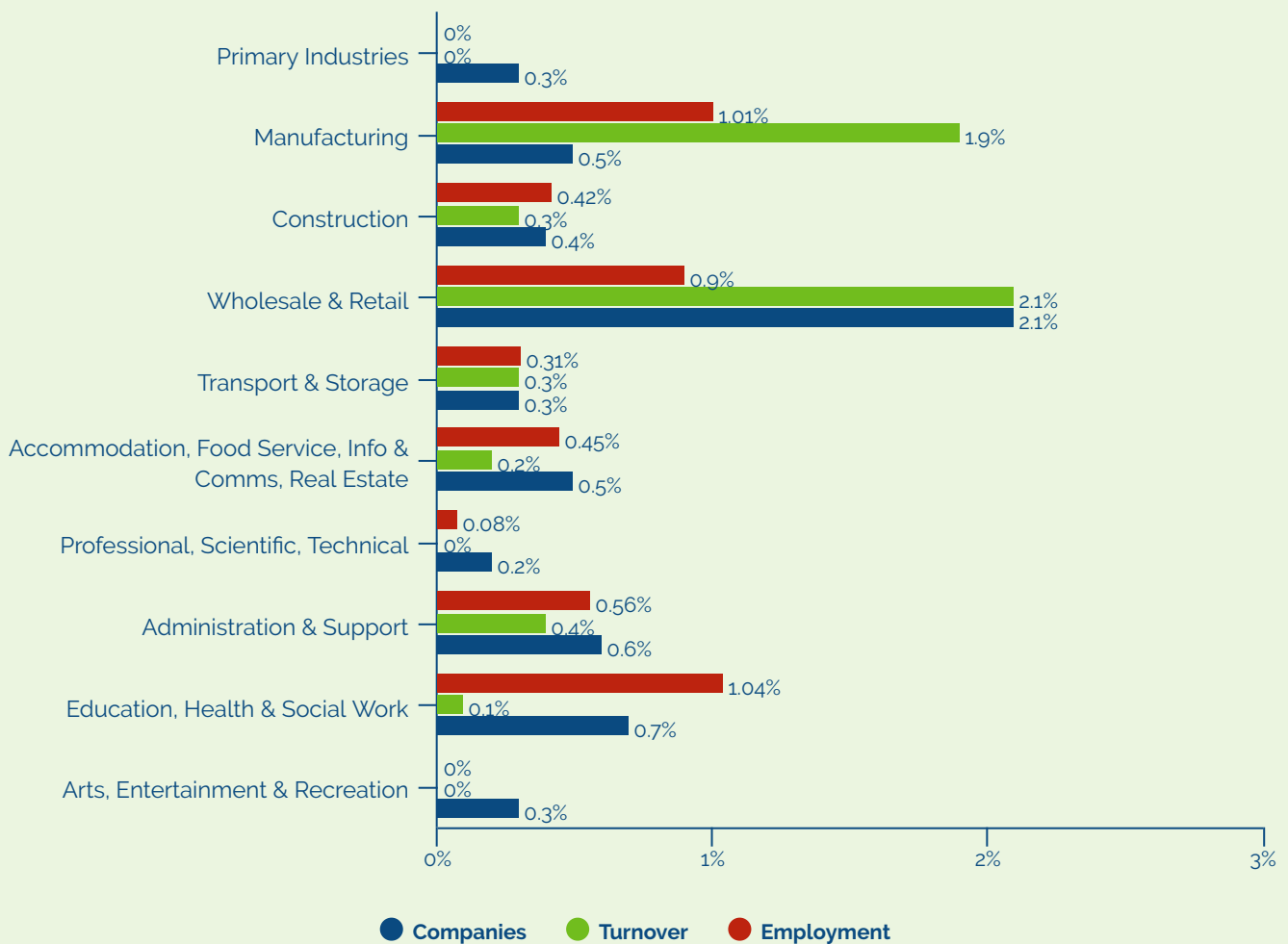
This growth has come in turnover and employment with only marginal increases in the number of active MSBs, suggesting existing MSBs have experienced strong growth in Stirling.

Industry breakdown

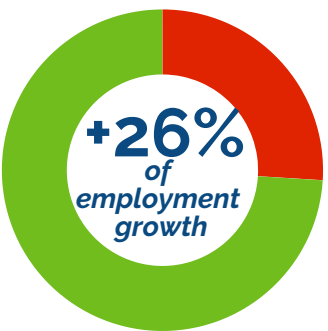
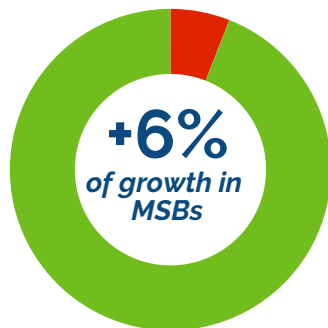
Performance of MSBs in Stirling, Clackmannan and Falkirk (2018) By industry



Stirling, Clackmannan and Falkirk's contribution to Scotland's MSBs (2018) By industry



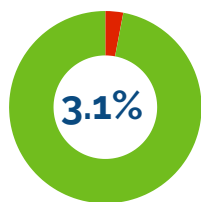
Contribution to Scotland's overall MSB performance from 2010-18



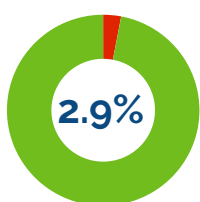
Change in performance of MSBs in Stirling, Clackmannan and Falkirk (2010-2018) By industry

	Total MSBs	MSB turnover (£m)	MSB employment
Primary Industries	+5	£0m	0
Manufacturing	-5	+£416m	+190
Construction	+20	+£70m	+940
Wholesale & Retail	-25	+£369m	-50
Transport & Storage	+5	+£24m	+130
Accomm, Food, Info & Comms, Real Estate	0	-£66m	+960
Professional, Scientific, Technical	+5	+£30m	+310
Administration & Support	-5	+£68m	-590
Education, Health & Social Work	+20	+£103m	+3,570
Arts, Entertainment & Recreation	-5	£0m	0

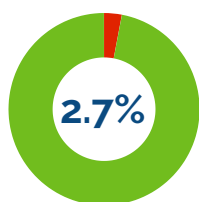
Mid-Sized Businesses in Falkirk 2010-18



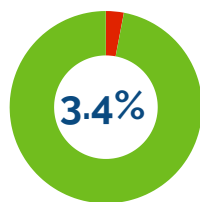
of all MSBs



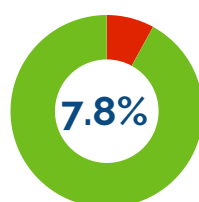
of all MSB turnover



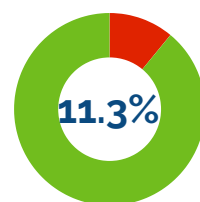
of all MSB employment



contribution to total growth
in MSBs from 2010-18



contribution to the
total MSB turnover
growth in Scotland
2010-18

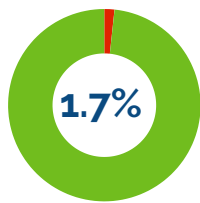


contribution to total MSB
employment in Scotland
2010-18

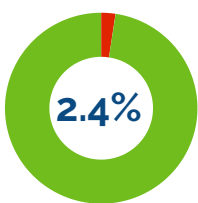
<u>Breakdown of MSBs in Falkirk (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	2%	0%	0%
Manufacturing	7%	47%	25%
Construction	10%	11%	15%
Wholesale & Retail	34%	17%	14%
Transport & Storage	10%	10%	11%
Accomm, Food, Info & Comms, Real Estate	7%	2%	6%
Professional, Scientific, Technical	5%	2%	3%
Administration & Support	10%	10%	20%
Education, Health & Social Work	10%	1%	7%
Arts, Entertainment & Recreation	5%	0%	0%

<u>Contribution to Scotland's MSBs (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.1%	0.0%	0.0%
Manufacturing	0.2%	1.4%	0.69%
Construction	0.3%	0.3%	0.42%
Wholesale & Retail	1.1%	0.5%	0.38%
Transport & Storage	0.3%	0.3%	0.31%
Accomm, Food, Info & Comms, Real Estate	0.2%	0.1%	0.17%
Professional, Scientific, Technical	0.2%	0.0%	0.08%
Administration & Support	0.3%	0.3%	0.56%
Education, Health & Social Work	0.3%	0.0%	0.20%
Arts, Entertainment & Recreation	0.2%	0.0%	0.0%

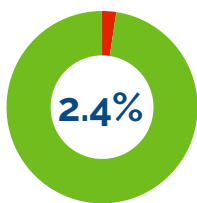
<u>Change between 2010-18</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	0	+£357m	+370
Construction	+10	+£70m	+940
Wholesale & Retail	-15	-£85m	-200
Transport & Storage	+5	+£24m	+130
Accomm, Food, Info & Comms, Real Estate	+5	+£21m	+330
Professional, Scientific, Technical	+5	+£30m	+310
Administration & Support	0	+£57m	+990
Education, Health & Social Work	+10	+£14m	+450
Arts, Entertainment & Recreation	0	£0m	0



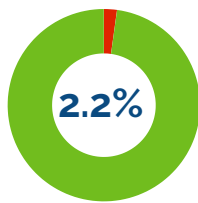
of all MSBs



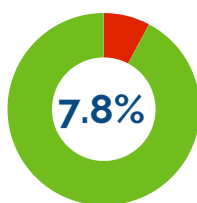
of all MSB turnover



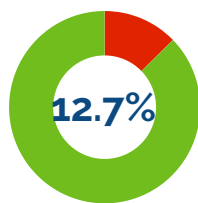
of all MSB employment



contribution to total growth in MSBs from 2010-18



contribution to the total MSB turnover growth in Scotland 2010-18

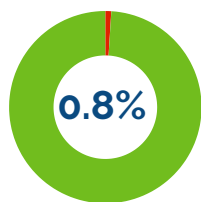


contribution to total MSB employment in Scotland 2010-18

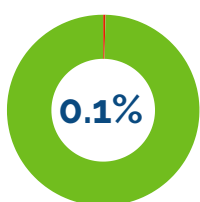
<u>Breakdown of MSBs in Stirling (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	3%	0%	0%
Manufacturing	8%	21%	19%
Construction	5%	0%	0%
Wholesale & Retail	49%	62%	26%
Transport & Storage	3%	0%	0%
Accomm, Food, Info & Comms, Real Estate	8%	6%	17%
Professional, Scientific, Technical	3%	0%	0%
Administration & Support	10%	6%	0%
Education, Health & Social Work	8%	0%	38%
Arts, Entertainment & Recreation	5%	0%	0%

<u>Contribution to Scotland's MSBs (2018)</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.2%	0.0%	0.0%
Manufacturing	0.2%	0.5%	0.32%
Construction	0%	0.0%	0.0%
Wholesale & Retail	0.7%	1.5%	0.43%
Transport & Storage	0%	0.0%	0.0%
Accomm, Food, Info & Comms, Real Estate	0.2%	0.1%	0.28%
Professional, Scientific, Technical	0%	0.0%	0.0%
Administration & Support	0.2%	0.1%	0.0%
Education, Health & Social Work	0.2%	0.1%	0.63%
Arts, Entertainment & Recreation	0.1%	0.0%	0.0%

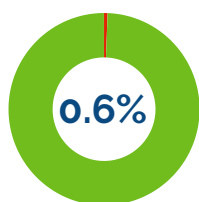
<u>Change between 2010-18</u>	Total MSBs	MSB turnover	MSB employment
Primary Industries	+5	£0m	0
Manufacturing	0	+£59m	-180
Construction	+5	£0m	0
Wholesale & Retail	-5	+£454m	+180
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	-10	-£87m	+630
Professional, Scientific, Technical	0	£0m	0
Administration & Support	+5	+£11m	-1,580
Education, Health & Social Work	+5	+£68m	+2,280
Arts, Entertainment & Recreation	0	£0m	0



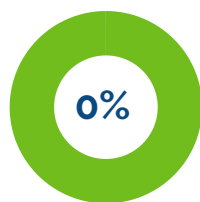
of all MSBs



of all MSB turnover



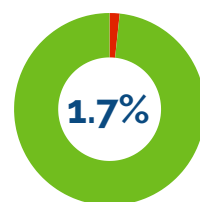
of all MSB employment



contribution to total growth
in MSBs from 2010-18



contribution to the
total MSB turnover
growth in Scotland
2010-18



contribution to total MSB
employment in Scotland
2010-18

Breakdown of MSBs in Clackmannanshire (2018)	Total MSBs	MSB turnover	MSB employment
Primary Industries	0%	0%	0%
Manufacturing	9%	0%	0%
Construction	9%	0%	0%
Wholesale & Retail	36%	63%	30%
Transport & Storage	0%	0%	0%
Accomm, Food, Info & Comms, Real Estate	9%	0%	0%
Professional, Scientific, Technical	0%	0%	0%
Administration & Support	9%	0%	0%
Education, Health & Social Work	27%	37%	70%
Arts, Entertainment & Recreation	0%	0%	0%

Contribution to Scotland's MSBs (2018)	Total MSBs	MSB turnover	MSB employment
Primary Industries	0.0%	0.0%	0.0%
Manufacturing	0.1%	0.0%	0.0%
Construction	0.1%	0.0%	0.0%
Wholesale & Retail	0.3%	0.1%	0.0%
Transport & Storage	0.0%	0.0%	0.0%
Accomm, Food, Info & Comms, Real Estate	0.1%	0.0%	0.0%
Professional, Scientific, Technical	0.0%	0.0%	0.0%
Administration & Support	0.1%	0.0%	0.0%
Education, Health & Social Work	0.2%	0.0%	0.21%
Arts, Entertainment & Recreation	0.0%	0.0%	0.0%

Change between 2010-18	Total MSBs	MSB turnover	MSB employment
Primary Industries	0	£0m	0
Manufacturing	-5	£0m	0
Construction	+5	£0m	0
Wholesale & Retail	-5	£0m	-30
Transport & Storage	0	£0m	0
Accomm, Food, Info & Comms, Real Estate	+5	£0m	0
Professional, Scientific, Technical	0	£0m	0
Administration & Support	0	£0m	0
Education, Health & Social Work	+5	+£21m	+840
Arts, Entertainment & Recreation	-5	£0m	0