

**From:** [Christine.McLaughlin@detini.gov.uk](mailto:Christine.McLaughlin@detini.gov.uk)  
**To:** [Sterling, David](#)  
**Cc:** [Thomson, David](#); [Cooper, Trevor](#); [Baxter, Clare](#); [McCune, David](#); [Lamont, Alan](#); [Robson, Rod](#); [Aiken, Glynis](#); [Murray, John](#); [Clarke, Rosie](#); [Hegarty, Damien](#); [McLaughlin, Christine](#); [DG DETI Press Office](#); [Stevenson, Valerie](#)  
**Subject:** Submission: SUB/337/2012 2011/12 OPERATING PLAN YEAR - END OUTTURN FIGURES AGAINST TARGETS  
**Date:** 09 July 2012 15:04:06  
**Attachments:** [SUB 337 Min Content as amended .pdf](#)

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DEPARTMENT OF ENTERPRISE, TRADE AND INVESTMENT

Unclassified

From: Christine McLaughlin  
Private Office  
To: Sterling David (Mr)  
Date: 09/07/2012

Action Copy: Thomson David (Mr)  
Cooper Trevor (Mr)  
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Clarke Rosie (Ms)  
Hegarty Damien (Mr)  
McLaughlin Christine (Mrs)  
Press Office  
Stevenson Valerie (Mrs)

SUB/337/2012:2011/12 OPERATING PLAN YEAR - END OUTTURN FIGURES  
AGAINST TARGETS

The Minister has seen and read your submission of 26/06/2012 and is content but has asked that an amendment to A6 RHI be made(attached)

Please ensure that the amendment is actioned before release to the ETI Committee etc.

Christine McLaughlin (Private Office)

Netherleigh House Tel: Ext 29222

OffName

Minister: For your consideration and if

DFE-264560

Content approval please.



Department of Enterprise, Trade and Investment

www.detini.gov.uk

Eluk Jylls  
26/06/12

From: David Sterling  
Permanent Secretary

Date: 26 June 2012

*Typo with Warner Childs Area A?*

To: 1. Andrew Crawford  
2. Arlene Foster

Copy Distribution List Below

*Ok other wise DE/7*

DETI SUB 337/2012

*A content - check dHI put.*

DETI 2011/12 OPERATING PLAN YEAR-END OUTTURN FIGURES AGAINST TARGETS - PERFORMANCE MONITORING OF KEY TARGETS

*9/7*

**Issue:** Year-end performance against key targets in the DETI 2011/12 Operating Plan and publication of same.

**Timing:** Routine

**Presentational Issues:** DETI's performance will be subject to close scrutiny by the ETI Committee and other possible commentators.

**Need for referral to the Executive:** Not applicable

**Freedom of Information:** Submission likely to be disclosable

**Programme for Government** DETI has lead responsibility for 10 PfG Commitments and has joint responsibility with other departments on a further 3 commitments.

**Financial Implications:** The PfG commitments are aligned with the Budget 2011/12 – 2014/15.

**Legislation Implications:** None

**Statutory Equality Obligations:** DETI must comply with Section 75.

**Recommendation:** That you:  
i) Note the DETI 2011/12 performance summary template (**Annex A**);  
ii) Approve the publication of the template on the DETI website; and  
iii) Agree to the forwarding of the summary template to the ETI Committee for its information.

**Background**

1. The DETI key outturn figures for the first year of the DETI Corporate Plan 2011-2015, were presented to Departmental Board on 19 June 2012. The summary table attached (**Annex A**), reflects the status at 31 March 2012 of the key performance indicators / targets contained within the Department's 2011/12 Operating Plan.
2. Using the RAG system of reporting, as advocated by OFMDFM, 22 key targets achieved green status (where green depicts 'achieved' or 'on track for delivery'); one target achieved amber/green status (level of progress broadly on track with easily redeemable deviations from plans); and 2 targets were amber (rate of progress less than planned).

**Next Steps**

3. Following Ministerial consideration of the high level key performance outturn figures, it is proposed, subject to the Minister's agreement, to publish the summary template on the DETI website. In addition, it is further proposed to forward the template to the ETI Committee for its information.

**Recommendation**

4. It is recommended that you:
  - (i) note the 2011/12 outturn against the key performance targets;
  - (ii) approve the publishing of the summary template onto the DETI website; and
  - (iii) agree to the forwarding of the summary to the ETI Committee for its information.
5. DETI CLU staff will take forward relevant actions when approved.

**DAVID STERLING**

cc: Trevor Cooper  
David Thomson  
Alastair Ross, APS  
Alan Lamont (o/r)  
David McCune  
Clare Baxter  
Rod Robson  
Celine Murray  
John Murray  
Jacqui Rose

## PERFORMANCE MONITORING 2011/12

## PROGRESS AGAINST KEY PERFORMANCE INDICATORS AT 31 MARCH 2012:

	Key target	Figures at 31 March 2012	Target Status	Comments
A1	Publish an Economic Strategy by 31 March 2012.	N/A	G	NI Economic Strategy was published on 13 March 2012.
A1	Successfully conclude the negotiations with the UK Government to secure the power to vary the rate of corporation tax in a timely and affordable manner	N/A	G	The Joint Ministerial Working Group (JMWG) last met on 7 March and the Group is still on course for a decision to be taken on the devolution of corporation tax by Summer 2012. DETI officials and other NICS officials are taking forward analysis on the various workstreams to support the JMWG.
A2	Secure £75m investment in R&D (with at least 20% from SMEs).	£65m	A	Target not achieved. Loss of some major projects, such as Warner Chilcott (£%.6m), contributed to lower levels of investments in R&D. Nevertheless, Invest NI is confident that year 1 shortfall will be made up over the remaining years of the PfG period.
		53%	G	Target achieved.
A2	Support 125 companies to undertake in R&D for the first time.	144	G	Target achieved.
A3	Secure £12m investment in skills, particularly management and leadership development to drive productivity and growth.	18m	G	Target achieved.
A4	Promote 1,085 jobs from inward investors, with 75%/814 paying salaries above the NI Private Sector Median.	1,120	G	Target achieved.
		978	G	Targets were achieved in very challenging conditions. Going forward it is likely that the inward investment market will remain challenging and achieving the four year PfG target will be difficult.
A4	Secure total investment commitments of £69.5m and £26.9m of wages and salaries reflecting the establishment and growth of externally owned companies.	£115.5m	G	
		£41.5m	G	
A4	Support 15 new start-ups selling outside UK markets	16	G	Target achieved.
A4	Support 110 new start-ups selling to GB	152	G	Target achieved.
A4	Increase tourism revenue to £559m* by 31 December 2011. Overall target is split as follows: Overseas markets (TI) £292m* Domestic & ROI (NITB) £267m*	2011 outturn figure forecast £578m Split as follows: GN/O'seas £368m NI/ROI* £210m * Figure for ROI is an estimate.	G	Good progress against Corporate Plan target made in 2011 with an expected increase in total tourism revenue forecast which will exceed the target figure. This is an estimated outturn figure for 2011 as data on the ROI market has not been published to date.  Notes: (i) 2011 targets were set in the absence of 2010 outturn figures for some markets. (ii) New NI Passenger Survey introduced in 2010.

A4	Increase tourism visitor numbers to 3.34m* by 31 December 2011. Overall target is split as follows: Overseas markets (TI) 1.444m* Domestic & ROI (NITB) 1.896m*	2011 outturn figure forecast 3.7m Split as follows: GB/O'seas 1.478m NI/ROI 2.217m * Figure for ROI is an estimate	G	Good progress against Corporate Plan target made in 2011 with an expected increase in total visitor numbers forecast which will exceed target figure. This is an estimated outturn figure for 2011 as data on the ROI market has not been published to date. Notes: (i) 2011 targets were set in the absence of 2010 outturn figures for some markets. (ii) New NI Passenger Survey introduced in 2010.
A5	Promote 1,222 jobs in locally-owned companies, with 611 paying salaries above the NI PSM	1,755	G	Target achieved. Excellent progress has been made to date. However, global economic conditions remain uncertain for our local business base and so the achievement of the four year PfG targets will be challenging.
		1,066	G	
A5	Secure £77.8m of investment commitments, and £24.3m in new wages and salaries, reflecting the growth of local companies.	207m	G	
		48.3m	G	
A5	Promote 1,625 new jobs in new start-up businesses	1,220	A	Target not achieved.  The legal action brought against Invest NI severely limited the agency's ability to provide an effective start-up service. Every effort will be made to make-up the year 1 shortfall in future years, however, achieving the 4 year target will be challenging.
A6	By 31 March 2012, have secured Executive approval for publication of the Offshore Renewable Electricity Strategic Action Plan (2011-2020) and progress implementation of actions.	N/A	G	Achieved. The final version of the Offshore Renewable Energy Strategic Action Plan 2012-2020 was approved by the Executive on 15 March and published on 26th March 2012.
A6	By 31 March 2012, have in place all necessary arrangements to facilitate the operation of a Renewable Heat Incentive in Northern Ireland.	N/A	AG	The final policy has been developed and was approved by the DETI Casework Committee (March 2012). <del>Ministerial approval and DFP approval was obtained (April 2012).</del> State Aid approval is still outstanding and the scheme cannot go live until this is obtained. In addition, secondary legislation has been drafted but cannot be progressed until all the outstanding approval is obtained.
A6	By 31 March 2012 award contract for delivery of broadband services of at least 2 mbps to remote users.	N/A	G	Contract awarded in January 2012.
A7	Through the Jobs Fund, promote 2,250 jobs promoted of which 1,015 will be created by 31 March 2012.	2,390	G	Target achieved. Excellent progress has been made to date. However, global economic conditions remain uncertain for our local business base and the international investment market so the achievement of the four year PfG targets will be challenging.
		1,021	G	
A8	Develop a Financial Capability Strategy by 31 March 2013.	N/A	G	Policy scoping process has commenced through engagement with key stakeholders. Bid being developed for resources to take work forward.