
Green Port Growth Programme Management Board – 14th October 2015
STRAND UPDATE REPORT

Employment & Skills Strand

Strand Progress

Engineering Apprenticeships - The 2015-16 target for engineering apprenticeship starts is 200. Since 1st April 2015 we have approved 58 applications. It is normal for the early summer period to be relatively quiet and we anticipate that this will significantly increase at the start of the new academic year.

Engineering Up-Skilling/Specific Skills - The 2015-16 target for upskilling is 260. Since 1st April 2015 we have approved 46 applications. Again we anticipate that this will significantly increase with the start of the new academic year.

Green Port Hull Careers and Information Centre - the new facility, now known as the Green Port Hull Careers and Information Centre (GPHCIC) will be in operation from Monday 12th October. Recruitment for the 3 x Service Support Officers who are necessary to ensure six days per week service is well under way. The closing date for applications is 9th October and interviews will take place during w/c 19th October.

Disadvantaged Groups Renewables Pathway Project – the pathway project which has been retitled Pathway to Employment project is still going through the mini-competition process within the GROW Employment Related Services Framework. Closing date for submissions is 19th October. The selected provider will deliver the first course starting in early January 2016. The assessment days referred to in the previous report will now be delivered by members of the Green Port team at the GPHCIC. Entry to the Pathway to Employment project is dependent on certain eligibility criteria and a satisfactory assessment.

Business Support Strand

Strand Progress

To date the project has achieved the following:

- 331 Enquiries
- 203 Enrolled
- 104 Businesses Supported
- 28 companies financial assistance awarded (3 of which have been successful in a 2nd application)
- 46½ f/t equivalent Jobs created

Grants and consultancy support (to date):

- Financial assistance paid = £182k
- Financial assistance committed = £171k
- Percentage of spend with local businesses, 60% Hull and East Riding, 13% rest of Yorkshire & Humber, 27% out of Yorkshire and Humber

The Project has restarted the **Workshop Programme** following a summer break with a repeat of our 'Intro to Wind and Tidal' workshop, which attracted over 30 people and which included individuals from 9 new companies.

Additional workshops for October and November are now publicised on the GPH website with a number in development which will take the programme in to the new year.

Supply Chain Coordinator activity update - the identification and visiting of timber companies/manufacturers with Siemens for the creation of platforms of which 5 local companies are being asked to tender.

Currently in discussion with the DONG procurement team to develop a Supply Chain Opportunity workshop for Humber Businesses. Further discussions with SSE, to link their requirements for Siemens to advertise supply chain opportunities through the SSE Open4Business portal and for the opportunities from their development of Multifuel 2 site at Ferrybridge.

Companies engaged

Monitoring visits have now been completed with 20 of our businesses and have to date enabled the following outcomes to be gathered:

- 46½ f/t equivalent jobs being created
- increased turnover of £8.2 million

Successes by our Supported companies include:

Latitude Surveys - Latitude Surveys, based in Melton, are a surveying firm that specialises in wind farms. They have seen their work double in the past year after securing a new staff member. In order to increase their opportunities in the renewables sector they needed to recruit a new surveyor and invest in additional equipment, so more work would be taken on in-house rather than subcontracted. The company enrolled with the GPGP in August 2014 and applied for financial support to fund the new kit. Funding was granted in October 2014 and a new land surveyor was appointed in November. In this time, Latitude Surveys has seen projects and profits increase by 100 per cent.

Gary Cunningham, Managing Director of Latitude Surveys, explains: "We are currently contracting with ADAS, undertaking surveys on farmland for the installation of wind turbines and solar panels. We are also working with Local Transport Projects in surveying access routes for turbine blades. This wouldn't have been possible if we hadn't taken on an additional team member. Latitude Surveys is now undertaking CHAS accreditation and reviewing opportunities for taking on an additional staff member in 2016."

Bonus Electrical – with their CRM system (supported by GPGP) being on track for completion hopefully by the beginning of November, Bonus Electrical have just seen their best year financially for 15 years. The new solar side of the business is also doing very well, with the company now supplying local companies such as Boston Renewables & Vulcan.

Simply Safetywear – from undertaking an update meeting with this Hull based PPE company it was identified that through a contract with DHL, they are presently supplying high vis clothing for the photographers, broadcasters etc at the Rugby World Cup.

Wider renewables activity

The East Riding College's Energy Technology Centre is now open in Beverley, discussions are taking place between ourselves and the RDI strand as to how and if this new facility could be of benefit to our existing companies and how we could work collaboratively to the benefit of the local business community. In addition discussions are ongoing with Alan Lowdon to look at ways the Business Support strand could work with and support the RDI strand in the initial work it undertakes with the small and micro-business community, to ensure new innovations from local entrepreneurs have the basic support and funding to promote and demonstrate their ideas to the renewables sector.

Specific activities highlighted in monthly news round up.

Site Assembly Strand

Strand Progress

Wider uncertainty with potential investors remains at the Paull site. High level discussions with ABP and with internal colleagues at ERYC continue to discuss options on how the site can be brought forward to the market in a mutually acceptable way.

Inward Investment Strand

Strand Progress

Siemens Careers Events

29th September – Freedom Centre, Preston Road, Hull – attendance 900+

30th September - Mercure Grange Hotel, Willerby – attendance 1350+

3rd October - Guildhall, Hull – attendance 1600+

The events were promoted widely throughout Hull and the East Riding. News releases were issued by Siemens to promote the careers events generating excellent coverage on the local TV, radio stations and newspapers. GPH placed adverts in a number of local newspapers including the Hull Daily Mail, Holderness Gazette, Goole Times, Hull KR, Hull FC and Hull City FC match catalogues. In total 20,000 event cards were handed out at the Freedom Festival, through Job Centres and libraries, customer service centres as well as at large sporting fixtures.

All marketing activity directed the public to register their attendance for each of the careers events via the Green Port Hull website. Uptake was very good with the Freedom Centre event being fully booked within the first few weeks.

Siemens split their recruitment in to four “job families”

- Manufacturing; including operatives, team leads, production managers, shift managers, group leads, quality control.
- Engineering; including maintenance operatives, industrial operatives, and process engineers.
- Management and support including finance, HR, communications, EHS, quality, administration.
- Offshore and Warehousing

Jobcentre Plus and the National Careers Services provided employability support and advice to participants which covered CV and interview support, training and assistance with online applications. Feedback from the public highlighted that this support was invaluable as many had not had the need to update their CV's for a number of years, if at all in some cases.

Team members from the GPGP, Employment and Skills strand and Business support strand, along with HIVE from the University of Hull also worked the events.

Overall 3850 people attended across the three careers events. These events were made possible by the partnership approach adopted by the Green Port team. Involvement at an early stage with Siemens as well as the Green Port team (HCC/ERYC/JCP) ensured that these events ran smoothly and that both Siemens and the attendees achieved the best outcomes possible in terms of recruitment/employment.

Siemens currently have 50 live vacancies for management/team lead roles. The recruitment for the operative/warehouse roles for the blade factory will take place in November 2015 and their training will take place in Denmark, a second round of recruitment taking place next year.

Next steps:

- Launch of Green Port Hull – Careers & Information Centre at the Central Library – end Oct 2015.
- Green Port Hull – Pathways to Employment Project - 10 week programme of training and work placement designed to help long term (6 months plus) unemployed gain employment in the manufacturing sector. Regular assessment days will be held at the central library and aim to assess individuals' potential for employment. Attendance at an assessment day is prerequisite for enrolment on the Pathway to Employment.

Clugstons appointed to construct logistics facility - Scunthorpe based business Clugston's have been appointed to construct the 12,300smq logistics facility at Alexandra Dock. The contract will support the employment of more than 250 people to independent Humber-based business Clugston as part of the development. The building will house facilities for the service and maintenance of wind turbines as well as the storage of parts and equipment required in pre-assembly and operational phases. It will also be the logistics hub for Siemens' UK onshore and offshore service business.

Construction of the facility will begin in November and is due to be completed in early autumn 2016. This announcement is a further demonstration of how Siemens is generating substantial local employment and delivering significant economic benefits within the Humber region.

Neville Tucker Heating - VolkerFitzpatrick has also awarded a major sub-contract for electrical and mechanical services to Hull-based Neville Tucker Heating Limited. The company will carry out electrical and mechanical building services at the site. It will install humidity control and air conditioning systems in the 431,000sq ft. factory, and provide services fit-out for its offices. This contract forms a large part of the works undertaken on site and by using a local company to fulfil this requirement it will see local labour heavily involved in the construction phase of the factory. The business is based in Sutton Fields Industrial Estate but works across the UK.

Hull College Group wins Siemens Training Contract – In September Siemens announced it had awarded a £1 million contract to Hull College Group which will see the conversion of an existing college facility in Hull to train the blade factory workforce over the next two years and support the company's ongoing training needs. As part of the deal, Hull College Group will invest £400,000 to upgrade and re-equip the Construction Skills Centre on Hull's Preston Road estate, which is just two miles from the factory site at Alexandra Dock. The centre will be renamed the Hull College Group Composites Training Centre.

The facility will become one of just two in the UK which specialises in manufacturing skills using composite materials – the other being the National Composites Centre in Bristol. Siemens' blades are a composite of balsa wood, glass fibre and resin.

Under the deal, a successful training programme from the Aalborg College will be replicated in Hull, with the Hull centre becoming a sister training facility to the Danish operation. All 800 operational staff hired to work in the blade factory will undergo five weeks of training at the Hull College facility.

Scottish Enterprise/Hull and Humber - alongside Scottish Enterprise, Gareth Alexander of EDG facilitated workshops in Dundee and Glasgow with the aim of encouraging Scottish based companies to collaborate with Hull and Humber businesses and to invest/create a presence in the region to help capture some of the offshore renewable supply chain opportunities.

The workshops were attended by a range of companies that have experience in the offshore renewable and oil & gas industry with a wide scope of capabilities and services in various areas of manufacturing, installation, operations and maintenance and have previously worked/contracted with prime contractors or currently on the frameworks for the major organisations.

EDG are setting up an event at East Riding College on the 15th October to brief and discuss the Scottish Enterprise activity with local business in the Humber. The purpose of event is to gauge/understand local business interest and to start the “matchmaking” process.

They intend to have a Humber workshop in Hull on the 2nd and 3rd December. The Scottish companies will travel to Hull for this workshop. This will allow EDG to show them around the area, meet with the local businesses that are interested in collaborating and provide them with an overall appreciation of the scale and scope of the opportunities. HCC has asked that the GPGP be given a speaking opportunity at both the workshop on 15th October and the visit on 2/3rd December to promote the opportunities available to businesses through the GPGP and has agreed to support a networking lunch for the Scottish delegation when they come to Hull.

Internationalisation Strand delivered by the Hull & Humber Chamber of Commerce

Denmark - Green Port Hull Desk - the Hull & Humber Chamber of Commerce invited three organisations from Denmark to tender for the provision of in country support services for the Green Port Hull international and inward investment strand. The winning bidder was the British Chamber of Commerce in Denmark (BCCD) and accordingly a service level agreement for the duration of 10 months, commenced on the 1st August 2015 is in place. During the course of this agreement the BCCD will establish the presence of a Green Port Hull in Denmark through a business desk, providing Hull & Humber Chamber of Commerce with the platform required to identify and attract investment to GPH in the renewable energy sector.

GPH Desk Launch - the first activity delivered during this period was a VIP Dinner, to mark the official launch of the GPH desk in Denmark. The event took place at Kronborg Castle on the 22nd September, 2015 and was attended by The Right Worshipful Lord Mayor of Hull and The Chairman of the East Riding of Yorkshire Council, supported by two officers from the respective Councils. A press release was prepared by Blue Storm and released in the UK on the 22nd September, 2015.

The main activities were:

- Business to business networking
- Launch Dinner
- Briefing of the BCCD team by the two Council officers on the investment opportunities of GPH.

The Green Port Hull ambassador for the event was Scott Yates, Myton Law and member of the GPGP Board. Associated British Ports were also represented by their Communications Manager, Rachel Addison.

Next steps - Inward Trade Mission to GPH scheduled for the end of November, following initial engagement with interested parties during the GPH Launch Dinner.

Germany: Hamburg, 14th September, 2015. Two GPH ambassadors accompanied by Pauline Wade attended the SMART SOLUTIONS “The Future of Renewable Energy in Europe” Conference. The two ambassadors were Simon Brett, ABP and Scott Yates, Myton Law. Simon Brett, presented on behalf of GPH. Other keynote speakers at the event were the Managing Director of Dong Energy Germany, Director of Offshore Wind for E.ON Climate & Renewables, a Danish Pensions Fund Manager, EDF and Nick Leak, British Embassy, Berlin.

DONG's Managing Director outlined their international plans and said they are exploring opportunities in Massachusetts in the US and scoping the Japanese market while continuing to focus on their key markets of UK, Germany and Denmark. DONG's financial model is a partnership model – financial, institutional and industrial. They aspire to drive towards efficient employment of technology to achieve cost reduction.

Other presenters confirmed that a wide range of investors are looking at investing in the European Energy sector, with the UK leading on renewables at the moment but Germany is catching up. Investors were international with many being from Asia and South East Asia (with India, South Korea, Malaysia being mentioned). Along with attracting inward investment in the Germany energy sector, the German Supply chain is looking at its export potential.

Hamburg 15th September, 2015 - A Green Port Hull lunch consisting of a small group of invited guests took place at the Anglo-German Club. This was attended by Scott Yates, GPH ambassador and Pauline Wade, the renewable energy advisor for the German Chamber of Commerce, 6 others who may be interested in investing.

Much of the value of these small events is the presence of senior representatives of key players in the European renewable energy sector.

Recommendation 1 (Germany) - continue to develop relationships with Hamburg and even extend further to engage with Cruxhaven and Bremen. Methodology recommended is a consistent targeted approach by way of a series of small events, to include inward missions, managed and delivered by HHCC on behalf of GPH.

France update - Paris 18th September, 2015. Building on the experience and lessons learned by way of engagement and achieving results in Denmark and Germany, consideration was given to the potential of organising a small targeted event in Paris to take place at the same time as the EWEA (European Wind Energy Association) European Exhibition in November.

Pauline Wade, met with representatives of the British Embassy Paris and the British-Franco Chamber of Commerce to consider options and take advice regarding the potential impact and outcomes of a GPH event in November. The consensus of opinion was that a small event, targeting key decision makers from the European Renewable Energy Sector who are likely to be in Paris for the EWEA event would be the best option.

Recommendation 2 (France) - a small dinner for around 12 key people representing a cross section of European Renewable Energy companies and decision makers from the key supply chain operators to meet GPH ambassadors. The objective is to establish GPH as a key player in the European renewable energy market.

Companies engaged

Careers Events Hull & ERY

3850 – members of the public supported at the careers events.

Denmark

- 125 companies were identified to attend the GPH Desk Launch Dinner
- 39 companies attend the launch event
- HHCC and GPH representatives engaged with 39 executives from companies active in the Danish renewable energy sector at the launch event.
- Three referrals of expressions of interest in GPH made to Hull City Council to process.

Germany

- GPH meeting 70 delegates at the conference
- GPH visibility and potential for investment presented at the conference
- 9 invited guests attended the GPH lunch
- 1 inward investment enquiry passed to GPH
- 2 expressions of interest in visiting GPH.

Research, Development and Innovation (R,D&I) Strand

Strand Progress

Strong engagement through the month moving existing clients towards funding submissions. 5 companies engaged during the month, 4 micro-businesses; 1 large company. Work has been in tight coordination with the Business Support Strand. Excellent progress has been made completing the population of Evolutive to ensure that the strand can both capture and report as per GPH and DCLG expectations; progress has been such that the RDI Strand is to be used as the reporting exemplar sample for DCLG.

Work continues with HCC on the final form of the Grant Offer Letter (GOL). Another iteration is currently undergoing review but further clarifications are required. Discussions continue with the Humber LEP in terms of a joined up approach to innovation support. A meeting is to be held at Venturefest NE in Newcastle with Simon Green, Venturefest NE Director.

Discussions continue with the Offshore Renewable Energy Catapult in relation to its plans for the Humber. A November meeting is now envisaged to progress this. It should be noted that the North East LEP is in similar discussions and consideration is being given to the appointment of a wider NE Coast OREC Regional Coordinator spanning Northumberland to the Humber. This could assist in achieving greater integration of the complementary activities up and down the NE Coast (as previously discussed).

The relationship established last month with ENGIE has continued to evolve, with AL in liaison with Development Director, Caroline Hopkins.

Wider renewables activity

- Spanish company, continues to look at the area to site a biomass plant;
- One emerging theme is the opportunity for the region to carve a niche in the seaweed anaerobic digestion area, led by the University of Hull (Rodney Forster) in conjunction with experts already active in this area. The sea conditions and market opportunity would appear attractive. This represents another potential business line for an OAIC.
- The energy storage debate is gathering momentum again. The RDI Strand will help stimulate the debate as to how the Region maximises the potential benefit.

The RDI Strand (Emma Platt-Lowe) is to support the Humber Renewables stand at the forthcoming Renewable UK event in Liverpool.

Key observations

- The RDI Strand's momentum with the small and micro-business community continues apace. The amount of value being created via, principally, one-to-one support is growing month-on-month and the relationships with these organisations form;
- Market of, and receptiveness to, the RDI strand is increasing month-on-month;

-
- The RDI Strand continues to work very closely with Business Support, in particular, and also benefits from a strong relationship with Emma Toulson at the LEP and the THMA team which continues to feed leads to the strand.

Key considerations for the board

- Approval is sought, following the suggestion made in the August board report, to ask ENGIE's Development Director, Caroline Hopkins (ex-ERYC), to present at a GPGP Board meeting in the near future on the details of its 100M€ energy investment fund, awareness-raising being the key to uptake.

Business Grants Strand

No further applications or interest recorded in the last few months. In light of the above we are proposing that we continue to work to bring forward site assembly proposals (offsite offices in particular), expand the scope of the grants initially to include low carbon technologies and work with the University to develop their proposals for R &D facilities linked to Renewable Energy.

Programme level update

The first draft of the tender specification to support those disengaged and furthest from the labour market to access the emerging employment opportunities is nearing completion. The intention is to ascertain additional specific content from members of ERYC, HCC, JC+ teams prior to inclusion within the November board papers.

The 2016 board meeting dates will soon be arranged, with the start time of 5pm, venue as County Hall and dates being the second Wednesday of every month.

Sarah Clark
Programmes Manager
7th October 2015