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**Green Port Growth Programme Management Board – 11<sup>th</sup> November 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 71 applications.

Engineering Up-Skilling/Specific Skills - The 2015-16 target for upskilling is 260. Since 1st April 2015 we have approved 76 applications.

Key considerations for the board

Renewables Pathway Project – Disadvantaged Groups. Specification for the project is now complete the required mini-competition commenced 15<sup>th</sup> September 2015 and closed 19<sup>th</sup> October with 2 organisations submitting interest. These have now been evaluated and following a meeting with procurement the schedule for w/c 9/11/15 the preferred provider will then be announced. The first assessment day will now be late Nov early Dec.

The Green Port Hull Careers & Information Centre based on the 1<sup>st</sup> floor of Central Library will be launched to tie in with the next round of Siemens recruitment towards the end of November. The Officer posts have now been recruited to with the 3 candidates due to start Nov / Dec in line with the expected launch date.

**Business Support Strand**

Strand Progress

To date the project has achieved the following:

- 338 Enquiries
- 212 Enrolled
- 105 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 = £188k
- Financial assistance committed = £165k
- Percentage of spend with local businesses, 60% Hull and East Riding, 13% rest of Yorkshire & Humber, 27% out of Yorkshire and Humber

Workshops on **Social Media** and **Ports and Logistics** have taken place during October resulting in:

- **Social Media** - 38 individuals attending from 27 companies of which there were 5 new enrolments on to the programme
- **Ports and Logistics** – 33 individuals from 23 different companies of which 5 companies were new onto our books

**Supply Chain Coordinator update**

- Meeting taken place with Pauline Wade to look at synergies and linking local supply chain work and knowledge of local businesses already gaining support through Green Port with the work of the Danish desk.
- Discussions ongoing with Dong and Siemens and their tier 1 suppliers in relation to local companies and opportunities.
- In discussion with Geo Sea to ensure invites for Hull/East Riding companies at their Supply Chain Engagement Programme event on 7<sup>th</sup> December in Grimsby, 14 events are planned across the whole of the UK.

#### Wider renewables activity

**Ongoing development of the Supplier Directory** – key developments/amendments being undertaken are:

- adding the facility of an excel download function so searches can be undertaken by users;
- use of analytics to enable us to track user activity;
- improvements to search facilities;
- layout being changed to show sub categories for each company;
- looking at developing a portal to show upcoming supply chain opportunities in line with the work being done with the supply chain co-ordinator and specifically SSE.

Currently looking at developing **offshore wind information sheets** on the 21 offshore wind farms within 150 miles of the Humber, looking at ownership, supply chain developments, links to supply chain opportunity sites and their tier 1 suppliers. Proposal is for them to be updated on a bi-monthly basis and the Information to be made available to our companies through news round up so they are kept up to date on ongoing developments.

Other specific activities highlighted in monthly news round up circulated at the end of October.

In process of arranging a training day for the wider green port team and interested board members. Possible topics that could be covered:

- Supply chain- who is doing what now, and who will do what in the future. Overviews of key companies and their strategies in offshore wind;
- Why Siemens have come to Hull- what is Siemens pipeline across Europe, what are the logistical benefits etc;
- Politics and subsidies- focusing on UK policy with Levy Control Framework and Contracts for Difference. An overview of the roles of government, The Crown Estate, industry bodies and organisations (OWIO, ETI, RenewableUK, Research Councils UK, etc.);
- Why offshore costs have come down- talking through some of our recent lifetime cost of energy analysis;
- Projects in UK/EU market- Understanding of how many projects, where they are in Europe;
- Technology and innovations- what technology does a wind farm use now and what are we moving towards;
- Procurement processes- different contracting strategies adopted by developers and how this filters down the supply chain, with associated timescales.

#### Key observations

Attended Energy Development Group/Renewables Networking Event – ‘A Humber to Scotland JV and Collaborations’ event on 15 October at the Energy Technology Centre in Beverley. The purpose of this event was to brief Humber based businesses on the activity and encourage them to get involved. Through the Inward Investment Strand the business support strand were asked to distribute details of the event to Green Port Companies and give a quick 2 min presentation on the support offered by Green Port which was undertaken.

### Key considerations for the board

Pearlman Technologies Ltd financial assistance request, at present going through business support assessment panel for approval.

For Information - Presently in discussion re: appropriateness of financial support/currently developing a financial assistance application with 6 companies.

### **Site Assembly Strand**

#### Strand Progress

The site assembly strand are meeting with the Valuations Office Agency to progress the valuations pre and post infrastructure for the Paull site so we can ascertain the best way to bring the site forward.

### **Inward Investment Strand**

#### Strand Progress

*Actions from the last report. Carolyn Woolway – Siemens HR Lead and Bob Ferraby, Employment and Skills Strand have been invited to attend the next Future Hull Group Meeting 19<sup>th</sup> Nov 15 to provide updates on Siemens recruitment timelines and the HCC's Pathways to Employment Project.*

**Denmark** - post the successful launch of the Green Port Hull Desk in Denmark, activity continues on investment promotion focused in this reporting period on Esbjerg. The British-Danish Chamber on behalf of the Hull & Humber Chamber of Commerce visited Esbjerg on two occasions in October, to promote the inward mission to GPH end of November and identified 100 companies as key industrial players with potential to invest in GPH.

#### Main Activities

- Met with Danish renewable energy companies in Esbjerg.
- Liaised with HHCC to produce a program of activity for the inward investment trade mission to GPH 23/24 November 2015.
- Produced and emailed invitation to participate in the trade mission.
- Made travel arrangements for the participants who will cover their own cost of travel.
- Conducted market research to identify Danish companies to participate in the mission.

#### Outputs

- 100 companies identified in Esbjerg as key industry players with potential to invest in GPH.
- 100 companies invited to participate in the trade mission to GPH end of November.
- 6 companies have confirmed participation to date. Target is 15 participants.

The next activity will be the execution of the inward trade mission on the 23<sup>rd</sup> and 24<sup>th</sup> November.

**France** - the EWEA European Wind Energy Exhibition will take place in Paris 17-19<sup>th</sup> November. While key industry players from the European Wind Energy sector are in Paris it is proposed to host a small focused event to promote GPH to a mix of European players that will be in Paris on the 18<sup>th</sup> November 2015.

The British Embassy Paris have been consulted and UKTI's inward investment director based at the Embassy will be invited to attend the event, which is likely to take the form of a GPH presentation followed by a private

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dinner targeting potential investors from the private sector e.g. manufacturers of towers, foundations, cables and wind turbine manufacturers and developers.

This event is designed to enhance the visibility of GPH and not to compete with the Humber Renewables participation in the exhibition itself.

Depending on the success of this exercise an option exists to host a similar event at the British Embassy, at a later date. The Embassy is not available on this occasion.

The event is being managed by HHCC.

**Germany** - HHCC continues to engage with Hamburg, Germany and will recommend to the board a market development proposal for their consideration at the next board meeting.

#### **Investment Enquiries Oct 15**

- 50MW waste to energy power facility at Queen Elizabeth Dock. Meeting set up with ABP and HCC Planning and Environmental Protection.
- Large provider of OM services delivering installation and service of onshore/offshore turbines. Requiring fully services or modern office space close to Siemens Site or Grimsby Harbour. Room for 5-10 people, meeting rooms.
- French company producing panels using glass/polyester skins on various core materials for applications such as freezers and cold rooms, commercial vehicles, partition walls etc. 10m Euro investment.
- Led by UKTI – Danish company delivering electrical systems, equipment, installation services for the international marine, offshore, oil and gas and wind industries. Looking for port side office space for up to ten engineers. May consider JV with local company.
- UK manufacture vertical axis wind turbines looking for 2 hectares of land with approx 3-4000 sqm of factory. Turbines weigh approximately 360 tonnes and approximately 8m in diameter, as such they will require heavy point loadings and a height to eaves of at least 8m.

**Scottish Enterprise/Hull and Humber** - organised by EDG Scottish Enterprise is bringing a delegation of Scottish businesses to Hull and the Humber on 2 & 3 December. A workshop style business match making event will be held in Hull and the delegation will visit Green Port Hull.

#### Companies engaged

- 100 companies identified in Esbjerg as key industry players with potential to invest in GPH
- 100 companies invited to participate in the trade mission to GPH end of November.
- 6 companies have confirmed participation to date. Target is 15 participants.
- 5 x inward investment enquiries as above.

#### Key considerations for the board

That the Board consider undertaking the Cultural Awareness Workshops and Support for Inward Investor Workforce activity which will be delivered by the Hull and Humber Chamber of Commerce as detailed in the separate paper.

This activity is additional to the Inward Investment Strand Year 4 Delivery Plan and it will be necessary to allocate additional funding for this project.

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

### Strand Progress

- Excellent progress made aligning RDI Strand with the emerging planning around the Open Access Innovation Centre (OAIC). RDI team (AL, EPL) now fully included in the planning process and contributions are starting to flow. Contractual revisions to reflect this are under discussion with University of Hull;
- Continued engagement through the month moving existing clients towards funding submissions;
- 8 companies engaged during the month: 6 micro-businesses; 2 large companies;
- Continuation of work with Force 55 in relation to establishing its market-readiness. Tight coordination continues with the Business Support Strand on this opportunity;
- Grant Offer Letter (GOL) finalisation with HCC remains an outstanding action. Discussions continue;
- Discussions were held (22/10/15) with Andrew Jamieson, CEO of the Offshore Renewable Energy Catapult in relation to how best for OREC to align with the existing and future innovation activities of the Humber region. Once again, more extensive NE coast integration was a key discussion point;
- Invitation issued by Arup to AL to speak on 'Offshore Wind Asset Management' at the regional meeting of the Institute of Asset Management in Leeds (26/11/15);
- The relationship with ENGIE has continued to evolve, with AL in liaison with Development Director, Caroline Hopkins.
- A meeting was held at the Venturefest event in Newcastle on 13/10/15. Follow-up activities are planned, including their potential inclusion in the RDI strand workshop on 'funding innovation'; The event, which brings together innovators with sources of funding, provides a superb platform for cross-sector knowledge exchange. It is an Innovate UK Knowledge Transfer Network-supported event. Presentations this year included those from Microsoft, Proctor & Gamble, Thomas Swan & Co., ENGIE, Innovate UK, NE LEP Innovation Board, Virgin, Ubisoft and the universities of Durham, Newcastle, Northumbria and Teesside. The statistics from the 2014 event indicate that 16 companies received offers of investment from the 'meet the funder' sessions running throughout the day. As previously reported, the process of creating a smaller, taster event for the Humber is being explored between the LEP (Emma Toulson), RDI strand (AL) and the Venturefest NE Director (Simon Green). This is something that would naturally fit within an OAIC model.

### Wider renewables activity

- Work underway in the Tees Valley (TVU) and NE LEPs has identified the opportunity for a 'hydrogen corridor' from the Humber to Edinburgh. AL attended a Northern Gas Networks presentation in Stockton (19/10/15) at which the opportunities were laid out. Feasibility studies are now underway as to the GVA impact of the creation of such an infrastructure. Updates will be provided as they emerge. Awareness is to be raised within the Humber LEP of this emerging thinking;
- The RDI Strand (Emma Platt-Lowe) supported the Humber Renewables stand at the Renewable UK event in Liverpool. Footfall was again down and the importance of this annual event continues to dwindle in the eyes of the market;
- AL is to attend the European Wind Energy Association annual event in Paris as part of the Humber Renewables cohort. EWEA continues to grow its market presence and importance at a time when RUK shrinks. All of the major EU OEMs active in wind attend the EWEA annual event;
- AL visited the Energy Technology Centre at East Riding College with Dawn Hall to better understand the facility and its potential role in supporting the micro-business and SME base of the region.

### Key observations

The RDI Strand continues to work very closely with the Business Support Strand, something which the micro-business and SME clients benefit from. The arrival of Fred Mead as Supply Chain Advisor has added a further, positive dimension to the relationship.

Key considerations for the board

The board's attention is drawn to the progress made during the month in aligning the RDI Strand with the vision for, and planning around, OAIC. This represents a material change versus concerns raised in previous months. As previously indicated, the quality of service to existing and future clients will not suffer as the alignment work progresses.

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 GPH Board meeting later in the year on the details of its €100M energy investment fund. Awareness-raising is key to uptake.

**Business Grants Strand**

Strand Progress

We have received more interest from a couple of interested parties although the take-up continues to be disappointing. In light of the above and the increasing shortening timeframes for spending the grant funding, it is proposed that the strand carries out a review of the opportunities for the funds following the outcome of the Chancellors Autumn statement on the 25<sup>th</sup> November.

**Sarah Clark**  
**Programmes Manager**  
**4<sup>th</sup> November 2015**