

**Report to the North Bank Partnership**  
**Green Port Growth Programme (GPGP) – September 2017 Update**

**Employment & Skills Strand**

**Strand Progress**

**Apprenticeship Wage Subsidies** - The 2017-18 target for apprenticeship starts is 200. Since April 2017, 144 applications have been approved.

**Up-Skilling Training Subsidies** - The 2017-18 target for upskilling is 200. Since April 2017, 291 applications have been approved; whilst over profile for outputs the average value per application is lower than originally estimated and remains within budget for expenditure.

**Wage Subsidies – Disadvantaged Groups** - Take-up on the wage subsidies for disadvantaged groups continues to be slow with 15 companies engaged and 39 individuals in receipt of the subsidy, since the start of the programme.

**Pathway to Employment** – the outcome figures for the project to date are:

- Starters – 165
- Completers – 139 (84%)
- Job outcomes – 81 (58%)

**Green shoots** – all four contractors are now in delivery with at least 2 jobs created to the end of July. More details will be provided to the October board meeting once up to date progress reports have been submitted by the contractors within the next fortnight.

**Careers Sector events** – no events have been held during the school holiday period.

**Business Support Strand**

**Strand Progress**

The project has (to date):

- 526 Enquiries
- 329 Enrolled
- 195 Businesses Supported
- 51 financial assistance applications have been awarded
- 121.82 f/t equivalent Jobs created

	<b>Enquiries</b>	<b>Enrolled</b>	<b>Businesses Supported</b>
East Riding of Yorkshire	144	99	60
Kingston Upon Hull	263	179	123
Yorks and Humber	119	51	12
	526	329	195

Financial Assistance (to date)

- Financial assistance paid = £698K
- Financial assistance committed = £335K
- Percentage of spend with local businesses, 35.4% Hull and East Riding, 7.3% rest of Yorkshire & Humber, 57.3% Out of Yorkshire and Humber

### Events / Workshops

**Building Continuous Adaption into the Core of a Business** – The fifth round of the business growth workshops concluded this month with positive feedback received from companies. All the delegates completed action plans to help identify areas to work on, the Business Support Team held one to one discussions to discuss these action plans and offer follow up assistance. The business support team are continuing to work with these companies and look at any additional support required.

The business support team are working in conjunction with the framework consultants to develop a series of new workshops along with a repeat of those requested by companies. This programme of new workshops is expected to commence late September early October.

### Supply Chain Opportunities

14 requests for suppliers from 5 Prime contractors. 65 companies from the Humber region were matched directly and put forward for consideration. From the 14 requests, 5 companies have been awarded contracts, 7 Prime contractors outlined contract or subcontract opportunities at supply chain events.

- Overall total of awards identified either to companies in this region or from companies within the region = £175.9m approximately.
- Total value of contracts in the Yorkshire and Humber region = £86.3m approximately with contracts ranging between £1k and £30m.
- Total value of offshore wind contracts won by companies based in the Humber and East Riding region = £45.4m approximately.

### Mapping Exercise

A mapping exercise for all projects / investments in the region with planning permission or under construction is being undertaken so that the breakdown of supply chains and relevant contacts to target / re-establish contact can be compiled.

### Events

**Greenpower Project Blyth** – The Green Port Business Support Team along with the Employment and Skills Development Team joined up to exhibit a stand at the Project Blyth Event, presenting an ideal opportunity to showcase Green Port's offer and network with the local community.

**Driffield Show** – The Green Port Business Support teamed up with the Business Hub to exhibit a stand within the East Riding of Yorkshire Council's marquee and were awarded second place in Best Commercial trade stand out of 300 other trade stands. Over 20,000 people attended the show presenting the team an ideal opportunity to network with people from the local community and showcase the Business Hub's and Green Port's offer to Businesses and the entire community.

**Summer Business Networking**– The 25<sup>th</sup> July saw the business support team host an informal networking breakfast event at the Millhouse Restaurant, Skidby where local businesses had the opportunity to catch up with existing contacts, connect with like-minded individuals and form new business relationships. 52 people from 40 local businesses attended the event.

### **Key Observations**

We are now pleased to be receiving on going information on the successes of our local businesses winning contracts throughout the renewables sector as well as information on their local supply chain and use of local sub-contractors. Presently in discussion with the Green Port Impact Assessment team at the University to support us in the best way of presenting these successes.

### **Inward Investment Strand**

#### **Strand Progress**

**Greenpower Project Blyth** – Sixty three schools and youth groups and over 60 mentor businesses signed up to Project Blyth with the project culminating in a race day at the KCOM Stadium on 16 July 2017. The race day was a huge success with a full race programme including Goblin Cars (primary schools) taking part in slalom, and drag racing, and a full lap of the race circuit. The Formula 24 and 24+ cars (schools/youth groups) took part in endurance race around the KCOM Stadium.

The race day attracted a large audience with around 2000 spectators, and extensive coverage on social media, local news, radio and TV stations and the winning teams will now go forward to the national finals held at Rockingham on 8<sup>th</sup> October 2017.

**German Business Desk Activity (Oct 2016 to Aug 2017- Hull & Humber Chamber of Commerce)** - The Hull & Humber Chamber of Commerce (HHCC) entered into an SLA with the British Chamber of Commerce in Germany (BCCG) to support GPH/HHCC inward investment activities in Europe. The SLA with BCCG was subject to the procurement regulations of HCC and terminates in September, 2017.

Working together HHCC and BCCG adopted the following methodology to identify European renewable energy companies and approached them with regard to inward investment opportunities in GPH.

### **Methodology**

*Main activities:* Focused on engagement with companies at Wind Energy Hamburg 2016, Wind Energy London 2017 and engagement with the Wind Energy Brussels which is on-going and led by HHCC. Activity will continue at Husun Wind, Germany, September, 2017 and already there exists an itinerary of follow up meetings with potential investors at Husun Wind and others in Germany and Denmark.

More recently Spanish suppliers are expressing an interest in developments in the North Sea, along with investors from further afield such as China. There continues to be interest from the US with HHCC being approached to organise a programme of interviews for a radio journalist visiting the UK in September, but much of the interest from the US is considered to be a best practice exercise but is still an opportunity to promote the region in global markets.

*Specific activities and representation:* GPH was represented by HHCC at the Waterside Cities event held in Liverpool in 2016 and more recently at the Wind Energy London event in May at the European Ports Platform debate. HHCC has also attended Ports Platform meetings in Brussels. Ports involved are directly engaged in supporting the offshore wind industry, namely, Groningen, Den Helder, Amsterdam, Ostend, Esbjerg, La Rochelle and GPH. Also, invited to participate in the debate at the Ports Platform in London were GPH, Esbjerg and Ostend.

The more general approach has been to identify those companies in the Offshore Wind Farm (OWF) supply chain that fit into the circumstances of 'what is possible' at Green Port Hull as potential investors. The categories include:

- Major component fabricators: monopiles, transition pieces and towers or some combination of these
- OWF installers/EPCI contractors though this category would only have an interest in locating in GPH where GPH is the designated operational/marshalling port for deploying components to the OWF
- Grid connection and OWF commissioning specialists
- OWF service providers including inspection, maintenance and repair services (IMR) for foundations, towers, blades and turbines
- Providers of offshore personnel and wind farm access services including CTVs, SOVs and workboat services
- Storage and marshalling terminal logistics operators

In each of these instances, 'decision makers' are identified using existing industry contacts in the ownership of HHCC and BCCG and, preferentially, face-to-face meetings arranged at trade shows or visits to site. The objective in all

options is to secure a visit to GPH to pitch a specific and relevant case for investing in GPH. Visit agendas are arranged by HHCC.

The key in this approach is to promote an on-going one-to-one relationship with the 'decision maker', encourage commitment and point out the positives of the GPH investment business case.

HHCC will also meet the OWF industry participants such as developers, EPCI contractors, turbine manufacturers and port operators who could be affected by such GPH investments both positively and, possibly, adversely as a worst case or more likely impose a change in working and contractual practices, the objective being to create the most encouraging environment as possible for GPH investment.

HHCC believe that it is important to keep up the momentum of engagement with the potential investors. Attracting inward investment requires long term commitment by working with potential investors in order to turn them into investments. Time is critical as potential investors are forward planning for 2021 and beyond.

### Exhibitions

Offshore Energy 2017 will take place in Amsterdam on 10-11 October 2017 – This is one of the smaller exhibition stands at 24m<sup>2</sup> and there are four companies exhibiting, Specialist Marine Consultants Ltd, Comtec International Ltd, ALS Europe Ltd and Blok Cam Ltd. Team Humber Marine Alliance are co-ordinating the exhibition and a member of the ERYC inward investment team will also be in attendance to represent Green Port Hull.

The Greenport Board approved participation at four exhibitions during 2017/18 as listed below:

Offshore Energy 17	Amsterdam, Holland	9 – 11 Oct 17
Wind Europe 17	Amsterdam, Holland	28 – 30 Nov 17
Wind Energy Hamburg 18	Hamburg, Germany	25 – 28 Sept 17
Wind Europe 18	TBC	TBC

However there has been considerable industry interest in Global Offshore Wind, 19-20 June 2018 – Manchester and it is proposed that Green Port Hull exhibit at this event rather than Wind Europe 18. This move will not impact on the agreed budget.

**Humber Energy Skills Campus** - The Humber Energy Skills Campus (HESC) is an electronic resource which will showcase the skills and training capabilities on the Humber. With a focus on renewable energy sector training, it will allow potential investors and businesses to search for training capabilities and course availability within the Humber region. This project is being delivered in partnership with the Humber LEP.

The systems will link into the existing Log on Move on application. Up to date training data is currently being obtained from all training providers, which will then be verified. It is anticipated that HESC will be operational by the beginning of November and will be launched at the Wind Europe exhibition.

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

Work to bring forward 4 x Aura/GPG PhD placements working towards a student start date no later than 2 October 2017. Two of these placements are now filled. The closing date for the other two placements has closed, with interviews taking place mid-September for a 2 October start.

O&M Centre of Excellence / Visiting Appointments: Heads of Terms between UoH and OREC for an O&M Centre of Excellence have now been finalised. This is a significant win for the region as it will result in OREC staff and activity

being based in the region and actively supporting the O&M sector. It will also allow both organisations to progress a visiting appointment from an OREC materials chemist, Dr. Kirsten Dyer, part-time to the Aura team to undertake work on OSW coatings. A second visiting appointment from an SME pioneering technology linked to human factors and health and safety, has also been identified and is currently being scoped and progressed.

**OSW Skills & Occupational Profiling Study:** This is being led upon by John Weir, Industry Engagement and Talent Pipeline Lead for Project Aura. The commissioning brief for the work is now close to being finalised in discussion with industry partners, and is going through the relevant UoH procurement procedures.

**Regional Innovation Audit:** the report is being finalised and is due for publication before the end of September. It has been held up slightly due to the holiday period and some interviewees not being available.

### **Key Observations**

As can be seen above, progress towards key delivery objectives such as the filling of GPG PhD and visiting appointment placements, undertaking the Skills & Occupational Profiling Study, and the establishment of an O&M hub, is fully on schedule.

Recruitment of additional RDI Strand staff is on-going and once in place, the additional activity outlined in the delivery plan will accelerate.

**GIA Study update** – The study continues to gather data during its second year of delivery currently focussing on the detailed work of each strand delivery. The full strand assessments are expected to be completed by March 2018. The Green Port Hull History timeline and final version of the Progress Report for year 1 have been signed off by the steering group with the history timeline now awaiting publication. The next Advisory Group meeting is to be held 5 October 2017.

### **Site Assembly Strand**

#### **Strand progress**

**ERGO Centre** - Construction is well underway on site and is on schedule to complete by the end of the November. Marketing materials and website are being developed in conjunction with the University and Fred Marketing. The ground breaking ceremony took place on 25th July with requisite press coverage and press releases. Proposed rental levels for units have been agreed between Wykeland and ERYC V&E. Some early enquiries in advance of marketing material being ready are already being handled. Prospectus for Cafe opportunity has been sent to interested parties and discussions are on-going.

**Goole Intermodal Terminal** - Project inception meeting was held (30/8/17) with Atkins (who have been appointed to do the site investigation works off the YORconsult Framework) in advance of them starting the project imminently.

**Sugarbeet Feasibility Work** - ERYC & Future Food Solutions (FFS) hosted a visit from a European delegation interested in the bio economy opportunity linked to sugar beet production and will be inputting into the final report. Related discussions have progressed with potential land owners in Goole that could accommodate this growth opportunity.

**Brough Phase 3 Link Road** - ERYC I&F have issued a tender on the YORconsult Framework to carry out the next stage of required design and feasibility work required to accelerate the project.

### **Business Grants Strand**

#### **Strand progress**

- Discussions are on-going with two modular building companies in relation to the development of modular housing production.
- Initial discussions have been held regarding an electrical services company, supplying solar panels and heat pumps to housing associations and landlords on a national basis, creating up to 30 jobs. Discussions are on-going regarding the eligibility of the proposal.

### **Key Observations**

Whilst there is a steady presentation of applications to be considered for funding, there is a concern regarding the future profile of spend. It would be appropriate to consider a marketing campaign to raise awareness of the support available.

### **Programme wide update**

**Intensive energy users study update** – the first meeting of the steering group and the Carbon Trust, who have been appointed as the Study consultants, took place in July followed by a data gathering exercise to ensure a comprehensive list of stakeholders and interested parties has been provided to the consultants. A subsequent stakeholder mapping exercise was undertaken in August and interviews with stakeholders will commence during September.

**Programme legacy** - a separate meeting of all board members will take place on Monday 18 September from 2pm hosted by Myton Law in Hull to agree a strategy for the legacy of the Programme post March 2019.

**Sarah Clark**  
**Programmes Manager**  
**6 September 2017**