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

**Employment & Skills Strand**

**Strand Progress**

**Apprenticeship Wage Subsidies** - The 2017-18 target for apprenticeship starts is 200. Since 1st April 2017 362 applications have been approved.

**Up-Skilling Training Subsidies** - The 2017-18 target for upskilling is 200. Since 1st April 2017 483 applications have been approved.

**Pathway to Employment** - Cohort 9 will not complete until 15<sup>th</sup> December so the position remains unchanged, i.e. 12 of Cohort 8's 15 completers (80%) and 6 of Cohort D's 7 completers (84%) moved into work giving outcome figures for the project to date of:

- Starters – 215
- Completers – 163 (76% - of starters)
- Job outcomes – 109 (67% - of completers)

**Sector/Careers events** - The Labour Market Information (LMI) Sector events provided to date have been very well received. The events provide businesses with the opportunity to have a direct impact in shaping the future workforce by giving a clear view of the current labour market, training and progression routes and what opportunities will develop in the future. From completed evaluations collected from the six events delivered to date, delegates said that the events has increased their knowledge and understanding of the sectors and would like further events covering the wider range of sectors, especially the digital sector, as the trend is that there is a significant increase in the use of technology in all sectors. Further network meetings to encourage more partnership working is welcomed and has already proved beneficial, we have identified that as a direct result of sector events and networking employers who attended the sector events are recruiting.

The Engineering Sector Event took place on the 25 October; key speakers included BP, Airco, Nestle, Dong Energy and the University of Hull.

A Digital & Engineering event organised in partnership with East Riding Education & Skills Partnership and East Riding College took place 14-15 November. The event was to showcase the exciting range of digital & engineering jobs available locally. Key employers attended included: BP, Rosti, Hobson & Porter, Airco, Northern Gas Network and LTP Transport.

The following events are planned to take place over the coming months:

- Marine Skills Network 07-12-17
- Digital Sector Event 31-01-18
- Apprenticeship Event 07-02-18

**Green Shoots of Opportunity** – This initiative continues to make progress, with good evidence of participants gaining employment, but also moving on to a variety of other destinations including work placements, further training, the voluntary sector and education.

**PROBE** - Probe have seen a significant increase in starts over the last month or so, due to a combination of self-referrals and walk ins to the office, as well as customers being signposted from other agencies. Of the 21 participants engaged, 7 have gone into employment and 3 into training. Destinations include a digital IT course being completed on day release, as the participant has now started work in an IT related role.

Probe have strengthened their partnership working with industry, and this will be a key part of delivery in the next quarter, including targeting and making direct links between employers who want to recruit local people, and the participants who are motivated and ready to work. A framework is being put in place which includes pre-training and information, work experience (but for limited periods and only where there is some real prospect of employment) and a guaranteed interview for those who complete these steps. This will provide a route into work for those who often struggle to compete in the open recruitment market for various reasons, and will also offer an extended review period for employers to allow them to evaluate participants who they might not normally consider.

The Probe Marfleet Lane premises now have new signage, which has helped increase the number of people dropping in and making enquiries. Leaflets have also been created, to make people aware of the services on offer through the Get Set / Green Shoots project, and these will be distributed at local venues and during events and other general publicity opportunities. Probe recently held an open day at their Holderness Road outlet where they have a continuing weekly presence, and a new website has also been launched at [www.probeltd.co.uk](http://www.probeltd.co.uk) which is already generating interest and self-referrals.

**CatZero** - CatZero decided to base their fifth Green Port programme in the Goole area, and there was considerable interest from potential participants. The introductory event was held at Melton Scout camp, with the day set up to physically and mentally challenge individuals through a set of team activities, with the aim of assessing their suitability for and commitment to the programme. Prior to course commencement, individuals took part in initial one to one reviews where an assessment of their needs took place, and work was carried out on their action plans. Additionally, there was a pre-learning event to help support those who have not done a qualification or taken part in learning for a long time. The group then undertook their Level 2 Food Hygiene and their level 2 COSHH.

CatZero continue to mix job search, qualification and employability sessions with wider personal development and other activities designed to improve participant confidence, team building skills and also self-awareness. Examples from the five programmes so far have included sea survival sessions based at Hull Offshore Training Association, orienteering at the Humber Bridge Country Park, dinghy sailing and raft building at an outdoor centre, and even personal health and fitness awareness and training through the kind support of local boxer, Tommy Coyle.

Whilst the activity sessions are designed to be enjoyable for participants, they also have very specific aims in terms of moving people out of their comfort zone, addressing motivation and self-perception, and instilling aspiration. They can also actually provide a significant challenge, for example the most recent sailing voyage which started in Hull Marina went to Blyth, then Royal Quays and finished in Hartlepool after almost a week of very rough weather and working conditions, through which the group coped with extremely well. For some, this was the furthest they had been away from the Humber area and one of the most physically and mentally challenging tasks they had undertaken.

Participants from CatZero continue to move into employment, training and education. Recent job starts include Argos, Karoos foods, Croda, Swift, Primark, Nisa, Asda, St James Hotel in Grimsby and Vodaphone. Sustainability is key, and CatZero continue to offer support to those who have entered employment.

Destinations for further training and education are quite wide, and include voluntary work at the British Heart Foundation, an apprenticeship at Welton Waters outdoor centre, Travel and Tourism at Hull College, training for the Samaritans alongside a university place to undertake a mental health nursing degree, the Duke of Edinburgh awards scheme, and a variety of work placements. Employers are very supportive, and Arco recently hosted a site tour for a group, who got to know the employability routes within the National Distribution Centre, and also to understand how a modern business works.

**Enviromail** - Enviromail continue to deliver well. Participant numbers are good, with over 50 trainees already, and there is ongoing support from the Community Champions project. As evidence of strong commitment to assisting participants in returning to the labour market, Enviromail have made their own investment and purchased a brand new forklift for the recycling centre. This will enable project beneficiaries who have a forklift licence and pass the

Health and Safety induction an opportunity to gain valuable experience in a factory setting, and also maintain their skills.

**ReNu (East Riding Council)** - The project has 22 clients enrolled, with 19 of them still actively engaging in November 2017. Each participant undertakes an initial 'RAG' (red, amber or green) assessment in order to determine the level of support they require. The results showed Red at 16, Amber at 6 and Green at 0, which is an indication of the challenges and barriers clients have, and evidences the depth of support needed, which on the ReNu project may actually be more intensive than originally planned. This is impacting upon the amount of time the advisors are having to dedicate to each individual, and is made even more difficult by the age range of 45+, and that the project has been mainly taking referrals from Jobcentreplus, and may need to look at other sources.

The first Dragons Den's initiative was very successful, with the clients working well as a team and delivering their business idea in a presentation to the panel of Dragons. Participant feedback suggests improved confidence, understanding of team working, the need for planning, learning from others, presentational skills and personal development as key learning points from the exercise, which will be continued throughout the ReNu project, alongside the usual one to one support, and employability elements.

### **Business Support Strand** **Strand Progress**

The project has (to date):

- 541 Enquiries
- 337 Enrolled
- 197 Businesses Supported
- 55 financial assistance applications have been awarded
- 138.82 f/t equivalent Jobs created
- 21 Jobs Safeguarded

|                          | Enquiries | Enrolled | Business Supported |
|--------------------------|-----------|----------|--------------------|
| East Riding of Yorkshire | 156       | 107      | 60                 |
| Kingston Upon Hull       | 274       | 177      | 125                |
| Outside                  | 111       | 53       | 12                 |
|                          | 541       | 337      | 197                |

Financial Assistance (to date)

- Financial assistance paid = £790K
- Financial assistance committed = £351K
- Percentage of spend with local businesses, 36.6% Hull and East Riding, 6.9% rest of Yorkshire & Humber, 56.5% outside of Yorkshire and Humber.

**Other activities by the team this month have included:**

- On-going discussions with ERYC and Hull University in relation to the GP Business Support team being based in the new ERGO centre on its opening in the New Year.
- Working with the University, the team distributed the business survey questionnaire as part of the Green Port Impact Assessment to 400+ businesses.

### **Events / Workshops**

**Workshop - Preparing Business for Growth** – The fifth round of the business growth workshops continued this month working with 5 companies to examine and reflect on business management mind sets and behaviours and

how they influence the way in which a business performs especially with marketing and creating demand in the Renewable Energies Sector. Action plans were completed by the attendees to assist them in the development of a clear future business vision with measurable goals and targets to support them into the renewables sector and what they need to consider in producing a clear 'Business Blueprint'.

**Christmas Networking Event** – Preparations continue for the annual Business Support Christmas Networking on 14th December at the Ron Dearing UTC, enabling showcasing of the new Green Port Virtual Reality suite and introductions to special guests from Tricoya, Siemens, MHI Vestas, A2Sea, Fred.Olsen, Engie and Catapult. The event has attracted significant interest with over 100 Businesses (180 + attendees) having registered to attend, the event is now at full capacity for the venue.

### **Supply Chain Opportunities**

15 requests for suppliers from 6 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 = £178.6m approximately.
- Total value of contracts in the Yorkshire and Humber region = £89m 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 = £47m approximately.

The team met with Engie to discuss developments at Energy Works and timeline for potential opportunities and tour of site for companies. Engie are also speaking at Christmas networking event.

A joint meeting was held with ERYCs Inward Investment team with a pellet producing company in Goole and gauge the stage and scale of project. The team provided clear view of support available and they were invited to Christmas networking event.

Attended the NOF Energy Offshore Wind Conference for an update on what was happening in the North East and how this could impact on activity in the Humber. Over 300 delegates attended and including some organisations already involved with Green Port and those thinking about developing in the Humber region.

**Wider Renewables Activity** - Additional activity as reported in the Business Support Monthly News Round Up.

### **Inward Investment Strand**

#### **Strand Progress**

**Green Port Impact Assessment (GIA)** - The Green Port Impact Assessment (GIA) website and history document were launched on 4<sup>th</sup> December by the University of Hull. The interim findings showed that Green Port Hull and the Siemens Gamesa/ABP investment had created more than 2,000 jobs in the renewable energy sector and its supply chain, providing a significant boost to the economy.

- Multiplier effect - The economic impact of the initial Siemens Gamesa and ABP investment is substantially greater than their investment. For every £1 of investment, an additional 47 pence will be generated in the disposable income of the local economy of the Humber.
- Employment - Direct Employment creation (Siemens Gamesa): 1,063 jobs created for the plant with potential for an additional 627 supporting jobs based on the latest employment multiplier data for the UK manufacturing sector.

- Gross Value Added (GVA) - Direct employment by Siemens Gamesa may contribute up to £71.3m to the GVA of Hull.
- Pathway to Employment –
  - 76 long term unemployed people securing sustainable employment in related industries, the majority of which are in the caravan industry, which translates to an additional 75 supporting jobs based on current industry statistics
  - Reduction in benefits – The creation of 76 sustainable employment opportunities has resulted in benefits saved between £228,820 and £288,891.
- Green Port Growth Programme -
  - £175.9m value of renewable energy contracts won by companies in the region
  - 445 hectares of land developed
  - Attracted £19m public sector investment
  - Secured £115m private sector investment
  - Supported more than 560 local businesses
  - 503 companies registered on the Green Port Supplier Director
  - Supported the creation of a further 1282 jobs in the local supply chain

The GIA website has been developed to provide public access to the overview of the evaluation and to provide independent insight in the socio-economic and environmental impact of Green Port Hull activities on Hull and East Riding. A significant database has been made available for those that desire to understand the depth of the data collection and seek further details. Only data that has been approved for release by the GPGP, Siemens Gamesa and ABP is visible on the website. Speakers included Ray Thompson, Siemens Gamesa and Cllr Mancey, Hull City Council.  
<http://gia.hull.ac.uk/>

**Green Port Hull Business Desk** - The tender for the business desk activity has been advertised on Yortender the local authority procurement portal. Two bids have been received and will be evaluated in due course.

**Women into Manufacturing and Engineering (WIME)** - Provisional dates for the next WIME event are 9-10 March 2018 at the Guildhall in Hull.

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

**O&M Centre of Excellence Update:** A joint regional preview event was held by the University of Hull and ORE Catapult on 5<sup>th</sup> December at the Royal Hotel in Hull, to familiarise local businesses with the objectives of the O&M Centre of Excellence (OMCE). It is planned to run a similar event at a South Bank location in early Spring 2018. OMCE will have an official, national launch in Spring 2018, which will be timed to allow focus and messages to be aligned with the OSW 'Sector Deal' being unveiled.

ORE Catapult has now appointed 2 x Regional Relationship Managers, who are co-located with the GPGP RDI Strand and Aura Teams within the University of Hull.

OMCE now has an Executive Governance Board and a Project Management Group established, both of which are meeting monthly. ORE Catapult and the University have each been assigned 3 project scopes to work up in detail.

University scopes include:

- 1) Local Wave Forecasting Service
- 2) Autonomous Vehicles for Tool and Parts Delivery, and
- 3) Techniques to Reduce Mandatory Inspection Visits.

ORE Catapult scopes include:

- 1) Beyond Visual Line of Sight (BVLOS) Autonomous Systems
- 2) Balance of Plant Condition Monitoring Systems, and
- 3) Cable Management.

GPG RDI Strand funding allocated to the O&M Centre of Excellence is being used to support the costs of working the above UoH scopes up in greater detail. It is anticipated that GP funds will also be used to part-fund the costs of delivering the RD&I activities which arise from this activity.

Work is about to begin on the compilation of a Core Work Programme for OMCE. This will both incorporate the areas identified above, and give rise to future project scopes. The Core Work Programme will have a complementary relationship with the 'Road Map' which the Offshore Wind Innovation Council (OWIC) is developing, allowing issues and priorities identified at a local and SME levels (as opposed national, OEM level) to be identified, fed into the national 'Road Map' and ultimately, acted upon for the benefit of the industry.

Academic engagement occurring under the auspices of OMCE includes work with the Universities of Strathclyde, Cranfield and Bristol by ORE Catapult, plus work between University of Hull and the Universities of Durham and Plymouth on the HEFCE 'Connecting Capabilities Fund' programme. Prof. Jim Gilbert, RDI Lead for Aura, has also recently been appointed as a co-director of Supergen ORE.

- Visiting appointments: the VA strand has been reviewed internally within the RDI Strand as it hasn't yet delivered a successful application. Three new applications are now being developed and will be reported as they get closer to submission. If they aren't within scope, the VA strand will be discussed further with the wider GPGP management team and a new course of action delivered.
- PhD Placements: All 4 x Aura/GPG PhD students have provided the Aura Team with an overview of the work that they will be carrying out over the next 3 years. Regular update reports are being provided detailing the level and nature of industry engagement activity carried out as part of this work.
- OSW Skills & Occupational Profiling Study: Tenders from Cambridge Econometrics and EU Skills for this piece of work have now been received and assessed, and EU Skills have been appointed. An inception meeting has taken place, and a contract for the work is currently being drawn up.
- OSW Coatings: Market Study: This piece of work, requiring specialist materials chemist knowledge and skills, has now been contracted to ORE Catapult. Work will commence on this study in January 2018.
- Marine Communications: Market Study: It is planned to commission a market analysis of opportunities within this sector early in 2018.
- SPOWTT: Following a protracted period of negotiations between project partners regarding the wording and format of the BEIS (Demowind) Funding Contract and collaboration agreement, the contract has now been fully signed and the collaboration agreement is out for signature.

Green Port Growth Innovation Manager: Interviews are taking place 14 December to appoint an Innovation Manager for the GPGP. This role will work closely with businesses on market analysis, product development and commercialisation of products and processes, and will lead on future market analysis work such as that already underway on OSW coatings and marine communications (see above).

### **Key Observations**

Progress towards key delivery objectives such as the establishment and work programme for the O&M Centre of Excellence, the commissioning of market analysis, and the OSW Skills & Occupational Profiling Study is well advanced and on target. Progress will accelerate further in early 2018 when the GPG Innovation Manager is in place.

## **Site Assembly Strand**

### **Strand progress**

#### **ERGO Project**

- Construction continues to progress well and hand over from PDR is scheduled for 21st December.
- Design and specification for internal fit out is being finalised with Chameleon Business Interiors.
- Website has been designed by Fred Marketing and is currently under construction by ERYC web team. Due to go live early December but holding page is live in the meantime @ ergoconnects.com/ergoconnects.co.uk
- Early demand is going well in advance of main marketing push. Interested parties will be shown around the building early in the New Year.
- Discussions with Cafe operators ongoing. Advert has now lapsed on ERYC website and draft heads of terms have been issued to 3 potential operators so they can respond with their financial proposal and further information as appropriate. Final scoring and selection meeting scheduled for 11th December.
- Discussions ongoing with aligning University and Green Port projects.
- Local business has been engaged to lead a social media campaign to drive up interest in the New Year leading up to opening which is likely to be March 2018.
- Ergo representatives will be attending the Green Port networking event 14 December at the RDUTC.

#### **KREATE - Redevelopment of Managed Workspace**

- Detailed business plan for reconfiguring the KREATE centre to create further business units and relocate some of the training facilities due to demand from renewable sector supply chain SMEs has been finalised.
- Works due to commence and complete by the end of year 6 delivery.

## **Business Grants Strand**

### **Strand progress**

During the last month we have continued to receive interest from two small businesses looking to explore grant funding opportunities. The clients are also exploring other financial opportunities including the Humber LEP's 'Growing the Humber' fund.

#### **Intensive energy users study update**

The interim report for this study has been completed and a meeting held with the delivery organisation the Carbon Trust to review progress to date. Activity is on track to be completed by mid-February 18 when an event will be held to discuss the findings of the study and recommendations, date to follow in the New Year.

#### **Programme wide update**

Work has started on Year 7 (final year) delivery planning for the Programme with strand leads. Close management by Strand leads and the Programmes Manager of strand expenditure continues to ensure the balance between full expenditure and over commitments are tightly managed.

The next annual external audit to be undertaken by Deloitte will commence Wednesday 3 January 2018.

**Sarah Clark**  
**Programmes Manager**  
**6 December 2017**