



Supporting local Business

to

Aspire, Innovate, Compete
Deliver, Expand & Export





**In 2010, a large offshore wind farm
was opened in Thanet;
- less than 20% of the £900M
investment went to UK firms**

Sources 'Making Green Growth Real' UK Offshore Wind Supply chain:
Orbis: Energy/Royal Academy of Engineering, June 2011



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138 local North Bank businesses were contacted in a study ,

‘Business Support on the Humber North Bank, post 2011’ **

..which concluded that, support should aim to provide four distinct stages

Business Growth Enabler: Make Opportunities Visible:
Make Opportunities Accessible: Make opportunities winnable:

Provide a range of business development support and training

** the study – PAGE Consulting, Gilberdyke



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£5,650,000

- RGF

£4,880,000

- ERDF (tba)

The project aims to inspire, motivate, identify potential, suppliers to the Renewable Energy Industry.

It will offer support and enable local businesses to diversify, collaborate, grow and become more sustainable for the benefit of the Hull city region.

This will enable North Bank businesses to realise this 'once in a lifetime' opportunity and establish the Humber as a centre for the renewable energy sector and offshore wind industry.



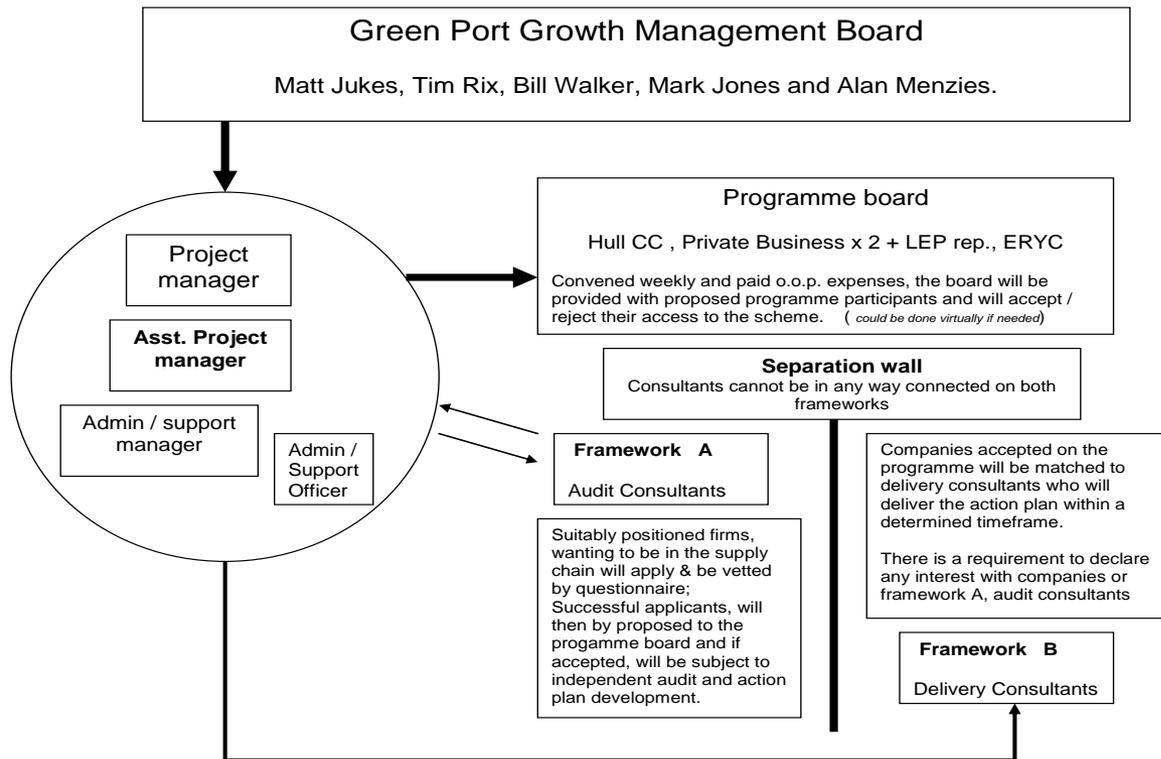
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ALS feb 2012



RGF £5,650,000
ERDF £4,880,000

Average support spend
per local business

Total £10,530,000

£13,123

Administration

Overhead £1,000,000

Evaluation & £1,000,000
contingency

Support

Spend £8,530,000

**Improving and
preparing up to
650**

**North Bank
Businesses, for the
World renewable
energy supply chain.**



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Constraints

Accepting....

Local experience – local consultant availability

Aspiration gap – reluctance from business

for intervention / allocation of resources....

Procurement – framework developments

Recruitment – LA structures and pay scales



Risk Analysis

Risk Description	Probability	Impact	Assessment	Mitigating actions and progress being made.	Assessment post mitigation
The renewable industry is reluctant to source product in the Humber	medium	high	medium	Negotiations, with OEM's can produce evidence for capability of local supply	low
Willingness of the local businesses to commit time and resources to achieving the necessary changes	medium	high	medium	Careful vetting of the companies interested in entering the programme will ensure that the failure and drop-out rate is low, resulting in a higher success / outcome rate	low
ERDF funding cannot be harnessed to bring the total funding estimated for the programme together	low	high	medium	Consultation and discussion with the ERDF team will modify activities to facilitate the outcome	medium
Procurement frameworks take up to twelve months to develop	high	high	high	Working with procurement specialists to fast-track framework development or working with an existing framework template for speed, whilst delivering 'pilot' work on lower scale	medium
Finding sufficient, appropriately qualified local consultancy resource, to meet the demand	medium	high	medium	Beginning in the Hull and East Riding catchment, the recruitment will radiate to Yorkshire, the North and then the rest of the country.	medium



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Options

- 1) Devote resources and apply pressure to ensure this is delivered in this way, to benefit the North Bank
- 2) Modify the programme to be run as a less ambitious project, using ERYC recruited staff and RGF funds only
- 3) Contract-out the whole programme to one 'organisation' in a single procurement exercise



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