



Green Port Growth Programme Management Board – 3rd December 2014

Strand Update Report

Skills Strand

Engineering Apprenticeships - The 2014-15 target for engineering apprenticeship starts is 150. Since 1st April 2014, 86 applications have been approved with a further 24 pending offer / acceptance – a total of 110.

Engineering Up-Skilling - The 2014-15 target for upskilling is currently 200. Since 1st April 2014, 93 applications for up-skilling funding have been approved. A further 28 are pending, giving a total of 121.

Specific Skills - Although there is a 2014-15 target of 100 specific skills packages, this was on the understanding that Siemens and their Tier 1 suppliers would be in production by this time. Although there has been occasional demand for this type of training current demand seems weak and is unlikely to improve before 2015-16.

Renewables Pathway Project – Disadvantaged Groups - The project has wound its way through the HCC decision making process and a decision record was signed on 12th November. This should allow for the tender to be advertised through Yortender by the beginning of December. Delivery is expected to start on 1st April 2015.

Business Support Strand

To date the project has:

- 193 enquiries
- 133 businesses enrolled
- 69 businesses supported
- 18 companies financial assistance awarded
- 20 f/t 2 p/t Jobs created (21 FTE)

Grants and Consultancy Support (to date)

- Grants and consultancy support processed for payment - £76k
- Committed grants and consultancy support costs - £85k
- Percentage of grant spent by purchasing through local businesses - 79% Hull and East Riding, 16% rest of Yorkshire & Humber, 5% outside of Yorkshire and Humber.

Workshops - The first three workshops have taken place, all with positive feedback and capacity numbers reached for the first session. An example of feedback from one of the sessions was “very informative and answered a number of questions for me. Very good and great springboard to see what we can do in renewables going forward.” Another company said they “gained a much better understanding of the mechanics of how offshore wind energy can be approached.” The marketing of the programme of workshops has initiated a large number of enquiries and enrolments this period.

Directory – The business support team have met with Bluestorm to discuss final amendments for the new directory. Data will be taken from the original directory (created by FRED) to use for testing. It has also



been agreed that a page to promote the directory will be included in the new suite of marketing literature being produced for Green Port Hull.

Evolutive training - In collaboration with the programme management, LE has started training sessions for each strand in order to improve information sharing on cross strand activity and to prepare for accurate reporting on outcomes/outputs.

Site Assembly Strand

As a result of the decision by Siemens to house their blade manufacturing facility on Alexandra Dock, ABP are committed to bringing the Paull site forward and have been in joint discussions with ERYC to determine how best to develop the Paull site for the future.

Inward Investment Strand

Green Port Hull/Growth Marketing Activity - Since the appointment of Bluestorm there has been a considerable ramp up in the marketing activity surrounding the Green Port Hull project and Programme activity. The first vacancies advertised through the Green Port Hull website for the Graham/Lagan JV have been filled with one of the successful applicants applying as a direct result of the e shot sent from the site.

Bluestorm have also been able to gather various sets of data on traffic going through the GPH website, please see attached. Please also see attached Marketing & Communications Activity and Forward Plan Document for full details of upcoming activity.

UKTI Conference 2&3 December 2014 - Organised by UKTI the aim of the conference is to provide its overseas based Trade Advisors with an overview of the UK energy market. To be held at the Guildhall in Hull around 60 UKTI advisors will attend the event and will learn about the renewable, oil and gas and nuclear sectors and they will be given a clear view of the exciting developments that are happening in Hull and the Humber. As the UKTI Trade Advisors play a key role in attracting overseas investors to the UK, this provides us with an ideal opportunity to showcase how the energy sector is rapidly developing in Hull and the Humber and to provide them with a detailed view of the business development opportunities available in the region for potential overseas investors.

Through the GPGP, The Lord Mayor of Hull will host a civic dinner at the Guildhall on 2nd December to welcome the UKTI representatives. Invitations have been extended to local businesses, Humber LEP and representatives from the local authorities.

Please also see separate proposal for GPH Denmark Investment Promotion Desk.

Research and Development Strand

General - Relationships continue to be strengthened between the R&D strand and THMA with attendance at a number of events during the month and increased sharing of insights. The presentation on offshore wind innovation made at the North Sea Offshore Wind Conference attracted a lot of attention and excellent coverage in the Hull Daily Mail.



The creation of an East Coast supply and innovation chain, as actioned at the August Supply Chain meeting, has now been initiated among AL, Fred Mead and Alan Whittaker, Grow Offshore Wind representative in the Tyne & Wear region. This will include further strengthening of the relationship with the Offshore Renewable Energy Catapult based in Blyth.

The RDI strand is now attracting greater profile following attendance at a number of key events (THMA, RenewableUK, Venturefest NE, NSOW2014) and the publicity received in the trade press. The 'Concept to Commercialisation' workshop scheduled for 2/12/14 will further reinforce this and generate greater traction. Helen Stinson (HCC) and Sarah Clark (ERYC) have been instrumental in this success.

A lot of work has been undertaken of late creating the relevant key performance indicators for the RDI strand to allow it to report via the Evolutive Customer Relationship Management system. This has included a programme of training for AL and Linda Love. Work is being progressed by the programmes team at ERYC to draft an SLA between the RDI strand and Hull City Council for back office support for the administration of the Knowledge Fund.

Companies - Following the award of the grant, **Greenstick Energy Ltd.** has now filed patents in all of the agreed territories. Support is now being given to develop a stage-gated programme of R&D to bring these patents to life, along with sign-posting to public funding to underpin such work, with early focus turning to the early stage element of InnovateUK's Energy Catalyst fund.

A number of new companies have been engaged over the last month or so (A2SEA, GSPS, MaintenanceTV and Simultech). The forthcoming Green Port Growth workshop series will see an increase in the rate of engagement.

Following the recent publicity around the RDI strand, the level of interaction with Siemens has increased, including its Newcastle-based Wind Services business and its Glasgow-based Scottish operations, with the latter closing the loop with Finbarr Dowling who has now made contact with AL to set up a meeting to discuss research, development and innovation. This is a very positive development.

Observations - It has been necessary to fast-track the development of the Evolutive-based KPI's in order to allow the RDI strand to report in-line with other strands. The administration of this will be subject to review given the additional load created. If required, a part-time resource will be appointed. AL to review and make a recommendation in Q1 2015.

The North East Coast supply and innovation chain initiative could generate significant value and be complementary to the Humber to Mersey initiative. A2SEA's strategic intent is strong. The company could form a key element of the RDI ecosystem on the North Bank and nicely complement the activities of Siemens.

Business Grants Strand

There are currently two interested parties who may in time submit grant applications however this is not likely to happen until at least January 2015.

Sarah Clark
Programmes Manager
26th November 2014