



**GREENPORT GROWTH
RGF PROGRAMME
2011-2018**

YEAR TWO DELIVERY PLAN

MARCH 2013/14

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1 Introduction

The offer letter for the programme was received on the 9th March with a revised offer letter being approved on the 12th October.

This is the second year of the Green Port Growth Programme, the programme commenced in June 2012. Targets set out in the year one plan have been achieved.

Greenport Growth is a sector-focused private/public partnership programme capitalising on offshore wind and renewables investments in Hull

Siemens Off-shore Wind, recognising its potential capabilities and locational advantage, have announced ABP's Green Port Hull facility as the preferred site for the manufacture and load-out of a new generation of wind-turbines. The potential of the offshore wind industry investments at Greenport, Hull are the most significant the city has seen in many generations. This is the first time a new sector has developed in the UK economy for 40 years.

The Greenport Growth programme's aim is to capitalise on this OEM (original equipment manufacturer) investment by securing a local co-located value chain and establishing Hull and Humber as a world class centre for renewable energy.



It will create at least 1330 direct new jobs primarily in the offshore wind industry and help local people take advantage of the opportunities, ensuring Hull is an attractive location to live and work.

The City now has the opportunity to become the UK's 'Aberdeen of the 21st century', providing the perfect opportunity to fashion a new model of locally-driven growth.

Working as a private sector-driven partnership, the Green Port Growth Programme presents a clear and overarching strategy to capitalise on these opportunities.

1.2 The Geographical Focus of the Programme

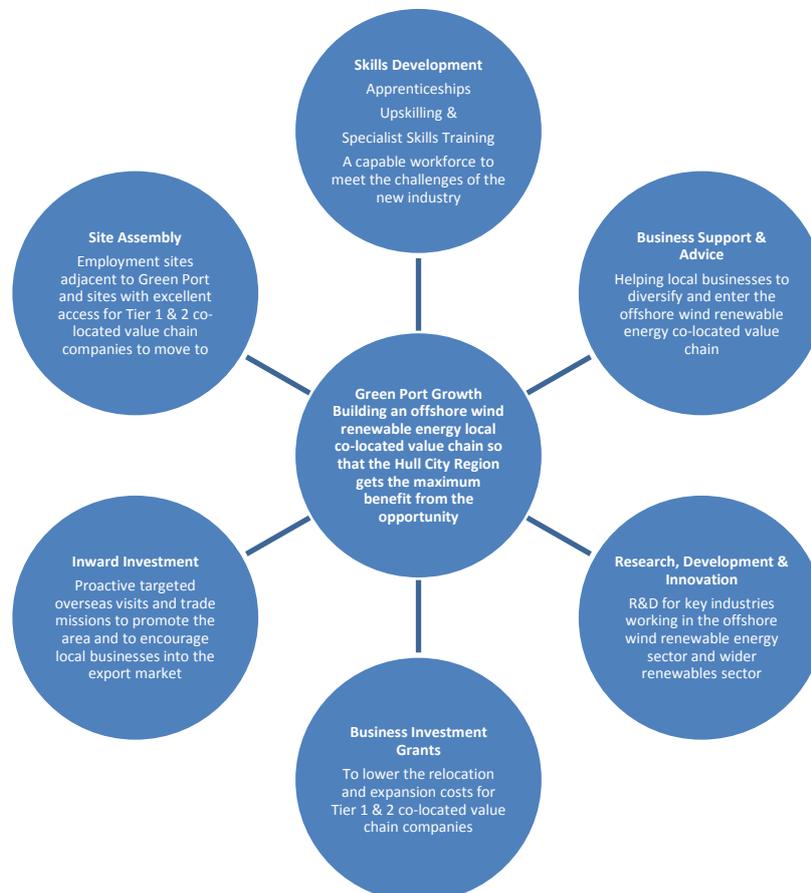
The geographic focus of the activity will be Hull and the East Riding Local Authority areas but predominantly the Hull Travel to Work area, with a particular focus on its Tier 2 assisted areas.

Most of the physical development will be focused around Alexandra Dock creating a co-located supply chain that is adjacent to Green Port Hull. However, sites have also been identified along the M62/A63 logistics corridor for companies where quick access to the national motorway network is a greater benefit.

1.3 What the Green Port Growth Programme Will Achieve and How

The programme delivery is based around six clearly defined strands of activity that come together to make up a comprehensive tool kit to attract new investment and increase the economic activity of the local area:

1. Skills Development – apprenticeships, up-skilling, getting disadvantaged workers back in to work & specialist skills training.
2. Business Support & Advice – helping local businesses to diversify, and enter the supply chain, and to access other renewable sector opportunity that may be available
3. Site Assembly – provision of appropriate and suitable employment sites
4. Inward Investment – To provide a co-ordinated and proactive inward investment campaign to attract the supply chain and engaging in proactive targeted overseas visits and trade missions
5. Business Investment Grants – lowering the relocation and expansion costs for co-located value chain companies and to local companies looking to expand into the industry.
6. R&D and innovation embedding knowledge for renewable industries and wind farm key industries



2 Year One Report

Executive summary.

The final offer letter was received in October (after being re-drafted) and the partnering agreement between East Riding of Yorkshire Council (ERYC) and Hull City Council (HUCC) was signed in 13th November and Service level agreements are in place for the delivery of each strand.

Even with the delays to the start the Green Port Growth Programme has been a qualified success in its first year. The skills strand has directly created over 100 new apprenticeships in local engineering firms and the business support strand has successfully completed its pilot business audit which will inform the Year Two work plan.

Year One has been slower to start than originally planned primarily because of the delay in Siemens' final investment decision and the time needed to establish and agree appropriate systems and processes with partners and BIS/DCLG, this has had an effect on the Research and Development and Business Grants strands against Year One targets as outlined in the strand year end up dates.

The reporting dates for BIS and DCLG are such that we are a quarter behind in our claims, the profile spend in line with calendar years has been exceeded, however the quarter 4 target spend does not therefore reflect this.

The year 2 programme has been realigned to take account of the reporting and claim dates and will give an accurate figure for the time line.

We have formed collaborative working links with all the other RGF round 2 and 3 authorities and the Humber LEP and are putting in place confirmed methods of working and information sharing agreements.

Skills Strand

The skills strand commenced delivery in July 2012 via a letter which enabled summer 2012 school leavers to benefit from the programme. The original target for Year One was 75 apprenticeships which have been **exceeded with 106** apprenticeships in place and several pending which will provide a head start in Year Two.

The skills strand activity in Year One also included 'Up Skilling' for local businesses to improve the skills of their employees to Level 3 or above – 30 applications have been received to date, meeting the Year One target and a number are pending providing a head start for Year Two.

Year Two will see the start of two further elements of the skills strand – wage subsidies for the employment of disadvantaged workers and support for workers requiring specialist skills that are not related to standard qualifications.

The strand is also working closely with the training and education providers within the training and skills development areas and colleagues across the Humber Local Economic Partnership.

Business Support

A pilot audit of 30 companies has taken place with the results being used to formulate the range of specific help and assistance required to bring the supply chain companies ranging from tier 2 to tier 5 level companies up to the required standards. The framework of expert consultants is now being tendered under European and ERYC procurement rules; this has resulted in a delay as the frameworks that were to be used from partner organisations did not conform to procurement standards. The Strand is still auditing companies and using individually tendered consultants were required.

Inward Investment

Along with the Humber LEP, the Green Port Growth Partnership has engaged in a programme of industry specific exhibitions providing a platform for local, companies to raise their profile in the sector. Two local companies have received direct support to attend The Regeneration UK exhibition in Glasgow and one local company in the Humber has won a large contract from contacts made at the exhibition. Two further exhibitions are planned for Year Two with more companies expected to receive support.

Direct support has also been provided to enable a company to attend an exhibition outside of the offshore wind industry programme, to launch a new carbon reduction and energy efficient product prototype.

Business Grants and Research and Development have been preparing the infrastructure and information required to make an impact in Year Two.

Site Assembly

The site assembly partners are preparing a bid for RGF round 4 to develop a crucially important site on the river frontage for a tier one company. Site investigations have been commissioned on several development sites in Hull and East Riding. RGF 3 has helped to carry out the surveys and local development order works. Should the round 4 bid be successful it will form an integral part of the RGF 3 works and assist in the decision making for Siemens .

3 Governance

3.1 Governance Arrangements

The Accountable body for the programme is the East Riding of Yorkshire Council with the structure to manage the programme shown on the organogram below. There is an overarching partnership agreement between Hull City Council and ERYC and individual service level agreements between the ERYC as the accountable body and each of the delivery strands. There is also a working agreement between the other RGF programmes across the Humber with joint meetings with North east Lincolnshire and North Lincolnshire and presentation of projects within each programme.

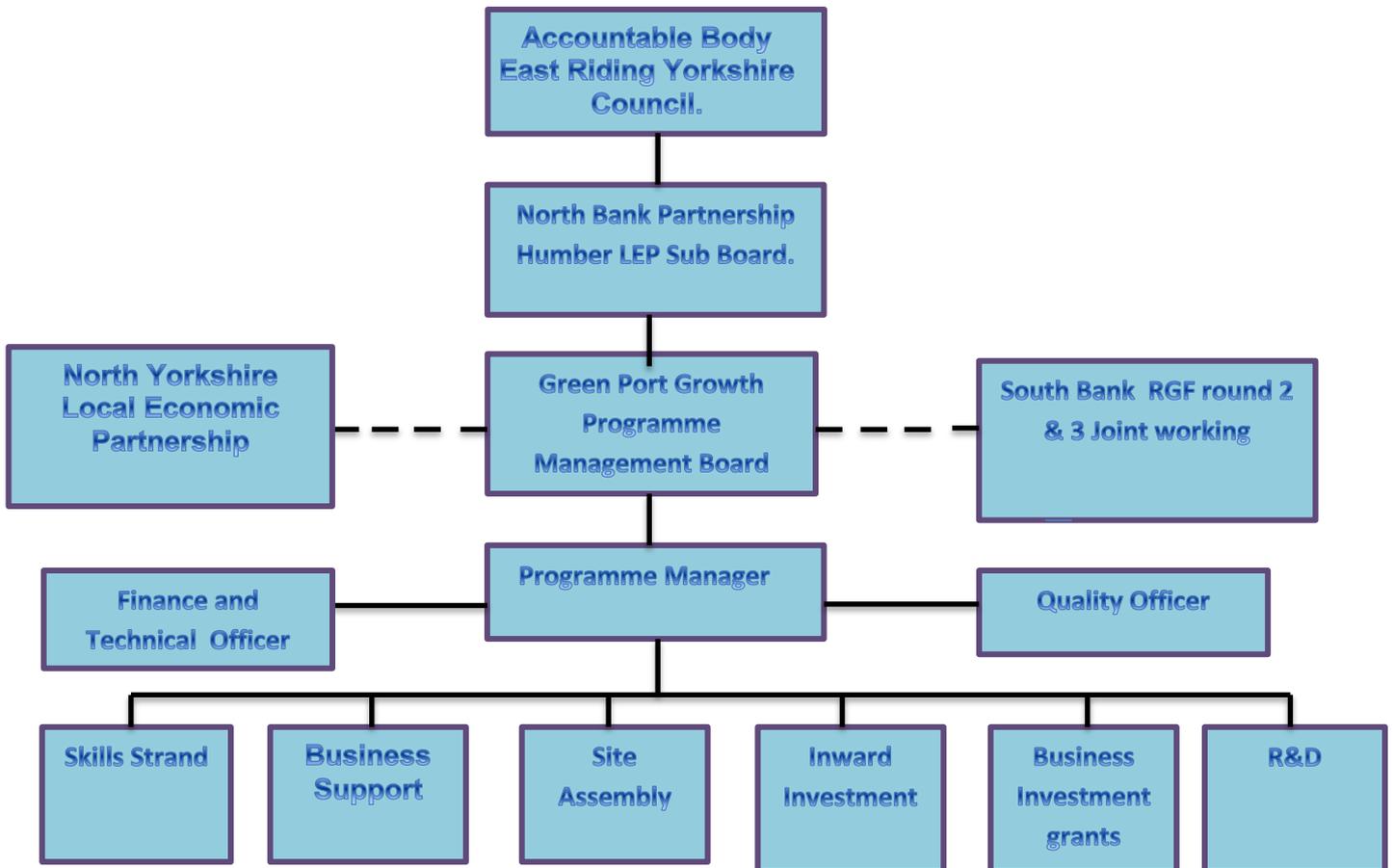
3.2 Delivery in Partnership

This Programme is being delivered in partnership by East Riding of Yorkshire and Hull City Councils.

3.3

Governance Structure

GOVERNANCE STRUCTURE FOR THE GREEN PORT GROWTH RGF



3.4 Green Port Growth Management Board

The Green Port Growth Programme Management Board will:

- Provide the strategic direction and leadership needed to make decisions about the deployment of resources from the Green Port Growth Programme across the six identified strands.
- Identify other local opportunities that stimulate private sector growth as they may arise within the context of the development of the wider renewables industry and divert programme resources appropriately.
- Provide the overall management of the programme, ensuring it achieves its outcomes.
- Approve projects ensuring they contribute to the programme and represent value for money in terms of the programme's job creation targets.

- The Board is constituted as a joint advisory board and the Partners agree that it will have the following functions and responsibilities:
- The Board has no decision making powers delegated to it, but may advise and make recommendations to the Partners.

How The Green Port Growth Programme Management Board will operate.
Terms of Reference.

1. The Board will operate in a business-like, non-bureaucratic fashion. The board must at all times include a delegated officer from both East Riding of Yorkshire Council (ERYC) and Kingston upon Hull City Council (KHCC). The members of the board will be collectively responsible for any decisions made.
2. At its first meeting, the Programme Management Board will select a chair, the chairmanship will run for 12 months and nomination for a new chair will then be taken. No person can be chair for more than 2 terms. The chair will have the casting vote on any tied vote. There must be a senior officer from the accountable body at all board meetings.
3. Meetings will be held at least monthly but more, frequently as circumstances arise within the life of the programme. The Secretariat will be provided by the ERYC Green Port Growth Governance Team. Meetings will be held in Beverley at ERYC offices. Meeting may be held in alternative venues as long as agreed by all board members. Notice of meeting with agendas and minutes must be circulated 7 days before any meetings and any additional items for the agenda must be notified to ERYC no later than 24 hours before the meeting.
4. The normal duration of meetings will be two hours maximum. Meetings can be extended in agreement with the chair and approval by a majority of the board members.
5. Board members with personal, commercial or financial interests in any agenda items will declare them at the relevant points on the agenda and not participate in discussions or be allowed to vote on those items. The board member will be expected to leave the meeting for the duration of the discussion.
6. Where a vote is required, this will be through a simple majority with a casting vote for the Chair. All votes and results must be recorded in the minutes and agreed by all board members.
7. The quorum for meetings shall be 5 Board members, each board member can put forward a
8. Board meetings are confined to Board members and the secretariat except for external presenters and observers which have been agreed with the Chair in advance.
9. The Board can invite attendees or co-opt additional members as it sees fit. Names of prospective new members must be circulated no later than 48 hours before the meeting is to be held. Any new member must have the approval of all the board members. The board must not exceed 7 members at any one time.
10. Board members can name one person as their official replacement for meetings.

11. Urgent decisions required from the Board may be taken by electronic communication in between meetings, with the same requirements for quorum and declarations of interest as above. Any electronic decisions made will be recorded in the minutes and the minute is to be agreed at the next possible meeting.
12. All actions by the board must comply with all applicable regulations and UK and European law. Any decisions that appear to be in breach of any legislation must be agreed by the ERYC legal team.
12. The board will have a finite life and will be disbanded upon completion of the GPGP in 2020.
13. The Board is not a legal entity and has no delegated or executive powers. Accordingly, it cannot employ staff or enter into a contract(s) in its own right and will therefore have to act through an agent, normally one of the Partners.

The Programme Management Board meets monthly. Dates for 2013 are:

20th March	21st August
17th April	18th September
15th May	16th October
19th June	20th November
24th July	18th December

3.5 Programme Delivery Team.

The programme delivery team comprising of all the strand leaders meets each month to analyse progress and to make sure all the leads are up to date on all the overarching programme matters. It will also update the programme on outputs and the communication strategy.

Programme Management Group

The three programme lead officers for Hull and East Riding Councils also meet on a regular basis to take an overview of the whole programme and confirm outputs and progress of strands.

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WA3 7QH

Marketing and communication

3.6 (1) Communication Plan

A separate detailed consultation plan will provide information on the programme and strand marketing and promotional strategies. Staged news releases and individual Strand advertisements for targeted areas of development will be implemented centrally in accordance with a detailed communication plan. All press releases will be in line with template wording issued by BIS press office.

3.6 (2) Marketing

The majority of beneficiaries will be identified through the business support and inward investment strands as both these strands provide an initial interface with business. The strands will adopt a pro-active approach to working with both local companies and potential investors highlighting the opportunities available through the toolkit of interventions that the programme provides. All stand leads, beneficiaries, marketing and press will incorporate the RGF logo and other relevant Logos on all literature, application forms and press releases.

3.7 Procurement

Each strand of the programme is led by either Hull City Council or East Riding of Yorkshire Council. As public sector bodies, both Councils employ rigorous procurement processes which, although they slightly differ from each other, both systems fully comply with European and HM Treasury regulation on tendering and procurement. Wherever possible an existing legally tendered framework contract will be used, including the Governments own tendering framework.

Each strand will procure its activity separately to meet its individual needs. Table one explains this process:

Procurement	
Skills Strand lead Bob Ferriby	Procurement
Skills – Engineering Apprenticeships.	There is no procurement by the council employers will use the training provider of their choice. All training providers will be contracted to the National Skills Partnership
Skills – upskilling	There is no procurement by the council employers will use the training provider of their choice. All training providers will be contracted to the National Skills Partnership
Disadvantaged workers	There is no procurement by the council employers will use the training provider of their choice. All training providers will be contracted to the National Skills Partnership
Advanced trading provision	There is no procurement by the council employers will use the training provider of their choice. All training providers will be contracted to the National Skills Partnership
Inward Investment lead Helen Stinson	
	All activity will be procured in line with Hull City Council's usual procurement processes on a case by case basis.
Site Assembly lead Chris ladley ERYC	
	All procurement will be in line with East Riding of Yorkshire Council's & Hull City Council's procurement policy which conforms to all European regulations.
Business Support lead Dawn Hall ERYC	
	Delivery will be procured via a competitive tender exercise, which will offer qualified businesses / individuals the opportunity to become part of a framework delivery system procurement will comply with all European legislation and council
Business Investment Grants Richard Lowther HCC	
	All cases will be subject to a detailed appraisal to be undertaken by a qualified accountant. The appraisal will then be approved by HCC 151 officer.
Research, Development & Innovation lead, Guy Hembury	
	All procurement will be in line with European, East Riding of Yorkshire Council, Hull City Council and the University of Hull procurement policy.

Cross cutting themes and impacts

3.8.1 Local Benefit

Central to the development of the programme is the potential benefit that the Siemens investment will bring to the local area. All six strands have local benefit at their core.

It is important that the programme engages with businesses planning to enter the market, helping them to understand the industry and also engages with companies unaware of the sector, matching gaps in the local supply chain to the capabilities of local business.

The industry will potentially have the capacity to sustain thousands of jobs in the area but local workers must be skilled. The industry will need suitably skilled workers in both technical and commercial applications with many skills being required in other industries. It is imperative that the local workforce is appropriately skilled to meet the specific needs of the offshore wind and renewables industry and its associated supply chain.

3.8.2 Investor Demand

The potential Siemens investment at Green Port Hull is the key driver for the programme. To truly gain the benefit from the investment, the supply chain must be encouraged to co-locate, thus creating new employment opportunities and further down the line supply opportunities. To remain demand driven the programme remains firmly focussed on the investor, in this case Siemens, thus guarding against supplier led interventions.

The Hull & East Riding Joint Development Team, led by Hull City Council, is working with Siemens on an on-going basis to extract relevant information about both generic and specific skills requirements. The programme is ensuring content of training is relevant to the needs of the employer and not supply driven.

Also, Siemens are introducing the team to potential tier 1 and tier 2 supply chain companies that could potentially co-locate.

It is also important that the programme retains some flexibility – the needs of the investor may change over the lifetime of the programme and it will be up to the Programme Delivery Team and Board to ensure, where possible, investor demand is met. Strategic direction for the programme will be provided by the Programme Management Board who will be informed and advised on investor demands by the Programme Delivery Team.

3.8.3 Equalities

All residents, businesses, visitors and potential inward investors stand to gain from the successful implementation of this Programme. However, there is a danger of some more deprived parts of the area lagging behind in economic growth due to multiple layers of deprivation.

As a result, the regeneration of these areas, alongside the economic development of the area is key to ensuring that positive economic growth does not inadvertently widen inequality. The elements of the programme targeting enterprise support and job matching in deprived areas will be part of the mitigating activity, alongside existing regeneration activity

In addition, the focus on engineering skills, a traditionally male dominated area, may have a negative impact on the ability of women to engage with and benefit from the programme. An equality analysis, in line with the requirements of the Equality Act 2010 and the East Riding Equality Framework, will be carried out on all elements of the programme by each respective

delivery lead as part of the appraisal process and actions identified to mitigate this and any other potential negative impacts. Providers will be encouraged to target courses at particular groups and inward investors will be invited to raise the awareness of opportunities to these groups as part of the investor support package.

3.8 4 Environment

The Green Port Growth programme is about creating a renewable energy centre of excellence in the Hull and East Riding areas, maximising the opportunity of the Green Port Hull development and Siemens investment and supply chain. The development of the renewables industry is central to The City Deal ambitions, Hull City Council's 'Green City' ambitions and the development of the Energy Estuary to be the leading European players in the industry.

The sectors supported by the programme include manufacturing and engineering which traditionally would have a negative impact on the natural environment but a positive one on social and economic outcomes.

The development of Green Port Hull has been subject to a significant consultation period with statutory consultees and interest groups including the Highways Agency, Natural England and the Ramblers Association, amongst others and an Environmental Impact Assessment has been completed as part of the Local Development Order.

The Delivery Plan enables a comprehensive integration of environmental considerations throughout the individual programme projects. The Plan will ensure that businesses benefiting from the Plan have a comprehensive understanding of their environmental impact and undertake necessary activity to improve performance and mitigate any negative impacts to ensure increased competitiveness and attractions to Tier 1 and 2 suppliers. The skills strand will deliver business environmental understanding so that future employees are as well equipped for delivering environmental improvements in businesses as they are to demonstrate responsible health and safety behaviour.

The R&D element will integrate key sustainable development principles and enable the development of next generation renewable energy engineering solutions to reduce costs, improve efficiency and ensure greater integration of renewables into the diversified national energy grid. The opening up of sites and investment grants to facilitate supply chain location will provide the necessary infrastructure to ensure the delivery of a low carbon economy in Hull and increase the resilience of sites to future technological developments in low carbon and SMART city development.

4 Risk

Managing Risk

Risk is to be monitored and managed on a monthly basis at the Delivery Team meetings.

Each project strand has an individual risk log which is monitored by the leading project manager, it is updated each month and this is then feed into the main programme risk log.

The programme operates an early warning system were by any risk that is high for more than a month is to be address by the team and mitigating action is detailed in an effort to reduce the risk.

The risk register appended is for the main programme as part of the Year Two Delivery Plan.

4.1 Risk assessment

Strand	Risk	Probability	Impact on the overall programme	Assessment	Mitigation	SRO	Assessment after mitigation
Whole Programme	Siemens decide not to come to Hull	Medium	High	Medium	Planning has now been approved and consultation with Siemens and APB is ongoing	All strands Hull CC APB	Medium
Whole Programme	Further protracted delays on the decision from Siemens to relocate to Green Port	Medium	High	Medium	Continued discussion with BIS, and all other parties to conclude the decision	All strands Hull CC APB	Medium
Business Support	Unwillingness of the renewables supply chain to consider new suppliers from the local area	Medium	High	Medium	Make sure all existing and new companies are to the standard required by the OEM's	Business Support	Medium
	Unwillingness of the local businesses to participate in the programme	Low	Medium	Low	Target approach to companies and marketing of the programme	Business Support	Low
Inward investment	Master plan delivery does not achieve the results required	Medium	Medium	Medium	Strong business case and programme management already in place	ALL	Low
	Tier 1 and tier 2 suppliers locate outside the enterprise zone.	Low	Low	Low	Develop a professional offer for inward investment and publicise the benefits of EZ	Inward investment team	Low
Grants	The associated supply chain is imported from cheaper locations	Medium	High	Medium to High	Any transport and handling costs are likely to be higher than local delivery, working closely with OEM to smooth the supply chain	ALL	Medium
	Too high a take up on grants	Medium	Medium	Medium	Current negotiations with tier 1 suppliers show some will be eligible for GBI funding	Grants team	Low
Skills	Inability to source skills in the local labour market leading to an influx of labour from other areas and countries.	Medium	Medium	Medium	The establishment of skills initiatives and web site design to assist local people to enter the labour market and show links to apprenticeships.	Skills and Business Support	Medium
	Low take up of training	Low	High	low	A full marketing campaign will highlight the availability of the programme.	Business Support & Skills Team	low
	Lack of approved specialised training providers.	Low	High	low	Process to develop training partners, using and expanding on existing providers via procurement.	Skills team	Low
Site assembly	Failure to provide serviced sites for new OEMs will prevent further expansion and the area will simply become an assembly site.	Medium	High	Medium	The Paull site is the only area large enough to take an OEM, the infrastructure costs are very high. Site investigations and a model to fund the project is being drawn up. Round 4 RGF is being applied for.	The Site Assembly team	Medium
R&D	Low take up of R&D. The proposals for R&D will be an important resource for companies in the supply chain and the tier 1 OEMs but would have a limited affect on the overall project delivery.	Low	Low	Low	The R&D facilities will be advertised by all the strands of the programme and the University will be marketing to all its known companies.	Inward investment and , Business Support team	Low

5 Key programme elements

5.1 Aims and Objectives

Skills & Training Development	
Delivery lead - Hull City Council	<p>Aims The project strand will increase the strength and depth of the engineering workforce and raise skills levels in preparation for an increased demand and churn of skilled workers that will arise as a result of the Siemens investment. 1000 jobs will be safeguarded in the engineering sector in the North Humber Bank area and 1000 upskilling qualifications will be achieved.</p> <p>Objectives <u>Apprenticeships – wage subsidy</u> 850 apprenticeship places will be created in the engineering sector in the North Humber Bank area and 850 Level 3 qualifications will be achieved. All apprenticeship frameworks will be advanced to NVQ level 3 or above. The year one output have been exceeded with over 100 apprentices in 70 companies. <u>Upskilling – Training Subsidy</u> By providing training subsidies to support the up-skilling of 1000 engineering sector employees the project will achieve</p> <ul style="list-style-type: none"> • 150 additional Level 4 qualifications. • 50 additional Level 5 qualifications. • And will ensure that 1000 jobs are safeguarded <p><u>Specialist Skills Training</u> To provide training subsidies to OEM's and Tier 1 suppliers to support specific skills training for 300 locally recruited employees and to safeguard 300 jobs by supporting specific skills training for 300 locally recruited employees by March 2018. <u>Wage Subsidies for Disadvantaged Groups</u> To provide wage subsidies to local private sector employers to support employment of 750 people from disadvantaged groups and to create 750new jobs for people from disadvantaged groups by March 2018.</p>
Business Support & Advice	
Delivery lead - East Riding of Yorkshire Council	<p>Aims The business support provision is aimed at assisting local businesses to access the supply chains of OEMs and their associated suppliers as well as the development of other environmental technologies that will establish the Humber Estuary as a rich source for accredited suppliers involved with the newly emerging global 'green industries'. The project will allow local business in Hull and East Riding to grow and take on more staff in sustainable jobs for the future. Helping business to hold the necessary management, administration and recognised accreditation is the ultimate aim to operate in world class manufacturing sector.</p> <p>Objectives This programme must enable local business in Hull & East Riding to grow and take-on more staff in sustainable jobs for the future. Whilst the renewables sector is the focus, the legacy of world-class manufacturing, holding the necessary management, administration and recognised accreditation, is the</p>

	<p>ultimate aim.</p> <p>The tangible outcomes are expected to be in the order of</p> <ul style="list-style-type: none"> • 650 businesses supported • 300 jobs created • 10% increase in GVA • 300 jobs safeguarded
Site Assembly	
<p>Delivery Lead - East Riding of Yorkshire Council</p>	<p>Aims</p> <p>Providing employment sites in close proximity to the Green Port investment is essential to the master planning process where the supply chain is identified and specifically targeted with sites designed to meet their needs. Several large employment sites have been identified in Hull and the East Riding that can be brought forward to meet investor requirements. The majority of these sites fall within the Enterprise Zone. The industry is 'land hungry' and specialist, therefore not appropriate for speculative build. ERDF funding is being utilised to bring these sites forward.</p> <hr/> <p>Objectives</p> <ul style="list-style-type: none"> • To address the issues associated with contaminated and derelict sites • To raise land values in the City. • To attract major renewable energy inward investment projects to Hull • To facilitate opportunities for local businesses to supply Siemens and their suppliers. • To maximise the opportunities associated with Green Port Hull.
Inward Investment	
<p>Delivery Lead - Hull City Council with Hull & Humber Chamber of Commerce Industry & Shipping;</p>	<p>Aims</p> <p>To provide a co-ordinated and proactive inward investment campaign lead by the local authorities to attract at least three tier 1 & 2 businesses to Hull and ER. To utilise these key investments to attract additional investment in the wider economy through linked trade mission from the local business sector. This will be delivered through the development of professional marketing material, seminars and exhibitions to sell 'the Green Port Hull offer'.</p> <hr/> <p>Objectives</p> <p>The primary aim of the programme is to ensure the Siemens supply chain co-locates to the Hull & East Riding area and ensuring local people and businesses can take advantage of the opportunities associated with this. The inward investment strand provides the vital key account management function, the direct contact with Siemens and their Tier 1 suppliers. Activities will include a master-planning exercise in conjunction with Siemens to ensure that the right companies are targeted and their individual needs can be met. There will be pro-active overseas visits and inward missions providing opportunity for local business to engage with larger suppliers and vice versa. As the strand is primarily engaged in promotional and marketing activities, it will include the production of marketing material including an RGF funded 'toolkit'. Coordinated marketing activity will be the remit of this strand. The success of this strand is heavily dependent on the availability of suitable employment sites, comprehensive business support, investment grants, research and innovation support along with the availability of a skilled workforce.</p>

Business Investment Grants	
Delivery lead - Hull City Council	<p><u>Aims</u> By creating a local capital investment scheme, the area will have a greater flexibility to capture both the international mobile large scale investments of the area's leading businesses along with the potential inward investment associated with the offshore wind renewable energy supply chain.</p> <p>Greenport Business Investment grants will offer funding to Renewables co-located value chain businesses that move into Hull and the East Riding assisted area on capital investments up to £20m, reducing the 'opportunity cost' for investors.</p> <p>Whilst other forms of financial support are available to business including Finance for Business and Enterprise Finance Guarantee, they are for small businesses, are subject to limited amounts and are only available in the form of loans and equity funding. The project aims to provide business grants to both existing local companies coming into the area and indigenous businesses looking to expand into the renewables sector.</p>
	<p><u>Objectives</u> The project will provide business grants to both new companies coming into the area and indigenous businesses in the renewable industry, green technologies and supporting engineering industries.</p> <ul style="list-style-type: none"> • It will create 450 jobs; • Safeguard 150 jobs • Increase GVA by £50m <p>And encourage the creation of up to 20 new businesses</p> <p>The project will address the following issues;</p> <ul style="list-style-type: none"> • It will help SME's to secure investment in capital equipment by reducing the costs and risks associated with an investment. Following the credit crunch and the restriction in the financial markets it is increasingly difficult for SME's to obtain capital from the financial institutions. • It will help to facilitate the development of a cluster around the offshore wind industry locally, creating a virtuous circle of activity, by co-locating activity in and around the City of Hull there are opportunities for synergies and cross fertilisation of ideas.
R & D – Knowledge Fund	
Hull City Council delivery lead with the University of Hull	<p><u>Aims</u> The offshore wind industry is an infant industry as such there is likely to be the rapid emergence of new technologies and processes as companies seek to gain a competitive advantage in the marketplace and the size of turbines increases.</p> <p>Research and Development (R&D) is highly mobile. Targeted R&D will underpin, inform and support the development of the City Region's Offshore Wind (OSW) and Co-located value chain capacity, aligned to the Greenport investment in Alexandra Dock.</p>

	<p>Objectives</p> <ul style="list-style-type: none">• Respond positively and proactively to company inquiries seeking R&D support to develop relevant products (and identify potential companies).• Provide a clear and coherent mechanism for companies, the RGF Board and the RGF Strands to engage with each other on R&D activity.• Provide easy access for companies to the best available R&D expertise (all R&D providers, not just the University of Hull).• Enable R&D projects to be complemented by activity from other GPG RGF strands, such as Business Support and Training & Skills, to ensure highest probability of commercial success.• Work with Siemens and tier 1/2 companies on their R&D needs and those of their OSW supply chains. Promote R&D relationship building between companies in the supply chains.• Support companies in securing additional (non RGF) R&D funds.• Promote the R&D Fund in collaboration with the overarching GPG RGF marketing and communication activity.
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6.1 State Aid

The Green Port Growth Programme will use the following State Aid notifications from the European Commission Regulation (EC) No 800/2008 of 6 August 2008. For the application of articles 87 and 88 of the treaty (block exemptions) and de minimis will be applied to business support and skills

State Aid			
Skills Strand lead Bob Ferriby	What it will do	State Aid	How beneficiary will be identified
Skills – Engineering Apprenticeships.	This strand will provide wage subsidies for apprentices in the order of £80 pw for year 1 and £60 pw for year 2 recognising the fact that semi skilled apprentices bring value to their employers. All apprenticeship frameworks will be advanced to NVQ level 3 or above.	Provision of funds will be made in accordance with either the de minimis regulation or Article 39 – Training Aid - Under the terms of Article 39 of Article 87 (3) of the treaty.	Wage subsidies will be paid to engineering sector businesses based in Hull and the East Riding
Skills – up-skilling	The project will support the up-skilling of existing employees in the engineering sector to levels 3, 4 or 5. A 50% subsidy will be paid to the employer towards the cost of training	Provision of funds will be made in accordance with either the de minimis regulation or Article 39 – Training Aid - Under the terms of Article 39 of Article 87 (3) of the treaty.	Training subsidies will be paid to engineering sector businesses based in Hull and the East Riding
Wage subsidies for disadvantaged groups	To provide wage subsidies to support the employment of disadvantaged and disabled workers back in to employment. Workers must be registered as disabled or have been out of work for 6 months or more.	Provision of funds will be made in accordance with Article 40 aid for the recruitment of disadvantaged workers in the form of wage subsidies	Wage subsidies will be paid to engineering sector businesses based in Hull and the East Riding
Specialist skills	The project is aimed at companies employing people who will need very specific skills to meet the needs of their employers It is unlikely to be available locally and may be undertaken abroad. With a contribution of 25% of eligible costs associated with the training to the employer.	Provision of funds will be made in accordance with either the de minimis regulation or Article 39 – Training Aid - Under the terms of Article 39 of Article 87 (3) of the treaty.	Training subsidies will be paid to engineering sector businesses based in Hull and the East Riding
Inward investment - Lead Helen Stinson			
To ensure the Siemens supply chain co-locates to the Hull & East Riding area and ensuring local people and businesses can take advantage of the opportunities associated with this. Make pro-active overseas visits and inward missions providing opportunity for local business to engage with larger suppliers and vice versa. Primarily engaged in promotional and marketing activities, to include the production of marketing material including an RGF funded 'toolkit'. create and update the Green Port Growth website.		Provision of funds will be made in accordance with the European Commission's regulations (EC) No 800/2008 of the 6 th August 2008 and articles 87 and 88 of the treaty general block exemption regulations and the de-minimus regulation	Inward Investment is the marketing strand for the programme. It will promote the area and the 'offer' internationally, leading on all pro-active promotional activity.

<u>Site Assembly Lead - Chris Ladley ERYC</u>		
Several large employment sites have been identified in Hull and the East Riding that can be brought forward to meet investor requirements. Providing employment sites in close proximity to the Green Port investment is essential to the master planning process where the supply chain is identified and specifically targeted with sites designed to meet their needs	Provision of funds will be made in accordance with the European Commission's regulations (EC) No 800/2008 of the 6 th August 2008 and articles 87 and 88 of the treaty general block exemption regulations. Section 1 Article 13.	Sites are already identified in the on-going master planning exercise and the results will provide details on specific requirements for each site.
<u>Business Support lead Dawn Hall ERYC</u>	-	
The business support strand, will assist businesses on the Humber North Bank, to access the co-located supply chain of renewable energy manufacturers and their associated suppliers; as well as develop the environmental technologies which will establish the Hull City Region as a rich source of accredited suppliers involved with the emerging global 'green industries	Levels of support proposed to SME's will fall within De-minimis level and this will be monitored throughout the project	links to the Inward investment strand and the other area along with targeted marketing will highlight beneficiaries
<u>Research, Development & Innovation lead, Guy Hembury</u>		
This strand will work closely with the inward investment and business support strands to identify potential for innovation. The strand will provide advice to investors on research, development and innovation projects and source bespoke solutions from academic institutions. A specialist engineer will be funded by the programme who will work with investors	Provision of funds will be made in accordance with the European Commission's regulations (EC) No 800/2008 of the 6 th August 2008 and articles 87 and 88 of the treaty general block exemption regulations Section 7 article 30.	Wage subsidies will be paid to engineering sector businesses based in Hull and the East Riding
<u>Business Investment Grants Lead Richard Lowther HCC</u>		
The project aims to provide business grants to both new companies coming into the area and indigenous businesses in the renewable industry, green technologies and supporting engineering industries locally	Provision of funds will be made in accordance with the European Commission's regulations (EC) No 800/2008 of the 6 th August 2008 and articles 87 and 88 of the treaty general block exemption regulations.	Grant will be paid to businesses expanding into the renewable energy, green technology, engineering and low carbon sectors in Hull and the East Riding or relocating to the area.

7.0 Programme Legacy & Exit Strategy

Year One Legacy and lessons learnt.

The delay in the Siemen's decision has had an effect on the delivery of the Research and Development strand and the Business Development Grants strand, as no companies are in a position to develop any projects until the needs of the tier one companies are known.

The setting up of the Partnership agreement and service level agreements with Hull City took longer than programmed. Hull City's strands were not allowed to commence without the SLA's in place, the Skills strands were provided with a letter of intent which allowed them to start earlier to catch the September school leavers.

This proved to be a great success as the Skills strand have exceeded its targets with only 4 drop outs from the 106 apprentices.

The annual delivery plan also cannot be a fixed document it must be monitored and reassessed as a live document based on the year's progress and changes in the business conditions.

Over all Programme Legacy & Exit Strategy

By 2018, the market for renewables investment will be far more mature, with risks and uncertainties far more quantifiable, hence commercial borrowing will be far more accessible. Furthermore, the opportunities to fund green investments will be greatly enhanced following the inception of the Green Investment Bank. As companies are better able to assess the future demand for renewables technologies so businesses will be more able to determine the equilibrium level of training.

By investing significantly in the provision of training now, there will be a significant skilled workforce capable of incremental development. The provision of training opportunities now is likely to lead to improved aspirations within schools and with it educational performance of the local population. The demand for training places amongst individuals will be linked to the experiences of people within the industry.

In securing new businesses and new employment there will be a significant stimulus given to the local economy which will help to address the equity issues facing the local economy. Having secured investment in the renewables industry it will be easier to attract further investment in the sector as the City and the surrounding area will be recognised as a centre of excellence and have the core of skills and expertise conducive to further investment. Hence it should be a low risk location.

The availability of grants will encourage investments to go ahead, reflecting the reduced level of risk and improved returns. As demonstrated, the development of a mature commercial market for investment in the renewables industry will reduce the requirement for grants as companies will be able to make more informed investment decisions. Moreover, it is anticipated that by 2015 there will be an equitable arrangement with regard to financial support across the UK and Europe.

7.1 Evaluation

On-going self-evaluation will be undertaken by the Programme Management Board and the management team of officers to ensure that the different elements of the programme are

delivering projected outcomes. Where necessary, actions will be agreed to tackle shortfalls and continuously improve programme delivery

Individual project strands will be required to undertake internal and final evaluations of their projects, which will be reported to the performance management group. For individual strands in receipt of over £2m there will be a requirement to provide an external interim and final independent evaluation of the programme.

At the end of the programme the effectiveness of the overall approach and the added value offered by coordinated delivery of the complementary components will also be evaluated. This will demonstrate the value of a strategic programme approach.

A full midterm evaluation is to be carried out in 2015 to monitor the progress of the Programme as a whole.

7.2 Delivery Plan – Finance table

EXPENDITURE 2013/14									
Delivery strands	Quarter 1/ 2013 April May June	Quarter 2 July, August, Sept	Quarter 3 Oct, Nov, Dec	Quarter 4 2014 Jan, Feb, March	Total Year	Future years	All years	To date 2012 per claims	Profile for year
	Expenditure	Expenditure	Expenditure	Expenditure	Expenditure	Expenditure	Expenditure	Expenditure	Expenditure
Skills apprentices									
RGF Funds	£ 130,000	£ 149,500	£ 163,800	£ 182,000	£ 625,300	£ 5,478,380	£ 6,188,000	£ 84,320	£ 156,000
ERDF Funds									
Private sector Funding	£ 32,500	£ 52,000	£ 84,900	£ 101,000	£ 270,400	£ 5,306,600	£ 5,577,000		£ 39,000
Other Public	£ 125,000	£ 150,000	£ 175,000	£ 20,000	£ 470,000	£ 9,589,600	£ 10,059,600		£ 140,000
Skills Up skilling									
RGF Funds	£ 20,000	£ 20,000	£ 15,000	£ 15,000	£ 70,000	£ 1,134,958	£ 1,215,618	£ 10,659.60	£ 30,000
ERDF Funds					£ -				
Private sector Funding	£ 20,000	£ 20,000	£ 15,000	£ 15,000	£ 70,000	£ 42,500	£ 112,500		£ 7,500
Other Public									
Specific Skills									
RGF Funds	£ -	£ -	£ -	£ -	£ -	£ 1,000,000	£ 1,000,000	£ -	
ERDF Funds									
Private sector Funding									
Wage subsidies for disadvantaged groups									
RGF Funds		£ 50,000	£ 75,000	£ 75,000	£ 200,000	£ 1,615,020	£ 1,815,020		
ERDF Funds									
Private sector Funding		£ 75,000	£ 150,000	£ 225,000	£ 450,000				
Delivery Costs Skills									
	£ 32,500.00	£ 32,500	£ 32,500	£ 32,500	£ 130,000	£ 693,596	£ 875,980	£ 52,383.78	£ -
Business Support									
RGF Funds	£ 32,700.00	98523	£ 132,694	£ 156,539	£ 420,456	£ 5,193,695	£ 5,650,112	£ 35,961.27	£ 305,905
ERDF Funds									
Private sector Funding						£ 1,125,000	£ 1,125,000		
Inward Investment									
RGF Funds		£ 83,250	£ 54,500	£ 96,500	£ 234,250	£ 760,720	£ 1,000,000	£ 5,029.57	£ -
ERDF Funds							£ -		
Private sector Funding						£ 146,722,000	£ 146,722,000		
Site Assembly									
RGF Funds		£ 224,500	£ 224,500	£ 224,478	£ 673,478	£ 21,981	£ 879,382	£ 183,923.50	£ -
ERDF Funds									
Private sector Funding						£ 150,000,000	£ 150,000,000		
Business Grants									
RGF Funds		£ 2,000	£ 19,500	£ 29,500	£ 51,000	£ 5,147,971	£ 5,200,000	£ 1,028.58	£ 7,000
ERDF Funds									
Private sector Funding			£ 50,000	£ 100,000	£ 150,000	£ 3,041,100	£ 3,191,100		
Research and Development.									
RGF Funds		£ 31,531	£ 32,031	£ 31,531	£ 95,093	£1,779,766	£ 1,875,888	£ 1,028.58	
ERDF Funds									
Private sector Funding						£21,334,500	£ 21,334,500		
Yearly Interest Income									
Opening balance £	£ 83,435	£ 82,943	£ 81,266	£ 79,298	£ 326,943	£ 582,474	£ 1,265,807	£ 356,390	
Du Diligence Budget									
	£ 22,250	£ 22,250	£ 22,250	£ 22,250	£ 89,000	£ 582,340	£ 707,891	£ 36,551.36	0
Total	£ 392,700	£988,804	£1,224,425	£1,304,048	£3,909,977	£359,987,388	£363,821,700	£410,886	£ 685,405
Cumulative Total		£1,381,504	£2,605,929	£3,909,977					
RGF Total	£ 237,450	£714,054	£771,775	£865,298	£2,588,577	£22,700,537	£25,700,000	£410,886	£498,905
ERDF Total		£0	£0	£0	£0	£29,000,000	£29,000,000		
Private Sector Total		£72,000	£99,900	£116,000	£340,400	£305,002,737	£305,343,137	£0	£39,000
Other Public Total		£150,000	£175,000	£20,000	£470,000	£9,589,600	£10,059,600	£0	£140,000

7.3 Delivery Plan – Key Milestones 201 /13

Year one Key Milestones and Key Performance indicators.							
Key Millstones & KPI's Year One	Quarter One April to June	Quarter Two July to September	Status Achieved or delayed. Quarter 3	Quarter Three October to December	Status Achieved or delayed. Quarter 3	Quarter Four January to March	Status Achieved or delayed. Quarter 4
Skills	Set up training Provider Framework	KPI to Establish 25 Engineering apprentices	KPI exceeded by 13 with 38 established	KPI to Establish 25 Engineering apprentices	KPI exceeded by 27 with 52 apprentices established.	KPI to Establish 25 Engineering apprentices	Total apprentices 106 exceeding the total KPI by 31
Up Skilling		KPI to Up Skill 10 Operatives	1 operative up skilled in Q2	KPI to Up Skill 10 Operatives	KPI achieved 10 up skilled in Q2	KPI to Up Skill 10 Operatives	KPI exceeded with 33 up skilled in the year
Business Support		Pilot of consultancy network	Contracts signed for 30 pilot audits	Setting up delivery infrastructure and contacting companies	Contracts signed for 30 pilot audits	Feed back and report on findings, tender consultant framework for further support.	Tender being advertised. Reports all completed . New companies to be audited.
Inward Investment		Marketing material design and Master plan preparation.	Strand Master documents approved for the programme hand out folder.	Pilot scheme to explore tier one companies supply chain	Contact with alternative tier one supply chain companies has been established for the Paull Site and others in the area.	Delivery staff in place and Humber International renewables consortium formed	Delivery staff are in place, the web site ahs been tendered and is being updated 1 conference attended
Chamber of Commerce.				Project Team in Place		Project team in place, Stakeholder group identified, Steering group appointed, engage with tier 1 companies, identify international chain network	The service level agreement between the Chamber and Hull agreed but delivery delayed due to Siemens's delayed decision.
Site assembly		Master Planning on Paull site and Green Port Site	Master Plan on-going	RGF 3 application made for Paull	Master Plan and transport infrastructure and Local Development Order on-going. RGF round 3 not approved	RGF round 4 application submitted,	RGF 4 application made awaiting outcome. If the round 4 is not approved then the RGF 2 programme may be amended to provide some funding.
R&D	Agree Business plan and obtain Board approval for plan	Board agree plan, University to agree service level agreement with ERYC and Hull CC	Draft SLA agreed with ERYC	Appoint staff and start to advertise the knowledge fund .	Delayed start of R&D due to Siemens's decision not being made		
Business grants				Establish Investment Panel	The investment Panel has been formed	First grants due diligence implemented	Grants delayed due to delay in Siemens decision.
Siemens Announcement						Site Announcement from Siemens on the Green Port Site	No decision made any further delay into 2013 may effect the programme and alternative avenues of delivery may be required.
Delivery Plan approved		August	Delivery plan approved September		Delivery plan approved September		Delivery plan approved September
BIS approval		August	Final revised offer letter October.		Final revised offer letter October.		Final revised offer letter October.
Communication and marketing		Communication and marketing plan approve by BIS and two local authorities.	Coms plan draft out for consultation with all strand leads	service level agreement approved and implemented	Service level agreement approved	Plan implemented following the site announcement	No announcement by Siemens's so no firm launch, the web site has been tendered and is being updated to continue with the soft launch.
Annual review.				Programme review DCLG/ BIS		Annual review of the programme.	Annual review with DCLG taking place.
Year 2 delivery plan						Year 2 delivery plan confirmed and submitted to DCLG and BIS	Year 2 Plan with DCLG for comments and approval

Year Two Milestones and KPI's

Key Millstones Year One	Quarter One April to June 2013	Quarter Two July to September 2013	Quarter Three October to December 2013	Quarter Four January to March 2014
Skills	KPI for Strand are 25 apprentices, 16 up skilled operatives and 25 wage subsidies for disadvantaged groups	KPI for Strand are 25 apprentices, 18 up skilled operatives and 25 wage subsidies for disadvantaged groups	KPI for Strand are 25 apprentices, 18 up skilled operatives and 25 wage subsidies for disadvantaged groups	KPI for Strand are 25 apprentices, 18 up skilled operatives and 25 wage subsidies for disadvantaged groups
Business Support	Tender for the consultants frameworks	Short list and interview consultants for framework. contacting companies for audits	set up and implement the framework and carry out feed back and audits to Companies.	feed back results from audits to Board and companies.
Inward Investment	Attendance at All Energy 2013 Exhibition, Aberdeen and Renewable UK off shore wind Manchester. Green Port Growth Programme Launch (Subject to FID). Skills Prospectus Biz Week event and follow up	Engagement with 2 x tier one/two suppliers. Work Boat Prospectus.	Attendance at Renewables Exhibition in Birmingham. Engagement with 3 tier one/two suppliers.	Engagement with 2 x tier one/two suppliers.
Chamber of Commerce.	Project Team in place. Ambassadors identified.	Identify target markets. Project Manager engaged with renewable networks in Europe. Agree three year business plan.	Overseas visits by Ambassadors. 1 market report.	One outward trade mission supported by ambassadors. 30 x B2B meetings.
Site assembly				
R&D	Complete engineers job description	Recruit the engineer to post	Set up knowledge base information	Market the knowledge base and engineers expertise.
Business grants	Establish Investment Panel. Recruit Grants officer	First grants appraisal and due diligence implemented	First Grants approved	Monitoring commences
Siemens Announcement		Possible in July		
Delivery Plan approved	Approval by DCLG			
BIS approval	Year 1 Audit and year 2 plan approval By BIS			Audit of programme
Communication and marketing	New web site set up as part of the Green Port Hull site	Biz Week event and follow up	Launch of programme if decision made by Siemens	
Annual review.	Year One completed			
Year 3 delivery plan				Start work on year 3 plan

8.1 Outputs

Delivery strands	Quarter 1/ 2013 April May June	Quarter 2	Quarter 3	Quarter 4/2014	total year 2 outputs	totals to date	Future years	All years
	Outputs 20013/14							
Skills								
Skills apprentices	25	25	25	25	100	100	650	850
Skills Up skilling	16	18	18	18	70	10	120	200
Specific Skills							300	300
Wage subsidies for disadvantaged groups	25	25	25	25	100		750	750
Business Support								
business supported	10	10	10	10	40	30	580	650
jobs created				5	5		295	300
jobs safeguarded							300	300
Inward investment								
Jobs								
Tier 1 and 2 companies re locating to hull							2	2
Site Assembly								
Business Grants								
jobs created							450	450
jobs safeguarded							150	150
Research and Development.								
Totals	76	78	78	83	315		3597	3952
Total Jobs created 1330	50	50	50	50	200	100	1030	1330
Total Jobs Safeguarded	16	18	18	18	70			

Projected Interest Calculation to cover Due Diligence costs.

Regional Growth Fund - Interest Calculation

		Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total	Due diligence estimated costs.
		£	£	£	£	£	
2012-13	Opening Balance	25,700,000	25,798,303	25,896,981	25,996,037		
	Spend	0	0	0	516,000	516,000	
	Total	25,700,000	25,798,303	25,896,981	25,480,037		
	Interest (1.53%)	98,303	98,679	99,056	97,461	393,498	
	Closing Balance	25,798,303	25,896,981	25,996,037	25,577,498		£ 85,195.00
2013-14	Opening Balance	25,577,498	24,413,494	23,143,569	21,859,249		
	Spend	1,257,030	1,358,112	1,367,613	1,461,113	5,443,868	
	Due Diligence Costs					0	£ 173,201.00
	Total	24,320,468	23,055,382	21,775,956	20,398,136		
	Interest (1.53%)	93,026	88,187	83,293	78,023	342,529	
Closing Balance	24,413,494	23,143,569	21,859,249	20,476,159			
2014-15	Opening Balance	20,476,159	18,377,070	17,254,637	16,106,328		
	Spend	2,169,113	1,188,181	1,209,681	1,365,434	5,932,409	
	Due Diligence Costs					0	£ 173,201.00
	Total	18,307,046	17,188,889	16,044,956	14,740,894		
	Interest (1.53%)	70,024	65,748	61,372	56,384	253,528	
Closing Balance	18,377,070	17,254,637	16,106,328	14,797,277			
2015-16	Opening Balance	14,797,277	12,486,930	11,367,654	10,207,958		
	Spend	2,357,928	1,162,592	1,198,592	1,102,833	5,821,945	
	Due Diligence Costs					0	£ 173,201.00
	Total	12,439,349	11,324,338	10,169,062	9,105,125		
	Interest (1.53%)	47,581	43,316	38,897	34,827	164,620	
Closing Balance	12,486,930	11,367,654	10,207,958	9,139,952			
2016-17	Opening Balance	9,139,952	6,482,487	5,486,278	4,486,259		
	Spend	2,682,166	1,017,114	1,017,114	1,018,114	5,734,508	
	Due Diligence Costs					0	£ 173,201.00
	Total	6,457,786	5,465,373	4,469,164	3,468,145		
	Interest (1.53%)	24,701	20,905	17,095	13,266	75,966	
Closing Balance	6,482,487	5,486,278	4,486,259	3,481,411			
2017-18	Opening Balance	3,481,411	2,610,714	2,220,831	1,830,059		
	Spend	880,645	398,345	397,745	402,735	2,079,470	
	Due Diligence Costs					0	£ 172,001.00
	Total	2,600,766	2,212,369	1,823,086	1,427,324		
	Interest (1.53%)	9,948	8,462	6,973	5,460	30,843	
Closing Balance	2,610,714	2,220,831	1,830,059	1,432,784			
2018-19	Opening Balance	1,432,784					
	Spend	171,800				171,800	
	Total	1,260,984					
	Interest (1.53%)	4,823				4,823	
	Closing Balance	1,265,807					£ 950,000.00
Total	Spend	9,518,682	5,124,344	5,190,745	5,866,229	25,700,000	
	Interest (1.53%)	348,405	325,296	306,685	285,420	1,265,807	