
Green Port Growth Programme Management Board – 12th August 2015

STRAND UPDATE REPORT

Employment & Skills Strand

Apprenticeship Wage Subsidies - The 2015-16 target for engineering apprenticeship starts is 200. Since 1st April 2015 we have approved 36 applications. It is normal for the early summer period to be relatively quiet and we anticipate that this will significantly increase at the start of the new academic year.

Engineering Upskilling/Specific Skills (now merged) – The 2015-16 target for upskilling is 260. Since 1st April 2015 we have approved 37 applications again we anticipate that this will significantly increase with the start of the new academic year.

Renewables Pathway Project, Disadvantaged Groups – More development work has been done in preparation for commissioning by means of a mini competition through the GROW Employment Related Services Framework. The project will be known as the Pathway to the Renewables Sector and its duration will be 10 weeks. In order to ensure best fit with Siemens' recruitment plans the first intake will be in January 2016. The selected provider will be required to carry out assessment days, which will be held at the green port one stop shop initially on a two weekly basis. As well as using the assessment days to assess potential starters for the Pathway project, all attending will be provided with a feedback document indicating their strengths and weaknesses and signposting them to further support and training. This document can be placed with their CV for use in job applications. The first assessment days are expected to start in October.

Business Support Strand

Strand Progress

To date the project has achieved the following:

- 311 Enquiries
- 192 Enrolled
- 95 Businesses Supported
- 25 companies financial assistance awarded (3 of which have been successful in a 2nd application)
- 32 f/t equivalent Jobs created

Grants and consultancy support (to date);

- Financial assistance paid = £177k
- Financial assistance committed = £142k
- Percentage of spend with local businesses, 79% Hull and East Riding, 16% rest of Yorkshire & Humber, 5% Out of Yorkshire and Humber

Companies engaged

New Enquiries – Enquiries have increased this month, following a presentation to the BNI Business Group on the 10th July. This has resulted in a number of visits to new contacts including companies in engineering, security and training.

State Aid Certificates/Monitoring Visits - Following the issuing of State aid certificates, monitoring visits have just started to take place with all companies who have previously received financial assistance; this is to ascertain growth within the companies, to accurately record the creation of new jobs and to gain information on successes within renewable sector supply chains. To date 4 companies have been visited, resulting in 5 new jobs being declared, an increase in turnover in

excess of £1,400,000 , a range of tenders being submitted to Siemens, Spencer's etc. and potential collaborative work by a timber business and solar panel company to develop the prospect of including solar panels direct into frame designs.

Successes by the programmes supported companies include:

M B Roche - Hull-based civil engineering contractors M B Roche & Sons Ltd has been named SME of the Year at the Constructing Excellence Yorkshire & Humber Awards 2015. Director Daniel Roche said the company's aim had been to move to a best value approach, with a shift away from lowest price wins to a best value philosophy delivered by the right local people with the right training, qualifications and experience. Financial assistance was awarded by the programme for new IT hardware and software to enable implementation of BIM technology.

Wastewise - Wastewise have recently opened a £4.5m recycling centre to process household food and garden waste. The plant in Eppleworth, near Cottingham, will handle more than 60,000 tonnes of brown bin rubbish every year, drawn from 260,000 Hull and East Riding households. The Programme initially supported the company with consultancy support to help with the identification and sourcing of the finance required for the build and are now receiving financial support with implementing ISO standards and system upgrades.

Wider renewables activity

Supply Chain Co-ordinator - At the beginning of July the programme appointed a supply chain co-ordinator, Fred Mead of Pera Consulting / Grow Offshore. The coordinator role is to work with the Green Port Growth Programme as well as local and national schemes to instigate and increase opportunities for local businesses; including data collection and sharing on opportunities, improving working relationships with developers, OEM's etc, identification of suitable local companies and increasing the amount of successful tenders by local businesses. Fred will attend the September board meeting to discuss his plans with board members.

Green Port Directory - Through ongoing marketing there are currently 165 companies registered, 22 incomplete and 62 are in process.

Key observations

We have now seen a number of our businesses directly being approached by Siemens and being requested to submit tenders. At present they are under NDA's but hopefully a number will be successful and we can promote this success in the future.

Site Assembly Strand

Wider uncertainty with potential investors remains at the Paull site. High level discussions with ABP continue to discuss options on how the site can be brought forward to the market in a mutually acceptable way.

Inward Investment Strand

Strand Progress

Green Port Hull Business Desk in Denmark - Following a procurement exercise the British Danish Chamber of Commerce has been appointed for a 10 month period to establish and manage the Green Port Hull business desk activity in Denmark. Overall management of the service will be with the Hull & Humber Chamber of Commerce.

Key deliverables set by HHCC:

- Launch event –Sept/Oct 15 - Attended by Lord Mayor of Hull and potentially the Leader of ERYC. Green Port Ambassadors will also attend.

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- Identify/direct engagement with 200 potential inward investors (director level).
 - Of which 30 will visit Green Port Hull
 - Provide engagement with 6 potential investors of the 10 month life of the project
 - Deliver 2 x inward trade missions to GPH of a minimum of 15 companies that are seriously interested in investing or engaging in GPH supply chain activities.
 - Monthly activity reports to the HHCC and quarterly reports to the GPGP

The contract will be re-evaluated after 8 months.

Green Port One Stop Shop, Hull Central Library - NPS have provided indicative costings for the one stop shop, along with indicative artists impressions for the potential layout of the facility. Provisional opening date scheduled for 21st September. Three year rental agreement will be drawn up with a break clause after first 12 months.

The facility will be manned throughout the week with two late evenings and from 10.00 am to 4.00 pm on Saturdays. In order to provide sufficient cover alongside existing commitments, three support officers (HCC Grade 4) are to be recruited. Because of the requirement to be up and running by mid-September it is hoped that at least some recruitment will be through the redeployment pools of both HCC and ERYC. Hot desk facilities and meeting rooms will be available for use by all Green Port programme staff, Jobcentre Plus and Siemens.

Siemens Careers Events – Siemens, the Green Port partnership and Jobcentre Plus will be running three Careers Events on 29th & 30th September and 3rd October 2015. The purpose of the events is to provide information to prospective candidates who are interested in career opportunities at the manufacturing and installation facility in Hull. This is a fantastic opportunity to meet with representatives from Siemens to understand more about the roles they will be recruiting, the recruitment process and training requirements.

The venues have been chosen to cover the Hull & East Riding area as widely as possible:

- Tuesday 29th September, Freedom Centre, Preston Road, Hull
- Wednesday 30th September, Mercure Grange Park Hotel, Willerby
- Saturday 3rd October, Guildhall, Hull

It is anticipated that the events will be very popular and spaces are limited due to the capacity of each venue. Anyone wishing to attend the event will have to register on the Green Port Hull website where they will be issued with a ticket. Freedom Centre will be the launch event with a media/press call organised by Siemens at around 1300hrs and will be opened by Clark McFarlane, Siemens. Alan Johnson MP and Karl Turner MP will also attend.

The latest Green Port Hull website analytics report (paper attached) indicates a huge increase in traffic following the announcement of Siemens careers on the 7th July.

Companies engaged

Engagement has been made with Danish manufacturing company producing heavy equipment solutions for the wind turbine industry. Proposed visit to Hull August/Sept 15

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

Strand Progress

- 3 new companies engaged during the month, all micro-businesses;
- Reviews undertaken on 2 existing companies following initial support given earlier in the year;
- Facilitation support given to 3 other companies in terms of taking their product /service offering to the next stage;

- Handover of the administration activities of the strand from Linda Love (University of Hull) to Emma Platt-Lowe (RDI Strand Coordinator) is now complete; progress continues with the population of Evolutive to ensure that the strand can both capture and report as per the revised business plan;
- Work continues with HCC on the final form of the Grant Offer Letter (GOL). The latest iteration is currently undergoing review;
- RDI strand has fed in to the discussions with the Humber LEP on its innovation programme and has introduced Simon Green, Exec. Director of Venturefest NE as a sounding board for the way it moves forward supporting innovation in the region;
- RDI strand has played a key role in discussions with the Offshore Renewable Energy Catapult about establishing a Humber Coordinator as part of its outreach activities. Following the submission and acceptance of the expression of interest, a meeting was held with OREC in July to flesh out the opportunity. It is clear that the Humber is in an excellent position to secure a strategic position for itself but on its terms. A follow-up session is to be conducted to progress the opportunity. As a co-funded activity, 50% match to OREC's support must be found;

The University of Hull has been engaged in 4 separate areas during the month – Dan Parsons, Jack Hardisty, Gavin Cutler and David Wells.

- **General:** Communications continue with Siemens, A2SEA, AIS, E.On, Yorkshire Water and Arup on a monthly basis in relation to the activities of Green Port Hull.

Wider renewables activity

- The onshore wind re-powering agenda is starting to raise its head which presents an excellent long-term opportunity for the region of an O&M variety;
- A large Spanish company is known to be considering the Humber as a potential site for a biomass plant. The company is one of the leading investors in bioenergy-related R&D in Europe;
- In the cleantech space, the linkages between the use and movement of water as part of industrial processes and energy consumption is increasingly on the radar of large corporations and utility service providers such as Yorkshire Water. Smart activities in this area represents a supply chain opportunity;
- The Humber region has an opportunity to position itself nicely in the energy storage market, a sector of wider energy system which will become increasingly important to the renewables industry to resolve the intermittency issues.

Key observations

- The RDI strand is building up a strong head of steam with micro-business engagement in particular; review work, mentoring and assistance in the RDI process are now starting to bear fruit;
- The bias in enquiries and work with partners is towards offshore renewables; the bioenergy-type activities we were seeing a year ago appear to have dried up;
- Tidal energy is once again on the agenda locally;
- Market of, and receptiveness to, the RDI strand is increasing month-on-month;

The RDI strand continues to work very closely with Business Support, in particular, and benefits from a strong relationship with Emma Toulson at the LEP and the THMA team which continues to feed leads to the strand.

Key considerations for the board

Given the change of emphasis of the RDI strand, it is imperative that the RDI support currently provided to the micro-business and SME communities continues and, indeed, grows. The RDI strand was conceived and approved based on such support; failure to deliver this aspect of activity will not only jeopardise the credibility of the RDI strand and GP programme as a whole, it will eliminate the shoots of an innovation ecosystem which are starting to emerge in the region.

Business Grants Strand

Further to our last update to the GPGP board, we have had discussions with a leading local developer with regard to providing office accommodation in the immediate vicinity of the Port.

With regards to grant applications we are in discussions with several investors however no applications are expected to be received imminently.

General

An up to date map of proposed wind farms in the north sea has also been circulated with this months papers.

Sarah Clark
Programmes Manager
5th August 2015