
Green Port Growth Programme Management Board – 9th December 2015
STRAND UPDATE REPORT

Employment & Skills Strand

Strand Progress

Engineering Apprenticeships - The 2015-16 target for engineering apprenticeship starts is 200. Since 1st April 2015 we have approved 94 applications.

Engineering Up-Skilling/Specific Skills - The 2015-16 target for upskilling is 260. Since 1st April 2015 we have approved 103 applications.

Key considerations for the board

The procurement process for the Pathway to Employment Project (formerly known as the Renewables Pathway – Disadvantaged Groups) is now complete. The contract is to be awarded to Unity Training based in Orchard Park in North Hull. The first intake will start the programme on Monday 11th January 2016. Assessment days are to be held at the Green Port Hub on the following dates:

- Wed 9th December (AM)
- Fri 11th December (PM)
- Wed 16th December (AM)
- Fri 18th December (PM)
- Wed 23rd December (AM)

In the New Year, assessment days will be held on Wednesday mornings only.

The Green Port Hub (formerly known as the Green Port Hull Careers & Information Centre) opened for business on Monday 16th November. All new staff are now in place. Helen Stothard from Siemens and Jan Thompson from Jobcentre Plus are also based at the Hub on a part-time basis. Business has been brisk and virtually all places on assessment days before Christmas have now been filled.

Business Support Strand

Strand Progress

To date the project has achieved the following:

- 351 Enquiries
- 223 Enrolled
- 111 Businesses Supported
- 29 companies financial assistance awarded
- 46.43 f/t equivalent Jobs created

Grants and consultancy support (to date):

- Financial assistance paid = £189k
- Financial assistance committed = £169k
- Percentage of spend with local businesses, 60% Hull and East Riding, 13% rest of Yorkshire & Humber, 29% out of Yorkshire and Humber

Workshops

Workshops on Successful Marketing in Renewable Energy, Introduction to ISO 9001 and Offshore Wind – Operations and Maintenance have taken place this month this resulted in:

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- **Successful Marketing** - 26 individuals attending from 20 companies of which there were 2 new enrolments on to the programme
 - **Introduction to ISO 9001** – 7 individuals from 7 different companies
 - **Offshore Wind – Operations and Maintenance** – 31 individuals from 24 different companies of which 5 companies were new onto our books

NOTE: Since the Social Media workshop in October the team have been regularly tweeting using the tags @greenporthull and #GPGevent this has resulted in tweets being seen by 33,000 people and 9,000 account holders. We now also have over 1,400 followers.

Supply Chain Coordinator update

- Ensured Green Port is represented at the DEME Supply Chain Event (GeoSea, Tideway, OWA) supplier day due on 7th Dec. A brief Green Port Presentation will be made on the day. The team have identified 75 Hull and East Riding companies on our books who have the potential to supply and have been invited to attend.
- Presented at Danish visit on the present supply chain demands and opportunities and the GPGP support programme, facilitated some 1-2-1 meetings and supported in the follow up session.
- Continuing to make collaborations between manufacturing and engineering companies in Yarmouth and Lowestoft who are likely to be involved in East Anglia 1 with companies in Hull and East Riding for collaborative working.
- Currently pursuing Siemens and Spencers for quest spots at our networking event on the 17th December.

Wider renewables activity

Presented an over view of the GPGP at the THMA and Hull University, **Niedersachsen/Lower Saxony "Business Delegation to Great Britain"**.

The focus of the visit to Hull & Humber was to discuss the Offshore Wind industry and its impact on:

- our respective regions as well as future cooperation;
- role of offshore wind for the UK energy system - position of the new national government;
- importance of offshore wind for the local economy;
- introduction to the Siemens & Green Port Hull project;
- role of ports for the implementation of offshore wind projects;
- discussion of possible cooperation between Niedersachsen Ports and Humber (existing DFDS freight ferry, development of both areas as offshore base ports, etc.)

Energy Technology Centre – East Riding College, officially opened 26th November.

Key observations

It has been announced that the Growth Accelerator and MAS elements of the Business Growth Service will cease from April 2016 onwards (12 months before expected). As of midnight on Monday 30th November no further businesses will be able to access the services. The Green Port Business Support team have worked closely with both of these services and have used these schemes to refer companies to who have required specific consultancy work (approx. 50% of our companies). With this service going it will mean that we will start to see the need for financial assistance applications for direct consultancy support. Further information will be shared with the board as it is known.

In addition two companies on our framework (Pera and Winning Pitch) directly offer these services and as yet we do not know if there will be any negative implications to our framework.

Key considerations for the board

Financial assistance applications due to be submitted for board decision, hoping for schedules to be with board members by close of play Friday 4th December.

Site Assembly Strand

Strand Progress

The District Valuer from the Valuations Office Agency (VOA) has been instructed to value the Paull LDO site in its current state and following the two infrastructure investment scenarios presented by ABP. This will enable us to accurately plan for a public sector intervention in order to remove the abnormal costs associated with the site and make it 'oven ready' for supply chain investment.

Inward Investment Strand

Strand Progress

European Marketing Activity Plan January – July 2016

Background - The Hull & Humber Chamber of Commerce working with Hull City Council and East Riding of Yorkshire Council has been charged with preparing a marketing activity plan to identifying potential European Foreign Direct Investors to Green Port Hull with a focus on the renewable energy industry, particularly wind. The Green Port Hull vision is to establish itself and the Humber Estuary as a world class centre for renewable energy, creating wealth and employment for the region.

Proposal - This proposal is to align the Green Port Hull (GPH) opportunities with the interests and intentions of European players in the renewables sector.

The proposal is intended to:

- (i) Target specific geographical areas/countries.
- (ii) Deliver a series of specific events to promote GPH.

Overview of Target Markets

Denmark - the SLA between HHCC and the BDCC was signed in August 2015 and to date two key activities have taken place, namely the launch of the Green Port Hull Desk in Denmark in September 2015 and an inward trade mission of 16 companies to GPH end of November, 2015. Four warm leads emerged as a result of the trade mission and are being followed up by the inward investment teams.

Denmark will continue to operate in accordance with the delivery plan agreed by the GPH Board. To date the contractual outputs are on target. The GPH Danish Desk will continue to identify potential investors and refer to HHCC for signposting to partners. A further inward mission from Denmark is being planned for early summer, 2015.

Budget is in place until July, 2016.

Recommendation: Review outputs and achievements and funding June 2016.

France - a private Green Port Hull Dinner was organised for the 18th November, to coincide with the EWEA European Renewable Energy Exhibition held in Paris on the 17-19th November, 2015. Green Port Hull ambassador to be in attendance was Simon Brett, Associated British Ports supported by Pauline Wade. The GPH invitation was well received with a good mix of key decision makers from the European renewable energy sector

accepting the invitation. However, given the atrocities that happened in Paris the previous week-end it was decided after serious deliberation to cancel the dinner.

HHCC has developed an excellent working relationship with the team at the British Embassy Paris, with EWEA whose headquarters is in Brussels and the British Chamber of Commerce in France.

Recommendation: HHCC to continue to scope the market and work with the afore-mentioned facilitators to network and identify potential inward investors. HHCC to ensure that GPH Board is kept fully informed of opportunities for GPH to be represented by GPH ambassadors and/or PW at high level renewable energy events that are attended by potential inward investors e.g. inward investor events hosted by the Embassy and EWEA or customised events organised by HHCC timed to take place alongside major exhibitions such as THETIS Wind and Marine Energy Exhibition and Conference, Paris 10th & 11th May, 2016.

Germany - After the UK, Germany is one of the front runners on the European renewable energy scene. In the past decade, industrial and service companies in offshore and onshore wind energy have developed rapidly at numerous locations along Germany's North Sea and Baltic coasts, forming clusters belonging to the entire value chain, from project developers and operators to turbine manufacturers, suppliers and related service provider.

After Denmark, Germany should be considered as a market of importance to GPH, particularly since the recent announcement by Siemens that their next generation nacelles will be built in Cuxhaven.

Geographical locations - geographical locations for renewable energy industry in Germany is the Northern Lander, namely, Schleswig-Holstein, Hamburg, including the adjacent States of Lower Saxony and Bremen and Mecklenburg-Vorpommern. The geographical location of these regions are perhaps more easily identified and familiar to us from the major cities located in the regions, namely, Szczecin, Rostock, Cuxhaven, Bremerhaven and Hamburg. Together the regions comprise roughly 80% of the German wind industry including suppliers.

In addition to the northern German states, and because of the close working relationship with the renewable energy sector in Holland, there is an opportunity to tap into the wind-energy supply chain elements located in Holland via Germany. Several particular competencies are located in Holland such as subsea piling etc.

In principle, initial research shows the priority sectors that may attract inwards investments are, Wind Energy Primes, Wind Energy Tier 1 to 3 suppliers, Energy Storage, P2G, Smart Grid, Biomass Power Generation, Waste to Power. Each will have significantly different potential in partly to do with the "state of readiness" of the GPH facilities. A scoping exercise to rank the sectors in terms of investment potential is likely to maximise investment outcomes.

Recommendation 1: Target and scope the key geographical locations identified above.

In general terms the recommended approach to the German market is similar to the Danish GPH model and the suggested methodology is -

HHCC and partners will work with a German partner to:

- Review profiles, capabilities and competences of the target companies
- Organise promotional events in Germany targeting potential investors.
- Short list potential investors against the "Technology Match" and the "Supply Chain Fit"
- Organise inward missions to GPH and b2b meetings.
- Set up a point of contact for Germany companies in Germany.
- Inward and outward executive visits and trade missions.
- Networking events and B2B meetings in Germany and Hull

Recommendation 2: Parallel, bespoke GPH events at and around Wind Energy Hamburg 27 -30th September, 2016.

Poland - Indication are that there has been expressions of interest in GPH from European renewable energy companies currently operating in the supply chain out of Poland. Cost of production in Poland is attractive to them but because of the size of the UK market some are looking at UK site options.

EWEA Wind Power Poland 2016 is the largest wind industry conference & exhibition in Central and Eastern Europe, taking place from 8-9 March 2016 in Warsaw.

Consideration may be given to scoping the exhibition to gather information and network.

Methodology - In order to identify potential direct investors (businesses active in the renewable energy sector) an established contact procedure is emerging that consists of a direct approach, followed by possible visits to company facilities for discussions. HHCC and its in country partners will use extensive databases coupled with market research to identify potential investors. It is also recommended that as a precursor to the actual approach, an analysis of the target company’s position within the industry supply chain will help us identify serious players and investors.

Once identified potential investors will be invited to visit GPH.

Summary of options of recommended activity in priority order:

Denmark	Ongoing until Contract review	July 2016 June, 2016
Germany	RFQ call	January 2016
	GPH Promotion Germany	March, 2016
	Inward Mission	June, 2016
	Wind Energy Hamburg –GPH parallel events	September, 2016
France	THETIS Paris GPH parallel event.	May 2016
Poland	EWEA Wind Power Poland. Warsaw. GPH parallel events	March, 2016

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

Strand Progress

- Progress is beginning to be made on the ‘Socio-Environmental Economic Impact of the Offshore Wind Sector Investments at Green Port Hull’ agreed at the May 2015 board meeting. University resources are now in place to undertake the work and the steering group has been established made up of representatives of GPH, UoH, and industry specialists. Links across the GPGP strands are in train with a request being made to the business support strand to engage several case study businesses to track through the life of the Programme. Suggest an update be made at a future board meeting to update on progress.
- Continued engagement through the month moving existing clients towards funding submissions, with 2 clients now starting to formulate plans for submission to the Knowledge Fund.
- Planning has continued for the R&D Workshop on tax credits and funding, to be delivered 8/12/15.
- David Richards (Univ. Hull) and AL attended the signing of the DONG Energy-University of Durham MOU (5/11/15). The event allowed DR to meet senior members from Siemens, DONG Energy, Durham

University and the Offshore Renewable Energy Catapult, amongst others. The networking value was generally recognised as excellent and augers well for future partnering.

- Excellent exposure with the Innovate UK Energy team was achieved at the Innovate UK Annual Conference in London.
- A new, exciting relationship has been forged with University College Dublin's, NovaUCD innovation, entrepreneurship and incubation unit. The Nova UCD has over 35 client companies. These companies cover a vast array of sectors, including ICT, biotech, medical devices, wireless and renewable energy. In addition well over 70 companies have now also graduated from NovaUCD. A key element of NovaUCD strategy is to continuously refresh their community of entrepreneurs and to have capacity at all times to house new companies.
- 8 companies engaged during the month: 6 micro-businesses; 3 large companies
- Grant Offer Letter (GOL) finalisation with HCC remains outstanding. Discussions continue.
- Discussions have continued with Andrew Jamieson, CEO of the Offshore Renewable Energy Catapult in relation to how best for OREC to align with the existing and future innovation activities of the Humber region. AL was able to assist AJ prior to a meeting with Siemens on 26/11/15.

Wider renewables activity

Further insights into the 'Hydrogen Corridor' project of Northern Gas Networks have been obtained. There are local opportunities for the construction of appropriate injection plant in the East Riding of Yorkshire area (near the salt caverns used to store methane). A watching brief is being maintained. Leeds is to be the first major city converted to hydrogen (c.2030 under current plans); Hull, Nottingham, Middlesbrough and Newcastle are scheduled to follow.

In the wake of the Paris atrocities, the RDI Strand (AL) did not attend the European Wind Energy Association event scheduled for 16th-20th November.

Key observations

The RDI Strand continues to work very closely with the Business Support Strand, something which the micro-business and SME clients benefit from. Discussions over the last month have centred on increasing the interaction and efficiencies between the two strands.

Key considerations for the board

Feedback has been provided to Sarah Clark following the GPH Board's request to engage ENGIE to provide insights into its €100m investment fund at some future GPH Board meeting. The fund is attracting a lot of interest throughout the UK. A separate paper has been included on the agenda for specific request for Engie to appear at a future board meeting.

Business Grants Strand

Strand Progress

In the last month or two we have received a number of new initial enquiries (from relatively large enquiries to smaller enquiries) and general interest in the scheme has increased markedly, although no applications have come forward to date. The recent visit by the Danish delegation to the City brought forward a couple of new enquiries, which we will continue to work with in the New Year.

Programme level update

A contractual agreement has now been signed between the GPGP and the Ron Dearing University Technical College (UTC) for the GPGP to provide £150k of support. The request was approved at the June 2015 GPGP board meeting and is being funded through the interest generated by the RGF2 funding. Staged payments on the

achievement of outputs have been agreed with the UTC, the outputs associated with the contract are to engage with at least an additional 10 businesses actively involved in the work of the Ron Dearing UTC to help expand the range of businesses and thus deliver the vision of making the Region a world-class centre for renewable energy.

Sarah Clark
Programmes Manager
2nd December 2015