

Green Port Growth Programme Management Board – 13 July 2016

STRAND UPDATE REPORT

Employment & Skills Strand

Strand Progress

Apprenticeship Wage Subsidies - the 2016-17 target for apprenticeship starts is 200. Since 1st April 2016 41 applications have been approved with a further 53 pending.

Up-Skilling Training Subsidies - the 2016-17 target for upskilling is 200. Since 1st April 2016 32 applications have been approved with a further 69 pending.

Items for GPGP Board Consideration

Pathway to Employment - of the 16 completers in the second cohort, 10 have already secured sustainable employment with their placement providers. 20 long term unemployed people started with the third cohort on 4th July.

Linking Lower Level Training Packages to Advanced Apprenticeships - there have been no additional job outcomes for the 41 North Bank trainees who started their programme with HETA on 25th January. The final job/advanced apprenticeship framework outcome total for this group is 27.

Of the 27 South Humber Bank trainees that joined the project on 28th March; 14 have secured employment and Level 3 engineering framework.

An inaugural Women into Manufacturing and Engineering launch is now planned, with a workshop for careers advisers, work coaches and provider organisations to be hosted at the Green Port Hub in Hull on Friday 19th August, and a public open day on Saturday 20th of August at the same venue. Companies including Siemens and Airco will be actively recruiting for positions, but also helping to promote the manufacturing and engineering sectors to women.

The two initial pilot events will be Green Port branded, and will link with and support the Amy Johnson Festival. There are also plans to make the Women into Manufacturing and Engineering initiative self-sustaining in the longer term, attract and involve more businesses such as Swift, BP and University of Hull have already expressed an interest, and to undertake further work with schools, colleges and providers around showcasing the sectors to female participants.

A position statement is being prepared in order to help guide and inform central Government's Area Review of Post 16 Education provision in colleges, school sixth forms and specialist training and apprenticeship providers, which is being undertaken in North Yorkshire and the Humber from September 2016. Green Port has given input on sections around local skills gaps and future labour demand, and will be using findings from the recent building industry report to influence the Area Review group to consider the Humber construction and manufacturing sectors and the provision of training and education in their scope of work. Recommendations from the review are expected in Spring 2017.

A meeting was hosted recently at the University of Hull between representatives from the RDI and Skills strands, to gain a better understanding of the evaluation work being undertaken around the impact of the Green Port programme. There is also interest from other areas such as Cambridge and Peterborough, the European Institute for Innovation, East Flanders and central Denmark about research on twin-speed economies, how inward investment leads to up-skilling of the workforce, ways to support small and medium enterprises in accessing supply chain opportunities, etc., and a bid is now with the EU for funding to undertake a formal project.

The group intend to meet again to consider potential joint work on other issues, including developing a more in-depth understanding of the local manufacturing sector and the workforce in relation to the effect of Green Port. Whilst practical support has already been given to local manufacturing companies, it would be useful to build an

evidence base and undertake a formal impact study, rather than to rely on anecdotal employment information. Similarly, if the renewables industry continues to expand, with increased career prospects and potentially higher wage rates, then the impact on other sectors locally such as agriculture and food processing including the potential migration of workers will need assessing and possibly addressing.

Green Port is meeting with Prince's Trust in July. They are looking for opportunities to make connections with employers in the area who are providing entry level jobs and apprenticeships within the ports, logistics and holiday homes sectors, to see if the companies may be interested in working with the Trust to deliver their "Get into" programme, aimed at developing younger people.

Business Support Strand

Strand Progress

The project has (to date):

- 413 Enquiries
- 251 Enrolled
- 136 Businesses Supported
- 38 financial assistance applications have been awarded
- 75.96 f/t equivalent Jobs created

Financial Assistance (to date):

- Financial assistance paid = £271k
- Financial assistance committed = £132k
- Percentage of spend with local businesses, 65% Hull and East Riding, 13% rest of Yorkshire & Humber, 22% Out of Yorkshire and Humber.

Events / Workshops update

Business Growth Workshops – our second round of Growth workshops started in May with a further 3 of the sessions taking place during July including: Building effective business control systems, creating demand and resourcing for profit and growth. These are small 'hands on' workshops and we have representatives from 4 different companies taking part. Comments to date have been: "Lots of food for thought and good exercises to complete back in the workplace", "If only it had been 3 years ago! Still better late than never", "Great workshop, good format engaging all attendees".

This is Green Port Hull – 7th June 2016. The Business Support team arranged attendance for a number of GPGP supported local businesses who showcased different areas of the renewables sector by exhibiting their products and services at the event, these included:

- LED lighting and Biomass heating systems by specialist Martin Dixon Ltd. LED lighting uses 80% less electricity than conventional lighting and lasts up to 10 times longer.
- Ground and Air source heat specialists Pure Renewables attended to offer advice on the efficiencies that heat pumps offer, which greatly reduce running costs against fossil fuelled systems.
- Representing their unique recycling and waste management services were Wastewise and Enviromail. Both companies can help improve environmental performance whilst lowering costs.
- Boston Renewables were on hand to speak about the advantage of Solar PV and the use of.
- Battery Storage in today's marketplace and how they integrate to generate valuable revenue by supporting and balancing the National Grid.
- As a key supplier of Solar PV to local and national installers, Bonus Solar showcased a range of different renewable technologies.

Supply Chain Coordinator update

Attendance at RUK GOW

General feedback - The exhibition was quiet in terms of actual visitors the benefit came from visits from other exhibitors and contacting/remaking contact with known persons.

Site Assembly Strand

Strand Progress

Goole Intermodal Terminal project - discussions progressing well with Network Rail & DB Shenker in order to facilitate site investigation work set out in Year 5 delivery plans.

Inward Investment Strand

Strand Progress

Denmark - Discussions are on-going with the companies from the Djurs region of Denmark. Further information regarding office facilities, lease T&C's and financial support have been provided. They are still looking at a Danish House option and we expect a decision in Q3.

The Green Port Hull contract with the British-Danish Chamber of Commerce concluded on the 31st May, 2016, Deliverables during the 10 month contracting period were:

- 500 key players identified in Danish renewable energy industry
- 2 inward trade missions
- 3 GPH presentation in Denmark
- 298 directly engaged businesses
- Engagement with 6 potential investors, referred to the Inward investment teams.

Germany - Service Level Agreement between Hull & Humber Chamber of Commerce (HHCC) and the British Chamber of Commerce in Germany (BDCC) has been signed for the duration of a 10 months delivery period as from the 1st July, 2016. Delivery may also include Denmark, Holland and Belgium if it is appropriate.

A meeting took place at the British Embassy, Berlin between the British Chamber of Commerce in Germany, the UKTI Director Germany, Tony Simms and Pauline Wade, HHCC. An overview of the proposed GPH activities in Germany was provided and the meeting concluded with each agreeing to keep one another informed so that consistent messages went out to potential German investors.

German delivery partners will visit Green Port Hull in July on a familiarisation visit. The first deliverable under this SLA will be a targeted GPH event at Wind Energy Hamburg 27-30th September, and a tripartite German/British/Danish Renewable Energy Seminar on the 26th September, in Hamburg.

A joint GPH/Humber Renewables stand will exhibit at Wind Energy Hamburg and is being coordinated by THMA.

Brexit - The UK offshore wind market remains relatively attractive to investors but it cannot be assumed that the UK will do everything independently of the EU, and for the time being many questions remain unanswered, and it may be months or even years before there is clarity of outlook. The GPH Board may wish to consider looking beyond Europe for investors, opportunities for research and development cooperation, and e.g. low carbon technology transfer to create jobs. We should continue to give out a clear consistent message as the UK market is likely to become more challenging during this period of uncertainty.

Cultural Workshops - The cultural workshops for Siemens operatives bound for Denmark and Danish trainers coming into Hull continues. The evaluation sheets indicate that they are appreciated and well received and Finbarr Dowling,

Siemens Project Director, GPH has expressed his satisfaction with the workshops and wishes to acknowledge the support of GPH in this respect.

This is Green Port Hull event 7th June 16 - with 20 exhibition stalls with businesses showcasing renewable technologies and a series of topical presentations the event was well received. Over 80 people attended throughout the day and strand leads reported a good response, business support receiving over 30 new enquiries and the Grants gaining three good leads. The majority of the presentations received a good audience with the Green Port Growth Programme and the Supply Chain Q&A sessions proving very popular. Lessons were learnt, in particular that numbers tailed off to the end of the day. An earlier start and no later than a 2pm finish may be more appropriate for future events.

Next steps – Utilising existing networks and trade associations to present the Green Port Growth Programme opportunities to the EEF and the IOD and other relevant member organisations to be agreed.

Amy Johnson Festival - The Green Port Hull –‘Moth for Amy’ is now in situ at Zebedee’s Yard and makes up a trail of 58 other moths located around the region. The Da Vinci Engineered exhibition which is supported by Green Port Hull opened on 2nd July. Discussions are on-going between Green Port Hull and Rick Welton to deliver a business to business event as part of the festival. Alongside Siemens, Airco and Swift caravans, GPH will also be hosting a Women in to Manufacturing and Engineering event at the Green Port Hub on 20th August.
<http://amyjohnsonfestival.co.uk/>

GPH Communications and Marketing Tender and Exhibition Design Tender - following the PQQ process 9 companies were invited through to the ITT stage. Only two companies submitted final tenders, which have been evaluated. Hull City Council is completing the OJEU process and an appointment will be made within the next few weeks.

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

Strand Progress

Two new micro-businesses have been engaged during the month. Support has continued to flow to the existing portfolio of businesses that the Strand is engaged with. Material progress is being made around technology de-risking, IP management and innovation networking such that the companies are able to tap in to the correct resources, as required.

Attendance at external events has included: **Renewable UK Global Offshore Wind** conference, Manchester which was attended by EPL as part of the Humber Renewables delegation. Whereas the conference was quieter than usual, a number of new contacts were made and existing relationships strengthened; **Finance Camp**, Durham – a spin-off of Venturefest North East – at which new technologies and IP investment opportunities meet funders. This was attended by AL with the connections being of use to the RDI Strand portfolio; **Hull Biz Week**, where AL and EPL presented the RDI Strand, its aims and objectives and how to engage. The two new business engagements originated from this event.

Following the very successful THMA/UKTI/Northern Powerhouse offshore wind trade mission to the USA, follow-up discussions have been held with UKTI’s Charlie Haire in relation to inward missions to the Humber. This will be coordinated with THMA and Helen Stinson/Pauline Wade, as appropriate.

As previously reported, further discussions have been held with Simon Green, Executive Director of Venturefest North East with a view to enlisting his help with a region-wide innovation mapping exercise similar to that undertaken in other regions, this will provide an excellent baseline from which the areas innovation ‘ecosystem’ can develop.

Wider Renewables Activity - Progress is being made on the GPGP/RDI Strand-supported Economic Impact Study being delivered by the University of Hull. The arrival of the Project Director has provided this project with structure and momentum.

Key Observations – The post-EU Referendum period will cast serious doubt on the involvement of UK organisations in the EU's Horizon2020 programme. As such, until further clarity is gained, the RDI Strand will not be encouraging its SME's and micro-businesses to consider this funding route. Similarly, central UK Government sources of finance will come under pressure to fill some of this void. As such, the RDI Strand's role will increasingly be seen as important in the Hull and East Riding area.

Business Grants Strand

Strand Progress

During the last month we received interest from a further five parties, four of which are likely to be small i.e. less than £100k, with potentially one significant application see attached. We have received our first application in from a local SME.

Inward investment proposition - The current absence of modern available properties is likely to constrain the area's ability to secure new inward investment to the area.

Danish House Concept - We have received our first application for the Danish House grant.

Programme wide update

Feedback on the outcome of the BIS healthcheck is still awaited. In the meantime progress continues on the delivery by all strands of their Year 5 Delivery Plans. The first quarterly claim of Year 5 is being finalised which will be followed up with close scrutiny of expenditure and activity to ascertain any elements of under spend along with a rationale and action plan from strand leads to resolve.

The final signed off report from the mid term evaluation of the Programme has been agreed with a follow up meeting scheduled for the Consultants to meet with strand leads from the business support and skills strands in mid July to discuss specific recommendations following the feedback received during the business and trainee interviews. The final report signed off will be circulated to the board by the end of July.

Sarah Clark
Programmes Manager
6th July 2016