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**Green Port Growth Programme Management Board – 10 August 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 44 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 66 applications have been approved with 50 applications pending.

**Items for GPGP Board Consideration**

*Pathway to Employment*

Of the 16 completers in the second cohort, 11 have secured sustainable employment following the completion of their 5 week work placement. 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.

**Business Support Strand**

**Strand Progress**

**The project has (to date);**

- 420 Enquiries
- 254 Enrolled
- 138 Businesses Supported
- 42 financial assistance applications have been awarded
- 77.46 f/t equivalent Jobs created

**Financial Assistance (to date)**

- Financial assistance paid = £282,798.07
- Financial assistance committed = £162,082.30
- Percentage of spend with local businesses, 65% Hull and East Riding, 13% rest of Yorkshire & Humber, 22% Out of Yorkshire and Humber

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**Events / Workshop – taken place this month:**

Business Growth Workshops – The second round of growth workshops are now completed with positive feedback received from companies. Feedback has taken place with the consultant and the third round will commence in September.

The business support team are working with their framework of consultants to develop a series of new workshops along with a repeat of those requested by companies. This programme of new workshops will begin in September and run up to December.

### **State Aid Certificates**

Annual *de-minimis* state aid certificates have now been issued for 2015/16 to all companies who have gained support through the strand either through reviews, attendance at workshops or obtaining financial assistance.

Formal monitoring will now take place with companies who have previously received financial assistance; this is to establish growth within the companies, to accurately record the creation of any new jobs, monitor declared jobs and to gain information on successes within the renewable supply chain.

### **Wider Renewables Activity**

#### **Amy Johnson Festival**

The team are working with the Amy Johnson Festival to organise a 'B2B' breakfast event titled 'Positive Benefits of Employing Women in your Manufacturing & Engineering Business' on 17th August at The Hull History Centre. Local businesses will be speaking on their personal experiences of employing women along with an HR Specialist giving an overview on recruitment issues and legalities.

Following the event, Green Port will be putting a support package together to help businesses in relation to looking at their premises, funding of apprentices/women into the sector and supporting them with their recruitment processes.

### **Site Assembly Strand**

#### **Strand Progress**

Updated state aid advice is needed for the Goole Intermodal Terminal and Paull projects due to proposals by the EU to extend the 2014 General Block Exemption Regulation (GBER) to include investments in port related infrastructure (within certain parameters). Both projects have been short-listed for LGF support based on recent EOI's and these proposed GBER changes will make interventions from GPG more straightforward from a state aid perspective.

Projects outlined in Year 5 delivery plan are mostly progressing well and expenditure is on target to meet (or exceed) profile.

### **Inward Investment Strand**

#### **Strand Progress**

#### **Green Port Hull – Internationalisation**

We are in discussion with and providing support to several organisations looking to locate in the area.

#### **Germany and Northern Europe**

A SLA with German partners was exchanged on the 1<sup>st</sup> July and will be 'live' for 10 months. Our German partners visited Hull on the 11<sup>th</sup> July and were shown around Green Port Hull by Simon Brett. Meetings also took place with the Invest Investment teams while they were in Hull.

**Wind Energy Hamburg 27 – 30<sup>th</sup> September:** GPH will be represented at Wind Energy Hamburg by GPH ambassadors Simon Brett and Scott Yates accompanied by Pauline Wade. A programme of activity is being worked on by our German partners that will include 'B2B' meetings with German companies interested in engaging with GPH.

On the 26<sup>th</sup> September 2016, GPH has been invited to present at a (pre Wind Energy Hamburg) pan European seminar organised by the British Chamber of Commerce in Germany. The GPH presenter will be Simon Brett, supported by Scott Yates and Pauline Wade who will be available to meet with interested companies on a 'one to one' basis during the networking session and dinner. This event is at no cost to GPH and is being sponsored by two German multinational companies.

An 'invitation only' GPH dinner will take place in Hamburg for key decision makers from the Renewable Energy Industry that may be in Hamburg for the Summit and Exhibition. The plan is to identify a high profile host for the dinner and a guest list is being compiled. A similar event was intended to take place in Paris last November, but unfortunately because of the terrorist attack that took place in Paris at that time, the dinner had to be cancelled. The acceptance response for that event was good and the intention is to try and replicate it in Hamburg.

The Board agreed at a previous meeting that the German contract delivery partner should have the remit to engage with companies from other near Northern European countries that express an interest in GPH, namely, Belgium, Holland, Norway, Finland and Denmark. It is therefore believed that there is adequate exposure for GPH in Northern Europe for the time being. Opportunities for attracting investment and trade from these markets are being identified and these will be reported to the Board when the exercise is complete.

#### **Investors and trade with far markets**

Opportunities may exist in the markets listed below. However, it is fair to say that there is some degree of uncertainty and nervousness post 'Brexit' with regard to the UK as a place to invest. The recent announcement by Siemens and GlaxoSmithKline are encouraging. Rather than "standing still" it is recommended that the markets should be scoped further by PW before committing funds to large scale GPH investor and trade events in distant markets. Scoping of the following markets is recommended to the Board as a cost effective way of gathering information specific to investing in and trading with GPH. Some market visits may be required to meet with in country facilitators. Markets deemed ready for scoping are:

**Asia - China, Taiwan and India:** An important trend in trade and investment of the past two decades has been the increased participation of Asian firms in world markets. Their emergence as large investors in a variety of industries, from boosting advanced technology companies to leasing large tracts of land has been evident. There is clearly opportunity for trade with these countries in terms of services and knowledge sharing. The University of Hull already has excellent contacts in China and possibly India that could be used as leverage to promote GPH. The HHCC also has extensive networks in both countries that could be used to attract investment and to promote trade. However, scoping is recommended and it may well be that this could be done in part at the EU Sustainable Energy Conference on the 10<sup>th</sup> and 11<sup>th</sup> October 2016, which is designed to foster partnerships between the EU and global investors (Britain still qualifies as a participant for the time being).

**North America USA:** There is significant interest from the US in how Europe has achieved success in renewable energy and in particular, in off shore wind energy. For the time being there may be trade opportunities and we can expect fact finding inward missions from the US to gather information on GPH and its achievements. Both of these activities are being covered by UKTI working with THMA and it is recommended that there should be no duplication. A second mission to the US is being planned in Oct/Nov and if the Board desire GPH could be represented on this mission purely as a fact finding exercise.

## Items for GPGP Board Consideration

Does the Board agree that the Hull and Humber Chamber of Commerce (HHCC) scope the potential for Asian market activity?

Does the Board agree that the HHCC attend the EU Sustainable Energy Conference on the 10th and 11th October 2016 in Miami, USA? The conference is co-ordinated by the EU and delegates from Asia, SE Asia, Europe, US and Latin America will attend. The purpose of attending is to get a feel for investment both east and west by attending the international conference rather than scoping countries individually. The alternative is to scope two Asian markets.

Does the Board agree that to Green Port Hull representation on the THMA/UKTI mission to the USA purely as a fact finding exercise?

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

### Strand Progress

- Two new, Hull-based 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.
- Simon Green, Executive Director of Venturefest North East has confirmed his interest in assisting with an innovation mapping exercise for the Humber. Simon recently commenced the Innovation Supernetwork Programme on behalf of the NE LEP. Finally, the quarterly strand review has been held with Sarah Clark.

### Wider Renewables Activity

General discussions with industry contacts suggest that the formation of BEIS<sup>1</sup> and the loss of DECC as a stand-alone department may (at least in the short-term) have an adverse effect on the profile of renewable energy in the UK, albeit that offshore wind remains at the heart of the Government's industrial strategy. With a growing lobby to reinstate support for onshore wind, an interesting dynamic is underway post-EU referendum.

### Key Observations

Discussions are underway to review the composition of the RDI Strand Assessment Panel, with the option of bringing in external assessors with specific technical expertise as part of the process, on an 'as-needed' basis.

## Business Grants Strand

### Strand Progress

#### Danish House

The first potential grant award for the Danish House concept is being processed and it is anticipated a further application from another energy services business will be received shortly (both of these companies are UK based). The team continue to work with a large Danish company who is interested in coming to the area; however the wider interest from the recent Danish delegations visiting the area appears to have cooled.

### Overview of the grants

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<sup>1</sup> Department of Business, Energy and Industrial Strategy.

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Since the start of the current year we have received greater interest in the scheme. We have been actively promoting the Greenport grants in conjunction with other strand leads, as well as the wider business support networks. This period of increased interest has also coincided with the development of the Siemens site. We have recently received our first application.

Within our current pipeline we have a number of potential large scale investment projects.

Other on-going enquiries include 6 project applications for a total of £480k in grant funding.

We also have a number of other potential applications, including a company seeking to manufacture wood pellets for bio-mass, a training company looking to establish a specialised base in the area and a manufacturing company producing low carbon products

### **Programme wide update**

A Year 5 first quarter critical review of spend and outputs against forecasts has been undertaken for each strand of the programme. Progress looks promising at this stage, but will be reviewed again after quarter two to ensure any required reallocation of resources is carried out in good time to ensure year 5 targets are achieved in full.

**Sarah Clark**  
**Programmes Manager**  
**3 August 2016**