



Green Port Growth Programme Management Board – 14th May 2014

Strand Update

Skills Strand

Engineering Apprenticeships / Engineering Up-Skilling / Specific Skills – This reporting period has been very quiet as expected due to the time of year, consolidation of outstanding applications and documentation has been the focus of activity this month.

Additional activity - The pathways project approved at the last Board meeting is in the early stages of the tendering process. The project aims to help members of disadvantaged groups (mainly people who have been in receipt of an out of work benefit for at least 6 months) to access employment opportunities in the wider renewables supply chain has been prepared. It is envisaged that this project will be procured, contracted and starting delivery by the autumn 2014.

Business Support Strand

To date the project has:

- 100 enquiries
- 70 enrolled
- 50 reviews completed
- 11 companies financial assistance awarded
- 13 f/t 1 p/t Jobs created

Grants and Consultancy Support (to date)

- Grants and consultancy support processed for payment - £38,539
- Committed grants and consultancy support costs - £82,108
- Percentage of grant spent by purchasing through local businesses - 79% Hull and East Riding, 16% rest of Yorkshire & Humber, 5% outside of Yorkshire and Humber.

In progress - There is a large volume of work in progress; the team are awaiting 11 company enrolments, 5 financial assistance applications and there are 4 reviews to be arranged.

Success stories - After receiving consultancy support, ISO accreditations have been achieved by [REDACTED] (ISO 9001) and [REDACTED] (ISO 14001). [REDACTED] have achieved their CHAS accreditation. There is ongoing monitoring of the effects that the financial assistance has on new tendering opportunities for each company through update meetings/progress record.

Links with other programmes and events - The team were pleased to take part in a Renewables Network 'Supporting your Business' breakfast event (29th April) at which the Business Support Strand Lead, Dawn Hall spoke about the Green Port Growth Programme as a whole, as well as confirming links with other



speakers; GREAT, Energy Technology Centre, Skills Support for the Workforce, and individual colleges. This resulted in a number of additional enquiries which are being progressed.

Procurement – Scoring of the tender submissions is now complete. Five consultancy consortia have been identified as successful. The report goes to the Council’s Cabinet on 27th May for approval, with offers to be made to the beginning of June.

Site Assembly Strand

Work continues on how the GPGP can contribute resource to the enhancement works at the re-routed footpath around the Green Port Dock site as well as part of the works required to develop the Northern Gateway Roundabout to allow 24 hour movement along the haul road.

Land and Property Group - Due to the nature of the project the Green Port Hull Land and Property Group has not met for some time. A meeting of the group will be called for the end of June to provide an update on the land requirements of the supply chain.

Inward Investment Strand

Skills/Employment Group - A conference call took place on 6th May between HCC/ERYC/JCP and Mike Jones – HR Director Siemens Energy to discuss the wider scope and skills demand for the Green Port Hull project. It was agreed that we would provide them with a briefing paper which would provide an economic overview of H&ER including A63/Castle Street improvements, Rail Electrification, City of Culture activity and also an update of how skills and education provision is delivered throughout H&ER, update on training providers, proposed UTC and employment scene. Siemens will call a further meeting in early June with the newly appointed Siemens project team when they will discuss their requirements.

Supply Chain Group - The Siemens supply chain development team headed by Ray Thompson are proposing a visit to Hull on 24 & 25 June during which they will provide an update on their supply chain requirements for the Hull Project and how they intend to engage with the Local Authorities and stakeholders such as the Green Port Hull Supply Chain Group. We will report the next steps and findings to the GPGP Board in due course.

Inward Investment Report on Hull & Humber Chamber of Commerce activity

Denmark - Building on the visit by the three GPH Ambassadors to Aarhus in January 14, a return inward visit to the Humber of key decision makers is in the planning stages. The 17th 18th June has been identified as suitable dates for the visit and GPGP Board approval is sought so that the visit may be confirmed. July and August are traditionally holiday months on the European Continent and best avoided regarding activity which would indicate that either the visit takes place in June or be postponed until the Autumn.



Model and draft itinerary for the visit - Key decision makers from the Danish wind industry who may be potential investors in GPH will be identified and invited to participate in the June visit. GPH members would host the visit and the Chamber will co-ordinate the itinerary for the visit. Draft itinerary to be along the following lines:

17th June

Danish visitors to arrive at Humberside Airport mid afternoon.

Travel to Hotel.

Informal dinner with GPH Ambassadors.

18th June

Tour of Green Port Hull and Paull sites. Visitors to be accompanied by GPH Ambassadors.

Lunch to be hosted by the Lord Mayor of Hull, in the Lord Mayors Dining Room if available.

GPH Presentations by Hull City Council/East Riding of Yorkshire Council.

Meeting with key business people and decision makers from Hull & ER. Participation will be by invitation only.

Short tour of the East Riding of Yorkshire, showcasing lifestyle quality.

Networking Dinner with GPGP Board.

19th June

Visitors depart for Denmark.

Germany - As previously reported to the Board a joint German/Danish event is being planned for the Autumn in Germany.

France - The French offshore wind industry is developing along the coasts of Normandy, Brittany and along the Bay of Biscay. There is significant relationship building activity in place and ongoing between French and German companies in particular. The recent publicity around the Siemens/Alstrom discussions has also raised the profile of opportunities in the sector in France.

Contact has been made with the Franco-British Chamber of Commerce in Paris. While the head office of the Chamber is in Paris it has Chamber Chapters in other regions such as Normandy, Brittany and Loire Atlantique where the main offshore wind activity is taking place. Other Regions where the Chapter is active are Marseille, Correze and Dordogne but they are not relevant to offshore wind.

There exists an opportunity to promote GPH to key players and potential partners in the industry through the Franco British Chamber and the ambassadorial programme along the lines of the Danish model.

Other Markets - Other markets with potential that have emerged "as possibly of interest" to GPH in terms of inward investment are Northern Ireland, South Korea and Japan. The Board's view is sought regarding timing for research and activities in these markets. Both South Korea and Japan have active British Chambers of Commerce that are part of the UKTI/British Chambers of Commerce Overseas Business Network Initiative.

Recommendations:

- That engagement with Denmark through the ambassadorial programme continue to be developed.
- Confirm the inward visit from Denmark in June.
- Confirm that the Chamber should proceed with the Danish/German even in the Autumn.
- Confirm that the Chamber should engage with the Franco-British Chamber re activity planning to be delivered in 2015.
- Explore potential for engagement with Northern Ireland, South Korea and Japan. The Chamber to report back to the next GPGP Board.

Research and Development Strand

Opportunities

- The HIVE observations of last month have been further reinforced this. Feedback from David Wells from his demonstration of HIVE to ██████████ consortium this month further reinforces the opportunity that the HIVE project represents. Momentum to be maintained.
- Discussions during the month with 3 SME/micro-businesses reveal an emerging condition assessment theme and one which would reinforce the wind support base for emerging activities in the Hull and ER area.
- To re-iterate last month's point, the University of Hull has a significant, niche USP in LODAS (logistics, ocean data and simulation). This position should be maximised and the R&D needs of the supply chain stimulated to take advantage of it.
- For the R&D theme, no pro-forma application forms appear to be available. AL has committed to exploring the use of other formats for assessment of research proposals such as those in use at TSB and US DoE. From these a hybrid could be constructed. AL to discuss further with Sarah Clark and progress.
- All Energy and Renewable UK Offshore Wind are next up on the UK events circuit (Aberdeen and Glasgow). It is essential that a presence be at RUK OSW, in particular. All Energy is increasingly seen as less relevant to the UK offshore renewables scene. Moreover, GPGP must position for a greater profile within the EU. As such, it is strongly recommended that consideration be given to attendance at events such as EWEA Offshore 2015 and the Hannover Messe 2015. Huge profile and full of supply chain/R&D/inward investment partnering opportunities.
- Siemens R&D programme in the offshore renewables area needs to be understood and mapped onto the competencies of the region. This is an extensive task but one requiring attention in order to spot and fill gaps. This will be addressed as the relationship develops.
- Further University of Hull and GPGP engagement is scheduled over the next month with principals such as Paul Stewart, those in HBS/Logistics Institute and other strand leads.

Observations

- Board signalling is to continue to progress the pipeline of opportunity under GPGP in readiness for momentum building over time. This steer is being followed in parallel with intelligence gathering on the market and the supply chain.



- Businesses see value in the one-to-one 'key account manager' approach in the mentoring as well as in the support for research, development and innovation activities.
- A standard suite of engagement documents is required to facilitate a swift service from GPGP strand leads once businesses are warmed up. As it stands, the R&D strand draws upon standard University of Hull templates. As such, it is suggested that some resources be made available to create a standard suite of engagement documents to further improve the customer experience. AL to discuss with strand leads and Sarah Clark.

Business Grants Strand

Work continues to decide on how best to progress with developing appropriate processes that incorporate access to the Knowledge Fund with the expectation that the GPGP business grants to be ready to 'open for business' by June/July 2014.

Sarah Clark
Programmes Manager
7th May 2014