

# THE FUTURE OF THE LINCOLNSHIRE ECONOMY

FRIDAY 28TH SEPTEMBER 2018 8AM TO 2PM



EPIC Centre, Lincolnshire Showground, Grange-de-Lings, Lincoln, LN2 2NA

#### **#LEPCONFERENCE2018**

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### WELCOME

Welcome to the Greater Lincolnshire LEP Annual Conference. The future of the Lincolnshire Economy.

#### DEAR DELEGATE

It is with great pleasure that I welcome you to this year's annual LEP Conference on 'The Future of the Lincolnshire Economy'. This year, we are doing things a little differently, and I hope you'll be impressed with the changes we're making.

We'll be concentrating on our economic and business successes to date and sharing with you some of the highlights from the LEP in driving growth and productivity, and also asking you to feed your ideas and experiences into the process throughout the day.

Since our last conference in October 2017, it has been a busy year, which once again demonstrates the scale and variety of the work undertaken by the LEP with our local partners and stakeholders. Lincolnshire has gained a reputation for delivery, with many schemes and investments taking shape and we are well on the way with our £307 million growth plan. This year has also seen us driving some key national agendas, playing our part in the Midlands Engine, as well as being recognised in Government as offering some unique opportunities for national pilots due to our expertise, knowledge, track record, and persistence!

I am delighted to announce the sponsor for the LEP Conference 2018 as Ellgia Recycling, providers of innovative, cost effective and environmentally friendly waste management solutions. We also welcome three conference partners to this year's event: the Institute of Directors; Lincolnshire Chamber of Commerce; and the Federation of Small Businesses, in association with Business Lincolnshire and Team Lincolnshire.



I look forward to exploring the important issues for Greater Lincolnshire, capturing your input, and sharing our success and vision throughout the day.

#### Thank you.

URSULA LIDBETTER MBE, DL CHAIR, GREATER LINCOLNSHIRE LOCAL ENTERPRISE PARTNERSHIP

### AGENDA LEP CONFERENCE PROGRAMME

8.00 AM - 8.45 AM

Registration, Refreshments. Networking and Exhibition

#### CONFERENCE PART 1

8.00 <sub>AM</sub>	Start Time
8.50AM - 9.00AM	Welcome
9.00AM - 9.25AM	Ursula Lidbetter MBE
9.25 <sub>AM</sub> - 9.45 <sub>AM</sub>	Panel 1: Robotics and Automation
9.45am - 10.05am	Panel 2: Digitalisation
10.05AM - 10.10AM	Roundup of Conference Part 1
10.10AM - 10.40AM	Refreshments, Networking and Exhibition

#### CONFERENCE PART 2

10.40AM - 11.00AM	Panel 3: Skills
11.00AM - 11:20AM	Sir John Peace
11.20AM - 11.40AM	Panel 4: Energy and Water
11.40am - 11.45am	Roundup of Conference Part 2
11.45AM - 12.45PM	Meet the Experts:
	Dr Megan Ronayne, Simon Pearson, Richard Blackmore, Allan Simpson
	Brunch, Networking and Exhibition
2.00PM	Event Close

#### **MEET OUR**

# KEYNOTE SPEAKERS



#### URSULA LIDBETTER MBE, DL CHAIR, GREATER LINCOLNSHIRE LEP

Born in Lincoln, Ursula went to the University of Hull to study operational research – the scientific approach to business management – and then took a graduate course at the Co-op College. Lincolnshire Co-operative is one of the largest employers in the county, and Ursula has been Chief Executive since 2004.

She became non-executive Chair of the Co-operative Group in Manchester from 2013 to 2015 to lead them through a period of reform.

Ursula has chaired the Greater Lincolnshire Local Enterprise Partnership since its launch in 2010. She is also the Chair of the Lincoln Business Improvement Group and the Lincolnshire Chamber of Commerce.

Ursula was awarded an MBE in the New Year Honours 2012 for services to business in Lincolnshire and is a Deputy Lieutenant of the County of Lincolnshire. She has honorary doctorates from Bishop Grosseteste University and the University of Hull and is a fellow of the Chartered Institute of Secretaries.



#### SIR JOHN PEACE, CHAIRMAN OF THE MIDLANDS ENGINE

Sir John has a long and distinguished business career at the highest levels covering the technology, financial services and retail sectors. Formerly Chairman, Chief Executive and Founder of Experian plc, Chief Executive of GUS plc. Chairman of Standard Chartered plc. Chairman of Burberry plc - all FTSE 100 companies operating globally. He was also Chairman of the Work Foundation, a visionary think-tank and is currently Chairman of Octo Telematics.

He is committed to supporting the Midlands region as Chairman of the Midlands Engine Partnership and Midlands Connect. These Government backed initiatives are aimed at driving economic growth throughout the Midlands region, creating new jobs and generally helping people live their lives better.

Sir John is the Lord-Lieutenant of Nottinghamshire and former East Midlands Ambassador for Business in the Community. He has a long-standing interest in education and was Chairman of the Board of Governors of Nottingham Trent University for 10 years, and in 2017 became Chancellor of Nottingham Trent University.

He was knighted in 2011 for services to business and the voluntary sector. He is a fellow of the Royal Society of Arts and holds an Honorary Doctorate from the University of Nottingham, as well as being an Honorary Doctor of Business Administration from Nottingham Trent University.

# **MEET THE EXPERTS**

#### DR MEGAN RONAYNE

Expertise The future of UK manufacturing, competitiveness, and skills - shortages and apprenticeships

#### PROF SIMON PEARSON

Expertise Agri-food technology, robotics and agri-tech automated vehicles

#### RICHARD BLACKMORE

Expertise Government strategy, Brexit planning and preparation

#### **ALLAN SIMPSON**

**Expertise** Infrastructure strategy, planning - utilities, water, housing

#### **EXPORT HUB 2018:**

# EXPORTING

# IS GREAT

The Department for International Trade's Export Hub was created in 2015 and has been travelling the UK as part of the Exporting is GREAT Campaign, educating businesses on either how to start exporting or how to gain access to different markets.



It has now been seen by over 8,000 businesses along the way and travelled the length and breadth of the UK, including Northern Ireland.

The Export Hub attends events and trade shows as well as bespoke events from partners, delivering workshops, seminars and 1-2-1s to all businesses from all sectors.

The Export Hub is an integral part of the Exporting is GREAT Campaign, both as a focal point for activity and a visual statement of the Government's commitment to boosting exports. It has a split remit to promote the Exporting is GREAT Campaign and raise awareness of the exporting message.

#### **TODAY'S SESSIONS ARE:**

8.15AM - 8.50AM

Drop in advice on International Trade and E-commerce

9.45AM - 10.15AM

#### **30-MINUTE MASTERCLASS**

Seven top tips for selling online to buyers overseas Charlie Ruigrok, International E-commerce Adviser, Department for International Trade

\*Pre-book only – speak with a member of the event team at the registration desk to secure your place

12.30 PM - 13.00 PM

#### **30-MINUTE MASTERCLASS**

Seven top tips for increasing your exports

Dale Atkins, International Trade Adviser, Department for
International Trade

\*Pre-book only – speak with a member of the event team at the registration desk to secure your place

#### MEET OUR ILLUSTRATOR:

# LEP CONFERENCE TO BE LIVE-ILLUSTRATED

They say a picture paints a thousand words, which is why today's conference will be live-illustrated for the first time!

Illustrator and cartoonist Chris Shipton will be using his pen and his artist's eye to capture everything that is discussed at today's conference.

A cartoonist at heart, Chris has drawn since he was old enough to hold a pen. He has a degree in drawing from Camberwell College of Arts and lives in Oxford.

He travels around the world to draw and works for a diverse set of clients at events covering subjects as varied as transport infrastructure, global heath, financial markets and future planning.

He specialises in drawing pictures of events and communicating them in a way that delights, informs and inspires audiences. His work has appeared in The Times and the i newspaper, and Chris even has one illustration in the Cartoon Museum's collection in London.





# INTRODUCTION TO OUR PANELS

#### ROBOTICS AND AUTOMATION

9.25AM - 9.45AM

In 2017, the Institute for Public Policy Research (IPPR) suggested that over 5 million jobs were at risk from automation and others have suggested that 15-35% or more of all jobs could be replaced in the next 5-10 years.

But robotics and automation also offer the opportunity to improve productivity, reduce the need for humans to do repetitive or dangerous jobs, and in some cases are already capable of higher precision or performance tasks than people.

In 2017, global robot sales increased by 31% with 74% of all the robots sold being installed in China, the USA, Japan, South Korea and Germany. Since 2012 sales have more than doubled globally, but not in the UK.

The UK installed under 1,800 industrial robots in 2016, whereas 20,000 were installed in Germany and 87,000 in China

This panel focuses on how we embrace robotics successfully and whether we strive to be world-class in developing robots or more simply, adopt them to improve competitiveness and the quality of jobs across the economy

#### DIGITALISATION

9.45AM - 10.05AM

In the last decade the arrival of smartphones and online services has begun to transform the economy, with digital technology now embedded in every aspect of our lives.

Online sales are growing at over 15% per year in the UK and now nearly £1 in every £5 spent by consumers is spent online.

Artificial Intelligence (AI) and Virtual Reality (VR) are rapidly growing and, along with Machine Learning, will enable a new generation of robotics and automation.

Nationally the Made Smarter Review published in autumn 2017, looked at how industrial digitalisation will impact across the economy. The review concluded that industrial digitalisation could be worth £455 billion to UK manufacturing over the next decade.

In Lincolnshire the University of Lincoln is developing cutting edge technologies in vision systems and machine learning and the University's agricultural robotics team is now the largest in Europe.

This panel will debate what we need to do to ensure digitalisation benefits our economy and our communities.

#### SKILLS

10.40AM - 11.00AM

We all know that skills are important. The LEP has invested millions of pounds into the local training infrastructure and into training schemes but what else can we do to make sure that the right skills are in place for the the changes which are occurring across the economy?

The old model of learning into our late teens or early 20s, and then working until retirement, often in a similar job, is becoming outdated.

Multiple careers, the gig economy and rising self-employment are all examples of the changes which are pervading the economy.

But what does this mean for our education system and are we ensuring that this changes fast enough to meet this challenge?

Over 80% of the 2025 workforce is already working and, if predictions around automation, digitalisation, and the economic changes we are likely to see are to be believed, the skills of this existing workforce will need to be transformed by 2025.

The Skills panel will address this challenge and how employers and the education and training sector need to respond.

#### ENERGY AND WATER

11.20AM - 11.40AM

Managing energy supplies and water are fundamental to our economy in Lincolnshire.

With a long low-lying coastline, major rivers and an increasingly erratic climate, it is essential that we protect the 40%+ of Greater Lincolnshire which lies on the flood plain. At the same time, water companies, developers, and industry report challenges on accessing water for growth.

Lincolnshire has long taken the lead on flood management and the LEP has led work to develop a Water Management Plan to deal with both water supply and flooding. We have also participated actively in Water Resources East, which is working to secure water from the Humber to the Thames through to 2060.

The LEP Utility Study has also identified problems with power supply restricting our ability to grow. At the same time every year we are generating more local power with a concentration of low-carbon energy generation capacity in Lincolnshire including on and offshore wind, solar, anaerobic digestion and energy from waste.

This panel will discuss shortages in supply and what we can do to secure the energy and water needed.

#### **MEET OUR PANELLISTS:**

# ROBOTICS AND AUTOMATION



#### DAVID HALLAM

David is the founder and Managing Director of OrderWise, which has been supplying business management software across the UK and Ireland for more than 28 years. In recent

years, David has focused on an end-to-end software solution incorporating an automated robotics system, to manage eCommerce trading, stock control, sales order processing, purchasing, manufacturing, warehouse management and accounting.

Now one of the country's leading software suppliers, David's leadership has brought the company local, regional and national recognition. The company has been named as the Midlands Family Business of the Year in 2017, and David as Business Person of the Year at the 2017 Lincolnshire Media Business Awards and 2018 Lincolnshire Digital & Innovation Awards.

David's vision is to further their cutting-edge technology, and invest resources into robotics technology, to achieve a seamless technology/software solution.



#### JAKE NORMAN

Jake started working at OAL with a degree in Economics & Management. Having previously worked for Deloitte, he recognised that he could make the

biggest impact in an innovative SME automating food manufacturing. OAL is a food technological company supporting food manufacturers to automate and offers specialist robotic material handling and processing systems for flexible food manufacturing and has a 25-year history of delivering turn-key liquid and dry material processing projects up to a value of £5 million where proven experience, design excellence, automation, quality and outstanding support are valued. The APRIL Robotics team are committed to dramatically improving productivity, food safety and traceability through the application of technology in food processing and is supported by food companies and the UK Government through funded projects valued at £4.5 million.



#### PROFESSOR SIMON PEARSON

Professor Simon Pearson is Director of the Lincoln Institute of Agri-Food Technology. The Institute sits within the College of

Science of the University of Lincoln and helps develop and run cross disciplinary research projects on behalf of the agri food sector. This includes a large focus on the use and deployment of agri food robotic systems, including robotic crop harvesting and food processing systems, use of autonomous vehicles in the agri food sector and the application of actuators within agri food robotic systems.

Prior to joining Lincoln, he was the CEO of a large UK farming company, worked for Marks and Spencer plc in a technical role and as a scientist at the University of Reading.



#### GRAHAM PENDLEBURY

Graham leads the Local Transport
Directorate at the Department for
Transport (DfT). This multi-disciplinary
unit comprises policy experts,

economists, and statisticians, with responsibility in England (except London) for local transport funding, buses and taxis, local sustainable transport initiatives, and transport solutions for disabled people. The Directorate is a major contributor to the Government's economic growth and localism agendas, and is accountable for £2.3 billion of public expenditure per annum.

Graham is a leading member of various cross-cutting DfT committees, including the central Strategy Committee, and is also deputy head of the policy profession in DfT. He has been senior Whitehall sponsor for several Local Enterprise Partnerships, and is currently sponsoring the Greater Lincolnshire LEP.



#### DR MEGAN RONAYNE

Dr Megan Ronayne is the East Midlands Membership Development Manager for EEF, the manufacturers' organisation. Megan engages with manufacturers based in the East Midlands on strategy, policy

and business support. She also engages with Government agencies and partner organisations to promote and represent the interests of the UK manufacturing industry.

With a strong research background, Megan has focused on the competitiveness of the UK manufacturing sector and has researched the current challenges for UK manufacturers concerning skill shortages, ageing workforces, price-based competition, declining supply-chain networks and the evolution of traditional manufacturing industries, to include, the transformation of the UK textile industry.

#### **MEET OUR PANELLISTS:**

# DIGITALISATION

#### **NEIL EVERATT**



Neil is the Chief Executive Officer with leading HR and Finance cloud-technology provider Selenity. He is responsible for setting the vision of the company and leading the company's development and growth.

Neil has a huge passion for investment into the local community along with a dedicated interest in education and enterprise. Much of Selenity's local presence is driven by sponsorship, student mentorship, internships and charitable events. With strong ties to many local schools, with most of the directors locally educated, Selenity has a passion for driving innovation in tech and places a strong emphasis on educating local students on the core skills to succeed in business.

# PROFESSOR ELIZABETH (LIBBY) JOHN



Professor John is a biologist with a PhD in Plant Ecology. Her academic roles have included Killam Postdoctoral Fellow, Head of Biology and Environmental Science at Sussex and founding Head of School of Life Sciences at Lincoln.

She became Head of College in 2017. The College offers science and engineering subjects in research-led and industry-informed programmes and will soon include a Medical School. She is passionate about ensuring students a great educational experience and has also contributed research in plant ecology. She has held posts in Learned Societies and is a governor of the Lincoln University Technical College.

#### **DAVID THORPE**



David originates from Lincoln and is the local manager for the Federation of Small Businesses (FSB) covering Lincolnshire as part of the East Midlands team. His role involves both national and local objectives that support

over 4000 local members to help them achieve their business ambitions. David is also a qualified business support practitioner with his business knowledge coming mostly from his earlier career in commercial banking with HSBC. He serves as Chairman of the Wash Fens Rural Development Programme Local Action Group for Leader funding and is on the Board of Governance for the Business Lincolnshire Growth Hub.

As experts in business, FSB offers members a wide range of vital business services, including advice, financial expertise, support and a powerful voice in Government.

#### CHRISTIAN GREENSHAW



Christian Greenshaw is the founder and owner of the UK's leading online and 'blended learning' companies.

CareShield is the UK's largest specialist provider of workforce development solutions to organisations in the health and social care sector and

Christian's dedication and motivation has created a shift in the way the health and social care sector offers training to its staff, by introducing competence and competency assessment, rather than solely focusing on compliance.

With a wealth of knowledge spanning over 20 years in the training sector, Christian has played an instrumental role in building and shaping CareShield and CareShield's products which include: learning courses and qualifications; online workforce development solutions; support services; and funded learning and apprenticeships. These are now utilised extensively across the sector, in training staff working in environments from elderly care; hospitals and clinical environments; disability care; home care; early years; schools and colleges; to GP Surgeries and Commissioning Groups.

#### **GLENN THOW**



Glenn has been in the technology business for his whole career and founded the LCS Group in 1991 which has grown into one of the region's largest and most sophisticated IT infrastructure management

companies. LCS Group provide comprehensive outsourced IT systems design, build, management, security and ongoing user support to an array of SMB and corporate clients across the region and wider UK. Glenn understands not only the technical challenges of improving business performance by harnessing the power of information technology, but also the human perceptions and thought processes that can often be a barrier to adoption for executives and end users alike.

Glenn is just as passionate about people as he is about technology, he values his team highly as they are the backbone of LCS Group's success and puts their wellbeing ahead of profit. This year Glenn was behind the launch of the LCS IT Academy, a programme that offers local IT college students a training and career path as an alternative to University. Adding value to the lives of young people and the local community. Glenn now focuses his energies into the LCS growth programme, fuelled by increasing interest from businesses that want to take their IT return on investment to new levels. Couple this with the academy now producing young expertise for the future, Glenn has set his goal on taking LCS from regional to national operational status over the next 3 years.

#### **MEET OUR PANELLISTS:**

### SKILLS



#### **CHRIS BARON**

Born in Skegness, Chris went to the local grammar school before studying Business Studies at Sheffield Polytechnic. He went on to qualify as a chartered management accountant

working for Fogarty's, LinPac and British Fuels before moving to Butlins.

Chris started in the finance department prior to moving into operations and becoming Resort Director in 2000. He joined the Greater Lincolnshire Local Enterprise Partnership in 2011 as the representative for the visitor economy and the coastal strip in general. He is also the Chair of the East Lincolnshire Destination Management Organisation and a member of East Lindsey Local Strategic Partnership.

#### RICHARD BLACKMORE

Richard has been working at the CBI for 5 years originally starting out as the CBI's London Assistant Director for 18 months, working with global infrastructure, manufacturing,

engineering and technology companies before taking the role of Regional Director in the East Midlands.

As well as working with businesses across the region Richard represents the CBI across various stakeholders including the Midlands Engine Business Forum and the LEPS. Prior to joining the CBI, Richard has over 15 years experience working in the leisure industry. He has partnered and worked with a number of major operators, from trade associations to sports governing bodies. He studied Sports Science at the University of Wolverhampton and grew up in Grimsby.



### GARY HEADLAND MA MBA CHARTERED FCIPD MIOD

Gary was appointed as CEO of the Lincoln College Group (LCG) in August 2014 and is responsible for further and higher education colleges in Greater

Lincolnshire and Nottinghamshire as well as extensive international operations including two large colleges in the Kingdom of Saudi Arabia and joint international programmes at three colleges in China.

Gary is Chairman of the Greater Lincolnshire Branch of the Institute of Directors, Chairman of the Federation of Greater Lincolnshire Colleges, a Director of the Lincolnshire Chamber of Commerce, a Member of the Employment and Skills Board for the Greater Lincolnshire Local Enterprise Partnership, a Member of the Lincoln University Technical College and a Midlands Engine Export Champion working with the Department for International Trade. Gary was recognised by the awards of Public & Not-for-Profit Director of the Year and Global Director of the Year in the 2018 Institute of Directors East Midlands Awards.



#### KAREN LEE MP

Karen was born, educated and settled in Lincoln, firstly at St Hugh's school on Monks Road and then at South Park School. She gained her Advanced GNVQ in Health and Social Care at

Lincoln College before completing her Diploma in Adult Nursing at Lincoln County Hospital. Karen worked as a nurse at Lincoln County Hospital from 2003 until 2017 when she was elected to Parliament.

Karen served as a City Councillor for Carholme Ward from 2003 to 2017. In July 2017 Karen was appointed Private Parliamentary Secretary to Shadow Chancellor John McDonnell, and she became Labour's Shadow Minister for Fire and Rescue Services in January 2018.

In Karen's first year as Lincoln's MP, she has focused on a number of issues including health, the public sector, transportation and homelessness. Karen has consistently campaigned on issues relating to Lincoln, such as homelessness, transport, the closure of Lincoln's Walk In Centre, the rollout of Universal Credit and the removal of the Red Arrows from RAF Scampton.



#### **CLAIRE THREAPLETON**

Claire is an HR consultant who works across both the public and private sector, helping organisations recruit and retain staff, especially in hard to fill roles.

Having led on workforce transformation projects for the likes of Nestlé, Diageo, Accenture, the NHS and Capital One, Claire is passionate about ensuring organisations attract, recruit and motivate the right people for their culture and business challenges. Claire started to work with Lincolnshire County Council when she moved to the county at the end of 2014 and has been tackling nationally challenging areas like social work recruitment.

#### MEET OUR PANELLISTS:

# ENERGY AND WATER

#### **CLLR COLIN DAVIE**

Colin was born in the village of Orby which is a few miles inland from the Lincolnshire coast.

After studying politics and economic history in London he worked there in the international events and entertainment industry for nearly 20 years before moving back to Lincolnshire to be closer to family.

He has continued to work in the events industry and is CEO of Planet 7 Entertainment. He was elected to Lincolnshire County Council in 2005 as the member for the Ingoldmells Rural Division.

In May 2013 he was appointed to the Lincolnshire County Executive Board with responsibility for Economic Development, Environment, Tourism and Strategic Planning. He is also a trustee of national charity the Renewable Energy Foundation. Colin joined the LEP board in May 2013.



#### LEE DAWSON

Lee is the Finance Director for Siemens UK Industrial and Oil & Gas Service business as well as the Company Director for Dresser-Rand's UK

Organisations. Siemens provides the industry, oil & gas and power generation markets through the provision of engineering expertise, field support, repairs and supply of spare parts. He is responsible for driving Siemens' goto-market and operational strategy and performance for its onshore and offshore UK and Ireland customer base, supporting O&G majors through to Industrial SMEs.

Originating from Lincoln, Lee is a Chartered Accountant and has been with Siemens for 15 years in a variety of financial and commercial roles, returning to the UK in 2016 after spending 6 years in Dubai as the Commercial Director for Service Oil & Gas and also the Power & Gas Business Units responsible for the Middle East and North Africa Regions, where he oversaw a number of infrastructure critical projects in Egypt, Iraq and Syria.



#### RICHARD JONES

Richard is a Chartered Surveyor and Management Consultant. He has worked on a number of energy related projects over the years including a CHP Project in Leeds, a Hydrogen Mini-grid in

Rotherham and also has led an award winning renewable energy business installing all types of renewable energy across Lincolnshire and around the UK. He continues to advise on new energy related projects.

His main focus is now growing a new business, EV Camel which is Lincolnshire's electric car charging point installation specialist. This provides charge points for the home and the workplace. Importantly its main activity is installing and managing EV charging points for the business and leisure tourism sector aiming to help ensure Lincolnshire is accessible for our EV driving customers of the future.



#### JACK LAVINGTON

Jack is the Operations Director for Ellgia Limited, with responsibility for the operational and commercial performance for all waste & recycling collection and processing capabilities spanning the East of England.

Jack joined Ellgia from the oil & gas sector and prior to that, the environmental sector. Jack has spent many years driving performance improvements at a senior level in multiple disciplines across the waste industry, including commercial b2b waste collection and processing, municipal outsourced contracts, hazardous waste processing and disposal facilities and commercial sales teams. Jack has experience of the management and integration of acquisitions as well as first-hand experience of major investment programmes including his inclusion in the divestment team for the sale of Cleanaway Limited to Veolia in Sept 2009. Jack has a passion for sustainable growth through differentiated customer service and the development of high performing teams.



#### **ALLAN SIMPSON**

Allan is responsible for leading engagement in housing and economic growth to deliver Anglian Water's strategic planning function and meet their objective of being a leading enabler of sustainable growth.

Trained as a chartered town planner, he has a unique background in strategic planning, infrastructure planning and sustainability developed through his roles including local Government and the Environment Agency. Most recently Allan has helped the Westminster Sustainable Business Forum capture the challenges and opportunities for water and growth in their timely report 'Bricks and Water'.







Join us for our first Focus Workshop Programme. This is a series of six tailored group sessions to help your business learn vital leadership, communication, evaluation and recruitment skills along with practical advice to help you apply this knowledge specifically to your business. You will need to join all six workshops.

FIRST WORKSHOP 2ND OCTOBER 2018 - LAST WORKSHOP 6TH MARCH 2019 LOCATION: LORIC, 23 NEWPORT, LINCOLN, LN1 3DN

There is a limit of 18 places to allow for in depth personalisation for businesses, and these will be allocated on a first come, first serve basis.

\*Eligibility criteria will apply.











07776 194024







# MEET THE EXHIBITORS



#### **BISHOP GROSSETESTE UNIVERSITY**

Bishop Grosseteste University (BGU) is proud to support businesses across Greater Lincolnshire through the following projects: Industry Educator, Specialist Skills Adviser, Business Inspiration and Lincolnshire Open and Research Innovation Centre (LORIC).

www.bishopg.ac.uk 🥩 @BGULincoln



#### **BOSTON COLLEGE**

For over 50 years, Boston College has been delivering high quality education to thousands of students. The College provides more than 400 courses - A Levels, vocational, adult courses, apprenticeships, higher education and professional training for businesses.

www.boston.ac.uk 
@dostoncollegeuk



#### **BUSINESS LINCOLNSHIRE**

Business Lincolnshire is set up to help support Greater Lincolnshire based businesses to start and grow. Business Lincolnshire hosts a Growth Hub – a single place to go to for business experts and mentors, support and guidance, grants and finance. The Business Lincolnshire team are passionate about helping your business to reach its full potential.

www.businesslincolnshire.com aBusinessLincs



#### CIPD LINCOLNSHIRE BRANCH

The CIPD is the professional body for HR and people development with local support for members provided by the Lincolnshire branch volunteers.

www.cipd.co.uk/learn/branches/lincolnshire 
@CIPD



#### COOPERATIVE DEVELOPMENT LINCOLNSHIRE

Cooperative Development Lincolnshire (CDL) promotes the Cooperative way of working. CDL provides information about becoming a cooperative, and works to support and unite existing coops.

www.cdl.coop



#### **ELLGIA LTD**

Ellgia Limited is an innovative waste management and recycling business that is driving remarkable growth and performance since the company was established as a start-up in 2012. Independently owned, Ellgia provides a wide range of bespoke commercial waste services, recycling and waste processing to businesses across the East of England, including Lincolnshire, Humberside and East Yorkshire through its four depots across the region.

www.ellgia.co.uk 💆 @EllgiaRecycling



#### EUROVIA

Eurovia is one of the largest specialist highways contractors in the UK using local people to deliver vital infrastructure projects safely, on time, on budget.

www.eurovia.co.uk @Eurovia\_UK



#### EV CAMEL

EV Camel is Lincolnshire's EV charge point installer, enabling electric car and electric van drivers to refuel at home, work and when travelling across Lincolnshire

www.evcamel.com 

@EVLincolnshire



#### **EXPORTING IS GREAT EXPORT HUB 2018**

The Department for International Trade's Export Hub travels the UK as part of the Exporting is GREAT Campaign, educating businesses on either how to start exporting or how to gain access to different markets.

www.great.gov.uk



#### FLIXBOROUGH ECO TECHNOLOGIES LTD

Lincolnshire's carbon trust accredited and multi-award winning renewable energy efficiency specialists. Dedicated to the specific needs of our customers and focused on quality service.

www.flixecotech.co.uk > @FlixEcoTech



#### SR

As experts in business, FSB offers members a wide range of vital business services, including advice, financial expertise, support and a powerful voice in Government. Its aim is to help small businesses achieve their ambitions. Small and medium sized businesses make up over 99% of the UK business population.



#### **GRANTS4GROWTH**

The Grants4Growth programme provides capital grants to eligible businesses looking to purchase machinery, equipment and other assests required to stimulate growth and create new jobs.

grants4growth.sholland.gov.uk f Grants4Growth



#### GREATER LINCOLNSHIRE LEP

The Greater Lincolnshire LEP is a public and private sector partnership delivering sustainable economic growth. We support our business sectors to increase productivity and innovation, create new employment opportunities and develop the infrastructure that supports economic growth. The LEP have brought to you today's conference



#### HOUSEHAM SPRAYERS LTD

Leading manufactures of self-propelled crop sprayers for the UK and export markets.

www.househamsprayers.co.uk 

@Househamsprayer



#### INSTITUTE OF DIRECTORS

Membership organisation for those in senior roles in the private, public or third sector. Locally host some 60 events annually, meeting facilities in London and regions.

www.iod.com 
@lod\_Eastmids



#### **INVESTSK**

InvestSK is leading South Kesteven District Council's ambitious economic growth agenda, supporting local businesses to grow, delivering new inward investment, boosting the arts, heritage and visitor economy offers, and enhancing the skills of our future workforce.

# MEET THE EXHIBITORS



#### LINCOLN COLLEGE

Lincoln College one of the largest education, training and apprenticeship providers in the region, with around 9,000 students - 3,000 of whom are full-time.

We also work with more than 1,000 local businesses, who help shape our curriculum to ensure we provide the skills needed for workforces now and in the future

The College is based over three sites – Lincoln, Newark and Gainsborough.



#### LCS GROUP LTD

Improving business performance by harnessing the power of Information Technology. We synchronise your objectives with our technology solutions to enhance your reputation, operational performance and profitability.

www.lcsgroup.com 
@LCSGroup



#### LINCOLN SCIENCE & INNOVATION PARK

Lincoln Science  $\vartheta$  Innovation Park is home to a collaborative community of science and technology businesses and university researchers situated in the heart of Lincoln

www.lincolnsciencepark.co.uk 
@LincolnSIP



#### LINCOLNSHIRE BREWING COMPANY

Lincolnshire Brewing Company was established in 2014 and is an award winning family run micro brewery situated in Langworth. Specialising in hand crafted ales and lagers, providing beer tents and bars for events and festival, as well as brewery tours on site at the brewery.



#### LINCOLNSHIRE CHAMBER OF COMMERCE

The Lincolnshire Chamber of Commerce is the largest not for profit member business network in the county, providing first-class business support in training, event and networking, international trade, marketing & PR, and business savings to companies of all shapes and sizes in a range of industries and sectors.



#### MARKETING LINCOLNSHIRE

www.marketinglincolnshire.com is an online toolkit designed to allow users to create a personalised information resource that can be made in a matter of minutes and instantly shared to demonstrate what an impressive place Lincolnshire is to live, work and play.

www.marketinglincolnshire.com



#### **ORDERWISE**

OrderWise is all-in-one business management software, suitable for all industries, sizes and sectors. It drives accuracy and efficiency into stock control, sales, eCommerce, accounts and warehouse management.

www.orderwise.co.uk 
@OrderWise



#### RISEHOLME COLLEGE

Riseholme College offers expert tuition, outstanding campus facilities, unrivalled industry partnerships, support, guidance and an overall outstanding student experience. 97% of our students secure employment or higher level study within 6 months of completing their course.



#### SKYCLOUD ROBOTICS

SkyCloud Robotics is a legendary software and solutions company dedicated to putting "Drones To Work". We design, develop, test and DroneDeploy our phenomenal technology to the military, construction, inspection and agriculture markets in the UK and USA.

www.skycloudrobotics.com



#### SMART ENERGY GREATER LINCOLNSHIRE

Smart Energy Greater Lincs is a £9.2 million project that provides a 'one stop shop' to provide energy and low carbon services for small and medium sized enterprises (SMEs) as well as facilitating large scale investment in public infrastructure.

www.smartenergygreaterlincs.com 
@SmartEnergyGL



#### TEAM LINCOLNSHIRE

Being part of Team Lincolnshire can open up a wealth of opportunities for your company, as well as enhance the regions reputation as a place to work, visit, meet and invest.

www.teamlincolnshire.com 
@TeamLincs



# European Union

# UNIVERSITY OF LINCOLN INNOVATION PROGRAMME FOR GREATER LINCOLNSHIRE

The Innovation programme for Greater Lincolnshire is delivered by the University of Lincoln and funded by ERDF. Designed to enable SMEs to do things differently through grant funding, business support and collaboration with the academic capacity of the University.



#### WATER RESOURCES EAST

Water Resources East is an innovative water management programme working in partnership with all water users to safeguard sustainable and resilient water supplies for the east.

www.waterresourceseast.com



#### WEST LINDSEY DISTRICT COUNCIL

Invest Gainsborough - The Greater Gainsborough Housing Zone presents an exciting opportunity for UK-wide developers, which is just the beginning of the next chapter for the town.

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# +TEAM LINCOLNSHIRE



# THE AMBASSADOR PROGRAMME AIMING TO SHAPE THE FUTURE OF OUR REGION!

If you are serious about helping shape the future of Greater Lincolnshire then why not be part of Team Lincolnshire?

We are a powerful and influential group with a key focus on championing the region to create a thriving economy and to increase productivity.

The ambassador programme offers an array of benefits for its members including a brimming calendar of events over the next two years.

As well as a wide range of events around the region we are also taking 'Lincolnshire on tour' with events in London, Birmingham and Nottingham.

#### + JOIN US ON OUR MISSION

To sustain the economic future of our great region and enhance your own business with a world of new contacts and opportunities

For more information about how to join please visit www.teamlincolnshire.com or email teamlincolnshire@lincolnshire.gov.uk