



# GLLEP MANUFACTURING BOARD

## 19<sup>TH</sup> January 2021 10.00am- 12pm

### Via MS Teams

# Paper 1 - Agenda

Item	Item and brief description	Lead	Access/Circulation
1	Welcome, Introductions & Apologies  Declarations of interest	Darren Joint - Chair	
2	Minutes from meeting held on 7 October 2020	Samantha Harrison	Paper 1
3	Greater Lincolnshire Manufacturing Network / Industry Council - link to Manufacturing Sector Plan actions	Darren/Mike Gallimore/ Ahmed Elseragy ( TBC)	Paper 2
5	Discuss and sign off Terms of Reference  Nominations for Vice Chair	Darren Joint/ Ruth Carver	ToR Doc
5	Covid Recovery Plan Action Update  Manufacturing Growth Programme & Supply Chain Programme	Samantha Harrison  Neil Harriman	Paper 3 plus appendices
6	The Bridge Programme -UoL Presentation	Ian Scowen	
7	Spark Festival 2021	Darren Joint	
8	Any Other Business	All	

Attendees: Darren Joint, Charlotte Horobin, David Talbot, Kevin Ross, Michael Gallimore, Neil Harriman, Robert Willey

LEP Officers: Samantha Harrison, Ruth Carver

Apologies: Justin Brown, Karen Seal

Tentative: David Caddle, Nick Broom

Not responded: David Earnshaw, Edward Tong, Garry Wilkinson, Helen Doughty, Michael Hague-Morgan, Neil Main, Paul Taylor, Ray Newell

# Minutes of the Greater Lincolnshire LEP Manufacturing Committee

7<sup>th</sup> October 2020  
MS Teams

Draft Minutes

**Present:** Darren Joint (Chair, Viking Signs), Samantha Harrison (GLLEP), Karen Seal (GLLEP), Angela Borman (Siemens Ltd), Charlotte Horobin (Make UK), Garry Wilkinson (Natwest Bank), Kevin Ross (NAMRC), David Talbot (HCF CATCH Ltd), Michael Hague-Morgan (Autocraft Drivechain Solutions Ltd), Neil Harriman (Economic Growth Solutions), Robert Willey (Househam Sprayers), Edward Tong (Tong Engineering), Paul Taylor (Dynex), Simon Pearson (University of Lincoln) Nick Broom( Siemens Ltd)

#### **Apologies and Declarations of Interest -**

**Apologies:** Ruth Carver (GLLEP), Justin Brown (LCC), Michael Gallimore (University of Lincoln), Nick Broom (Siemens), David Earnshaw (Parkinson Harness Technology), Ray Newell (Oakwell Management Services Ltd), Helen Doughty (SHD Composites), David Caddle (Economic Growth Solutions), Neil Main (Micrometrics)

Full declarations of interest for each individual Committee Member can be found at:  
<https://www.greaterlincolnshirelep.co.uk/about/boards/>

The LEP Board were reminded that declarations of interest are required as part of LEP governance and must be updated at least annually, and if anything changes to the LEP office at the earliest convenience.

#### **Minutes and Matters Arising (Paper 1) - SH**

##### **Matters Arising:**

- Feedback in relation to EU Transition Plans - To be addressed in later Agenda item.
- Information received from DT in relation to the Chemical Sector.

#### **Review Terms of Reference -SH**

SH updated that the Terms of Reference needs to be reviewed, see link [Manufacturing Board Terms of Reference](#)

They follow a standard LEP format. We will update the Background section with the latest sector statics and include reference to the new action plan agreed in 2019. Please can board members feedback any further comments.

PT - Would like to feedback some comments.

SH - Deadline set for feedback by 19<sup>th</sup> October 2020. **ALL TO ACTION**

#### **Manufacturing Sector Consultant - SH**

SH - LEP recognise the importance of the sector and want to enhance the resources to support to the sector. The LEP have supported a proposal to provide a Manufacturing Consultant for 2 years to help drive forward this Board and help undertake the Strategic Plan. This will be a dedicated resource funded through the LEP reserves. A recruitment specification will be devised. Do members know of anyone in the Manufacturing Sector that might be interested in this position who we could approach to deliver consultancy contract **ALL TO ACTION**

DJ - Is there a job spec and could we ask for tenders?

MHM - Doing a lot of their recruitment via LinkedIn which is proving beneficial.

NB - Has a name in mind but will like to see a spec first. **Ruth Carver to ACTION & SHARE.**

DJ - Who will make the decision as to who will be appointed? DJ suggested himself and one other person from the Board would like to get involved to make the decision along with other GLLEP officers.

**Covid Recovery- Fiscal support/Apprenticeships - Job Retention Bonus/Job Support Scheme - SH**

SH stated she would like to temperature test the Board members to gain how manufacturing businesses are feeling at present with all the government schemes available, intelligence will be fed into government.

MHM - KickStart - as a business they are growing fast but they always plan to take people on with a planned employment outcome. But his understanding is if you plan to take people on you can't access the programme. SH will feed this back. **SH TO ACTION**

DJ - KickStart -looking to provide placements via the Intermediary Gateway Support, they have been referred in to LCC and MakeUK. SH stated that Lincolnshire Chamber are in partnership with Lincoln College covering all sectors and all geographies. In terms of LCC - there has been an admin error and LCC should not have been recorded on the list of Gateway providers. SH will follow up with LCC colleagues though on why this was not communicated. **SH COMPLETED**

ET - KickStart - Not been abundantly clear to him as to the help there is on offer. ET feels they would be able to utilise this and could take 3-4 FTE out on this scheme. SH to send out further information. **SH TO ACTION**

AB - One pager has been published with the contacts and the criteria for entrance into the scheme, who to contact and duration. AB to share with SH to share wider. **SH TO ACTION - SH COMPLETED, SENT WITH THE MINUTES**

DT - Unsure as to how it is affordable. Potential for people to take someone on for 6 months and then get rid of them. Concern raised over ensuring that the placements have the opportunity to move into planned jobs.

ET - Scheme that could be used misused if government do not tighten up the guidelines and criteria.

CH - Getting feedback stating not enough to stop redundancies. Not enough to support strategic sectors like aerospace etc. KickStart - Mixed reaction - if you are making large scale redundancies how does it look to then take on people, it has also seen an impact on apprenticeship programmes. However there has been a positive response from MAKE UK members who will be taking on people through the KickStart scheme.

**EU Exit Transition concerns - eg trade agreements/ certificate of origin/sector support/ DIT provision**

SH - to understand businesses sentiment, issues and opportunities to feed into government.

KR - There a Business Readiness Bulletin produced by the government which businesses can sign up to. If exporting some really good information. Trade Support Service - Useful service. EU Exit Checklist on Business Lincoln shire is very useful.SH to share checklist. **SH TO ACTION - SH COMPLETED SENT WITH MINUTES**

DJ - Mike Stokes action planning support is fully funded through the Growth Hub and very useful. <https://www.businesslincolnshire.com/explore/building-business-resilience/eu-transition/eu-exit-action-plan/>

SH - Restart programme - Free of Charge. Lots of other webinar resources too. SH to share. **SH TO ACTION.**

MHM - Concerned that government are saying there is lots of resource out there. The Covid response and recovery implications have robbed businesses of the time and the resource to prepare for Brexit.

SH - Agreed this is a growing trend reported by our Growth Hub advisers. Businesses don't currently have the time to look into this further. Seeing an increase in businesses approach the Growth Hub for support to repurpose and expand. The Growth Hub's current government business support programmes for Covid Recovery and EU Transition are fully funded up until 31<sup>st</sup> March 2021.

### **Covid Recovery Plan Action Update - SH**

#### **Greater Lincolnshire Manufacturing Network**

Greater Lincolnshire Manufacturing Network - Launching 3<sup>rd</sup> November 8.30 - 10 am. Working in partnership with the University of Lincoln. Network is open to purely manufacturing businesses however members of the Board can attend the GLMN.

Website - [GLMN](#) Eventbrite link - [Launch event Manufacturing Made Smarter](#)

#### **Manufacturing Transformation Programme**

This fully funded programme provides training, business coaching and consultancy analysis for up to 8 months.

The programme is designed to help the participating company overcome the challenges set by the Covid-19 crisis and adapt to future consequences by improving business performance, innovating product and service offerings or developing new business.

The Centre for Management & Business Development will deliver this programme on behalf of Business Lincolnshire Growth Hub.

For more information, email [enquiries@cmbd.org.uk](mailto:enquiries@cmbd.org.uk) or call 07733 107238

#### **Manufacturing Transformation Programme**

#### **RESTART Support Programme**

<https://www.businesslincolnshire.com/explore/funding/search/restart-support-programme/>

#### **Overview**

The Export Department will deliver the RESTART Support Programme to assist businesses who are either exporting or importing and require specialist support and guidance in navigating the complexities of trading and ensuring compliance with trade regulations post EU exit. The support is delivered both via webinars (1 to many) and 1:1 support (currently virtually).

#### **Webinars**

International trade and preparing for post transition period (10x one hour sessions to run throughout Sept and Oct 2020). Webinars include advice around the following subjects. Event details will be promoted on the Business Lincolnshire website Events calendar:

- Importing post Transition Period, a practical guide for novice and seasoned importers
- Exporting post Transition Period, a practical guide for novice and seasoned exporters
- Imported goods valuation for Customs - ensuring HMRC compliance
- Effective international supply chain management
- Understanding international trade documentation post Transition Period
- The importance of Incoterms in international contracts

- Managing financial risk and getting paid when trading internationally
- Developing overseas markets and managing international partners
- Trading under preference and understanding the new UK Global Tariff

#### 1:1 Support

1-3 hours of support per client to prepare for the end of the transition period (to include international contracts, customs declarations and documentation, Valuation, commodity codes and new Global Tariff, licensing, Country of Origin, impact of preferential trade withdrawal, etc.)

#### Contact details

Andrea Collins, The Export Department can be contacted either by phone or email:

Telephone: 07500 831800 E-mail: [acollins@exportdept.co.uk](mailto:acollins@exportdept.co.uk)

#### **Building Business Resilience Programme**

**<https://www.businesslincolnshire.com/explore/building-business-resilience/building-business-resilience-programme/>**

#### Overview

Actif deliver the Building Business Resilience Programme which aims to ensure that businesses in the East Midlands are informed and prepared to deal with any challenges that may result from the UK's departure from the European Union, as well as to help them spot and capitalise upon opportunities that may result. The Programme offers a range a series of webinars to businesses:

#### Webinars

Webinars will be delivered throughout Autumn and Winter 2020 on seven topics based on market understanding and knowledge of the issues that will impact upon businesses and their resilience, identifying opportunities arising from the EU Exit and assist with implementing solutions or developing products to meet market needs. Event details will be promoted on the Business Lincolnshire website Events calendar:

- The EU Exit for Employers: Everything you need to know about recruitment, contracts and protecting your staff
- The EU Exit and the Environment: Everything you need to know to ensure you remain compliant and to capture customers
- Finance & Business Support Beyond the EU Exit: How the EU Exit will affect banking and business support in the UK
- The EU Exit and Business Regulations : Everything you need to know to ensure your business remains compliant with GDPR and other regulations
- Marketing and Selling into Europe: Identifying and busting common EU perceptions and misconceptions in the EU about the UK
- Business Contracts and Insurance After the EU Exit: Everything you need to know about key clauses, cover and risk
- The EU Exit and Your Resilience: Supporting your personal resilience to take your business forward in the wake of the EU Exit

Future webinar themes will be delivered and developed in the New Year.

Contact details Meryl Levington and Leigh Sear, Actif Telephone: 07966 497842

Email: [meryl.levington@actif.org.uk](mailto:meryl.levington@actif.org.uk)

**Made in Lincolnshire** interactive brochure is being updated, this digital brochure will be used as a tool to showcase the strength and diversity of the manufacturing and engineering sector and support local, regional and national supply chain opportunities. Please refer any manufacturing businesses who would like to be included to [BusinessLincolnshire@lincolnshire.gov.uk](mailto:BusinessLincolnshire@lincolnshire.gov.uk)

***We will ask that all board members are included in this digital brochure- if you do NOT want to participate please let SH know.***

### **Manufacturing Growth Programme & Supply Chain Programme - NH**

Manufacturing Growth Programme - Demand has remained even stronger. Particularly around small capital. Two - three a month up to £20k - very encouraging. Jobs are now starting to be created. They are also capturing safeguarded jobs. 43% intervention level, cap of £5-6K for consultancy, £25k on the small capital - total cost of project. Minimum £1k. Can support any form of consultancy.

**Manufacturing Growth Programme** support is available for all Greater Lincolnshire manufacturing businesses to access (but unfortunately because it is ERDF funded it cannot cover Rutland due to its developed status)

<https://www.businesslincolnshire.com/explore/funding/search/manufacturing-growth-programme>

Supply Chain Programme - Developing an initial workshop to increase the awareness of what supply chains really are. Including lean manufacturing etc. There will be a supply chain maturity audit, they will then look at strengths and weaknesses - then support to other grants and covid recovery etc. Brexit is included in the workshops. Workshops aimed at Manufacturing SMEs. First one is booked for the 20<sup>th</sup> October. SH to share information with the Minutes. **SH TO ACTION. SH Completed below**

### **Supply Chain Improvement Programme**

Are COVID-19 and the UK's EU exit disrupting your supply chain? Regain control with our Supply Chain Improvement Programme. Mitigate risks and grasp opportunities that come your way, strengthening your business during this turbulent time.

Oxford Innovation is committed to providing business support to SMEs to help them improve their competitiveness and grow. Core to our approach is to work with clients to understand their needs and build solutions that support them on their journey to success. By providing solutions to drive economic growth, OI delivers effective business support programmes by working in partnership with funders to produce tangible results within businesses whilst maximising the return on the initial investment.

The programme will help businesses to; Identify current Supply Chain Gaps; Conduct a Supply Chain Audit; Deeper understanding of Supply Chain concept and evolution; Effective Supply Chain Management; The 3 Goals to continually Improve Supply Chains; Guidance that can improve the efficiency and effectiveness of your Supply Chain; Addresses demand uncertainty; Supply Chain Model A world class approach; 1:1 Mentoring to reduce the risks to your Supply Chain issues; Building a Supply Chain map in Lincolnshire.

Oxford Innovation Services Ltd will deliver this programme on behalf of The Business Lincolnshire Growth Hub

To find out more please email: [admin@bizlincolnshire.co.uk](mailto:admin@bizlincolnshire.co.uk) [Supply Chain Improvement Programme](#)



#### **CATCH "The Industrial Environment" - DT**

Please see attached presentation by DT. Great opportunities for linkages in terms of investors, best practice, transfer of CATCH model to other sectors and link with UoL future funding competitions.

#### **MadeSmarter Initiative Update - SW**

A number of projects have gone into the Made Smarter initiative. £10m for Digital Sandwich - Tracking and tracing food supply chains through manufacturing. Looking at AI to optimise this project. Recently submitted a further bid with a group of Lincolnshire food companies that have a fresh produce supply chain, global produce comes in through south of the county - trying to digitalise the global supply chain. Seek to develop new app to facilitate produce supply chains into the UK. A 5G/4G bid has been developed to support the transmission of data through the supply chain.

Received news last week - a large competition to create a supply chain centre and digital technologies to support supply chains - to be submitted in December - £4-5m.

SH - Exciting plans for the food sector is there a way to make best practice linkages with the manufacturing supply chains. **SW to be invited to future meetings to share knowledge transfer opportunities.**

#### **Any Other Business**

- KR - Digital Manufacturing Week w/c 9<sup>th</sup> November - Free for manufacturers.

#### **The meeting was closed.**

#### **Date of Next Meeting**

19<sup>th</sup> January 2021 - Teams virtual meeting 10.00am to 12.00pm

# Paper 2 – Greater Lincolnshire Manufacturing Network

Publication	Public Paper (published)					
Meeting date:	19 <sup>th</sup> January 2021					
Agenda Item:	2					
Item Subject:	Greater Lincolnshire Manufacturing Network					
Author:	Samantha Harrison					
For:	Discussion		Decision		Information	X

## 1) Purpose of GLMN the initial scoping document

Creating a New Manufacturing Community...Introducing the Greater Lincolnshire Manufacturing Network (GLMN): An exciting new initiative founded by the School of Engineering and Greater Lincolnshire Local Enterprise Partnership (GLLEP) Manufacturing Board, offering huge potential to support the manufacturing sector across the region and bridge the gap between academia and manufacturing businesses.

The LEP Manufacturing Strategy identified greater alignment between the manufacturing sector, the University of Lincoln, and the wider community, and this new network aims to facilitate visibility, accessibility and engagement with our Schools of Engineering, Chemistry and the broader College of Science. The network will work to support the growth and development of SMEs by promoting best practice, manufacturing solutions and partnership opportunities, and will showcase technological advances, cutting edge thinking and act as a knowledge-transfer vehicle between academia and industry.

GLMN will provide a knowledge-intensive business corridor locally at the heart of the manufacturing business in Greater Lincolnshire and will be open to all manufacturing businesses in Greater Lincolnshire. The network will be piloted for 1 year and members will be able to join free of charge. To express an interest in membership or for more information please email the GLMN team via [glmn@lincoln.ac.uk](mailto:glmn@lincoln.ac.uk).

## 2) GLMN Launch Event: 3<sup>rd</sup> of November 2020; virtual event of the Greater Lincolnshire Manufacturing Network; Manufacturing Made Smarter

- a. 62 booked the event and 30 attended. The event coincided with a second lockdown announcement so this may have impacted availability.
- b. Suggestions for future content from feedback forms included:
  - i. More from the Northern Lincolnshire region.
  - ii. Perhaps focus on specific challenges and best ways to tackle in Lincs' context.
  - iii. Skills development.
  - iv. Brexit.
  - v. Culture change within business - how to engage the team in those changes.
  - vi. Sustainability, climate and green challenges; future mobility; disruption
- c. Event has been moderated by Dr Michael Gallimore, head of school of Engineering - University of Lincoln and Andrew Stevenson Director of Research and Enterprise. Speakers, Professor Mini Saaj, Darren Joint (MD of Viking Signs and Chair of GLLEP Manufacturing Board) and Mike Hague-Morgan (Co-owner, Autocraft Solutions Group), and hope you enjoyed a taste of the expertise and insights available through the network and our upcoming events. We apologise, however, for the technical difficulties we had in displaying the audience polls and will be looking at ways to rectify the hitches we experienced while incorporating new ways to create an interactive environment. After all, our members and their involvement are what will drive the success of this new network.

# Paper 2 – Greater Lincolnshire Manufacturing Network

## 3) GLMN Structure suggestion

- a. Manufacturing Board sub group to act as Steering Committee, self-nominated GLLEP Manufacturing Board members to act as GLMN Manufacturing Council group (steering committee) to help shape GLMN etc.
- b. GLLEP manufacturing board represents various manufacturing businesses within Greater Lincolnshire including University of Lincoln. GLMN to have internal team led by Ahmed Elseragy and colleagues from the University of Lincoln which will look after operations and should communicate with GLLEP manufacturing board via Daren Joint.
- c. GLMN Logo and Website:  
<https://www.lincoln.ac.uk/home/businessengagement/industrylinks/greaterlincolnshiremanufacturingnetwork/>
- d. Email [glmn@lincoln.ac.uk](mailto:glmn@lincoln.ac.uk)

## 4) Outline of Membership details

- a. Membership enquiries can be made via our webpage - the registration link will be added prior to our next event. Delegates in the GLMN database from the first event will be receiving their invitation to attend February's event and register next week (18<sup>th</sup> Feb).
- b. Further information about the network and its benefits is on our dedicated webpage. The network is exclusively for manufacturing businesses in the sector to engage with one another, with facilitation from the University of Lincoln and GLLEP Manufacturing Board. We will not be including consultants, intermediaries or financial sector representatives.
- c. If you have any questions, please do not hesitate to contact the GLMN team via [glmn@lincoln.ac.uk](mailto:glmn@lincoln.ac.uk).

## 5) GLMN and Make UK

- a. GLMN signed MoU with MakeUK for affiliation membership
- b. Ahmed Elseragy signed on behalf GLMN as interim-representative.
- c. As part of the agreement GLMN will be in regular contact with Make UK's policy and lobbying teams, and we'll be helping them understand our sector and the challenges we face, and may take part in Make UK surveys, and a few communications providing details of resources and benefits they will be sharing with us.
- d. The partnership also entitles GLMN members to Affiliate Membership of Make UK. This will provide our members with a range of benefits to complement their GLMN membership including:
  - i. Industry reports, publications and insight
  - ii. Member events, webinars, podcasts and briefings
  - iii. A range of discounted products and services
  - iv. Preferential rates on the Brexit Toolkit and Pay benchmarking reports

## 6) Working with other networks and organisations

- a. Establishing cooperation between GLMN and NAAME.
- b. Establishing cooperation between GLMN and NMN.
- c. Establishing cooperation between GLMN and LINCIS IoT (Lincoln Institute of Technology).

## 7) GLMN Future network meetings

- a. Future events will take place virtually for the foreseeable, via a new platform we have invested in called Collab. This enables a far more interactive experience for delegates, who can join small group discussions as well as view keynote presentations.
- b. We believe that running the events primarily virtually post-Covid-19 will enable people to attend without the difficulties of logistics and travel. We could however, run one of our quarterly events in person, on campus, to enable face to face contact in some form.

## Paper 2 – Greater Lincolnshire Manufacturing Network

- c. GLMN 2<sup>nd</sup> event will take place on February event 9th of Feb 2021, **The Future of Sustainable Supply Chains**. Will run on COLLAB [www.collab.org.uk](http://www.collab.org.uk). The event will be moderated by Professor Craig Marsh. Professor Charbel Jabbour is event's academic keynote speaker. Three sub-themes/sub-groups to be facilitated by three academics from Lincoln school of business academics. (roundtable networking/discussions). We are still waiting for industry speaker (maybe LEP manufacturing board can help with this).
- d. 3<sup>rd</sup> event Clean Growth 4<sup>th</sup> of May 2021.
- e. 4<sup>th</sup> event 6th of July 2021 (theme TBC)

## **TERMS OF REFERENCE**

### **Background**

. A manufacturing board is required to steer the strategy and activities of the LEP and influence other partners to influence future manufacturing within Greater Lincolnshire.

"Greater Lincolnshire has a vibrant and successful Manufacturing sector. In 2018 the value of the sector has reached £4bn or 20% of total economic value employing 69,500 people equating 14% of all employment. The sector is diverse and underpins and drives much of the strategic opportunity in Greater Lincolnshire across food, energy and decarbonisation, defence and logistics. It can deliver growth, safeguard and create jobs, drive investment and have positive impact on the quality of life for Lincolnshire residents."

### **Strategic Aim**

The remit is for the Manufacturing Board to be the expert and leadership group that support and accelerates the growth, productivity and competitiveness of the manufacturing economy in the Greater Lincolnshire Region.

The Manufacturing Board will be a high level leadership group, bringing together private and public sector partners from the wider 'Manufacturing community' which it will support and facilitate.

The Board will;

- Lead, influence and champion the manufacturing agenda across Greater Lincolnshire
- Develop a vision and action plan for a dynamic, competitive and sustainable Manufacturing Sector which can contribute to the UK's competitiveness
- Co-ordinate, facilitate and oversee delivery of action and investment to support the vision and plan; and report on progress and key issues to the LEP
- Working with the growth hub governance board, ensure that the manufacturing support products are coordinated and aligned to provide manufacturing businesses with a clear route to products and expertise that will help them fulfil their growth potential
- Forge strong connections and influential relationships with the national level (particularly Department for Business, Energy and Industrial Strategy , Innovate UK and the Department for International Trade )
- Co-ordinate and broker collaborative relationships around key opportunities for Manufacturing within and, in conjunction with the LEP
- Facilitate networking and inter-action between specialist sectoral and other Manufacturing groups, agencies and programmes
- Ensure that the LEP is advised of progress, key issues and any material changes which are likely to affect the LEP's overarching Business Plan and that any necessary corrective action is taken

The Greater Lincolnshire LEP is a company limited by guarantee, established to provide strategic leadership to set out local economic priorities for Greater Lincolnshire. There will be a two-way relationship between the Greater Lincolnshire LEP and the Manufacturing Board, and each will give advice and be asked for advice on matters where a manufacturing perspective is required.

### **Roles and Responsibilities**

- Review the Greater Lincolnshire Manufacturing Plan, and the outcomes (which will identify what works and measure impact) and endorse recommendations
- Identify gaps or underperformance in existing support
- Develop new activities and programmes to accelerate business formation and growth
- The Manufacturing Board will act as an advisory body for the LEP on all matters within the scope of its remit
- The Manufacturing Board will identify all issues of major importance including strategy, key strategic objectives and targets and key decisions involving the prioritisation of support for Manufacturing growth and productivity
- The Manufacturing Board will work closely with other senior Boards of the LEP, including the Employment and Skills Board and any new groups with a directly relevant remit, that the LEP may establish
- The Chair of the Manufacturing Board will agree the most appropriate forms of joint working with the Chairs of the other senior Boards and these might include reciprocal membership or regular attendance of each other's' Boards
- The Board will be the Industry Council for the Greater Lincolnshire Manufacturing Network (GLMN)
- The operation of the Greater Lincolnshire Manufacturing Network may lead to revenue generating opportunities, these will need to be agreed with the LEP Board in advance.
- The Manufacturing Board will build close working relationships, through means to be agreed, with other key partners. These include the Councils of the Local Authorities; MAKE UK, FSB, IoD, CBI, Chambers of Commerce, CATCH, Humber Renewable Energy Cluster and other appropriate organisations including Manufacturing Business Networks
- The Manufacturing Board will set up task groups to oversee the key Strategic Objectives in support of the Sector Plan and the recommendations and actions will be promoted to the private sector

### **Accountability**

- The Manufacturing Board will be one of the LEP's sector advisory boards

- It will be chaired by a private sector representative who will provide updates to the LEP Board
- The board will be recruited through an open recruitment process. All appointments will be approved by the LEP's appointment committee
- The Chair and Vice Chair will have a two year term of office with the opportunity for a maximum renewal of a further two consecutive years in order to provide continuity.
- The Manufacturing Board members will have a term of office for three years with a view to renewal for a further three years in order to provide continuity.
- The Manufacturing Board will report regular progress to the LEP board on its delivery.
- As members of the board resign or reach term of office, the Manufacturing Board will make recommendation to the Manufacturing Board Chair for replacements.

## **Membership**

The Manufacturing Board will have sub sector and geographical representation and be predominately private sector. The Board shall be no less than 10 members and no more than 15 members.

Membership of the board will also include representatives that can provide a level of specialist support and knowledge that will be required to successfully deliver the agreed priorities within the work programme.

Ideally all board members will work or live in the Greater Lincolnshire and Rutland area.

The Chair of the Manufacturing Board will be report in to the main LEP Board to ensure the sector is integrated with the activities of the GLLEPs other identified growth priorities and to ensure the interests of the sector are represented in decision making and policy formation.

## **Meetings**

The Board will meet at least twice a year. Members are expected to provide apologies if they cannot attend and no substitutes will be allowed.

An annual calendar of meetings and venues rotating between Manufacturing Board members will be agreed at the outset.

The Greater Lincolnshire LEP will provide the initial secretariat and executive support for thAppendix A

## **ROLE DESCRIPTIONS: CHAIR, AND MEMBERS**

The role descriptions for the Manufacturing Board and its Members have been developed to provide initial guidance, drawing on best practice from similar organisations. As the Manufacturing Board develops in its role, this body of guidance will be the subject of review and adjustment to reflect collective lessons and experience. In the intervening period, the following will be brought into use in the establishment and operations of the revised Manufacturing Board.

### **The Manufacturing Board (MB)**

As well as attending Board meetings, members may be asked to attend other meetings as a representative for the LEP and Manufacturing, and will be required to read background papers and documents and input into plans.

The specific role of a Board Member is to:

- **Use experience and knowledge to help shape strategy and policy**

- **Influence the prioritisation, planning and investment in the manufacturing to support provision and the shape of delivery**
- **Support the strategic aims of the Greater Lincolnshire LEP**
- **Represent a range of people, organisations or views, not their own or that of their own organisation**

The role of Manufacturing Board members is to proactively drive, challenge and influence the GL Manufacturing sector to ensure that its growth objectives are realised and there is integration, as appropriate with the GLLEP other identified growth sectors.

In so doing, the Manufacturing Board will advise the LEP and its constituent members, on all matters within the scope of its remit and to act within any guidance and direction from the LEP. The Manufacturing Board will identify all issues of major importance including strategy, key strategic objectives and targets, and key decisions embodied in the Manufacturing Plan.

In carrying out these responsibilities, the Manufacturing Board Members will look across all sectors of the areas manufacturing to identify key opportunities and priorities for growth, and to ensure appropriate marketing and promotional activity take place to support their achievement.

Manufacturing Board Members will have collective responsibility, under the leadership of the Chair, to ensure that the Manufacturing Board fulfils the remit set by the LEP. The Manufacturing Board Members will collectively and individually provide leadership, support and generally work to build and maintain a vibrant and dynamic manufacturing in the region which is well connected to national and international markets. The Manufacturing Board Members will support close working between the private and public sectors.

The Manufacturing Board will partake in one stakeholder event per year with the LEP constituent members of the Manufacturing and other appropriate organisations.

These events will have two principal roles,

- i) To received feedback and views of the constituent members of the region in order to inform the Manufacturing Board on progress and give insight to priorities,
- ii) To update constituent members on activity driven by the Manufacturing Board and results of that activity along with and overview of performance of the sector.

In pursuance of the Manufacturing Board's remit, Board Members shall:

- (a) Establish the overall strategic direction for the manufacturing in the LEP area through the development and periodic review of the GLLEP Manufacturing Plan.
- (b) Support, engage with and otherwise facilitate activity by the manufacturing membership to deliver priority activities and campaigns and require, receive and review information on activity and campaigns from key partners responsible for delivering activity.
- (c) Ensure that the LEP is advised of progress, key issues and any material changes which are likely to affect the LEP's overarching Business Plan and that any necessary corrective action is taken.
- (d) Maintain high standards of governance at all times.

Members of the Manufacturing Board are appointed for their skills, expertise and influence and are expected to bring these to bear in support of the Manufacturing Board's objectives together with commitment to deliver any specific actions within the Manufacturing Board's Manufacturing Sector Plan for which their organisation has lead responsibility.



Individual members of the Manufacturing Board shall act in accordance with their responsibilities as members of the Manufacturing Board, being mindful of any specific requirements or values which the LEP may from time to time decide. The Manufacturing Board as whole and individual Members shall in particular be mindful of and respect the commercially confidential and sensitive nature of some activities. Individual Members shall at all time act in the best interests of the agreed collective objectives and in good faith. In the event of any conflicts of interest, Individual Members shall declare these to the Chair.

Individual Members will commit to attending at least one out of the two meetings of the Manufacturing Board as a condition of membership and will make their facilities available for meetings of the Manufacturing Board.

Members should be senior decision makers and able to influence at local and potentially national level to support the delivery of priorities. They should also be advocates of the sector, able to commit the time to attend board meetings and exert influence as is required.

### **The Chair**

The Chair of the Manufacturing Board is responsible for advising the LEP Board and reporting to it on all matters within the remit of the Manufacturing Board.

The Chair will provide leadership to the Manufacturing Board, ensuring that it works as a coherent and effective leadership team, that it provides wider leadership and support to the LEP area Manufacturing and that the Manufacturing Board's work is informed by the views of its membership/constituents.

The Chair shall act as the spokesperson for the Manufacturing Board, building and maintaining influential relationships and close working with international, national, regional and local institutions and key players in Governmental, private sector and public sector arenas concerned with manufacturing.

The Chair will also be the LEP Board's Manufacturing champion and will work closely with the Vice-Chair of the Manufacturing Board; the Chairs of the LEP's senior Boards and with the chairs of other senior groups within the LEP area in pursuance of the GLLEPs accelerated economic growth objectives.

The Chair will advise, and bring into play the collective expertise of the Manufacturing Board and its membership to advise senior regional groups and players on the matters for which the Manufacturing Board is responsible. S/he will represent the views of the Manufacturing Board to the LEP, membership, partner and stakeholder organisations and the general public.

The Chair shall ensure that the Manufacturing Board is provided with regular advice, intelligence and reports on the development and delivery of the Manufacturing Board's destination management plan and related objectives and targets.

The Chair will encourage high standards of collective working and governance.

### **The Manufacturing Board Chair: Expertise, Skills and Influencing Requirements**

The Chair of the Manufacturing Board will have wide ranging and extensive high level experience and knowledge of, and well developed connections and working relationships in the Manufacturing, in national and international arenas.

S/he will have highly developed leadership, strategic and organisational skills, developed in international, national or regional executive roles, and a track record of operating effectively in, and with, Governmental and major corporate spheres.

### **Observers (non-members)**

The Secretariat will also be represented at all meetings.

Members of the GLLEP, Business Lincolnshire Growth Hub and Lincolnshire County Council will be invited to attend Board meeting as observers from time to time to provide continuity between the Board and The Growth Hub Board; by request to the Chair.

Specialists may be invited by the Chair to attend specific Board meetings or Agenda items where particular expertise is required.

Occasional observers may request to attend a meeting through the Chair.

### **Administration**

The Manufacturing Board will be supported by a professional secretariat hosted by Lincolnshire County Council. The meetings and the papers of the Board will be prepared by Lincolnshire County Council, and be in the same format as the LEP Papers, with members subject to the same conditions of operation, shared values and code of conduct.

### **Specific Contributions**

Whilst this list is not exhaustive, the key areas of specialist expertise required within the Manufacturing Board are as follows:-

- i. HR Employment and Skills
- ii. Advanced Manufacturing
- iii. Manufacturing Exporter
- iv. Manufacturer of Agri -food
- v. Manufacturer of Chemicals
- vi. Manufacturing Business Support
- vii. University
- viii Manufacturer - Electrical/electronic
- ix Member of Financial sector

### **The way we do business**

The Board will adopt good practice and its Members will act within the General Duties and Obligations set out in this document and adopt the following values:

- Championing to influence and lead by example
- Enterprising solutions that are creative
- Partnership working across the private, public and the third sector
- Sharing best practice
- Being inclusive of each locality and community across Greater Lincolnshire

A Code of Conduct and Register of Interest is in place and all Board members and observers are required complete a declaration.

<b>Reference 11:</b> GLLEP Manufacturng Board Terms of Reference
<b>Reviewed:</b> Nov 2020
<b>Review Date:</b> Nov 2021
<b>Policy Lead Officer:</b> Ruth Carver

## PAPER 4 - Covid Recovery Plan Action Update

Publication	Public Paper (published)					
Meeting date:	19 <sup>th</sup> January					
Agenda Item:	4					
Item Subject:	Covid Recovery Plan Action update					
Author:	Samantha Harrison					
For:	Discussion		Decision		Information	Yes

### Greater Lincolnshire Manufacturing Network - see separate paper

#### 1) Manufacturing Transformation Programme

This fully funded programme provides training, business coaching and consultancy analysis for up to 8 months.

The programme is designed to help the participating company overcome the challenges set by the Covid-19 crisis and adapt to future consequences by improving business performance, innovating product and service offerings or developing new business.

The Centre for Management & Business Development are delivering this programme on behalf of Business Lincolnshire Growth Hub.

For more information, email [enquiries@cmbd.org.uk](mailto:enquiries@cmbd.org.uk) or call 07733 107238  
Manufacturing Transformation Programme

Update- 10 manufacturing businesses are progressing through this programme- good feedback received to date.

#### 2) Manufacturing Growth Programme - Oxford Innovation

The MGP provides 43% intervention level, cap of £5-6K for consultancy, £25k on the small capital - total cost of project. Minimum £1k. Can support any form of consultancy.

Support is available for all Greater Lincolnshire manufacturing businesses to access (but unfortunately because it is ERDF funded it cannot cover Rutland due to its developed status)

<https://www.businesslincolnshire.com/explore/funding/search/manufacturing-growth-programme>

Oct - Dec continued in the same vein since the first lockdown commenced back in March with project activity remaining very positive indeed. Jobs growth remains pretty stagnant however, towards the end of the quarter some green shoots of jobs growth rather than safeguarded was evident. We were also busy during the quarter, making MGP clients aware of the Peer 2 Peer networks running in the region, along with the Supply Chain Improvement Programme.

Attached supporting documents:

- Autumn Barometer for the East Midlands
- GLINCS MGP Insight Report up to and including Dec

#### 3) Supply Chain Improvement Programme - Oxford Innovation

The programme helps businesses to; Identify current Supply Chain Gaps; Conduct a Supply Chain Audit; Deeper understanding of Supply Chain concept and evolution; Effective Supply Chain Management; The 3 Goals to continually Improve Supply Chains; Guidance that can improve the efficiency and effectiveness of your Supply

## PAPER 4 - Covid Recovery Plan Action Update

Chain; Addresses demand uncertainty; Supply Chain Model A world class approach; 1:1 Mentoring to reduce the risks to your Supply Chain issues; Building a Supply Chain map in Lincolnshire.

To find out more please email: [admin@bizlincolnshire.co.uk](mailto:admin@bizlincolnshire.co.uk) Supply Chain Improvement Programme

### **Supply Chain Workshop Content:**

- The Need for Continuous Improvement
- What is a Supply Chain?
- Supply Chain Evolution & Mapping
- Typical Supply Chain problems
- The 3 Goals of Supply Chain - Stock / Inventory / Service
- What does best practice look like?
- How do you improve your Supply Chain?
- Order Promising, Order Fulfilment, Planning & Inventory Design
- SOP's: Standard Operating Procedures
- Risk Management, Procurement & Logistics
- Sustainable Change
- How we can help you get there!

### **Follow on Support:**

- Complete your own businesses Supply Chain AUDIT
- SWOT Analysis
- Action Planning
- 1:1 Bespoke Support to improve your Supply Chain.

### **Update**

- Workshop Delivery - 1 of 4 -completed
- SC Audits - 5 Clients are progressing through to Supply Chain Audit & SWOT Analysis
- One to one support - Meetings are being agreed and diarised (we are anticipating that all 5 clients will progress to 1:1 support)
- Oxford Innovation have delivered the first Supply Chain Workshop to 7 clients ( 11 initially booked)
- Feedback received has been very positive in relation to the Workshop delivery and to identify areas of potential 1:1 support
- Anecdotal Feedback:
  - "I am looking for pointers in our approach to procurement and stock control"
  - "I am interested in further workshops preferably Zoom based rather than face to face so I don't have to travel ☺ : Lean, QCD etc and the other 1:1 support"
  - "I am interested in the SOP (Standard Operating procedures) bit as we are rolling the new ones out in the new year and it would be a good training session"
  - "Enjoyed this morning and yes to some 1:1help in new year"

Next Workshop will again be delivered remotely via Zoom Meeting on 24<sup>th</sup> February 2021

#### **4) Manufacturing PeerNetworks**

Peer Networks is a national initiative, delivered locally through the Local Enterprise Partnership (LEP) network and their respective Growth Hubs. The programme's longer-term aims are focused on reducing the UK productivity gap by helping business leaders find practical solutions to strategic and operational challenges. It also forms part of the UK Government response to the COVID-19 pandemic and the ongoing EU transition, seeking to improve the resilience of SMEs, their capability to

## PAPER 4 - Covid Recovery Plan Action Update

adapt their business models to the “new normal” and position themselves for future success, driving longer-term productivity gains.

The programme sees the creation of a series of peer networks (cohorts) through the Growth Hub network, with each group consisting of 11 owners or managers from the SME business community participating in each network. Led by an experienced facilitator, these peer networks typically meet fortnightly as part of delivering 18 hours of action learning through 2-3-hour sessions. Individual one-to-one support (coaching, mentoring, or advice) is also provided either directly by the programme, or from other existing schemes to help to implement and manage change. Active involvement in the peer network enhances the leadership capabilities, knowledge and confidence of business owners and entrepreneurs within a local region. It helps build regional connectivity and strength within the SME business community.

The Growth Hub has secured funding to deliver 3 Manufacturing Networks, 2 are underway. The delivery deadline is the 31<sup>st</sup> March 2021.

### 5) **RESTART Support Programme**

**<https://www.businesslincolnshire.com/explore/funding/search/restart-support-programme/>**

#### **Overview**

The Export Department will deliver the RESTART Support Programme to assist businesses who are either exporting or importing and require specialist support and guidance in navigating the complexities of trading and ensuring compliance with trade regulations post EU exit. The support is delivered both via webinars (1 to many) and 1:1 support (currently virtually).

#### **Webinars**

International trade and preparing for post transition period (10x one hour sessions to run throughout Sept and Oct 2020). Webinars include advice around the following subjects. Event details will be promoted on the Business Lincolnshire website Events calendar:

- Importing post Transition Period, a practical guide for novice and seasoned importers
- Exporting post Transition Period, a practical guide for novice and seasoned exporters
- Imported goods valuation for Customs - ensuring HMRC compliance
- Effective international supply chain management
- Understanding international trade documentation post Transition Period
- The importance of Incoterms in international contracts
- Managing financial risk and getting paid when trading internationally
- Developing overseas markets and managing international partners
- Trading under preference and understanding the new UK Global Tariff

#### **1:1 Support**

1-3 hours of support per client to prepare for the end of the transition period (to include international contracts, customs declarations and documentation, Valuation, commodity codes and new Global Tariff, licensing, Country of Origin, impact of preferential trade withdrawal, etc.)

#### **Contact details**

Andrea Collins, The Export Department can be contacted either by phone or email:  
Telephone: 07500 831800 E-mail: [acollins@exportdept.co.uk](mailto:acollins@exportdept.co.uk)

## PAPER 4 - Covid Recovery Plan Action Update

### 6) **Building Business Resilience Programme**

<https://www.businesslincolnshire.com/explore/building-business-resilience/building-business-resilience-programme/>

#### Overview

Actif deliver the Building Business Resilience Programme which aims to ensure that businesses in the East Midlands are informed and prepared to deal with any challenges that may result from the UK's departure from the European Union, as well as to help them spot and capitalise upon opportunities that may result. The Programme offers a range a series of webinars to businesses:

#### Webinars

Webinars will be delivered throughout Autumn and Winter 2020 on seven topics based on market understanding and knowledge of the issues that will impact upon businesses and their resilience, identifying opportunities arising from the EU Exit and assist with implementing solutions or developing products to meet market needs. Event details will be promoted on the Business Lincolnshire website Events calendar:

- The EU Exit for Employers: Everything you need to know about recruitment, contracts and protecting your staff
- The EU Exit and the Environment: Everything you need to know to ensure you remain compliant and to capture customers
- Finance & Business Support Beyond the EU Exit: How the EU Exit will affect banking and business support in the UK
- The EU Exit and Business Regulations : Everything you need to know to ensure your business remains compliant with GDPR and other regulations
- Marketing and Selling into Europe: Identifying and busting common EU perceptions and misconceptions in the EU about the UK
- Business Contracts and Insurance After the EU Exit: Everything you need to know about key clauses, cover and risk
- The EU Exit and Your Resilience: Supporting your personal resilience to take your business forward in the wake of the EU Exit

Contact details Meryl Levington and Leigh Sear, Actif Telephone: 07966 497842  
Email: [meryl.levington@actif.org.uk](mailto:meryl.levington@actif.org.uk)

### 7) **Made in Lincolnshire**

The interactive brochure is being updated, this digital brochure will be used as a tool to showcase the strength and diversity of the manufacturing and engineering sector and support local, regional and national supply chain opportunities. Please refer any manufacturing businesses who would like to be included to [BusinessLincolnshire@lincolnshire.gov.uk](mailto:BusinessLincolnshire@lincolnshire.gov.uk)

The Business Lincolnshire team along with Shooting Star have contacted over 350 businesses, these include the original 38 businesses but also those that have been nominated through the Made In Lincolnshire awards in the last 3 years, those that have been included/involved in the 'Made In area' (eg; Boston, Sleaford Gainsborough), Manufacturing board and all our other relevant boards and contacts. To date 70 businesses have confirmed they would like to be included and the copy for 59 out of the 70 has been collated. The digital brochure will by March 2021.

***We will ask that all board members are included in this digital brochure- if you do NOT want to participate please let SH know.***

## MANUFACTURING GROWTH PROGRAMME



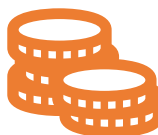
**429**

STRATEGIC  
BUSINESS REVIEWS  
CARRIED OUT



**£1,149,816**

PRIVATE SECTOR  
INVESTMENT



**£784,150**

GRANT AMOUNT  
DEFRAYED TO DATE



**242**

JOBS CREATED

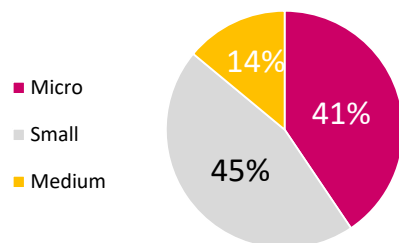


**£34,248**

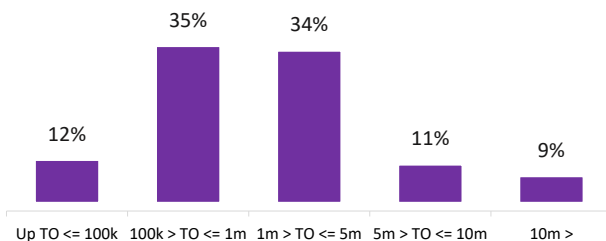
AVERAGE GVA PER  
EMPLOYEE

## SME ENGAGEMENT

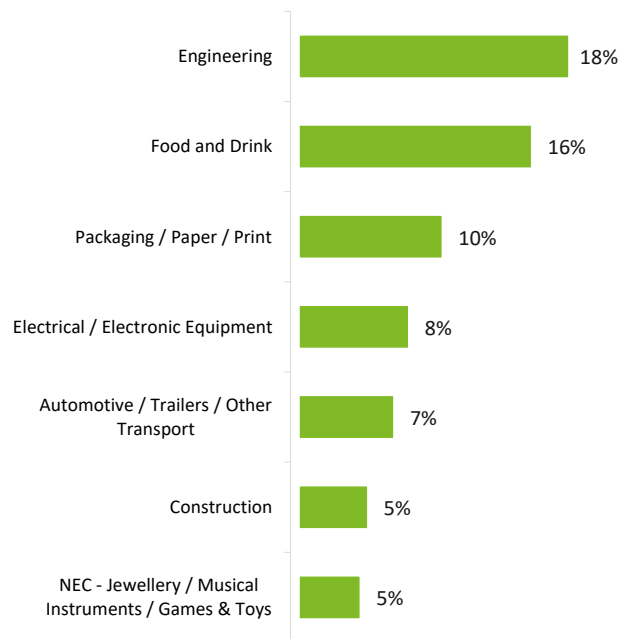
### SME SIZE



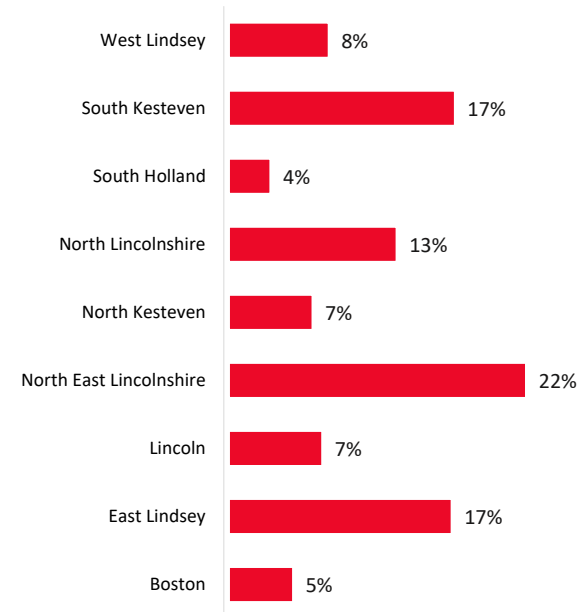
### SME TURNOVER



### SME SECTORS



### ACTIVITY BY LOCAL AUTHORITY

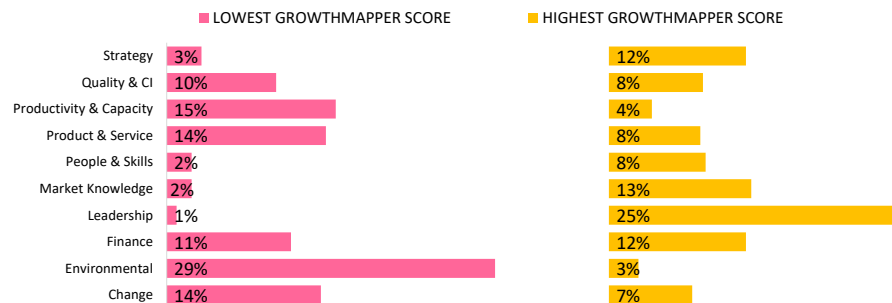




## GROWTHMAPPER

A FAMILY OF COMPLEMENTARY COACHING TOOLS COVERING ALL THE KEY ASPECTS OF ESTABLISHING AND GROWING A SUCCESSFUL BUSINESS

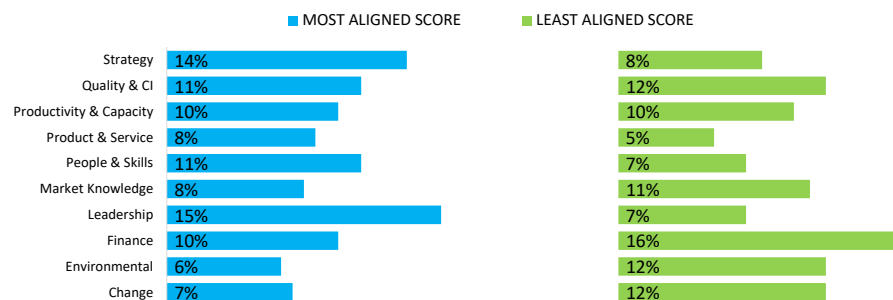
### GROWTHMAPPER SCORE BY CATEGORY



■ 29% OF ALL BUSINESSES BELIEVE THEY HAVE SOME WAY TO GO WITH ENVIRONMENTAL

■ 25% OF ALL BUSINESSES BELIEVE THEY ARE WELL ON TOP OF LEADERSHIP

### ALIGNMENT SCORE BY CATEGORY



■ LEADERSHIP IS THE AREA WHERE THE MANAGEMENT TEAM MAINLY AGREE

■ FINANCE IS THE AREA WHERE THE MANAGEMENT TEAM HAS MARKED DIFFERENCES OF OPINION

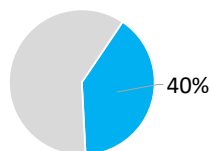
## PROJECT DELIVERY: TOP 3

### GRANT TYPE

Intensive Projects - 44%  
Standard Projects - 28%  
Capital Projects - 29%



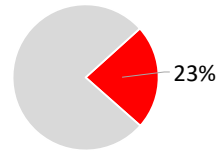
### MARKETING & MARKET KNOWLEDGE



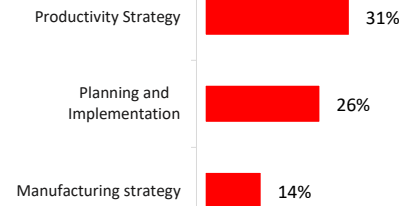
### MARKETING & MARKET KNOWLEDGE



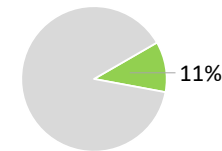
### PRODUCTIVITY & CAPACITY



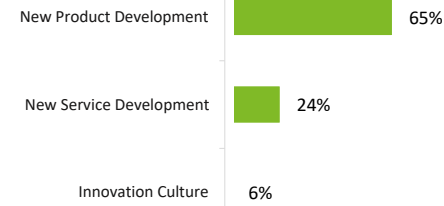
### PRODUCTIVITY & CAPACITY PROJECTS



### PRODUCTS & SERVICE INNOVATION



### INNOVATION PROJECTS





# MANUFACTURING barometer

**SPECIAL FOCUS: SHAPING THE FUTURE OF SME MANUFACTURING**

**EAST MIDLANDS REPORT FOR Q2 2020/21**

JULY, AUGUST AND SEPTEMBER 2020 - SURVEYED IN OCTOBER 2020

 **Manufacturing**  
Growth Programme

IN PARTNERSHIP WITH

**SWMAS** 

# CONTENTS

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## Shaping the Future of SME Manufacturing

- Introduction
- Survey Demographics
- Core Trends
- Special Focus
- Business Aspirations
- Conclusion
- About the Manufacturing Barometer



## MARTIN COATS

MD, Manufacturing  
Growth Programme

# INTRODUCTION

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**Welcome to the Manufacturing Barometer and thank you once again to all East Midlands businesses who participated.**

This quarterly survey uncovers business' past performance and future expectations, allowing us to map these core trends over time. Results are shared with local stakeholders and national government to provide a critical insight into the SME manufacturing sector, helping to ensure that future support addresses the specific needs they have highlighted.

This quarter's report shows that, whilst many businesses are still facing challenges because of the COVID-19 pandemic, for others, the marketplace has picked up slightly over recent months.

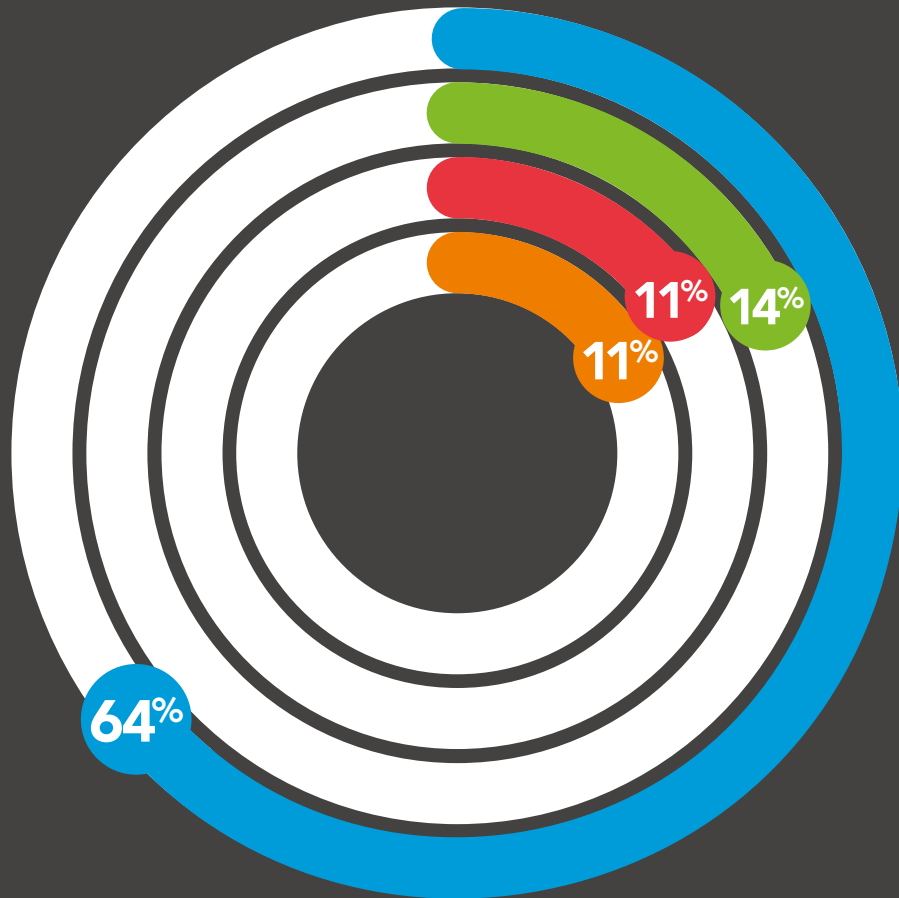
Unsurprisingly, the majority of respondents reported a reduction in profits between April and September, but nearly a quarter of companies actually saw an increase throughout this period.

Forecasts around staff retention are showing signs of improvement across the sector. Although 18% of respondents still predict a need to reduce their workforce, this has almost halved from the 32% who predicted this back in July. In fact, over a third are now expecting to employ additional staff within this period; a vast increase from those who predicted this in April's Barometer survey.

Future investment predictions are also more positive than they have been since the COVID-19 crisis began, and show a resilience amongst SME manufacturers, but this report indicates that the manufacturing sector is not yet back to its pre-pandemic position...

# EAST MIDLANDS SURVEY DEMOGRAPHICS

36 RESPONDENTS



## 78%

OF RESPONDENTS ARE:

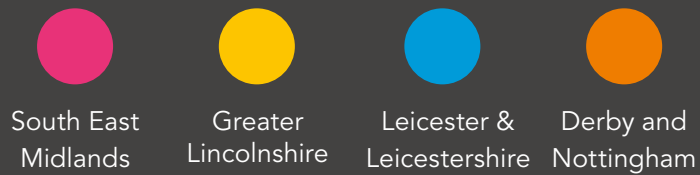
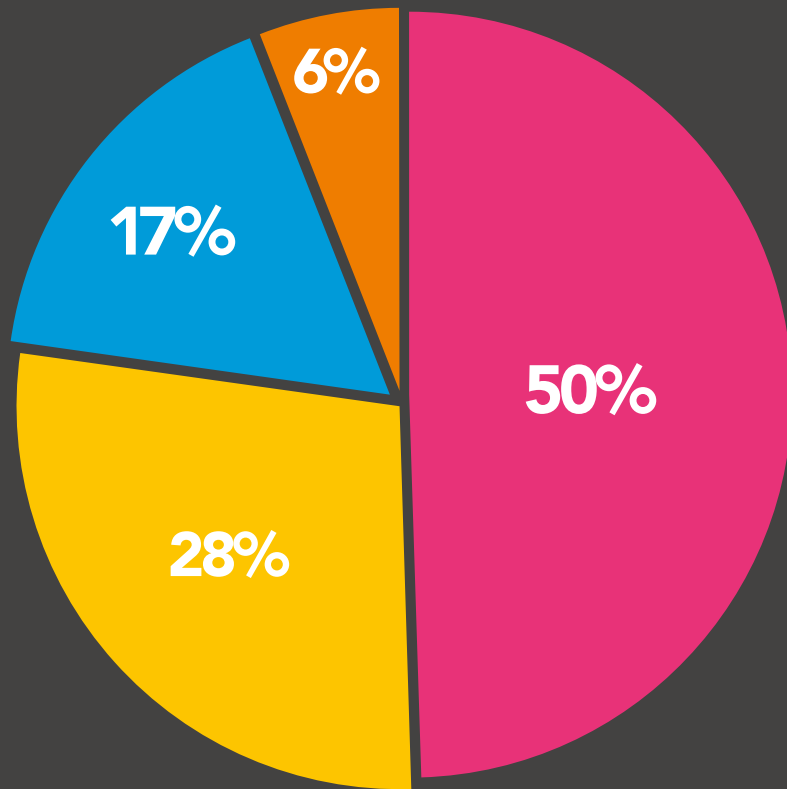
> **MANAGING DIRECTORS &  
CHIEF EXECUTIVE OFFICERS  
OR DIRECTORS**

Individuals with the highest level of strategic responsibility across their business.

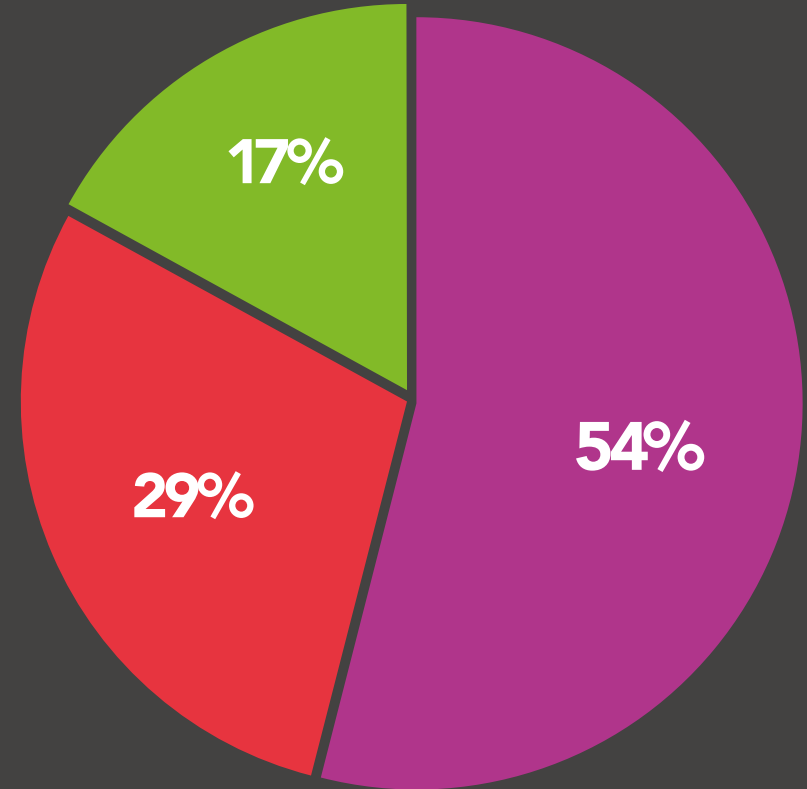


# EAST MIDLANDS SURVEY DEMOGRAPHICS

## LOCATION

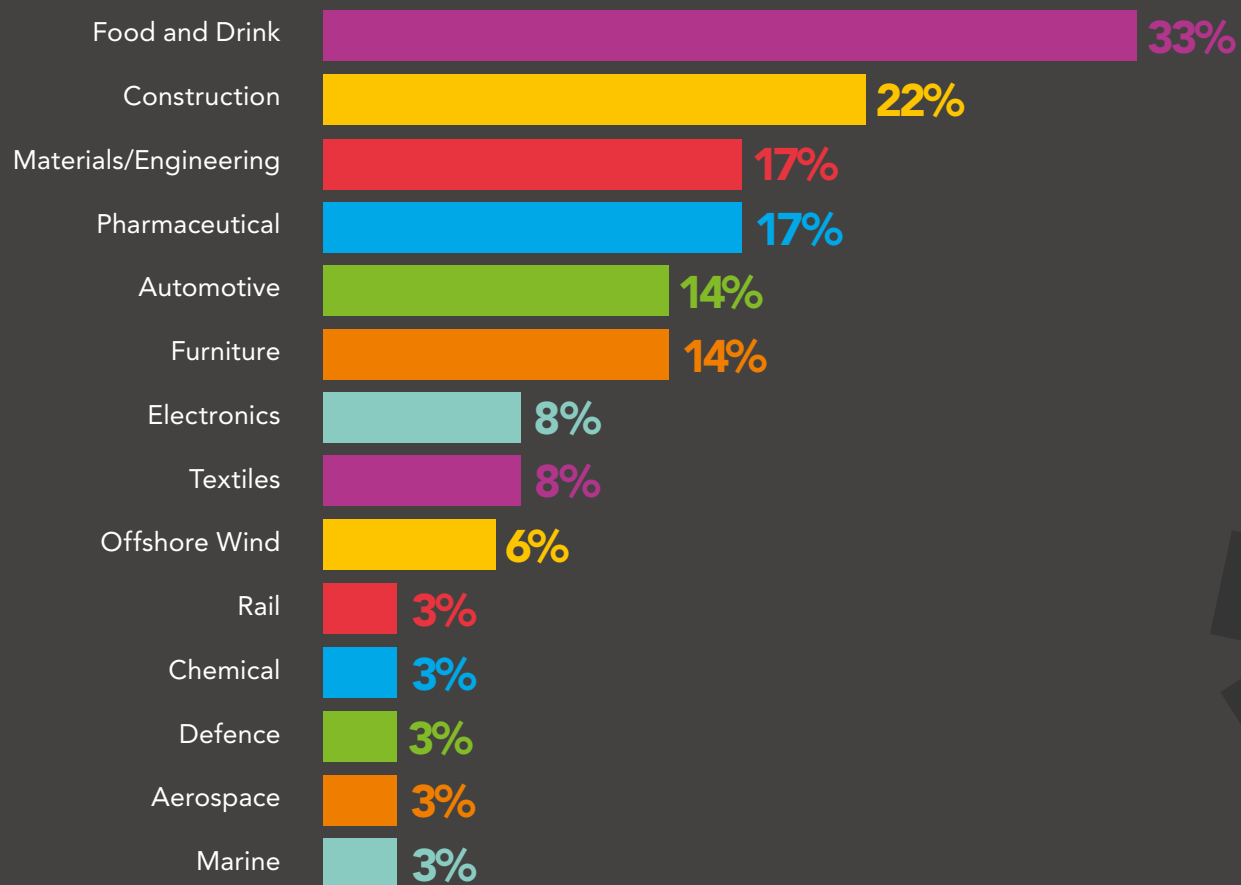


## SIZE



## EAST MIDLANDS SURVEY DEMOGRAPHICS

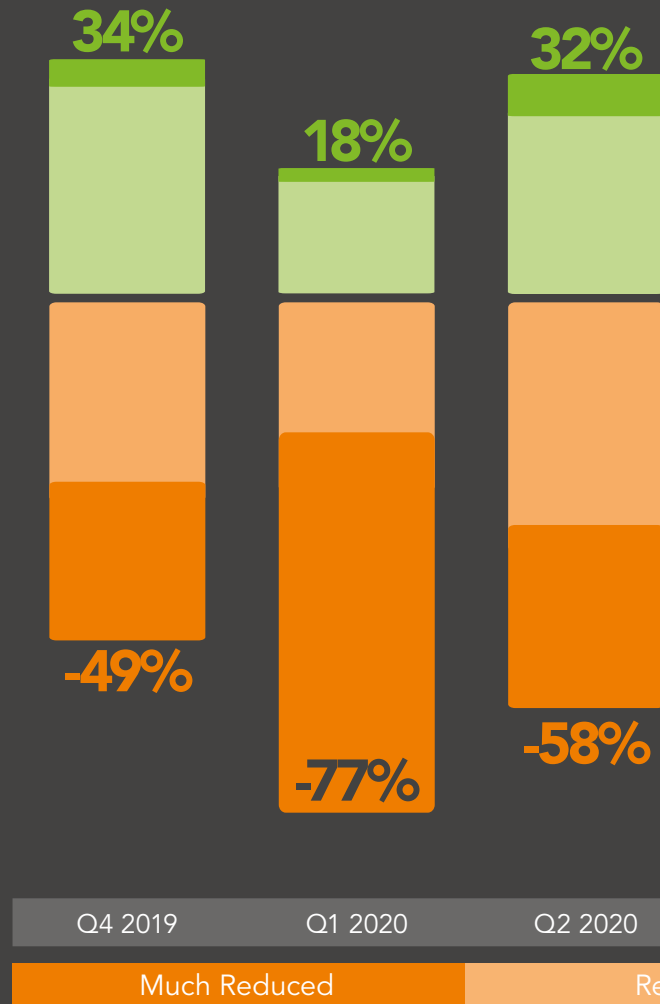
What markets account for at least 10% of sales turnover?



33% also stated 'Other' sector not listed above.

## PAST SALES

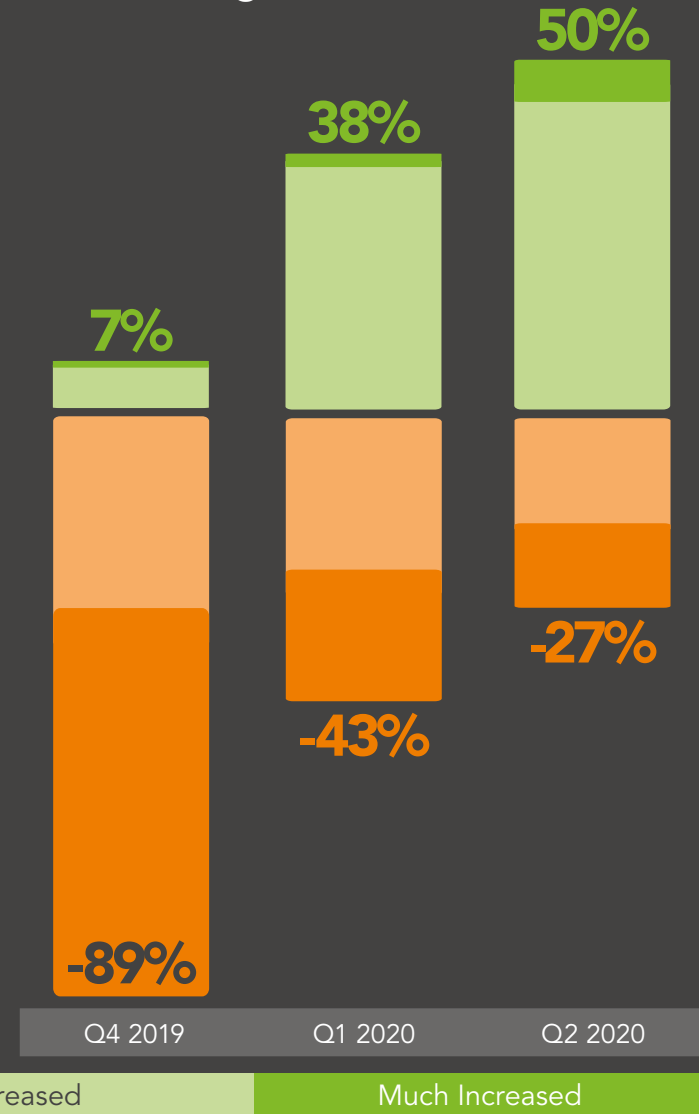
How sales turnover has changed for SME manufacturers over the past six months...



CORE TRENDS

## FUTURE SALES

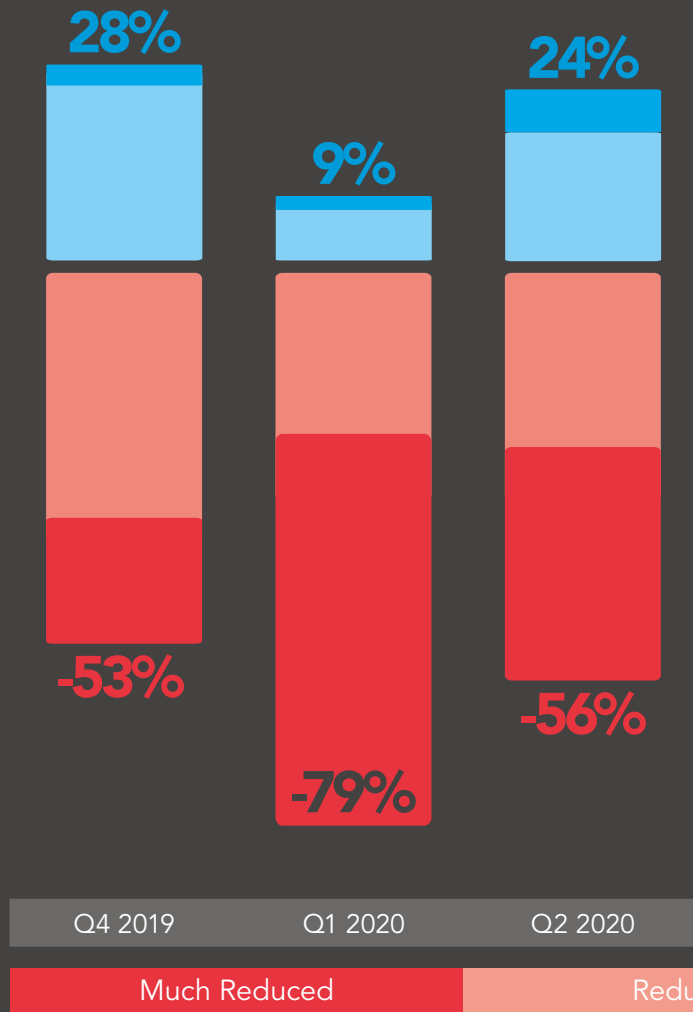
How SME manufacturers expect their sales turnover to change over the next six months...





## PAST PROFITS

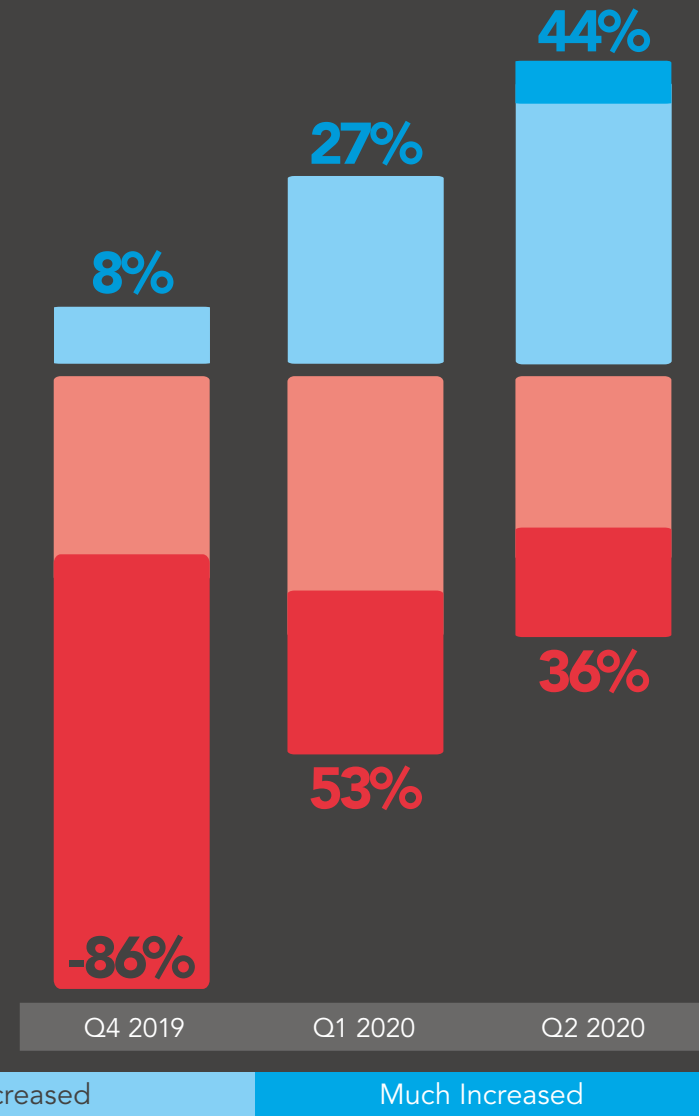
How profit has changed for SME manufacturers over the past six months...



CORE TRENDS

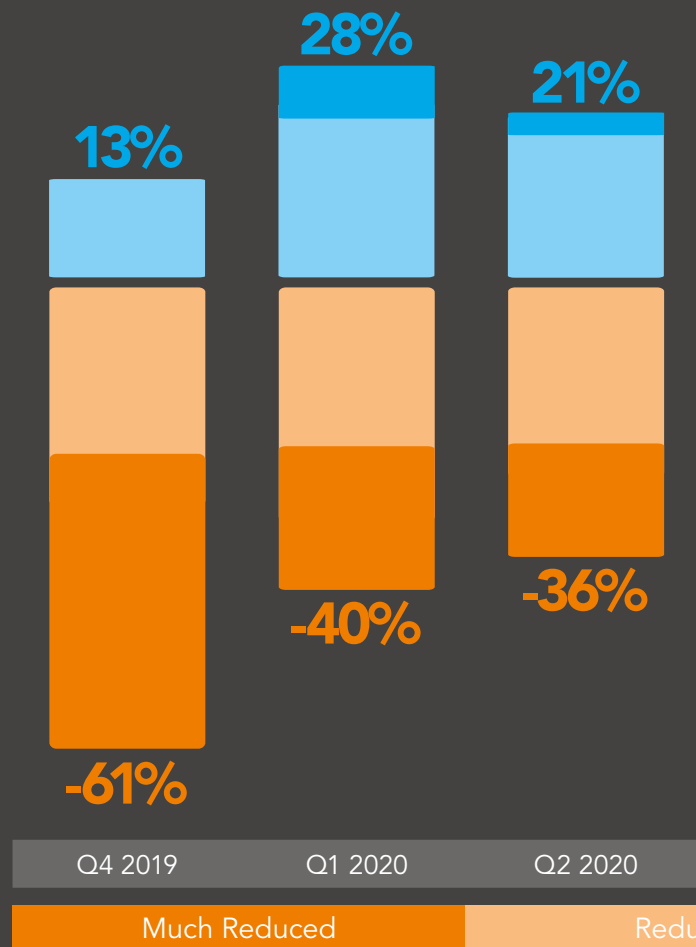
## FUTURE PROFITS

How SME manufacturers expect their profit to change over the next six months...



## PAST CAPITAL INVESTMENT

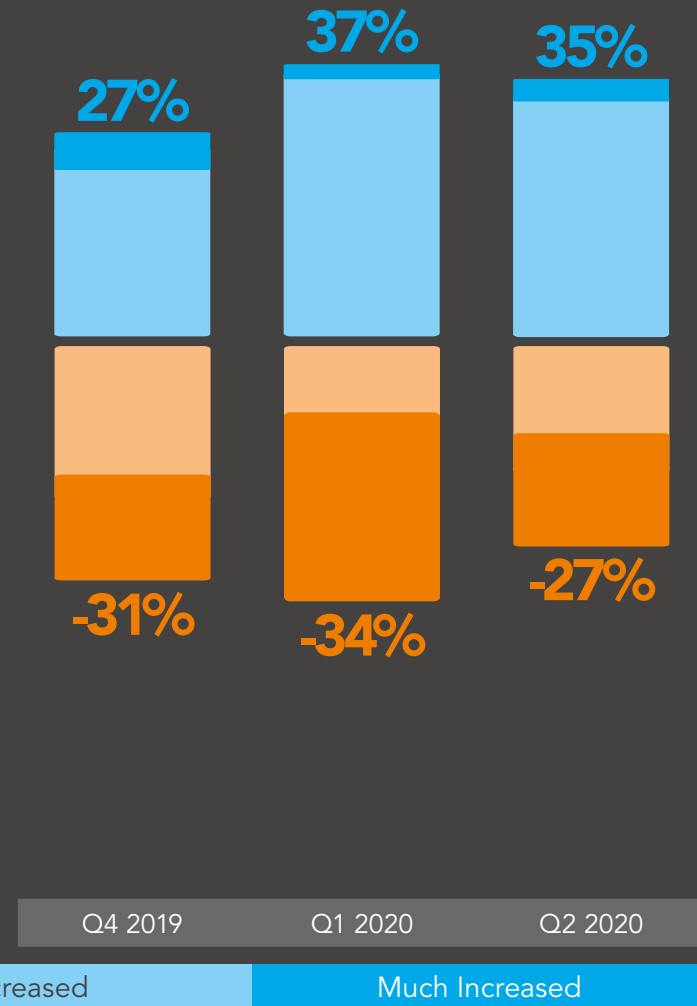
How investment in new machinery/premises has changed for SME manufacturers over the past six months...



CORE TRENDS

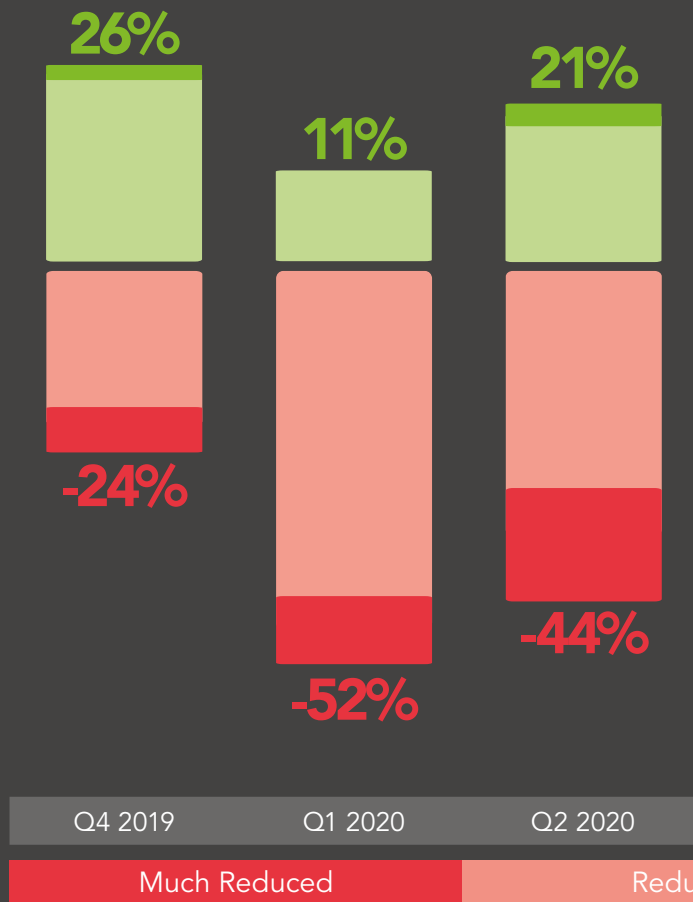
## FUTURE CAPITAL INVESTMENT

How SME manufacturers expect their investment in new machinery/premises to change over the next six months...



## PAST EMPLOYMENT

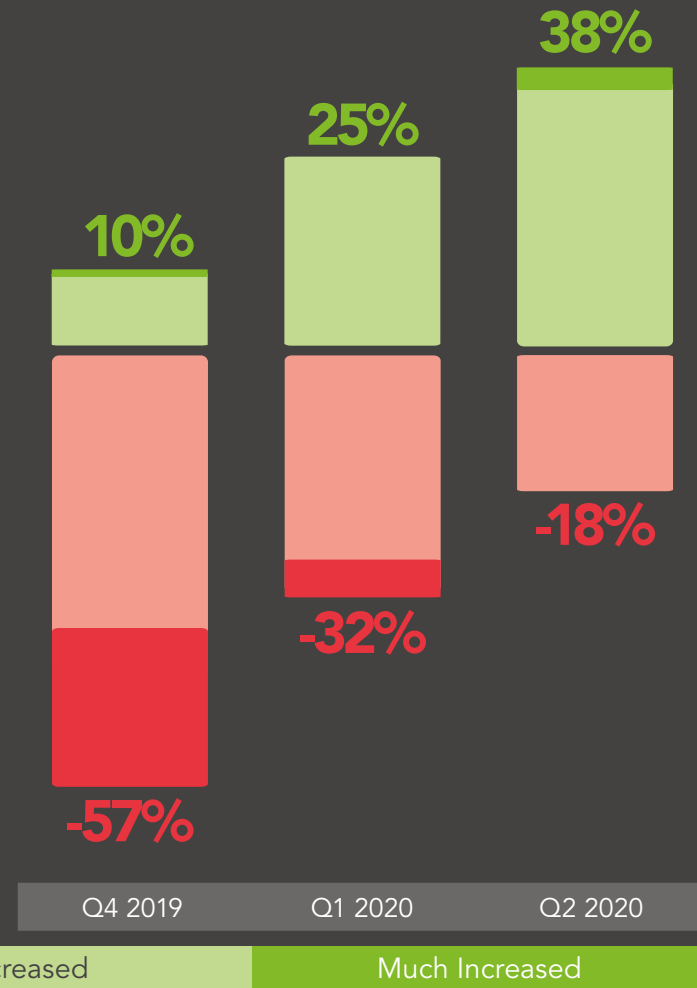
How staff numbers have changed for SME manufacturers over the past six months...



CORE TRENDS

## FUTURE EMPLOYMENT

How SME manufacturers expect staff numbers to change over the next six months...



# OVERALL CORE TRENDS

A summary of changes over the past six months and expected changes over the next six months...

	Much Reduced	Reduced	No Change	Increased	Much Increased
Sales turnover: past six months	26%	<b>32%</b>	9%	26%	6%
Sales turnover: next six months	12%	15%	24%	<b>44%</b>	6%
Profit: past six months	<b>32%</b>	24%	21%	18%	6%
Profit: next six months	15%	21%	21%	<b>38%</b>	6%
Investment: past six months	15%	21%	<b>44%</b>	18%	3%
Investment: next six months	15%	12%	<b>38%</b>	32%	3%
Staff numbers: past six months	15%	29%	<b>35%</b>	18%	3%
Staff numbers: next six months	0%	18%	<b>44%</b>	35%	3%



## **SPECIAL FOCUS:** SHAPING THE FUTURE OF SME MANUFACTURING

Each quarter, our Special Focus explores a current issue in greater depth, to uncover how it may affect the manufacturing sector across the East Midlands.

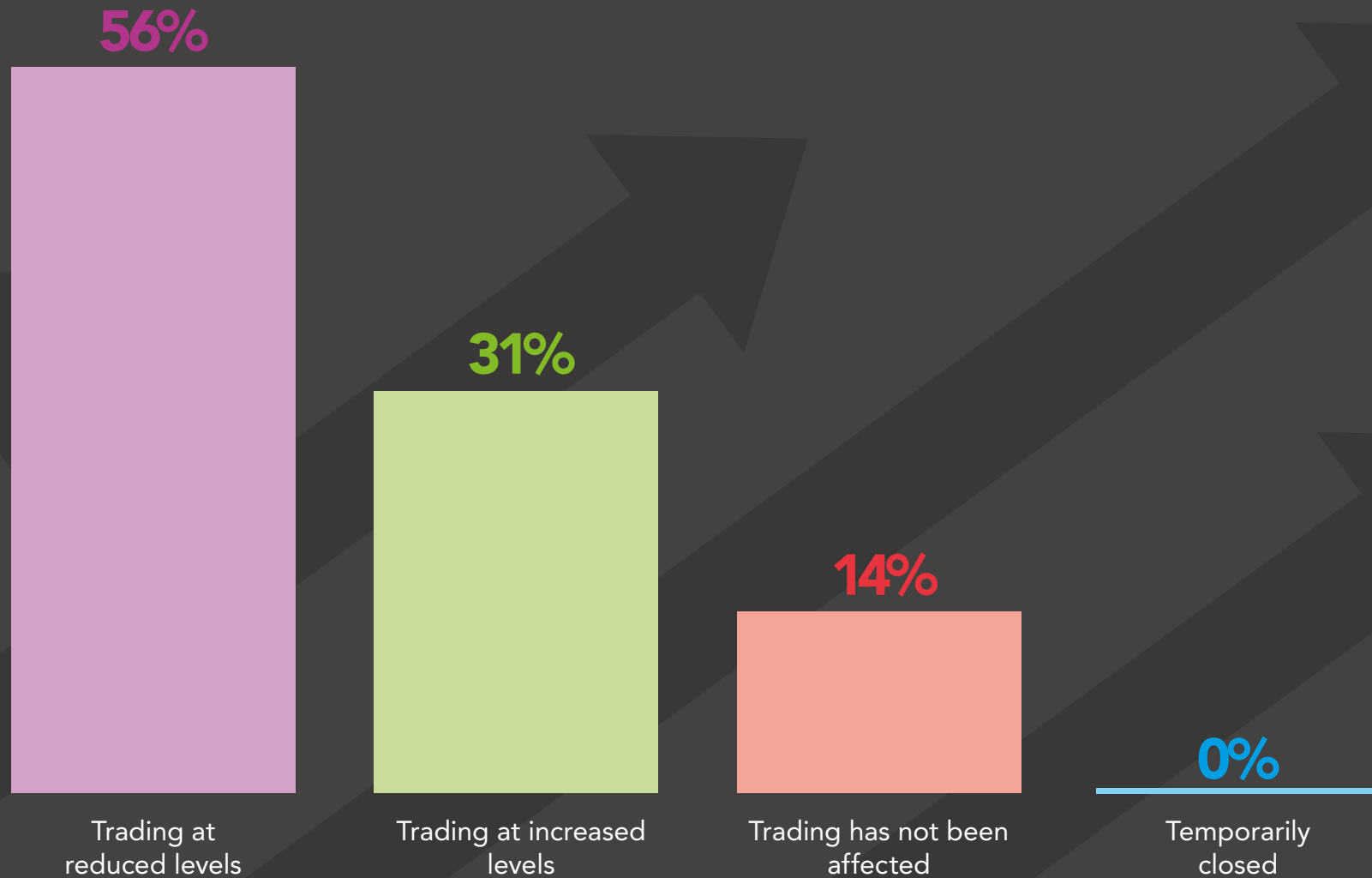
Despite recent challenges from the impact of COVID-19, some manufacturers have continued to trade steadily, whilst nearly a third of respondents have actually seen an increase in trade since the pandemic began. However, most respondents are still trading at reduced levels in comparison to their pre-COVID-19 position.

The majority of the SME manufacturers surveyed are expecting to recover from this crisis between one and five years, but a third are predicting a shorter recovery period of third to twelve months. On a positive note, a good proportion of companies surveyed stated that no recovery is needed, as they report their business is currently performing better than ever.

Last quarter, respondents highlighted the types of financial support required to recover. Three months on, when asked about the financial assistance needed now, over a third of those questioned are calling for grants towards capital investment. To ensure resilience across the manufacturing sector, companies are highlighting a need to make necessary changes to production processes in order to avoid machine downtime. This will help businesses reach new customers and achieve more sales, but indicates that further financial support is needed to make this happen...

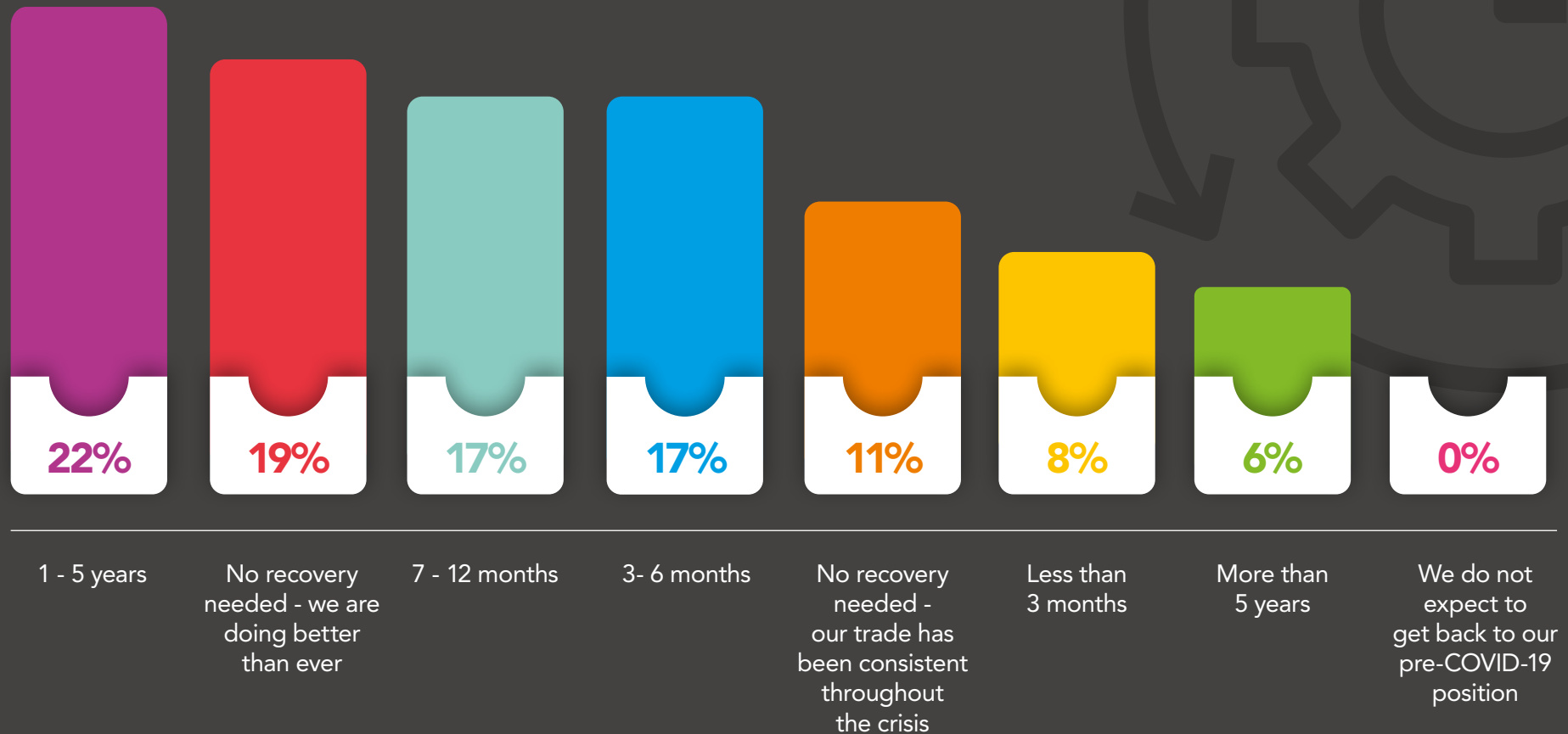
## SPECIAL FOCUS SHAPING THE FUTURE OF SME MANUFACTURING

The current state of SME manufacturing businesses in comparison to their pre-COVID-19 position...



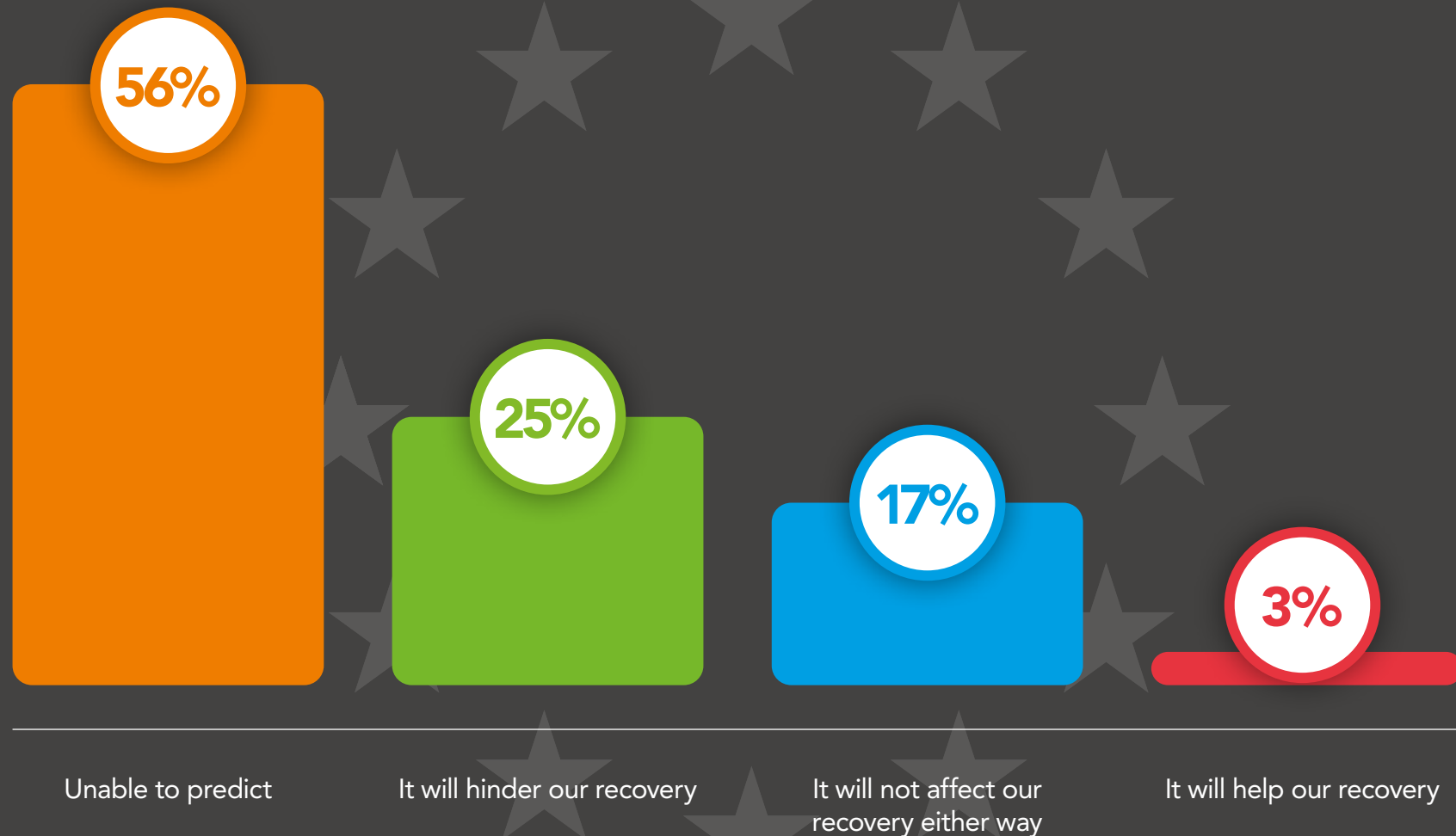
## SPECIAL FOCUS SHAPING THE FUTURE OF SME MANUFACTURING

The estimated timeframe for SME manufacturers to recover to their pre-COVID-19 position...



# SPECIAL FOCUS SHAPING THE FUTURE OF SME MANUFACTURING

How SME manufacturers expect the end of the EU transition period to affect their recovery...





## SPECIAL FOCUS SHAPING THE FUTURE OF SME MANUFACTURING

In April, 84% of businesses said that financial support was needed to mitigate the impact of COVID-19, and 74% were unsure if the available measures were sufficient to help them survive.

Six months on, do SME manufacturers believe that the financial support measures put in place are sufficient for their business to survive the COVID-19 crisis?



47%

yes



28%

unsure

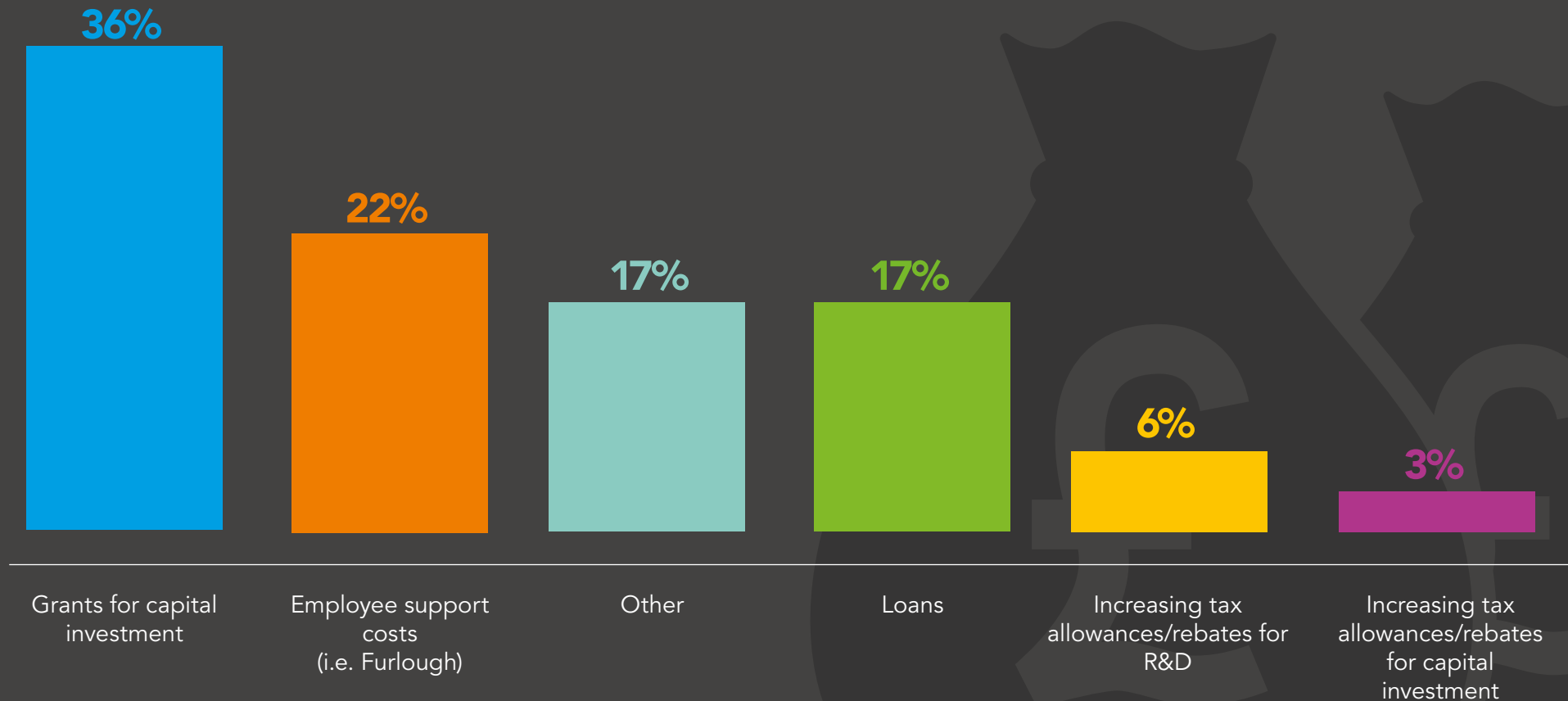


25%

no

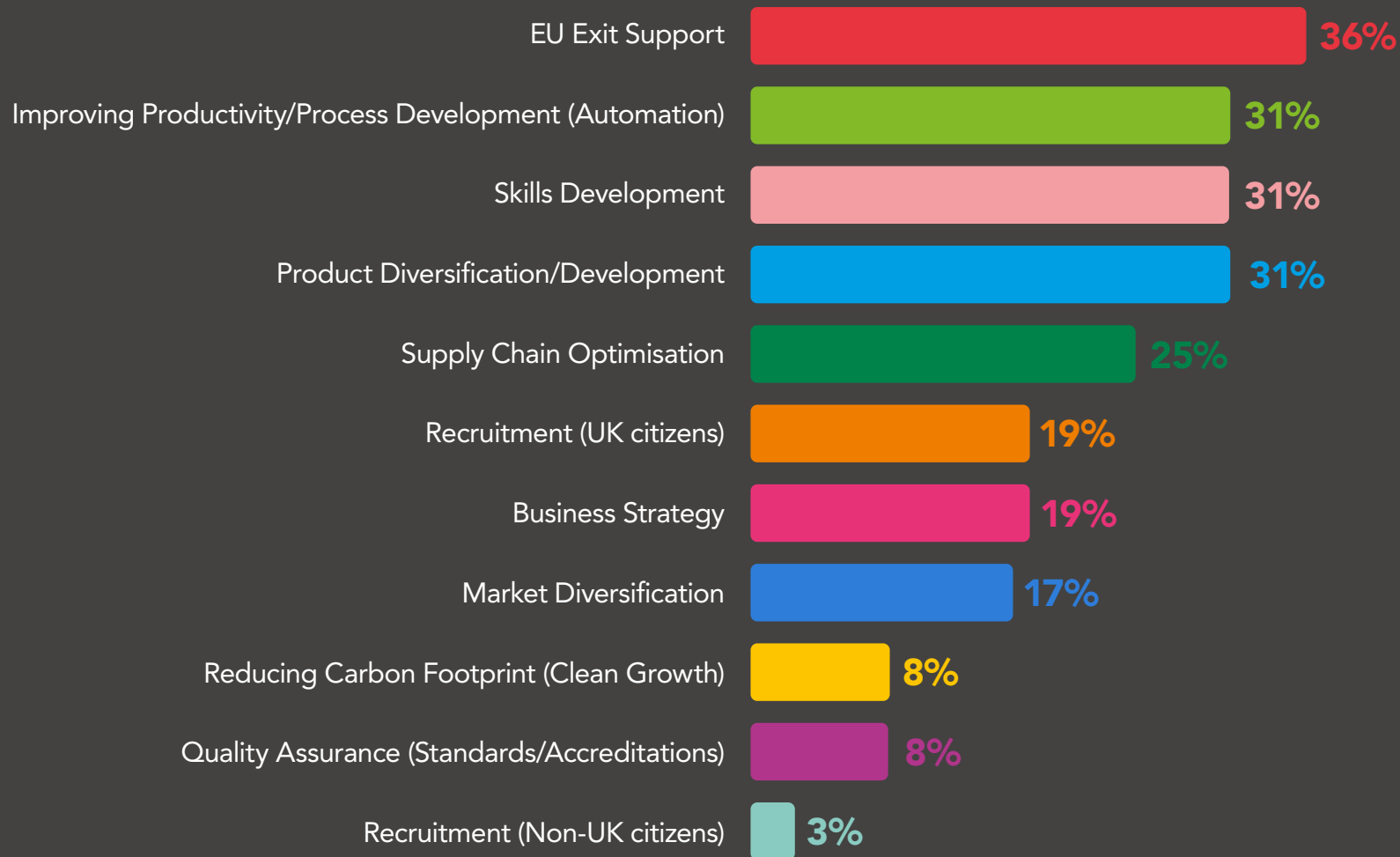
# SPECIAL FOCUS SHAPING THE FUTURE OF SME MANUFACTURING

Areas of further financial support that would have the greatest impact on SME manufacturers at this time...



# SPECIAL FOCUS SHAPING THE FUTURE OF SME MANUFACTURING

Areas of non-financial support that SME manufacturers believe would be most beneficial to their business...



# BUSINESS ASPIRATIONS

“

To survive this virus. To grow and increase trade in the UK and abroad.

**PENNY PRICE AROMATHERAPY**  
LEICESTER AND LEICESTERSHIRE

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Structural steel manufacturer, in the short term a full order book. Medium term shows no sign of contracting and long term is maintaining financial security for employers and employees.

**BV FABRICATIONS LTD**  
GREATER LINCOLNSHIRE

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We were hoping to expand and purchase newer equipment to assist us in 2020/21. Medium term survival. Long term not possible to assess due to having insufficient money to grow the business.

**DERBY AND NOTTINGHAM**

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We are hoping for more funding in the next six months. Then we can commence work on new products.

**SAFLUSHMYSS LTD**  
SOUTH EAST MIDLANDS

**SME MANUFACTURERS - MAKE YOUR VOICE HEARD!**

**Click here** for your invitation to participate in next quarter's Barometer survey.

# CONCLUSION

The latest findings show a slight improvement from the previous quarter. Encouragingly, nearly a third of respondents in the East Midlands are now expecting to recruit more staff, with similar numbers committing to investing in their business.

However, with 50% of those questioned predicting an uplift in sales between now and March 2021 but 27% expecting sales to drop over the next six months, it's clear that current conditions are having a diverse impact on the SME manufacturing sector. Whilst some companies are planning investment due to increased demand, for many this will be a necessity to enable them to diversify products and supply new markets in order to continue trading.

One of the key things we wanted to identify this quarter is the support companies need to grow. In April, 84% of businesses said that additional financial support was needed to mitigate the impact of COVID-19, and almost three quarters were unsure if the available measures were sufficient to help them survive.

Six months on, despite nearly half of respondents believing that the financial measures already put in place are adequate, a quarter say it's not enough to help them survive the COVID-19 crisis, whilst 28% are still unsure.

When asked which financial support would be most beneficial at this time, the majority stated that grants towards capital investment would have the greatest impact on their business. Manufacturing is capital intensive when compared to other industries. Firms reporting a lack of demand are asking for financial help to pivot their production into areas where demand remains.

The challenge for manufacturing remains a significant lack of demand, so the Manufacturing Barometer asked which areas of business support would be most beneficial to help them manage this. Assistance to navigate through the EU transition was top of the wish list for SMEs in the East Midlands. Close behind, respondents requested support to improve their productivity (such as implementing automation), provision for skills development and help towards product diversification and development.

When asked about the expected impacts of the EU transition (Brexit), more than half of respondents are unsure how this will affect their recovery plans, with only 3% predicting that it will have a positive impact. On the other hand, a quarter of those questioned expect it to hinder their recovery, with a fifth stating it will not affect our recovery either way.

Despite some positive predictions for the coming six months, it is clear that the SME manufacturing sector is still working its way through current economic challenges, and it will be interesting to see, in next quarter's Barometer report, how the second national lockdown impacts the sector further.

As always, we will continue to help SME manufacturers in the East Midlands improve their productivity and future growth aspirations.

**If you would like to hear more about funded support available, or discuss your individual business needs with one of our Manufacturing Growth Manager please click here to get in touch: [enquiries@egs.live](mailto:enquiries@egs.live)**



## WHAT IS THE MANUFACTURING BAROMETER?

The UK's largest survey of SME manufacturers; delivered quarterly to capture the views and challenges of small and medium-sized businesses, who account for over 95% of UK manufacturing. The reports generated from these findings have informed both government industrial strategy and the national debate on manufacturing.

Run by SWMAS (South West Manufacturing Advisory Service) in partnership with the Manufacturing Growth Programme (MGP), the Manufacturing Barometer has been recording trends in employment, turnover and investment for over a decade. Each quarter, a 'special focus' explores topical issues in greater depth, such as productivity, overseas production, and energy efficiency.

## WHAT ARE THE BENEFITS?

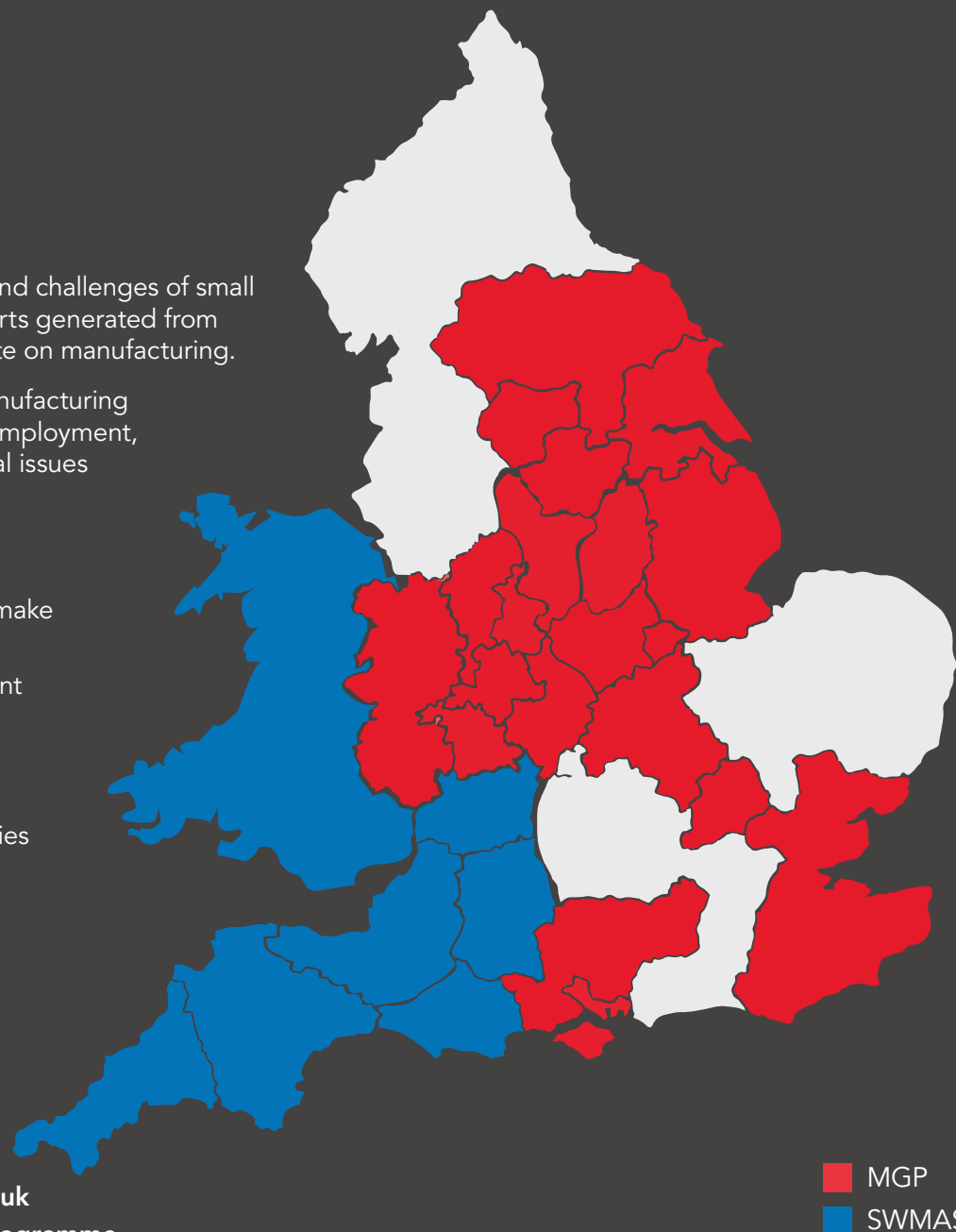
- The Manufacturing Barometer is exclusively for SMEs, offering them a platform to make their voice heard, in a sector that is often dominated by larger corporations
- SME manufacturers can highlight the specific support they require from Government on a local and national level
- The results can be utilised by respondents to compare their challenges and expectations against those of others across the industry
- It offers vital intelligence to Government to help them plan future industrial strategies that adequately support the needs of SME manufacturers for future sector growth

## WHO ARE SWMAS AND MGP?

**SWMAS** and **MGP** are experts in productivity and growth and provide fully funded, bespoke support to SME manufacturers across 23 LEP areas in seven regions of the UK.

If you would you like one of our team to help you identify opportunities in your business, or for more information on this report, please get in touch:

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# MANUFACTURING barometer



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