



# GLLEP MANUFACTURING BOARD

## 28th April 2021 at 2.00pm

### Via MS Teams

# Paper 1 - Agenda

Item and brief description	Lead	Access/Circulation
1. Welcome, Introductions & Apologies	Darren Joint - Chair	
2. Declarations of interest		
3. Minutes from meeting held on 19 <sup>th</sup> January 2021	Samantha Harrison	Paper 1
4. Inward Investment Propositions - Agri-food, AEM, Low Carbon & Ports and Logistics	Karen Seal	Paper 2
5. GLLEP Update	Ruth Carver	Verbal
6. Freeports Update	Ruth Carver/Halina Davies	Paper 3
7. Greater Lincolnshire Manufacturing Network Update	Ahmed Elseragy and Darren Joint	Paper 4
8. Covid Recovery Plan Update - Inc. Manufacturing Growth Programme update	Jeannine Thornley / Neil Harriman	Paper 5 MGP attachments
9. EM Digital Industrialisation & Manu Support Framework outline	Ruth Carver / Jeannine Thornley	Paper 6
10. 'If we had 'Made Smarter' in Greater Lincolnshire - what would that look like' discussion	Darren Joint	
11. Grantham College Investment Update incl. Energy and Engineering Centre	Ruth Carver	Paper 7
12. Board Make Up <ul style="list-style-type: none"> <li>- Proposals for Vice Chair</li> <li>- Replacement for Angela Borman</li> <li>- Further representation from North and North East Lincs on the Board</li> <li>- Representation on the Skills Board</li> </ul>		
Any Other Business	All	

Attendees: Darren Joint, Ahmed Elseragy, Charlotte Horobin, David Earnshaw, David Talbot, Edward Tong, Garry Wilkinson, Helen Doughty, Neil Harriman, Neil Main, Paul Taylor, Ray Newell, Robert Willey

LEP Officers: Samantha Harrison, Ruth Carver, Karen Seal, Jeannine Thornley

Apologies: Justin Brown, Kevin Ross, Michael Gallimore, Michael Hague-Morgan

Tentative: David Caddle, Nick Broom

### **Outstanding tasks to be completed - last minutes**

- Angela Borman has finished her term on the Employment and Skills Board, so steps down from this board as Skills Representative. Once recruited to, the successful candidate will join this board. **JPT** emailed Clare Hughes ref replacement. Nicola Ritchie from Hilton Seafood is to be approached to be our replacement.
- NAAME to collaborate in a joint event meeting **DJ/SH/AE** to action
- Nominations to vice chair to be sent to **SH**
- DJ - SH is to collate current terms of member roles, to then formulate a rolling programme to incorporate new members. **SH TO ACTION**

### **Ideas for future agenda items**

- Presentation from Paul Deane regarding Grantham College Investment Update incl. Energy and Engineering Centre
- Presentation regarding the Boston proposition - David Earnshaw?

# Minutes of the Greater Lincolnshire LEP Manufacturing Committee 19<sup>th</sup> January 2021 MS Teams

Draft Minutes

**Present:** Darren Joint (Chair, Viking Signs), Ruth Carver (GLLEP), Samantha Harrison (GLLEP), Charlotte Horobin (Make UK), Garry Wilkinson (NatWest Bank), Kevin Ross (NAMRC), David Talbot (HCF CATCH Ltd), Neil Harriman (Economic Growth Solutions), Robert Willey (Househam Sprayers), Edward Tong (Tong Engineering), Paul Taylor (Dynex), Helen Doughty (SHD Composites), Michael Gallimore (University of Lincoln), Ahmed Elseragy (Enterprise School of Engineering), Ian Scowen (University of Lincoln), Jeannine Thornley (LCC), Nick Broom (Siemens), David Earnshaw (Parkinson Harness Technology).

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

**Apologies:** Justin Brown (LCC), Karen Seal (GLLEP), Michael Hague-Morgan (Autocraft Drivechain Solutions Ltd), Ray Newell (Oakwell Management Services Ltd), 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/>

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

Actions completed

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

- Angela Borman has finished her term on the Employment and Skills Board, so steps down from this board as Skills Representative. Once recruited to, the successful candidate will join this board.

#### **Greater Lincolnshire Manufacturing Network / Industry Council - link to Manufacturing Sector Plan actions (Paper 2) - DJ/MG/AE**

AE stated that last year's GLMN launch event was successful. The next 3 virtual events are being planned.

UoL are keen to ensure that the Network directly meets the sectors needs and AE mentioned that UoL's Engineering School has been working with a number of businesses to put in applications for Innovate UK grants- future updates to follow.

The second event will be held on the 9 February, using the digital platform [Collab](#). Feedback from the previous event was that there was not enough interaction, hence the use of Collab, created by Gusto, as a local company, who have created an interactive shared space.

The Board was asked for help in sourcing an industry speaker on sustainable supply chains for this event.  
**ALL TO ACTION**

The theme of Clean Growth is scheduled for the May event. July's theme has not been confirmed. However, the four themes mirror the sector action plan created by the board.

RC is interested in helping shape the May event and can suggest speakers, particularly on Decarbonisation.

DJ and AE have had discussions with James Wilkinson from long established and successful New Anglia Advanced Manufacturing Network, NAAME and learned how they operated within their geography, their staffing resource and how they has strategic support via and Industry Council. DJ proposed that the Manufacturing Board become the Industry Council provide the strategic direction for the network.

RC confirmed that the use of “Greater Lincolnshire” for the network but stated that in follow on text the GL term needed to include Rutland, North East Lincolnshire, and North Lincolnshire. This will show the collaboration between authorities.

The Manufacturing Board members agreed to act as a GLMN Industry Council, supported by AE and colleagues.

AE stated that NAAME have offered to collaborate in a joint event, themed around sector skills  
**DJ/SH/AE TO ACTION**

RC has identified funding resources to support the Board and its outputs. This role will also be available to support the network.

DJ will ask NAAME for information on their staffing resource and job descriptions. **DJ TO ACTION**

An observation that the GLMN website seemed to be SME focused, and it might preclude large manufacturing businesses, UoL to look at this and revise the wording. **ACTION AE**

#### **Discuss and sign off Terms of Reference and (ToR doc) - DJ/RC**

DJ - referenced the inclusion of the Board role as Industry Council for the GLMN

The ToR was passed unanimously by attendees of the Board Meeting

#### **Nominations for Vice Chair**

SH - Nominations for Vice-Chair to be sent to SH. **ALL TO ACTION**

DJ - SH is to collate current terms of member roles, to then formulate a rolling programme to incorporate new members. **SH TO ACTION**

#### **Covid Recovery Plan Action Update (Paper3, plus appendices) - SH**

SH referred to Paper 3 and asked that everyone cascades information on the support programmes to their networks. **ALL TO ACTION**

Please contact SH if interested in being included in the Made in Lincolnshire Brochure. **ALL TO ACTION**  
SH to circulate list of those signed up already. **SH TO ACTION**

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

The MGP is still in great demand and is ahead of plan for Capital Investments.

The third Peer2Peer takes place Thursday 20 January. Feedback is positive, with near target attendance. It is a great way to access high-level coaching.

The regional Manufacturing Barometer was included with the meeting's papers for information.

#### **The Bridge Programme -UoL Presentation - IS Head of the School of Science**

**Total Project Cost £6,258,952**

-GLLEP external funding £1,949,946

-European Regional Development Fund external funding £3,702,170

-UoL £606,836

- Revised contracts have been agreed with external funders to re-tender and procure for the main construction services and extend delivery
- Main capital costs to be spent by June 2022
- Revenue delivery has to be complete by June 2023

**Requirements :**

- To develop a R&D centre which sits at the heart of and services Lincolnshire Science and Technology Businesses
- Multi i-disciplined ... organised as conduit to regional R&D capability
- Focussed on local needs in terms of equipment, expertise, research
- To be self-sustaining - not-for-profit ... accessing reinvestment models; offering high value propositions attractive for long-term partnership
- To grow the outreach of the University into the business community and hence grow the R&D Centre to offer expertise recognised within Lincolnshire, Nationally and Internationally.
- **The Bridge sits at the heart of and serves Lincolnshire Science and Technology.**
- It acts as a **Bridge between businesses**, the University of Lincoln and other institutes to **enhance the capability of Lincolnshire community to compete on the world stage.**
- A self-sustaining - not-for-profit facility - attracting **all sizes of businesses into long term partnerships** which strengthen the business community, R&D and research base of Lincolnshire.... **creating a sustainable, high value industrial base.**
- **To provide expertise, equipment, R&D techniques and research** which either does not exist or is fragmented within the region, to enhance the business, inward investment.

For further information please visit [www.TheBridge-Lincoln.org](http://www.TheBridge-Lincoln.org) or email [iscowen@lincoln.ac.uk](mailto:iscowen@lincoln.ac.uk),

KR and IS to follow-up and discuss lessons learnt from the AMRC and how they have engaged SME's and R&D via programme offers. **KR TO ACTION**

RC - one of the GLLEP contractual conditions for project is that a member of the Manufacturing Board needs to sit on The Bridge projects Industry Partnership group. Neil Main from Micrometrics is already engaged with this group and could represent the board. IS stated it would also be useful to have wider connections with chemical businesses - ACTION IS to speak with DT

IS will be invited back to the board to give regular updates.

SH - suggested it was useful for the next phase of the GLMN to have The Bridge as a topic, and showcase to the network members case studies from industry and how they have got involved with the project.

**Spark Festival 2021 - DJ**

The STEM festival in Lincoln is not currently going ahead, but a virtual festival is being considered.

RC has been approached to think about funding an education pack that teachers and educators can use to showcase the sector and inspire STEM engagement.

**Any Other Business**

No comments.

**The meeting was closed.****Date of next meeting**

28th April 2021 -2.00pm to 3.30pm



Greater Lincolnshire UK

# Agrifood Investment Opportunity





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# The Agrifood Sector Investment Opportunity

**Greater Lincolnshire is at the heart of the UK's £234 billion<sup>1</sup> agrifood sector, presenting unique investment opportunities for businesses seeking to profit from the industry's transformation and growth.**



Accounting for 25% of grade 1 arable land and 11% of England's food production,<sup>1</sup> the area is home to leading industry clusters right across the food value chain – from agriculture to food manufacturing, advanced agricultural and food technologies, and logistics.

Greater Lincolnshire is characterised by a unique nexus of businesses and research centres working to address the agrifood industry's key challenges: improving productivity, sustainability and supply chain resilience through innovation and investment in both core agrifood sector specialisations and leading-edge 'Food Industry 4.0' technologies. This knowledge and expertise is complemented by a large, specialised and cost-competitive agrifood industry workforce, supported by education providers working closely with businesses to deliver the specific skills they need.

Greater Lincolnshire's outstanding agrifood industry ecosystem is further enhanced by incentivised, value-added Food Enterprise Zone and Freeport sites and property solutions, while the area's north-south central UK location, multimodal connectivity and agrifood logistics expertise enables fast, efficient access to UK and global markets. All of which explains why leading agrifood sector businesses including Bakkavor, Moy Park, 2 Sisters, Young's Seafood (850 Group), Princes, and Jones Food Company have chosen to locate and expand in Greater Lincolnshire UK.

Source: (1) DIT, UK Gov't 2020.



# The UK Agrifood Market Opportunity

The UK presents a major, growing market opportunity for agrifood sector business.

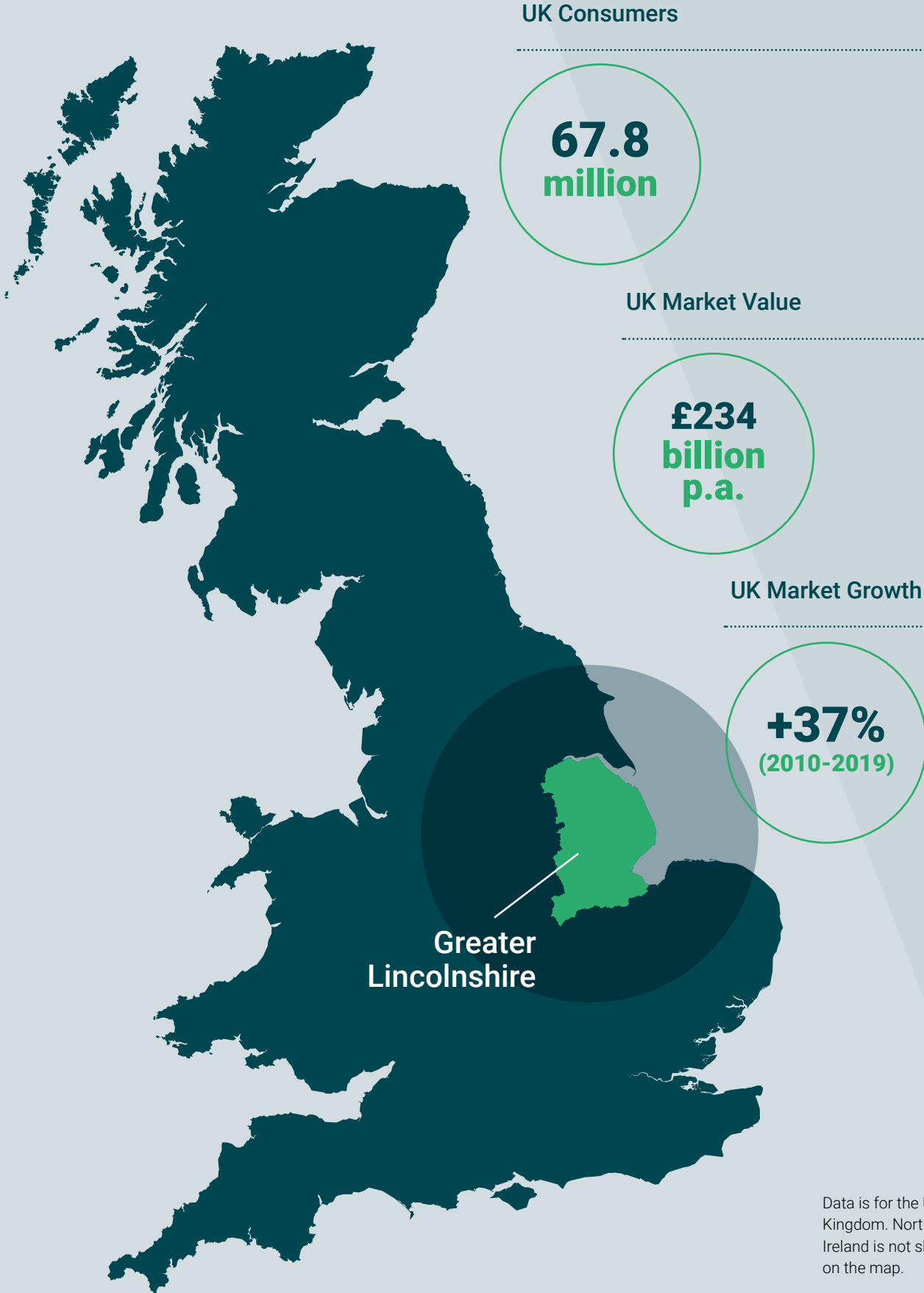


The country's 67.8 million consumers<sup>1</sup> spend £234 billion annually on food and drink, and increased their expenditure by 37% in the decade to 2019. The market shows strong growth in added-value premium and niche products including vegan, organic, more nutritious and 'free-from' foods.<sup>2</sup>

At present, the UK produces 61% of the food it consumes, while the EU supplies 79% of imported food and drink.<sup>3</sup> However, Covid-19, reduced integration with EU supply chains (due to Brexit) and plans to deliver net zero carbon food chains are likely to drive the sector's transformation, through shorter, more resilient supply chains and expanded domestic production and storage.

The UK's food industry, in common with the sector globally, is finding it harder to secure the workforce it needs. Since 2015, it has therefore become a strategic priority to invest in automation, robotics and new skills to increase productivity. This has led to the creation of Europe's largest team of agricultural and food sector robotics experts, supported by industry and government, to develop world-leading, long-term solutions to labour supply constraints. The industrial application of these technologies presents significant growth opportunities for investing businesses.

Source: (1) UN, 2020 (2) gov.uk, 2020 (3) House of Lords, 2019.





# UK-Leading Agrifood Industry Clusters

Greater Lincolnshire is home to UK-leading industry clusters across the entire food value chain, from production to advanced food manufacturing, and in key related sectors including agricultural technology and food logistics.

These established strengths mean that businesses can access the expertise, skilled workforce, supply chains and supporting infrastructure required to reduce investment project costs, risks and timeframes, and to support ongoing growth and innovation. Significant agrifood industry clusters are situated throughout Greater Lincolnshire, with high levels of specialisation in every local area.

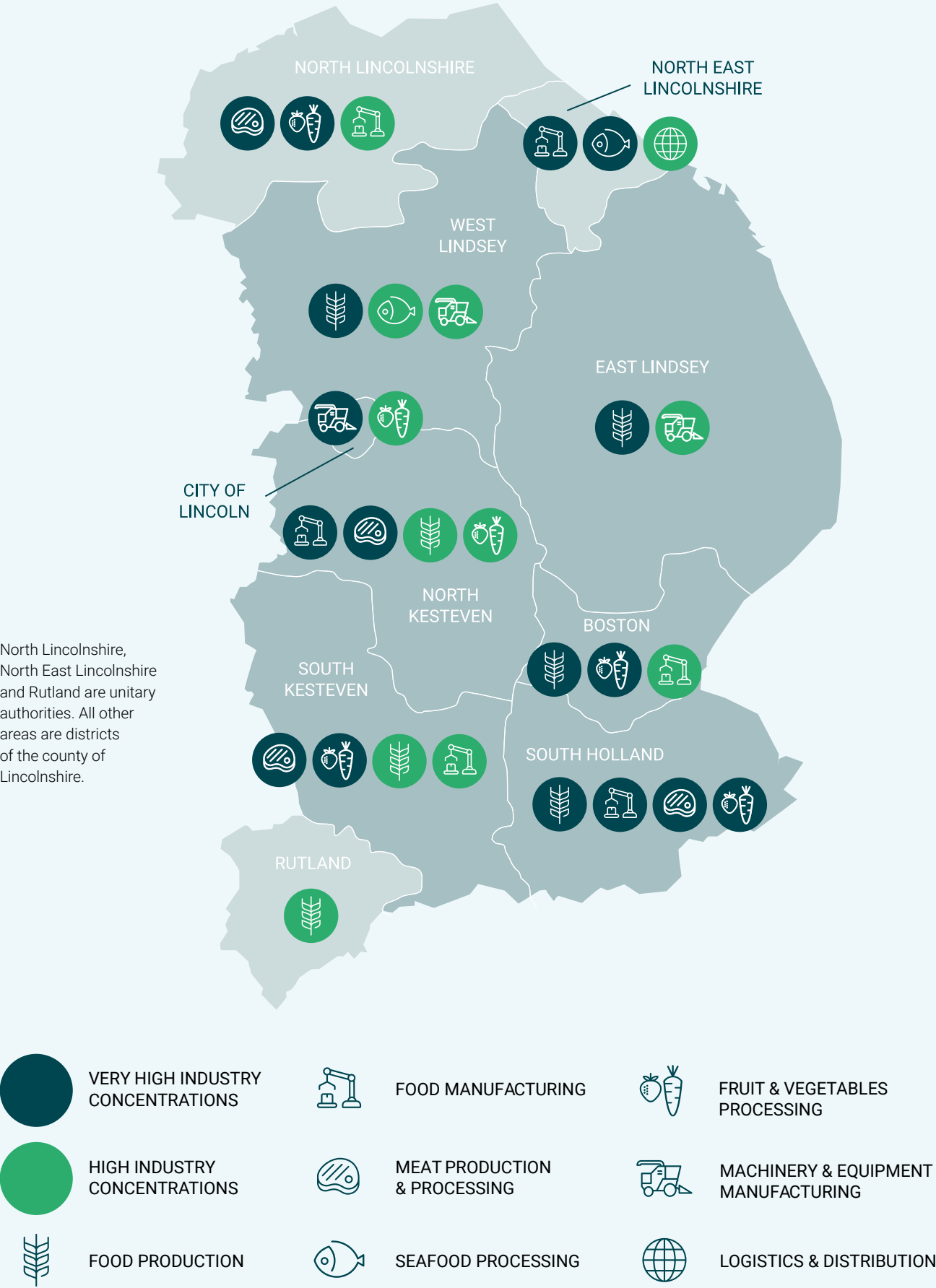
Significant Agrifood & Related Industry Clusters in Greater Lincolnshire (GB Average = 1.0)

Area	Food Production <sup>1</sup>	Food Manufacturing <sup>2</sup>	Meat Production & Processing <sup>3</sup>	Seafood Processing <sup>4</sup>	Fruit & Vegetables Processing <sup>5</sup>	Manufacturing (all sectors) <sup>6</sup>	Machinery & Equipment Manufacturing <sup>7</sup>	Logistics & Distribution <sup>9</sup>
Greater Lincolnshire	3.5	4.5	6.2	18.5	11.2	1.8	1.4	
Boston	11.1	4.6		1.9	31.3	1.6	1.4	
East Lindsey	6.0					1.3	3.0 <sup>8</sup>	
Lincoln					2.7		4.9	
North East Lincs.		6.1		121.5		2.1		2.5
North Kesteven	3.5	6.1	24.1		3.6	1.6	1.9	
North Lincolnshire	1.7	3.8	11.7		9.2	2.9		1.9
Rutland	2.6					1.3	1.1	
South Holland	8.6	14.2	9.6		42.5	2.5		1 <sup>10</sup>
South Kesteven	2.2	3.6	5.5		26.0	1.3		
West Lindsey	7.1	1.8		4.3		1.6	2.2	

Location Quotients (LQs) are an established industry clustering metric, measuring the ratio of local industry sector workforce numbers to the GB average (represented by 1.0).

- LQs (Industry Clustering)**
- Very High
  - High
  - Above GB Avg.
  - Below GB Avg.

Source: ONS BRES 2019. (1) SIC01 (2) SIC10 (3) SIC101 (4) SIC102 (5) SIC103 (6) SIC C (7) SIC28 (8) SIC 30 (Transport Equipment Manufacturing) (9) SIC52 (10) Spalding, South Holland is a major food distribution hub, although companies are recorded under other classifications (notably food manufacturing or processing).



# World-Class Agrifood Industry Businesses

The scale and strength of Greater Lincolnshire's agrifood sector is reflected in its business base, which includes major food producers and processors, leading-edge technology companies, niche product innovators and specialist service providers.

Core competencies include agritech, food manufacturing technologies, value-added products and supply chain innovation, with businesses providing solutions to key industry challenges including improving productivity, sustainability, nutrition, traceability and food system security. Specific areas of excellence include:

- High-productivity agricultural and food processing technologies, including robotics and automation, and advanced cool chain and cooking technologies
- Innovative, more healthy, nutritious and environmentally aware products
- Supply chain solutions including traceability technologies and more sustainable packaging and logistics

For investing businesses, the breadth of Greater Lincolnshire's food sector capabilities ensures a deep pool of expertise and a wide range of experienced potential supply chain partners.



**Bakkavor**

Fresh prepared food manufacturing



**Fesa UK**

Integrated food production, processing and distribution



**Princes**

International food & drink manufacturing group



**2 Sisters**

International food manufacturing group



**Moy Park**

Food processing; meat & vegetarian products



**Young's Seafood**

UK's largest seafood processor, investing in new products



**Worldwide Fruit**

Major fruit importer and packer, investing in new technology



**Bridge Farm Group**

Agricultural production; flowers & plants



**Plant & Bean**

UK's leading producer of plant protein products



**Diana Food**

Nutritional, sustainable foods



**Moulded Fibre Products**

Sustainable food packaging



**Ultimate Packaging**

Sustainable food packaging



**Grimme**

Agricultural technology & machinery



**Garford (Zürn Harvesting)**

Global pioneer of robotic farm machinery



**Jones Food Co.**

Agritech – high-productivity vertical farming



**Saga Robotics**

Agritech – food production robotics & automation



# Advanced Agrifood Industry Research & Technologies

The University of Lincoln delivers advanced, multi-disciplinary research and innovation across the entire food chain, providing cutting-edge solutions to improve the sector's productivity, sustainability, safety and resilience, while enabling new product development.

Central to the university's research offer is a unique nexus of advanced engineering, digital tech and agrifood sector competencies. Dedicated research centres apply Industry 4.0 themes and technologies including AI, Big Data analytics, Robotics & Automation and Internet of Things to key agrifood sector challenges, supporting more than 90 industry-linked innovation projects since 2016. These emerging technology capabilities are complemented by established strengths in core food sector specialisations including safety, microbiology and food processing. R&D centres of excellence in the wider cluster include Seafish<sup>1</sup> and the Food Refrigeration and Process Engineering Research Centre (FRPERC).<sup>2</sup>

Greater Lincolnshire's R&D capabilities are closely aligned with the area's business strengths, creating an advanced agrifood ecosystem with the potential to deliver competitive edge for investing businesses.

(1) seafish.org (2) grimsby.ac.uk/frperc.



## Lincoln Institute for Agri-Food Technology (LIAT)

AI, Robotics, Engineering, Crop Science, Environmental Sustainability; for food manufacturing, product development & supply chains.



World's first Agricultural Robotics Global Centre of Excellence. (Integrates LIAT & L-CAS research).

## Lincoln Centre for Autonomous Systems (L-CAS)

Robotics & Autonomous Systems, mobile robots & robotic manipulators, food production & manufacturing applications.



Multi-disciplinary R&D into food supply chain digitalisation, using Artificial Intelligence, Data Analytics & emerging technologies.



UNIVERSITY OF  
LINCOLN

[lincoln.ac.uk](http://lincoln.ac.uk)

## National Centre for Food Manufacturing (NCFM)

Robotics & Automation, Food Safety & Microbiology, advanced food processing technologies, food supply chain development.

## SMART GREEN Research Project

Big Data analysis of climate & production data to improve energy efficiency & sustainability of greenhouse food production.

## Marketing & Supply Chain Research Group

Research into food value chains (suppliers, customers & consumers) to build social & resource sustainability.

## Refrigeration Research Centre

Applying Internet of Things (IoT) technologies to reduce energy use and carbon emissions from food refrigeration.



# Agrifood Sector Workforce, Education & Skills

Greater Lincolnshire provides access to a large, skilled and cost-competitive agrifood and related sector workforce that is outstanding in the UK.

**Food Production:** Reflecting Lincolnshire's status as Great Britain's leading county for arable farming,<sup>1</sup> the area is home to 16,000 agricultural workers<sup>2</sup> – more than 3 X the Great Britain average as a percentage of the total workforce.

**Food Manufacturing:** Greater Lincolnshire's food manufacturing workforce is a clear leader in Great Britain. With 24,000 workers, it is significantly larger than those in England's other major food production areas, and more than 3 X the Great Britain average as a percentage of the total workforce.<sup>3</sup>

**Local Area Specialisations:** Greater Lincolnshire's local areas all offer highly developed agrifood and related sector labour forces that are significantly larger than the Great Britain average (as % of total). Outstanding localised workforce strengths include meat production & processing, fruit & vegetable processing, seafood processing and machinery and equipment manufacturing.<sup>2</sup>

For businesses investing in Greater Lincolnshire, the area's established, skilled agrifood sector workforce enables recruitment, fast project delivery and productivity.

Sources: (1) ceh.ac.uk, 2021 (2) DEFRA (3) ONS BRES 2019. Workforce numbers exclude agency and seasonal workers.



Greater Lincolnshire's educational institutions are focused on meeting the specialised skills requirements of the area's agrifood sector businesses.

## Higher Education

The University of Lincoln delivers courses and qualifications in specialisations including agricultural science, food science and technology, and logistics. The university's unique combination of agrifood, advanced engineering and digital tech capabilities is reflected in courses integrating Industry 4.0 and agrifood sector technology themes, including Agri-Robotics.



[lincoln.ac.uk](http://lincoln.ac.uk)

## Further & Higher Education Colleges

Greater Lincolnshire's colleges work in partnerships with businesses to deliver courses, qualifications and apprenticeships tailored to their needs, from Level 1 through to post-graduate studies. Food and related subjects including agriculture, horticulture, engineering and logistics.



[riseholme.ac.uk](http://riseholme.ac.uk)



[grantham.ac.uk](http://grantham.ac.uk)

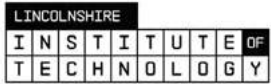


[lincolncollege.ac.uk](http://lincolncollege.ac.uk)



[boston.ac.uk](http://boston.ac.uk)





[lincoln.ac.uk](http://lincoln.ac.uk)



[bishopburton.ac.uk](http://bishopburton.ac.uk)



[lincoln.ac.uk](http://lincoln.ac.uk)

### UK-Leading Agrifood Sector Education and Skills

Greater Lincolnshire is leading the UK in developing the skills needed to transform the agrifood sector, through the application of new technologies and increased productivity. Multi-million pound investments have recently been made in new centres that combine state-of-the-art facilities, technology-focused education, and industry-led research and innovation.

**National Centre for Food Manufacturing (NCFM)**  
NCFM is the UK’s largest provider of training and skills to the food processing industry, offering a wide range of courses and qualifications from day courses through to apprenticeships, degrees and PhDs. Combining education with advanced research and innovation, the Centre’s new, £7 million Centre of Excellence is located at South Lincolnshire Food Enterprise Zone, in Holbeach.

### Bishop Burton College Showground Campus

Completed in 2016, the £26 million campus offers industry-standard agrifood facilities including food science laboratories, commercial kitchens and engineering workshops for more than 500 full-time FE and HE students. Recent investments have focused on delivering the skills required for precision farming and providing accommodation for land-based education.

**Lincolnshire Institute of Technology (LoT)**  
Led by the University of Lincoln with seven Higher and Further Education partners, the Institute of Technology is dedicated to developing food chain and related technical skills in agritech, food manufacturing, energy, digital and engineering disciplines. Through an investment of £15 million, the LoT will lead the transformation of Greater Lincolnshire’s skills base.



[bishopburton.ac.uk](http://bishopburton.ac.uk)



[lincoln.ac.uk](http://lincoln.ac.uk)

Greater Lincolnshire

Food Production  
Sector Workforce



Agricultural  
Workers<sup>1</sup>



vs. GB Average  
(% of Total  
Workforce)<sup>2</sup>

Food Manufacturing  
Sector Workforce<sup>3</sup>

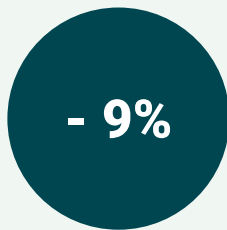


Workers



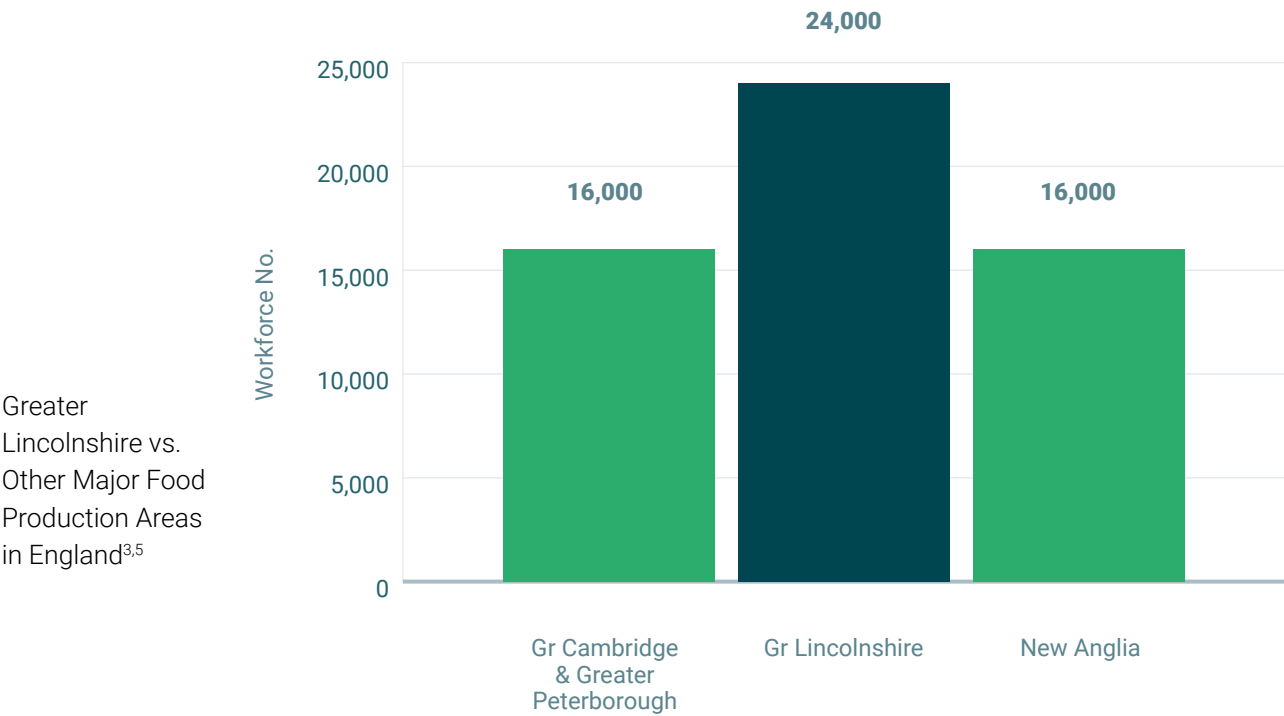
vs. GB Average  
(% of Total  
Workforce)

Labour Costs  
(Average)<sup>4</sup>



vs. GB Average

Food Manufacturing Sector Workforce: Regional Comparison



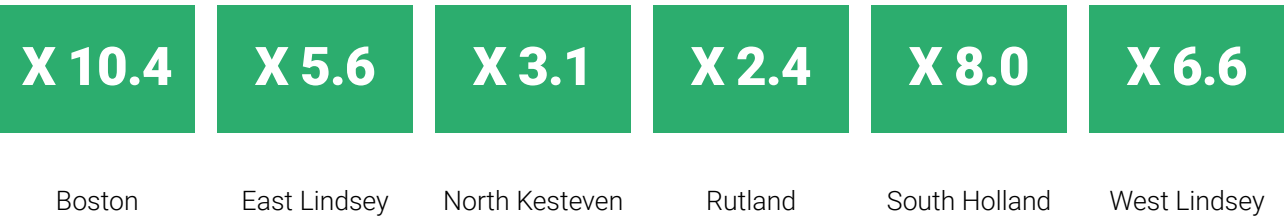
Sources: (1) DEFRA; (2-9) ONS BRES 2019; (2) SIC01 (3) SIC10 (4) ONS ASHE 2020, Gross Avg. Weekly Pay (5) Comparison of leading LEP areas for arable farming (6) SIC101 (7) SIC 102 (8) SIC 103 (9) SIC 28

Greater Lincolnshire Areas

Workforce in Agrifood & Related Sectors vs. Great Britain Average (% of Total Workforce)



Food Production<sup>2</sup>



Food Manufacturing<sup>3</sup>





# Specialised Agrifood Sector Sites & Properties



Sources: (1) wykeland.co.uk (2) greaterlincolnshirelep.co.uk  
(3) west-lindsey.gov.uk (4) Business Link, blmforum.net.

## Food Enterprise Zones (FEZs)

**Greater Lincolnshire's three FEZs offer specialised, collaborative environments and flexible, cost-effective property solutions, enabling agrifood industry participants to exchange knowledge, boost productivity and grow.**

Occupants including researchers, start-ups, producers, manufacturers, distributors and retailers can benefit from premium accommodation, accelerated planning, investment incentives, and excellent transport and data connectivity.

## Europarc III FEZ

Europarc is an established, 110 acre FEZ with outline planning consent for a further 47 acres. Focused on the seafood and value-added food processing sectors, the site offers diverse property options including serviced business space, business units, design and build, and serviced development plots, with high-quality conference and meeting facilities in the Innovation Centre. Key site occupants include Seafish, Hain Daniels, Morrisons, 2 Sisters and Ultimate Packaging.<sup>1</sup>

## South Lincolnshire FEZ

Focused on agrifood technology, South Lincolnshire FEZ will deliver around 60,000 sq m of new workspace. Purpose-built business accommodation will be provided for small to medium sized enterprises developing cutting edge technologies and new products in the agrifood sector. South Lincolnshire FEZ's research and technology offer includes Lincoln University's National Centre for Food Manufacturing (NCFM) – one of the site's anchor tenants.<sup>2</sup>

## Central Lincolnshire FEZ

Central Lincolnshire FEZ is a 74 acre site with an approved Local Development Order and plans for up to 70,000 sq m of new commercial property development. Focused on growing the area's agrifood cluster, the site will provide office, industrial and warehousing accommodation specifically for sector or related organisations. Leading food supply chain businesses established in the area include Worldgrain Storage, ParkAcre and Plastipak Packaging.<sup>3,4</sup>



[southlincolnshirefez.co.uk](https://southlincolnshirefez.co.uk)





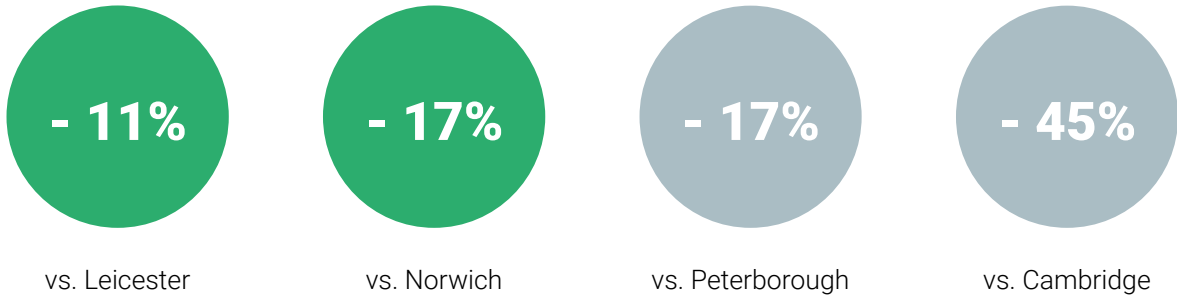


Greater Lincolnshire offers a range of high-quality, cost-effective sites and property solutions for investing agrifood sector businesses, including:

- Prime properties for research, manufacturing and distribution activities
- Specialised Food Enterprise Zones (FEZs) with investment incentives
- Sites with Freeport tax incentives for investing businesses
- Collaborative environments with shared meeting and conferencing facilities
- Direct access to leading agrifood sector research centres
- Fast access to key UK markets, distribution hubs, ports and airport

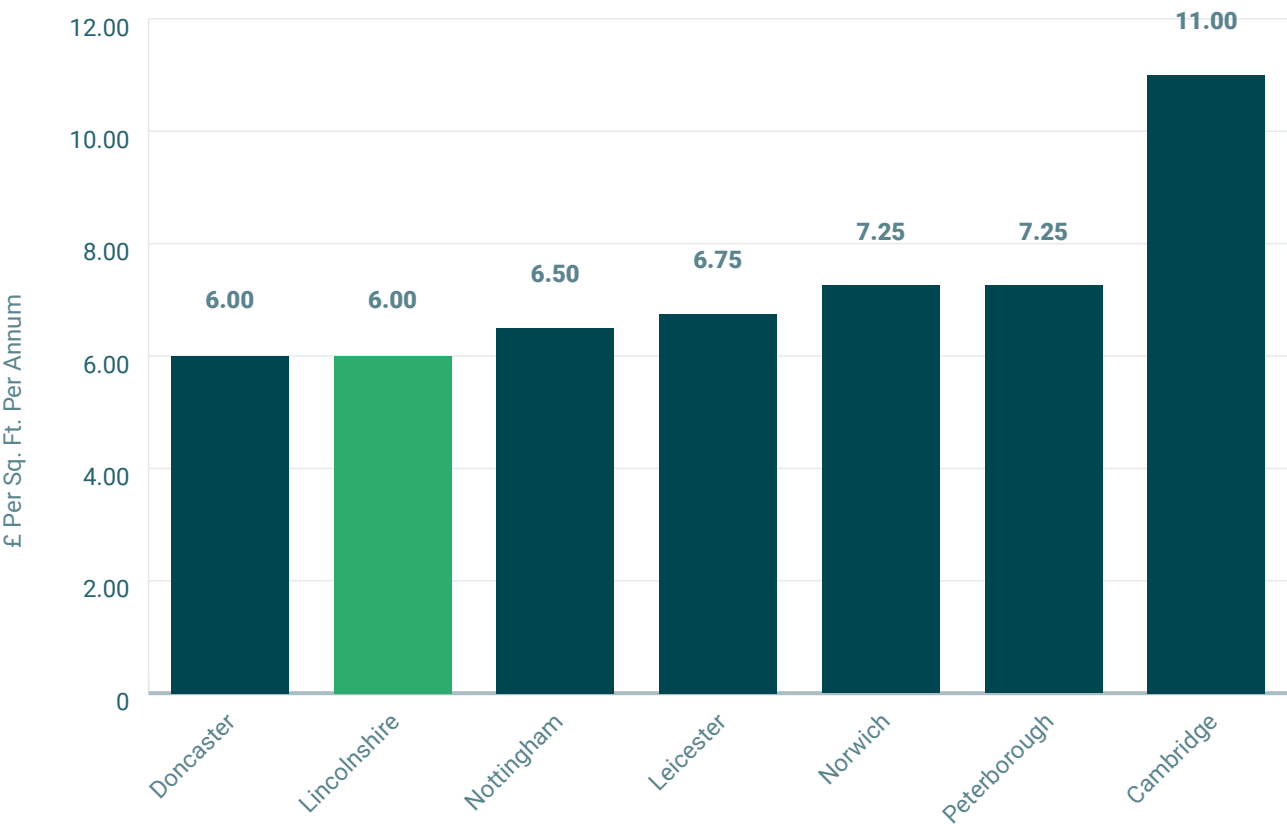


### Property Cost Savings



### Industrial Property Rents: £ Per Sq. Ft. Per Annum

Comparison of Key UK Food Production & Manufacturing Locations<sup>1,2</sup>



Sources: (1) Colliers H2 2020 (2) Lincolnshire data: G. Lincs LEP & Banks Long & Co, 2020 (outside Lincoln).



# Specialised Food Logistics

Greater Lincolnshire is home to a major food logistics cluster supporting the area's agriculture and food manufacturing industries.



**Key capabilities include:**

**A highly developed logistics cluster**

- Specialisations include ports services, cold chain storage and distribution, freight forwarding, shipping, and warehousing automation technologies.

**Extensive ports infrastructure and services**

- Grimsby and Immingham (the UK's largest port by tonnage) offer specialised food logistics services, on-port warehousing (30,000 sq m), and frequent Ro-Ro and Container (Lo-Lo) services to European and global markets.
- The Port of Boston offers proximity to Spalding's food logistics hub, warehousing (18,000 sq m), co-operative grain silos (50,000 tonnes) feeder services to Rotterdam and Amsterdam, and ambitious 'food port' growth plans.

**Advanced cold chain capabilities**


- Large-scale temperature-controlled storage is available at logistics hubs including Grimsby (230,000 tonnes capacity on-port or adjacent), Spalding (29 Bowman temperature-controlled stores) and Humberside Airport (200 sq m).

**Consented sites for food logistics**


- Premium sites consented for food logistics activities include three Food Enterprise Zones (FEZs), St Modwen Park (Lincoln) and Clay Lake (Spalding).
- Sites with Freeport tax incentives for investing businesses

**Logistics sector skills and education**


- Greater Lincolnshire offers an available, specialised logistics workforce supported by sector-focused education in the area's colleges and universities.




A highly developed food logistics cluster




Consented sites for food logistics




Extensive ports infrastructure and services




Logistics sector skills and education



Advanced cold chain capabilities



Advanced warehousing automation technologies



**ABP**

Operators: ports of Grimsby & Immingham

**DFDS**


Cold chain shipping, storage & distribution

**Brakes Brothers**

Specialist food services & distribution

**FreshLinc**

Specialised food logistics



**XPO Logistics**

Temperature-controlled logistics & distribution

**Bowman Stores**

Advanced temperature-controlled storage

**Cartwright Brothers**

Temperature-controlled logistics & distribution

**OWR**

Advanced warehousing robotics & automation



# Fast UK & Global Market Access

As well as leading the UK in food production, manufacturing and technologies, Greater Lincolnshire provides agrifood sector businesses with fast, multimodal access to distribution hubs and consumer markets in the UK and worldwide.



## By Road

Greater Lincolnshire's central Great Britain location (north-south) means that key Midlands distribution hubs (on the M1 and A1 corridors) are accessible within 1 1/2 hours' HGV drive time.<sup>1</sup>

More than 75% of the UK's population can be reached within 4 hours' HGV drive time – less than one driver shift.



## By Sea

The South Humber ports (Immingham and Grimsby) are the UK's largest by tonnage,<sup>2</sup> offering deep water facilities, frequent lo-lo (container) and ro-ro services to European ports, deep-sea feeder services for global market access, and extensive food warehousing and cold-storage facilities.<sup>3</sup>

The Port of Boston serves UK destinations for containers and bulk foods, and offers extensive port-side warehousing and grain silos.<sup>4</sup>



## By Air

Airports accessible within 2 hours' drive time<sup>5</sup> include East Midlands (EMA), the UK's no.2 air cargo hub<sup>6</sup>, Birmingham and Doncaster Sheffield (DSA).

Within the area, Humberside Airport (HUY) offers frequent 'hub-feeder' services to Amsterdam Schiphol (AMS) and onward connections to 800 global destinations with KLM and SkyTeam partners. The airport's Perishables Hub offers chilled food storage facilities.<sup>7</sup>



## By Rail

The ports of Immingham, Grimsby and Boston are all freight rail connected, with W12-gauge access ('high cube' containers) at Immingham and Grimsby.<sup>3</sup> For business travellers, Greater Lincolnshire also offers fast connectivity to UK destinations including London, which is accessible from Lincoln in less than 2 hours.<sup>8</sup>

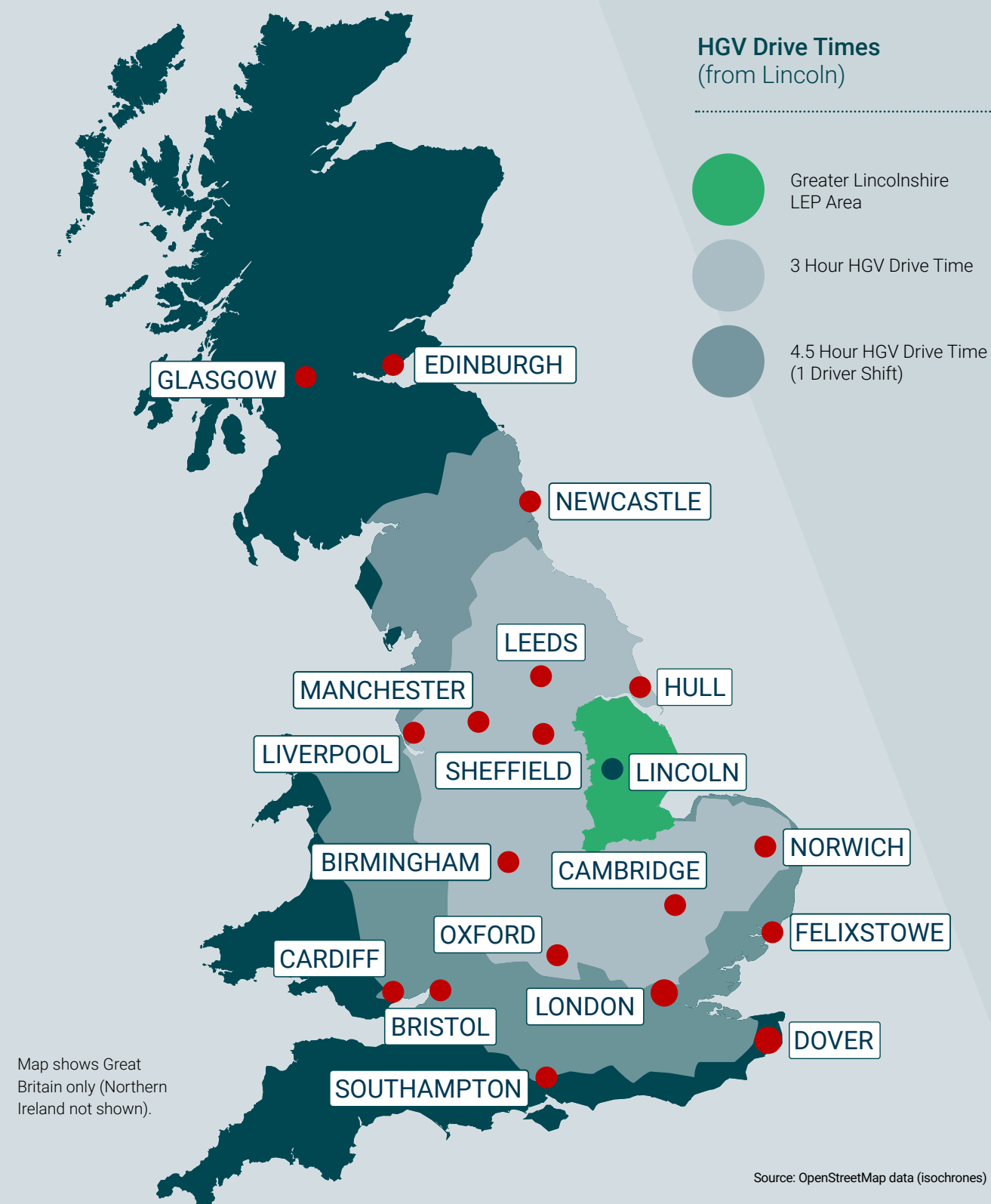
Rail system upgrades are currently in progress to further improve passenger and freight capacity and service speeds.

Sources: (1) Google Maps, adjusted for max. HGV speeds (2) DfT 2019 (3) ABP (4) victoriagroup.co.uk (5) Google Maps (by car) (6) CAA, 2019 (7) Humberside Airport (8) thetrainline.com, 2021

## Greater Lincolnshire's Location & Connectivity



## UK Market Access





# Support for Your Agrifood Sector Business Investment

Contact us to find out  
how we can support your  
business relocation or  
expansion project.

## Support for Investors from the Greater Lincolnshire Partnership

Working together, the LEP and our partner organisations, including local authorities, education providers and businesses, provide dedicated support to ensure a 'soft landing' for companies investing in Greater Lincolnshire.

Our services to business include:

- Support in finding the right site or property
- Planning application support and guidance
- Location, economic and market intelligence
- Access to workforce recruitment, education and training solutions
- Access to sector specialists
- Access to sector-specific support programmes
- Access to local supply chains and business networks
- Access to funding for business investment

## Contact Us

Karen Seal, Principal Officer  
for Place & Investment

e: [karen.seal@lincolnshire.gov.uk](mailto:karen.seal@lincolnshire.gov.uk)  
t: 01522 552812  
m: 07770 435606

## Address:

Greater Lincolnshire  
Local Enterprise Partnership  
Lancaster House  
36 Orchard Street  
Lincoln, LN1 1XX







served by One Team





**Britain's** Global Gateway

# Humber Freeport

On the 3rd March the Chancellor of the Exchequer announced that the **Humber** was to gain **Freeport** status.

This followed a competitive bidding process which saw businesses from across the Humber area, as well as all four local authorities and two local enterprise partnerships come together to create a bid that proposes one of the most exciting economic transformations the area has ever seen.

Already home to the UK's busiest port complex including the four major ports of **Hull, Goole, Immingham and Grimsby** which combined handle around 17% of the nation's trade, the Humber Ports play a vital role as strategic assets in the fabric of the nation.

They handle the materials that supply 10% of the nation's energy, 25% of the UK's fuel for our vehicles, almost a third of our national timber supply and underpin the farming, food, retail, construction, automotive and pharmaceutical sectors. The economic impact of them is felt across the UK but especially the Midlands and the North of England.

Over the next few months, the consortium that put the bid together will be doing the work needed to get **Humber Freeport** up and running. In the meantime, this factsheet will hopefully answer some of your initial questions.



## What is a Freeport?

Freeports are a special kind of port where normal tax and customs rules do not apply. These can be airports as well as maritime ports. At a freeport, imports can enter with simplified customs documentation and without paying tariffs. Businesses operating inside designated areas in and around the port can manufacture goods using the imports and add value, before exporting again without ever facing the full tariffs or procedures.

If the goods move out of the freeport into another part of the country, however, they have to go through the full import process, including paying any tariffs.

Freeports are similar to free zones, or 'enterprise zones', which are designated areas subject to a broad array of special regulatory requirements, tax breaks and government support. The difference is that a freeport is designed to specifically encourage businesses that import, process and then re-export goods, rather than more general business support or regeneration objectives.

Freeports are intended to stimulate economic activity in their designated areas. The main intention is to attract inward investment to build new facilities such as manufacturers or research and development facilities which bring jobs to an area, taking advantage of the incentives of being inside the Freeport zone.

# What is proposed for the **Humber**?

Humber Freeport will take in a wide 45 kilometre area expanding across both banks of the Humber. Within the outer area there are two types of zones, each with different advantages aimed to stimulate economic growth. The two types are Customs Zones and Tax Zones.

## Humber Freeport Customs Zones

Inside the customs zone, port operators and other companies are able to defer tax duty and import VAT on goods. If a product comes from outside of the UK into the customs zone, such as a raw material or a component part, no tax is paid on that coming into the port unless it then leaves the port area and enters the UK. If a manufacturer or a producer is located inside the customs zone, it can handle those goods and use them to create their finished product. They would only pay tax on their product if it then enters the UK. They can export to an international market without paying tax.

There are several new proposed customs zones to be located inside **Humber Freeport**, including the four main ports of **Grimsby**, **Immingham**, **Hull** and **Goole**, the manufacturing facility at British Steel and several other smaller terminals along the Humber, not operated by Associated British Ports.

These sites will now be undergoing an approval process with Government including HMRC.

### Hull

- > Green Energy Jobs
- > Decarbonisation
- > Exports
- > Customs Zone

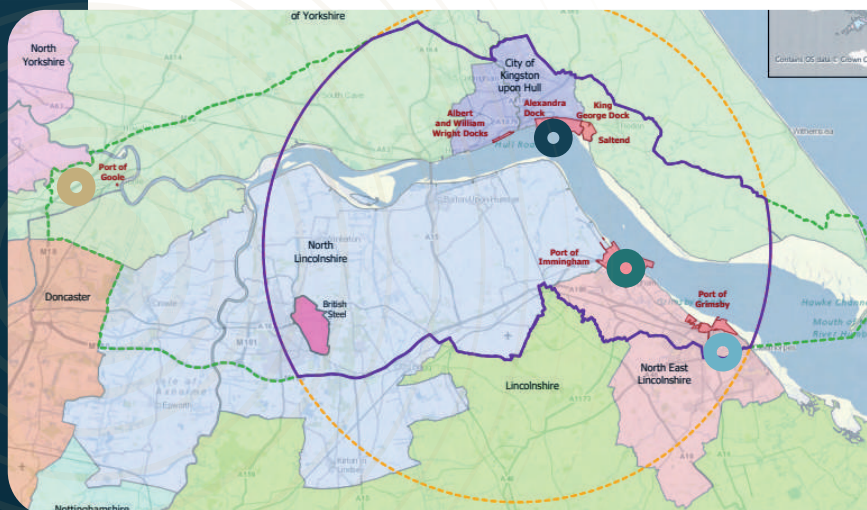
### Humber South Bank

- > Green Energy jobs at Able Marine Energy Park
- > Customs Zone at Immingham
- Expansion of South Humber Industrial Investment Park

### Goole

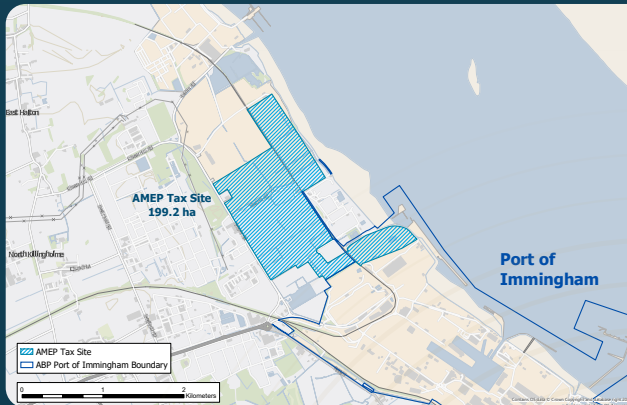
- > Rail industry supply chain
- > Innovation centre

### Customs Zones at Grimsby and Immingham

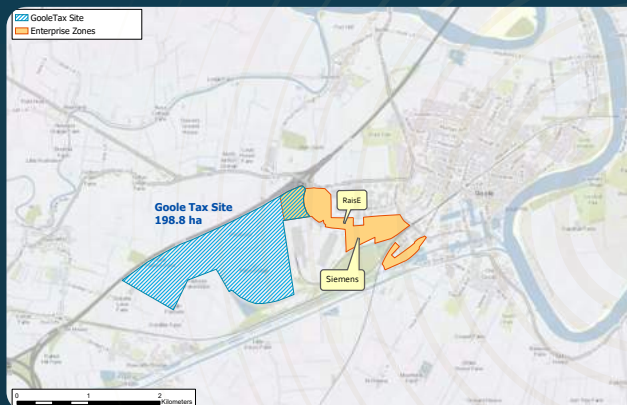




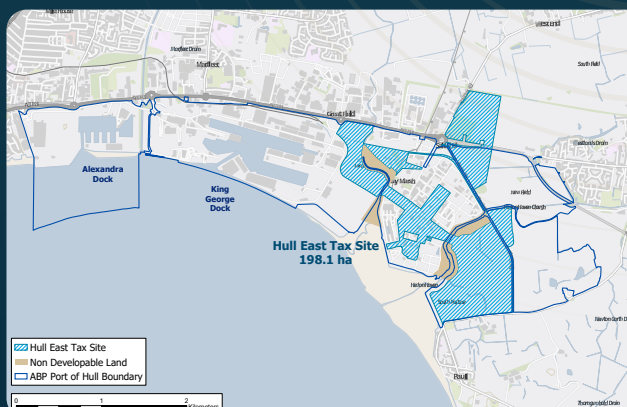
## Able Marine Energy Park



## Goole



## Hull East



## Humber Freeport Tax Zones

There are several advantages for being inside a new tax zones. These zones are specifically there to attract new businesses and stimulate new investment into the area. Benefits include accelerated capital allowances, relief from stamp duty and land taxes; relief from business rates and finally relief from employer's National Insurance contributions for the first three years of being operational.

In the **Humber Freeport**, there are three new tax zones proposed:

**Able Marine Energy Park:** This is centred on Able's proposed Marine Energy Park, with scope for rapid development in new offshore wind manufacturing jobs. The site also includes a portion of ABP's coal stock yard which can be redeveloped once the coal trade ceases in the next two years.

**Goole:** A unique opportunity to co-locate supply chain for the new Siemens rail factory (under construction). The zone takes in a large undeveloped site with excellent transport links. The zone is ideally situated to address deprivation in Hull, Goole, Scunthorpe as well as East Yorkshire (Doncaster, Wakefield)

**Hull East:** This zones takes in several different parcels of land. They are ABP's Humber International Enterprise Park, the Yorkshire Energy Park, Saltend Chemical Park and eastern portion of the Port of Hull. A new hydrogen plant is proposed within this zone as well as the opportunity to decarbonise Saltend Chemical Plant and create exportable surplus of hydrogen and decarbonised chemical products. The Yorkshire Energy Park offers immediate developable opportunities including incubation spaces and also the Saltend proposed site for Pensana plc, a rare earth processing plant which forms part of the magnet / battery supply chain for offshore wind and electric vehicles.

# How will Humber Freeport be run?

The consortium which pulled the bid together is currently working on the next steps for the bid. Subject to Government approval, it is intended to create a company limited by guarantee to run **Humber Freeport**, with a Board made up of a mixture of the public and private sectors. This will take a few months to be fully up and running, but the aim is to have the Board and company established by the end the summer of 2021.

The Freeport entity intends to formalise its engagement with the wider Humber business community and to work closely with other entities across the region.

# How do existing local businesses benefit?

We will know more about this as details emerge. However, it is the intention to incentive new investors to the area to use local suppliers, to boost existing businesses across the Humber. Businesses will also benefit from the general uplift in economic activity in the area catalysed by the freeport.

## Who is involved in the Consortium so far?

These organisations have so far been involved in **Humber Freeport**. There is opportunity for much more too.



## How can my land be added as a tax site or customs zone?

It is our ambition that if **Humber Freeport** is successful it will grow over time. However, it will take Government approval to add new sites into approved zones. We hope new Government guidance on this will be made available in the future to help guide how zones can be expanded.

## Who do I contact for more information?

### You can contact:

**David Gwynne,**  
Humber Freeport Bid Director  
[david.gwynne@eurusconsulting.com](mailto:david.gwynne@eurusconsulting.com)

**Dafydd Williams,**  
Head of Policy, Communications &  
Economic Development for ABP  
[dafydd.williams@abports.co.uk](mailto:dafydd.williams@abports.co.uk)



## PAPER 4 - GLMN Update

Publication	Public Paper (published)					
Meeting date:	28 <sup>th</sup> April 2021					
Agenda Item:	4					
Item Subject:	GLMN Update					
Author:	Ahmed Elseragy					
For:	Discussion		Decision		Information	Yes

### 1- 4th of May Event (*on-going progress*)

The agenda is as follows:

- 08:15 - Open for joining
- 08:30 - Welcome from facilitator David Talbot (CATCH UK) - introducing the subject of clean growth with a focus on Greater Lincolnshire and the Humber
- 08:40 - Keynote speech 1: Duncan Botting, Group CEO, Global Smart Transformation “Manufacturing and Decarbonisation: Making it pay, while delivering a great future for our children”
- 08:55 - Summary from David Talbot and audience questions
- 09:00 - **Keynote speech 2:** Prof. Ian Scowen, Head of Chemistry, University of Lincoln
- 09:15 - Summary from David Talbot and audience questions
- 09:20 - Group breakout discussions across 3-4 tables to discuss **QUESTION**  
Facilitators of breakout groups: Ahmed Elseragy, Ian Scowen, Duncan Botting
- 09:40 - Feedback from groups in main room
- 09:50 - Closing remarks from David Talbot and final questions
- 10:00 - Networking hour and Ask the Expert exhibition, hosted by:
  - Charlotte Horobin, Region Director - Midlands & East of England, Make UK
  - Marta Villafranca Valls, Industrial Partnerships Co-ordinator, University of Lincoln
  - **Business Lincolnshire Growth Hub**
  - **CATCH UK**
  - David Knight, Resource Efficiency Adviser, Business Lincolnshire
  - Mark Dodwell, Director, Future Mobility Group NatWest
- 11:00 - Close

GLMN is pleased to add an “Ask the Expert” exhibition hour to finish the event and thank those of you who have agreed to host “stands” for delegates to visit and find out more about the resources and opportunities each organisation has to offer our manufacturing community.

### 2- GLMN Marketing Updates (*on-going progress*)

GLMN LinkedIn page, set up in March

- 9 posts since 10<sup>th</sup> March i.e. at least one a week.

## PAPER 4 - GLMN Update

- 25 followers
- 510 impressions up to 12<sup>th</sup> April (i.e. times posts have been seen - data not through for more recent posts)

### **Email campaigns:**

- 2 x email campaigns sent to previous delegates - two more to go out today (reminder to delegates registered already plus reminder to those yet to register)

**Event listings** on Business Lincolnshire and Chamber of Commerce websites

**Additional email and social media promotion** via the Productivity Programme, College of Science, School of Engineering and Industrial Partnerships team

**Webpage updated with next event**

**Internal promotion** for direct invitations to contacts, plus sharing on individuals' LinkedIn etc.

**Design agency** briefed for future artwork and brand improvements.

### **3- Aerospace Unlocking Potential**

- GLMN met with Institute for Aerospace Technology at the University of Nottingham and could be of help to the SME's GLMN's network/members.
- Aerospace Unlocking Potential (Aerospace UP) is a £20M three-year project (2020 to 2022), which aims to support the aerospace supply chain in the Midlands by helping to unlock its innovation potential. The project is being delivered by the University of Nottingham and the Midlands Aerospace Alliance.
- Aerospace UP is supported by the European Regional Development Fund (ERDF), which helps businesses to access funding and expertise to improve their performance through innovation in all aspects of their enterprise.
- Grant funding from £1000 - £100,000 matched by the SME, access to university expertise and facilities including our Precision Manufacturing Centre. There will also be useful workshops and events and the opportunity for student placements.
- You can find out more on their website: <https://www.aerospaceup.com/>

### **4- Ideas for July Event**

- Discuss ideas for GLMN event on the 6th of July event.

## PAPER 5 - Covid Recovery Plan Action Update

Publication	Public Paper (published)					
Meeting date:	28 April 2021					
Agenda Item:	5					
Item Subject:	Covid Recovery Plan Action update					
Author:	Jeannine Thornley					
For:	Discussion		Decision		Information	Yes

### 1) Manufacturing Transformation Programme

#### Latest update

10 manufacturing businesses are currently progressing through this programme.  
3 more businesses engaged and signed up ready to start after the Easter break.  
9 additional businesses engaged and showing interest.  
This takes us over the target of 20 businesses which shows there is a real need for this quality personalised 1-2-1 intervention.

#### Contact details

Contracted to - The Centre for Management & Business Development

Email - [enquiries@cmbd.org.uk](mailto:enquiries@cmbd.org.uk)

Call - 07733 107238

Web - [Manufacturing Transformation Programme](#)

Business Lincolnshire Project Manager - Jeannine Thornley

#### General Programme Information

*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.*

### 2) Manufacturing Growth Programme - Oxford Innovation

#### Latest update

We continued to deliver MGP projects at a steady rate in Q4 and saw no significant down turn compared to Q3 or since pre the Lockdown in March 2020. What we have noticed in Q4 is clients are reporting an increase in jobs created compared with the previous quarters. Looking back over the last 12 months and comparing this with the previous 12 months 2019-20, we saw a 34% drop off in jobs created. Hopefully this return to jobs created in Q4 continues and is reflecting manufacturers increased confidence brought about by the success of the vaccination programme that is being rolled out.

Attached supporting documents:

- MGP-EAST-MIDLANDS-Barometer-Q3-2021-1
- G Lincs MGP Insight Report\_03 2021
- MGP LEP Insight Report\_03 2021

#### Contact Details

Delivered by - Economic Growth Solutions, part of Oxford Innovation

Email - [neil.harriman@egs.live](mailto:neil.harriman@egs.live)

Web - [Manufacturing Growth Programme | Business Lincolnshire](#)

#### General Programme Information

*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)*

## PAPER 5 - Covid Recovery Plan Action Update

### 3) Supply Chain Improvement Programme

#### Latest Update

- Workshop Delivery - 3 of 4 - completed
- 26 individuals attended from 22 Companies
- The pipeline from Workshop > SC Audit > 1:1 support is requiring some focused follow-up encouragement as urgent business priorities take precedence
- Currently 14 clients are expected to progress through to Supply Chain Audit & SWOT Analysis
- One to one support - Meetings are being agreed and diarised
- Feedback received has been very positive in relation to the Workshop delivery and to identify areas of potential 1:1 support - there remains some challenges around clients availability of time
- Recent anecdotal feedback:
  - "The Programme made me realise how complicated our supply chain is and how it is seen as one department as opposed to across the business".
  - "Good explanation all the way through the workshop, delivered at a steady pace and very understandable".
  - "Thought provoking and very relevant to my business right now".

Next Workshop will again be delivered remotely via Zoom Meeting on 19<sup>th</sup> June 2021

#### Contact Details

Contracted to - Oxford Innovation

Email - [admin@bizlincolnshire.co.uk](mailto:admin@bizlincolnshire.co.uk)

Web - [Supply Chain Improvement Programme](#)

Business Lincolnshire Project Manager - Jeannine Thornley

#### General Programme Information

*This blended-learning programme means the participants benefit from both workshop and one-to-one adviser support. The latter includes a supply chain audit, where an adviser will analyse the risks the business is exposed to and create a handy report detailing how the business can strengthen their supply chain. Moving forward the support will provide the business with a holistic view of their supply chain, helping them to spot issues and increase efficiency and performance.*

#### Follow on Support:

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

### 4) Manufacturing Peer Networks

#### Latest Update

- Completed - Cohort 14 - 10 participants - Lincs Manufacturing Group 1 (Oxford Innovation - Tim Sutton)
- Completed - Cohort 15 - 12 participants - Lincs Manufacturing Group 2 (Oxford Innovation - Richard Halstead)
- Completed - Cohort 16 - 10 participants - Lincs Manufacturing Group 3 (Oxford Innovation - Tim Sutton)

Due to the success of Phase 1, funding has been secured to deliver a further 20 cohorts, at least 2 of which will focus specifically on Manufacturing businesses.

These are already being marketed with start dates as soon as participant places on cohorts are filled.

#### Contact Details

## PAPER 5 - Covid Recovery Plan Action Update

Manufacturing Cohorts contracted to - Oxford Innovation

Email - [admin@bizlincolnshire.co.uk](mailto:admin@bizlincolnshire.co.uk)

Web - [Peer Networks | Business Lincolnshire](#)

Business Lincolnshire Project Manager - Simon Murphy

### **General Programme Information**

*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 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) The Export Manager Programme (previously called RESTART Support Programme) Latest Update**

This East Midlands Cluster initiative has proved popular - with good attendance at the webinars and sign up for the 1:1 sessions.

6 more events are scheduled throughout April and May - more information found here - [EU Exit Support from the East Midlands Growth Hubs Events | Eventbrite](#)

### **Contact Details**

Contracted to - The Export Department - Andrea Collins

Email - [acollins@exportdept.co.uk](mailto:acollins@exportdept.co.uk)

Call - 07500 831800

Web - [The Export Manager Programme | Grant funding | Business Lincolnshire](#)

Business Lincolnshire Project Manager - Simon Murphy

### **General Programme Overview**

*The Export Department deliver the Export Manager 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. Webinars include advice around the following subjects:-*

- *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**

## PAPER 5 - Covid Recovery Plan Action Update

*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.)*

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

#### **Latest Update**

2 successful webinars have run throughout March entitled:-

- Getting the most out of your staff - 8 attendees
- Managing staff - the EU Exit - 12 attendees
- Employing EU Season Workers - 24 attendees

One-to-one and email support being offered to 8 businesses across a broad range of sectors including Horticultural, Leisure and Tourism, Sport and Leisure, Services, Health and Wellbeing, Electrical Contractor, Automotive and Healthcare and Telecoms.

**Challenge** - The current EU seasonal worker scheme is only for Agri businesses not Horti ones - leaving an unsupported shortage of labour to pick crops

**Positive** - The BRF grant has made a huge difference to 1 organisation who has been able to pay off his HMRC debt

**Positive** - Evidence of growth and plans to build on this to include upskilling of current workforce and jobs created

Currently no Manufacturing organisations have accessed this support initiative. Please signpost any Manu business to the contact details below.

Contracted to - Actif - Meryl Levington and Leigh Sear

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

Tel - 07966 497842

Web - [Building Business Resilience Programme | Business Lincolnshire](#)

Business Lincolnshire Project Manager - Simon Murphy

#### **General 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

## PAPER 5 - Covid Recovery Plan Action Update

### 7) Made in Lincolnshire

- The updated Made in Lincolnshire Brochure is now live on the Business Lincolnshire website - [PowerPoint Presentation \(businesslincolnshire.com\)](https://businesslincolnshire.com)
- We have opted for a slightly different approach - as we wanted to future-proof the document and have the functionality to add and amend entries easily without having to involve a complete re-design. We also presumed that this document will be mostly used on-line in the short - mid-term.
- 73 businesses currently feature compared to 36 in the previous version.
- The concept is to use this document as a tool to promote Manufacturing in Greater Lincolnshire - and to actively seek out more businesses who wish to be included.
- A marketing plan on how to use this brochure effectively to promote the manufacturing sector and open up opportunities for intertrading is currently being developed.

#### **Contact details**

Email - [businesslincolnshire@lincolnshire.gov.uk](mailto:businesslincolnshire@lincolnshire.gov.uk)

Call - 07769 875116

Web - [PowerPoint Presentation \(businesslincolnshire.com\)](https://businesslincolnshire.com)

Business Lincolnshire Project Manager - Jeannine Thornley

### 8) Jan - Mar 2021 - Case Studies / Good news

#### **Fizzco**

- ✓ Manufacturing Transformation Programme
- ✓ Peer Networks

[Lincolnshire Christmas company tours UK to make Britain brighter | News and Blogs | Business Lincolnshire](#)

#### **FudgedUp**

- ✓ 10 x 10 Programme
- ✓ Trading Standards
- ✓ Finance Readiness Support
- ✓ Kickstarting Grant

#### **Evolve Flowers**

- ✓ Growth Coaching & Financial Management Support - CMBD

[Two small Lincolnshire businesses explain why it's important to always support local - Lincolnshire Live](#)



## MANUFACTURING GROWTH PROGRAMME



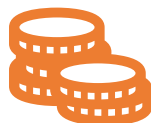
**443**

STRATEGIC  
BUSINESS REVIEWS  
CARRIED OUT



**£1,226,082**

PRIVATE SECTOR  
INVESTMENT



**£841,619**

GRANT AMOUNT  
DEFRAYED TO DATE



**255**

JOBS CREATED

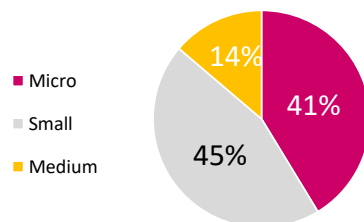


**£39,918**

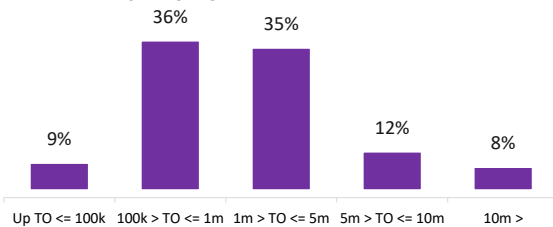
AVERAGE GVA PER  
EMPLOYEE

## SME ENGAGEMENT

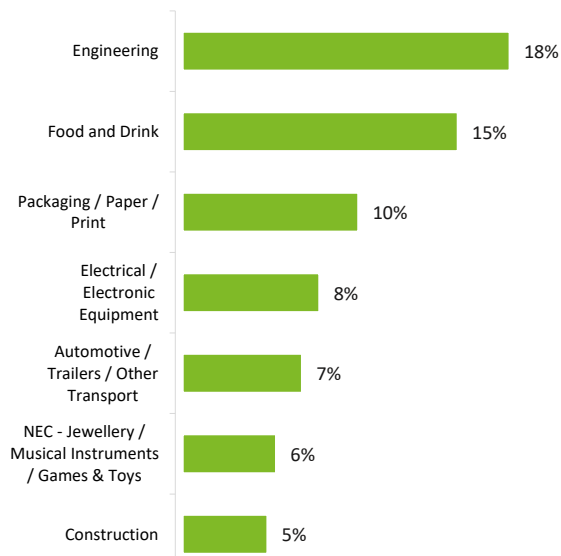
### SME SIZE



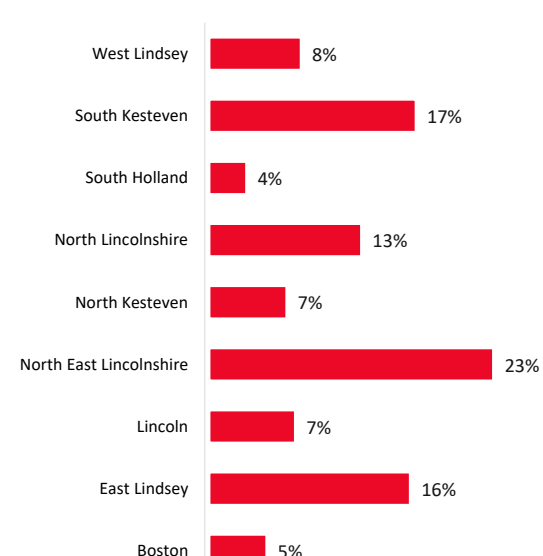
### SME TURNOVER



### SME SECTORS



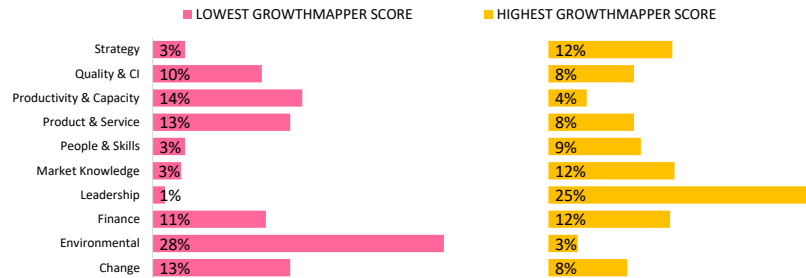
### ACTIVITY BY LOCAL AUTHORITY



## GROWTHMAPPER

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

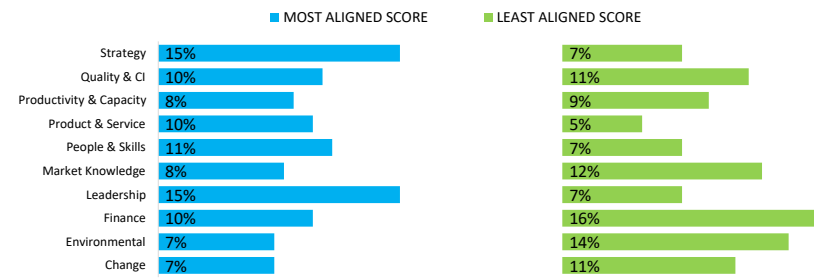
### GROWTHMAPPER SCORE BY CATEGORY



■ 28% OF ALL BUSINESSES BELIEVE THEY HAVE SOME WAY TO GO WITH ENVIRONMENTAL

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

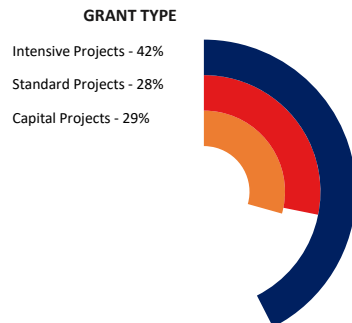
### ALIGNMENT SCORE BY CATEGORY



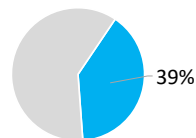
■ LEADERSHIP IS THE AREA WHERE THE MANAGEMENT TEAM MAINLY AGREE

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

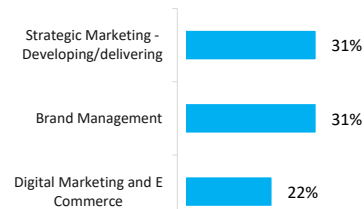
## PROJECT DELIVERY: TOP 3



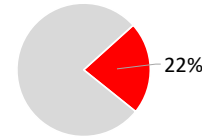
### MARKETING & MARKET KNOWLEDGE



### MARKETING & MARKET KNOWLEDGE



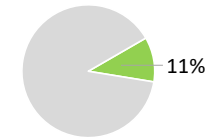
### PRODUCTIVITY & CAPACITY



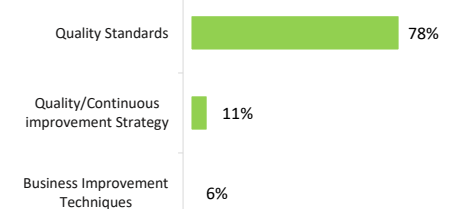
### PRODUCTIVITY & CAPACITY PROJECTS



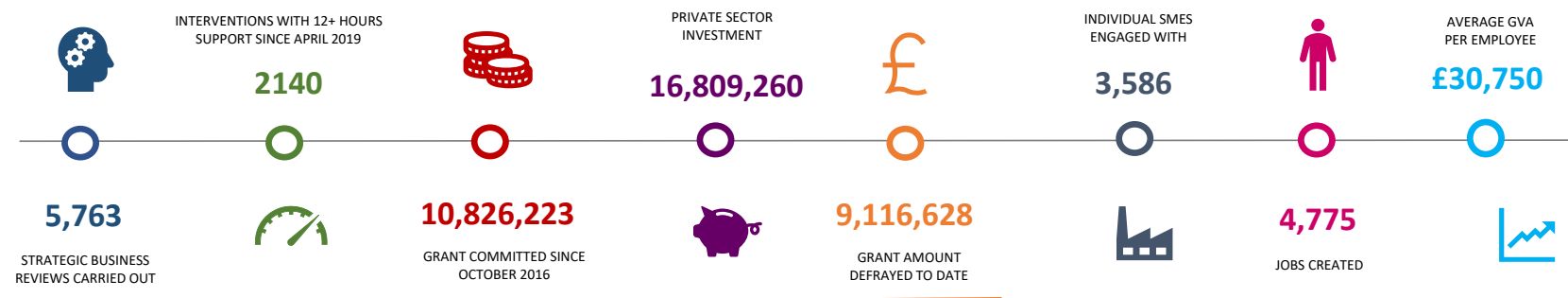
### QUALITY & CONTINUOUS IMPROVEMENT



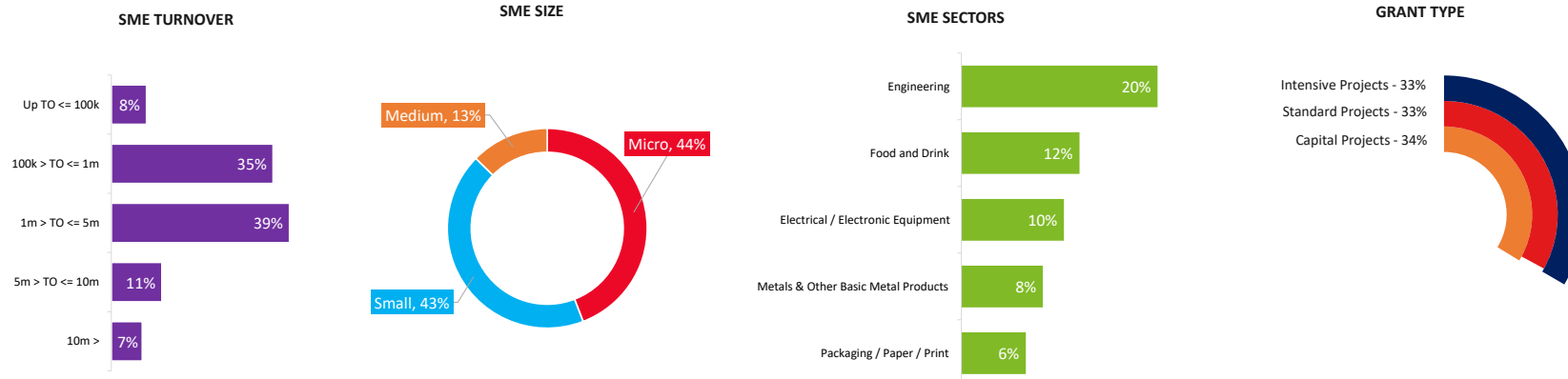
### QUALITY & CI PROJECTS



## MANUFACTURING GROWTH PROGRAMME



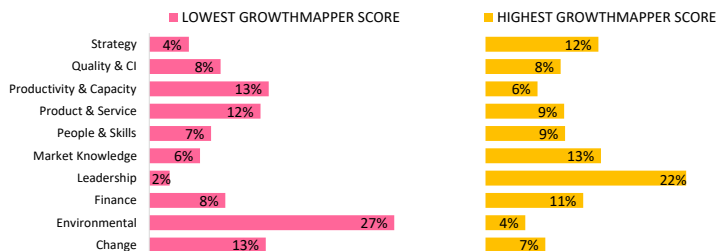
## SME ENGAGEMENT



## GROWTHMAPPER

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

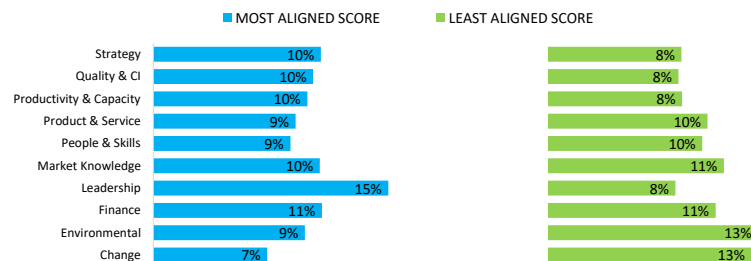
### GROWTHMAPPER SCORE BY CATEGORY



27% OF ALL BUSINESSES BELIEVE THEY HAVE SOME WAY TO GO WITH ENVIRONMENTAL

22% OF ALL BUSINESSES BELIEVE THEY ARE WELL ON TOP OF LEADERSHIP

### ALIGNMENT SCORE BY CATEGORY

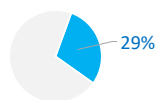


LEADERSHIP IS THE AREA WHERE THE MANAGEMENT TEAM MAINLY AGREE

ENVIRONMENTAL IS THE AREA WHERE THE MANAGEMENT TEAM HAS MARKED DIFFERENCES OF OPINION

## PROJECT DELIVERY: TOP 5

### MARKETING & MARKET KNOWLEDGE



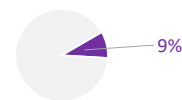
### PRODUCTIVITY & CAPACITY



### QUALITY & CONT. IMPROVEMENT



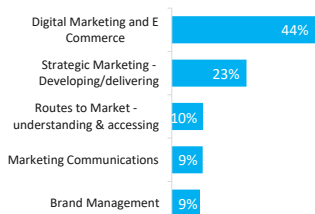
### STRATEGY



### PRODUCT & SERVICE INNOVATION



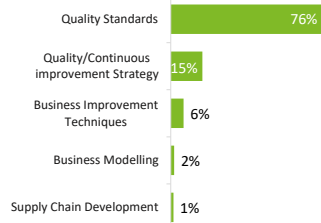
### MARKETING & MARKET KNOWLEDGE



### PRODUCTIVITY PROJECTS



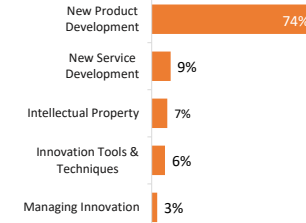
### QUALITY & CI PROJECTS



### STRATEGY PROJECTS



### INNOVATION PROJECTS





# MANUFACTURING barometer

**SPECIAL FOCUS: TRADING BEYOND BREXIT**

**EAST MIDLANDS REPORT FOR Q3 2020/21**

OCTOBER, NOVEMBER, AND DECEMBER 2020 - SURVEYED IN JANUARY 2021

 **Manufacturing**  
Growth Programme

IN PARTNERSHIP WITH

**SWMAS** 

# CONTENTS

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- Introduction
- Survey Demographics
- Core Trends
- Special Focus: Trading beyond Brexit
- Business Aspirations
- Conclusion
- About the Manufacturing Barometer



## MARTIN COATS

MD, Manufacturing  
Growth Programme

# INTRODUCTION

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Welcome to the Manufacturing Barometer for Q3 2020 (covering Oct, Nov, and Dec) and thank you to all East Midlands businesses who participated. This quarterly survey is the largest of its kind and reports on the experiences and opinions of SME manufacturing businesses, to uncover trends across the sector and highlight the specific support that these firms are calling for.

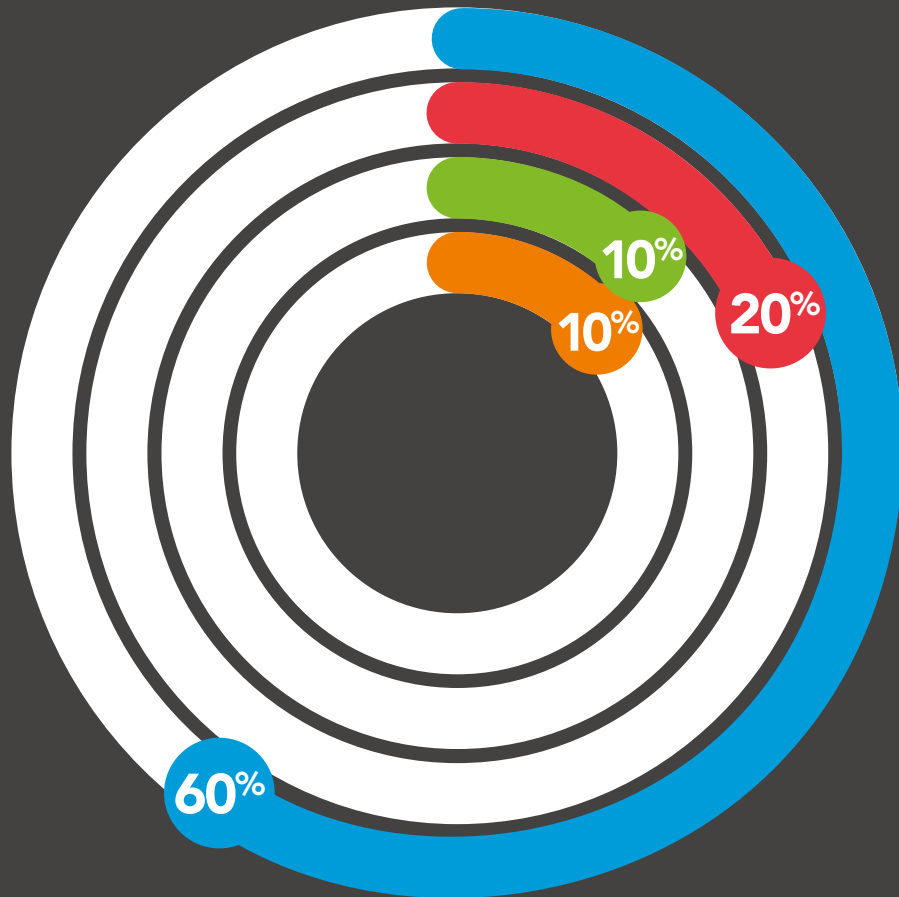
Whilst it is clear from this quarter's report that many business leaders are trying to remain positive, the challenges being faced by SMEs across the manufacturing sector do not appear to be abating. Many firms are still managing the impact of COVID-19, and on top of this, there is now also a need to prepare for potential changes as a result of new, post-Brexit regulations. Despite these ongoing challenges, it is reassuring to see that confidence appears to be slowly improving, with the number of businesses expecting growth in future sales gradually returning to pre-pandemic levels. As an industry that relies heavily on machinery and isn't compatible with home working, manufacturing was hit hard by the first national lockdown in March 2020.

Therefore, businesses took decisive action early on to mitigate further negative impact and ensure they could continue to operate safely going forward. It appears that, for some firms, this has helped them through further COVID-19 challenges and they now feel confident that the action already taken will be sufficient to help them return to growth. Although future expectations of sales, profits, investment, and staff numbers has been slightly more optimistic over recent months, the actual performance reported doesn't quite match these positive predictions. This indicates that, whilst there are definite signs of improvement, some businesses are still struggling to achieve their growth ambitions in these challenging times.



# EAST MIDLANDS SURVEY DEMOGRAPHICS

20 RESPONDENTS



## 80%

OF RESPONDENTS ARE:

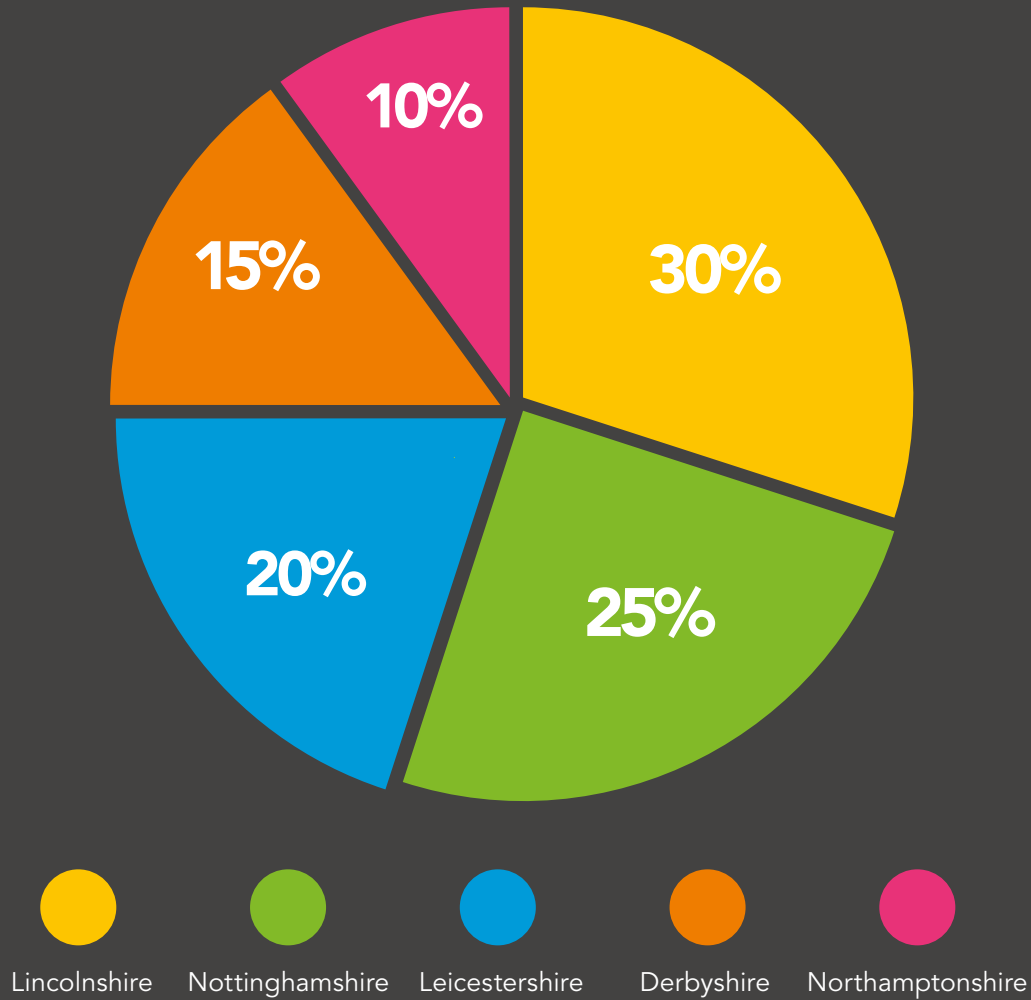
> **MANAGING DIRECTORS &  
CHIEF EXECUTIVE OFFICERS  
OR DIRECTORS**

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

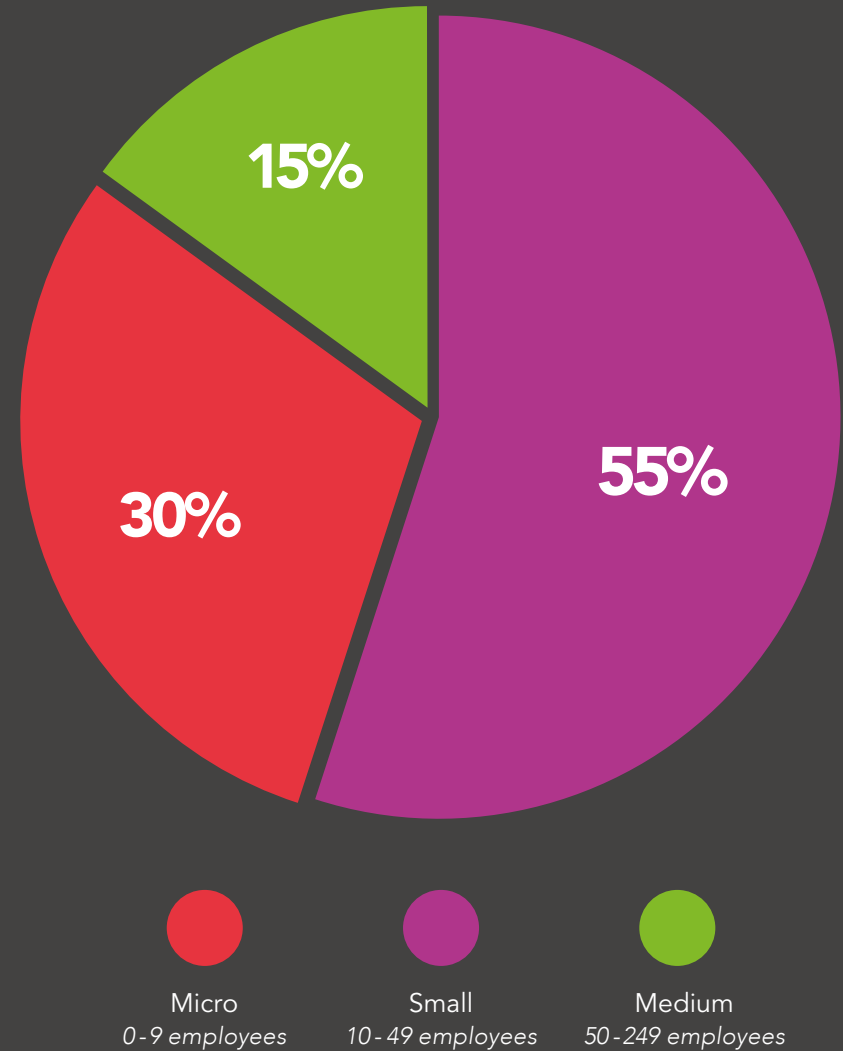


# EAST MIDLANDS SURVEY DEMOGRAPHICS

## LOCATION



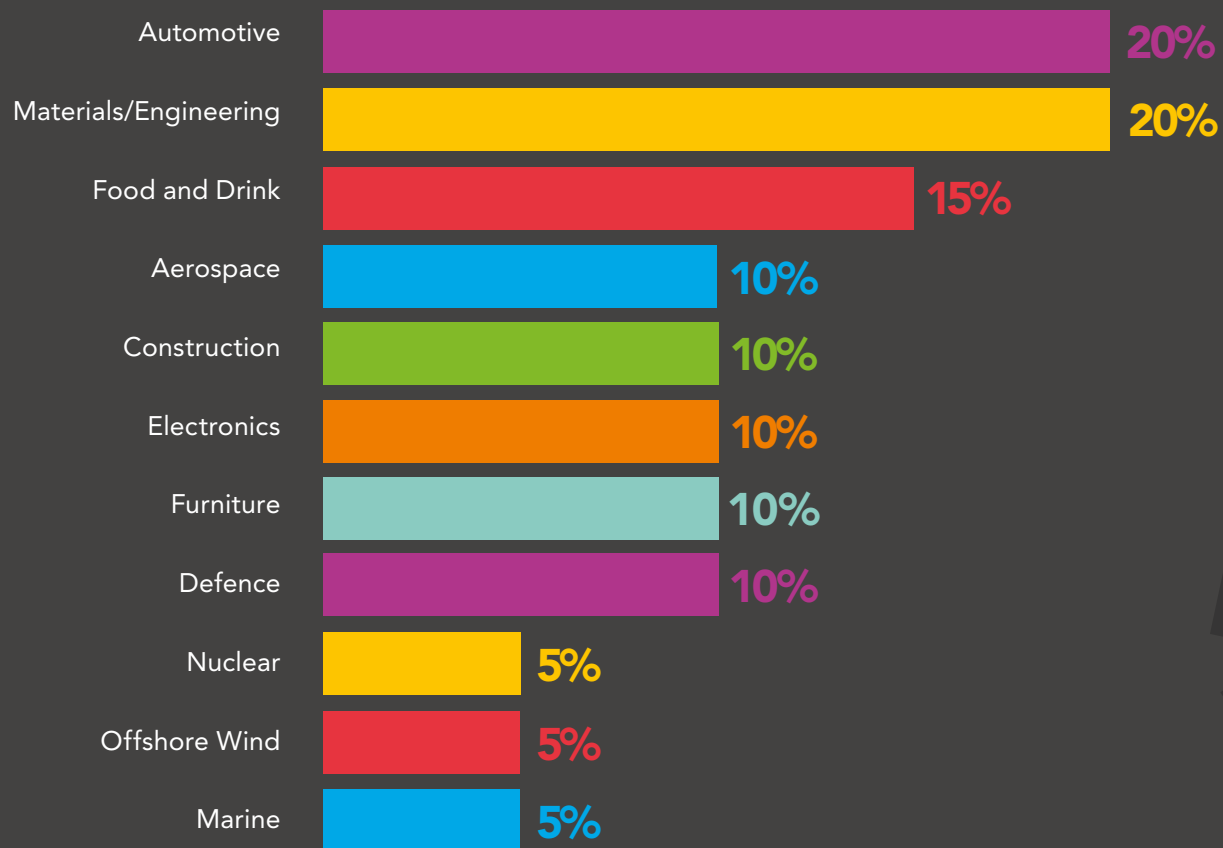
## SIZE



## EAST MIDLANDS

# SURVEY DEMOGRAPHICS

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



*20% also stated 'Other' sector not listed above.*



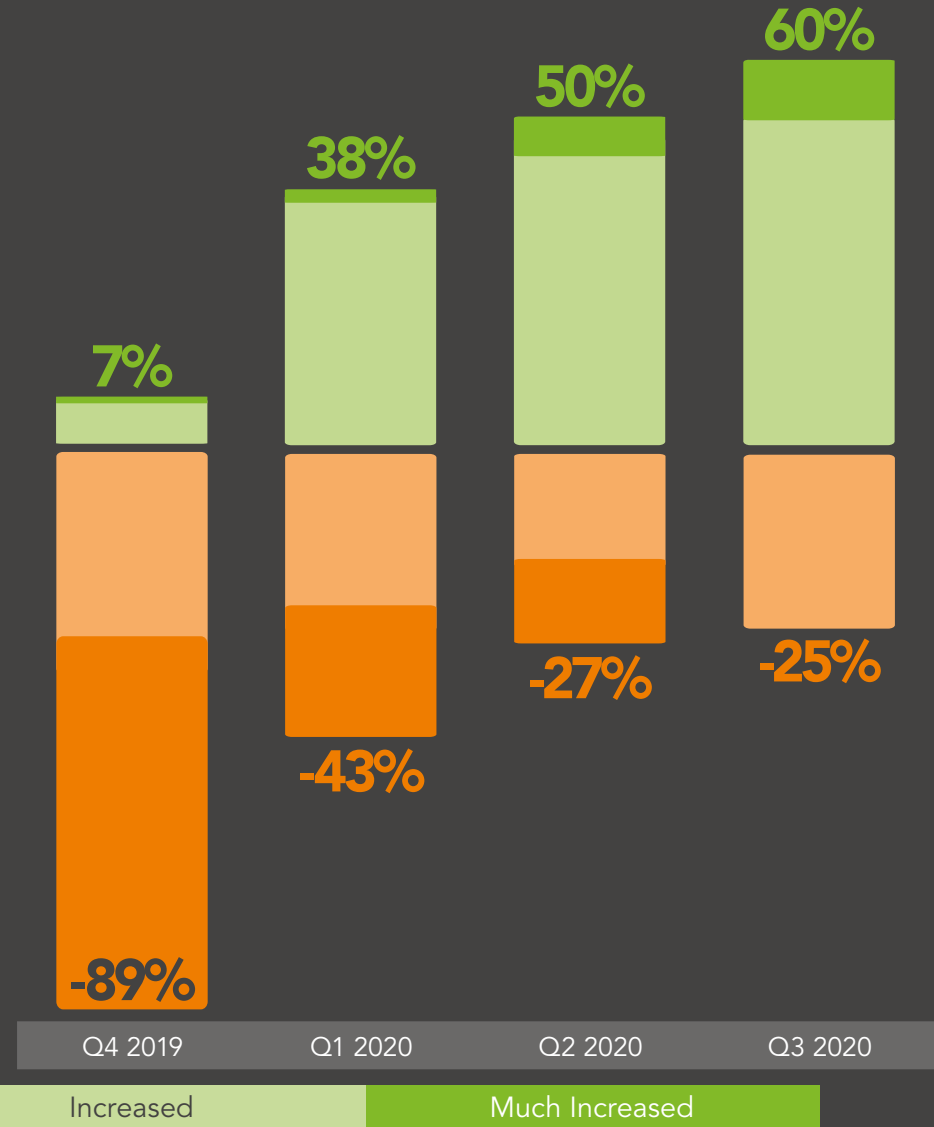
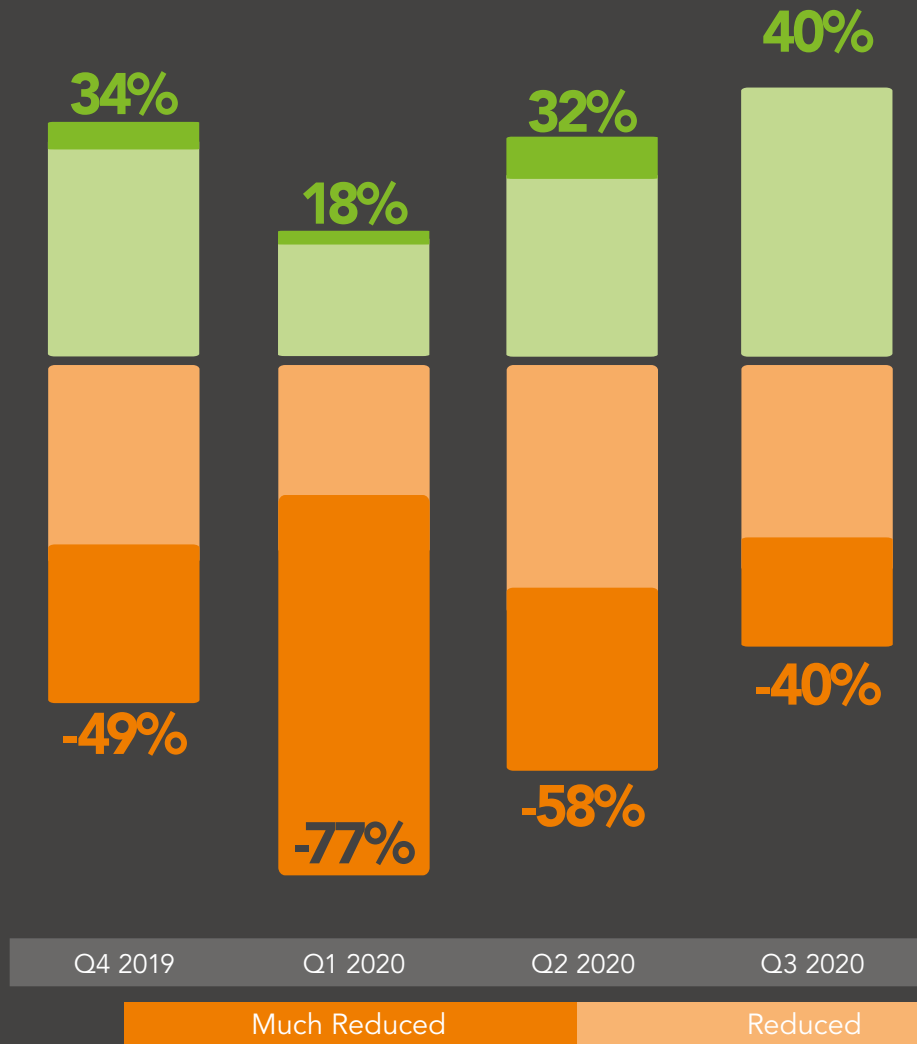
## PAST SALES

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

CORE TRENDS

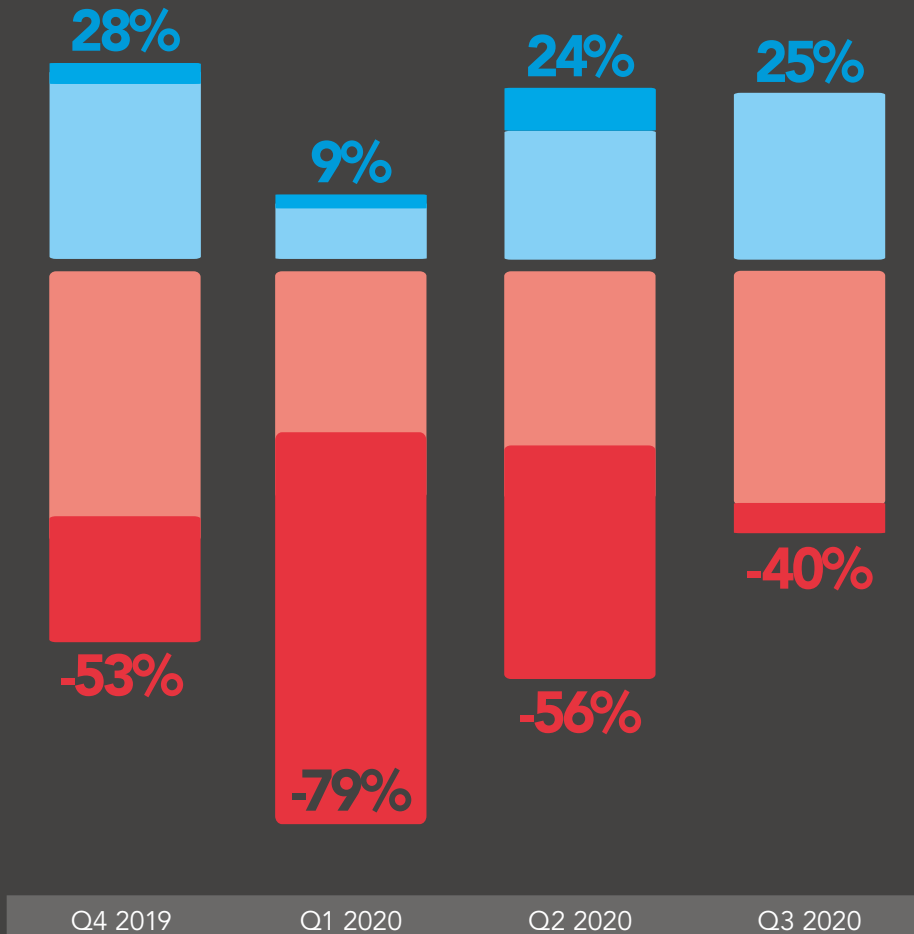
## FUTURE SALES

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



## PAST PROFITS

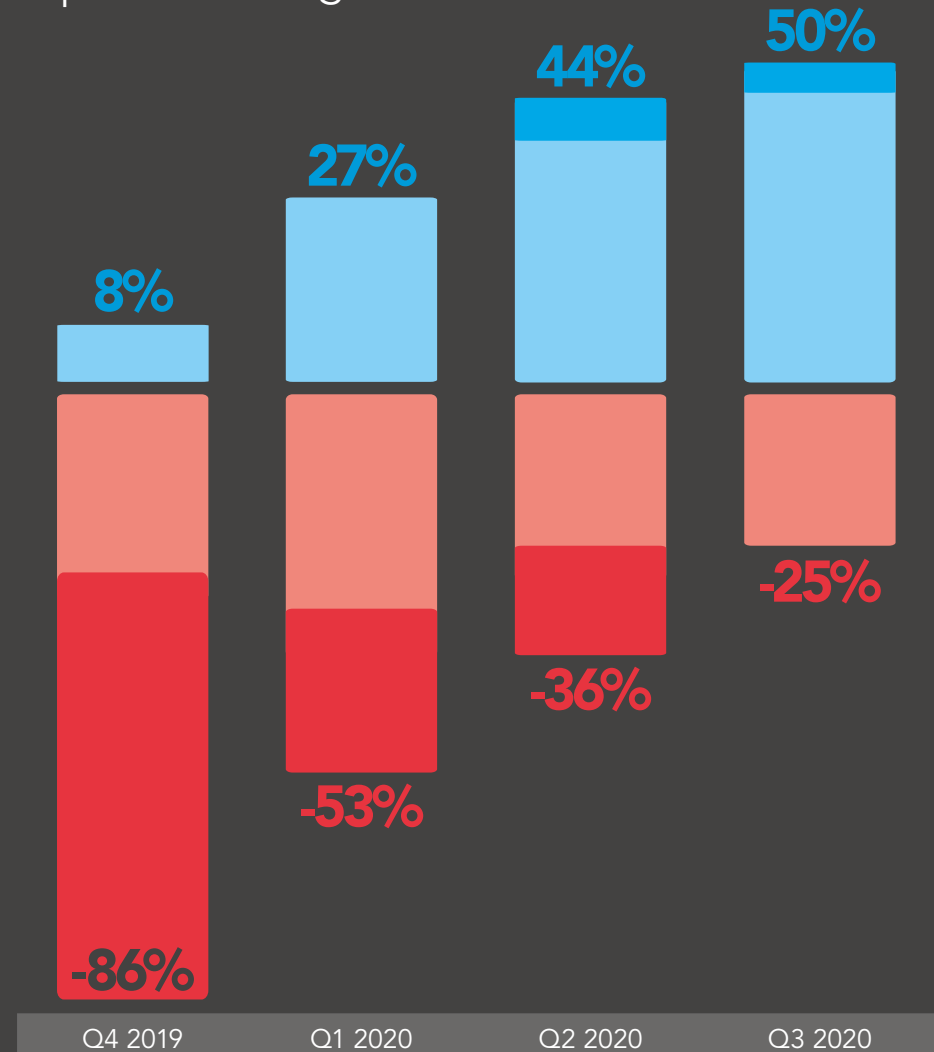
How profit has changed for SME manufacturers over the past six months...



CORE TRENDS

## FUTURE PROFITS

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



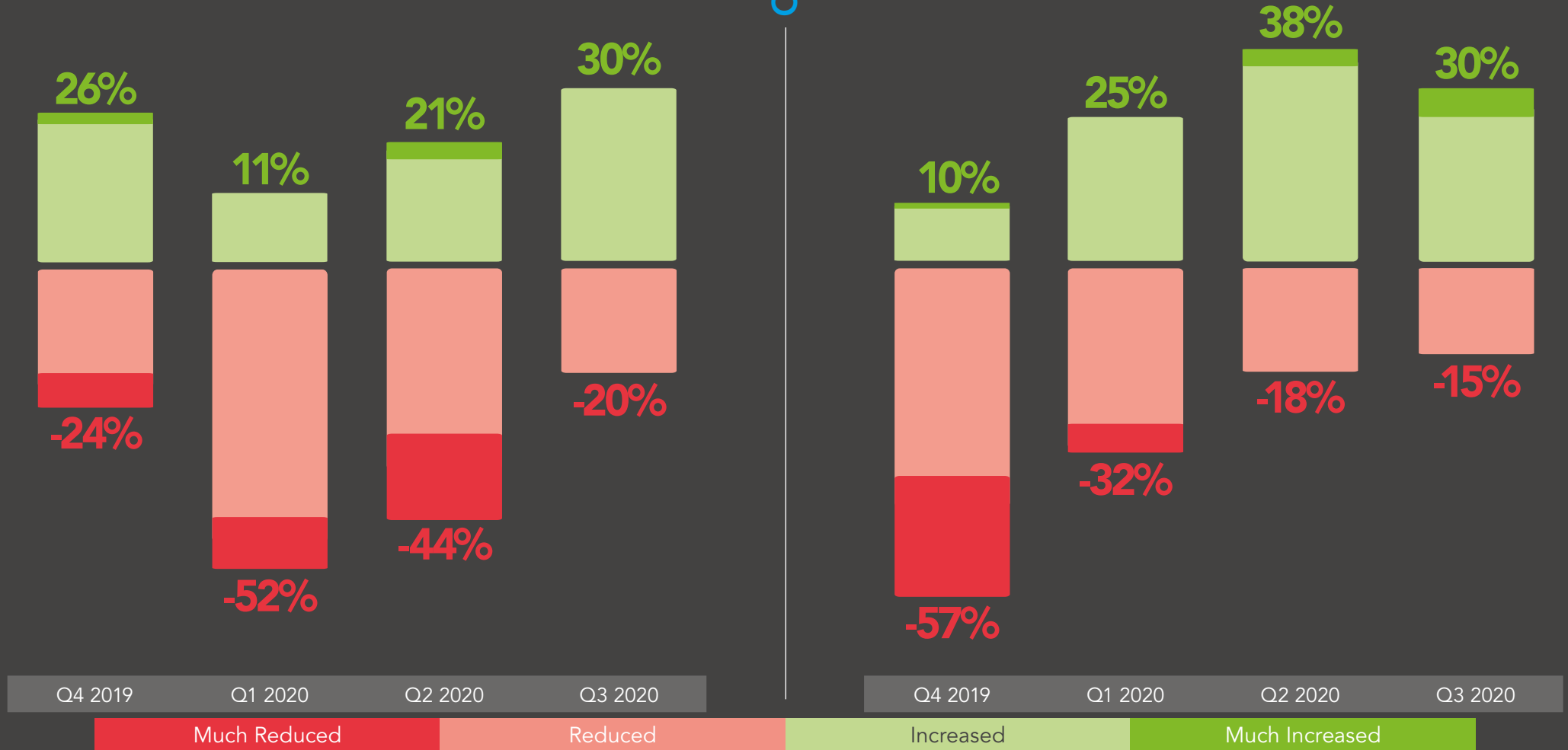
## PAST EMPLOYMENT

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

CORE TRENDS

## FUTURE EMPLOYMENT

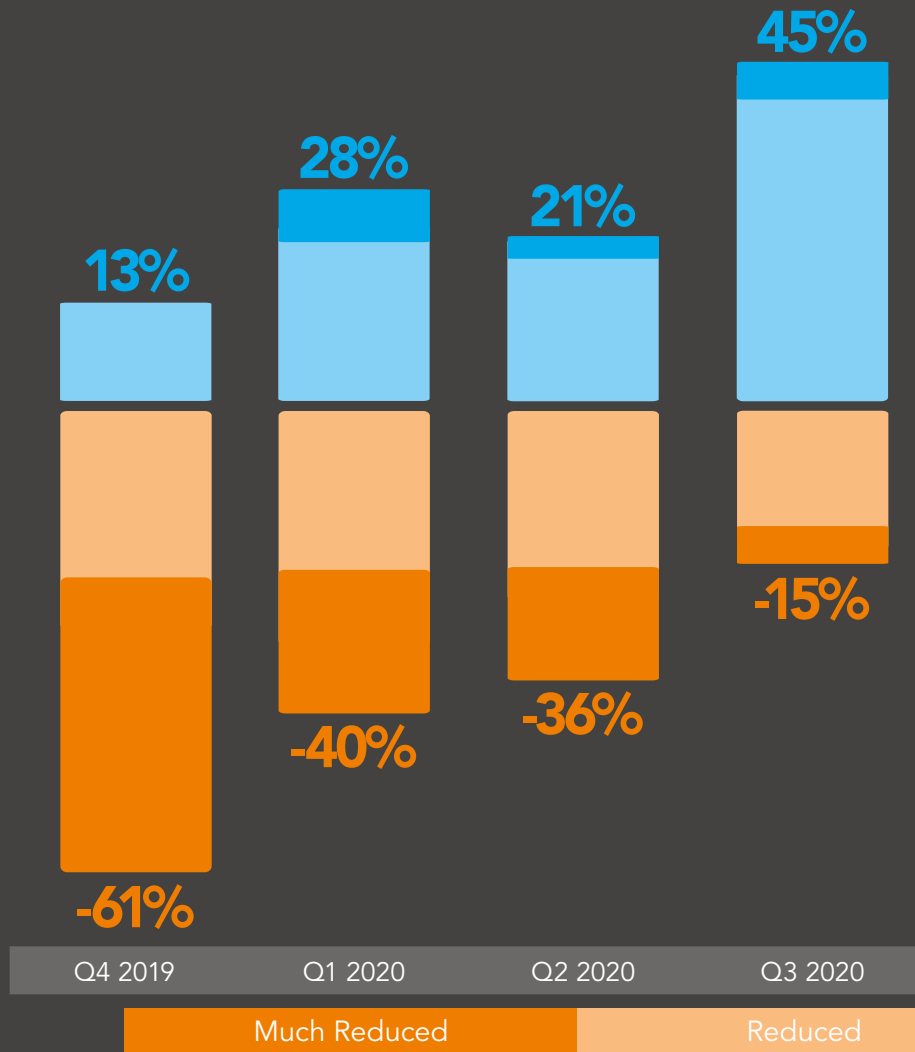
How SME manufacturers expect staff numbers to change over the next six months...





## PAST CAPITAL INVESTMENT

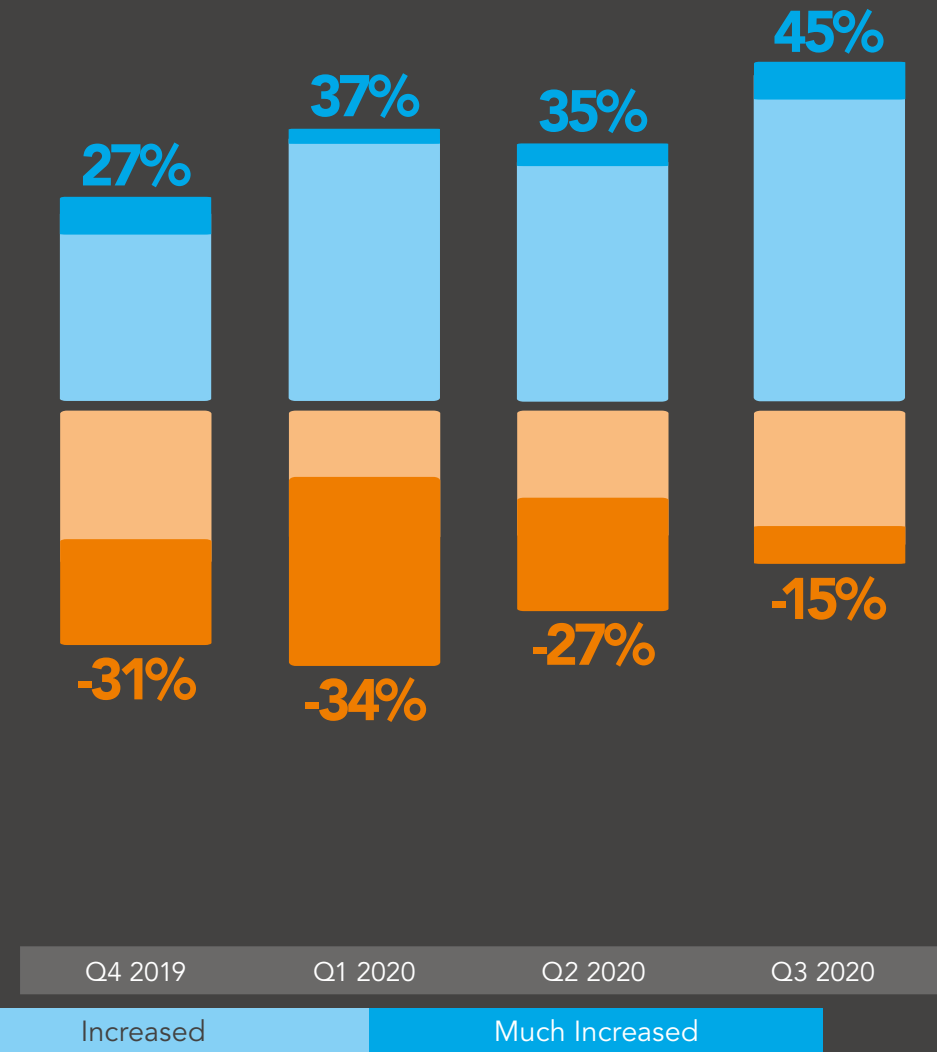
How investment in new machinery/premises has changed for SME manufacturers over the past six months...



CORE TRENDS

## FUTURE CAPITAL INVESTMENT

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



# 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	15%	25%	20%	<b>40%</b>	0%
Sales turnover: next six months	0%	25%	15%	<b>50%</b>	10%
Profit: past six months	5%	<b>35%</b>	<b>35%</b>	25%	0%
Profit: next six months	0%	25%	25%	<b>45%</b>	5%
Staff numbers: past six months	0%	20%	<b>50%</b>	30%	0%
Staff numbers: next six months	0%	15%	<b>55%</b>	25%	5%
Investment: past six months	5%	10%	<b>40%</b>	<b>40%</b>	5%
Investment: next six months	5%	10%	<b>40%</b>	<b>40%</b>	5%



## **SPECIAL FOCUS:** TRADING BEYOND BREXIT

The UK has now left the EU single market and customs union. This presents new opportunities for British businesses, but also causes further operational challenges at a time when many are still recovering from the financial impact of the COVID-19 pandemic. This special focus highlights the ways in which current conditions are affecting SME manufacturers.

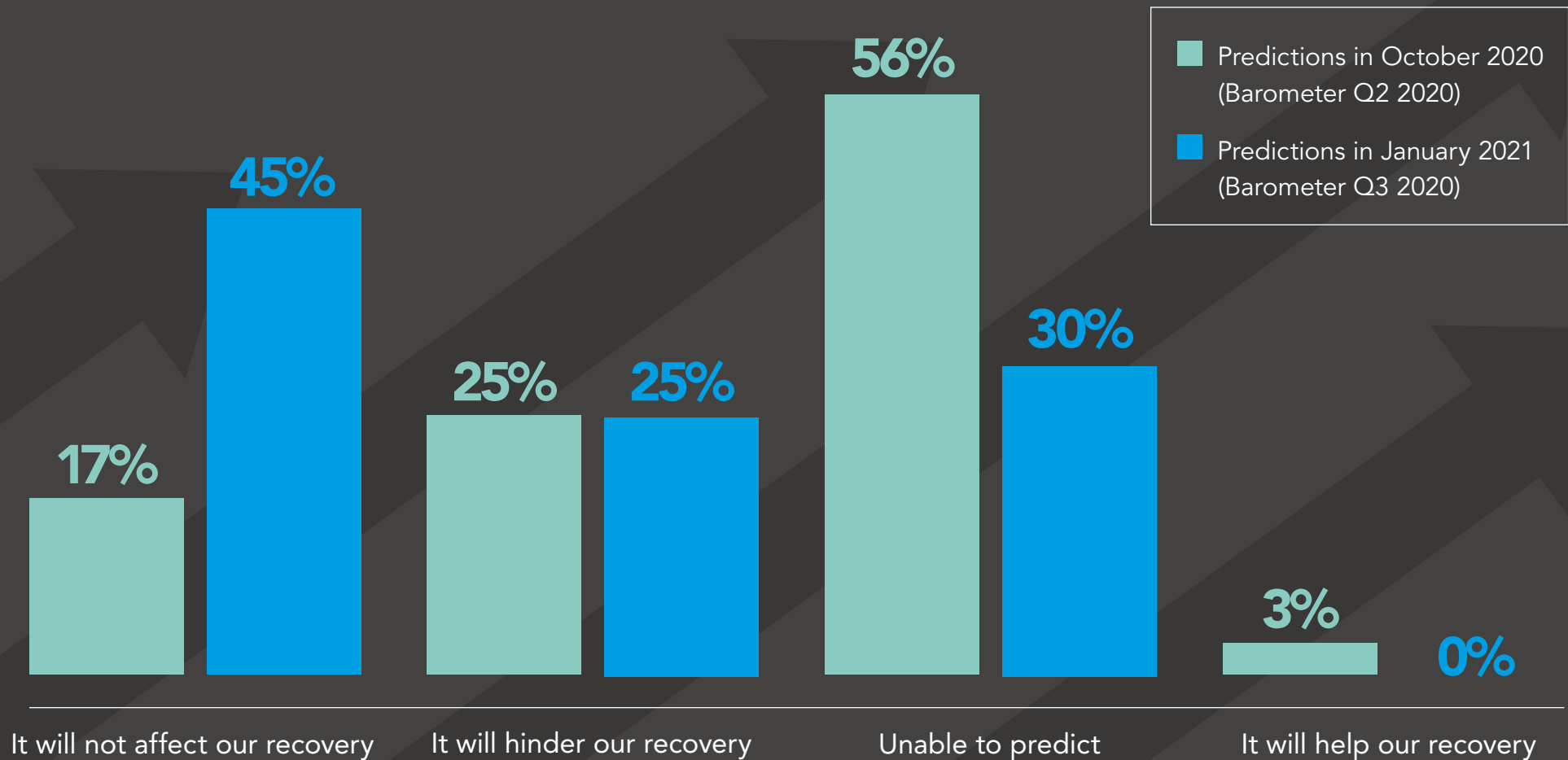
How are they managing the continued impact of COVID-19 whilst also adapting to changes brought about by the new UK/EU trade deal?

Last quarter, 56% of respondents were unable to predict how the end of the EU transition period would affect their COVID-19 recovery plans. How has this changed now that the Brexit deal is done, and what further clarity and support do SMEs across the sector require to help them adapt accordingly?



## SPECIAL FOCUS TRADING BEYOND BREXIT

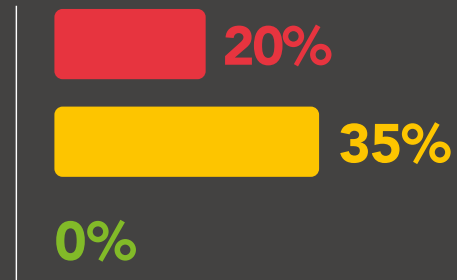
Now that the UK has officially left the EU, how do SME manufacturers expect this to affect their COVID-19 recovery plans compared to their pre-Brexit predictions?



## SPECIAL FOCUS TRADING BEYOND BREXIT

How Brexit has impacted SME manufacturing businesses so far...

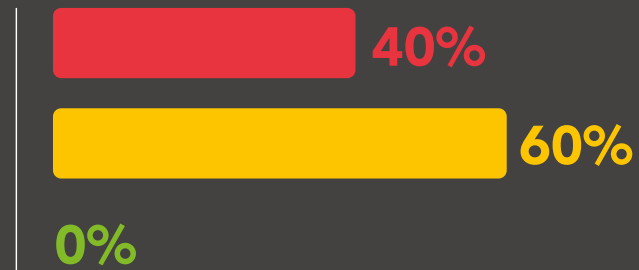
### EXPORTING PRODUCTS TO EU CUSTOMERS



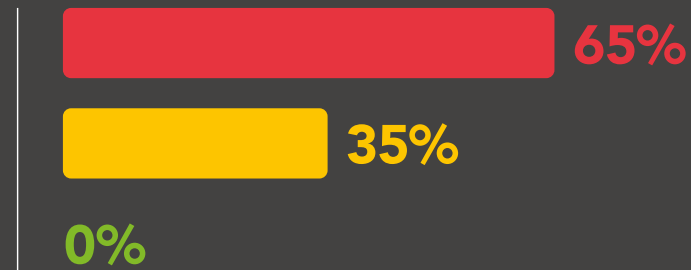
### IMPORTING PRODUCTS FROM THE EU



### AVAILABILITY OF RAW MATERIALS



### PRICE CHANGES WITHIN YOUR SUPPLY CHAIN



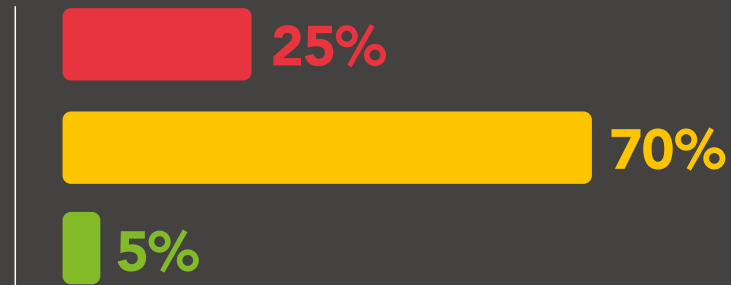
● Negative impact ● No change ● Positive impact

PLEASE NOTE: Companies who responded 'not applicable' have been removed from the relevant category percentages to show a true reflection of the impact to the businesses affected by the individual issues

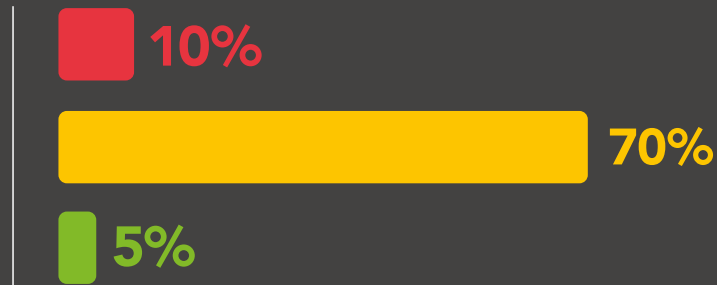
## SPECIAL FOCUS TRADING BEYOND BREXIT

How Brexit has impacted SME manufacturing businesses so far...

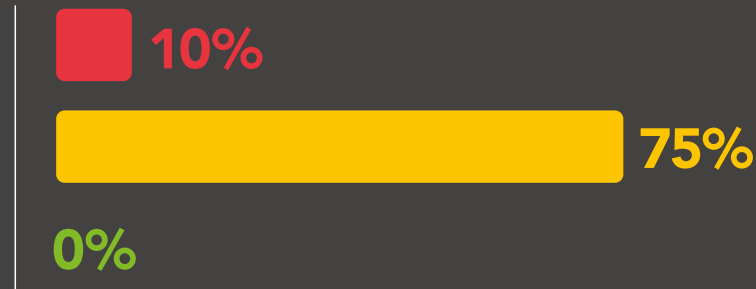
### GENERAL SALES



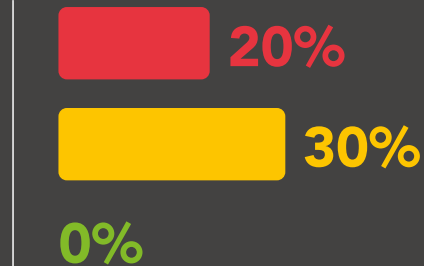
### AVAILABILITY OF STATE AID SUPPORT



### RECRUITMENT OF SKILLED STAFF



### ENQUIRIES FROM EU CUSTOMERS



● Negative impact ● No change ● Positive impact

PLEASE NOTE: Companies who responded 'not applicable' have been removed from the relevant category percentages to show a true reflection of the impact to the businesses affected by the individual issues



## SPECIAL FOCUS TRADING BEYOND BREXIT

How SME manufacturers expect their sales volumes to be affected by customers bringing work back to the UK (i.e. reshoring) as a result of Brexit...



## SPECIAL FOCUS TRADING BEYOND BREXIT

Overall, do SME manufacturers feel that they are getting enough support and guidance from the government around mandatory changes required as a result of Brexit?



25%

yes



30%

unsure

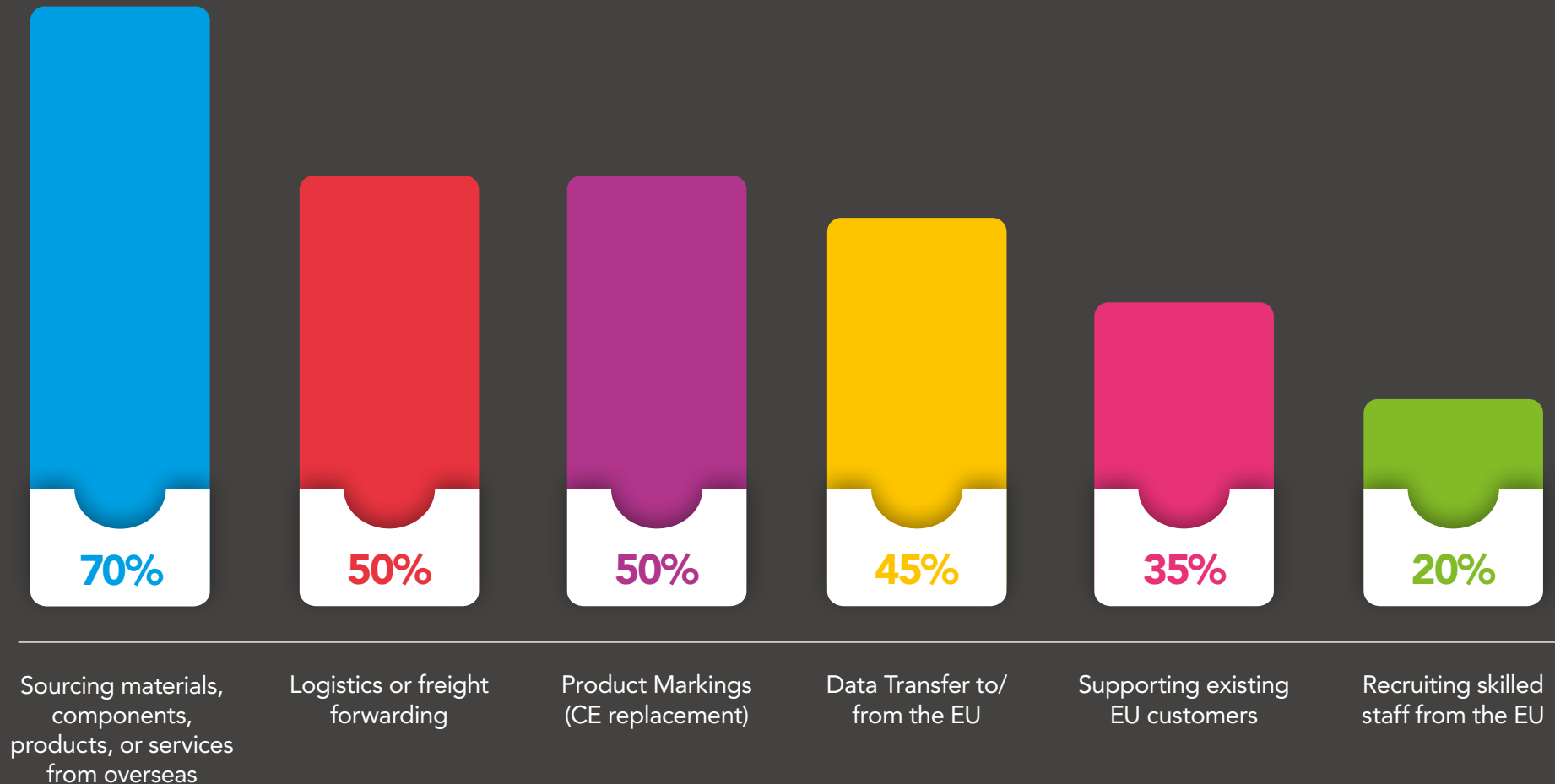


45%

no

## SPECIAL FOCUS TRADING BEYOND BREXIT

Respondents have indicated that further clarity is required in the following areas:





# BUSINESS ASPIRATIONS

“

We plan to scale up into a new premises in the late spring and take on more staff. Medium term expand again and invest in more automated machinery. Long term we plan to open some experience stores and potentially look at moving into Germany and France.

NOTTINGHAMSHIRE

“

We are unpinning aspirations for the medium and long term growth strategy. Growth to us is about improved GP and NP. We want to be recognised as the professionals in our industry through the adaption of new technology, products and thinking.

LEICESTERSHIRE

“

In the short term to ride out the pandemic and implement the new systems required post Brexit for importing and exporting. In the medium to long term to continue improving our manufacturing efficiency and to develop new markets - both geographically and by type.

LINCOLNSHIRE

“

We are looking to grow our business by diversifying into other sectors and offering other services.

DERBYSHIRE

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

[Click here](#) for your invitation to participate in next quarter's Barometer survey.

# CONCLUSION

Despite the ongoing challenges of COVID-19 and Brexit, there are some signs of optimism from businesses across the SME manufacturing sector. A number of respondents have reported steady trade since July 2020, and predictions for the future also appear to be improving slowly each quarter.

In fact, 60% of firms expect sales to grow over the next six months in comparison to 25% who forecast a drop over the same period. This indicates that, for some manufacturing businesses, confidence levels are starting to stabilise. When looking to the future, the majority of respondents are not expecting to change their staff numbers or business investment within the next six months.

This could indicate that many firms feel they have already made applicable changes in these areas and are now focused on maintaining their current business position without committing to further investment during such uncertain times. Last quarter, we asked how businesses expected the end of the EU transition period to affect their COVID-19 recovery plans. Three months on, we asked this again to see if expectations have changed now the deal is done. Interestingly, when asked in October, 56% were unable to predict how this would affect them, but only 30% said the same this quarter. This indicates that some of the uncertainties in the lead up to Brexit have now been eliminated.

Furthermore, 45% now feel confident that Brexit will not affect their recovery, up 28% from those who stated this when asked three months ago. However, 25% believe that exiting the EU will hinder their COVID-19 recovery, the same figure reported in Q2. This indicates that despite

some positivity, many businesses are still facing a number of challenges. When asked, nearly half of respondents (45%) said they aren't getting enough guidance from the government to help them adapt to new EU regulations, with an additional 30% saying they are unsure.

## Which factors are likely to cause issues for SME manufacturers in the UK as they continue to trade beyond Brexit?

The majority of respondents have already seen price changes within their supply chains, with a staggering 65% reporting that this has negatively impacted their business. Similarly, 40% of those questioned have said that sourcing raw materials has been more difficult since Britain left the EU. Unsurprisingly, those SME manufacturers who import from the EU have already been affected by Brexit, with half of applicable respondents reporting a negative impact since changes took effect on 1st January 2021. In summary, manufacturing businesses have had to deal with unprecedented levels of change over the past 12 months, and it is encouraging to see how the sector has adapted throughout this difficult time. However, it is clear from this report that manufacturing firms are facing further challenges, and government support would be welcomed to help them address these issues.

**If you would like to hear more about funded support available, or discuss your individual business needs with one of our Manufacturing Growth Managers, 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?

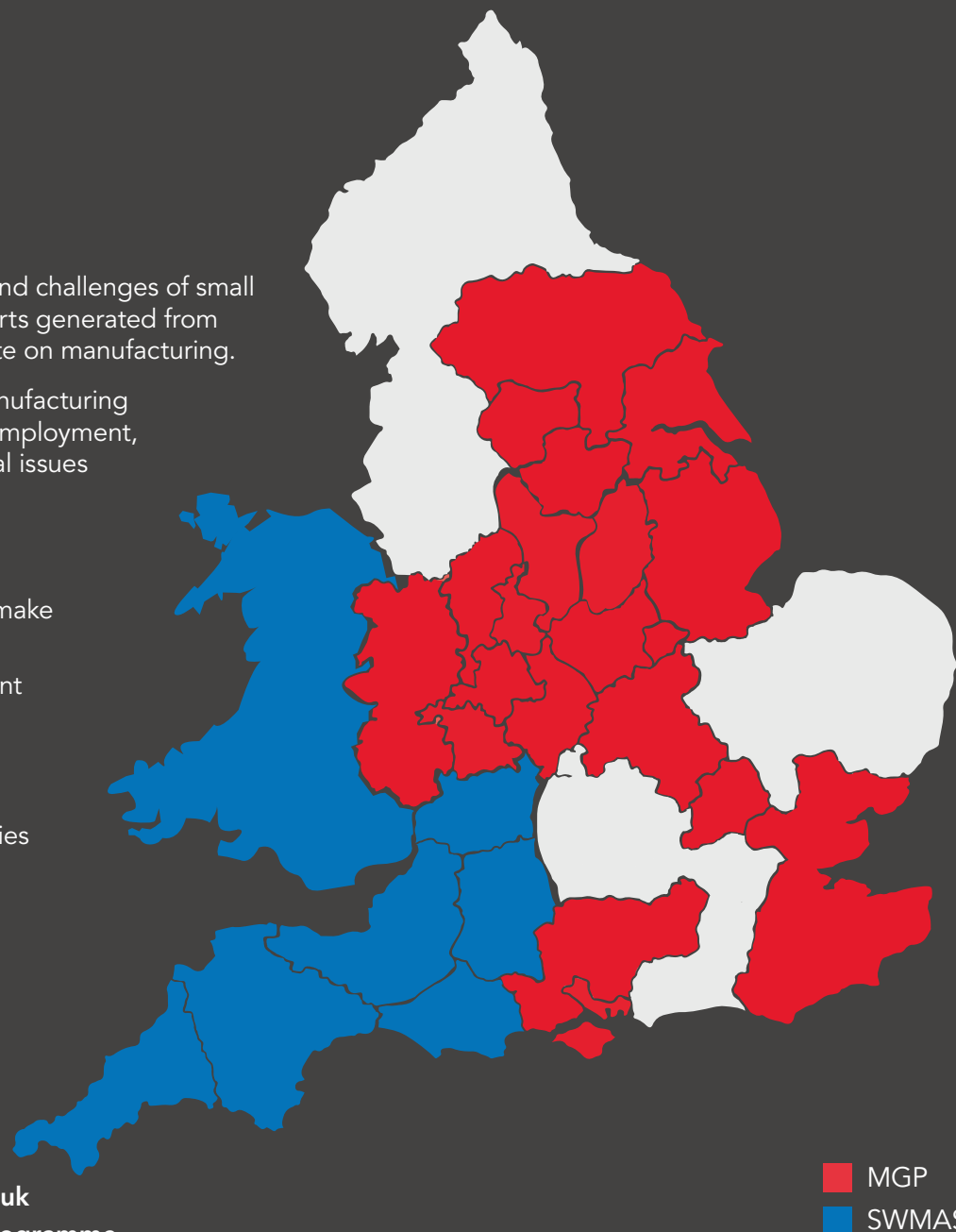
- The Manufacturing Barometer is exclusively for SMEs, offering them a platform to make their voice heard, in a sector that is often dominated by larger corporations
- SME manufacturers can highlight the specific support they require from Government on a local and national level
- The results can be 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:

enquiries@egs.live | 01664 501304 | [www.manufacturinggrowthprogramme.co.uk](http://www.manufacturinggrowthprogramme.co.uk)  
Follow us: [@MfgGrowthP](https://twitter.com/MfgGrowthP) | [in linkedin.com/company/manufacturing-growth-programme](https://www.linkedin.com/company/manufacturing-growth-programme)





# MANUFACTURING barometer



IN PARTNERSHIP WITH



# **Digital Industrialisation East Midlands Framework for Manufacturing Support**

BG&IAB  
3<sup>rd</sup> March 2021



# Focus

- **Promoting awareness, knowledge and adoption** of IDTs (Industrial Digital Technologies) and disruptive innovation across our manufacturing base
- **Develop “sector agnostic” programme** based on the “Made Smarter” approach to promote resilience and agility
- Identify and develop existing and new **sector specialisation** opportunities across the region and improve eco-system to support commercialisation of R&D
- Develop focused **region-wide partnership** network to focus on identifying and spreading best practice and enabling robust peer support for manufacturing businesses
- Promote the **regional offer**



Derby  
Derbyshire  
Nottingham  
Nottinghamshire



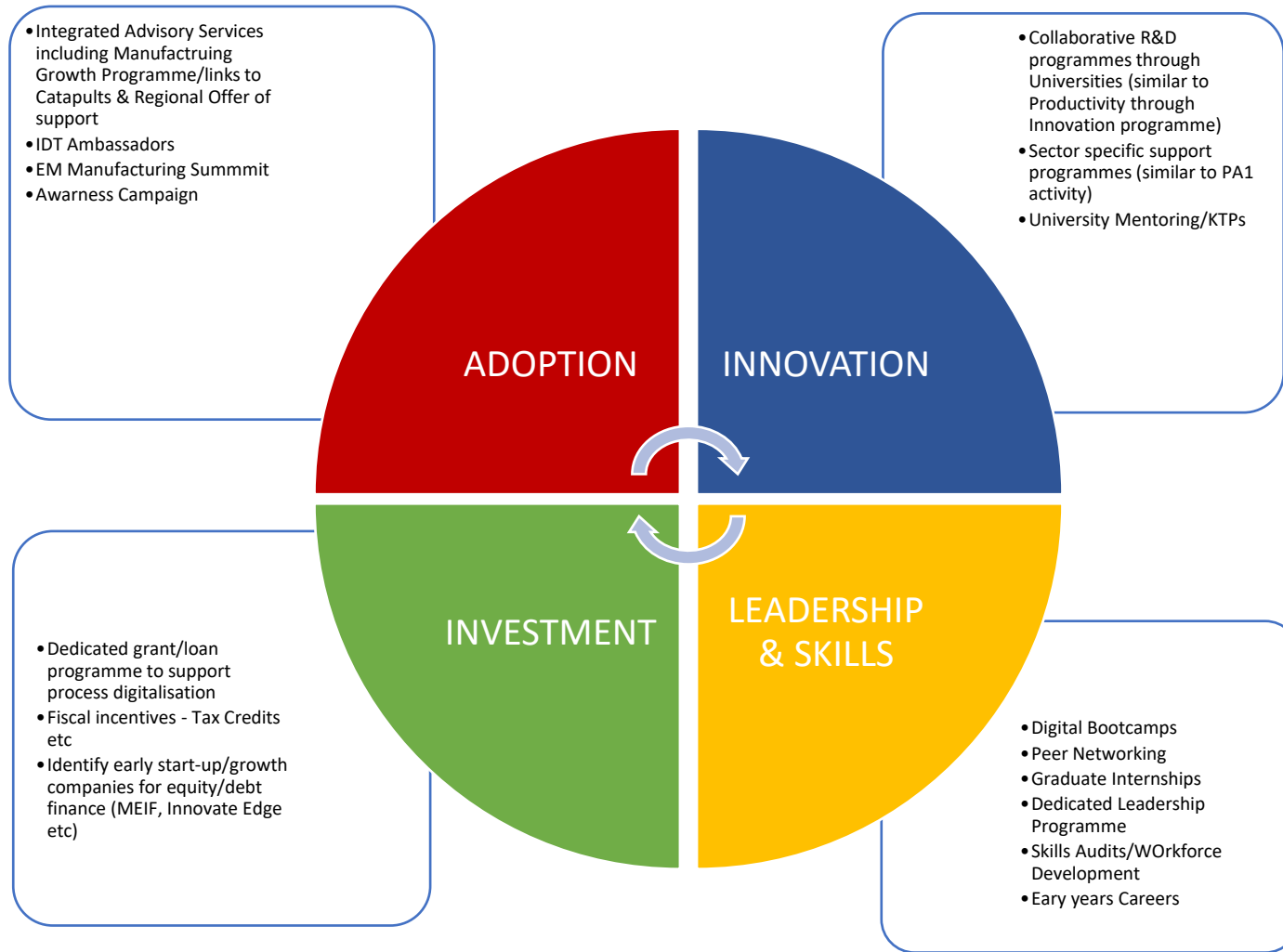
# Areas for Partnership Activity

- **Innovation mapping** of projects, services and facilities (ongoing)
- Map local networks and develop **D2N2 manufacturing advisory group** to support modernisation/industrial digitalisation.
- Scope out a D2N2 or region wide “**The Future is Now**” campaign to raise awareness and promote adoption of new technologies including potential **East Midlands Manufacturing Summit/Innovation Week**.
- Explore opportunities for **greater university collaboration** to support sector specialisation in line with emerging Government Place Strategy for R&D
- Review potential **financial instruments/funding programmes** to support industrial digitalisation (BBB/Innovate UK)
- Support development of **local proposals emerging from Stronger Towns Programme** and link into regional eco-system
- Ensure **alignment with Low Carbon/Energy policy development** across the EM LEPs





# Programme Model



D2N2

Derby  
Derbyshire  
Nottingham  
Nottinghamshire

## PAPER 7 - The GC Energy Centre: Engineering & Construction

<b>Publication</b>	<b>Public Paper (published)</b>					
<b>Meeting date:</b>	<b>28 April 2021</b>					
<b>Agenda Item:</b>	<b>7</b>					
<b>Item Subject:</b>	<b>The GC Energy Centre: Engineering &amp; Construction</b>					
<b>Author:</b>	<b>Jeannine Thornley</b>					
<b>For:</b>	<b>Discussion</b>		<b>Decision</b>		<b>Information</b>	<b>Yes</b>

Total project costs which are assessed to be £2,463,207 of which GBF skills capital Investment programme grant from the LEP totals £1,597,578.

The project will transform existing Engineering and Link Block spaces at Grantham College to create a cross-disciplinary Engineering and Construction Energy Centre with state-of-the-art, industry-standard equipment, enabling the College to expand their curriculum offer to include new provision informed by local employers. The project will cut across at least two of the LEP's identified priority sectors, including manufacturing and low carbon and will support the growth ambitions of Grantham. The project is for a cross-disciplinary Energy Centre that incorporates new provision in electrical engineering, plumbing, gas fitting and renewable energies including solar, wind, and air source heating.

The Centre, with up-to-date industry equipment, will provide a dedicated base for learners to gain appropriate skills to help them progress into the workforce locally, whilst simultaneously increasing and improving the talent pool from which employers can recruit. Meeting employer needs in terms of course provision, programme design and flexibility will be integral to the curriculum offer.

The refurbishment will allow the existing classrooms and staff rooms within these two areas to be repurposed as:

- A cross-disciplinary workshop zone in the Engineering area for practical provision of GC Energy Centre Construction and Engineering programmes, including gas fitting, electrical installation, and hands-on training in the design and maintenance of renewable energy equipment; and
- A suite of digitally-equipped teaching spaces in the refurbished Link Block for the delivery of theory-led provision for GC Energy Centre programmes - including CAD-based Design, Simulation Construction, Environmental Technologies, SMART Grid Balancing, and Sustainable Energies Studies.

### **New courses being delivered will be:**

- BTEC Domestic Energy L3
- BTEC First Electronics
- BTEC Green Deal L3
- BTEC L1 L2 Manufacturing
- BTEC L4 Electronic Electrical
- BTEC Non domestic energy L3
- City & Guilds Electrical courses
- Electrical Standard App L2
- Electrical Power Protection & Plant Commissioning
- Embedded Electronic Systems Design & Development Engineer
- Green Deal Qualifications
- Electronic Systems Principal Engineering
- Gas Network operative
- Process Automation Engineering
- Power & Propulsion Gas Turbine Engineer
- Electronic Systems Principal Engineer
- Gas Network Crafts-persons
- Environmental Technologies
- Gas Safe Training
- Gas fitting

## PAPER 7 - The GC Energy Centre: Engineering & Construction

- Level 2 Diploma in Plumbing Studies
- Level 3 Diploma in Plumbing Studies
- Level 3 Plumbing and Domestic Heating Diploma
- Level 3 Diploma in Gas Engineering
- Level 3 Diploma in Sustainable Construction