



# GLLEP MANUFACTURING COMMITTEE

29<sup>th</sup> January 2020 at 1.00pm

Siemens, Teal Park Road, North  
Hykeham, Lincoln, LN6 3AD

# Paper 1 - Agenda

Item	Item and brief description	Lead	Access/Circulation
1	Welcome, Introductions & Apologies Declarations of interest	Darren Joint - Chair	
2	Minutes from meeting held on 2 Oct 2018	Ruth Carver	
3	Manufacturing Board Strategy Group Update <ul style="list-style-type: none"> <li>• Aims of the Board</li> <li>• Draft Sector Plan</li> <li>• Task and finish groups</li> <li>• Resourcing requirements</li> <li>• Update from Sub boards</li> </ul>	Darren Joint	Papers attached
4	Manufacturing Events <ul style="list-style-type: none"> <li>• Made in Lincolnshire Awards</li> <li>• Manufacturing Conference</li> <li>• Manufacturing Sector Network - model Nottingham Manufacturing Sector Network</li> <li>• Meet the buyer/ supply chain event</li> </ul>	Samantha Harrison/ Darren Joint	
5	Manufacturing Sector support for Foreign Direct Investment businesses - proposition development	Karen Seal/All	
6	Discuss/confirm resources which could/are available to follow up on actions.	All	
7	Any other business	All	

Attendees: Darren Joint, David Earnshaw, Marcus Pearson, Neil Main, Ruth Carver, Sam Fells, Samantha Harrison , Robert Willey

Apologies: Angela Borman, Charlotte Horobin, Dean Barnes, Edward Tong, Garry Wilkinson, Helen Doughty, Kevin Ross, Michael Gallimore, Paul Taylor

Not responded: Katie Hedges, Michael Hague-Morgan, Ray Newell,

## **GLLEP Manufacturing Board Strategic Group Meeting- Action Notes 4<sup>th</sup> Dec 19**

### **Attendees**

- Darren Joint
- David Earnshaw
- Michael Hague-Morgan
- Edward Tong
- Nick Broom
- Neil Main
- Samantha Fells
- Paul Taylor
- Ruth Carver
- Samantha Harrison

### **Apologies**

- Kevin Ross
- Helen Doughty

1) **Resourcing support-** Karen Seal Investment Manager LCC/LEP will attend future board meetings.

**2) Local Industrial Strategy** - board members to review the draft, and provide comments to feed into final version published March 2020. **Action Ruth to circulate draft LIS**

PT – commented on LIS omissions. Reference needs to be made to help build supply chains, including support to help businesses develop connections to enter supply chains; this is also linked to B2B collaborative R&D work.

DJ - Look at the Notts Manufacturing Network model. We need to work with larger businesses and look at Meet the Buyer opportunities eg Siemens, British steel – or have a sub sector focus eg food production. Buyers should not be restricted to OEM levels but can be tier 1 or 2 businesses.

### **3) Measureable Targets**

**1) Increase GVA per head £X - Action need to speak with LEP Research Manager to help calculate the target**

**2) Facilitate & encourage clean growth - measure to be established -( % reduction of carbon emissions)**

Discussion areas;

Need infrastructure support for EV charging across County. There is a clear lobbying role for utility improvements eg electricity water and transport links.

Challenge - Manufacturing businesses need power at the right cost and the right mix coal v's renewables- , contracts are now awarded on clean growth credentials

Waste measurement and circular economy – we need to find a tool for businesses to use to calculate the impact/reduction. A sector target will be to **Facilitate encourage clean growth establish a**

**measure - % reduction in carbon emissions** or Tonnes of CO2 per GVA or landfill reductions –  
**Action speak to Carbon Trust for guidance.**

Other options could include;

- Future competitive advantage low carbon/low energy user
- Ability for batteries to upload and download electricity from the grid
- Local Authority Planners to work to Manufacturing clusters to align energy need /supply eg NK/City re Teal Park and adjacent business parks

### **3) Ensure skills supply matches demand increase in STEM level 4,5,6 outputs**

- Look at skill levels in sector- what can we measure ?
- Skills work with FE/ IOT ( Lincoln Uni, Grantham & Boston colleges) Sector take up of apprenticeships
- Work with Burning Glass data where are the top 20% vacancies- need more info
- Need FE outputs that we can map, what is the demand ? Agreed target - Growth in level 4 and above in STEM subjects

### **4) Identify opportunities for inward investment by categorising the regions strengths**

- Need to capitalise on existing opportunities, link local manufacturing businesses to potential inward investors (ambassadorial role) – see welsh inward investment brochure eg Skills, finance, support , supply chain etc.

## **4) Strategic Projects**

### **Lobby**

- future funding for the sector
- Support calls for utilities improvement
- Infrastructure challenges eg electric vehicles charging points, power, water, broadband, 5G
- Sector needs power at the right cost and the right mix coal v's renewables-
- Better targeted FE co-ordination

### **Deliver;**

- 1) Recognise the GLLEP Manufacturing Sector strengths through a SWOT analysis
- 2) Clean growth - develop a measure and set the target for the strategic plan for the next 5 years. Business support programme for clean growth
- 3) Broadband connectivity/ 5G / EV charging infrastructure (homes and businesses) what are the new government grand challenges and bid for funds to help achieve competitive advantage. Need to develop an evidence base- GLLEP case studies –this is what business have done.  
Skills /STEM – influence students to take up STEM subjects by producing case studies of manufacturing businesses eg [www.TheWorldofwork.co.uk](http://www.TheWorldofwork.co.uk) **Action board members to add content to The World of Work website**

We need to change the perception of sector. Increase the level of work experience programmes eg Primary Engineer programme with in Boston schools – **need to speak with Clive Gibbon.**

Increase no. of STEM ambassadors in GLLEP area, we already have great examples of showcase activity that we need to build on eg Gravity Fields, Make UK, Spark – need to develop a sector showcase toolkit for manufacturing business owners to deliver in schools.

Opportunity RAF leavers – how can we access this talent ? eg Mission Motorsport fund. Need to work with the Education Business Partnership, ESB, UoL to map out current activity and opportunities within the sectors for transferable skills.

#### **5) Manufacturing Sector Plan - Target Task & Finish Groups**

- 1) GVA growth – look at the Made Smarter role to lever local assets showcased within local businesses – see power of the existing skills digital
- 2) Facilitate encourage clean growth establish a measure - reduce carbon emissions - **Darren, Mike , Nick Broom**
- 3) Ensure skills supply matches demand increase in STEM level 4,5,6 outputs - **lead David Earnshaw, Clare Hughes , Neil, Edward, Angela Borman**
- 4) Identify opportunities for Inward investment by categorising the regions strengths – **Paul Taylor, Karen Seal**

#### **6. Future Manufacturing Board Dates**

29 Jan 2-4pm Siemens Teal Park

29 April 2-4pm Lancaster House Lincoln

13 July 2-4pm Sleaford Venue TBC

7 Oct 2-4pm Venue TBC

# GLLEP Manufacturing Sector Strategic Plan

## Vision

Greater Lincolnshire is a recognised destination for world class manufacturers

## Mission

The vision will be achieved by supporting manufacturers to grow through developing local supply chains, accessing skilled workers and championing clean growth. Our manufacturing businesses will be supported to: develop ambitious growth plans access new markets, embrace innovation and attract inward investment.

## Measurable targets

### 2020

- 1)Increase GVA per head £X
- 2)Facilitate & encourage clean growth - measure to be established -( % reduction of carbon emissions)
- 3)Ensure skills supply matches demand increase in STEM level 4,5,6 outputs
- 4)Identify opportunities for inward investment by categorising the regions strengths

### 2020 cont

### 2021

### 2025

Meet national GVA manufacturing sector levels

## Strategic Projects

### Lobby

- Future funding for the sector
- Support calls for utilities improvement
- Infrastructure challenges eg electric vehicles charging points, power, water, broadband, 5G (homes and businesses)
- Sector needs power at the right cost and the right mix coal v's renewables
- Better targeted FE co-ordination

### Support and Deliver ( Via Growth Hub/Partners)

- Recognise our regions strengths- SWOT analysis
- Clean growth develop a measure and set the target for the strategic plan for the next 5 years
- Facilitate and help businesses to demonstrate their clean growth credentials
- Understand the new government Grand Challenges, map these to the sector strengths and bid

- Develop a GLLEP evidence base on existing clean growth case studies
- Establish a measure to capture the growth in sector skills levels. To increase the number of level 4,5, 6 STEM outputs
- Work with EBP to increase the number of STEM ambassadors
- Update and promote TheWorldofWork website – help to change the perception of the sector
- Research and support the delivery of work experience programmes
- Build on existing successful activities – Gravity Fields, Spark, etc
- Develop a plan to help businesses attract ex-defence sector personnel
- Capitalise on existing supply chain opportunities – link local businesses to inward investors
- Meet the Buyer – supply chain event
- Networking programme to share best practice

Ongoing activities  
Secure external funding to deliver year 1 outcomes  
2020 pitch for 2021