

Minutes of the Greater Lincolnshire LEP Manufacturing Committee

13th July 2020

MS Teams

Draft Minutes

Present: Darren Joint (Chair, Viking Signs), Samantha Harrison (GLLEP), Neil Main (Micrometrics), Karen Seal (GLLEP), Angela Borman (Siemens Ltd), Charlotte Horobin (Make UK), Garry Wilkinson (Natwest Bank), Kevin Ross (Greater Lincolnshire Manufacturing Advisory Service), David Talbot (HCF CATCH Ltd), Michael Gallimore (University of Lincoln), Helen Doughty (SHD Composites), Michael Hague-Morgan (Autocraft Drivechain Solutions Ltd), Ray Newell (Oakwell Management Services Ltd), David Caddle (Economic Growth Solutions), Neil Harriman (Economic Growth Solutions)

Apologies and Declarations of Interest -

Apologies: Ruth Carver (GLLEP), Justin Brown (LCC), Nick Broom (Siemens), Paul Taylor (Dynex), Edward Tong (Tong Engineering), David Earnshaw (Parkinson Harness Technology),), Robert Willey (Househam Sprayers), Samantha Fells (Microcapture)

Samantha Fells (Microcapture) as resigned from the Board due to increased work. The Manufacturing Board would like to formally thank Samantha for the time and input she has given to the LEP's Manufacturing Board.

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

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

Minutes and Matters Arising (Paper 1)

CH Confirmed there were 70 Employment Lawyers in Make UK not 17 (amendment to the minutes required). The Minutes of the meeting held on 29 April 2020 were accepted as a true record.

Matters Arising:

- KR - Confirmed he received a Risk Assessment from David Earnshaw - if anyone would like a copy please get in touch with KR.

Covid Recovery- Fiscal support feedback- JRS/Bounce Back Loans - SH

SH updated the Board that there were currently two weekly calls with the Government on a Monday and Wednesday. They have asked for feedback from the sector on your business/ clients and how they have utilised the fiscal support offers - e.g. CBILS, Furlough Scheme, any of the new skills support offer etc - traineeships etc. Your feedback and where you feel there are any gaps.

HD - Feedback really useful, third of staff on furlough - hoping timeframe will allow most of the staff to get back in.

DJ - £1000 per employee on the Furlough Scheme retained by 31st Jan - any clarification on this in relation into length of furlough? **SH TO ACTION**

NH - Stated he was aware that an employee had to be paid above minimum wage in November and December.

GW - Feedback £1000 immaterial - probably going to take them back anyway so not swaying their decision. However businesses are looking at efficiency savings / redundancies.

MHM - Number on furlough, more productive than thought they would be due to digital - £1000 is not making the decision as to whether they take employees back or not.

NM - Agree with above. If a business does make redundancies £1000 is not going to change that decision.

KR - Does it still apply for full time or part time employee? **SH TO ACTION.**

Addendum - Policy decision

Job Retention Bonus – The government will introduce a one-off payment of £1,000 to UK employers for every furloughed employee who remains continuously employed through to the end of January 2021. Employees must earn above the Lower Earnings Limit (£520 per month) on average between the end of the Coronavirus Job Retention Scheme and the end of January 2021. Payments will be

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

SH updated - The Government teams are now refocusing on EU Transition plans.

Specific Sector Advisory Groups and Forums are being set up - Advanced Manufacturing will be one of these concentrating first on the automotive sector. From

ACTION ALL - Can board members feed back to SH any issues they foresee?

SH example - Paperwork to do with Certificate of Origin - For UK we would have to pay per item but other EU countries offer the service FoC - should lobby for this to change ?

MHM - For a few months been advising the government's trade negotiation team via David Frost. Given various scenarios. Being told presume that paperwork will be required and there is a lot of paperwork! Substantial commercial confidentiality issues in relation to certificate of origin. Issues around steel milling and mill certification is needed if the product is received from an EU distributor. For some businesses it may be cheaper and easier to pay the duty than to do the paperwork!

DT - For the chemical sector there are currently 3 asks; 1) Remained consistent around movement of personnel, 2) tariffs and the 3) regulatory side of things - Need clarity around the regulatory side.

CH - Already seeing issues in relation to regulations - 82% of manufacturers are not planning on stockpiling for Brexit. They have sought to sustain their business financially through Covid and Brexit stocks have been used, there are no extra funds to enable them to stockpile.

SH - DT to feed back any other chemicals issues and MHM the same. Any feedback to SH. ACTION ALL

LEP plans to support the [MadeSmarter](#) initiative - DJ/SH

DJ - Seems to be some movement. Progress with the rollout - The last they had heard it was 2 years away - too slow.

KR - Tomorrow there is a briefing about Manufacturing Made Smarter. Was involved in pilot project - major issue was that the majority of the businesses that took part saw the grant money as a way of getting new equipment rather than embracing the wider digital offer. Several briefings taking place on different sectors.

MHM - Dealing directly with Head of Made Smarter, Claire Porter. Used Viking Signs as an example about resilient I4.0 companies. Must be national programme with a low cost initial kick start. Smaller grants, not lots of paperwork - they will then realise the power of digital and then will be up and running.

SH -GLLEP and Lincoln University are lobbying for revenue funding to develop a made smarter pilot for Greater Lincolnshire. GLLEP and D2N2 are keen to bid for a pilot. GLLEP would be the lead accountable body if successful. Due to hear in the next budget announcement. Bid is linked in with food technology and the MTC.

MHM - What other businesses have we got that are embracing digitalisation and are good case studies?

CH - Lots of expression of interests are being received. More information:
<https://www.makeuk.org/insights/reports/make-it-smart>. Briefing to all LEPs going out next week.

NM - Lincoln University have a great digital team - making connections with other universities around the country. Local way of reaching businesses.

MG - NM is correct, a lot of focus on digitisation especially agri-tech and food and drink. First focus of the Manufacturing Network where we could showcase some of the technology within the University and other businesses. We will engage with other SME's that aren't so advanced to see how we can encourage them to innovate.

SH - we are keen to what programmes/schemes they think would be useful for recovery to support/advance the sector ? ACTION ALL

Manufacturing Sector Recovery Plan Update - DJ/SH

SH updated. The Greater Lincolnshire LEP geography has now been concluded. North and North East Lincolnshire will now reside in Greater Lincolnshire and Rutland has joined the GLLEP area. Working through a transition plan with the Humber LEP at present. Any new funds transfer to GLLEP from 1st April 2021.

Manufacturing Sector Plan Update - Initially shared a draft with the Board, thanks for comments which has been fed into. Activity for the sector short term is about getting messages out to the sector in relation to industry bodies. MakeUK have been excellent in providing information and able to offer businesses 50% off the price of the MakeUK membership fees for a year - access to a wealth of information. Cascading this information out to the business community at present. Also working with other industry bodies to make sure that we are tied into what the Government are doing in relation to the sector. Also on a national front they are looking at supply chain support programme. Medium term activities - establishing the Manufacturing Network, Digitisation and industry 4.0 - how can we help businesses move forward with this, supply chain support - businesses understand what there is on a local basis, working with partners on supply chain offer. Also working with the government on peer to peer networks across several different sectors. Looking at 8-11 businesses being supported, with coaching support etc - national pilot to see how it supports businesses through the recovery phase with a view to roll out nationally.

New grant programme are coming on stream to support recovery- whereby businesses can access specialist support and small items of equipment - the launch date is TBC All help required to disseminate this information when it is launched. **ACTION TO ALL**

A lot of businesses looking at horizontal business opportunities - Looking with Scale Up programme

to see how businesses can look at new initiatives etc - Launched in near future
SH to provide updated Plan to circulate with Minutes.

SH TO ACTION

Manufacturing Sector Network update - MG

MG updated the Board. Still working towards a launch in September due to Covid etc.

Starting to prepare, working with University's Marketing Team, a web page etc.
Also planning the first event around digitisation. This would be around late October/early November. Will probably need to be virtual still due to safety and the numbers that they can have on campus. Series of talks on different technologies being developed robotics, IP4, data mining. The plan is to have 1 or 2 industry speakers - 1 from a company that has done lots of digitisation and 1 that hasn't and the challenges this brings. Any thoughts on potential businesses to showcase, please get in touch. A Steering Committee will be created to help shape the network. Can then update the Board on the digital event and future events.

DJ - Industrial case studies would be fantastic at the first event.

MG - Could put together a small booklet on case studies or get people to do 20-30 min talk.

KR - Companies didn't have a digital strategy in the North West. Businesses need to think about what they need to do so this would be really useful to build into the event. There are levels of digitalisation - KR willing to help with presenting on this.

SH - Had conversions with New Anglia Advanced Manufacturing Group (NAAME) - they were really open to share best practice. They have a very successful network that has been running for a number of years, they have shared Terms of Reference and offered to speak at an event and are keen to align the networks to aid business collaboration. Peterborough have a similar network and would like to work together.

DT - Please include our energy intensive industries around the Humber bank -how can we get involved in this network. CATCH are keen support the network.

CH - 81% believe digital manufacturers are more resilient and 96% think Covid has given them the reason to invest in tech/digital.

KR - This would be a great opportunity to include businesses from Rutland.

Manufacturing Growth Programme update - NH

NH - The programme is progressing well, despite Covid. There have been increased grant requests around marketing / strategy development. Most of the clients are very positive despite the difficult 3 months.

We are pleased to announce we have secured an extension to help clients with Covid recovery support, which allows delivery up until March 2022.

SH - Over that last few months the Growth Hub has seen large number of enquiries from manufacturers wanting to invest in new equipment/facilities. The Growth Hub advisers are able to guide business through the range of applicable grant opportunities. The LEPs Greater Lincolnshire Growth Fund being reviewed and will be adapted to enable the fund to provide

business recovery support. Further information will be released in the next few weeks.

DJ - Please link to productivity and not job growth.

MHM - We need to have a focus on productivity in the long term.

SH - Some of the funding is European legacy funding so the outputs are focused on job creation/job safeguarding. In terms of any new UK Shared Prosperity Funds - we have lobbied for productivity rather than job outcomes.

Any Other Business

- KR - Heard that MakeUK can do Cyber Security Plus for free. Businesses have found it very useful as a good intro before embracing full digitisation.
CH - MAKE UK can offer Free penetration testing. **ACTION CH** to send through further information.
- CH - Careers Enterprise Company - Raise awareness that Employers can just give an hour. The 'Give an Hour' Initiative is one we can all be involved in. To find out more please visit <https://www.careersandenterprise.co.uk/give-an-hour>
- SH - GLLEP have Enterprise Advisors, we are keen to promote this service - we will ask them to speak at a future meeting
- MHM - In three years times there will be a skills shortage again. Is there something more strategic that we should be doing as a group of manufacturers looking at young people and they skills they have /need to support is- what can manufacturers do to support them ?
- AB - Good idea, we need to identify what we would need in 3 years' time. Can take back to the LEP's Skills Board as to something we would like to pursue.
- NM/RN - we need to link into STEM activity
- CH - Please look at Arkwright Scholarships
- DT - Going back to geography of the LEP - What is the position in relation to Industrial Decarbonisation /Net Zero - it has been Humber driven in the past. SH - GLLEP has a Task and Finish Group looking at SH will link back to the Group. **SH TO ACTION.**

The meeting was closed.

Date of next meeting

7th October 2020 at 2-4pm - Virtual Link to be sent out.

GREATER LINCOLNSHIRE BUSINESS AND ECONOMY RECOVERY PLAN

SECTORS (DELIVERY MEASURE)

Strategic objective: To provide tailored support to greater Lincolnshire's most important economic sectors so that they can respond to COVID-19.

Issue(s)	Short-term priorities	Medium-term priorities	Progress
Manufacturing Sector	Economic downturn will affect customers, supply of raw materials has slowed due to travel restrictions, workplaces are likely to be less productive because of social distancing regulations.	<p>Provide clear information and guidance on how to operate and work safely in a manufacturing environment with industry led support (including risk assessment, mapping supply chains, health and safety and workforce planning);</p> <p>Signpost businesses to; HR & Employment law guidance.</p> <p>Expand the existing 'Manufacturing Growth Programme' so that it is available to more businesses and provides support for business resilience as well as business growth. Include an element on adapting products to meet local needs.</p>	<p><i>Increase the Supply Chain mapping, risk assessment and resilience support offer: businesses are looking for supply chain localisation based on availability resilience and speed – businesses need advice, support and grants. Businesses now want to re-shore their supply chains and build them on accessibility, deliverability, speed rather than just cost.</i></p> <p><i>Digitisation/ industry 4.0- support and guidance: accelerate adoption and aid social distancing measures. There is the opportunity to review working practices and acquire new skills/knowledge needed to succeed in a post COVID market. This needs to be supported with a strategic review of how business communicates with its clients, supply chains and networks.</i></p> <p>We have been working with Make UK, they have given us free access to a Coronavirus recovery pack. This is a free resource for our manufacturers to access on the basis that they agree to a follow up call from Make UK to discuss their services.</p> <p>GLLEP business also have access to a 50% reduction for one year's Make UK membership and one month's COVID-19 legal helpline – this would ordinarily cost £500 for businesses under 50 employees but we can offer it to manufacturers via your organisation for £250. The cost for businesses between 50 and 250 employees would ordinarily cost £1000 but again we can offer this at a reduced cost of £750. These prices are exclusive of VAT. This info will be placed on the Business Lincolnshire website and cascade through PR& comms. https://www.businesslincolnshire.com/news/make-uk-has-launched-a-new-hr-support-package-to-help-manufacturers-get-back-on-track-after-lockdown/ https://www.businesslincolnshire.com/explore/industry-support/manufacturing/make-uk-covid-19-and-legal-support-programme/</p> <p>The MGP support is available for all Greater Lincolnshire manufacturing businesses to access (but unfortunately because it is ERDF funded it cannot cover Rutland due to its developed status) https://www.businesslincolnshire.com/explore/funding/search/manufacturing-growth-programme</p> <p><i>Working with delivery partners to develop a;</i> -GLL&R LEP Manufacturing Network delivered by UoL -Business Resilience Development Programme/ Advice -Trading Post Brexit Programme/Advice</p> <p><i>-Transformation Manufacturing Programme and Supply Chain matching support offer.</i> <i>-We are securing funding to run 3 Manufacturing Peer2Peer Networks.</i></p>

GREATER LINCOLNSHIRE BUSINESS AND ECONOMY RECOVERY PLAN

				<p><i>-Made in Lincolnshire interactive brochure is being updated.</i></p> <p><i>-we are encouraging more businesses to think local and register on the Business Lincolnshire Business Directory</i></p> <p><i>https://www.businesslincolnshire.com/local-business-and-supplier-directory</i></p> <p><i>Update July 2020</i></p>
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