



**Greater  
Lincolnshire**  
Local Enterprise Partnership



Setting Out An Ambitious Vision For  
**Greater Lincolnshire's  
Manufacturing Sector Plan**

**2014 - 2020**

# An ambitious vision for Greater Lincolnshire's manufacturing sector

## The Manufacturing Sector Plan 2014-2020

Greater Lincolnshire evidences a strong manufacturing and engineering heritage and is very proud of this outstanding position as a nationally important centre for manufacturing. Tracing a long tradition of manufacturing excellence underpinned by a highly skilled and loyal workforce Greater Lincolnshire is home to world-class companies. The sector delivers a direct economic value to the Greater Lincolnshire economy of £2.1 billion per year and employs approximately 41,000 people.

Manufacturing plays a significant part in the future economic growth of the region and the Greater Lincolnshire LEP is championing the development of infrastructure enhancements and place marketing to further support what businesses say is needed to help them grow.

Existing businesses will be supported to develop and grow through access to a skilled labour market, dedicated support to innovate and embrace R&D, and help to access new markets and local supply chains.

Data does not include food production manufacturing





## Our Manufacturing Sector

Greater Lincolnshire has a long and distinguished heritage in manufacturing and engineering, with significant concentrations of activity in metals (North Lincolnshire), chemicals/petrochemicals (North and North East Lincolnshire), power/electronic engineering (Lincoln), agricultural engineering (East Lindsey), rubber and plastics (East Lindsey), electrical machinery (Grantham/Stamford) and wood products (Boston).

This has played a part in providing a legacy of sites and skills, which offer investors the opportunity to become a resident in a primary location that already boasts investment from a number of world-class businesses.

The quality of life on offer, the new and expanding universities and colleges with engineering and technical focus, quality schooling, low crime rates and the opportunity to become a supply chain partner of world-class companies, all make Greater Lincolnshire an enticing proposition for companies interested in establishing, relocating and growing a business in the Greater Lincolnshire area.

The GLLEP region has 2,370 registered businesses operating in the sector including a large number of small and medium enterprises, many of which are participants in supply chains around the globe, and are growing in number.



**Manufacturing plays a major role in the economy of the Greater Lincolnshire area, contributing £2.1bn or 12% of total economic value and employing approximately 41,000 people which equates to 10% of all total employment.**

# Manufacturing Sector Plan Ambitions and Targets

## Ambition

The Greater Lincolnshire  
LEP's vision is to:

focus on where  
the **IMPACTS**  
will be greatest

**INCREASE**  
manufacturing  
employment,  
output and  
investment

## Our Skills

Greater Lincolnshire has a strong academic reputation with many excellent schools. Higher and further educational establishments are embracing the need to increase provision in STEM (Science, Technology, Engineering, Maths) subjects and the University of Lincoln's School of Engineering and the new University Technical Colleges (UTC) are integral to the growth of the sector.

Lincoln UTC, specialising in science and engineering, opened in September 2014. It has become a talent pipeline for local and international businesses from a wide range of sectors within science, engineering and their related fields through a project-led, industry driven curriculum.

The University of Lincoln's evolving School of Engineering and Science and Innovation Park are set to become a beacon of support opportunities and there are also well established links with the engineering faculties at the Universities of Nottingham and Hull.

**ATTRACT**  
inward  
investment



## GROW existing businesses

### Targets

The delivery of the plan will increase the economic output by almost one third by 2030. The current GVA figure is £2.1bn. During the timescale of the plan the GVA uplift will have increased by £680m.

Employment as a direct result of the delivery plan will be increased by 3%, with 1,230 new jobs created. This target allows for the existing 41,000 jobs to be retained and increased to 42,230.

## Building on Success Priorities for Action

The Greater Lincolnshire LEP has identified four priorities to support the sector in realising its ambitions of increasing manufacturing employment, output and investment, growing existing businesses, attracting inward investment and focusing on the greatest impacts.

### Priority 1: Business Growth

The Business Lincolnshire Growth Hub will provide business development and support through:

- **Supporting existing companies to grow** by developing integrated packages of tailored business advice and support utilising expert support services
- **Access to growth finance** through continued lobbying for easier access to finance and development of a new financial instrument to provide growth capital in the form of loans, equity investment and mezzanine growth finance
- **Access to new and overseas markets** working in partnership with UK Trade and Industry (UKTI) to raise awareness of new sectoral applications and export opportunities and developing export plans and sector-based trade missions/trade fairs
- **Local business support, advice and networks** offering continued delivery of the Lincolnshire Investment Network model - a joint local authority/university initiative providing investment readiness support for businesses seeking equity investment and promotion of the Lincolnshire Manufacturing Sector Forum
- **Local supply chains** - development and continued support and delivery of tailored advice; sector-focused networks; resource efficiency support; SUPPLY Lincolnshire - supporting local business procurement and trade; incubator networks and managed workspace focused on knowledge-based /advanced manufacturing businesses
- **Inward investment and investor aftercare** promoting the Greater Lincolnshire area, attracting new inward investment from abroad and offering investor relationship management across the region



## Priority 2: Skills Development

- › Ensuring a good pipeline of work-ready and suitably qualified people from which to recruit
- › Encouraging employer engagement, investment and collaboration in apprenticeships and workforce development
- › Developing a skilled and flexible workforce - working with employers and training providers to identify general and more specific skills needs and promoting the role of the specialised and world-class training facilities
- › Growing technical and management skills - ensuring that the workforce is upskilled through specific training that meets the needs of industry and inward investors
- › Supporting effective business recruitment and retention through the Business Lincolnshire Growth Hub



## Priority 3: Supporting Research and Development and Innovation

- › **Unlocking Innovation** - promoting and supporting businesses to access the full range of Innovate UK services including R&D, Smart, IP, Knowledge Transfer Partnerships, Catapult Centres and Horizon 2020 funding programmes alongside the Enterprise Europe Network (EEN) provision
- › **Supporting business** to utilise the National Centre for Food Manufacturing, Humber Seafood Institute, the Centre for Technical Assessment Humber (CATCH) and the North Lincolnshire Engineering Technology Centre
- › **Lincoln Science and Innovation Park** - facilitating business access to the full range of support and services on offer
- › **Improving access to R&D and developing innovative new products and services** by further developing world-class, industry-focused research and development activity at the University of Lincoln School of Engineering alongside an extensive programme of business engagement to facilitate technology transfer and commercialisation of research

**1,230**  
new jobs  
created

## Priority 4: Infrastructure And Location

- › **Transportation, ports, rail, utility and digital infrastructure** - continuing to invest in business infrastructure and lobby for improved infrastructure where the impact is greatest
- › **High-quality serviced sites and premises** - maintaining a supply of high-quality, serviced employment sites and premises across Greater Lincolnshire to support the attraction of inward investment and facilitate the growth and expansion of existing businesses
- › **Place marketing** - developing a consistent approach to marketing and branding for Greater Lincolnshire's manufacturing and engineering offer; showcasing our world-class businesses in the Made in Greater Lincolnshire digital brochure, identifying and supporting schemes which will increase investor confidence and increasing marketing opportunities and tools to promote Greater Lincolnshire



To see the full Manufacturing Sector Plan please visit the Greater Lincolnshire LEP website at [www.greaterlincolnshirelep.co.uk/growth/manufacturing](http://www.greaterlincolnshirelep.co.uk/growth/manufacturing)



Unit 4 | Witham Park House  
Waterside South  
Lincoln  
LN5 7JN

T: 01522 550540  
E: [enquiries@greaterlincolnshirelep.co.uk](mailto:enquiries@greaterlincolnshirelep.co.uk)

 [GreaterLincsLEP](https://twitter.com/GreaterLincsLEP)

[www.greaterlincolnshirelep.co.uk](http://www.greaterlincolnshirelep.co.uk) [www.businesslincolnshire.co.uk](http://www.businesslincolnshire.co.uk)