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# Minutes of the Greater Lincolnshire LEP Manufacturing Committee

29<sup>th</sup> January 2020

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

Draft Minutes

**Present:** Darren Joint (Chair, Viking Signs), Robert Willey (Househam Sprayers), Sam Fells (Microcapture), Samantha Harrison (GLLEP), Ruth Carver (GLLEP), Neil Mann (Micrometrics), Marcus Pearson (Economic Growth Solutions), Ray Newell (Oakwell Consultants), Karen Seal (GLLEP)

**Apologies:** Angela Borman (Siemens Ltd), Charlotte Horobin (Make UK), Paul Taylor (Dynex), Edward Tong (Tong Engineering), David Earnshaw (Parkinson Harness Technology), Garry Wilkinson (Natwest Bank), Helen Doughty (SHD Composites), Kevin Ross (Greater Lincolnshire Manufacturing Advisory Service), Dean Barnes (Economic Growth Solutions), Katie Hedges (HCF CATCH Ltd), Michael Gallimore (University of Lincoln), Michael Hague-Morgan (Autocraft Drivetrain Solutions Ltd)

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

Apologies were noted from Angela Borman, Charlotte Horobin, Paul Taylor, Edward Tong, David Earnshaw, Garry Wilkinson Helen Doughty, Kevin Ross, Dean Barnes, Katie Hedges, Michael Gallimore, Michael Hague-Morgan

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)**

The Action Plan and notes of the Private Sector Strategic group held on the 4<sup>th</sup> December 2019 were accepted as a true record.

#### **Manufacturing Board Strategy Group Update**

##### **Review Sector Plan:**

- Idea to have measurable targets and strategic projects below - Need to agree the evidence/ targets before identifying version
- Clarifying that increases in GVA per head for manufacturing is the overall target that will be measured.

##### **Task and 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, Ray Newell**
- 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**

**Action** - the groups can meet virtually, physically and new members are welcome- please let Sue Groves know of you would like to join a Task & Finish group.

##### **Work to date**

- Neil collated information on current Greater Lincolnshire GVA levels, further work needed to hone down information for the GVA increase target
- Nick and Darren - Objective to measure a sustainability benchmark for Greater

Lincolnshire actions - driving sustainable growth - evaluate actions ... Measure at a LEP ... To be sustainable - in manufacturing - Task and finish group to explore actions, and measure, Case studies, best practice - Individual company's activities to demonstrate reduced carbon emissions. Need information on programmes for decarbonisation, Focus need to be on helping our businesses to develop their competitive edge, increase sustainability and further develop their local supply chain?

- What are the factors for clean growth? Volunteers for the task and finish group. Ray mentioned a Carbon Footprint tool to evaluate a business footprint/ Dame Ellen McArthur Foundation work.

#### **Resourcing Requirements:**

- Secured Karen Seal, GLLEP/LCC Investment Manager - ½ day a week to co-ordinate, activities, actions and task and finish group
- Consultant time from Kevin Ross - Call off - ongoing - need to allocate specific tasks
- Additional resource to be drawn from partners or through funding bids.

#### **Actions**

- Re-circulate the link to the current LIS and evidence base - for the Manufacturing group to review and input into. Action RC
- KS to ask James Baty to circulate evidence and data on the manufacturing sector - so the Manufacturing board can see what additional information they need to monitor. Action KS
- RN to send information on the existing carbon footprint tool from ECO3/Dame Ellen McArthur Foundation work. Action RN
- Need Measurable targets- all to consider
- GVA per head calculations - LEP Research Manager James Baty
- David E was the lead on skills supply and demand increase - the group is yet to meet.
- Action PT/KS to take forward inward investment activity. Action PT/KS

#### **Manufacturing Events**

- Made in Lincolnshire Awards - Change of format this year. Launch the Made in Lincolnshire Awards April/May time. The awards ceremony will be built into the manufacturing conference and will be announced over lunch. One flagship event in September 2020.
- Manufacturing Conference - Themes for previous years have been supply chain, skills, business support previous. What should this year's theme be? Awards/Meet the Buyer/Conference -venue to be confirmed- Streets/Natwest/Business Lincolnshire will host a joint event. Last year there were 150 attendees at Sleaford Quality Foods. Audience - manufacturers across the industry no intermediaries - proposed theme Sustainability/Inspiring Young people into manufacturing. Organisers to agree if there should be separate events.
- Nottingham Manufacturing Sector Network - University of Nottingham host/City Council funded, FoC to members- Advanced manufacturing sector. In terms of Lincoln University we have LIBS Connect which is the business engagement arm of the Business School but we need to engage with the Engineering School to see if they have something similar. How do they get to meet local manufacturing businesses? The focus needs to be broadened to include Greater Lincolnshire- eg Scunthorpe, Grantham but also partners organisations including SMMT, Aerospace, Lincoln Engineering Breakfast - Industry promotion group - need to talk to the university
- Meet the Buyer Event - attending Cloud meet the buyer - Local supply chains ....speed dating - needs further work

#### **Actions**

- SH to contact Mike re: Meet the Buyer Event options. Action SH
- SH liaise with NatWest/Streets re Conference. Action SH
- SH to talk to the University re: Nottingham Manufacturing Sector Network for Lincolnshire. Action SH

**Manufacturing Sector support for Foreign Direct Investment businesses - proposition development**

- Karen Seal explained her role account managing foreign owned businesses within the Greater Lincolnshire area together with the Department for International Trade and local partners. Foreign businesses were determined as 10% minimum investment from overseas. Currently the GLLP are aware of approximately 240 FDIs that have investment from over 32 different countries. USA, Germany and Denmark have the highest number of companies on our patch and 50% have an investor from within the EU. 68% of from within the Advanced Manufacturing Sector which is also made up of Food and Drink, Transportation, Automotive as well as General Manufacturing. KS gave some examples of the businesses she is currently working with e.g. Dana Brevini at Scunthorpe who she is assisting with on skills training through Skills Support for the Workforce, Metsa Wood at Boston who are getting additional support to look at energy efficiencies and Bright Lite Structures who she assisted relocating from Langtoft to Stamford creating 17 new jobs. All KS's work feeds into not only the Council's and the LEP's future strategy and direction but also into the Department for International Trade's UK's economic growth figures. KS also manages inward investment enquiries coming through from DIT and direct from businesses. KS stated that it is vital that we have good propositions to be able to present. KS also mentioned the DIT's High Potential Opportunities and that the Manufacturing sector would be a vital part of this.

**Actions**

- KS and PT to develop collateral on manufacturing specialisms/opportunities. Action KS/PT

**Any Other Business**

- No other business

**The meeting was closed.**

**Date of next meeting**

29<sup>th</sup> April 2-4pm Lancaster House, Lincoln