

Present: Board Directors: Ursula Lidbetter Chair (Lincolnshire Co-op) , David Dexter , Deputy Chair (FSB), Chris Baron (Butlins), Cllr Colin Davie (LCC), Cllr Peter Wheatley (NELC), Cllr Richard Hannigan (NLC), Cllr Craig Leyland (ELDC) , Herman Kok (Lindum Group), Pat Doody (RBS), Mark Tinsley (Tinsley Farms), Prof Mary Stuart (University of Lincoln), Dean Fathers (Health Director), Richard Wills (LCC Accountable Body), Steve Middlebrough (Siemens)

LEP Executive: Justin Brown, Cathy Jones, Sue Groves (Note Taker)

Observers: Pete Holmes (BEIS), Simon Green (NLC), Chris Duffill (NELC)

Apologies: Ruth Carver (LEP), Cllr Rob Waltham (NLC), Andy Orrey (Ongo Homes), Sarah Hendry, (DEFRA)

Guests: Samantha Harrison LEP Growth Hub (Paper 5), Dave Hawkins LEP Growth Hub (Paper 5), Ivan Annibal , Rose Regeneration (Paper 6), Simon Hall DIT (Paper 7)

### **Welcome by the Chair**

Ursula Lidbetter (UL) welcomed everyone and thanked the University of Lincoln for hosting the meeting. She welcomed Cllr Richard Hannigan from NLC who is deputising for Cllr Rob Waltham.

Mark Tinsley was thanked for his service as a LEP Board Member championing the food sector over the past six years, and was presented with a small gift.

### **Apologies and Declarations of interest**

Formal apologies were received from the following Directors: Cllr Rob Waltham and Andy Orrey. Additional apologies were received from Ruth Carver, LEP and Sarah Hendry, DEFRA.

Full declarations of interest can be found at

<https://www.greaterlincolnshirelep.co.uk/documents/declarations-of-interest-register-nov-2016/>

The board were reminded that declarations of interest are required as part of LEP scrutiny and must be submitted at least annually, and if anything changes Directors are to notify the LEP office at the earliest convenience. There were no declarations relevant to this meeting.

### **Minutes and Matters Arising**

The minutes of the 29<sup>th</sup> September 2017 were accepted as a true record following minor amendments and can be published on the website.

Actions from last meeting updated as follows:

- Recruitment is underway for two vacancies on the LEP Board representing Housing and Food.
- The LEP supported an Institutes of Technology expression of interest led by the University of Lincoln and a number of partners from the Further Education and other sectors.
- The refreshed food sector plan was approved and has now been published.
- Funding for Team Lincolnshire was agreed for three years and the launch is on 30 November 2017.

### **Action**

Exec

<p>MT emphasised the importance of work done on the skills strategy and stated that it is important that we don't lose track on influencing policy changes and implementation locally.</p> <p>CB asked there was an updated about the Coastal Communities Fund. None was available as yet, although the Director of the CCF is attending a meeting in Greater Lincolnshire on 8<sup>th</sup> December. Justin Brown explained that there is a much greater emphasis on community led schemes than there was in original design of CCF.</p>	
<p><b><u>LEP Directors Report</u></b> Justin Brown presented this item, and the report was taken as read.</p> <p>Specific items to note were:</p> <p><b>Team Lincolnshire</b> - Launch of Team Lincolnshire on Thursday, 30<sup>th</sup> November, is an opportunity to promote Lincolnshire and the launch has been over-subscribed,</p> <p><b>Quarter 2 Finances and targets against Business Plan</b> - The report was discussed. The Team is working hard to keep the SLGF finances on track (Amber), all other areas are green within the report.</p> <p><b>Governance and Transparency</b> – The Mary Ney Report (a review of LEPs) – GLLEP is confident that it is complying with the contents of the report and that an Action Plan is currently being worked on. Pete Holmes stated that guidance is to be issued shortly on expectations and this will be discussed at the Annual Conversation. The board agreed to implement the recommendations from the review and noted the timetable proposed by the exec. An update on progress will be given at Jan 18 Board. RW and RC to review Scrutiny arrangements and make a recommendation to the Jan 18 Board.</p> <p>Health Innovation - Dean Fathers informed the Board that he had attended several Midlands Engine meetings and that the NHS is supporting this in a more proactive way, particularly mental health issues.</p> <p><b>The Board agreed:</b> To note the content of the reports The representation from Lincolnshire Colleges on the ESB To implement the recommendations from the Governments' Mary Ney Review on Governance and Transparency on LEP's and noted the timetable proposed by the exec. To receive an update on progress and a report on enhancing scrutiny arrangements at the Jan 18 Board. To ask the Accountable Body to arrange additional training on the Local assurance Framework</p>	<p>Exec RW/RC</p> <p>ESB Exec</p> <p>AB</p>
<p><b><u>Industrial Strategy Research Programme</u></b> Justin Brown presented this paper, and outlined the planned research programme for the production of a local industrial strategy for Greater Lincolnshire.</p> <p><b>The Board agreed:</b> To note the content of the report To approve £20,000 of core funding towards undertaking BREXIT sector analysis for Greater Lincolnshire</p>	
<p><b><u>Autumn Budget</u></b> Pete Holmes, BEIS, updated the meeting on the announcement made during the Autumn Budget earlier in the week.</p> <ul style="list-style-type: none"> <li>• OBR has downgraded productivity forecast.</li> <li>• Further £2.3bn for research and development.</li> <li>• Extension of the National Investment Fund.</li> <li>• Additional £170m focussed on Construction industry.</li> <li>• Zero emissions – electric cars.</li> </ul>	

- Extension of Finance Enterprise Commission.
- Business Tax – VAT remain at £85,000 for small businesses.
- Confirmation that National Living Wage is to increase.
- Reference to Midlands – for East Midlands, pilot of a manufacturing zone, reduction planning restrictions (Midlands Engine could look at opportunities).

**Paper 4 – Clean Growth Strategy**

Cathy Jones, LEP, summarised the briefing paper, noting that the UK government's Clean Growth Strategy was published in October 2017 and sets out 50 headline policies to cut emissions and grow low carbon investments across the economy.

The proposals and are grouped under:

- Accelerating Clean Growth
- Improving Business and Industry Efficiency – 25% of UK Emissions
- Improving Our Homes – 13% of UK Emissions
- Accelerating the Shift to Low Carbon Transport – 24% of UK Emissions
- Delivering Clean, Smart, Flexible Power – 21% of UK Emissions
- Enhancing the Benefits and Value of Our Natural Resources – 15% of UK Emissions
- Leading in the Public Sector – 2% of UK Emissions
- Government Leadership in Driving Clean Growth

The Board discussed the recommendations and noted the following:

DF said that the Marine industry is one of the largest pollutants and asked if anything is being done to support them to be compliant with current standards. He also said that the International Environment Management Association (IEMA) should also be consulted as they drive the green agenda.

SG said that a Decarbonisation project, being sponsored by Humber LEP, is ongoing and once the report has been written, it will be shared with the GLLEP.

MS said that this was an opportunity to look at how Smart Grids can work in rural areas, eg, biomass/solar in agriculture providing charging points across the county. The University is working on a pilot which will show government that it can work outside cities.

MT queried some of the points in the paper regarding agriculture and soil management. He noted that these issues are complex and that there are opportunities to improve. It was agreed that to ask the Agri-Forum to advise on our response to this section.

**The Board agreed:**

That the draft response would be circulated to Board members for comments and a response submitted.

Justin Brown to take this paper to Lincolnshire Forum for Agriculture for discussion.

Exec  
JB

**Paper 5 – Annual Growth Hub Review**

Mary Stuart said that she chairs the Growth Hub Board and activities are achieving what they set out to do and now need to progress to the next level. The key to the future is to focus on business growth.

- Business Lincolnshire Growth Hub is the business support arm of the GLLEP.
- It increases the culture of enterprise and innovation.
- It is good at effective co-ordination, communication and promoting.
- It is a one stop "growth shop".
- It is the front door to the Growth Hub service.
- It is owned by the business support community.

- It was established as the "first place to go" for impartial advice and have access to Business Growth Advisers and Specialist Advisers, above to facilitate access to national programmes and organise workshops, briefing and flagship events.
- Clients engaged by District Area – SHDC tend to go to GCGP Growth Hub rather than GLLEP.

Benchmarking – The Business Lincolnshire Growth Hub was tasked to undertake a small local benchmarking exercise with other Growth Hubs operating in LEP areas with similar geographies and business make up as GLLEP. Their annual reviews were looked at in order to gain a comparable insight and this is shown in Appendix 1 (which was circulated). Overall, the Lincolnshire Growth Hub is performing well in terms of engagement, customer satisfaction and job creation.

David Hawkins, Growth Hub Adviser, attended and gave some helpful examples of success.

It was requested that work be done on showing the extent of job creation and counting the jobs that are created through self-employment.

Comments:

- Simon Green asked whether it is open access to all and also encourage small businesses to use website.
- David Dexter queried the number of jobs created.
- Cllr Wheatley asked for figures to be shown, not just to the year, but for previous years to show how businesses are being sustainable.
- Pat Doody asked how it could be better promoted as some businesses are not aware of it. Samantha Harrison advised that promotion via social media has doubled and that the team are happy to talk at events if they are invited.
- Discussion at the annual conversation to cover the Utilities study.
- Discussion whether GLLEP might want to propose an off-grid business centre development to Government.
- Work on showing the extent of job creating, counting in the "jobs" that are created through self-employment.

SLH

**The Board agreed to**

Note the content of the report and presentations and the work undertaken during the year  
Ask the Growth Hub to look at showing the true extent of job creation and counting the jobs that are created through self-employment

**Paper 6 – Digital Landscape Analysis**

Ivan Annibal from Rose Regeneration presented the research findings and activity to date to the Board and give some background information. This was commissioned by the Business Lincolnshire Growth Hub in partnership with Digital Lincoln and the LEP's Innovation Council.

The aim of the research is to provide a better understanding of use of digital technology within businesses within Greater Lincolnshire and enable comparison of the areas digital landscape with other areas profiled in the "Tech Nation 2016" report – this has since been superseded by "Tech Nation 2017".

The digital sector is modest in size, but big in potential in Greater Lincolnshire.

The digital sector is growing effectively in terms of jobs and in terms of added value. Although small compared to some other sub-regions, it is growing more rapidly than many.

There are 7,045 jobs in the digital tech sector. This represents 1.7% of all jobs compared with 4.9% across England. This concentration is highest in the administrative county of Lincolnshire (2%) and lowest in North East Lincolnshire (0.9%). While there are 7,045 jobs in the local digital

tech sector, a far larger number, 16,471 of Lincolnshire residents are employed in digital jobs across a variety of sectors. These include digital roles in non-digital tech sectors and also digital jobs that residents commute to beyond the Greater Lincolnshire boundary.

Employment in the digital tech sector is most highly concentrated in the Greater Lincoln area and along the A1 corridor in the south west of Lincolnshire (Grantham). There is also a concentration in Horncastle, largely due to the location there of one specific firm. The area around Doddington Road and Skellingthorpe Road has the highest concentration of digital tech sector employment in Lincolnshire. In this area and in neighbouring North Hykeham, there are high levels of employment in manufacture of electronic components, publishing, computer programming and consultancy, IT and computer services, and telecoms. Lincoln, Bourne, Horncastle and Grantham all have a high concentration of employment in publishing activities, while Market Deeping has a strong concentration of employment in communication equipment.

The following comments were made:

- Steve Middlebrough – the digital sector is much bigger than digital tech businesses and should include manufacturing and agri-tech.
- Cllr Davie said that we should invest in the future and embrace it.
- Pat Doody said the evidence suggests that growth is strong in this sector.
- Mary Stuart said that there is a need to support the two clusters in Lincolnshire to enable them to grow. Also, the University of Lincoln is working with SKDC on digi-skills and digi start-ups.

#### **The Board agreed**

- It was agreed that the digital sector is important to Greater Lincolnshire and in particular that digital transformation within businesses that are not in the sector should be supported. This relates in particular to Industry 4.0 and the wider changes that employers should embrace in the future. It was agreed that LEP should help businesses to understand about industry 4.0 and Mary offered the University of Lincoln's input into this.
- MT said that the LEP's investment in digital skills centres via the Skills Capital Fund should not be underestimated. This should be emphasised when the skills capital grants are publicised.
- It was agreed that digital investment should be seen as a priority, and that any digital businesses that bid for LEP support should be encouraged if they can explain how their investment will support the growth of the LEP's priority sectors.

#### **Paper 7 – Department for International Trade Update – Simon Hall**

Simon introduced himself and said he had worked at DIT as the Director for the Midlands Engine for the last 6 months and then gave a presentation, which is to be circulated

The Department for International Trade's (DIT) mission is to help businesses export, drive investment, open up markets and champion free trade. It was established in July 2016 to secure the best deal for the UK as trading relationships are established worldwide. Whilst DIT brought together organisations that existed before, it is also a new organisation in its own right. DIT was created by the Prime Minister for a specific reason and time following the EU referendum in which Britain voted to leave the EU. Its creation brought together into one department the existing parts of Government that helped the UK trade and attract investment. DIT's four key functions:

- Export support – promoting and supporting UK businesses and exports to grow an economy that works for everyone.
- Investment support – maximising opportunities for wealth creation through supporting Foreign Direct Investment and Outward Direct Investment.
- Trade Policy – delivering the best international trading framework for the UK to maximise global trade and investment opportunities.

- Promotion of the UK – building the global appetite for British goods and services and encouraging more people to visit, study, invest in and do business within the UK through the GREAT campaign.

Advisors work with businesses to help remove barriers to exporting and that there are 178 overseas posts which are a gateway to businesses.

In the Greater Lincolnshire LEP area, support is given by a Northern Powerhouse team (covering North and North East Lincolnshire) and a Midlands Engine team which covers the rest of the Greater Lincolnshire area.

The latest performance statistics, which were fully audited in 2016/17 are:

- 14 Lincolnshire Export Promotion Events
- 93 businesses helped to win £28m worth of exports (including Icelandic UK Grimsby £13m to Canada)
- 92 businesses helped to win £15m worth of exports (average value £162k)
- Top sectors: Food and Drink, Advanced Engineering
- Top Markets: Miscellaneous Worldwide (29%), Italy (22%), Spain (21%), USA (19), Netherlands (18%)
- 

Unaudited statistics so far for 2017/18:

- 77 businesses helped to win £13m worth of exports – biggest single deal £2m in Spalding.

In addition to the Core Export and FID Support available in the Greater Lincolnshire LEP area, there are three forms of Additional Support currently being provided:

- ERDF Project Internationalising SMEs – the Core Export Support Service is supplemented by an additional ERDF Funded Export Support Project called Internationalising SMEs.
- Midlands Engine – additional funding has been made available through the Midlands Engine initiative to support Midlands specific Trade Missions, eg, Germany, China and MIPIM 2018.
- Global Growth Pilot – the recently commenced Global Growth Pilot targets medium sized businesses (turnover £5m to £40m) to help them capitalise on the business growth possibly through exporting with financial support of up to £3,500 available to support procurement of specialist third party services to address barriers to export.

Next Steps

- Work with larger companies to help with growth – will work with the Growth Hub.
- Trade Missions should be part of the journey – companies should be export ready and the quantity of work will follow.
- FDI appears to be slowing down from overseas investors – it is important to look after existing businesses by supporting and reassuring them.

### **The LEP Board**

Noted the contents of the paper and presentation

**Paper 8 – Floods and Water Management (WRE)**

Water Resources East (WRE) covers the whole Anglian Water region and one of the additional storage options shortlisted for detailed appraisal is a new reservoir in South Lincolnshire, supplied via water transfer from the River Trent and water captured in the Black Sluice catchment. The transfer would be via a combination of new and existing open water channels which would create opportunities to move, store and supply water, create and join wetland habitat, develop visitor destinations, improve and extend navigation routes and increase levels of flood protection. The WRE Project Group (the South Lincs Water Partnership) has been meeting for approximately 18 months. They have identified the needs and aspirations of the stakeholder groups and quantified them in terms of additional demand for water and a workshop has been held to appraise how this demand could be met.

The Board supported that need to find a long term solution and the recommendation to task the Water Management Board and officers to continue to work with Anglian Water and other stakeholders was endorsed.

**AOB**

**The meeting closed**

Signed .....

Chair

Date .....