

Greater Lincolnshire Manufacturing Board Meeting

Thursday, 6th July 2017
10.00am to 12.00noon
Siemens at Teal Park Road, North Hykeham, Lincoln, LN6 3AD

Paper 0- Agenda

| Time | Item and brief description | Lead | Access/Circulation |
|-------|--|----------------------------------|--|
| 9.45 | Refreshments | | |
| 10.00 | Welcome and Introductions | Steve Middlebrough | |
| 10.15 | Aims of the Board and Election of Vice Chair | Steve Middlebrough | Presentation and Discussion Terms of Reference attached |
| 10.30 | Overview of the LEP | Ruth Carver | Presentation |
| 11.00 | Manufacturing Plan Refresh and Business Support <ul style="list-style-type: none"> • Business Support • Funding | Samantha Harrison/ Kevin Ross | Paper 1 overview Paper 2 attached Paper 3 attached |
| | Outline Work Programme | Samantha Harrison | Paper 4 attached |
| 11.30 | Partnership Update | All | |
| 11.50 | Arrange date of next meeting | Steve Middlebrough | |
| 11.55 | Any Other Business | | |
| 12:00 | Group Photograph | | |

If you haven't returned your signed code of conduct, declaration of interest and sent a biography and photograph, please bring them along to the meeting.

Board Members Attending:

Dean Barnes – Economic Growth Solutions
David Earnshaw – Parkinson Harness Technology
Darren Joint – Viking Signs
Garry Wilkinson – Nat West Bank
Helen Doughty – SHD Composites
Katie Hedges – HCF CATCH Ltd
Kay Pryszyk – Bernard Holmes Precision Ltd
Paul Taylor - Dynex
Ray Newell – Oakwell Consultants
Richard Allarton – University of Lincoln School of Engineering
Sam Fells - Microcapture
Steve Middlebrough (Chair) - Siemens

LEP Officers:

Kevin Ross
Ruth Carver
Samantha Harrison
Sue Groves

Apologies Received from Board Members

Neil Main - Micrometrics
Barry Jackson - Bifrang
Edward Tong – Tong Engineering
Mike Hague-Morgan – Autocraft Drivetrain Solutions Ltd

Date of Next Meeting : To be arranged

**Greater Lincolnshire Local Enterprise Partnership
Manufacturing Board**

TERMS OF REFERENCE

Background

The LEP's manufacturing plan was approved in autumn 2016, a copy can be found on our website. https://www.greaterlincolnshirelep.co.uk/assets/documents/Manufacturing_Plan_Final.pdf. A manufacturing board is required to steer the strategy and activities of the LEP and influence other partners to influence future manufacturing within Greater Lincolnshire. The Plan will undergo a refresh during 2017.

"Greater Lincolnshire has a vibrant and successful Manufacturing sector. In 2016 the value of the sector has reached £3.4bn or 20% of total economic value employing 57,000 people equating 14% of all employment. In the Strategic Economic Plan (SEP) for Greater Lincolnshire it is identified alongside agri-food, visitor economy as one of the best opportunities for growth. Manufacturing can make a real and positive change to Lincolnshire's economy. It can deliver growth, safeguard and create jobs, drive investment and have positive impact on the quality of life for Lincolnshire residents"

Strategic Aim

The remit is for the Manufacturing Board to be the expert and leadership group that support and accelerates the growth, productivity and competitiveness of the manufacturing economy in the Greater Lincolnshire region.

The Manufacturing Board will be a high level leadership group, bringing together private and public sector partners from the wider 'Manufacturing community' which it will support and facilitate.

The Board will;

- Lead, influence and champion the manufacturing agenda across Greater Lincolnshire
- Develop a vision and action plan for a dynamic, competitive and sustainable manufacturing Sector which can contribute to the UK's competitiveness
- Co-ordinate, facilitate and oversee delivery of action and investment to support the vision and plan; and report on progress and key issues to the LEP
- Working with the growth hub governance board, ensure that the manufacturing support products are coordinated and aligned to provide manufacturing businesses with a clear route to products and expertise that will help them fulfil their growth potential
- Forge strong connections and influential relationships with the national level particularly Department for Business, Energy and Industrial Strategy, Innovate UK
- Co-ordinate and broker collaborative relationships around key opportunities for manufacturing within and, in conjunction with the LEP
- Facilitate networking and interaction between specialist sectoral and other manufacturing groups, agencies and programmes
- Ensure that the LEP is advised of progress, key issues and any material changes which are likely to affect the LEP's overarching Business Plan and that any necessary corrective action is taken

The Greater Lincolnshire LEP is a company limited by guarantee, established to provide strategic leadership to set out local economic priorities for Greater Lincolnshire. There will be a two-way relationship between the Greater Lincolnshire LEP and the Manufacturing Board, and each will give advice and be asked for advice on matters where a manufacturing perspective is required.

Roles and Responsibilities

- Review the Greater Lincolnshire Manufacturing Plan, and the outcomes (which will identify what works and measure impact) and endorse recommendations
- Identify gaps or underperformance in existing support
- Develop new activities and programmes to accelerate business formation and growth
- The Manufacturing Board will act as an advisory body for the LEP on all matters within the scope of its remit
- The Manufacturing Board will identify all issues of major importance including strategy, key strategic objectives and targets and key decisions involving the prioritisation of support for manufacturing growth and productivity
- The Manufacturing Board will work closely with other senior Boards of the LEP, including the Employment and Skills Board and any new groups with a directly relevant remit, that the LEP may establish
- The Chair of the Manufacturing Board will agree the most appropriate forms of joint working with the Chairs of the other senior Boards and these might include reciprocal membership or regular attendance of each other's' Boards
- The Manufacturing Board will build close working relationships, through means to be agreed, with other key partners. These include the Councils of the Local Authorities; EEF, FSB, IoD, CBI, Chambers of Commerce, and other appropriate organisations including Manufacturing Business Networks
- The Manufacturing Board will promote the recommendations in the published "Plan of Manufacturing in Lincolnshire" to the private sector

Accountability

- The Manufacturing Board will be one of the LEP's sector advisory boards
- It will be chaired by a private sector LEP Board Director, who is also the manufacturing champion.
- The board will be recruited through an open recruitment process. All appointments will be approved by the LEP's appointment committee
- The Manufacturing Board members will have a term of office for three years with a view to renewal for a further three years in order to provide continuity.
- The Manufacturing Board will approve an annual Work Plan and make recommendations to the LEP board for endorsement.
- The Manufacturing Board will report regular progress to the LEP board on its delivery.
- As members of the board resign or reach term of office, the Manufacturing Board will make recommendation to the Manufacturing Board chair for replacements.

Membership

The Manufacturing Board will have sub sector and geographical representation and be predominately private sector. The Board shall be no less than 10 members and no more than 15 members.

Membership of the board will also include representatives that can provide a level of specialist support and knowledge that will be required to successfully deliver the agreed priorities within the work programme.

Ideally all board members will work or live in the Greater Lincolnshire area.

The Chair of the Manufacturing Board will be represented on the main LEP Board to ensure the sector is integrated with the activities of the GLLEPs other identified growth priorities and to ensure the interests of the sector are represented in decision making and policy formation.

Meetings

The Board will meet at least twice a year. Members are expected to provide apologies if they cannot attend and no substitutes will be allowed.

An annual calendar of meetings and venues rotating between Manufacturing Board members will be agreed at the outset.

The Greater Lincolnshire LEP will provide the initial secretariat and executive support for the board.

Appendix A

ROLE DESCRIPTIONS: CHAIR, AND MEMBERS

The role descriptions for the Manufacturing Board and its Members have been developed to provide initial guidance, drawing on best practice from similar organisations. As the Manufacturing Board develops in its role, this body of guidance will be the subject of review and adjustment to reflect collective lessons and experience. In the intervening period, the following will be brought into use in the establishment and operations of the revised Manufacturing Board.

The Manufacturing Board (MB)

As well as attending Board meetings, members may be asked to attend other meetings as a representative for the LEP and Manufacturing, and will be required to read background papers and documents and input into plans.

The specific role of a Board Member is to:

- **Use experience and knowledge to help shape strategy and policy**
- **Influence the prioritisation, planning and investment in the manufacturing to support provision and the shape of delivery**
- **Support the strategic aims of the Greater Lincolnshire LEP**
- **Represent a range of people, organisations or views, not their own or that of their own organisation**

The role of Manufacturing Board members is to proactively drive, challenge and influence the GL Manufacturing sector to ensure that its growth objectives are realised and there is integration, as appropriate with the GLLEP other identified growth sectors.

In so doing, the Manufacturing Board will advise the LEP and its constituent members, on all matters within the scope of its remit and to act within any guidance and direction from the LEP. The Manufacturing Board will identify all issues of major importance including strategy, key strategic objectives and targets, and key decisions embodied in the Business Plan.

In carrying out these responsibilities, the Manufacturing Board Members will look across all sectors of the areas manufacturing to identify key opportunities and priorities for growth, and to ensure appropriate marketing and promotional activity take place to support their achievement.

Manufacturing Board Members will have collective responsibility, under the leadership of the Chair, to ensure that the Manufacturing Board fulfils the remit set by the LEP. The Manufacturing Board Members will collectively and individually provide leadership, support and generally work to build and maintain a vibrant and dynamic manufacturing in the region which is well connected to national and international markets. The Manufacturing Board Members will support close working between the private and public sectors.

The Manufacturing Board will partake in one stakeholder event per year with the LEP constituent members of the Manufacturing and other appropriate organisations.

These events will have two principal roles,

- i) To received feedback and views of the constituent members of the region in order to inform the Manufacturing Board on progress and give insight to priorities,
- ii) To update constituent members on activity driven by the Manufacturing Board and results of that activity along with and overview of performance of the sector.

In pursuance of the Manufacturing Board's remit, Board Members shall:

- (a) Establish the overall strategic direction for the manufacturing in the LEP area through the development and periodic review of the GLLEP Manufacturing Plan.
- (b) Support, engage with and otherwise facilitate activity by the manufacturing membership to deliver priority activities and campaigns and require, receive and review information on activity and campaigns from key partners responsible for delivering activity.

- (c) Ensure that the LEP is advised of progress, key issues and any material changes which are likely to affect the LEP's overarching Business Plan and that any necessary corrective action is taken.
- (d) Maintain high standards of governance at all times.

Members of the Manufacturing Board are appointed for their skills, expertise and influence and are expected to bring these to bear in support of the Manufacturing Board's objectives together with commitment to deliver any specific actions within the Manufacturing Board's Manufacturing Sector Plan for which their organisation has lead responsibility.

Individual members of the Manufacturing Board shall act in accordance with their responsibilities as members of the Manufacturing Board, being mindful of any specific requirements or values which the LEP may from time to time decide. The Manufacturing Board as whole and individual Members shall in particular be mindful of and respect the commercially confidential and sensitive nature of some activities. Individual Members shall at all time act in the best interests of the agreed collective objectives and in good faith. In the event of any conflicts of interest, Individual Members shall declare these to the Chair.

Individual Members will commit to attending at least one out of the two meetings of the Manufacturing Board as a condition of membership and will make their facilities available for meetings of the Manufacturing Board.

Members should be senior decision makers and able to influence at local and potentially national level to support the delivery of priorities. They should also be advocates of the sector, able to commit the time to attend board meetings and exert influence as is required.

The Chair

The Chair of the Manufacturing Board is responsible for advising the LEP Board and reporting to it on all matters within the remit of the Manufacturing Board.

The Chair will provide leadership to the Manufacturing Board, ensuring that it works as a coherent and effective leadership team, that it provides wider leadership and support to the LEP area Manufacturing and that the Manufacturing Board's work is informed by the views of its membership/constituents.

The Chair shall act as the spokesperson for the Manufacturing Board, building and maintaining influential relationships and close working with international, national, regional and local institutions and key players in Governmental, private sector and public sector arenas concerned with manufacturing.

The Chair will also be the LEP Board's Manufacturing champion and will work closely with the Vice-Chair of the Manufacturing Board; the Chairs of the LEP's senior Boards and with the chairs of other senior groups within the LEP area in pursuance of the GLLEPs accelerated economic growth objectives.

The Chair will advise, and bring into play the collective expertise of the Manufacturing Board and its membership to advise senior regional groups and players on the matters for which the Manufacturing Board is responsible. S/he will represent the views of the Manufacturing Board to the LEP, membership, partner and stakeholder organisations and the general public.

The Chair shall ensure that the Manufacturing Board is provided with regular advice, intelligence and reports on the development and delivery of the Manufacturing Board's destination management plan and related objectives and targets.

The Chair will encourage high standards of collective working and governance.

The Manufacturing Board Chair: Expertise, Skills and Influencing Requirements

The Chair of the Manufacturing Board will have wide ranging and extensive high level experience and knowledge of, and well developed connections and working relationships in the Manufacturing, in national and international arenas.

S/he will have highly developed leadership, strategic and organisational skills, developed in international, national or regional executive roles, and a track record of operating effectively in, and with, Governmental and major corporate spheres.

Observers (non-members)

The Secretariat will also be represented at all meetings.

Members of the GLLEP, Business Lincolnshire Growth Hub and Lincolnshire County Council will be invited to attend Board meeting as observers from time to time to provide continuity between the Board and The Growth Hub Board; by request to the Chair.

Specialists may be invited by the Chair to attend specific Board meetings or Agenda items where particular expertise is required.

Occasional observers may request to attend a meeting through the Chair.

Administration

The Manufacturing Board will be supported by a professional secretariat hosted by Lincolnshire County Council. The meetings and the papers of the Board will be prepared by Lincolnshire County Council, and be in the same format as the LEP Papers, with members subject to the same conditions of operation, shared values and code of conduct.

Specific Contributions

Whilst this list is not exhaustive, the key areas of specialist expertise required within the Manufacturing Board are as follows:-

- i. HR Employment and Skills
- ii. Advanced Manufacturing
- iii. Manufacturing Exporter
- iv. Manufacturer of Agri -food
- v. Manufacturer of Chemicals
- vi. Manufacturing Business Support
- vii. University
- viii Manufacturer - Electrical/electronic
- ix Member of Financial sector

The way we do business

The Board will adopt good practice and its Members will act within the General Duties and Obligations set out in this document and adopt the following values:

- **Championing to influence and lead by example**
- **Enterprising solutions that are creative**
- **Partnership working across the private, public and the third sector**
- **Sharing best practice**
- **Being inclusive of each locality and community across Greater Lincolnshire**

A Code of Conduct and Register of Interest is in place and all Board members and observers are required complete a declaration.

GLLEP: Manufacturing Sector Plan 2014 - 2020

| | | | | |
|--|--|---|---|--|
| <p>VISION</p> | <p>INCREASE manufacturing employment, output and investment: GROW existing businesses: ATTRACT inward investment and focus on where IMPACTS will be greatest.</p> | | | |
| <p>TARGET</p> | <ul style="list-style-type: none"> - Increase GVA by £680m - Increase employment by 1,230 - Ensure good pipeline of work ready suitably qualified people - Align manufacturing sector support offers | | | |
| <p>MAIN ACTIVITIES</p> | <ul style="list-style-type: none"> • Priority 1 - Business Growth • Priority 2 - Skills Development • Priority 3 - Supporting Research & Development and Innovation • Priority 4 - Infrastructure and Location | | | |
| <p>ACTION AREAS</p> | <p>Business Growth: through business development and support</p> <ul style="list-style-type: none"> • Supporting existing companies to grow • Access to growth finance • Local business support, advice and networks • Local supply chain development and support • Inward investment and investor aftercare | | | |
| | <p>Skills Development:</p> <ul style="list-style-type: none"> • Employer ready • Skilled and flexible workforce • Technical/supervisory skills • Engineering manufacture skills | | | |
| | <p>Supporting Research & Development and Innovation:</p> <ul style="list-style-type: none"> • Unlocking innovation • Improving access to R&D and developing innovative new products and manufacturing support services | | | |
| | <p>Infrastructure and Location:</p> <ul style="list-style-type: none"> • Transportation, ports rail, utility and digital infrastructure • High quality serviced sites and premises • Place marketing | | | |
| <p>CRITICAL SUCCESS FACTORS</p> | <p>Alignment of the full range of business support for the sector</p> | <p>Does the sector know about the business support offers?</p> | <p>Are we meeting manufacturing sector business needs?</p> | <p>How well is the plan working?</p> |
| <p>SUCCESS MEASURES</p> | <p>Increased awareness of the opportunities for manufacturing sector businesses to develop and grow</p> | <p>The number of businesses that have accessed support via the Business Lincolnshire Growth Hub</p> | <p>Business feedback, case studies and satisfaction levels</p> | <p>Business growth demonstrated through increased productivity and /or employment growth</p> |

Summary of ERDF Fully Funded Business Support Provision in Greater Lincolnshire - Manufacturing Sector



European Union
European Regional
Development Fund

| Business stage | Advice area | Summary of Provision | Programme |
|--|-------------|--|--|
| New Start-up/ pre-start manufacturing businesses | General | <p>An intensive enterprise project to support young people aged 18-30 from a NEET background to start-up in business and assist them in connecting to mainstream business support services.</p> <p>Enterprise Promotion: information events to attract eligible disadvantaged groups to connect with Talent Match, Big Lottery BBO, other pre-enterprise idea projects;</p> <p>Early-Stage Entrepreneurship: In-depth, 4 day workshops, providing information on planning/running a business and initiating an outline business plan;</p> <p>Intensive Support: intensive business-planning and test-marketing to get the business ready for the Business Launch stage where they will have to pitch to our business panel for approval of start-;</p> <p>Business Start-up Support: Financial loan support and critical hand-holding in starting up including HMRC registration, bank account set up and exploring incubator space opportunities;</p> <p>24-month Survival Package via Business-Mentor Support to sustain and intensify business operations for new and existing enterprises.</p> <p>A package of training and funding. The 4 day Starting In Business Programme will provide all the tools need to produce a sound business plan.</p> | <p>Princes Trust Better off in business 07717 336171</p> |
| | | | <p>Growing Enterprise NBV Enterprise Solutions Andrea Huscroft ahuscroft@nbv.co.uk 0844 887 2568</p> |
| | | | <p>University of Lincoln Claire Butler</p> |

| Business stage | Advice area | Summary of Provision | Programme |
|---------------------|-------------|--|---|
| Start-up/ pre-start | | <p>graduate residents in Lincolnshire having graduated elsewhere), to make the most of their academic and entrepreneurial abilities. Support available ranges from 'light touch' development needs analysis through to more intensive support such as coaching/mentoring, tailored support as well as information advice and guidance.</p> <p>Graduates to start up in business, assisting them to develop their creative, entrepreneurial ideas into a growing, profitable business.</p> | <p>CButler@lincoln.ac.uk</p> <p>Growing Graduate Enterprise</p> <p>Growth Lincolnshire</p> |
| Existing Businesses | Financial | <p>Awaiting launch date</p> <p>The products include:</p> <ol style="list-style-type: none"> 1 Equity fund up to £2m 2 Loan fund from £100k to £1.5m 3 Small Business Loan fund from £25k up to £150k 4 Early Stage fund up to £750k <ul style="list-style-type: none"> - Support adviser to help the business owner understand their financial position, and support them to become an attractive proposition for banks and investors. - Established SMEs and Businesses unable to source funding from banks or investor – North and NE Lincs ONLY. - If your business is looking for investment funding, investment readiness support | <p>Midlands Engine Investment Fund Lewis Stringer</p> <p>lewis.stringer@british-business-bank.co.uk</p> <p>07810 054221</p> <p>Growth Lincolnshire</p> <p>Holly Wells 01522 550590</p> <p>Northern Powerhouse Investment Fund</p> <p>Lincolnshire Investment Network Russell.Copley@bizlincolnshire.com</p> |

| Business stage | Advice area | Summary of Provision | Programme |
|---------------------|-------------|--|---|
| Existing Businesses | | <ul style="list-style-type: none"> - Business growth advisors who will provide them with a business review and action plan - Sector Specific Specialist Business Advisors providing support in the following sectors: Engineering & Chemical • Renewables. Growth Hub Advisors will identify need through diagnostics and will direct businesses to the most appropriate / effective support | <p>Growth Lincolnshire Noreen Read 07825 344616</p> <p>GAIN Enterprise</p> |
| | Strategy | <p>Provision of a locally based team of Manufacturing Growth Managers to:</p> <ul style="list-style-type: none"> • Work in alignment with Growth Hub initiatives to specifically engage with manufacturing businesses including supporting/facilitating delivery of a range of workshops aligned to the growth hub's engagement plans; Productivity Workshops • Provide supply chain development capability to build forward links between local manufacturing capability and large enterprise procurers/OEMs to maximise opportunity for local sourcing and international extension of SME market opportunities. - Support eligible manufacturing businesses to overcome identified barriers to growth. - Growth improvement action plans - Provides additional marketing activity and export taster sessions targeted at businesses that could export but don't, encouraging them to explore their export potential and evaluate bottom line benefits that international trade could deliver. | <p>Manufacturing Growth programme Enterprise Growth Solutions Ltd</p> <p>Marcus Pearson – (North & North East Lincs/West Lindsey) marcus.pearson@egs.live Tel:07790 358517</p> <p>Neil Harriman (All other districts) neil.harriman@egs.live Tel:07790358637</p> |
| | Export | <ul style="list-style-type: none"> - The project will provide specialist trade advisers in Advanced Manufacturing | <p>Internationalising SME's</p> <p>Phoebe Edwards</p> <p>phoebe.edwards@emb-group.co.uk 07825 344670</p> |

| Business stage | Advice area | Summary of Provision | Programme |
|----------------|-------------|---|--|
| | | <p>Designed to enable SMEs to advance and develop their innovation ambitions through a programme of grant funding, events, professional development and business support.</p> <ul style="list-style-type: none"> - 12 hours of innovation advice and support for SMEs from specialist advisors. <p>Leadership & Management Courses</p> <ul style="list-style-type: none"> - Delivered by the Lincoln International Business School. <p>Events</p> <ul style="list-style-type: none"> - To encourage innovative thinking and best practice sharing. | <p>Innovation Programme for Greater Lincolnshire info@innovation.co.uk</p> <p>Jessica Boot-Marshall 01522 837891 jbootmarshall@lincoln.ac.uk</p> <p>Lyndsey Kemsley 01522 837821 lkemsley@lincoln.ac.uk</p> |
| | Innovation | <p>Lincolnshire Technology Hubs – offer advice and concept pro-tying</p> <p>The Technology Hubs provide an environment where businesses are given the opportunity to use state-of-the-art equipment, as well as having the option to take advantage of workshops and other advice. The hubs can help to create a prototype product, develop a new service or provide a greater level of detail to help improve production lines.</p> <p>Horncastle Hub</p> <ul style="list-style-type: none"> • 3D printers, 3D colour scanners and a laser cutter • UV printer, 2 and 4 axis milling machines • Oculus 1 Rift virtual reality glasses and Go Pro 360 • Workshops and advice on how to use the equipment or approach your project • The chance to test drive cutting edge technology to see how it would benefit your business | <p>Lincolnshire Tech Hubs</p> <p>Horncastle Hub For more information: technology@mortons.co.uk 01522 529345 Mortons Media Group, Media Centre, Morton Way, Horncastle, LN9 6JR</p> |

| Business stage | Advice area | Summary of Provision | Programme |
|----------------|-------------|---|---|
| | | <p>MoCap Hub</p> <ul style="list-style-type: none"> • Professional movement analytics and filming with high speed/3D video – can be used to find problems with assembly lines • Technology outreach, consultancy and business support for human movement, equipment modification and industry production methods • Working closely with Designblok to inform the human-equipment interaction | <p>MoCap Hub For more information: FMulloy@lincoln.ac.uk 01522 889980 @LincsBiomech School of Sport & Exercise Science, University of Lincoln, Brayford Pool, Lincoln LN6 7TS www.designblok.co.uk</p> |
| | | <p>Designblok Hub</p> <p>Brings together a range of University design expertise and its fabrication technologies to champion the value of design as a tool for innovation and business growth</p> <ul style="list-style-type: none"> • 3D printers, 3D colour scanners, laser cutting, CNC milling and CNC routing • Access to 3D fabrication technology with expert guidance across a number of industry sectors • Free workshops to show how to use the equipment • Access to 12 hours free business advice or one-to-one support to help improve your business or help with the integration of new technology, tailored to the needs of each business | <p>Design Blok</p> <p>For more information: designblok@lincoln.ac.uk</p> <p>Designblok, University of Lincoln, Brayford Pool, Lincoln LN6 7TS @designblokuk</p> |
| | | <p>SMEs wanting to take part in collaborative research with partners across Europe and associated countries. Innovate UK manage UK applications.</p> | <p>EUREKA Eurostars</p> |

| Business stage | Advice area | Summary of Provision | Programme |
|---------------------|-------------|---|--|
| Existing Businesses | Skills | <p>Free training for Manufacturing and Engineering SMEs to help meet emerging skills gaps created by the changing business environment, and boost business growth.</p> <p>The manufacturing and engineering sector is set to grow significantly, and thanks to fast-paced developments in technology, the sector's skills needs are changing rapidly. As a consequence, some employers are experiencing skills and performance gaps; 19% of advanced manufacturing employers report skills gaps compared to 15% for the economy as a whole. The Skills Support for the Workforce programme will help equip these businesses with the skills they need to meet emerging skills needs, and boost business growth.</p> <p>Create a workforce development and training plan, plus giving access to a wide range of fully funded training courses and qualifications.</p> <p>In addition to filling immediate skills gaps, the service seeks to support businesses to proactively address their long-term skills needs in alignment with their growth plans and the changing business environment.</p> <p>SMEs can:</p> <ul style="list-style-type: none"> • Develop their staff at no cost • Received flexible, bespoke training plans designed to boost business growth • Access a range of fully funded training courses and qualifications <p>Consists of a team of Specialist Advisors who can support businesses to identify the training and skills needs that they have or need for future growth</p> | <p>Skills support for the workforce</p> <p>Contact: Nigel Brough 07753 280116 nigelb@calderdale.ac.uk</p> <p>Business / Employer Enquiries W: http://ssw.fundingunit.org.uk/ T: 0845 644 3753</p> |
| | | Apprenticeship grant - The scheme provides an incentive payment to | Specialist Skills Advisor Programme |
| | | | National programme |

| Business stage | Advice area | Summary of Provision | Programme |
|---------------------|-------------------|--|--|
| | | <p>employers recruiting Apprentice aged 16-24</p> <p>Gain productivity improvements, improve business models and processes, develop new products and services etc.</p> <ul style="list-style-type: none"> • A digital adviser will undertake a business diagnostic and action plan to help businesses maximise the usage of ICT. • Workshop programme e.g. Digital Marketing, selling online, Smart Phone & Tablets, E commerce - all of which are competency based. • Lincolnshire Technology Hubs - helping businesses to access the current hubs, utilise the equipment e.g. 3D scanning, printing etc. • A Digital Health Check tool will be devised to measure current levels of digital proficiency/use within the business and assist in signposting to the right level of support. | <p>Growth Lincolnshire</p> <p>Stuart McFarlane</p> <p>Stuart.McFarlane@bizlincolnshire.com</p> <p>0113 394 4650</p> |
| Existing Businesses | Energy efficiency | <ul style="list-style-type: none"> • Support adviser, providing them with a resource efficiency audit and action plan. | <p>Growth Lincolnshire</p> <p>David.knight@bizlincolnshire.com</p> |
| | Supply Chain | <ul style="list-style-type: none"> • Development adviser to help them identify new customers and markets, as well as new suppliers. • Provide supply chain development capability to build forward links between local manufacturing capability and large enterprise procurers/OEMs to maximise opportunity for local sourcing and international extension of SME market opportunities. | <p>Growth Lincolnshire</p> <p>Ray.newell@bizlincolnshire.com</p> <p>Manufacturing Growth Programme Enterprise Growth Solutions Ltd</p> <p>Marcus Pearson – (North & North East Lincs/West Lindsey)</p> <p>marcus.pearson@egs.live</p> <p>Tel:07790 358517</p> <p>Neil Harriman (All other districts)</p> <p>neil.harriman@egs.live</p> <p>Tel:07790358637</p> |

**Summary of ERDF Funded Business Support
Provision in Greater Lincolnshire - Manufacturing
Sector**



European Union
European Regional
Development Fund

| Grant funding options – Capital and Revenue (C&R) | | | | |
|---|--|-----------------|-----------------|---------------------|
| Product name | Summary of Provision | Project value £ | | Intervention rate % |
| | | Min | Max | |
| Growing Enterprise <div style="border: 1px solid black; padding: 2px; display: inline-block;">C & R</div> | <p>Grant for New Business – can be used to purchase services or equipment to help you launch your new manufacturing business e.g. computer hardware/software</p> <p>Grant for Enterprise –The grant funding can be used to purchase services or equipment to help your business expand or diversify e.g. Jigs and tooling.</p> | 4,000 | 10,000 | 25 |
| Growth Lincolnshire <div style="border: 1px solid black; padding: 2px; display: inline-block;">C & R</div> | <p>Grants to Make Growth Happen are at 2 levels and are available to eligible SMEs, which are dependent on the size of the project. Both will be focused on supporting businesses to grow. Grant is available where the project helps the business to deliver its action plan through one or more of the following criteria:</p> <ul style="list-style-type: none"> • Develop / implement elements of their growth strategy • Improve the financial readiness, structure and systems of business • Develop / implement processes, systems and accreditations to access supply chain opportunities • Develop / implement resource efficiency processes, practices and solutions | 2,000 6,000 | 5,999 10,000 | 50 30 |
| Business Lincolnshire Digital Growth Programme | <ul style="list-style-type: none"> • Digital Grant project for; - Purchase of advanced technology to progress the business product line/expand operations/ change business processes - To support R&D for the above - Purchase of specialist consultancy support to enable the above | 2,000 | None | Max £1,200 |

Grant funding options – Capital and Revenue (C&R)

| R Product name | Summary of Provision | Project value £ | | Interventi on rate % |
|--|---|-------------------------|--------------------------|-------------------------|
| | | Min | Max | |
| C & R | <ul style="list-style-type: none"> It can help to fund internal ICT solutions, e-commerce platforms, websites, use of cloud storage solutions and digital management systems. | | | |
| Innovation Programme for Greater Lincolnshire R | <p>Proof of Concept Grant</p> <ul style="list-style-type: none"> New product development Innovation Vouchers Funding access for SMEs to access the University's expertise, specialist equipment and facilities. Internships to connect graduate talent with SMEs requiring an injection of specific skills to support their research or innovation activity. | 2,000 1,000 3,000 | 20,000 5,000 6,000 | 50 100 50 |
| Business Inspiration – start date tbc R | Support includes entrepreneurial leadership, specialist consultancy, graduate/under graduate placements and internships, knowledge exchange, research and innovation guidance and grant funding. | 1,000 | 20,000 | 50 |
| Grants4Growth C | Eligible capital spends on initiatives that promote business growth, help create jobs, and improve business efficiency. The grant can be used to invest in machinery and new processes that increase production capacity, develop new products, exploit new markets or enhance innovation. | 3,500 | 24,999 | 28 |
| Internationalising SMEs R | <p>The grant can fund;</p> <ul style="list-style-type: none"> language and cultural awareness legal advice around international commercial agreements international marketing and branding, website internationalisation and marketing materials | 2,000 | 10,000 | 50 |

Grant funding options – Capital and Revenue (C&R)

| Product name | Summary of Provision | Project value £ | | Intervention rate % |
|--|--|-----------------|-----------|---------------------|
| | | Min | Max | |
| | <ul style="list-style-type: none"> - attendance at overseas conferences - advice relating to international commerce and e-commerce protocols - specialist support with IP protection and prototyping for overseas | | | |
| <u>Manufacturing Growth Programme</u> R | Provide grant funding towards implementation of agreed growth/improvement action plans | 3,000 | 4,000 | 35 |
| <u>Collaboration 4 Growth</u> C & R | Grants to support productive investment as well as service improvements to increase business competitiveness – West Lindsey, Lincoln and North Kesteven only. | 1,600 | 8,500 | 60 |
| <u>LEADER</u> C | Area dependant - growing the rural economy, such as creating new jobs, growing businesses, improving productivity and efficiency. | 2600 | 40,000 | Up to 40 |
| <u>Signpost 2 Grow</u> C | South Kesteven and South Holland ONLY – Capital investment | 10,000 | 100,000 | 20 |
| <u>Growing the Humber</u> C | North and North East Lincolnshire ONLY – Capital investment | 5,000 | 5,000,000 | Variable |

The initial work programme for the GLLEP Manufacturing Board is based upon the Refresh of the GLLEP Manufacturing Sector Plan.

- 1) Refresh the GLLEP Manufacturing Sector Plan – Review activity to date – ongoing
- 2) Manufacturing in Action Conference – 15th September 2017
- 3) Manufacturing Sector PR and Communications Plan
- 4) Flagship Events Programme

Support and promote the sectors attendance at manufacturing events
Manufacturing Sector Funding Opportunities Breakfast – Sept/Oct 2017
Introduction to Intellectual Property Rights – 15th November 2017
Introduction to Industry 4.0 – February 2018
Going Global – International Trade – November 2017
Manufacturing Talent – Skills event (date to be confirmed)

5) Workshop Programme

Half Day Workshops are available to SME manufacturers:

- Vision and Strategy – 22nd June 2017
Can you affect your future without a strategic plan?
- Lean Awareness and Workplace Organisation – 13th July 2017
How to achieve the maximum outputs
- Quality, Cost and Delivery
What is the genuine cost of importing or Not Right First Time?
- Improving your Customer Service with Lower Inventory
Optimising supplier partnerships to control costs
- Process Mapping of Value Streams
Learning to see "Value vs Waste in your Business"