



# Minutes of the Greater Lincolnshire LEP Manufacturing Board

19<sup>th</sup> April 2022

MS Teams

*Minutes*

**Present:**

Darren Joint (Chair, Viking Signs), Ruth Carver (GLLEP), David Talbot (HCF CATCH Ltd) Neil Harriman (Economic Growth Solutions) Robert Willey (Househam Sprayers), David Caddle (Economic Growth Solutions), Chris Corkan (Make UK - in attendance on behalf of Charlotte Horobin), Garry Wilkinson (NatWest Bank), Neil Main (Micrometrics), Jeannine Thornley (LCC), Sam Pask (Grantham Engineering), Edward Tong (Tong Engineering), Charlotte Kirton (UOL - Presenter), Mick Lochran (IOT - Presenter) Samantha Harrison (LCC) Nick Andrew (CWE Limited) Amy O'Sullivan (GLLEP)

**Apologies and Declarations of Interest:**

**Apologies:** Justin Brown (LCC), Nick Broom (Siemens), Ahmed Elseragy (University of Lincoln) Mark Kempton (Dynex), Helen Doughty (SHD Composites), Charlotte Watson (Lincolnshire Chambers of Commerce) Charlotte Horobin (Make UK) David Earnshaw (Parkinson Harness Technology), Ray Newell (Oakwell Management Services Ltd) Michael Hague-Morgan (Autocraft Drivechain Solutions Ltd), Kevin Ross (NAMRC)

Full declarations of interest for each individual Committee Member can be found at:

<https://www.greaterlincolnshirelep.co.uk/about/boards/>

**Minutes from Meeting held on 17<sup>th</sup> January 2022 - Jeannine Thornley (Paper 1)****Matters arising**

Most of the points raised in the last minutes will be covered in the meeting today.

**Brought forward**

**Skills** - Organise a round table discussion between Manufacturers and Grantham and Boston College ref suitable skills pipeline - please let us know if you would like to be involved. - brought forward **RC to follow up**

Ruth and Charlotte Horobin to reconnect with MoD contact - [Resettlement for Ex-Service Personnel | Ex Armed Forces Recruitment from CTP](#) - **RC & CH TO ACTION**

No amends to the minutes brought forward and all other actions noted as undertaken.

**Discussion on Inter-board working, the years strategies, priorities, and goals and Vice Chair role - Darren Joint****Cross-Board working**

Darren has recently attended the Employment & Skills Advisory Panel as an observer, will be attending the upcoming Food Board as an observer and soon will be meeting with the Chair of the Innovation Council, Prof. Andrew Hunter, to discuss collaborative opportunities.

From attending the Employment & Skills Advisory Panel a key point of interest was the funding for Skills Bootcamps, and potentially an opportunity for manufacturers to access this scheme, however, currently unsure as to what provision is to be offered and wishes for Clare Hughes (Employment & Skills Executive Manager - Greater Lincolnshire LEP) to attend next meeting to present the opportunity to the Board - **AO TO ACTION**

**Priorities**

Priorities for the Board remain the same, with Made Smarter being highlighted as one of the top priorities, as well as developing the GLEAM network and the provision of technical skills/engagement with IoT

Next GLEAM meeting will be held face to face at Boston College, final details to be confirmed. Interested to see what provision the college currently offer and whether there is scope for other FE colleges to follow suit; highlighting the possible.

Darren, Jeannine and Caroline Illingworth (Operations and Delivery Executive Manager - Greater Lincolnshire LEP) have been working on a timeline for delivery and creating metrics to measure against KPI's and deliverables, soon to be finalised.

#### Vice-Chair Role

Importance in role being filled in order to coincide with succession planning for the Chair role, which will soon be approaching the end of term. Having two vice-chairs for the Board may also be an option if preferred, with some of the other Greater Lincolnshire LEP Strategic Advisory Boards also having two vice-chairs to share position and workload. With no immediate expressions of interest in the meeting Darren will undertake follow up conversations with Board members and those who were interested in the role were encouraged to contact Darren after the meeting - **DJ TO ACTION**

#### IOT Update - Mick Lochran

Increasing promotion of IoT nationally with development of website and brochure. Reconstituted the curriculum group, looking at dynamic curriculum. Sam Norman from OAL (Employer Lead) gathered a dynamic list of employers for the group.

#### Open Days

All Board members invited to upcoming IoT Open Days. Mick to share invites for open days to Board members - **ML TO ACTION**

Boston - TBC

Grantham College - 13<sup>th</sup> May 9.30-11.30am

IoT/UCNL - North Lincs - Factory of the Future - 26<sup>th</sup> May - 9am-11am

Lincoln College - IoT Show & Tell - TBC

Seen an uptake in level 3 apprenticeship students undertaking more STEM subjects, engineering, digital or construction. Nationally, there is a growing interest after coming out of the pandemic in DFE. Case studies to be commissioned, hoping for one to have a Lincolnshire focus for the IoT.

SME challenge is still apparent - how we engage a meaningful number of SME's?

Working with local schools to encourage engagement with the IoT as a brand, and promote benefits to young people in choosing STEM careers and promoting the progression into higher skilled jobs. When surveying the students they often do not perceive themselves in higher level careers

Recruitment challenges - how do we work together and share the expertise across Lincolnshire? How do we engage further other than guest lecturers?

Skills shortage - employer-based lecturers statistics to be shared with the Board - **ML TO ACTION**

Inputting a universal offer across the region in order to ensure provision is consistent

ET highlighted interest Employer Advisory Board and whether committee meetings were continuing- ML to follow up with ET - **ML TO ACTION**

DT offered support to ML with working with SME's, through contractor competency scheme which has access into 240 local SMEs - DT and ML to connect and share contact - **DT TO ACTION**

New CEO to be appointed in the next 4-6 weeks. Board interested to hear priorities to work with employers and develop curriculum. Once set, priorities are to be shared with the Board. Once

appointed, CEO to be invited to next meeting. ML to share information with DJ & JT once confirmed - **ML TO ACTION**

### Made Smarter Update - Samantha Harrison (Paper 2)

*Presentation slide deck 'East Midlands MMS - Initial BEIS Briefing - 21st March 2022' was shared prior to the meeting taking place*

21<sup>st</sup> March proposal presentation with Michael Hague-Morgan, Matthew Ellis and Clare Porter

Consultant, Chris Owen (Owen and Partners Limited) based in Grantham, has been commissioned to pull whole business case together, as a cluster, combining 3 different proposals and priorities from the different areas. With the objective to work as one cohesive group to form a compelling argument for the rollout of the Made Smarter pilot in the East Midlands with a 25% increase in productivity

An investment of £7.5m over three years will:

- Dramatically boost the awareness of the benefits of IDT adoption by engaging with engaging with 800 SME manufacturing businesses (28%) across the East Midlands region through marketing, webinars, video content, workshops and physical events. This activity will inspire and motivate MDs, Owner Managers and Chief Executives to be open to IDT adoption, educate to reduce perceived risks.
- Assess 210 companies and provide guidance on how IDT adoption can deliver real business benefit.
- Intensively assist 140 (5%) SME Manufacturers by providing independent specialist expertise, grant funding, placements/internships and peer network support
- IDT adoption leadership & management training for 110 SME leaders to boost skill levels across the region.
- A predicted regional GVA increase of nearly £80m over 4 years based on data from other Made Smarter Adoption Programmes
- 130 Student placements/internships to develop the technology application skills of local HNC, HND, Degree and Post Grad students by initially placing them in digitally advanced companies then rotating them through placement assignments in businesses across the region.
- Develop the skills of existing workforce in 140 companies through interaction with the DTs, IDTA Specialists and Student Placements
- Increase regional engagement with Manufacturers by signposting those manufacturing businesses who are not yet ready for digital adoption to more traditional forms of business support

2,700 businesses could access the programme

Slide 26 - Delivery proposal streamlined - Streamline contact process, website registry and developing peer networks

Links to West Midlands - colleagues have been very helpful in sharing case studies, process flows, job descriptions and customers journeys to support the programme. BEIS keen to work with national programme

Conclusion - positive response, keen for programme to collaborate with West Midlands, costs for implementation, still waiting on final outcome - update at next meeting? **SH TO ACTION**

### Comments

NH - Risks/issues with change management and stakeholder engagement, leadership and people process management when implementing IDT

- A lot we could do to pre-empt timescales, and identify the local businesses who would suit this initiative - How can we have the opportunity to bring more businesses in? - NH to follow up with colleagues and feedback to SH - **NH TO ACTION**

DJ - Risks timescale, spending in a short amount of time and lack of central resource and no common central learning working on best practise

Common brand and common terminology is important when engaging businesses

Central resource - Who is going to deliver it? (Provision of technical training)

Longer term priorities - Localise competencies to deliver technical input

### **GLEAM Update - Charlotte Kirton (Paper 3)**

Logo has been agreed as discussed in previous meeting and have subsequently finalised the Branding Guidelines, which can be viewed [here](#).

Key points of Feedback from meeting with Mark Goldby and Daniel Symes (Nottingham Manufacturing Network):

- At the last event, Darren Joint was voted unanimously to be Chair.
- Steering Committee is needed: To be discussed - will require business representation from those who regularly attend. 5-6 people. Board members who were interested were advised to contact Charlotte directly regarding this. - **ALL TO ACTION**
- Member-led content - what are the critical issues for members? Topics to be driven by discussion at previous meeting (see this being actioned via next event at Boston College). Regional clusters to be discussed - Is there potential to share attendance across other GLEAM's?

Next event: GLEAM Networking Event hosted by Boston College

15th June - date to be circulated with Board Members **AO TO ACTION** - Face to face. 8.15 arrival-10am departure

Ongoing actions:

Request for testimonials from and video interviews with Board Members and GLEAM Businesses

1. Welcome pack/PDF for enquiries and membership registrations
2. Promotional videos for digital marketing

Board Members to contact Charlotte ([CKirton@lincoln.ac.uk](mailto:CKirton@lincoln.ac.uk)) should they wish to contribute - **ALL TO ACTION** DJ offered to contribute to testimonials

Seen an influx in membership, through referrals from the Growth Hub. Members are able to join free of charge and gain access to a range of benefits, including Affiliate Partner Membership with Make UK and carbon footprint tool zellar license offer is available - up to 30 licenses to offer <https://zellar.com/>

### **Manufacturing Conference Update - Samantha Harrison and Garry Wilkinson**

[Greater Lincolnshire Manufacturing Conference 2022 Registration, Fri 20 May 2022 at 08:00 | Eventbrite](#) - Board members encouraged to sign up - **ALL TO ACTION**

**Date and time:** Fri, 20 May 2022 08:00 - 15:45 BST

**Location:** Kenwick Park Hotel, Kenwick Park, Louth, LN11 8NR

Breakfast networking will be sponsored by the GLEAM network.

150 people capacity - able to offer one place per company to ensure support can be given to as many businesses as possible. Funded support is available - To qualify for this funded support, your business must be a small to medium enterprise (SME) based in Greater Lincolnshire

Roundtables of 10 to take place, with Board member representation to gather discussions notes - Board members sought as volunteers to host a table - please let Samantha and/or Jeannine know if you would be happy to host a table - **ALL TO ACTION** DJ offered to welcome guests and represent a table

To conclude the event, three Louth based manufacturers are kindly opening their doors for site tours providing a fascinating insight into their production practices. There will be chance to visit two of the following three businesses, though places are limited and will be offered on a first come, first served basis:

[Bottomley Distillers](#), [Micronclean](#) and [Wolds Manufacturing Services Limited](#)

#### **Spark Festival Update - Neil Main (Paper 4)**

*Below update was delivered on behalf of Charlotte Watson (Lincolnshire Chambers of Commerce)*

<https://www.sparklincoln.org/>

Thursday 7th July: Timings TBC (Preview evening for VIPs)

Friday 8th July: 10am - 4pm (Schools)

The event is open to local schools with the aim of inspiring people to take an interest in engineering - perhaps to even pursue it as a career! School groups will tour the exhibition where all stands should provide a 'have a go' activity where small groups of students can gain some practical knowledge and be inspired to contribute to the future of engineering.

Saturday 9th July: 10am - 4pm (open to the public)

On Saturday the event will then be open to the general public. On both festival days, visitors are welcomed to view a number of exhibits and interactive displays, including taking part in a number of hands-on activities, exploring our 50ft timeline of engineering history and meeting a number of representatives from local firms.

Venue: Lincoln Cathedral

Entrance fee: FREE

Board members encouraged to attend and help out on the day, and some exhibitor spaces are still available for local organisations. Board members should express interest to Charlotte Watson

[Charlotte.Watson@lincs-chamber.co.uk](mailto:Charlotte.Watson@lincs-chamber.co.uk) - **ALL TO ACTION**

#### **Highlights from papers provided for a) Covid Recovery Plan Update b) Manufacturing Growth Programme & Barometer (Paper 5 & Reports)**

*Below papers and reports were shared with Board members prior to meeting*

- G Lincs MGP Insight Report\_02 2022
- MGP LEP Insight Report\_02 2022
- MGP-EAST-MIDLANDS-Barometer-Q3-2021-2

#### **Manufacturing Transformation Programme**

Due to the success of Phase 1 of the MTP we have contracted to deliver a Phase 2. Recruitment to the new programme will commence shortly, and support will be available for another 20 businesses to access this personalised 1-2-1 intervention.

Mentoring and support is offered on a variety of bespoke subjects and skills ranging from Marketing, supply chain, internal processes including post-covid roadmap and strategy, recruitment strategy, leadership and management, lean manufacturing.

#### [Manufacturing Growth Programme - Oxford Innovation](#)

With the number of capital grant pots becoming more scarce - a reminder that the Manufacturing Growth Programme is still available to support Greater Lincolnshire Manufacturing Businesses until June 2023. Board members encouraged to promote - **ALL TO ACTION**  
AO to circulate Oxford Innovation SME Client survey results and the mid-term summative assessment from the manufacturing growth programme with minutes - **AO TO ACTION**

#### **Made in Lincolnshire**

- The [Made in Lincolnshire Brochure](#) is updated monthly on the Business Lincolnshire website
- The brochure launched in May with 73 business, now **106** businesses currently feature.
- [Press release](#) to celebrate reaching 100 businesses

#### **Business Lincolnshire Website**

Work is underway to update the look and feel of the Sector specific parts of the Business Lincolnshire website. This work will be undertaken with the assistance of the business advisers who have a strength in the various sectors - including Manufacturing.

#### **GLLEP Update - Including update on devolution - Ruth Carver**

The Growth hub and The Greater Lincolnshire LEP have now received their funding for this financial year from government and both have been slightly reduced. Reserves will be pulled on in order to continue with level of service across Greater Lincolnshire

Policy announcement around Devolution and setting out a framework for devolution for all areas, with governments ambition being that all areas would have some form of devolution by 2030 and they set out a framework which talked about all 3 levels.

10 local authority leaders across Greater Lincolnshire have been working on a proposal for a Greater Lincolnshire devolution deal, which they have set out a 10-point plan highlighting what is important and what do they from a political point of view, wish to seek powers on and asks to collaborate with government on.

In 3 week's time up until mid-June The Greater Lincolnshire LEP will be running business engagement round table discussions (Virtual and face to face) To engage feedback on devolution for Greater Lincolnshire e.g. Wider skills agenda and transportation and infrastructure, which are the normal areas for your first stage devolution. A report will be produced afterwards to highlight business community findings, what their views are and is there anything that has been missed? An online survey will also be produced and shared in order to gauge feedback.

Board members who wish to be included in business engagement roundtable discussion invitations to express interest to Amy O'Sullivan <Amy.O'Sullivan@lincolnshire.gov.uk> - **ALL TO ACTION**

#### **Comments**

CK - Today we have released a report on how manufacturing sees Levelling Up and the drive to devolution: [Levelling Up: Bridging the gap between policy and progress | Make UK](#)

#### **Any Other Business**

Manufacturing 'week' in July 2022 - National Manufacturing Day & Spark Festival

There will be a joined-up approach to promoting both initiatives - linking in with the GLLEP Careers Hub and the Enterprise Co-ordinators to ensure promotion is spread  
CK - National Manufacturing Day - <https://www.nationalmanufacturingday.org/> - Board members encouraged to share and promote - **ALL TO ACTION**

**The meeting was closed.**

**Date of next meeting**

Tuesday 12<sup>th</sup> July 2022 - 10.00am - 12.00pm - On MS Teams

**Noted Agenda Items for next meeting**

IOT Update - Mick Lochran

Skills Bootcamps update - Clare Hughes

Talent Management and Staff Retention - Kevin Ross