

Present:

James Pinchbeck (JP) Chair – Streets Chartered Accounts
 Mark Webb (MW) Vice Chair – E- factor
 Samantha Harrison (SH) – LCC
 Angela Driver (AD) – LCC
 Simon Beardsley (SB) – Lincolnshire Chamber of Commerce
 Susannah Carr – University of Lincoln
 Noreen Read (NR) - EMB
 Paula Clay (PC) - EMB
 Katrina Pearce (KP) – FSB
 Pete Holmes (PH) – BEIS
 Maggie Johnson (MJ) – North East Lincs
 Faresh Maisuria – Blueberry
 Nathan Topping – Blueberry
 Andrew Welsh – Blueberry
 John Owens – NBV
 Sean Gray - LCC

Apologies were received from:

Zoe King
 Ian Green
 Vicky Addison
 Richard Blackmore
 Andrea Huscroft
 Scott Fleming
 Helen Thompson
 Ruth Carver

James Pinchbeck declared an interest that he is also a board member of NBV and Nwes.
 Mark Webb declared he provides support for E-Factor as well as being a board member.

Approval of minutes of meeting from Governance Board Meeting 21st October 2020 – James Pinchbeck

All approved minutes of last meeting – no outstanding actions.

Update and Discussion

Growth Hub Update – AD

AD mentions the BEIS Annual report extract included in the meeting papers. If any board

members have any questions regarding the report AD is happy to answer those.

AD runs through page 3 of the Governance Slide presentation provided. This covers the stats that reflect the total number of businesses supported and how they have been supported during the past year. The total number of business engaged is up 40% on the previous year so a significant increase. However, the number of businesses receiving 3 -11 hours of support is lower than the previous year. This is due to the nature of the support that the businesses require, for example, quick access to specific questions when needed as opposed to needing more in depth and on-going support. The number of businesses receiving over 12 hours of support is roughly at the same level as the previous year.

Advisors have returned to face to face interaction with clients but it is acknowledged that there will likely be a blended approach going forward. A survey has been carried out through the BL events activity to see how businesses feel about returning to face to face events. Around 1/3rd are ready now to return back to face to face events, 1/3rd never want to return to face to face events and the final 1/3rd wish to return to face to face events between November 21 and January 22. Taking this into account BL are looking at continuing with online events in the short term, with face to face events returning towards the end of the year.

AD runs through future plans of the Growth Hub which are covered in the slide presentation.

AD states that the ERDF project will continue to be monitored to ensure that the objectives and outcomes continue to be met.

Working closely with the full East Midlands Cluster as the Cluster Lead to provide support to sectors that need it across the cluster. The Business Resilience programme is in place across the East Midlands area, which will be looked at building upon with other common areas of support need such as Net Zero, Access to Finance and Industrial Digitalisation.

Various areas of the Business Lincolnshire website are having new content developed, including for example, a new section focussing on Net Zero and development of the Visitor Economy sector pages.

Scale Up support contracts are coming to a natural end so it is a good time to revisit the provision to make sure it is still meeting business demand and need.

The team are developing meet the buyer and procurement events and **SH** states that BL are happy to partner with any of the BROs or other board members to help deliver these flagship events.

Also **SH** highlights that previously the Growth Hub received £246,000 to deliver Growth Hub services, whereas during the last year the team had managed the commissioning and delivery of £3.6million worth of Covid Recovery and EU Transition support, including additional advisory support and grant funding.

JP asks for clarification as to whether or not the financial report covered in the meeting papers are annual and whether it is a framework report.

AD confirms the reports are bi-annual - completed in October and May of each year. The report is made up from a template narrative report and a download of firm level data (interaction with each business on an hour by hour basis) provided from GH CRM system.

BEIS review the reports and plan to meet individual Growth Hub teams in July. There is also

<p>an independent evaluation of the returns through a 3rd party supplier – Technopolis. Results will be shared with the board.</p> <p>JP states that it is important to respond to local business support requirements as well as balancing the report requirements.</p> <p>MW asks where the future plans originate from and how are the priorities decided.</p> <p>AD reports that the plans respond to a number of strategic requirements, including the direction set by the LEP Board, as documented in the LEP Recovery Strategy, the County Council as set by the LCC Corporate Plan and the Funders, for example from ERDF and BEIS, such as the cluster lead role.</p> <p>SB states that it would be worthwhile to have a year on year comparison of the figures from the report.</p> <p>JP states that the board should consider what is success in terms of Growth Hub and how has the board helped to achieve this, to be discussed at the Growth Hub Governance planning meeting</p>	<p>Incorporate comparison figures in future reports.</p> <p>GH success criteria to be discussed at the GH Governance Planning meeting.</p>
<p>Community Renewal Bids - SH</p> <p>SH runs through the Community Renewal Funding (CRF) bids – information included in the slide presentation provided. The delivery window is very tight - if successful the fund will need to be delivered by 31st March 2022. The fund is a precursor to the UK Shared Prosperity Fund. 18 bids have been submitted to Government for the next stage of review – we will find out at the end of July if these have been successful.</p> <p>KP asks whether or not the Start Up Scheme in the Entrepreneurship project is aimed towards just young or older age bracket of people. SH confirms that it isn't exclusively for younger or older people, however it is targeted more specifically at these groups. This is to ensure that no new talent is missed and people with more experience are able to share knowledge.</p> <p>CRF funding is predominantly to be focussed towards the Priority areas of East Lindsey, Boston and Lincoln City, however the 3 Growth Hub bids will include provision across the whole of Lincolnshire, albeit with scaled down provision.</p> <p>JP queries whether the Digital Lincolnshire programme will cover hybrid working. SH confirms that there is support for up-skilling and re-skilling on the agenda as well as a grant programme which can be used for hybrid ways of working. Also, there is an advisory support attached to the programme to help them adapt to a hybrid way of working.</p> <p>JP asks whether there is scope for the Entrepreneurs academy to cover the FE sector. SH confirms that the University already has a programme for Lincolnshire's indigenous graduates who want to start a business which provides a start up 'boot camp' and access to seed corn grant. The CRF bid will open up a version of this programme to you people who don't have a degree but do have a good idea and want to set up a business.</p> <p>SH mentions that the Growth Hub is in partnership with the Lincolnshire Chamber of</p>	

Commerce in providing the Health & Wellbeing Hub. Please see link below:

<https://www.lincs-chamber.co.uk/campaigns/leadership-and-wellbeing/>

EU Transition Blueberry Research Findings

Blueberry provided a presentation attached with the minutes for information which reflects the findings that they have made from research that they have carried out, and how this information can be used when planning future provision.

JP states it is important to note the lasting impacts that leaving the EU will have on businesses within certain sectors and how can we use this report to solve potential issues.

JP asks if you ask a business what support they would like, funding is always high on the list. Is there anything specific that they would use this funding for specifically?

Blueberry confirms that funding is one of the highest on the list type of support they would like. The priorities seem to be with solving cash flow issues as well as high interest in innovation and diversification. Digitalisation is also another priority.

MW states access to finance becoming more and more important.

MW also states that the view that issues around leaving the EU are short to medium term should be taken with some level of scepticism as the reality is that it is more likely to be medium to long term.

KP reiterates the previous points by saying businesses have said similar and that the issues will not be short term. KP also states that it is difficult to distinguish between Covid and EU exit issues and asks whether it is necessary to separate and analyse which is causing the issue.

Blueberry confirms that their feedback has resulted in the same.

JP asks whether in the research it was picked up on where businesses went for advice and support or did businesses assume that issues will sort themselves out.

Blueberry – Feedback was provided from research in order to provide support around what businesses felt they needed as a number of businesses didn't realise how they would be impacted by the EU exit.

SB states that it is important to make sure that we make the most of the opportunity to help

<p>sectors to grow such as Agri-food due to increase in costs.</p> <p>Blueberry confirms that increase in costs has been an issue to a lot of businesses and that more support could be provided for these businesses.</p> <p>SH states that the Business Resilience programmes are being continued to allow for an on-going import and export support provisions as well as business resilience provisions looking at cost restructures and innovations and the results found in this report can help to shape the support going forward. There is also an Internationalisation Strategy in place which is funded by the DIT and provided by Deyton Bell which is in a draft stage which can be brought to a future meeting.</p> <p>SB states that there is a real opportunity to move quickly to implement any support from the advantages that we have at this stage.</p>	<p>Draft Internationalisation strategy to be discussed at a future meeting</p>
<p>Start Up support discussion</p> <p>NBV update provided by John Owens.</p> <p>SH provided a quick introduction to the full start up support in Lincolnshire that sit directly under the Growth Hub's support offer. The University of Lincoln provide start up support to graduates. NBV, Princes Trust and E-Factor jointly provide the broader business start-up support.</p> <p>JO provides an overview of NBV and the support that they provide such as the 3 day Starting in Business programme. As these are now provided on Zoom which has helped increase the levels of attendance as there is less travel involved. A blended approach of face to face and online sessions will be continued going forward.</p> <p>In March 2021 402 individuals had completed the course. Funding is provided to cover the Starting in Business course until 2022 with potential for extension to 2023.</p> <p>Grant funding is also provided by NBV across all of the East Midlands including Greater Lincolnshire, however the grant pot has now been fully allocated. NBV are seeking to add funding to the grant pot if possible.</p> <p>At the end of March 2021 135 businesses had received a minimum £1k grant. Total grant value awarded was £267,885 with the average grant being for £1,984. This attracted £1,002,800 in private sector match.</p> <p>MW states that E-Factor have also been carrying out online advice but are slowly returning to face to face sessions however a blended approach will remain in carrying out a 1-2-1 and 1-2-many support. MW also mentions a 12 month start up academy has been created due to an increase in demand. The attitude across majority of growth hubs is that the start-up support isn't recognised. The GH needs to focus on making sure that entrepreneurs want to start up business in Lincolnshire.</p> <p>Before the first lockdown in March 20 MW states that E-Factor had around 15 enquiries per month, since this point the enquiries are up to around 40 enquires per month.</p> <p>JP states that we should revisit this agenda item again in a future meeting.</p>	

<p>Future Meeting structures and frequency.</p> <p>JP, MW, SH and AD have had a meeting regarding the structure and frequency of the board meetings. There is another meeting scheduled in to have a look at the role of the Growth Hub board as well as the strategy of the Growth Hub board as well as the input and outcome of the meetings. This is opened up to all board members if they have any contributions. The proposed frequency would be a bi- monthly meeting that is shorter in length.</p>	
<p>AOB: None</p>	
<p>Date of next meeting: TBC</p>	

DRAFT