



Minutes of the Greater Lincolnshire LEP Manufacturing Committee

12th October 2021

MS Teams

Draft Minutes

Present:

Darren Joint (Chair, Viking Signs), Ruth Carver (GLLEP), Samantha Harrison (GLLEP), Charlotte Horobin (Make UK), Garry Wilkinson (NatWest Bank), Neil Harriman (Economic Growth Solutions), Jeannine Thornley (LCC), David Earnshaw (Parkinson Harness Technology), Neil Main (Micrometrics), Michael Hague-Morgan (Autocraft Drivechain Solutions Ltd), Robert Willey (Househam Sprayers), Ahmed Elseragy (Enterprise School of Engineering), Kevin Ross (NAMRC), Edward Tong (Tong Engineering), Mark Kempton (Dynex), Sam Pask (Grantham Engineering), Stevie Joynson (North Lincs Council), Amy O'Sullivan (GLLEP), Paul Burrows (KryptoCloud Cyber Security Presentation),

Apologies and Declarations of Interest:

Apologies: Justin Brown (LCC), David Caddle (Economic Growth Solutions), David Talbot (HCF CATCH Ltd), Helen Doughty (SHD Composites), Nick Broom (Siemens), Ray Newell (Oakwell Management Services Ltd)

Full declarations of interest for each individual Committee Member can be found at:
<https://www.greaterlincolnshirelep.co.uk/about/boards/>

Minutes and Matters Arising (Paper 1) - Samantha Harrison

Matters arising

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

Link to the Spark Education Pack for new attendees can be found as below: -

Link to the SPARK Education Pack - <https://www.dropbox.com/t/ZtwkSUtQQiwyA95H>
Password - SPARKTHEEBP2021

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. **ACTION ALL**

Community Renewal Funding - there has been further delay - currently uncertain when we will receive an update.

Made In Lincolnshire Brochure - Jez from Shooting Star has been commissioned to approach MIL featured businesses to capture if they have had any success directly from being featured in the brochure.

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

Cyber Security in Manufacturing - Paul Burrows - KryptoKloud

PDF presentation distributed with minutes.

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Link to free risk audit tool - [COBRA Lite \(cognitofirms.com\)](https://cognitofirms.com) - please see email content for the password.

CH - Link in chat - [Cyber Resilience: The Last Line of Defence | Make UK](#)

Made Smarter - Review and Update - Samantha Harrison

1st East Midlands Growth Hub working group meeting has taken place between GLLEP, D2N2 and Leicester and Leicestershire LEP to work up an East Midlands proposal to be considered for the next Made Smarter roll-out.

BEIS officials have asked for national roll out the Made Smarter programme as part of their request to Comprehensive Spending Review - outcome due 27 October.

The East Midlands model will look similar to the other MS pilot programmes currently running, the programme includes Digital Transformation specialist support, project scoping, workshops, digital roadmap, technical internship funding support.

Currently, all East Midlands cluster LEP's are pulling their supporting evidence together. Next meeting on 19 October - CH will be joining from MakeUK.

The meeting after this will then involve the wider group including MHM, DJ and representatives from the Universities.

Additionally, GLLEP/D2N2 LEP's as part of their spending review asks have also put forward a £5.9m East Midlands bid for a 2-year programme - 800 SME's beneficiaries focusing on food sector.

Therefore, we have a 2-pronged approach - one through the LEP and one by lobbying directly, aligned with the Midlands Engine and Make UK.

It was noted that the West Midlands and Humber model operate differently - **invite representatives to speak at the next meeting to inform the board and shape the direction of travel**. KR has a contact in the West Midlands. **ACTION SH**
[Made Smarter: Funding set to boost 'smart' manufacturing across the Humber » Humber LEP](#)

Largest North West recipient is Barry Leehey from Playdale Playgrounds - Charlotte to approach for a presentation at a future Board Meeting. **ACTION CH**
<https://www.madesmarter.uk/resources/case-study-playdale-playgrounds/>

Just as a note - this bidding activity is via a competitive tender approach.

GLMN Update - Ahmed Alseragy and Darren Joint

PDF presentation distributed beforehand.

Next event on 30 November 2021 on the theme of Skills - current and into the future.

Event No 6 in 2022 will hopefully form part of the Manufacturing Conference agenda, using a blended approach of face to face and online. Date and venue to be confirmed - late Q1. **ACTION Business Lincolnshire Team and GW**

Dedicated Project Manager appointed - Sarah Eyre - seyre@lincoln.ac.uk - 1 day a week.

GLMN need to do more to capitalise on the relationship with MakeUK. Appoint someone from the internal UOL to attend affiliate partner group meetings and cascade relevant information to GLMN members.

SJ is happy to disseminate all information on the GLMN membership and events to her Manufacturing businesses via dedicated newsletters etc. Stevie to be added to the mailing list.

ACTION JPT

Discussion on membership - What are the benefits? Who can be members? Can non-members attend events? Forming a definitive offer has been a challenge remotely as part of the benefit was seen as forming a cohesive group of manufacturing businesses and specialist support to share ideas, best practice and intertrade. Industry tours and speakers are valued by members of this sector, and collaboration. The word 'membership' puts people off - and they prefer not to be spoken 'to', they prefer a discussion. These ideas for the vision should be taken forward into year 2 to shape the network.

A mandate for Year 2 needs to be worked up with clear expectations and targets. **ACTION - GLMN Steering Group**

Covid Recovery Plan Update (Paper 2) - Jeannine Thornley

JPT referred to Paper 2 and asked that everyone cascades information on the support programmes to their networks. **ALL TO ACTION**

Particular highlights

Manufacturing Peer Networks is recruiting for Cohort 2. Phase 1 received some great accolades.

Made In Lincolnshire - we are actively capturing success stories through Jez at Shooting Star. Particularly interested in Inter-trading and supply chain successes attributed to the brochure.

Date for your diary - GLMN - 30 November - online - [Meeting Registration - Zoom](#)

GLMN LinkedIn profile - please give it a follow - [\(5\) GLMN - Greater Lincolnshire Manufacturing Network: Overview | LinkedIn](#) **ALL TO ACTION**

Manufacturing Growth Programme & Supply Chain Programme - Neil Harriman

MGP

Demand for consultancy grants remains very high - despite clients being extremely busy. Because of a shortage of capital grants available, Oxford Innovation have pulled some monies forward from next year as several clients were looking at re-shoring and we didn't want to miss the opportunity - capped at 43% intervention rates.

The regional Manufacturing Barometer was included with the meeting's papers for information. Along with the G Lincs and national insight reports.

SCIP

See paper 2 for full information on the programme.

Supply Chain Final Programme PDF report distributed beforehand.

Supply Chain Evolution exercise - most clients put themselves between stage 1 and stage 2. Which means that there is a huge opportunity for improvement.

Recommendations - fundamental business issues

- Data, ICT integration, implementation of basic KPI's and metrics, focus on upstream and downstream aspects, standard operating procedures, material stock and inventory

SH - Rutland as an area will be embedded into any future bids for support provision.

GLLEP Update - Verbal - Ruth Carver

Quick recap over the 4 priority areas for the GLEP team

- Game Changing Sectors - UK Food Valley, Freeport's, Defence and Clean Growth
- Economic Recovery
- International Trade and Reputation
- Strengthening the core LEP

Darren, Samantha, and Jeannine presented at the LEP Board last month - this is an annual occurrence to talk about what the Board has achieved and to present an action plan and discuss what resources may be needed for future plans.

GLEP Conference - 2 November - at the EPIC Centre - [The Greater Lincolnshire LEP Annual Conference 2021 Tickets, Tue 2 Nov 2021 at 08:30 | Eventbrite](#) DJ was keen to encourage participation from the Board to work with the GLEP to shape the content for next year's conference from a manufacturing business perspective.

Big in-tray items: -

- Labour market shortages, in the country and in Greater Lincolnshire. Please feed in directly to the team (RC, SH, JPT, AOS) what your challenges are in the labour market currently
- Energy costs
- HGV drivers
- We are continuing to gather rich local intelligence to feed into government. And to look at our own resources to see what innovative solutions there are across GL.
- Co-ordination and opportunity around NetZero - energy infrastructure, clean growth energy, supporting businesses with their net zero journey

Comprehensive Spending Review on 27 October as part of the budget - and potentially a speech on levelling-up which sets the direction for Business support organisations.

FE Technical Provision Discussion - Darren Joint

DJ - Are you training people using FE provision? What experiences are you willing to share?

KR - AMRC Training Centre is a great example of how to train apprentices - [AMRC Training Centre | AMRC](#) A good blueprint model.

SP - We have used Grantham College apprenticeship provision and had a lot of success in the past. However, we have seen a decline in the success in more recent times. We have looked further afield at Derby UTC - however, there is the problem with transport for young people. We have branched out to 18-20 yr. olds who have their own transport, but fundamentally - as a business we want to support Apprenticeships.

DE - Boston College is actively engaging with employers and achieving good levels of success - this is being co-ordinated by George Bell.

The success started with EMAT - followed on with investment in IOT and we also have a digital logistics and transport specialist area - and having made that investment, there is a real drive to achieve a return on that investment.

IOT has helped us steer it - and help create and keep the momentum.

Manufacturers on the Board have asked questions about what is the curriculum plan that is backing up all the CapX.

Existing customers / consumers of apprenticeships and skills training have input and attend the regular employer engagement events - voicing what the business community wants out of the college and are very much engaged. The college also recognises that they are the people putting money in - customers come first.

GW - Early engagement is key - limited careers advice in schools. How do we engage and make young people aware of what is available in the sector? Does the Board have a responsibility with the future workforce? Do we have any / or enough engagement with the UTC?

NM - Governor of Lincoln UTC. The provision is for local young people - as travel is a barrier for attendance. Around 20 Lincoln companies that work with young people on tours, work placements for example 1 day a week for a whole term.

It was always a priority for Lincoln UTC to engage with the business community.

Lincoln UTC is now full, with a waiting list for next year.

RC - The challenge is Employer Engagement - is there an offer from this Board to make an offer and get involved? Happy to facilitate.

Give an hour initiative - across 107 senior schools - [Give An Hour | Greater Lincolnshire LEP](#)

Enterprise Advisor Programme - [Enterprise Advisers | Greater Lincolnshire LEP](#)

The Careers Hub - New initiative - currently being recruited - [Greater Lincolnshire Granted Careers Hub Status by Department for Education | Greater Lincolnshire LEP](#)

11 out of 70 Enterprise Advisors are manufacturing companies - -so that is a good representation.

The IOT is only 1 dimension - with a small employer engagement group.

SJ - In North Lincolnshire - there are 2 generations being targeted - school leavers is one but also working with currently employed staff to transition them to have the skills to fill the current vacancies. Benefits and career progression is important when looking to attract new talent.

GW - In the post pandemic world - employee expectations have changed, and employers in the manufacturing sector need to keep up with need for flexibility and work / life balance e.g., parental shifts.

IOT Presentation - Julian Free

We were unable to secure a speaker. Carried forward for the next meeting. **ACTION JPT**

Board Make-Up - Samantha Harrison

Pleased to see several new businesses joining us today to see how the board operates and whether they are interested in joining.

Still open for new members - particularly for Rutland, North and North-East Lincolnshire, food manufacturing, renewables and clean growth areas.

Any other recommendations please forward through to SH, DJ or JPT - **ACTION ALL**

Any Other Business

KR - Nuclear AMRC Manufacturing Summit - 16 / 17 November - [Nuclear Manufacturing Summit - Nuclear AMRC \(namrc.co.uk\)](#)

HVMC - Has a new CEO - Katherine Bennett who has a very positive SME agenda.

The meeting was closed.

Date of next meeting

Tuesday 18 January 2022 - 10.00am to 12.00pm - **On MSTeams**

Noted Agenda Items for next meeting

IOT Presentation - Julian Free

Update on the Defence Board

EM Digital Industrialisation & Manu Support Framework outline

DRAFT