

**DORSET LOCAL ENTERPRISE PARTNERSHIP: BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING**
**11 MARCH 2020 - 09.30 AM TO 11.00 AM**
**BOURNEMOUTH UNIVERSITY, COMMITTEE ROOM, 5<sup>TH</sup> FLOOR, POOLE HOUSE, TALBOT CAMPUS**
**AGENDA**

Time	Item	Subject/ Title	Presenter	Paper	Recommendation
09:30	1.0	<b>Standing Items</b>			
	1.1	Welcome & Apologies		-	
	1.2	Action & Decision Log	Finn Morgan	- <b>Paper A</b>	To review
09:40	2.0	<b>Purpose and People</b>			
	2.1.	• Membership	Finn Morgan	- <b>Paper B</b>	To appoint a Vice-Chair
	2.2.	• Nomination of a Vice Chair			
09:50	3.0	<b>Strategy</b>			
	3.1	Inward investment and internationalisation <ul style="list-style-type: none"> <li>o HPO Round 1 &amp; Round 2</li> <li>o DIT Summary of Dorset Inward Investment 2019/20</li> </ul>	Finn Morgan Rob Emony (DIT)	- <b>Paper C</b> - <b>Verbal</b>	To note and discuss
	3.2	• High growth businesses in Dorset <ul style="list-style-type: none"> <li>o Scale-up support</li> <li>o Dorset high-growth businesses – business intelligence data</li> </ul>	Finn Morgan	- <b>Paper D</b>	To note and discuss
10:40	4.0	<b>Future business</b>			
	4.1.	Forward Plan <ul style="list-style-type: none"> <li>• Draft Forward Plan</li> </ul>	Finn Morgan	- <b>Paper E</b>	Dates and agenda items discussed and agreed.
10:55	5.0	<b>Any Other Business</b>			

**Note: Date of Next Meeting – Monday, 11<sup>th</sup> May 2020 (09:30 - 11:00). Venue to be confirmed.**

**DORSET LOCAL ENTERPRISE PARTNERSHIP: BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING  
WEDNESDAY 11 DECEMBER 2019, 09:30 – 11:00**

**ACTION & DECISION LOG**

1. **PRESENT:** John Sutcliffe – Chair (JS), Finn Morgan (FM), Geoff Sagar (GS), Helen MacSorley (HMS), Ian Jones (IJ), Jayne Codling (JC) & Mark Howell (MH), David Walsh (DW)

**APOLOGIES:** Adrian Trevett (AT), Arabella Lewis-Smith (AL), Ian Girling (IG), Nick Gains (NG), Rob Emony (RE) & Sophia Story (SS)

**ALSO IN ATTENDANCE:** Jamie Sergeant (JST)

Item	Subject/Title	Action/Decision	Owner	Deadline	Progress
2.	<b>Purpose and People</b> - Terms of Reference - Membership - Nomination of a Vice-Chair	2.1. <b>HMS</b> would circulate the conflict of interest policy, <b>ALL</b> who wish to remain on the committee to sign and return a copy of this which will be published on the DLEP website (personal details to be censored).	HMS	20/12/19	
		2.2. Following an in-depth discussion about the Terms of Reference (ToR), the following key points were raised:	-	-	-
		2.2.1. - The Nolan principles were highlighted of particular note in the document.	-	-	-
		2.2.2. - ALL were in agreement to undertake the responsibility to shape the objectives and refine the focus on activities as the work of the committee progressed.	-	-	-
		2.2.3. - <b>HMS</b> would update the table in section 4.6. to include Local Authority representatives.	HMS	20/12/19	
		2.3. The ToR were agreed by the committee.	-	-	-
		2.4. <b>FM</b> clarified a representative from the Department for Business, Energy and Industrial Strategy (BEIS) would be approached to join the committee once a permanent post had been appointed in the role for continuity purposes.	FM	ongoing	

		2.5.	Nominations for a Vice-Chair were sought from the wider membership of the committee. No nominations were put forward and it was agreed that this would be raised at the next scheduled meeting of the committee in March 2020.	-	-	-
		2.6.	It was agreed that the committee needed to prioritise how Dorset is collectively being sold by really understanding its offer, how existing opportunities are being identified and utilising resources in an effective manner.	-	-	-
3.	<b>Strategy</b> Delivering a programme of Business Growth and Inward Investment for Dorset: - Dorset's Local Industrial Strategy (LIS) - Dorset LEPs Delivery Plan - Mapping of existing programmes - Inward investment and internationalisation	3.1.	<b>JS</b> provided clarity around the approach to that had been taken in producing Dorset's LIS.	-	-	-
		3.2.	It was agreed that understanding the working relationships and focussing of resources to benefit Dorset as a whole a fundamental part of developing the Committee's role in implementing the 'business environment' element of the LIS.	-	-	-
		3.3.	It was agreed that members of the committee would identify two or three high-level priorities for the Dorset community with their respective networks.	ALL	11/03/20	
		3.4.	<b>JS &amp; FM</b> would discuss how to take forward a pilot of the GREAT campaign with the aim of identifying relevant local case studies that would align with the themes campaign and the LIS.	JS & FM	ongoing	
		3.5.	Members of the committee were encouraged to maintain dialogue virtually to retain momentum. <b>JS, FM</b> and <b>HMS</b> would contact the wider committee with a proposal for how to do this in due course.	JS, FM and HMS	17/01/20	
		3.6.	<b>JS</b> would provide an update to the Dorset LEP Board meeting in January and report back at the next committee meeting.	JS	11/03/20	
4.	<b>Future Business</b> Forward Plan	4.1.	It was agreed that the Forward Plan agenda item would be carried over to the next committee meeting. <b>HMS</b> would add this to the agenda for the next meeting.	HMS	11/03/20	
5.	<b>Any Other Business</b>	5.1.	<b>HMS</b> would liaise with committee members to secure the most mutually convenient schedule of dates for future committee meetings.	HMS	17/01/20	

**Business Growth & Inward Investment Committee membership**

- John Sutcliffe (Chair), Dorset LEP Board member and Director of SMI Consulting
- Ian Girling, Dorset LEP Board member and Dorset Chamber of Commerce and Industry
- Arabella Lewis-Smith, Dorset LEP Board member and Founder Salad
- Cllr Mark Howell, Dorset LEP Board member and BCP Council
- Nick Gaines, Dorset LEP Board member and Bournemouth University
- Sophia Story, Dorset LEP Board member and 3 SIDED CUBE
- Adrian Trevett, BCP Council
- David Walsh, Dorset Council
- Dan Cox, Arts University Bournemouth
- Ian Jones, Bournemouth University
- Geoff Sagar, Bofa International
- Michael Straughan, Sunseeker International
- Glyn Hughes, BAE Systems
- Jayne Codling, Enterprise Europe Network

**Other co-opted representatives**

- Rob Emony Department for International Trade (DIT)

## BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING

### High Potential Opportunity (HPO) scheme – Department for International Trade(DIT)

11 March 2020

For discussion

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#### 1. PURPOSE

To update Committee members on the Government's High Potential Opportunity scheme and what that means for Dorset.

#### 2. SUMMARY/BACKGROUND

In May 2018, the then International Trade Secretary Dr Liam Fox launched a new drive to attract more than £30 billion of investment to 68 projects across the UK. This drive was named the High Potential Opportunity (HPO) scheme.

The HPO scheme, coordinated by the Department for International Trade (DIT), identifies opportunities to attract foreign direct investment into emerging sectors, regions and clusters – creating new jobs and growth. As such, the 68 initial projects as part the first round of HPOs was spread across the country.

In May 2019, Dorset was awarded with an HPO by DIT for Sustainable Aquaculture which is available on Dorset LEP's [website](#). Since then, Dorset LEP has been actively promoting this in partnership with colleagues from the two local councils and Dorset Growth Hub, to try and attract overseas investment from non-UK businesses/investors. We have also very recently run a successful national Aquaculture Expo at Kingston Maurward which was attracted circa 100 attendees.

A further campaign to promote the first round of HPO's is being run by the DIT's HPO team; this is being done in a phased manner and Dorset's campaign is due to commence very soon.

#### HPO Round 2

In February, DIT announced a second round of HPOs and invited LEPs to make submissions into this call. Round 2 will look to align the Programme more closely with the Industrial Strategy's Grand Challenges, enabling the DIT to support the Government's strategic priorities. This will enable the Government, in their words, "to drive investment towards the sections of the economy that will put the UK at the forefront of the industries of the future, as well as unleashing potential across the whole of the UK."

The four Grand Challenge themes are:

❖ **Future of  
Mobility**

❖ **Ageing  
Population**

❖ **AI & Data**

❖ **Clean  
Growth**

Each LEP is able to submit one individual and multi-LEP nomination. A nomination must have a **clearly defined specific commercial opportunity, capable of attracting sustained investment** for it to be eligible for the HPO Programme.

The DIT have invited LEPs to submit outline proposals (in the form of 500 word executive summaries) which they will provide some initial feedback on. Dorset LEP has submitted the following at this stage of the process:

- FinTech and Cyber Security
- One Health
- Marine Autonomy (multi-LEP nomination)

As we are only permitted to submit one individual submission, we will continue to evolve the two individual proposals ahead of the 20<sup>th</sup> April deadline. Any feedback received on the initial proposals will also be taken into account before making a final decision on which nomination to submit.

The full timeline for Round 2 is as follows:

- 28<sup>th</sup> Feb – Exec summary submission deadline (optional)
- 27<sup>th</sup> March – Feedback received on exec summary
- 17<sup>th</sup> April – Nominations submission deadline
- 12<sup>th</sup> June – Successful nominations announced

The Government has indicated that up to 25 HPOs will be awarded as part of this call.

### 3. RECOMMENDATION

To note the proposed themes and discuss.

## DORSET LEP BOARD MEETING COVER SHEET

### Dorset LEP scale-up businesses and support

11 March 2020

For discussion

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#### 1. PURPOSE

This paper provides an overview of the number of scale-up business located in Dorset. It also provides a short summary of Dorset LEP's targeted programme of support that will take place in 2020/21 as a pilot programme.

#### 2. SUMMARY/BACKGROUND

A scale-up business is defined as: "an enterprise with average annualised growth in employees or in turnover greater than 20 per cent a year over a three-year period, and with 10 or more employees

In 2019, the Scale-Up Institute identified that there were 380 companies in Dorset that met the definition of being a scale-up because they have increased turnover or employment by more than 20% annually.

Dorset scale-ups are employing around 30,000 staff and their turnover is worth in the region of £2.2 billion. This is according to research by the SUI based on 2017 ONS data.

Of the 380 scale-up businesses, only 50 are visible – i.e. only 50 are required to publish full accounts due to their level of turnover. These businesses are listed in **appendix A**.

Dorset LEP recently tendered for a service provider to deliver a scale-up business development programme to assist owners, directors and senior leaders from small and medium sized enterprises (SMEs) to develop their skills, knowledge and expertise, to enable growth within their business. A number of applications were made and, after a period of evaluation, a preferred provider was selected.

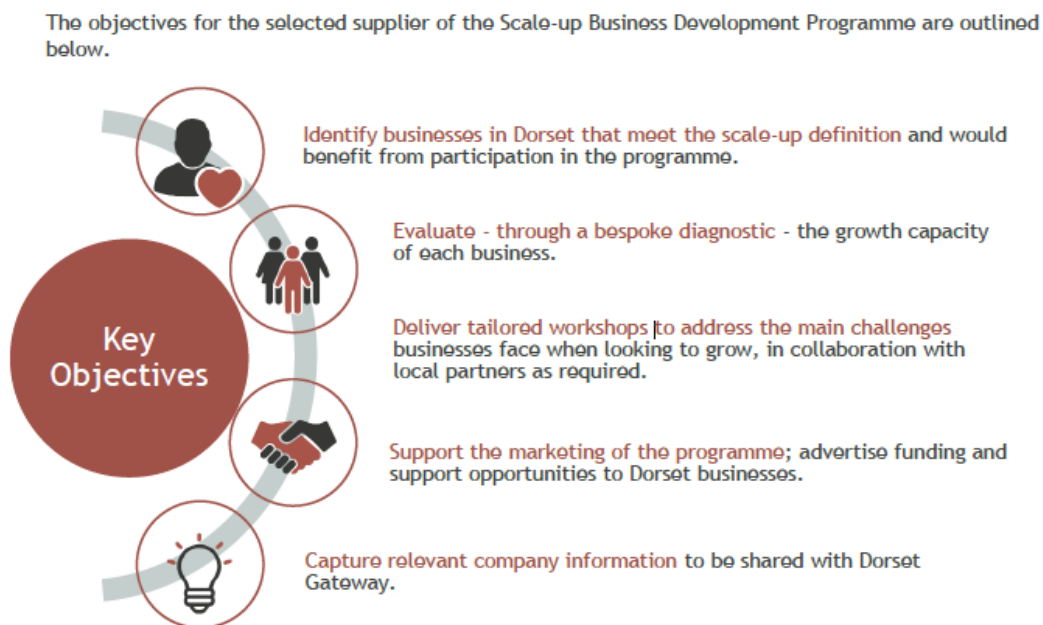
During 2020/21, Dorset LEP – via its Dorset Gateway service – will deliver a tailored and targeted programme of support for scale-up business in Dorset, in partnership with the selected provider. Whilst the criterion used for defining a scale-up will be used to help direct the types of businesses that are supported by this programme, the full criteria for eligible businesses will be agreed at inception with the provider. This will mean that there is flexibility to work with those businesses that might have great growth potential but may not meet the full definition of being a 'scale-up'.

As part of the tender requirements, we have stated that the following outputs and outcomes are required by Dorset LEP by 31st March 2021:

- Minimum of 30 businesses supported and engaged with 12 hours of scale-up support each;

- Held a minimum of five workshops tailored to meet the needs of scaleup or high growth potential businesses;
- Engaged with 15 businesses in the creation of a business growth Action Plan leading to sustainable scale up for the SMEs concerned. These Action Plans will be a bespoke plan for each business and directly reflect the nature of their business needs;
- Signposted a minimum of five businesses into a tailored support package to help address identified barriers to business growth;
- Produce regular reports and programme monitoring documents for sharing with Dorset LEP;
- Collate evidence illustrating the impact of the programme;
- A minimum of 80% satisfaction rate from businesses engaging with the programme.

A high-level outline of the programme can be found in figure 1 below.



*Figure 1.*

Further, more detailed information will be made available to the Committee once the contractual documentation has been signed by all of the required parties.

### 3. RECOMMENDATION

To invite the scale-up development programme supplier to attend the next BG&I Committee meeting to discuss the programme.



**Appendix A****DORSET – 50 COMPANIES**

Osprey	Lush
Platform One	M.B. Crocker
Pukka Pads	Mauvevorx
Pullman Premier Leisure Limited	McCarthy & Stone
Reliance Scrap Metal	Mildren Construction
Richmond Group	Mploy
RiskSTOP Group	NMS International Group
Sunseeker Poole	NWM
The Bowmill Group	4Com
Towngate Personnel	A.P. Chant
Woodmace	ADS
Wyatt Homes	Agincare
Wyvern Cargo	Anglo-Continental
Cynergy3	Ankers & Rawlings
EIMS Global	Arrowedge
Field International	Blackmore
Ford Civil Engineering	BOFA International
Goulds	Bourne Group
Haskins	Buckland Care
Hoburne Holidays	C G Fry & Son
Holton Homes	C. Smart Agricultural Services
Iracroft	Canford Healthcare
Jade Aden Services	Ceuta Group
KAMM Group	Charles Trent
Kondor	Clipper Contracting

Dorset Local Enterprise Partnership

Business Growth and Inward Investment Committee – Forward Plan 2020/21

Date of Meeting	Subject	Detail	Theme	Lead	Expected outcome
11 <sup>th</sup> May 2020	European Funded support programmes	To provide Committee members with details of current and new European funded projects.	Business Support Mapping	FM	Members will have a better understanding of the European funded projects in Dorset.
11 <sup>th</sup> May 2020	High Potential Opportunity update	To provide information on the final submissions into Round 2 of the HPO scheme.	Inward Investment	FM	Members are updated regarding submissions into Round 2 of the HPO scheme
11 <sup>th</sup> May 2020	Innovate UK	Discussion with Innovate UK regarding what steps can be taken at a local level to drive investment in innovation.	Innovation and business growth	FM	Make recommendations on measures to support business innovation funding in Dorset

Proposed future meeting dates

- 11<sup>th</sup> May 2020
- September 2020
- December 2020
- March 2021