

DORSET LOCAL ENTERPRISE PARTNERSHIP: BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING

27 September 2021 - 09.30 AM TO 11.00AM

ZOOM MEETING

AGENDA

Time	Item	Subject/Title	Presenter	Paper	Recommendation
09:30	1.0	Standing Items			
10 mins	1.1	Welcome & Apologies	- John Sutcliffe	Verbal	
	1.2	Action & Decision Log	- John Sutcliffe	Paper A	To review
09:40	2.0	Strategy			
30 mins	2.1	Key Sector Support <ul style="list-style-type: none"> o Sector level supply chain proposal o Promoting and resourcing key sector support 	- John Sutcliffe	Discussion	To discuss proposals and make recommendations
20 mins	2.2	DIT Investment Services Team <ul style="list-style-type: none"> o Inward Investment update o Possible DIT Virtual Tours 	- Rob Emony	Verbal	To note and discuss
20 mins	2.3	Low Carbon Energy Plan <ul style="list-style-type: none"> o Net Zero and the UN Race to Zero – support for Dorset businesses o Current and future work 	- John Sutcliffe	Verbal	To discuss and make recommendations
30 mins	2.4	Dorset Business Support <ul style="list-style-type: none"> o BCP Council update o Dorset Council update o Dorset Gateway update <ul style="list-style-type: none"> o Back to Business Programme o Future business support landscape 	- Adrian Trevett - Jon Bird - Finn Morgan	Verbal	For information and discussion
11:20	3.0	Future Business			

5 mins	3.1	<ul style="list-style-type: none"> o Future agenda items o Skills review in 2021 	- Finn Morgan		Future agenda items discussed
11:25	4.0	Any Other Business			
5 mins	4.1	Terms of Reference review	Rebecca Davies		To discuss and agree ToR for 2021

Date of Next Meeting – 09 December 2021

DORSET LOCAL ENTERPRISE PARTNERSHIP: BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING
17 June 2021 - 09.30 AM TO 11.00 AM
Via Microsoft Teams
ACTION & DECISION LOG

PRESENT: John Sutcliffe – Chair (JS), John Beesley (JB), Jayne Codling (JC), Dan Cox (DC), Rob Emony (RE), Mike Gould (MG), Julian Grazebrook (JG), Glyn Hughes (GH), Ian Jones (IJ), Finn Morgan (FM) Geoff Sagar (GS), Jacqui Timms (JT), David Walsh (DW), Sophia Storey (SS)

IN ATTENDANCE: Sergi Martorell (SM), Glass ai, Simon Hooton (SH), Hatch Associates, Amy Spreadbury (AS), Lucy Green (LG), David Mutton (DM), Rebecca Davies (RD)

APOLOGIES: Adrian Trevett (AT), Ian Girling (IG), Nick Gaines (NG),

Item	Subject/Title	Item ref.	Action/Decision	Owner	Deadline	Progress
1.	Action and Decision log	1.2	<ul style="list-style-type: none"> - Dorset Ambassadors: FM and AS would discuss refining Dorset Ambassador web page and resources. Seek more information and ideas from Ambassadors, develop and report back at next meeting. 	FM and AS	-	In progress
2.	Supply Chain Resilience Study		<ul style="list-style-type: none"> - Committee members were asked to discuss the findings of the study and consider possible options regarding if and how the study could be taken forward. - SH would share contact details with MG to discuss local challenges in Gillingham. - SH provided an overview of potential options for members of the Committee to consider regarding ways in which the study could be taken forward. - It was agreed that a small working group would be established to review and propose next steps. FM would circulate a call to members of the committee seeking volunteers for the working group. - Proposals would be fed-back to the group via email prior to the next meeting in August. 	SH FM FM	n/a 09/07/2021 19/08/2021	

Item	Subject/Title	Item ref.	Action/Decision	Owner	Deadline	Progress
3.	DIT Investment Services Team		<ul style="list-style-type: none"> - RE provided an update to the Committee on Dorset's inward investment figures for 2020/21. RE explained that these figures, which are published at a regional level in terms of data, would be available on 22/06/2021. The Dorset LEP Director and Chair would receive specific details on the number of confirmed projects for the last financial year, but these figures would not be for publishing/sharing more widely. - RE also provided an update on both High Potential Opportunity projects that Dorset was attached to – Sustainable Aquaculture and Marine Autonomy (multi-LEP project). - RE explained that the DIT investment services team has started trailing virtual tours as means to sharing and promoting opportunities within specific areas/regions. RE encourage the Committee to consider and possible sectors that Dorset could showcase. FM would circulate a proposal document to the Committee to consider. 	FM	19/07/2021	
4.	Dorset Business Support		<ul style="list-style-type: none"> - DW provided an update on the distribution of the third stream of Additional Restriction Grants (ARG) that they had been administering. As the council has successfully met its target, they were eligible to receive further ARG funding. DW explained that that council had submitted a Community Renewal Fund bid and were aiming to submit a Levelling-Up Fund submission as well. - FM explained that AT had provided an update on their ARG delivery: <ul style="list-style-type: none"> o Bounce Back Challenge Fund (BBCF) :Over 100 projects will be awarded almost £3m to help BCP's Council's economy bounce back from the pandemic. A full communications campaign will follow with full details of all projects funded. Like Dorset Council, they have delivered BBCF at speed because if they got the funding spent by the end of June then they will be 			

Item	Subject/Title	Item ref.	Action/Decision	Owner	Deadline	Progress
			<p>eligible to receive some additional funding from government.</p> <ul style="list-style-type: none"> ○ Exceptional Circumstances Fund: Over 500 businesses will benefit from this fund. This fund was aimed at businesses that have not had support from previous grant schemes. 			
5.	Forward Plan	4.1	- Noted	-	-	-
6.	Any Other Business	5.1	- Nothing raised	-	-	-

DORSET LEP BOARD MEETING COVER SHEET

Meeting Date	28.09.21	Item Number	x.x
Security Level:	Confidential <input checked="" type="checkbox"/>	Commercially Sensitive <input type="checkbox"/>	Unclassified <input type="checkbox"/>
Paper Title	Dorset LEP Business Growth and Inward Investment update		
Recommendation	It is recommended the Board <ul style="list-style-type: none"> • notes the review growth hubs and business support alongside the wider national business support offering • notes the continued success of the Peer Networks programme • notes the latest successes through the Bid Writing Support Service 		
Papers are provided for:	Decision <input type="checkbox"/>	Discussion <input type="checkbox"/>	Information <input checked="" type="checkbox"/>

1. PURPOSE

To brief the Board on activities and developments relating to business growth and inward investment within Dorset LEP and current activity within the key sectors across Dorset.

This report supports Dorset LEPs strategic objective for business growth and attracting inward investment to increase employment opportunity and raise productivity of businesses across the region.

This paper aligns with Dorset LEP's governance structure and will reflect those areas that are overseen by the Business Growth and Inward Investment (BG&I) Committee.

Inward investment is achieved through the delivery of the Memorandum of Understanding for foreign direct investment in partnership with the Department for International Trade (Investment Services Team).

2. SUMMARY/BACKGROUND
2.1 Business Growth and Inward Investment Committee

The next scheduled meeting of the BG&I Committee on 27 September will be reviewing the aims and objectives of the group in light of the changing business environment. The Chair of the Committee will provide a verbal update at this LEP Board meeting in terms of any proposed changes.

2.2 Helping Dorset businesses to increase their resilience against the impact of economic shocks
Back to Business: BCP Council's Bounce Back Challenge Fund

Back to Business is open to all small and medium-sized enterprises (SME) trading on or before 31st March 2020, that have a registered or trading address in the BCP Council area. This new programme funded by BCP Council as part of their BCP Futures Campaign, is aimed at helping businesses in the BCP area recover stronger from the impacts of the COVID-19 pandemic.

This project officially started at the beginning of September and will conclude by 31 March 2022. In total, we are aiming to engage between 100 and 150 businesses in this new programme of support which includes an opportunity for participating businesses to apply for up to £2,000 of funded support.

More information can be found at: <https://www.dorsetlep.co.uk/back-to-business>

Peer Networks Programme

The Peer Networks Programme for 2021/22 continues to be delivered across Dorset as part of the national Peer Networks programme. There are currently 80 businesses across 8 cohorts participating in the programme with seven more cohorts due to start in September and October.

Whilst recruitment has been more challenging this year, Dorset remains amongst a small number of top performing regions. For the second year running, we have been invited by the central Peer Networks team to present to the wider growth hub network about our approach and on 06 October, we will be presenting at the Delivery Partner Management Best Practice Session arranged by BEIS.

As a reminder, the Programme is free for owners, directors and senior managers whose business employs between 5 and 250, has been in operation for more than 12 months and has a minimum turnover of £100,000. More information about the programme can be found on Dorset LEP's website: www.dorsetlep.co.uk/peernetworks

Support for small businesses

We have continued to promote the opportunity for Dorset's retail and service businesses in six town areas across Dorset to register for free with e-commerce platform, **ShoppAppy**. The e-commerce platform offers retailers and service providers the opportunity to make sales as part of a local digital community whilst encouraging customers to rediscover and re-connect with their high-streets.

As part of our COVID-19 additional support response, Dorset LEP (through Dorset Gateway) have offered businesses in Bournemouth, Bridport, Gillingham, Poole, Sherborne, Sturminster Newton and Wimborne the opportunity to trade online for free, with a year's access to the ShopAppy 'virtual high street'. To date 302 businesses have enquired about the platform and 80 businesses are currently live on the platform. Wimborne continues to be the area most active on the platform with 42 businesses registered and with 30% of the town's population having some awareness of the platform based on user metrics gathered by ShopAppy. A launch event was held in July in Wimborne to further promote the platform and the businesses using it. Further events are planned for the likes of Bridport and more rural towns before Christmas.

2.3 Focusing resources on our existing strengths and high-growth sectors

South West Aquaculture Network (SWAN) AGM and Conference

The South West Aquaculture Network is holding its first AGM and conference on Thursday 28th October 2021 at Kingston Maurward College. The south west, and Dorset in particular, has long been recognised as having great potential for development of sustainable aquaculture across the many different sub-sectors of the industry. With support from business, NGOs, policy makers and regional councils, the SWAN aims to develop strong blue economic growth for coastal communities across the region. As well as a full day's agenda and panel discussion session there will be a Market Place with Market Stalls for organisations and businesses to network. To register

and find out more visit: <https://www.eventbrite.co.uk/e/south-west-aquaculture-network-agm-conference-2021-tickets-168407171383>

2.4 Ensuring innovation is a key foundation of productivity in Dorset

Promoting Knowledge Transfer Partnerships

AS reported at the last Board meeting, Dorset LEP was approached by the Knowledge Transfer Network (KTN) earlier this year who asked if we could promote and encourage businesses to consider Knowledge Transfer Partnerships (KTP). Over the last couple of months, colleagues from the Dorset Gateway team have been working with the KTN and both Bournemouth University (BU) and the Arts University Bournemouth (AUB) about ways of supporting the creation of more KTP opportunities in Dorset.

As an initial step, we will be hosting an event, 'Funding to Power Innovation: the benefits of Knowledge Transfer Partnerships, on 21 September at AUB. This event is aimed at providing SMEs with information about KTPs, their benefits and how they work. The event will be supported by the KTN, with academics from BU's Business School facilitating discussions to identify where there are opportunities to apply for a KTP. Following the event, businesses will have the chance to access support with writing an application from our bid writing specialist.

Bid Writing Support Service (BWSS)

Building on the success of last year's performance, our BWSS is continuing to work with local SMEs with the aim of helping them to secure innovation and research-based funding. Having already helped Dorset businesses and project secure £1.5m of competitive grant funding through the likes of Innovate UK, up until 31 March 2021, we are pleased to report two further successes in the last couple of months. The first came via a female-led enterprise which successfully secured £25,000 of Innovate UK Grant funding through the Creative Industries Fund. The second, and most recent win (£48,700), was via the Defence and Security Accelerator (DASA) and come about following attendance of the Advancing Dorset in Defence, Security and Innovation event that we ran at the end of May this year.

We are also awaiting the results for a Young Innovators bid and a number of bids that went into the last or will go into the next SMART Grant rounds. These bids total in excess of £800,000.

2.5 Promoting Dorset as a key inward investment area for innovative, ambitious and fast growing businesses

Supporting the Dorset LEP's Pipeline Call

Through the Bid Writing Support Service, we have also started providing support for Dorset LEP's recently announced Pipeline Projects call. This programme is all about preparing for future projects that could be funded through any future place-based funding from the government. Whilst there are currently no funds available, this is a competitive process with two core themes; Ageing Society and Low Carbon Energy Infrastructure. The call is seeking viable projects which have a capital expenditure of between £2M and £10M.

To support this, Dorset LEP has been running Outline Business Case Masterclasses to help support businesses interested in applying. The initial prize is support from Dorset LEP's Bid Writing Support Service specialist who will assist with the writing of four Full

Business Cases before the beginning of the new financial year. The deadline for applications is 05 October.

National Propositions: update

As reported previously, to date, Dorset has submitted 19 contributions in response to calls by Department for International Trade (DIT) for their national sector propositions. Each National Proposition focuses on a particular sector and represents a detailed description of the UK strengths in that sector. The UK National Propositions are held online in the [GREAT Asset Library](#) and are accessible by DIT Posts abroad, DIT sector teams and also local partners such as LEPs and councils.

Inclusion in the final documents isn't guaranteed, and is determined by the sector teams in DIT. Most recently, Dorset has been included in the recently launched UK National Proposition in Maritime. If you would like to receive a copy, please email fmorgan@bournemouth.ac.uk

Following our previous published contribution to the UK National Defence Proposition, Dorset LEP has been invited to join an exclusive, new Cyber Security Investment Forum by colleagues at the DIT. This follows on from a recent meeting between the Director for Dorset LEP with the South West Regional Lead for Cyber Security Growth & Innovation at the Department for Culture, Media and Sport (DCMS). The first meeting of the Forum takes place at the end of September 2021.

2.6 Helping Dorset's businesses to access opportunities for growth through exporting goods and services overseas

Department for International Trade's (DIT) Export Growth Programme

Dorset Gateway's Business Relationship Officer (Trade and Investment) has been working alongside the Department for International Trade (DIT) to connect local businesses with **Export academy** and **SME Internationalisation Fund**.

To date, 23 Dorset SME's have applied for and been accepted onto the **SME Internationalisation Fund**, which offers match-funded grants of between £1,000 and £9,000 to help support future export activity. This is an increase of seven businesses since the previous Board update in May. Our target is to help up to 95 Dorset SME's successfully apply for this fund between now and the end of December 2021.

40 businesses within the Dorset LEP region have now registered for the **Export Academy** which is a free programme from DIT to help businesses start or grow their international sales. The **Export Academy** gives small and micro-businesses the know-how to sell to customers around the world with confidence. It's applicable to a wide range of businesses – who could be selling children's clothes to Spain online, or providing PR services to a new client in the US. Whether they want to start exporting, or are aiming to enter new markets, the programme will help them overcome many of the common challenges that small businesses can face.

The programme includes webinars, round tables and mentoring sessions totalling 10 workshops (these have currently been virtual).

To find out more, visit: <https://www.dorsetlep.co.uk/business-support-international-trade#InternationalisationFund>

3. RECOMMENDATION

- To note the review growth hubs and business support alongside the wider national business support offering
- To note the continued success of the Peer Networks programme
- To note the latest successes through the Bid Writing Support Service

Dorset Local Enterprise Partnership

Business Growth and Inward Investment Committee – Forward Plan 2021/22

Date of Meeting	Subject	Detail	Delivery priority	Lead	Expected outcome
26 August 2021	Low Carbon Energy Plan	<ul style="list-style-type: none"> To discuss the findings and implications for Dorset's businesses of the study. 	Providing strategic direction in shaping the current and future business support provision across Dorset	JS	Recommendations for ways of promoting the plan amongst Dorset businesses
	Key Sector Support	<ul style="list-style-type: none"> To discuss strategic support for promoting key sectors: <ul style="list-style-type: none"> Defence and Security Digital Health and MedTech Clean Growth 	Promoting Dorset as a key inward investment area for innovative, ambitious and fast growing businesses; Focusing resources on our existing strengths and high-growth sectors;	JS	Discuss strategies for promoting and engaging with key sectors across Dorset
	Back to Business support programme	<ul style="list-style-type: none"> Overview of business support programme being funded through BCP Council's Bounce Back Challenge Fund 	Helping Dorset businesses to increase their resilience against the impact of economic shocks	FM	tbc
09 December 2021	SME Innovation Support	<ul style="list-style-type: none"> Review of funded innovation support programmes being delivered across Dorset 	Ensuring innovation is a key foundation of productivity in Dorset	FM	tbc
	Promoting Apprenticeships	<ul style="list-style-type: none"> To discuss how apprenticeships are promoted across Dorset 	Providing strategic direction in shaping the current and future business support provision across Dorset	FM	Recommendations for promoting the take up of apprenticeships across Dorset

03 March 2022	-	• -	-	-	-
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Future meeting dates

- 26 August 2021
- 09 December 2021
- 03 March 2022