

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

28 MAY 2020 - 09.30 AM TO 11.00 AM

ZOOM MEETING

AGENDA

Time	Item	Subject/Title	Presenter	Paper	Recommendation
09:30	1.0	Standing Items			
	1.1	Welcome & Apologies	- John Sutcliffe	Verbal	
	1.2	Action & Decision Log	- John Sutcliffe	Paper A	To review.
09:40	2.0	Purpose and People			
	2.1.	Nomination of a Vice Chair	- John Sutcliffe	Verbal	To appoint a Vice-Chair.
09:50	3.0	Strategy			
	3.1	COVID-19 <ul style="list-style-type: none"> o Dorset-wide business support measures o Update from local authorities 	- John Sutcliffe and Finn Morgan - David Walsh and Adrian Trevett	Paper B	To review, discuss and make recommendations to Dorset LEP's Board.

	3.2	<p>Areas for strategic focus</p> <ul style="list-style-type: none"> o Driving new thinking around support necessary for scale up, business support, trade and business resilience across Dorset; o Prioritising and informing business growth initiatives; o Promoting Dorset as a destination for domestic and foreign business investment; o Allocation of resources and business growth funding proposals; and o Ensuring activities are linked effectively with the other strategic programmes. o Dorset Ambassador programme 	<ul style="list-style-type: none"> - John Sutcliffe - David Walsh - Adrian Trevett - John Sutcliffe - Finn Morgan 	Verbal	To discuss and inform future areas of focus.
	3.3	<p>Inward Investment Update</p> <ul style="list-style-type: none"> o DIT update on COVID-19 o HPOs Round 1 and Round 2 o Summary of Foreign Direct Investment in Dorset 2019/20 	<ul style="list-style-type: none"> - Rob Emony 	Verbal	To note and discuss.
10:40	4.0	Future Business			
	4.1.	<p>Forward Plan</p> <ul style="list-style-type: none"> o Draft Forward Plan 	<ul style="list-style-type: none"> - Finn Morgan 	Paper C	Future aates and agenda items discussed and agreed.
10:55	5.0	Any Other Business			

Note: Date of Next Meeting – Friday, 28th August 2020 (09:30 - 11:00). Venue to be confirmed.

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, 5TH FLOOR, POOLE HOUSE, TALBOT CAMPUS

ACTION & DECISION LOG

PRESENT: Jayne Codling (JC), Rob Emony (RE), Ian Girling (IG), Nick Gains (NG), Mark Howell (MH), Glyn Hughes (GH), Ian Jones (IJ), Finn Morgan (FM), David Walsh (DW), Adrian Trevett (AT), & Sophia Story (SS) Michael Straughan (MS)

APOLOGIES: John Sutcliffe – Chair (JS), Arabella Lewis-Smith (ALS), Helen MacSorley (HMS), Geoff Sagar (GS)

Item	Subject/Title	Item ref.	Action/Decision	Owner	Deadline	Progress
1.	Action and Decision log	1.1	No matters arising. Actions agreed.	-	-	-
2.	Purpose and People - Membership - Nomination of a Vice-Chair	2.1	Nomination of a Vice-Chair IG said that he would consider taking-up the post of Vice-Chair of the Committee and would advise FM and JS.	IG	28/05/2020	On agenda
3.	Strategy Delivering a programme of Business Growth and Inward Investment for Dorset: - Inward Investment	3.1	Inward Investment: DIT High Potential Opportunity (HPO) Scheme FM provided an update on the government’s HPO programme. Dorset secured a successful HPO in round one of the scheme in May 2019 for sustainable aquaculture. Following that success, Dorset was looking to submit a further individual nomination and a multi-LEP nomination as part of HPO round two. RE, SW Partnership Manager for DIT, provided further details about the aims and objectives of the HPO scheme. FM said a further update about the HPO round two submissions would be provided in due course.	FM	28/05/2020	On agenda

- High growth businesses in Dorset	3.2	Inward Investment in Dorset RE, SW Partnership Manager for DIT, provided an update on the process for managing inward investment enquiries. This included a summary of DIT related activity that has taken place over the last 12 months.	-	-	-
	3.3	It was agreed that further consideration needed to be given to what the capacity and capability is locally to facilitate inward investment enquiries, including further investment in support resources. It was also agreed that the Committee needed to look at the structures and processes that support the strategic objectives around how we operate with some metrics attached to the activity of the Committee. This would be considered as part of a broader discussion about the role of the Committee in shaping future investment in this area at the next meeting. Prior to that, it was agreed that NG, IG, JS and FM would meet to develop some options for the Committee to discuss and consider.	FM	28/05/2020	On agenda
	3.4	Foreign Direct Investment (FDI) figures RE presented the FDI figures for Dorset for the last 12 months, benchmarked against previous years and other regions. It was agreed that RE would arrange a call with IG and FM to discuss the role of the DIT Investment Services Team (IST).	RE	28/05/2020	Ongoing
	3.5	European Regional Development Fund (ERDF) at AUB DC provided an overview of the ERDF funding programme being delivered by AUB around 'barriers to growth' and research into accessing private funding.	-	-	-
	3.6	High growth businesses in Dorset FM explained that an external party had been appointed to deliver a scale-up development programme for high growth business in Dorset in 2020/21. FM would provide a further update to the Committee in due course.	FM	28/05/2020	Ongoing

4.	Future Business Forward Plan	4.1	Next meeting The next meeting would take place on 11 th May 2020.	FM	-	Rescheduled to 28/05/20
5.	Any Other Business	5.1	None	-	-	-

BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE

Meeting Date	28 May 2020	Item Number	3.1
Security Level:	Confidential <input type="checkbox"/>	Commercially Sensitive <input type="checkbox"/>	Unclassified <input checked="" type="checkbox"/>
Paper Title	COVID-19 Business Support across Dorset		
Recommendation	To note and discuss		
Papers are provided for:	Decision <input type="checkbox"/>	Discussion <input checked="" type="checkbox"/>	Information <input checked="" type="checkbox"/>

1. PURPOSE

To update Committee members on the measures that Dorset LEP and other local support agencies have initiated to help support businesses, their employees and the community since the outbreak of the COVID-19 pandemic.

2. COVID-19 IMPACT ON DORSET LEP DELIVERY 2020/21

Given the speed and depth of the impact of COVID -19, Dorset LEP will focus resources to support local businesses and support national initiatives during this financial year. We anticipate that this will form a large part of Dorset LEP delivery during 2020/21. Emerging activity will include:

- Promoting national initiatives and ensuring businesses have accurate and timely information
- Enhancing the Dorset Gateway function to be better able to deal with the additional interest and requirements for the service
- Gathering local intelligence
- Continuing to support national initiatives
- Exploring local initiatives
- Aligning support across partners.

Dorset LEP has already put in place a number of measures to respond to the challenges that Dorset businesses and the wider Dorset community are experiencing as a result of the COVID-19 outbreak.

Area	Summary of Measures Taken
Dorset Gateway	<ul style="list-style-type: none"> • We invested in additional resources to help businesses access the right support available. Working with Dorset Chamber, we were effectively able to double the size of the Dorset Gateway Business Advisor team. We have also re-assigned an existing Dorset LEP team member to help follow-up enquiries with businesses.
Capital Investment	<ul style="list-style-type: none"> • The Dorset LEP Board has approved a Growth Deal project to invest £2.2m in a histopathology lab at the Royal Bournemouth and Christchurch Hospital NHS Foundation Trust (RBCH) which will improve diagnostic services in the region as well as the application of AI to improve the quality and time for diagnosis.

Area	Summary of Measures Taken
Department of International Trade (DIT)	<ul style="list-style-type: none"> We have spoken with DIT about providing additional support by utilising their export advisors. We have also held discussions about additional resources and how they can help businesses beyond the current crisis to recover from the impacts and seek new opportunities.
Helping businesses to innovate and adapt	<ul style="list-style-type: none"> Through the Dorset Gateway's fully funded Bid Writing Support Service, Dorset LEP has been working with local SME's to help them apply for funding for ideas that address COVID-19. Specifically, UKRI – the governments research and innovation agency – has put out a call looking for short-term projects addressing and mitigating the health, social, economic, cultural and environmental impacts of the COVID-19 outbreak. Since the call was announced at the beginning of April, Dorset Gateway has supported seven local businesses in submitting project proposals totalling over £300,000. Amongst the four businesses supported to date, has included a bid from local agency Crowd who have partnered with Dorset Mind to launch a new mental health support platform. This is being supported by Bridport-based Crowdfunder UK – who operate out of the LSI building which was a Growing Places Fund project. The CEOs of both Crowd and Dorset Mind met at the Dorset Business Awards in 2019 where they were shortlisted finalists in the Business Leader of the Year Award category which was sponsored by Dorset LEP.
Business impact monitoring	<ul style="list-style-type: none"> Along with other LEP regions, we have been sending a weekly report up to the Department for Business, Energy and Industrial Strategy (BEIS) to provide local intelligence on the impact that COVID-19 is having on Dorset's businesses and our economy. Dorset LEP launched a Business Impact Survey. The short survey is open to businesses of all sizes, the self-employed, and charities in Dorset. The survey has will inform the what support is required to support businesses during the recovery phase of the COVID-19 disruption. We have utilised the LEPs wider network to pull though data about specific sectoral impacts in Dorset. This includes receiving and reporting information from Dorset Tourism Association's business impact survey.
Communications, case studies and calls for support	<ul style="list-style-type: none"> Dorset LEP's Comms Team has been spending about 80% of its time in communicating key messages to businesses, partners and the government about what is happening at a local level. A feature of that has been a call for local businesses to come forward and feature in a series of case studies and which we have been sharing across our various channels and platforms. Case studies include: 3 SIDED CUBE (digital), BOFA (manufacturing), Bournemouth Airport, Quadrant2Design (retail), with more to come, including the Orthopaedic Research Institute, Crowd/ Dorset Mind.

Area	Summary of Measures Taken
	<ul style="list-style-type: none"> • Creation and regular update (once weekly, minimum) of Covid-19 webpages • Circulation of newsletters: 31 March and 22 April • Creation of a COVID-19 Business Support infographic. The initial post generated 15 retweets and 14 likes within 24 hours. • Data report produced to view the labour market impacts.
Ministerial engagement	<ul style="list-style-type: none"> • Jim Stewart (Chair of the Board) is a LEP network leadership 'Supra Regional Chair' and represents Dorset, Devon, Cornwall and Somerset and is in regular contact with government, including meeting with MHCLG Minister Simon Clarke MP in order to highlight the needs of our businesses and communities. • Letters to Dorset MP's circulated on 7 April, 4 May 2020
ESFA	<ul style="list-style-type: none"> • Data gathering with regards to NEET provision and apprenticeship redundancies data • Exploring a National Careers Service redeployment initiative
Funding and support for Dorset businesses	<ul style="list-style-type: none"> • We have been in close communication with European funded business support programmes in Dorset, encouraging them to speak with MHCLG about seeking a change request to their programme of support. The Dorset Business Growth Programme - an £18.2m business support programme delivered by Dorset Growth Hub – has a programme of business support and grant funding which could be repurposed to support businesses in surviving the current crisis. • We have been in touch with the South West Loan Fund about utilising it to support businesses; we are waiting for further information.
Supporting workers	<ul style="list-style-type: none"> • We have been speaking with the National Careers Service about potential programmes of additional support for workers who have been made redundant or at threat of redundancy as a result of COVID-19. • As well as providing support and resources for businesses, we have also collated and shared a series of online learning resources for young people, their parents, carers and educators – there are resources for primary, secondary and post-16 students, as well as careers advisors and teachers • We have also promoted a number of other national programmes of support including ones for Apprenticeships and the Pensions Regulator
Supporting schools and colleges	<ul style="list-style-type: none"> • The 40 schools under the remit of Dorset Careers Hub have been offered a grant from the LEP to support them to deliver the next set of Gatsby standards. Note: contracts to be agreed so this is internal news only (01.05.20). • As well as providing support and resources for businesses, we have collated and shared a series of online learning resources for young people, their parents, carers and educators. There are resources for primary, secondary and post-16 students, as well as careers advisors and teachers.

Area	Summary of Measures Taken
Working with partners	<ul style="list-style-type: none"> The Great South West (GSW) meetings and work underway to further the collective asks and offers across the larger geography with a focus on key, shared strategic themes including tourism and agriculture as examples. High Potential Opportunities bid submitted for Marine across the GSW geography in April. Joint recovery/reset plan with LAs, Chambers and other partners under discussion to ensure plans are in place to support the economy
Further support	<ul style="list-style-type: none"> We have also initiated some initial discussions with the private sector about providing a tailored package of support to assist businesses during the recovery phase of the COVID-19 crisis.

3. HIGH-LEVEL SUMMARY OF DORSET-WIDE COVID-19 BUSINESS SUPPORT

Other key local organisations, such as the two local councils and Dorset Chamber, have also been instrumental in helping to support Dorset's businesses to respond to the huge impact of COVID -19. Below is a very high-level summary of the support that is being offered to help local businesses respond to and recover from the impacts of the COVID-19. This is not intended to be a comprehensive list of organisations or support on offer, but is intended to provide an overview of some of the key organisations that are providing specific COVID-19 advice, funding or other support across the County.

Organisation	Advice	Funding	Other support
Dorset LEP/Dorset Gateway	Invested in additional front-line resources via the Dorset Gateway by employing an additional business advisor (through Dorset Chamber).	Launched a Crowdfunding campaign offering match-funded grants of £5,000 per project to support existing micro and small businesses recover from the COVID-19 pandemic.	Refocused support offered through the bid writing support service to help seven local businesses (to date) apply for over £300k of grant funding, with one confirmed success worth £45k so far.
Dorset Council	Regular newsletters and information circulated via social media channels and website Promotion of other key support schemes intended to help businesses	Distribution of small business grants and managing business rate relief schemes for local businesses	Coordination of Local Resilience Forum Dorset Tourism business impact survey and published findings Coordinating operational arrangements to help business re-open
BCP Council	Regular newsletters and information circulated via social media channels and website Promotion of other key support schemes intended to help businesses	Distribution of small business grants and managing business rate relief schemes for local businesses	Established R ³ business taskforce Produced a strategy to help support economic recovery

Organisation	Advice	Funding	Other support
			Coordinating operational arrangements to help business re-open
Dorset Chamber of Commerce	<p>Daily updates provided across social media on key aspects of support available to businesses</p> <p>Increased capacity to deliver support as part of Dorset Gateway (in partnership with Dorset LEP) – available to all businesses and individuals</p>		<p>Making some resources available to non-members</p> <p>Feeding information into the British Chamber of Commerce to help inform and influence government policy</p>
Dorset Growth Hub	<p>Running regular webinars on the latest guidance and support</p> <p>Running training webinars on specific topics such as HR/finance</p> <p>Run an Online Business Summit with circa 200 attendees</p>	In discussions with MHCLG about re-purposing their small business grants to support COVID-19 affected businesses	Continued comprehensive programme of support for SME businesses across Dorset having successfully secured continuation funding
Dormen			Launched a new service to help Dorset's small businesses, charities and social enterprises by providing business assessment of critical priorities (including Financial, Staff, Supply, Turnover and 'Return to Work') implications. Offering 3 months' free support.
Silicon South	Hosted Mission 21 conference on 21 st May aimed at helping the digital sector get back to business	Continuation of match-funded grants although not specifically for COVID-19 impacted businesses yet	

4. RECOMMENDATION

- To note information provided and discuss additional actions that may be required.
- To discuss and consider gaps in support.

Dorset Local Enterprise Partnership

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

Date of Meeting	Subject	Detail	Theme	Lead	Expected outcome
28 th August 2020	European Funded support programmes	To provide Committee members with details of current and new European funded projects. <ul style="list-style-type: none"> • Dorset Business Growth Programme • Arts University Bournemouth • Digital Health and Care Catalyst • Low Carbon Dorset 	Business Support	FM	Members will have a better understanding of the European funded projects in Dorset.
	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
11 th December 2020	TBC	TBC	TBC	TBC	TBC
4 th March 2021	TBC	TBC	TBC	TBC	TBC

Proposed future meeting dates

- 28th August 2020
- 11th December 2020
- 4th March 2021