

**DORSET LOCAL ENTERPRISE PARTNERSHIP: BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING**  
**27 AUGUST 2020 - 09.30 AM TO 11.00 AM**  
**ZOOM MEETING**

**AGENDA**

Time	Item	Subject/Title	Presenter	Paper	Recommendation
<b>09:30</b>	<b>1.0</b>	<b>Standing Items</b>			
	1.1	Welcome & Apologies	– John Sutcliffe	<b>Verbal</b>	
	1.2	Action & Decision Log	– John Sutcliffe	<b>Paper A</b>	To review
<b>09:40</b>	<b>2.0</b>	<b>Purpose and People</b>			
	2.1.	Membership update	– Finn Morgan	<b>Verbal</b>	To note
<b>09:50</b>	<b>3.0</b>	<b>Strategy</b>			
	3.1	COVID-19 o Dorset-wide business support  o Update from local authorities  o British Business Bank: CBILS and BBLs  o European Regional Development Fund: SME Recovery Grants and Kickstarting Tourism Grants  o Dorset Gateway – Business Support update  o Business Support: key data for Dorset	– David Walsh and Adrian Trevett  – Paul Jones, Senior Manager UK Network Team South West – Nick Gregory, Programme Director, Dorset Growth Hub  – Finn Morgan  – Finn Morgan	<b>Verbal</b>  <b>Presentation</b>  <b>Verbal</b>  <b>Paper B</b>  <b>Presentation</b>	To note and discuss  To note and discuss.  To discuss and provide feedback  To discuss and make recommendations  For information

	3.2	Inward Investment Update <ul style="list-style-type: none"> <li>o DIT update</li> <li>o High Potential Opportunity (HPO) Scheme Rounds 1 and 2</li> </ul>	– Finn Morgan	<b>Paper C</b>	To note and discuss.  <b>Note:</b> Rob Emony, DIT Relationship Manager, is unable to attend so Finn Morgan will present Rob's paper to the Committee
	3.3	Strategic Delivery Priorities 2020/21	– John Sutcliffe – Finn Morgan	<b>Paper D</b>	For discussion
<b>10:40</b>	<b>4.0</b>	<b>Future Business</b>			
	4.1.	Forward Plan <ul style="list-style-type: none"> <li>o Draft Forward Plan</li> </ul>	– Finn Morgan	<b>Paper E</b>	Future dates and agenda items discussed and agreed.
<b>10:55</b>	<b>5.0</b>	<b>Any Other Business</b>			

**Note: Date of Next Meeting – 11<sup>th</sup> December. Venue to be confirmed.**

**DORSET LOCAL ENTERPRISE PARTNERSHIP: BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE MEETING**
**28 MAY 2020 - 09.30 AM TO 11.00 AM**
**BOURNEMOUTH UNIVERSITY, COMMITTEE ROOM, 5<sup>TH</sup> FLOOR, POOLE HOUSE, TALBOT CAMPUS**
**ACTION & DECISION LOG**

**PRESENT:** Adrian Trevett (AT), David Walsh (DW), Finn Morgan (FM), Glyn Hughes (GH), Helen MacSorley (HMS), Ian Jones (IJ), Jayne Codling (JC), John Sutcliffe – Chair (JS), Mark Howell (MH), Michael Straughan (MS) & Nick Gains (NG)

**IN ATTENDANCE:** Benjamin Afreh (BA), Lucy Devall (LD) & Rob Emony (RE)

**APOLOGIES:** Arabella Lewis-Smith (ALS), Corrina Osborne (CO), Dan Cox (DS), Geoff Sagar (GS), Ian Girling (IG) & Sophia Story (SS)

Item	Subject/Title	Item ref.	Action/Decision	Owner	Deadline	Progress
1.	<b>Action and Decision log</b>	1.1	- No matters arising. Actions agreed.	-	-	-
2.	<b>Purpose and People</b> Nomination of a Vice-Chair	2.1.	<b>Nomination of a Vice-Chair</b> - It was agreed by the committee that IG would become Vice-Chair. <b>HMS</b> would update the Committee's membership to reflect this.	HMS	04.06.20	
3.	<b>Strategy</b> COVID-19	3.1.	<b>Dorset-wide business support measures – Paper B</b> - LD advised the committee regarding the existing ERDF programmes that AUB were running. It was agreed that <b>FM</b> would arrange a meeting with LD and DC to discuss the ERDF programmes at AUB further; and to ensure that their programmes are included as part of the wider package of COVID-19 business support measures. - It was agreed that a comprehensive account of Dorset-wide businesses support measures and data relating to the levels of take-up was required to accurately reflect their effectiveness and impact. <b>FM</b> would coordinate a response with pertinent activity reported by <b>ALL</b> .	FM  ALL	04.06.20  14.08.20	Complete  On agenda

	Areas for strategic focus	3.2.	<ul style="list-style-type: none"> <li>- JS apprised the committee about a recent Ministerial discussion addressing the government's Recover &amp; Grow Strategy. Further information about this along with additional resources would be confirmed in the autumn. Ahead of this, JS suggested that some thought should be given regarding how this could feed into the LIS priorities.</li> <li>- It was agreed that the committee would map out where its key priorities were to ensure there was alignment with the LIS. <b>ALL</b> to send their recommendations to <b>FM</b> ahead of the next meeting to have as a discussion item on the agenda.</li> </ul>	JS, AT, DW & FM	14.08.20	
	Inward Investment Update <ul style="list-style-type: none"> <li>o DIT update on COVID-19</li> <li>o HPOs Round 1 and Round 2</li> <li>o Summary of Foreign Direct Investment in Dorset 2019/20</li> </ul>	3.3.	<b>DIT Update on Covid-19</b> <ul style="list-style-type: none"> <li>- RE provided the committee with a summary of the key activities being undertaken by DIT Investment Services Team to help inform funding and incentivisation packages in response to the Covid-19 crisis.</li> </ul> <b>HPOs Round 1 &amp; Round 2</b> <ul style="list-style-type: none"> <li>- Dorset's HPO in Aquaculture continues to be promoted with posts overseas and now has a dedicated live webpage on the GREAT website <a href="#">here</a>.</li> <li>- Dorset LEP successfully submitted two individual nominations and one multi-LEP nomination for HPO Round 2. A decision regarding the outcome of Round 2 is expected by the end of July. <b>RE</b> would provide an update at the next meeting.</li> </ul>	-	-	-
4.	<b>Future Business</b> Draft Forward Plan	4.1	<b>Forward Plan – Paper C</b> <ul style="list-style-type: none"> <li>- <b>FM &amp; HMS</b> would revise the paper to take into consideration refreshed prioritisations going forward; the item will then be carried over to the next meeting on 28<sup>th</sup> August 2020.</li> </ul>	FM & HMS	14.08.20	Complete
5.	<b>Any Other Business</b>	5.1	<ul style="list-style-type: none"> <li>- Facilitated by FM; JC &amp; IJ would have an offline discussion about the role of the university sector in the region.</li> </ul>	FM, JC & IJ	-	-

**DORSET LEP BUSINESS GROWTH AND INWARD INVESTMENT COMMITTEE**

<b>Meeting Date</b>	27 August 2020		
<b>Security Level:</b>	<b>Confidential</b> <input type="checkbox"/>	<b>Commercially Sensitive</b> <input type="checkbox"/>	<b>Unclassified</b> <input checked="" type="checkbox"/>
<b>Paper Title</b>	Dorset Gateway – Business Support Update		
<b>Papers are provided for:</b>	<b>Decision</b> <input type="checkbox"/>	<b>Discussion</b> <input checked="" type="checkbox"/>	<b>Information</b> <input checked="" type="checkbox"/>

**Dorset Gateway Funding: 2020/21**

In addition to the core funding from the Department for Business, Energy and Industrial Strategy (BEIS) which Growth Hubs receive on an annual basis (£12m for 38 LEP Growth Hubs), an additional £10m was agreed in the March Budget for LEPs for their Growth Hubs for 2020-21. Through discussions with BEIS, Dorset LEP has provisionally secured an additional £257,000 of funding from this additional budget uplift, effectively more than doubling the current budget provision that is available to support Dorset businesses through the Dorset Gateway. As a result, we have been able to recruit two additional members of the Dorset Gateway team and are in the process of recruiting three additional posts. We are also working closely with other business support projects and partners to increase capacity around areas such as export advice, innovation support and key sector growth.

**Peer Network Programme:** Discussions have been taking place with BEIS regarding a new 'peer network' programme for Dorset. As a result, Dorset LEP's growth hub, Dorset Gateway, has secured a sum of £165,000 to run this programme in Dorset over the next six months. Intelligence gathered as part of the BPR from an extensive range of external stakeholders has indicated that there is unmet demand for peer to peer support. The government's [Business Productivity Review](#) (BPR) found that those businesses that adopt formal management practices are more likely to achieve higher turnover, employment and productivity growth. As these networks will continue at least to end March it is expected that they will be useful in preparing SMEs for the end of the transition period.

**Made Smarter South West:** Over the last eight months, we have been working with other colleagues from across the south west LEP areas on a joint bid for a Made Smarter South West project. This proposal was supported by a consortia made up of the six Local Enterprise Partnerships within the South West of England, the High Value Manufacturing Catapult's National Composites Centre, South West Manufacturing Advisory Service (SWMAS) and Business West, to express an interest in delivering a Government backed Made Smarter programme in this region. An official expression of interest letter signed by all partners was submitted to the Secretary of State for Business, Energy and Industrial Strategy at the beginning of April 2020. Dorset LEP Chief Executives have been invited to join a roundtable meeting of key partners to talk through our Expression of Interest in detail.

**COVID-19 SME Support Programmes**

Of the total funding allocated to growth hubs nationally, £2.5m has been agreed by the Treasury to support immediate measures in response to COVID 19 with the current priority to be on business safeguarding and survival. BEIS will provide LEPs with funding for additional advice, diagnostics and running costs, but it cannot be used to make direct grants to business to secure specialist external advice related to COVID-19 impacts. These needs are being addressed through two new European Regional Development Fund (ERDF) funded projects:

- **Support for Tourism and Hospitality:** at the beginning of July, the Government announced £10 million for small businesses to support the tourism and hospitality sector. This was followed by details of the government's reduction in VAT for a majority of goods and services in the sector until 12<sup>th</sup> January and the national **#EatOuttoHelpOut** campaign which will subsidise the cost of meals in restaurants and cafés throughout August. The £10 million Kick-starting Tourism Package, will give small businesses in tourist destinations grants of up to £5,000 to help them adapt their businesses following the coronavirus pandemic. Funds will be passed down through Dorset LEP via our growth hub, Dorset Gateway. An indicative allocation of £294,834 has been awarded to Dorset LEP to support this work.
- **Wider SME Business Support Package:** A further package of support similar to the one for tourism SMEs above will be made available to SMEs in other sectors as well. This is part of a £20 million package of support for SMEs and is aligned with the Government's priority to provide LEP areas with additional funding for Growth Hubs in response to the impact of COVID 19. This will operate as a grant scheme for SME support, providing grants typically in the range of £1,000 - £3,000, although on an exceptional basis the grant recipient may be able to grant up to a maximum of £5,000. These grants will typically support things like 1-2-1 specialist advice which SMEs could call on to address their immediate needs in response to the impact of COVID 19 e.g. HR, accountants, legal, financial, H&S, IT / digital or sector specialists etc. We are awaiting details of Dorset's indicative allocation.

**Note:** Both of these funds will be administered by Dorset Growth Hub, who currently deliver a £18.4 million business support programme across the county. Since the 20<sup>th</sup> March, DGH have held over 50 online events with over 2,700 attendees, providing local businesses with support and guidance to help them through the lockdown period in addition to free 1-2-1 support.

**Bid Writing Support Service:** In April 2020, Innovate UK ran a funding competition for companies with innovative ideas to tackle issues arising from COVID-19. The project costs needed to be a maximum of £50,000 per project. The Dorset Gateway's Bid Writing Support Service supported seven Dorset companies and helped four of these companies to secure grant funding; between the four projects, they have won just under £200,000. There were 8,600 applications to this competition in the UK with only a 10% success rate. This clearly demonstrates that Dorset Gateway's Bid Writing Support Service can significantly improve a company's chance of winning this type of highly competitive competition. The details of the winners are still subject to an embargo, but they confidentially they are:

- **Cropdesk Technologies Ltd.** – develops software designed to help agricultural businesses. manage their harvests and improve productivity across the supply chain.
- **Famiio** – a GovTech start-up operating a modern marketplace for flexible childcare and family services.
- **Sourcing Playground** – an online crowdsourced marketplace, that allows brands and retailers to find suppliers and manufacturers in a range of industries.
- **People Matters** – develops artificially intelligent psychological wellness software and mobile apps, allowing users to track their emotional wellbeing and identify mood triggers

**Business Resilience Programme:** At the start of July, we announced that we were launching a series of webinars with Smith & Williamson offering advice and support to assist businesses trading out of the COVID-19 pandemic. As part of the support package, we are offering businesses the opportunity to access fully-funded one-to-one support with specialists, based on their particular business needs. The webinars will take place throughout September and October and will run concurrently with a number the one-to-one sessions.

**Crowdfund Dorset Business:** In May, Dorset LEP launched a £50,000 fund to give existing micro and small businesses the opportunity to receive grant funding to help them recover from the COVID-19 pandemic. Crowdfund Dorset LEP is an open call for projects that can demonstrate how they will help a business cope with current challenging trading conditions. There is a maximum pledge of £5,000 per project (depending upon the size of the business) contributing up to 50% towards the total crowdfund target. To date the fund has received 13 applications from a range of business across the county. Five projects have had funding pledges made by Dorset LEP, all of which have successfully achieved their funding targets.

CROWDFUND DORSET BUSINESS	
Total number of applications	13
Number applications pledged to	5
Number of provisional approvals	2
Number of applications declined	2
Number of applications under review	4
Value of approved and provisional applications	£24,800
Value of applications under review	£17,000

#### **Department for International (DIT) Trade South West Trade Budget Uplift**

Through discussions with the DIT's south west office, we have been working on a package of additional support for Dorset businesses. This is part of a £1m uplift of DIT support across the three Great South West (GSW) LEP areas. DIT will increase its capacity to support exporters in across the south west by increasing the number of international trade advisers (six additional advisers in total across the GSW region) available to provide personalised support to exporters. There will also be additional support to help assist with the development of local trade priorities, namely clean energy and marine, and agriculture. Dorset LEP has also secured additional funding from the Department for Business Energy and Industrial Strategy for 2020/21 which will fund a new Business Relationship Officer for Trade and Investment activity. This will help to better link the two sides of DITs offer locally and ensure businesses are better able to connect with opportunities to attract investment and trade overseas.

**Innovation Support:** The Dorset Gateway and Business Engagement Manager has been working with the Arts University Bournemouth (AUB) and Enterprise Europe Network (EEN) discuss ways to bolster and better connect out local SME innovation offer. AUB run two European funded innovation projects currently, and Dorset Gateway/LEP offers a successful and fully funded bid writing support service. EEN is mandated by Innovate UK to support IUK grant recipients and they also run a number of business support programmes such as the Innovate to Succeed programme. Following discussions, we have identified that there is a gap around 'design innovation consultancy' and have identified a pool of specialists who we can utilise to provide an allocation of support per project. Businesses will need to apply to be part of a local innovation network to access the support and they will be triaged and matched to the most appropriate support based on their needs.

**RECOMMENDATION:** The Committee to note key developments and provide feedback on any of the areas above.

# Strategic Priority areas



# BG&I Objectives

Drive new thinking around support necessary for scale up, business support, trade and business resilience across Dorset

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Help prioritise and inform business growth initiatives

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Make recommendations about the allocation of resources and business growth funding proposals

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Ensure activities are linked effectively with the other strategic programmes





DORSET  
GATEWAY



HM Government

# Delivery priorities 2020/21

- Providing strategic direction in shaping the **current and future business support provision** across Dorset;
- Promoting Dorset as a **key inward investment area** for innovative, ambitious and fast growing businesses;
- Helping Dorset's businesses to access opportunities for **growth through exporting goods and services** overseas;
- Focusing resources on our **existing strengths and high-growth** sectors;
- Ensuring **innovation is a key foundation of productivity** in Dorset
- Helping Dorset businesses **to increase their resilience** against the impact of economic shocks



# Continued support

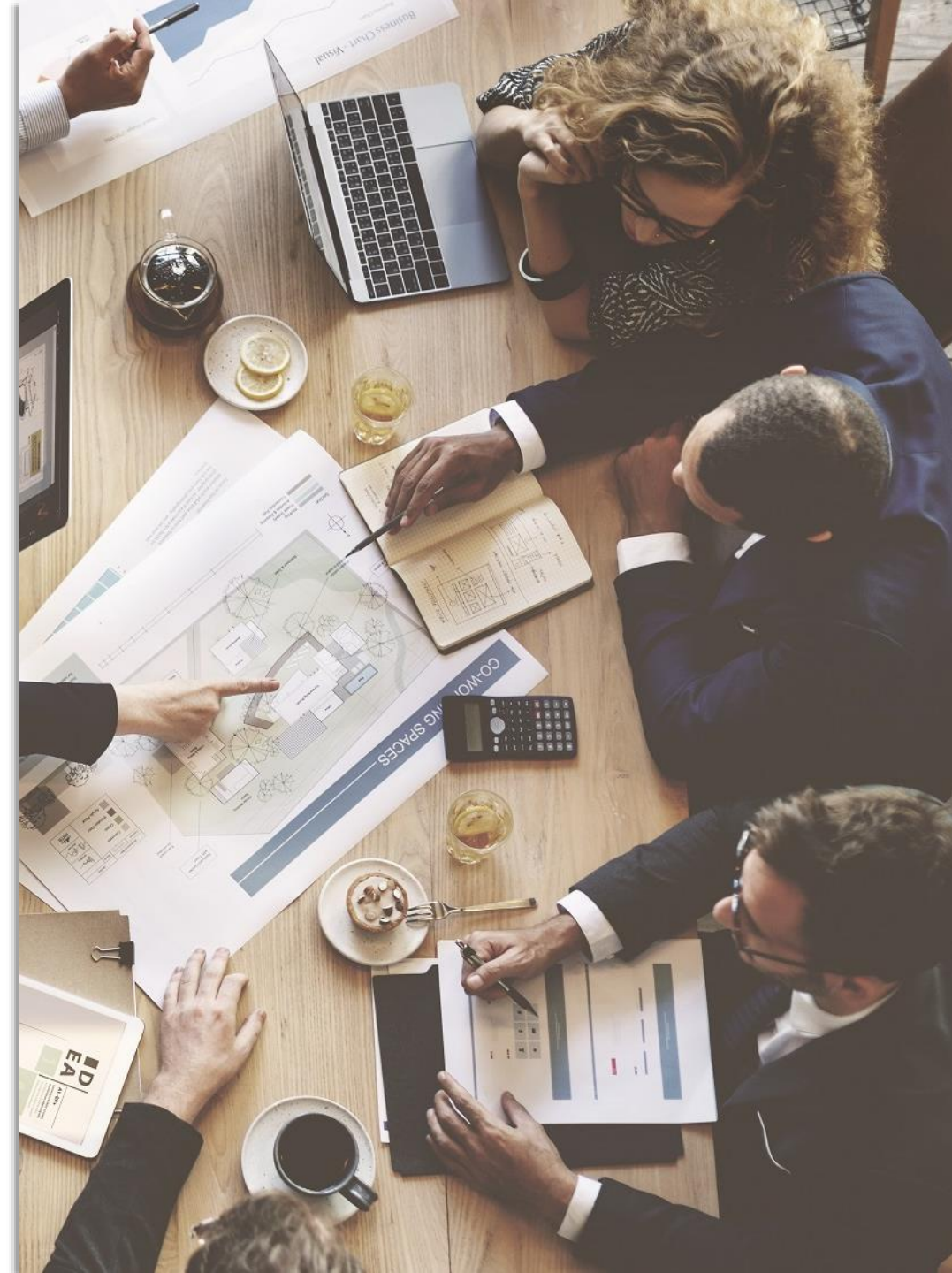
Information, diagnostic and signposting

Bid writing support service

Key account management

Dorset Ambassadors

One Health



# New support

Additional face-to-face support

Extending our support for scale-ups

Supporting innovative, high-growth businesses

Improving the resilience of Dorset businesses

Commission supply chain research

New Export Advisory Service



# Delivery priorities 2020/21

Priority area	Activity	Measure
<ul style="list-style-type: none"><li>Providing strategic direction in shaping the <b>current and future business support provision</b> across Dorset</li></ul>	<ul style="list-style-type: none"><li>Informed by Dorset LEP Board, BG&amp;I and delivery plan</li><li>Contract in place with BEIS</li></ul>	<ul style="list-style-type: none"><li>Dorset Gateway delivery KPIs agreed with BEIS</li></ul>
<ul style="list-style-type: none"><li>Promoting Dorset as a <b>key inward investment area</b> for innovative, ambitious and fast growing businesses;</li></ul>	<ul style="list-style-type: none"><li>Working closely with DIT Investment Services Team</li><li>Scale-up support</li></ul>	<ul style="list-style-type: none"><li>KPIs in place with DIT</li><li>KPIs in place for scale-up development support agreed with BEIS</li></ul>
<ul style="list-style-type: none"><li>Helping Dorset's businesses to access opportunities for <b>growth through exporting goods and services</b> overseas</li></ul>	<ul style="list-style-type: none"><li>Working closely with Dorset Chamber and DIT (Trade)</li><li>EU transition activity</li></ul>	<ul style="list-style-type: none"><li>KPIs being defined by DIT for uplift funding support</li><li>Local KPIs to be agreed by LEP Board</li></ul>
<ul style="list-style-type: none"><li>Focusing resources on our <b>existing strengths and high-growth</b> sectors;</li></ul>	<ul style="list-style-type: none"><li>LIS priority areas and support through existing networks</li></ul>	<ul style="list-style-type: none"><li>LIS delivery objectives</li></ul>
<ul style="list-style-type: none"><li>Ensuring <b>innovation is a key foundation of productivity</b> in Dorset</li></ul>	<ul style="list-style-type: none"><li>Working with key partners such as EEN and AUB to enhance existing offer</li></ul>	<ul style="list-style-type: none"><li>KPIs in place for exiting individual programmes. Aggregated KPIs to be agreed</li></ul>
<ul style="list-style-type: none"><li>Helping Dorset businesses <b>to increase their resilience</b> against the impact of economic shocks</li></ul>	<ul style="list-style-type: none"><li>Business resilience programme being delivered and Peer Network programme.</li><li>Supply chain study</li><li>Local authorities, DCCI and DGH</li></ul>	<ul style="list-style-type: none"><li>Business resilience programme KPIs agreed with BEIS</li></ul>



**[www.dorsetlep.co.uk/businesssupport](http://www.dorsetlep.co.uk/businesssupport)**

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**Dorset Local Enterprise Partnership**
**Business Growth and Inward Investment Committee – Forward Plan 2020/21**

<b>Date of Meeting</b>	<b>Subject</b>	<b>Detail</b>	<b>Delivery priority</b>	<b>Lead</b>	<b>Expected outcome</b>
27 <sup>th</sup> August 2020	COVID-19 support update	<ul style="list-style-type: none"> <li>To discuss key updates</li> <li>Overview of key business impact data</li> </ul>	Increase business resilience	JS, FM, AT and DW	Members updated on business impact and support in place to help businesses
	Strategic delivery priorities	<ul style="list-style-type: none"> <li>To discuss the strategic delivery areas with members of the committee</li> </ul>	All	JS	Discuss existing provision and identify gaps
11 <sup>th</sup> December 2020	Innovation Support	<ul style="list-style-type: none"> <li>Discussion with Innovate UK regarding what steps can be taken at a local level to drive investment in innovation.</li> <li>Update on changes to innovation support in Dorset</li> <li>Digital Health and Care Catalyst</li> </ul>	Innovation as a key foundation of productivity  Existing strengths and high-growth sectors	FM	Make recommendations on measures to support business innovation funding in Dorset
	EU Transition	<ul style="list-style-type: none"> <li>Update on DIT (trade support)</li> <li>Preparations and support in place for end of the transition period</li> </ul>	Growth through exporting goods and services  Increase business resilience		
	COVID-19	<ul style="list-style-type: none"> <li>Update on key data and business support</li> </ul>	Increase business resilience		
4 <sup>th</sup> March 2021	TBC	TBC	TBC	TBC	TBC

**Future meeting dates**

- 27<sup>th</sup> August 2020
- 11<sup>th</sup> December 2020
- 4<sup>th</sup> March 2021