

DORSET PERFORMANCE AND COMMITTEE MEETING COVER SHEET

Meeting Date	5 November 2019		
Security Level:	Confidential <input checked="" type="checkbox"/>	Commercially Sensitive <input type="checkbox"/>	Unclassified <input type="checkbox"/>
Paper Title	Delivery Update		
Papers are provided for:	Decision <input checked="" type="checkbox"/>	Discussion <input type="checkbox"/>	Information <input type="checkbox"/>

Recommendations:

1. The Committee to note the projects' update.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

1. PURPOSE

This paper gives an overview of Dorset LEP programme delivery. It is accompanied by appendices, a number of which are classified as confidential, due to containing commercially sensitive information:

- Annex 2: Growth Deal dashboard
- Annex 3: Growth Deal forward plan
- Annex 4: Growth Deal programme overview
- Annex 5: Growing Places Fund – 5-year forecast
- Annex 6: Growing Places Fund – Projects Monitor

[REDACTED]

[REDACTED]

[REDACTED]

2. SUMMARY/BACKGROUND

Projects that have not had any significant change since the last report are identified and more information can be found in the Annex 4 – GD Programme Overview

Wessex Fields

Scheme Status - The Wessex Fields scheme was reviewed by BCP Council Cabinet on 30 September 2019.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[Redacted text block]

Innovation Hub

Dorset Council are progressing a feasibility study whilst in parallel the funding for the scheme is confirmed by partners. The Dorset LEP has offered funding in order to support the completion of the studies.

The concept was presented to the DiT during the inward investment team visit to Dorset on the 17th October 2019 as one of the key developments associated with the Enterprise Park. It was enthusiastically received and led to new suggestions of contacts to be engaged in the future programming of the facility.

[Redacted text block]

5G Digital Testbed (Dorset Digital Pilot)

Following written approval of the Full Business Case for 5G in Aug 2018, the project has been placed on hold due to public concerns regarding possible effects on health. BPC held a Call for Evidence which closed on the 7th October and we are expecting the outcomes on the 11th November. In the meantime Dorset LEP have been working with BCP to complete a draft grant agreement so we have one ready for signing should the project get the go ahead in November.

[Redacted text block]

[Redacted text block]

[Redacted text block]

Pipeline update

Dorset LEP has launched a Pipeline Lite call in September 2019



DORSET GROWING PLACES FUND

UPDATE ON CURRENT ON-GOING PROJECTS



4) Ultrafast Broadband (grant)

This project remains a red risk for delivery/time. A total of 1837 premises have now been fully delivered to Customer Ready for Service (CRFS). This is out of overall contractual delivery of 3856 premises. Director/Executive level meetings continue to address performance issues and focus efforts of the remedial plan.

Update on key Dorset LEP sites under this contract:

Dorset Innovation Park site is complete - BDUK deployed infrastructure is now fully CRFS with active service provision, expect invoice this month for £20,833.33

Aviation Business Park BDUK Deployment – Rigby Group consultation was completed in September as expected and Openreach delivery is currently underway on site.

Based on remedial plan it is expected that the project will now complete 9 months behind target completing Q4 19/20 instead of Q1 18/19.

5) Kingston Maurward College

The build phase of the project is complete and the building has been inspected and signed off by building control for specified use. Play equipment was designed, built and installed and inspected.

The official launch of the building is scheduled for 18 October 2019.

UPDATE ON PROJECTS IN pre-DUE DILIGENCE

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

UPDATE ON PENDING PROJECTS

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

NEW PROJECTS

The Committee is to consider 2 new projects during the 5th November meeting. To remind the Committee, the due diligence process for GPF is outline below:

Application and Selection Process

The application and selection process is designed to be a simple and straightforward two-stage process, allowing Dorset LEP to undertake robust appraisal and due diligence and to safeguard the LEP's interests. Stage 1 is the initial application and stage 2 is the submission of detailed business information as part of the due diligence process. See details below:

Stage 1 – Application

Applicants will complete the Application form outlining all of the key information relating to the project. The information will be initially reviewed by the Dorset LEP's Investment and Performance Committee against set criteria (see below) to determine the projects to be advanced to the next stage.

- ***Please note that this is where you are now – you are providing recommendation to move the 2 projects below to due diligence.***

Objectives and strategic economic fit	The applicant will have to demonstrate clear and defined objectives for the proposed project that are of recognisable economic / strategic significance, supported by and consistent with established strategies and the priorities of Dorset LEP.
Deliverability	The applicant will have to demonstrate the project is deliverable with realistic milestones, including support from other delivery partners and stakeholders. In addition, the applicant will have to demonstrate considerations given to the project's environmental impact.
Outputs and outcomes	The investment will be measured against proposed outputs and outcomes. Specific focus will be given to outcomes including job creation, job safeguarding, land development, floor space or housing development.
Financial viability	The project should be capable of showing financial viability subject to public sector support from the Growing Places Fund. Also, the applications will be evaluated on the availability of additional public and / or private sector funding which will be leveraged in by the GPF award.
Repayment	The GPF investment should be repayable from the revenue or capital receipts associated with the project and the application will need to demonstrate how and when this will be achieved.
Security	Loans are made on commercial basis and applicants will have to provide acceptable security against the value of the loan.
State Aid compliance	All projects have to demonstrate their compliance with State Aid regulations.

Stage 2 – Due Diligence

Applications considered by the Committee during Stage 1 will be subject to a thorough independent due diligence process conducted by Cushman and Wakefield. The projects will be required to submit 2nd stage application together with further business information to enable the detailed project appraisals which will determine their suitability to receive Growing Places Funding. Projects must satisfy this process before the Committee will recommend to the Dorset LEP Board to fund any project.

Funding offer

Following the successful completion of the due diligence process, the funding agreement will be drafted between Dorset LEP and the applicant.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

GPF financial status

To date, the Fund has invested into 10 projects, 9 of which are loans and 1 is a grant.

Financial progress of the GPF to date:

- £9,446,417 total amount available to Dorset LEP for investment
- £11,694,394 total amount invested to schemes to date
- £6,084,394 total amount recycled/re-invested to date
- £5,836,417 funds currently available for reinvestment (including the Ultrafast grant).

- £3,610,000 current balance on loans issued

Growing Places Fund Outcomes

The following table highlights the outcomes achieved to date through the Growing Places Fund as per reporting requirements requested from BEIS.

Project Name	Recipient	Total GPF Investment	Funds Recycled	Jobs (created & safeguarded)	Matched Funds
ACTIVE PROJECTS					
Bionanovate, Ltd	Bionanovate, Ltd	£1,700,000	£0	45	■
Cobham Gate	Glenbeigh Developments Ltd	£1,500,000	£500,000	141	■
Hamworthy	Borough of Poole	£660,000	£0	0	■
Ultrafast Broadband	Dorset County Council	£2,000,000 ¹	£0	n/a	■
Kingston Maurward Animal Park	Kingston Maurward College	£250,000	£0	0	■
COMPLETED PROJECTS					
Field International	Field International, Ltd	£2,315,000	£2,315,000	50	■
North Dorset Business Park	Dorset County Council	£800,000	£800,000	45	■
Castle Court, Ospray Quay	Weymouth & Portland Borough Council	£500,000	£500,000	0	■
Boscombe Regeneration	Bournemouth Borough Council	£1,194,394	£1,194,394	0	■
Alder Hills	Bournemouth Churches Housing Association	£775,000	£775,000	26	■
TOTAL		£11,694,394	£6,084,394	307	■

A 5-year investment plan is attached in **Annex 5**, and a project monitor in **Annex 6**.

DORSET GATEWAY

An overview of business engagements recorded for the period between 01 April 2019 and 31 August 2019 is presented below in **figure 1**. The 'high intensity' engagement figure includes those businesses taking part in the Dorset NatWest Pre-Accelerator Programme.

Engagement Level	2018/19 (full year)			2019/20 (year to 30 September)		
	No. Businesses Engaged	Target	Progress against target (%)	No. Businesses Engaged	Target	Progress against target (%)
Light touch	679	600	113%	627	900	70%
Medium intensity	219	120	190%	134	180	74%
High intensity	55	60	92%	67	90	74%

Figure 1: Business engagements by intensity for period 01/04/18 – 30/09/19.

¹ £1,900,000 is capital and £100,000 is a revenue investment and came out of the interest budget of the GPF.

Social Media/Website Activity

Page	Unique Page Views	
	Q1 19/20	Q2 19/20
Dorset Gateway Landing Page	273	186
Finance and Funding	93	105
Skills and Training	73	76
Bid Writing	70	64
Support Services	31	37
Misc. (testimonials and articles)	29	26

Figure 2: Website – unique page views

For September, a total of 43 **LinkedIn** posts saw 4,351 views covering weekly updates and sharing of posts with Dorset Gateway services promoted.

Key during September included:

- Working with the Scale-Up Institute to promote their annual scale-up survey and shine a light on Dorset scale-up businesses;
- Working with a number of government bodies on preparations for the next stage of Brexit preparations for businesses – most notably with the Department for International Trade via a series of three 'Get Ready for Brexit' workshops across the county.

Customer satisfaction for the service remains at 100%. 92% of customers are very satisfied and 8% are satisfied.

National Business Support Line Data

- YTD (01 Apr 2019 - 31 Aug 2019) the National Business Support Helpline has handled 100 enquiries from customers within the Dorset Gateway area. A majority of enquiries have come from Bournemouth based businesses/residents. A full breakdown of enquiries by pre-April 2019 local authority area is provided below.
- Enquiries relating to starting a business (42%) made up the vast majority of enquiries handled by the Business Support Line, followed by business planning (16%), legal advice (15%), HMRC/Tax (8%) and finance/grants (6%).

INBOUND ENQUIRIES BY LOCAL AUTHORITY (YTD starting April)

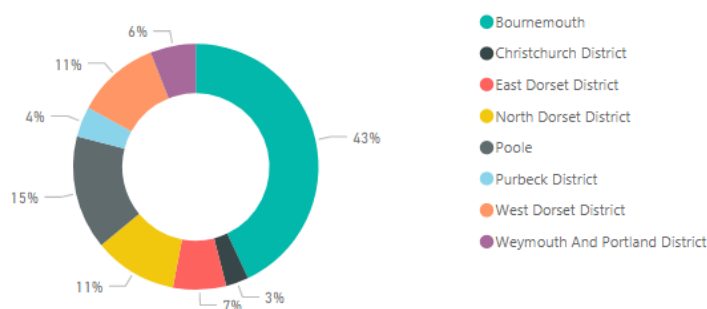


Figure 3: Inbound enquires –year to date (YTD – 01/04/2019 – 31/08/19)

Bid Writing Support Service (BWSS) key activities:

- The Bid Writing Support Service was used to produce a successful application into the second round of Business Basics funding. The project, 'Scalable Cyber Interventions Accelerating Productivity Practice for SMEs', which is being led by BCP Council and partners have been awarded £223,000 for a trial testing whether the use of an online

tool can enhance productivity of SMEs through encouraging adoption of better digital and cyber security management.

- Year to date, over 230 hours of bid writing support has been provided to Dorset-based businesses/consortia.
- Figures obtained under a freedom of information request from Innovate UK (IUK) shows that whilst the overall number of applications submitted by Dorset based applicants for IUK rose by 37% in 2018/19 compared to the previous year (**figure 4**), the number of successful applications only increased by one. This gives a success rate of 24% or 2018/19, which was the mean average figure for all LEP areas.

2017/18		2018/19	
Submitted	successful	Submitted	successful
40	12	55	13
% of successful bids vs total number submitted			
30%		24%	

Figure 4: Number of Innovate UK bids submitted by Dorset applicants versus successful awards. 2017/18 vs 2018/19.

One Health 19 Conference

On the 6th of September Dorset LEP, in partnership with joint sponsor the [SETsquared Partnership](#), held the inaugural One Health national conference at Kingston Maurward. The event signalled the start of a new programme supporting businesses, government agencies and research bodies to devise innovative commercial solutions to global [One Health](#) problems that impact on human, animal and environmental health².

The One Health Accelerator (OHA) which was officially launched, had been used as the vehicle to develop and deliver the conference – a test of how effective the OHA could be in showcasing commercial solutions to One Health problems. The OHA is designed to support collaborative bids to large One Health funding opportunities (e.g. Industrial Strategy Challenge Fund Food Production competitions), to help form the consortiums to go for these bids (providing short-term project management and bid writing support), and to showcase commercial solutions from industry.

The conference was fully subscribed with 100 delegates attending on the day (120 people registered to attend), including those from key support agencies, such as the national Agri-centres ([CIEL](#), [CHAP](#), [Agrimetrics](#) and [Agri-EPI](#)) and [Innovate UK](#).

The conference is in line with Dorset LEP's Horizon 2038 aim to establish a One Health Accelerator (OHA) and with the emerging themes in the Dorset Local Industrial Strategy. The longer-term delivery objectives of the OHA are:

- Generate up to £25M in one health related funding opportunities by 2026 and £100M by 2038, with a clear benefit to Dorset, the Great South West Region and national business/anchor institutions.
- Support 40 new businesses to set-up/relocate into Dorset and/or work with Dorset anchor institutions by 2038.

We are currently collecting feedback from those who attended but the anecdotal evidence that we have received has been very positive. A further One Health: Aquaculture Expo is planned for March 2020 in partnership with national centres, the Department for International Trade, businesses and other key stakeholders.

² The 'wicked' One Health problems include: food supply, quality, security; climate change, environmental pollution, foodborne pathogens/disease, and antimicrobial resistance, etc.

DORSET INNOVATION PARK

Finance and Governance

The Dorset LEP EZ Committee Terms of Reference, job profiles and recruitment advert for three additional Committee members have been drafted. The EZ Committee Chair has been nominated from the LEP Board.

There has been no approved Dorset LEP spend this quarter while the new governance and financial activities are being created.

Business interest summary (to end August 2019)

Stage / Type	Plots	Quadrant units	Chesil House	Other (Weatherford/land)	Total
Interest	15	8	3	1	27
Heads of Terms	0				0
Legals /Draft Lease	1	1	0	0	2
Full Lease /purchase	2	0	0	0	2
LDO Planning Approval	2				2
Construction	1				1
Moved In	0	12	4	1	17
Moved out	0	1	0	0	1
Rejected / lost	6	16	2	1	25
Appeal	1	2	0	0	3

Active interests = 27 (- 7)

Captured interests = 17 (+2)

Business Development

Success has continued at Dorset Innovation Park in the meantime, with the arrival of one more SME to the Quadrant:

– Draper Group, Units 4 and 5 (Draper Group are also in final negotiations to purchase Chapman Plot, but required a temporary space for their business, which the Park was able to accommodate at the Quadrant).

Norco's application through the simplified 28-day LDO planning process was approved Friday 5th July and Dorset Council has now received the land sale income. Construction of the building is well underway.

Tradebe Inutec, located on the Enterprise Zone but currently outside the LDO area on the Magnox decommissioning side of the fence, also has a planning application for a new 724 square metre processing building, which will also be eligible for EZ business rate relief, and is due to be approved in the autumn.

Marketing and Communications

The new Enterprise Zone web page was launched in July, and is being constantly improved to target the external national and international market.

The EZ Manager and Dorset inward investment team hosted an inward investment visit by 16 members of the DIT AEM Investment Services Team and DIT Sector leads 16-17 October. The agenda involved a networking evening for businesses at the RNLI 16 October, followed by presentations the next day on emerging Dorset themes, gaps and opportunities for inward investment, and a visit to Bournemouth Aviation Park to meet with Rigby Group and Gama

Aviation. The team were impressed with 'Dorset's hidden AEM secrets' and all agreed Dorset has an impressive offer for foreign investors.

CAREERS AND ENTERPRISE COMPANY – ENTERPRISE ADVISER NETWORK AND CAREERS HUB

Enterprise Adviser Network

- The pan Dorset EAN has successfully engaged 69 schools and colleges with 49 matched to an Enterprise Adviser
- The network is supporting by 3.5 FTE Enterprise Coordinators based in local councils
- The 2019 CEC State of the Nation report sees an average achievement of 3.2 benchmarks achieved across Dorset schools and colleges.

Careers Hub

- Dorset has secured additional CEC funding and resource to form Careers Hub which will offer enhanced provision to 40 schools and colleges within the network
- Careers Hub activity will be supported by existing Enterprise Coordinators, a new dedicated Hub lead and an additional Enterprise Coordinator to cover Weymouth & Portland
- The Hub will develop a Cornerstone Employer Community, bringing together local employers that commit to supporting the agenda.

Hub targets for 2019/20 are:

Measure	Outputs for the Dorset wave two Careers Hub
Hub status	<ul style="list-style-type: none"> • Hub Lead in post by the 2nd September. Should a Hub Lead's start be beyond this date agreement must be sought from your Regional Lead. • Hub Enterprise Co-ordinators to be in post by 2nd September. Should an Enterprise Coordinator's start be beyond this date agreement must be sought from your Regional Lead. • 40 schools and colleges engaged with the Hub • 100% Hub schools and colleges matched to an EA • All Hub School/Colleges completed Compass termly • All Hub Schools/Colleges with a careers plan in place (as evidenced by Tracker)
Gatsby Benchmark 5 progress	<ul style="list-style-type: none"> • 75% of Hub institutions fully achieve the benchmark by the end of the 2019-20 academic year
Gatsby Benchmark 6 progress	<ul style="list-style-type: none"> • 60% of Hub institutions fully achieve the benchmark by the end of the 2019-20 academic year • The remainder of the cohort (up to 40%) are at least partially achieving benchmark 6.
Future Skills Survey	<ul style="list-style-type: none"> • Lead schools/colleges plus four other schools or colleges in the Hub to work with us to pilot and refine Future Skills to create a national baseline
All benchmarks	<ul style="list-style-type: none"> • At least an average of 4 benchmarks fully achieved across all Hub schools and colleges by the end of the 2019-20 academic year