

## DORSET PERFORMANCE AND COMMITTEE MEETING COVER SHEET

<b>Meeting Date</b>	9 January 2020		
<b>Security Level:</b>	<b>Confidential</b> <input checked="" type="checkbox"/>	<b>Commercially Sensitive</b> <input checked="" type="checkbox"/>	<b>Unclassified</b> <input type="checkbox"/>
<b>Paper Title</b>	Delivery Update		
<b>Papers are provided for:</b>	<b>Decision</b> <input checked="" type="checkbox"/>	<b>Discussion</b> <input type="checkbox"/>	<b>Information</b> <input type="checkbox"/>

### RECOMMENDATIONS – GROWTH DEAL:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

### FWP (A348/A3049) Corridors Project

- Ahead of the LEP Board meeting on the 28 January 2020, the Committee members should discuss the risk appetite for the project and optional reallocation of funding into available pipeline projects ahead of the January 2020 LEP Board.
- The Committee members should note the update on this project and consider the risk of this scheme not being cleared by the LEP Board sufficiently early to allow for the project to be completed by March 2021.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

### Boundary Roundabout / Wallisdown Road Project

- The Committee members should note the update on this project and consider the risk of this scheme not being cleared by the LEP Board sufficiently early to allow for the project delivery by March 2021.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

### AUB Innovation Studio – Change Request

- The Committee members note the pending change request that will be submitted.
- The Committee members propose to the LEP Board to consider the merit of extending the agreement end date to enable successful delivery of the project.

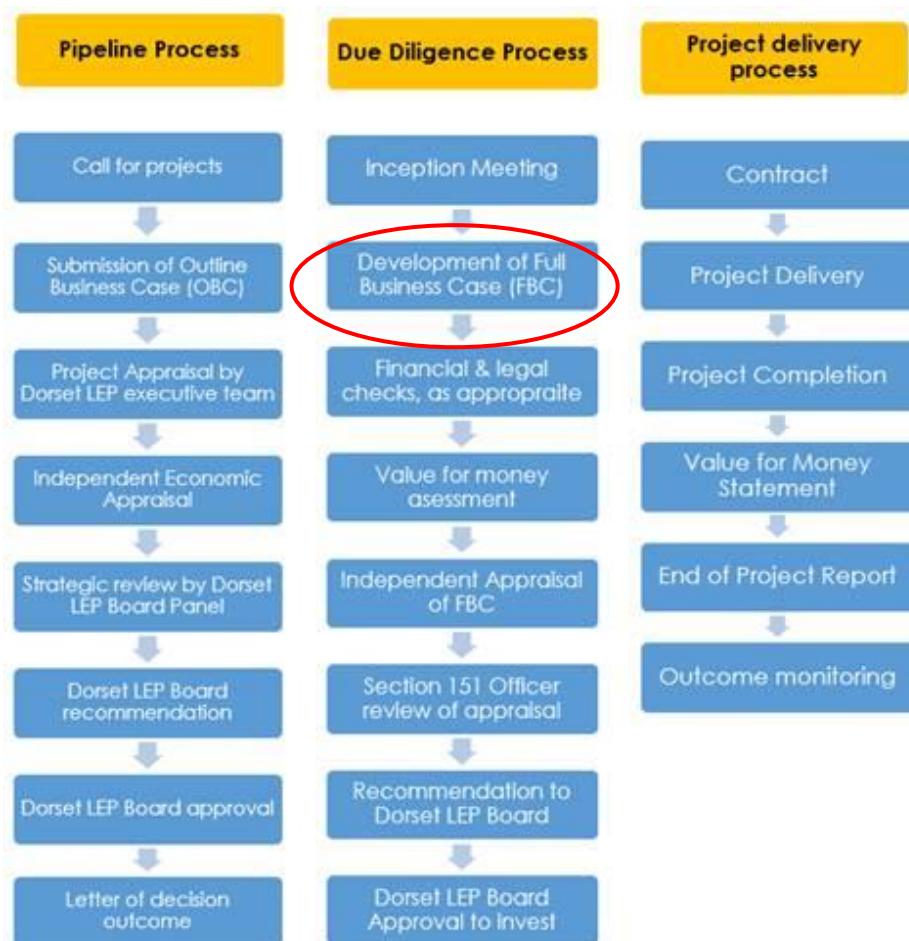




### FWP (A348/A3049) Corridors

Due diligence process - An Outline Business Case (OBC) was submitted by BCP Council to Dorset LEP in December 2019 and subsequently independently assessed by Cushman & Wakefield (C&W).

. For clarity, the due diligence process is outlined below. This project is currently in stage 2, step 2 as indicated by the red circle.



[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

**Recommendations:**

- Ahead of the LEP Board meeting on the 28 January 2020, the Committee members should discuss the risk appetite for the project and optional reallocation of funding into available pipeline projects ahead of the January 2020 LEP Board.
- The Committee members should note the update on this project and consider the risk of this scheme not being cleared by the LEP Board sufficiently early to allow for the project to be completed by March 2021.

[REDACTED]

[REDACTED]

[REDACTED]

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[REDACTED]

#### **Boundary Roundabout / Wallisdown Road**

In October 2019, Dorset LEP Board approved a change request to reallocate [REDACTED] from the A348 Programme to the Boundary Roundabout (Wallisdown Road) project to allow objectives to be realised and help lower the overall programme risk. It is anticipated that the amended Outline Business Case (OBC) will be submitted to the LEP Board in January 2020 for approval.

[REDACTED]

The project is due to complete by March 2021 and any delays in signing of the agreement could jeopardise successful delivery of the project.

#### **Recommendation:**

The Committee members should note the update on this project and consider the risk of this scheme not being cleared by the LEP Board sufficiently early to allow for the project delivery by March 2021.



#### **AMBER RISK PROJECTS**

#### **Gillingham Growth**

Gillingham Growth project is estimating to realise savings [REDACTED]

[REDACTED]

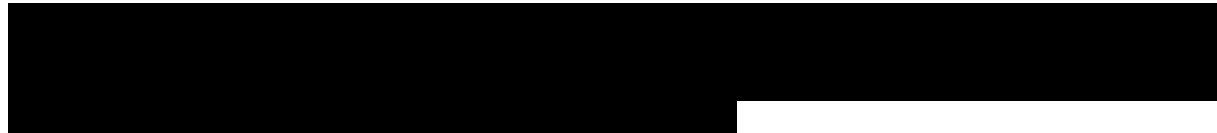
[REDACTED]

[REDACTED]

[REDACTED]

### **AUB Innovation Studio – Change Request**

Dorset LEP has been notified by Arts University Bournemouth to extend the end date of their funding agreement (currently ending on 31 March 2020) to September 2020. The change request has not been received by Dorset LEP at the point of writing this paper. It is anticipated that the change request will be finalised the w/c 13 January and therefore will be submitted to the LEP Board for approval.



#### **Recommendations:**

- The Committee members note the pending change request that will be submitted.
- The Committee members propose to the LEP Board to consider the merit of extending the agreement end date to enable successful delivery of the project.



### **POSITIVE / GREEN PROJECT UPDATES**

#### **5G Digital Testbed (Dorset Digital Pilot)**

Grant Agreement was signed in November 2019, following positive recommendations from the BCP Overview and Scrutiny Committee. On 20 December 2019, during the BCP Cabinet meeting, the Council formally accepted the [REDACTED] funding from Dorset LEP. Given the outcome, the project risk has been reduced. The project is on track to delivery by March 2021.

#### **Pipeline 2019 - update**

Dorset LEP Board held on 28<sup>th</sup> November 2019 accepted the recommendations from the Pipeline meeting and approved progressing the four projects below to due diligence (Full Business Case stage). The Full Business Cases are due on 3<sup>rd</sup> January 2020 with the assessment of each business case to be completed by 14<sup>th</sup> January 2020. It is anticipated that the 4 projects will seek Dorset LEP Board's approval at the January Board meeting.



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### **B) DORSET GROWING PLACES FUND**

**Annexes 5 and 6** provide high level overview of all Growing Places Fund projects.

For more information on programmes/projects that have not had any significant change since the last report, aren't high risk or require an approval/recommendation from the Committee, please see **annexes 5 and 6**.

Any projects that require the Committee's attention, are high risk or had significant change since the last report are identified in the text below.



## High Level Growing Places Fund Overview and Update

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 original 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
<b>ACTIVE PROJECTS</b>			
Bionanovate, Ltd	Bionanovate, Ltd	£1,700,000	■
Cobham Gate	Glenbeigh Developments Ltd	£1,500,000	■
Hamworthy	Borough of Poole	£660,000	■
Ultrafast Broadband	Dorset County Council	£2,000,000 <sup>1</sup>	■
Kingston Maurward Animal Park	Kingston Maurward College	£250,000	■
<b>COMPLETED PROJECTS</b>			
Field International	Field International, Ltd	£2,315,000	£2,315,000
North Dorset Business Park	Dorset County Council	£800,000	£800,000
Castle Court, Ospray Quay	Weymouth & Portland Borough Council	£500,000	£500,000
Boscombe Regeneration	Bournemouth Borough Council	£1,194,394	£1,194,394
Alder Hills	Bournemouth Churches Housing Association	£775,000	£775,000
<b>TOTAL</b>		<b>£11,694,394</b>	<b>£6,084,394</b>

## UPDATE ON ON-GOING PROJECTS



### RED RISK PROJECTS

#### Ultrafast Broadband (grant)

This project remains a **red** risk for delivery/time. A total of 2172 premises have now been fully delivered to Customer Ready for Service (CRFS). This is out of overall contractual delivery of

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

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:

[REDACTED]

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.



#### **AMBER RISK PROJECTS**

[REDACTED]

[REDACTED]



#### **POSITIVE / GREEN PROJECT UPDATES**

[REDACTED]

#### **UPDATE ON PROJECTS IN DUE DILIGENCE**

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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## Dorset Gateway

An overview of business engagements recorded for the period between 01 April 2019 and 30 November 2019 is presented below in **figure 1**. The 'high intensity' engagement figure includes those businesses taking part in the Dorset NatWest Pre-Accelerator Programme in the summer of 2019.

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%	785	900	87%
Medium intensity	219	120	190%	190	180	105%
High intensity	55	60	92%	68	90	75%

**Figure 1:** Business engagements by intensity for period 01/04/18 – 30/11/19.

## Social Media/Website Activity

Page	Unique Page Views		Q3 19/20 (data so far)
	Q1 19/20	Q2 19/20	
Dorset Gateway Landing Page	273	186	134
Finance and Funding	93	105	101
Skills and Training	73	76	79
Bid Writing	70	64	39
Support Services	31	37	24
Misc. (testimonials and articles)	29	26	17

**Figure 2:** Website – unique page views

For October and November, a total of 51 **LinkedIn** posts (promoting Dorset Gateway services) recorded 7,878 views covering weekly updates and the sharing of posts.

Key activities during October and November included:

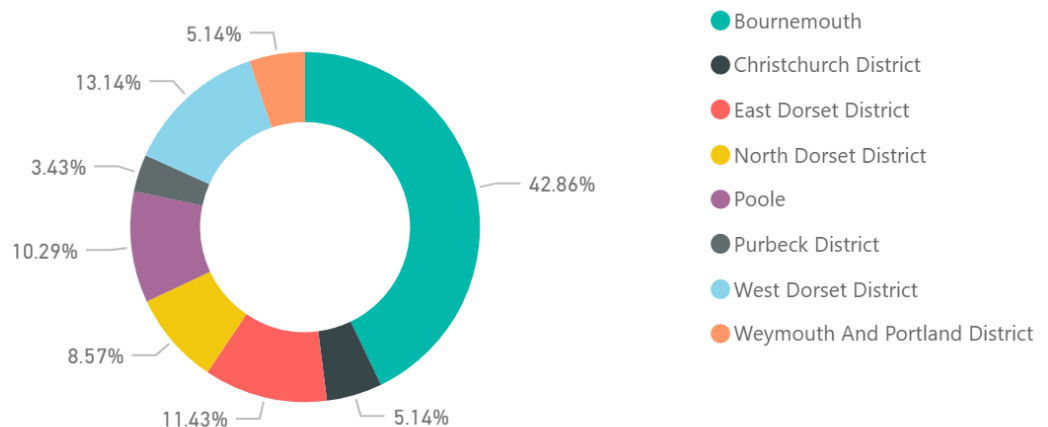
- Hosting Super Connect Med-Tech and AI pitch day event in partnership with Empact Ventures, Hays Recruitment, Bournemouth University and CityFibre.
- Meeting with NatWest to discuss the launch of the Expert in Residence Programme which aims to support female entrepreneurs and women-led enterprises in Dorset (this is part of a national programme and was one of the actions that came out of the Alison Rose Review in the summer of 2019).

Customer satisfaction for the service remains above our target at 80% (measured as those being either 'satisfied' or very 'satisfied') across the whole Dorset Gateway Service at 86%.

## National Business Support Line Data

- YTD (01 Apr 2019 – 30 Nov 2019) the National Business Support Helpline has handled 124 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 local authority area (as they were pre-April 2019) is provided below.

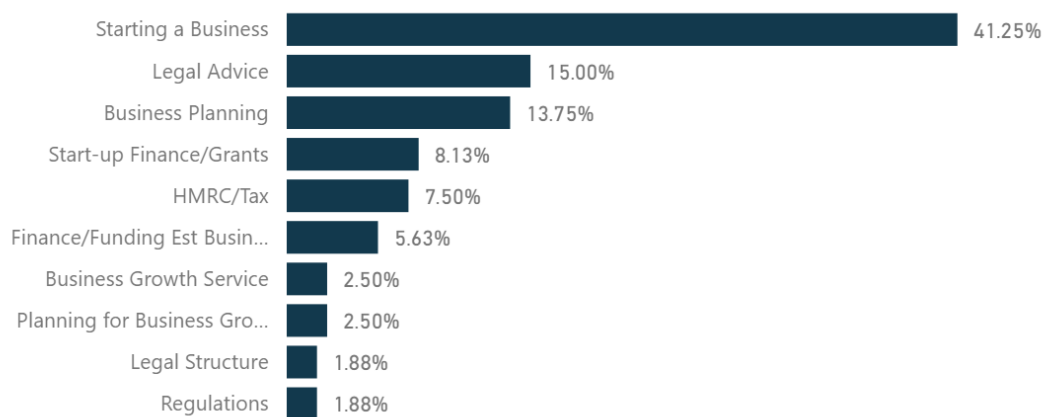
### INBOUND ENQUIRIES BY LOCAL AUTHORITY (YTD starting April)



**Figure 3:** Inbound enquires by pre-April 2019 local authority area (YTD – 01/04/2019 – 30/11/19)

- Enquiries relating to starting a business (41%) made up the vast majority of enquiries handled by the Business Support Line, followed by legal advice (15%), and business planning (14%).

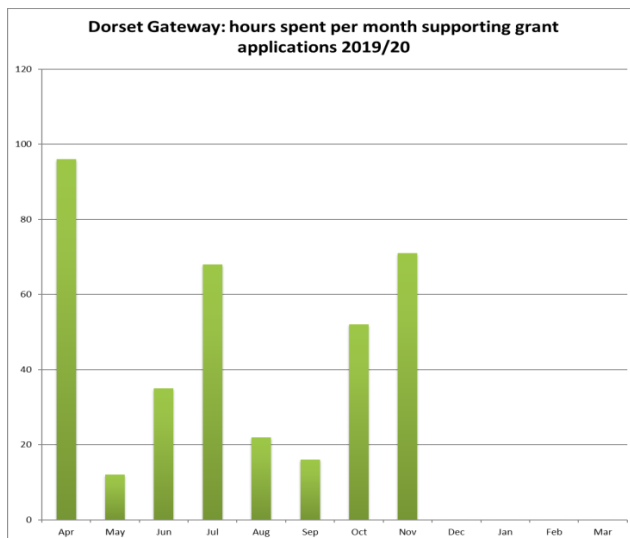
### TOP ENQUIRY REASONS (YTD starting April)



**Figure 4:** Inbound enquires by enquiry reason (YTD – 01/04/2019 – 30/11/19)

### Bid Writing Support Service (BWSS) key activities:

- Year to date, over 370 hours of bid writing advice and support has been provided to 23 Dorset-based businesses/consortia.
- In the last month, two bids have been supported into the Business Basics Fund Round 3 totalling more than £500k.
- Two applications are being supported currently for submission into the latest Innovate UK SMART grant funding calls which also total more than £500k.
- The bid writing support service is also supporting a Sea Food Innovation Fund SBRI application which is due for submission in March.



**Figure 5:** Hours of bid writing support provided by month (YTD – 01/04/2019 – 30/11/19)

### One Health 20: Aquaculture Expo

On the 4<sup>th</sup> March 2020 we will be hosting a second 'One Health' conference, building on the success of 'One Health 2019' event in September 2019. The conference is being presented in partnership with the national agri-centres, the Department for International Trade, businesses and other key stakeholders. This fully-funded event will provide a showcase for green/clean commercial UK aquaculture businesses, with Expo delegates also drawn from national retailers/buyers, the investor community, Government support agencies and the university sector. This event aims to generate momentum for national aquaculture to maximise yields and increase commercial returns while tackling the One Health problems related to food supply and preserving/protecting the environment. The programme for the day will maximise business-to-business networking, the development of new collaborations, and the opportunity to learn more about what aquaculture can do for us, consumers and our planet.

To find out more visit: <https://oh20.eventbrite.com>

### Funding for 2020/21

Continuation funding has been confirmed for Dorset Gateway by the Department for Business, Energy and Industrial Strategy (BEIS). A tender has been published on the Dorset LEP website seeking applications from organisations to provide the customer brokerage element of the service. We have also published a tender seeking organisations to come forward to run a tailored programme of support for high growth SMEs and scale-up businesses in Dorset.

### Brexit funding

Additional funds were awarded by BEIS to support Brexit related activities leading up to the initial 31<sup>st</sup> October departure date and up until 31<sup>st</sup> March 2019. This funding is being used to support an uplift in face-to-face support for businesses, which includes a series of business health checks as well a series of 'scale for growth' workshops across Dorset in partnership with PKF Francis Clark. Further details about these workshops can be found here: <https://scaleforgrowth.eventbrite.com>

## **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 5<sup>th</sup> 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 50 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 be governed by the Dorset Careers Hub Steering Group which will meet on the 9 January 2020. The group will report into the Skills Advisory Panel and Board.
- Seven local organisations have been recruited to join the Dorset Careers Hub Cornerstone Employer group. They met for the first time on 13 November 2019.
- Funding will be made available to schools via *Institutional Funding* to support individual schools and *Collaborative Funding* to benefit schools working together in clusters.

### Hub targets for 2019/20 are:

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