

DORSET

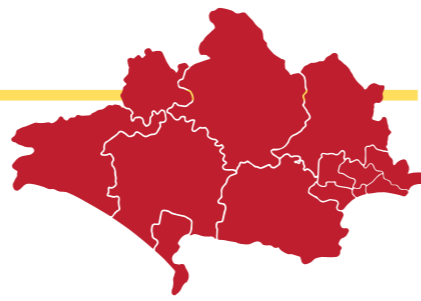
Local Enterprise Partnership



**DRIVING GROWTH, CREATING JOBS AND WORKING
FOR A MORE PROSPEROUS DORSET.**



ANNUAL REPORT
2014 - 2015



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I am very pleased to introduce the first formal Annual Report of the Dorset Local Enterprise Partnership (LEP)

The report will showcase some of our key highlights and achievements, whilst demonstrating that the Dorset LEP can deliver.

The past few years have been an exciting time for our county, with significant progress seen and made in our world-class sectors of advanced engineering and manufacturing, creative industries and the financial services. Our travel and tourism industry activity is ever improving and expanding.

We also have two fabulous universities that help us to bring together the talents, research and initiatives that go towards supporting a healthy local economy in all these sectors and beyond.

With such great assets at Dorset's disposal, it is our job as a LEP to ensure no opportunity for growth, job creation, better housing or better skills are missed, and that Dorset is seen as a natural place to do business.

This report will demonstrate how our LEP has achieved so much through the partnership between its private and public sectors; a partnership that has gone on to forge, support and maintain a focused driving of Dorset's economic growth and prosperity.

The impact of this partnership is becoming more visible. We are upskilling and getting young people back into work. We are providing more affordable housing to some of Dorset's poorest areas. We are ensuring that our county's infrastructure is continuously improving to meet the growing needs of local businesses. Our LEP will never give up in its mission to make Dorset an ideal place in which to do business.

We have entered 2015/16 in a strong position, with significant investment secured from Government and partners to support not only the economic success of Dorset, but the ongoing success of our country.

I would like to thank everyone who has helped us to achieve such successes to date and I look forward to welcoming many more.

Gordon Page
Chairman of Dorset LEP



About Gordon

The Dorset LEP is chaired by Gordon Page CBE DL, former Chairman of Cobham plc and Pro-Chancellor at Cranfield University. After graduating from Cambridge University, Gordon joined Rolls-Royce in 1962, rising to become Commercial Director of Military Engines in 1988. He joined Cobham plc in 1990 and became Chief Executive in 1992 and Chairman in 2001, retiring from the board in 2008. He is Chairman of P H Warr plc, chair of AirTanker Holdings, a Trustee of the Dorset Community Foundation and a non-executive director of Bournemouth Council Trading Company Ltd.



JITINDER TAKHAR
Deputy Chair

Jitinder Takhar has been in the social housing sector for over 20 years. She has served as the Business Development Director for Western Challenge and has led the team through four successful bid rounds, working as Lead Partner with the Wessex Development Consortium, now Source Development Partnership. Since 2008 Jitinder has been managing the commercial student company Signpost Homes Limited as well as leading the affordable housing team and Spectrum Housing Group's new work in the open market sale and rental markets.



ALEX PICOT

Alex Picot is currently Chief Executive of Dorset Community Action and has worked in the regeneration and charitable sector for 15 years. He has delivered a range of projects in training, employment, enterprise, and environment sustainability, with a wide variety of government, business, and voluntary and community sector partners. His other recent work includes delivering European and Skills Funding Agency funded training contracts to support unemployed people back into work. Alex Picot resigned from the Dorset LEP Board in August 2015.



DR BRUCE GRANT-BRAHAM
Tourism, Leisure and Hospitality Champion

Bruce is a senior lecturer at Bournemouth University and highly regarded in the tourism industry. In addition to lecturing at Bournemouth University, Bruce is chair of Poole Tourism's Management Board and a member of Poole Town Centre's Management Board. He was a founder member of the Dorset Tourism Association and is a Fellow of the Institute of Hospitality.



DIANE GRANNELL
Further Education Champion

Diane has recently been appointed as Principal & Chief Executive of Bournemouth & Poole College, having previously been its Vice Principal for nearly eight years. With more than twenty years' experience of the further, higher education and skills sector, Diane has an MBA (Masters in Business Administration) and has worked in both the public and commercial sectors. Diane Grannell was appointed to Dorset LEP Board in July 2015.



JIM ANDREWS
Higher Education Champion

Jim has been the Chief Operating Officer for Bournemouth University since July 2012. Prior to this he was the Executive Director for Organisational Development, responsible for the strategic development and executive management for most of the University's business and infrastructure services. Jim is an experienced Board Director in the Health and Education sectors, and is a Chartered Director through the Institute of Directors.



ANDREA SMITH

Andrea is a chartered architect and has held a variety of roles in development and regeneration in both the private and public sectors. Since 1998, Andrea has been Director of Development and New Business for Radian, a housing and care business that operates across the south of England. As a corporate director, Andrea has shared responsibility for the strategic direction of the company as well as oversight of its management and maintenance of 21,000 properties and turnover of c. £125m.



GEOFFREY SMITH
Employment and Skills Champion

Geoffrey Smith is the General Manager of Rockley Park and Chairman of the Dorset Employment and Skills Board. With over 20 years experience within Tourism, Leisure and Hospitality, Geoffrey has an established track record for developing teams and products that consistently deliver high standards of financial and quality performance across a range of skill sets.



ALISON MOORE

Alison Moore is President of the Dorchester Chamber of Commerce and a trustee at Age UK. She worked for 18 years at BT with her final role as Contract Director, meaning she had responsibility for the commercial aspects of multi million pound global data networks. She has worked for school/college partnerships and for the Kingston Maurward College, where she provides a link between business and academia.



RICHARD SMITH

Richard is the Director of The Tank Museum, Bovington, which holds the world's finest collection of armoured vehicles. He has overseen the Museum's redevelopment over the last eight years into one of Dorset's top rated cultural attractions. Upon graduating from Durham University, Richard joined P&O Containers where he spent eleven years in the transport industry carrying out roles in IT development, marketing and supply chain logistics.



JOHN BEESLEY
Financial & Business Services Champion

Councillor John Beesley FIH is the Leader of Bournemouth Borough Council. He represents the Westbourne & West Cliff Ward having served on Bournemouth Council since 2000. He has been a Bournemouth hotelier for over 30 years and heads a hospitality consultancy specialising in hotel management and development. He has extensive experience of both the private and public sectors from serving on a variety of trade and political bodies alongside his business career over the past 30 years.



JAMES WELD
Rural Enterprise Champion

James Weld DL is the Chairman of the Lulworth Estate, a diverse rural business encompassing property, agriculture and tourism. This includes Lulworth Cove and Durdle Door, where public access has been provided for more than 100 years. The environment is an integral part of the Estate and he has pioneered estate-funded ecological programmes, particularly along the Lulworth coast. James is a founder and Chairman of the Jurassic Coast Trust which supports conservation and education programmes associated with the World Heritage Site.



STEVE DAVIES

Steve is an experienced Chief Executive with over 40 years experience in the management and consultancy industries. As the ex Chief Executive of Portland Harbour Authority, he set up a Management Consultancy company, Vindeliss MMC Ltd, in March 2015. The company provides general management consultancy advice, mentoring, project management, feasibility studies, and commercial advice among many other disciplines. Steve's career also spans positions in Operations, Logistics and Distribution, Sales and Marketing, Commercial, Business Development, Marine, Research and Development functions of business.



TERENCE O'ROURKE MBE
Creative Industries Champion

An architect, town planner and urban designer, Terence O'Rourke had a successful career in the public sector before leaving to form his own specialist consultancy in 1985. As Chairman and Managing Director, he developed this into one of the largest and most successful in the UK, responsible for many complex and award-winning projects. He is Chairman of the Bournemouth Symphony Orchestra, a Governor of the Arts University Bournemouth, and is Chair of its Estates Committee. He sits on the Board of the Goodwood Estate and is an active supporter and Patron of the National Trust, where he is a member of the Regional Advisory Board for the South West.



JANET WALTON

Councillor Janet Walton is the Leader of the Borough of Poole with special responsibility for Public Health and Communications. Janet's background is in Local Government finance and administration. Before moving to Poole to be with her extended family, Janet ran her own successful business in the fitness and sports arena. On coming to Poole she worked in the Finance and Tourism industries before becoming a Councillor in 2007. Janet was formally the Portfolio Holder for Children and Young People, a position which she held for 5 years before becoming Leader of the Council in May 2015.



DEBORAH CRONEY

Councillor Deborah Croney is the Leader of North Dorset District Council and currently sits on the Board of the Local Government Association. Deborah was first elected to North Dorset District Council in 2007 and instantly took a keen interest in the future of planning and development of the District. In 2008 she became the Cabinet Member for the Economy, developing the Local Plan. Core Strategy became the main focus of her work to ensure that a sound strategy for future development is the key to unlocking the economic and social potential for local areas in Dorset. Deborah is also a former member for Scrutiny & Planning Committees, as well as having previous experience in Heritage Championing.



ROBERT GOULD

Councillor Robert Gould was elected to Dorset County Council in 2009 to represent the town of Sherborne. He was elected Leader in 2014. He has also served as a member of West Dorset District Council since 2003 and was Leader of that authority from 2004 to 2015. Robert is keen to work with the LEP to maximise the benefits for the Dorset economy and to work with government to take advantage of devolution of powers and maximise investment in our infrastructure.



JIM STEWART
Transport Champion

Jim is a member of the LEP Connected Dorset Group and was appointed Chief Executive of Poole Harbour Commissioners in 2002. He has been involved in the commercial shipping sector since 1980, and has over 25 years experience of managing companies. He acts as a director of Dorset Business and the Poole Arts Trust and sits on the National Policy Council of the British Chambers of Commerce. He is a Council Member of the British Ports Association.



EMMA HUNT

Professor Emma Hunt was appointed Deputy Vice - Chancellor at the Arts University Bournemouth in July 2013. Prior to this she was the Dean of Art Design and Architecture at the University of Huddersfield for seven years. She is a member of the steering committee for the National Arts Education Archive and her regional roles have included being a board member for Barnsley Civic Enterprises and a member of the board of Governors at Halifax College; more recently, as a member of the Employment and Skills Board of the Dorset LEP.



OUR JOURNEY SO FAR

The Beginning

Founded in 2011 and officially launched in 2012, the Dorset Local Enterprise Partnership (also known locally as the LEP, Dorset LEP or DLEP) was tasked with the challenge of bringing together public and private sector expertise around one table to strategically plan and implement government funding and private sector investment, to both improve and maintain the Dorset economy.

The Vision

Our ambition is for existing businesses in Dorset to flourish, and for new businesses to be created and grow. We will work to enable a strongly performing, productive and sustainable economy with more higher paid and better skilled jobs, better infrastructure, more affordable housing and a strong culture for entrepreneurship.

Advantages and Challenges

The Dorset Local Enterprise Partnership has a strong geographical identity with a long history of the Local Councils in the area working together. Comprised of Local Authorities, universities and private partners, the LEP is a strong partnership, working for the best interests of the whole of Dorset. Our challenges are to build on the strengths of our diverse economy that encompasses a conurbation, coast, market town and rural areas; and making an evidenced case that targeted investment can improve our productivity, local well-being and our net contribution to the economy of the country.



THIS REPORT AIMS TO EXPAND ON OUR ACHIEVEMENTS TO DATE, WITH EXAMPLES, CASE STUDIES AND MORE.



THE DORSET GROWTH DEAL



Dorset LEP Board members and Core team with then Deputy Prime Minister, Nick Clegg, at Growth Deal signing

Local Growth Deals are designed to enable LEPs to better serve their local economies. In order to bid successfully for the funding, the Dorset LEP's Strategic Economic Plan (SEP), also known as Transforming Dorset, was submitted in March 2014 and was used for negotiations with Government on the Dorset Growth Deal. Round 1 of the Deal saw Dorset LEP awarded £66.4m from the Local Growth Fund in July 2014. In January 2015 a further £12.6m was awarded as additional funding, bringing the total to £79m. This funding is allocated to contribute to projects in the SEP like the Bournemouth Airport Growth Programme.

Find out more about the Dorset Growth Deal here: www.gov.uk/government/publications/dorset-growth-deal



Photos courtesy of Dorset County Council.

CASE STUDY: BOURNEMOUTH AIRPORT GROWTH PROGRAMME

(Growth Deal funding up to £39,500,000)

The Bournemouth Airport Growth Programme is a package of road schemes to improve access to Bournemouth Airport.

WHY IS THE DORSET LEP FUNDING THIS PROGRAMME?

Bournemouth Airport is currently expanding its operations with increased passengers through Flybe airlines and the development of the aviation park to provide new high quality business premises. However, unless we tackle the local problems of congestion, poor infrastructure, and lack of housing, the airport will fail to reach its full economic potential. To achieve this potential, Dorset LEP will invest almost £40m into the Bournemouth Airport Growth Programme to unlock and unblock key employment and housing sites around the airport. By achieving enhanced access to employment sites, more jobs can be created, better housing can be supported and economic growth can be both improved and sustained.

OTHER PROJECTS WITH SUCCESSFUL GROWTH DEAL FUNDING BIDS

Port of Poole:
funding up to £23,310,000
A package of road schemes to improve access to the Port of Poole

Orthopaedic Research Institute (ODIAC):
funding up to £700,000
A research centre of excellence to attract innovative orthopaedics businesses

Jurassica:
funding up to £300,000
Initial work for a new Jurassic Coast visitor centre on the Isle of Portland

Bournemouth & Poole College (BPC)
Engineering & Manufacturing:
funding up to £565,150
New facilities to help close Dorset's high level skills gap in this key sector

BPC Financial and Business Services
funding up to £2,000,000
Refurbishment of facilities to equip the next generation of local entrepreneurs

Dorset Growth Hub:
funding up to £250,000
Revenue funding to strengthen the Dorset Growth Hub to co-ordinate and deliver an effective business support offer to Dorset's businesses

FURTHER PROJECTS RECEIVING ADDITIONAL GROWTH DEAL FUNDING

Wessex Fields:
funding up to £5,700,000
An additional A338 junction to open up employment land adjacent to Wessex Fields

University Business Park:
funding up to £2,800,000
A new building to provide business support to new digital and creative industry sector businesses

MEMO:
funding up to £1,000,000
To construct a high profile visitor site on the Isle of Portland

Silicon South:
funding up to £1,000,000
To provide a Centre for Digital Entrepreneurs

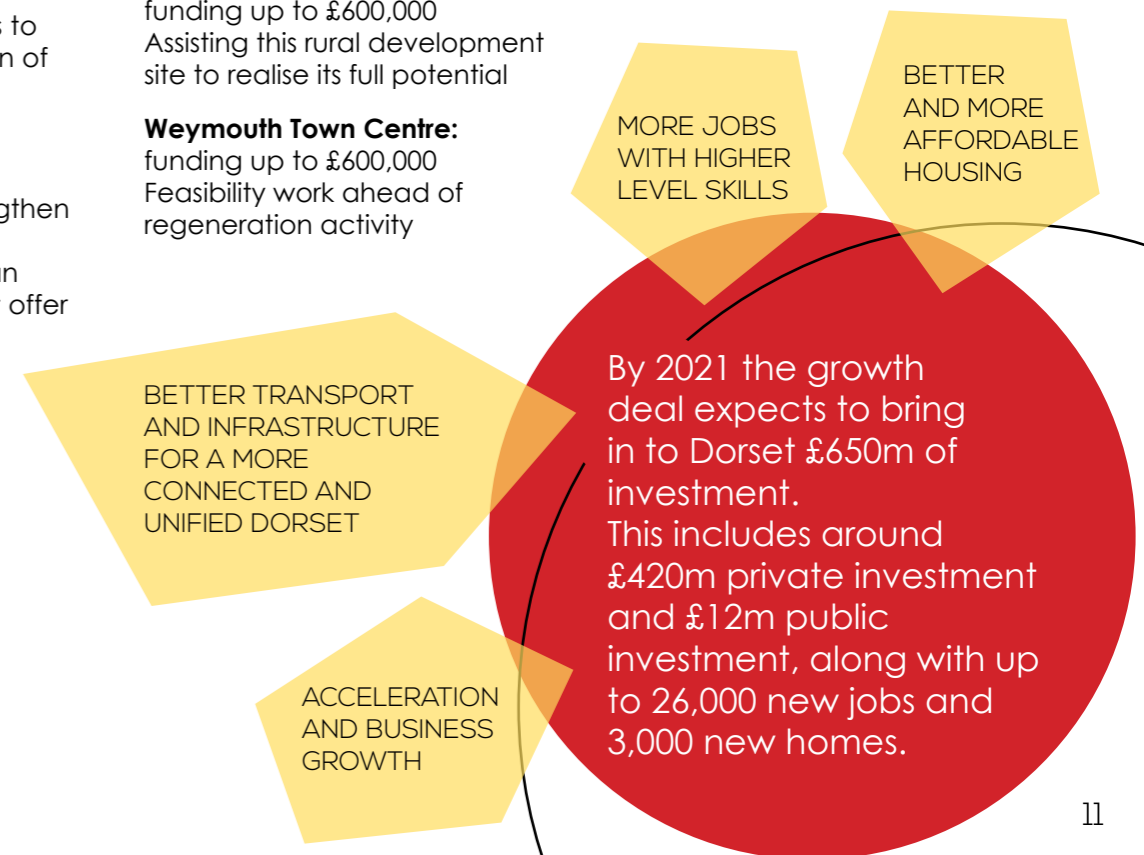
Kingston Maurward College:
funding up to £900,000
New facilities for land enterprise and employment

Dorset Green:
funding up to £600,000
Assisting this rural development site to realise its full potential

Weymouth Town Centre:
funding up to £600,000
Feasibility work ahead of regeneration activity



Photos courtesy of Dorset County Council, Borough of Poole and the Jurassica project.



THE GROWING PLACES FUND

The Growing Places Fund is designed to generate economic activity by addressing immediate infrastructure and site constraints to enable the delivery of jobs and housing. It is a revolving fund based on principles of **investment**, **repayment** and **reinvestment**, where applicants repay the loaned monies so that the Dorset LEP can re-invest into further schemes across the LEP geography. **The £9.4m fund** can only be used for capital expenditure and normally has a maximum loan term of 5 years. It may be used by businesses that have viable projects, including security that can deliver economic growth, even if the business is unable to access alternative funding mechanisms.

To date the loan funding has been allocated to the following Dorset projects:

- Centre for Social Enterprise Excellence - Alder Hills, Poole
- Castle Court, Osprey Quay - Portland
- Field International Ltd. - Poole
- Boscombe Regeneration - Bournemouth
- North Dorset Business Park - Sturminster Newton
- Transport Smarter Choices - Hamworthy, Poole
- Cobham Gate - Ferndown

CASE STUDY: BOSCOMBE REGENERATION

Boscombe West has long standing high levels of deprivation. The latest census showed that things were getting worse and the gap between the most deprived part of Bournemouth and its surrounding areas was widening, with the heart of the ward - Boscombe Central – shown as one of the most deprived areas in the South West. The Dorset LEP Growing Places Fund allocated £1.5 million to Bournemouth Borough Council to facilitate the establishment of a Community Land Trust and to develop 11 affordable homes for local people (one of which was for people with restricted mobility) on a shared ownership basis.

This, along with recent initiatives, is starting to make a difference and regeneration is beginning to make an impact, although the issues are complex and fundamental improvements will take a considerable period of time. The development of 11 affordable, low energy family homes is located at Gladstone Mews and was completed and handed over in August 2014. The Gladstone Mews development includes the added value of the latest fire suppression systems, allotments and a community orchard.

By the end of 2014 ten of the properties, including the home for mobility impaired, were under offer. The development was completed below budget, at a cost of £1,194,395, allowing £305,605 of Growing Places Fund money to be released for reinvestment in further projects. The project also secured additional European funding which enabled it to bring forward the development of a refurbished Creative Industries Hub at Gladstone Mews, providing further enterprise support for the area.

CASE STUDY: THE FACTORY

WELCOME TO THE FACTORY, POOLE'S NEW CENTRE FOR SOCIAL ENTERPRISE



LOCATION AND PURPOSE

Based in Alder Hills, The Factory is Poole's new centre for Social Enterprise. It brings together new enterprises and training operations and all driven by social purpose. The Factory will create employment opportunities in the Bournemouth/Poole conurbation and upskill people to enable them to find it easier to access employment.

PROGRESS SO FAR

- £250,000 funding to complete the build/ refurbishment
- Attracted £37,000 additional funding to deliver courses
- 15 new jobs
- Increased vocational courses to offer skills and qualifications in carpentry, painting and decorating, retail, hospitality, administration and bike maintenance
- Benefited 62 learners who have gained qualification



THE HISTORY

Bournemouth Churches Housing Association (BCHA), a homelessness housing charity in the South West, is the parent company to The Factory.

Over the past decade BCHA has been evolving The Factory's Social Enterprise offers as a great way to do business. They bought The Factory in March 2014 with much needed support from a **£775,000 loan from the Dorset LEP**. This investment initiated a further **£250,000 donation and loan from the Talbot Village Trust**.

This investment has allowed them to refurbish the former Remploy factory to make it into 'The Factory' - a social enterprise that offers a creative space for the local community to learn, develop and prosper as socially minded businesses. The Factory ensures they trade as fairly as possible; from how their products are sourced to their pricing. It is home to a modern retail space,

selling bikes and bike parts, home furniture and crafts, with space for local entrepreneurs to pop up a pitch. There is also an on site Café and conference facilities, as well as a large training academy. One of the many great things about The Factory is that all the profits they make go back into the community to provide more services for people who need an extra step up on the ladder.

ADDITIONAL PROJECTS

The Dorset LEP has funded a further nine key local projects:

£10,000 allocated to **Visual Arts Market Place**
Market research to scope the development potential of the area's visual artists

£50,000 allocated to **Holton Heath Trading Park**
To ensure local businesses have access to the right services

£50,000 allocated to **Pathway Programme**
A work placement project supporting people back into employment

£10,000 allocated to **The Ecological Sequestration Trust (T.E.S.T)**
A feasibility study to support good governance for sustainable development

TOTAL INVESTMENT
£657,800

£28,000 allocated to **Dorset Local Nature Partnership**
Employment of a Local Nature Partnership Manager

£50,000 allocated to **Housing**
Funding to prepare business cases for housing and regeneration

£65,000 allocated to **Destination Management Organisation**
Support to drive through the findings of the LEP's Destination Management Plan (DMP)

£369,800 allocated to **Silicon South**
Support for the enhanced development of Dorset's Creative and Digital sectors

£25,000 allocated to **Employment and Skills Board**
To support the development of a series of employment and skills projects

UPSKILLING DORSET'S WORKFORCE

Dorset LEP Annual Report 2014 - 2015

CASE STUDY: PATHWAY PROGRAMME

The Pathway work placement programme provides paid placements and training for unemployed people as a stepping stone into work.

The LEP invested £50,000 towards the project to provide match funding for wages. The expected outcome is sustainable employment beyond the placements for those on the programme.



LEFT TO RIGHT - Duncan Breckell, Joseph Winter, Alistair Nelhams, Head of Programmes at the LEP Rob Dunford, and Daniel Jones. (Photo courtesy of Spectrum)

SPECTRUM HOUSING GROUP EXPLAINS HOW IT WORKS

This programme has huge benefits for the Dorset community. It has provided opportunities for unemployed people to get proper jobs. Not volunteering, not just an unpaid work placement, but a proper job. It has also engaged a number of local businesses to offer these kinds of opportunities where historically they hadn't. We would not have been able to fund this programme without the LEP's support.

The match funding element of the programme is crucial to engaging employers. The notion of a shared burden is really important and makes the prospect of taking on someone who is unemployed less daunting and more commercially viable. Duncan Brecknell, Spectrum Housing Group said:

"The support of the Dorset LEP has been critical in enabling Spectrum to reach out into the local community and create more jobs for local people within a number of businesses in key sectors. We hope to build on the successes of the programme so far and create more opportunities for the greater good of all in Dorset".

SIEMENS



Photo Courtesy of Spectrum Housing Group

"Pathway has given me more momentum and confidence to get back into work. Something good to put on my CV, another thing that employers will look for. More ammo to get a job."

Joseph Winter, Pathway participant

CASE STUDY:
PATHWAY
PROGRAMME



Alistair Nelhams at work.
Photo Courtesy of
Spectrum Housing Group

THE RESULT

HAVING DISCOVERED THE PATHWAY PROGRAMME, WHILST ON A WORK PROGRAMME COURSE WITH BOURNEMOUTH AND POOLE COLLEGE, ALISTAIR NELHAMS SHARES HIS JOURNEY.



FINDING PATHWAY

"Shelley would put sheets out with jobs on a table at the Job Centre. I spotted this and asked what it was about. It sounded interesting and something I wanted to do.

My dad had been part of Siemens in Southampton and knew the company. As it is a good company and massive, this was the best way to get into something like this."

NEW SKILLS

"I learnt a wide range of skills including **technical skills**, Printed Circuit Board (PCB), at school.

I learnt the **manufacturing** side of things too.

I also learnt how to set myself specific goals and targets as part of my journey and **personal development**."

THE EXPERIENCE

"It's good work and I enjoy working with the people I work with too. It's that little step back into work. It helped me because I was out for a little while and I needed that push to get back into it.

I'd been struggling for so long that it was finally, yes, I could try and get my foot in the door of somewhere and hopefully stay on."

PERSONAL GROWTH

"The programme has given me so much more confidence to talk to people again as I had become very closed. Now I could approach anyone, somebody I have never met, talk to them and hopefully work from there.

Eight weeks feels a long time, but it does reap its rewards if you are willing to work hard enough and get that job."

SKILLS SUPPORT FOR THE WORKFORCE

Skills Support for the Workforce, managed by Serco Vocational Services on behalf of the Dorset LEP, supports business growth to enable the Dorset economy to prosper and compete on a national and international level.

The Skills Support for the Workforce initiative provides support, advice, guidance and fully funded accredited qualifications for employees of small and medium sized businesses in Dorset.

Pictured above, Norco staff (including Managing Director - Mark Northey & HR Manager Katja Northey) Training provider Green Labyrinth & Dorset Skills Hub.

The project, which has been running since September 2013, is funded by the European Social Fund (ESF) and the Skills Funding Agency (SFA) from the 2007-2014 EU Funding Programme.

Unlike previous ESF projects, Skills Support for the Workforce was the first ESF programme to focus on skills priorities set by Local Enterprise Partnerships (LEPs), reflecting the increasing role that Local Enterprise Partnerships play in determining the effective use of European Funding at a local level.

The skills priorities for Skills Support for the Workforce are to support the following priority sectors in Dorset: creative industries, finance and banking, health and social care, environmental, tourism, engineering and food and drink. Serco manages the contract which is delivered locally through its sub-contractor network of colleges and training providers.

The project, which ends in July 2015, has enjoyed considerable success with over 750 staff from 200 businesses taking up the support since its launch.

The continued success of the project has brought additional ESF funding into Dorset, effectively growing Dorset's original allocation of £1m funding for Skills Support for the Workforce by an additional £380k. This has enabled more SMEs to be reached and more employed individuals to be trained.

The funding for the 'Skills Support for the Workforce' initiative includes a local response fund, designed to provide flexibility to support additional or changing needs throughout the duration of the project. Serco, in partnership with the LEP's Employment and Skills Board and the Borough of Poole, was able to use this funding to establish the Dorset Skills Hub. The Skill Hub has been instrumental in signposting employers and businesses in Dorset to the funding options available to them to train their staff and provides advice and information on the range of training options available.

Norco GRP Ltd, a Poole-based company specialising in the manufacturing of composite mouldings for end users all over the world, linked up with the Skills Hub, which provided advice on the funding available from the Skills Support for the Workforce initiative.

Mark Northey, Managing Director of Norco GRP Ltd, commented, "At Norco we really believe in looking after our people. Working with the Dorset Skills Hub has meant that we have been able to find out about funding and take advantage of what is available. This has resulted in our workforce having increased their skills and knowledge."



European Union
European Social Fund
Investing in jobs and skills

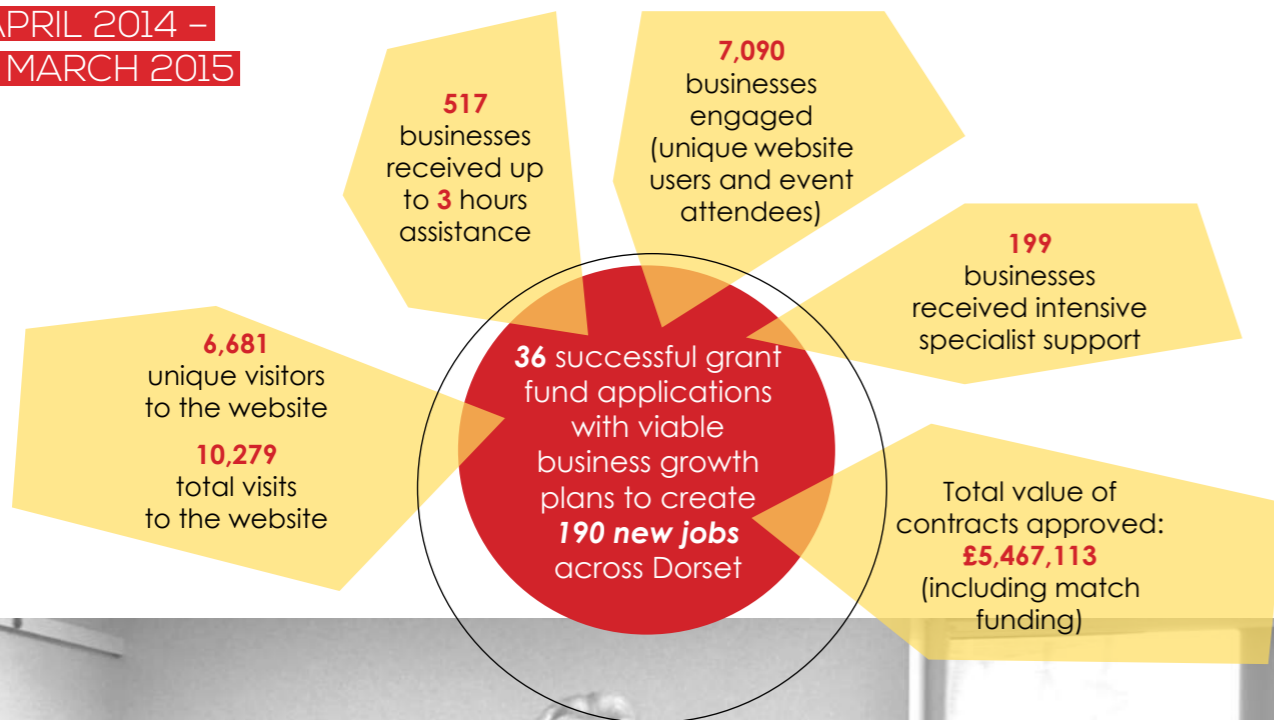
DORSET GROWTH HUB A NATIONAL EXEMPLAR



A key component of Dorset LEP's Strategic Economic Plan, the Dorset Growth Hub has been established to support businesses that want to grow, increase employment, improve competitiveness and encourage inward investment into the area. Growth Hubs are designed to boost economic growth by introducing a new approach to the co-ordination of business support and providing a resource for bespoke business, innovation and trade support schemes. Dorset Growth Hub is considered a national exemplar of this initiative and provides a one stop shop through web-portal, phone line and on-line advisors. They also provide Business Navigators, who help businesses find their way through the vast support landscape available to them and to access relevant services, whilst identifying and supporting businesses with viable growth plans.

Find out more on their website at: www.dorsetgrowthhub.co.uk

KEY PERFORMANCE INDICATORS
1st APRIL 2014 - 10th MARCH 2015



DLEP Chairman Gordon Page with fellow LEP Board members during Lord Heseltine (pictured in the centre) visit to Dorset Growth Hub

"The Dorset LEP is very proud of the Dorset Growth Hub, which is considered a national exemplar and an initiative of the LEP that is essential to driving economic growth and prosperity in Dorset, whilst providing expert advice and support for local entrepreneurs and businesses."
(Gordon Page, Dorset LEP Chairman)

WHAT THIS MEANS FOR DORSET ENTERPRISE? A CASE STUDY

DORSET GROWTH HUB SUPPORT

Lou Brown Designs

A SMALL INDEPENDENT CREATIVE BUSINESS BASED IN DORSET; LOU CREATES BESPOKE GIFT ITEMS SUCH AS CUSTOMISED CHILDREN'S BOOKS, DIY CRAFT KITS, JIGSAWS AND NOTEBOOKS.

NEEDS IDENTIFICATION

Lou needed to formalise her business processes and get to grips with the day to day running of the business rather than producing all the products herself. The initial meeting at Lou's home identified those needs and further identified the next steps required for the business to help sustain and create growth.

NEXT STEPS

- New larger premises were needed as manufacturing was being restricted in her dining room at home
- New staff - Lou wanted to employ three new staff to help sustain her growth of the company

RESULTS

- The result is new larger premises to cope with product demand
- One full time job and two part time positions to help with production, administration and marketing
- Cash flow injection to help with future developments of Lou Brown Designs



DORSET GROWTH HUB SOLUTIONS FOR LOU

The Dorset Growth Hub team introduced Lou to Dormen, a business mentoring service, to help her keep a track of her business goals and also be a sounding board during her time of growth. The Dorset Growth Hub Business Navigator listened to Lou's requirements and provided reassurance that a move to bigger premises outside of the family home would not only improve productivity, but help to support her very busy family life as mother of twins. The role of the Navigator here was to understand her business needs and offer support. Good listening and empathy were crucial at this stage of the Dorset Growth Hub's support.

To encourage growth within Lou Brown Designs, the Dorset Growth Hub team provided support through Regional Growth Grant funding. Lou wanted to create two part time jobs and a potential full time position within the next 12 months. The Dorset Growth Hub team granted £10,000 on a 3:1 match funding basis to support growth and job creation.

Lou was also looking to employ local staff and is very passionate about supporting individuals who may have struggled to find work. Lou was previously in receipt of a Disability Living Allowance due to a medical condition so wanted to consider applicants who may have been in a similar position to herself.

The Dorset Growth Hub team have suggested working in conjunction with Prospects Services and the Work Programme to give interview opportunities to the long term unemployed and sick. The Dorset Growth Hub team have been giving regular phone and email support from the initial enquiry to ensure that Lou's business growth and investment is as supported and structured as possible.

PROGRESS UPDATE:

Lou Brown Designs has continued to increase sales especially through the notonthehighstreet.com partnership, which has proved to be a lucrative forum providing customers from all across the UK and Europe.

DORSET LEP AND EU FUNDING



WHAT IS ESIF?

EUROPEAN STRUCTURAL AND INVESTMENT FUND (ESIF) IS A COMBINED EUROPEAN FUND THAT COMPRISES OF THREE MAIN STRANDS:



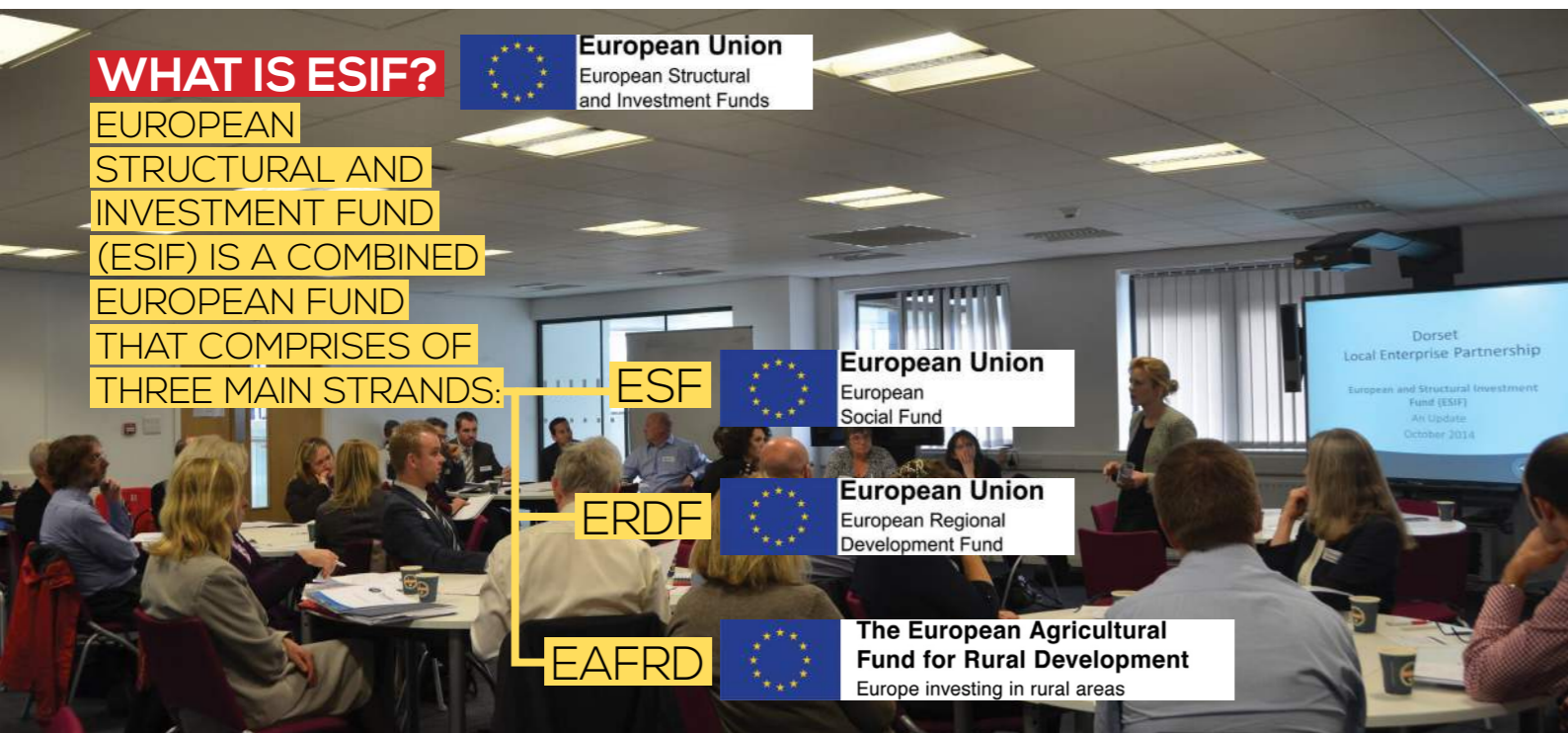
ESF



ERDF



EAFRD



ESIF EVENTS

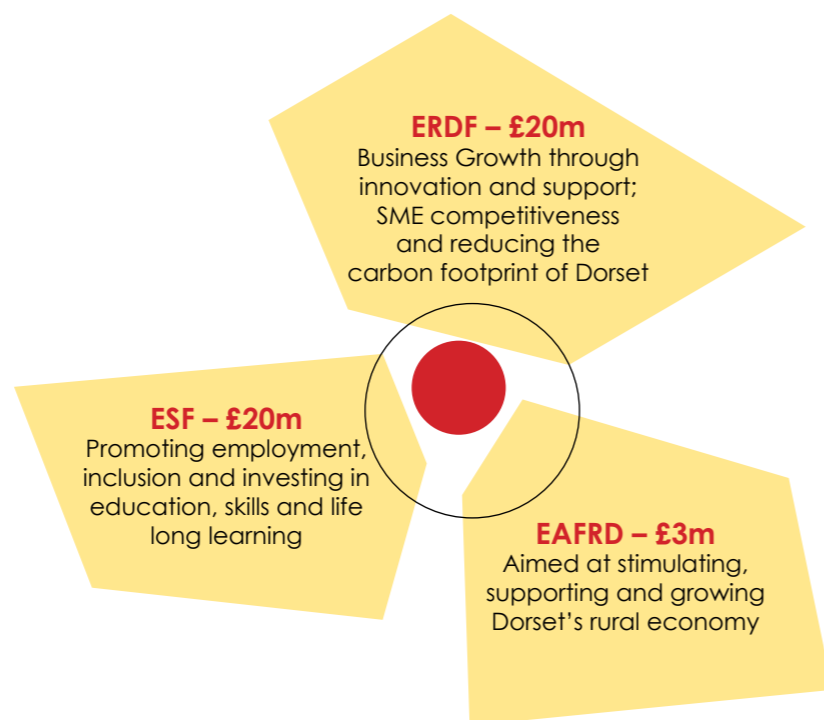
Several ESIF events have been held across the county to further inform the allocation of EU funding streams.

In October 2014 DLEP held a number of consultation events around Dorset to gain feedback that would later inform priorities and further enhance the Dorset ESIF Strategy for the Dorset ESIF Committee.

To find out more about ESIF visit the Gov .UK website here: <https://www.gov.uk/government/policies/european-funds>

WHAT DOES THIS MEAN FOR DORSET?

Dorset has been allocated around £43m of ESIF. This funding will respond to priorities that have been identified in the Dorset Strategic Economic Plan and the Dorset ESIF Strategy 2014 – 2020. The funding allocated to each programme, excluding match funding that will be leveraged as a result of the European Funding, is demonstrated here:



FOREIGN DIRECT INVESTMENT ACTIVITY AND SECTOR PROMOTION STATISTICS

The Dorset LEP Inward Investment Team works very closely with UK Trade & Investment (UKTI) to provide sector or bespoke propositions for new investment enquiries. They also provide Account Management of existing Foreign Direct Investors (FDI) who are seeking to make further investment in Dorset.

SECTORS

The Team works to both promote and strengthen Dorset's leading sectors in FDI in which 12 successes were achieved in the year 2014/15

- Aerospace
- Advanced Engineering & Manufacturing which includes the defence and marine industry
- Creative Industries
- Financial Services

CROSS LEP COLLABORATION

- The team works with several other LEPs in supporting FDI in various other sectors too:
- Aerospace – Invest in Bristol & Bath (West of England LEP) and Heart of the South West LEP
- Defence – Solent LEP with reference to the BIS Defence Growth Partnership
- Marine - Solent LEP, Heart of the South West LEP and Cornwall and Isles of Scilly LEP
- Financial Services – Solent LEP and Enterprise M3 LEP
- Regional expansion of FDI - Swindon and Wiltshire LEP



FARNBOROUGH INTERNATIONAL AIR SHOW 2014

The team were involved in setting up the joint sponsorship of the West of England Aerospace stand in the UK Pavilion with Invest in Bristol & Bath and Heart of the South West LEP. This gave Dorset LEP its first ever presence at the show and the team were able to meet with HM Government Ministers, sector specialists and exhibiting Dorset aerospace companies.



SILICON SOUTH - CREATIVE SECTOR GROWTH AND THE DIGITAL ECONOMY

Silicon South is both Dorset's and the South's creative industries champion. Tasked with building a strong brand for the region to drive economic growth through the creative and digital sectors, it has raised the region's profile nationally and internationally among organisations such as UKTI, InnovateUK and Creative England. Below are three core activities that Silicon South help the LEP to facilitate:

INWARD INVESTMENT

Handled 5 inward investment enquiries domestically and internationally, with propositions sent to clients.

DIGITAL ECONOMY

Held events over the past year to promote the Digital Economy and the work of Silicon South, including funding events to inform local businesses of the range of funding opportunities available locally, nationally and from the EU. Silicon South also sponsored the BIMA Digital Day in Bournemouth promoting digital careers to young people.

START-UP SUPPORT

Funded and facilitated a Digital Accelerator Programme in conjunction with Creative England that supported eight businesses through the process.

OUR PUBLIC PRESENCE

Our Twitter engagement

is ever growing with over 700 new followers since June 2014, bringing the total to nearly 2,000, with our content shared by local, regional and national users. We also use this platform to share our monthly e-newsletters to further engage our stakeholders and drive traffic to our website.



Our LinkedIn presence

is also growing, with regular and relevant engaging content for the Dorset business community to absorb. It also serves as a great platform for the LEP to showcase to all its stakeholders its e-newsletter and other communication material.



Other areas of publicity and engagement include our increased presence

within the local press, online and other media outlets in the last year. The launch of our new logo and a new website, as part of the overall rebranding of the Dorset LEP, will further encourage wider engagement with our activities. The LEP continue to support, promote, attend and sponsor hundreds of events throughout Dorset.



WHAT'S NEXT FOR DORSET?

A LOOK AHEAD TO 2016



GROWTH DEAL PROJECTS

This annual report covers the period to March 2015. We are looking forward to next year being able to report on the progress of the first Dorset Growth Deal projects. We anticipate that any further bidding processes will be competitive and we will be preparing for any announcements from the new government about future investment opportunities for Dorset in the coming years.

EMERGING SUCCESS STORIES

There are significant rural funding opportunities emerging for Dorset that will benefit rural businesses and communities and be directly aligned to the Dorset LEP's priorities. Growing Places loan funding has already been allocated to help Honeybuns Ltd, a bakery based in Holwell, which has experienced rapid growth in recent years. The Growing Places loan is towards the cost of a new bakery, which would facilitate the continued expansion of the business into more suitable premises and double their work force.

MORE GOOD NEWS TO FOLLOW

There will be lots of good new stories, case studies and Dorset LEP progress updates available on our new website, on Twitter and in our monthly newsletters. So keep your eyes peeled! To sign up to the newsletter and ensure you are up to date with our latest news, go to our website at www.dorsetlep.co.uk

WE WOULD LIKE TO THANK ALL OUR PARTNER ORGANISATIONS FOR THEIR SUPPORT AND COLLABORATION IN CARRYING OUT OUR WORK.



CONTACT

THE DORSET LEP

For more information visit our website at
www.dorsetlep.co.uk

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