

LEP - Business Support Management Board

Friday, 19th October, 2018 in Committee Room 'B' (The Diamond Jubilee Room) - County Hall, Preston, at 10.30 am

Agenda

Part I (Items Publicly Available)

- 1. Welcome and Apologies for Absence**
- 2. Declaration of Interests**
- 3. Minutes of the meeting held on 6 June 2018 (Pages 1 - 6)**
- 4. Matters Arising**
- 5. Business Support Management Board Membership (Pages 7 - 10)**
- 6. Growth Hub Performance Update (Pages 11 - 30)**
- 7. Northern Powerhouse Investment Fund - Update (Pages 31 - 44)**
- 8. Productivity in Lancashire - Update (Pages 45 - 46)**
- 9. The Clean Growth / Low Carbon Business Support offer in Lancashire (Pages 47 - 60)**
- 10. Update - The Use of European Structural Fund to Support Business Development in Lancashire (Pages 61 - 68)**
- 11. Reporting to Lancashire Enterprise Partnership Board**
- 12. Any Other Business**
- 13. Date of Next Meeting**

The next meeting of the Business Support Management Board is scheduled to be held at 10:30am on 14th March 2019 in Committee Room 'B' - The Diamond Jubilee Room, County Hall, Preston.

LEP - Business Support Management Board

**Minutes of the Meeting held on Wednesday, 6th June, 2018 at 10.30 am
at the Committee Room 'D' (The Henry Bolingbroke Room) - County
Hall, Preston**

Present

Michael Blackburn (Chairman)

Anthony Camm
Paul Foster
Vladimir Pejcinovic

Sue Smith
Stuart Thompson

In Attendance

Andrew Leeming, Boost Programme Manager - Business Growth, LCC
Andy Milroy, Senior Democratic Services Officer, LCC
Andy Walker, Head of Service – Business Growth, LCC
Val Wood, University of Central Lancashire

1. Welcome and Apologies for Absence

The Chairman welcomed all to the meeting. Apologies for absence were presented from Tim Webber with Vladimir Pejcinovic attending in his place, Frank McKenna with Antony Camm attending in his place and Gillian Bardin.

2. Declaration of Interests

None

3. Minutes of the meeting held on 11th October 2017

Resolved: The minutes of the meeting held on 11th October 2017 were agreed as an accurate record and signed by the Chairman.

4. Matters Arising

The Chairman sought feedback from the LEP Business Support Management Board on recent developments with Northern Rail, he agreed to feed these comments back via the Manchester Local Enterprise Partnership.

5. Presentation on Productivity Study

Val Moon and Professor Susan Smith (both University of Central Lancashire) gave a presentation containing the results of a Productivity Study undertaken.

It was noted that in terms of overall productivity in Lancashire a calculation measuring Gross Value Added (GVA) per hour measured as a percentage relative to UK and the top 10 and lowest 10 scoring regions were presented.

Inner London – East scored over 140 GVA whereas Lancashire scored slightly over 80 GVA.

It was noted that business in Lancashire had been consulted and requested to complete surveys. From this it was concluded that:

- Companies in Lancashire may be overestimating their productivity, some do not regard it as a managerial priority, and not many measure it.
- The notion that workplace flexibility could be used to improve productivity was not being embraced by a significant proportion of businesses.
- Investment in training and skills compared to the previous year was only seen in around a quarter of the businesses responding and only around a fifth had invested in research and development.
- Most of the business leaders in the research described themselves as “good” but fewer than half described themselves as ambitious and yet it has been found that these descriptions can be relevant to business productivity.
- To the extent that growth of businesses can be correlated to growth in number of employees, there is only a core of growing businesses in the region. However, there is ambition and intent amongst SMEs to achieve growth and it seems that SMEs are most interested in differentiation and innovation.
- There is good evidence to link stronger productivity in SMEs to their degree of internationalisation. However, the majority of SMEs surveyed for this work do not export.
- There is ambition and intent amongst SMEs to achieve growth and it seems that SMEs are most interested in new markets, training and innovation.
- The most common suggestion as a potential source of help with reducing obstacles to productivity was the LEP/local authorities.

In terms of recommendations to improve productivity, the board noted the following:

- To devise and deliver a campaign to educate SMEs about productivity and its importance.
- Flexible working practices are well documented as potentially influential in the improvement of productivity. More information and education about the potential benefits of flexible working should be made available and conveyed to SMEs in Lancashire.
- To devise policy and training that will encourage more business leaders to invest in skills and training for their workforce and research and

development for their business.

- It is recommended to increase training, research and development and leadership skills amongst businesses in Lancashire. Given what is known regarding the contributions to productivity by the latter, this is likely to improve productivity.
- To share expertise in the areas of differentiation and innovation.
- The agenda of exporting and internationalisation should be brought even further to the fore amongst SMEs in Lancashire.
- To share expertise in the areas of accessing new markets, training and innovation.
- Services such as the BOOST business gateway and the projects funded by the European Economic Community support this agenda. A contingency/action plan should be created to ensure that this type of initiative continues.

Resolved: That the presentation on the Productivity Study be received and that the actions and recommendations be endorsed. In addition the Business Support Management Board requested that the Head of Service Business Growth, Lancashire County Council produces a report on Productivity and submits it to the full LEP Board meeting scheduled to be held in November 2018.

6. Growth Hub Annual Report 2017-18

Andy Walker, Head of Service Business Growth, Lancashire County Council, presented a report (circulated) regarding the Growth Hub containing an Annual Report for 2017/18.

It was highlighted that it is now a formal condition of BEIS support to the individual Growth Hubs that an Annual Report is presented via the Growth Hub governance structure to the LEP for approval. The report detailed the overall performance and any issues in delivery of the Growth Hub.

It was noted that over the period 1st April 2017 to 31st March 2018 some 2921 enquiries were handled by the Boost Gateway, of which 456 were dealt with at source, 2365 enquiries resulted in referrals of which 2034 were referred to Boost projects and 592 were referred to other business support organisations.

Overall Boost is performing well, with the majority of targets being achieved or just slightly below expectation, however there have been areas of concern. The activity of C2 grants (Growth Vouchers) has consistently fallen behind targets despite intensive support and guidance from Lancashire County Council. This has a knock on effect on the C1 targets (C2 is a subset of C1) and on C6 that represents the private sector contribution to match the Growth Vouchers.

The delivery contractor has indicated that they will not be able to achieve the lifetime target (300) for Growth Vouchers (2016-18) and therefore a revised target of 168 has been agreed together with a reduced C6 target. The resulting deficit of 132 C1 outputs has been resolved in discussions with two of the other Boost delivery organisations who have agreed to increase their performance to make up this shortfall by the end of 2018.

Resolved: The Business Support Management Board considered the detail of the report and recommended that the LEP Board endorses the annual report at its next meeting on 26th June 2018.

7. Forward Plan

It was noted that the next meeting of the Business Support Management Board was scheduled for 19th October 2018. It was agreed that the following items should be considered at the October 2018 meeting:

- Programme of Key Decisions and Procurement Process
- Half Year report on Growth Hub.
- Industrial Strategy Report
- Productivity / Digital Skills.

8. Reporting to Lancashire Enterprise Partnership Board

It was noted that the Growth Hub Annual Report would be referred to the LEP Board for approval.

9. Any Other Business

The Board discussed the role of SME Champion. It was noted that the LEP was currently recruiting three new LEP Directors with the intention that one would become the SME Champion, this should be in place by the time of the next Board meeting.

10. Date of Next Meeting

It was noted that the next meeting of the Business Support Management Board was scheduled to be held at 10:30am, on 19th October 2018 in Committee Room 'B' - The Diamond Jubilee Room, County Hall, Preston

11. Exclusion of the Press and Public

Resolved: The Business Support Management Board considered that under Section 100A(4) of the Local Government Act 1972, the public should be excluded from the meeting during consideration of the following items of business on the grounds that there would be a likely disclosure of exempt information as defined in the appropriate paragraph of Part I of Schedule 12A to the Local Government Act 1972 as indicated against the heading to the item.

12. Overview of Publicly Funded Business Support in Lancashire

(Exempt information as defined in Paragraph 3 of Part 1 of Schedule 12A to the Local Government Act, 1972. It was considered that in all the circumstances of the case the public interest in maintaining the exemption outweighed the public interests in disclosing the information.)

Andy Walker presented a report (circulated) regarding publicly funded business support in Lancashire. The report presented information regarding business support activity taking place locally.

Resolved: The Business Support Management Board noted the report.

13. Design and Commissioning of Boost 3

(Exempt information as defined in Paragraph 3 of Part 1 of Schedule 12A to the Local Government Act, 1972. It was considered that in all the circumstances of the case the public interest in maintaining the exemption outweighed the public interests in disclosing the information.)

Andy Walker presented a report (circulated) regarding design and commissioning of Boost 3. The report presented contained details of the bidding process to develop Boost over the period 01 January 2019 to 31 December 2021.

Resolved: The Business Support Management Board noted the report and supported the outline structure for commissioning.



LEP – Sub Committee

LEP - Business Support Management Board

Private and Confidential: No

Date: Friday, 19 October 2018

Business Support Management Board Membership (Appendix 'A' refers)

Report Author: Andy Walker, Tel: 01772 535629, Head of Service Business Growth, andy.walker@lancashire.gov.uk

Executive Summary

In addition to providing expertise and oversight of the LEP's direct and commissioned business support activities, the committee also acts as a conduit for the LEP itself to seek the views of Small and Medium Sized Enterprises and to engage key business membership organisations.

Since the resignation of Mike Damms from the committee in 2017, there has been a vacancy on the Business Support Management Board.

Given the increased role of East Lancashire Chamber of Commerce in both policy development and service delivery and the importance of retaining a business voice from east Lancashire, it is recommended that Mike Damms successor as Chief Executive Officer at the East Lancashire Chamber – Miranda Barker, be recommended to the LEP to fill this vacancy.

Recommendation

The Business Support Management Board is asked to recommend that the LEP Board invites Miranda Barker to become a member of this LEP committee.

1. Background and Advice

- 1.1 The LEP's Business Support Management Board requires members who have a clear understanding of operating in the private sector, the pressures which face businesses and how and where publicly funded support interventions can be used to address genuine market failure and enable business growth.
- 1.2 The optimal membership and skills set of Business Support Management Board should also allow the LEP itself to effectively engage and understand the views



of SME's and, via the participation of key business membership organisations, be able to reach a significant proportion of the local business community.

- 1.3 A brief biography of Miranda's experience is attached to this report at Appendix 'A', but it clearly demonstrates a rich and varied experience of working within the private sector and delivering business support in Lancashire and other areas.
- 1.4 Miranda is also extensively engaged in regional / northwest forums particularly those focussed on manufacturing and international trade.
- 1.5 In addition to her role with the Chamber, Miranda is also:
- a board member of Pendle Vision, and Blackburn Hive,
 - a member of Burnley Bondholders, Amazing Accrington
 - Chair of Ribble Valley leaders and Rossendale Leaders.
 - Sits on the Pennine Lancashire Chief Executives group.

List of Background Papers

Paper	Date	Contact/Tel
None		
Reason for inclusion in Part II, if appropriate		
N/A		

Appendix A



Miranda Barker is Chief Executive of East Lancashire Chamber of Commerce. The Chamber lobbies for its members and the wider East Lancashire business community, engages in public-private partnerships for economic regeneration, and provides advice, support and commercial services to business, specialising in international trade, procurement, creative and digital, low carbon and business training.

Miranda has worked with Chambers for 20+ years, as President of Wigan Chamber for a decade, with Greater Manchester on their board, as Transport & Environment committee chair and on the Policy and Campaigns committee and has had a long association with Halton, Liverpool and East Lancashire Chambers. Miranda has focused specifically on infrastructure, energy, business support, the industrial strategy and the northern powerhouse.

Working in Wigan standing as Chamber President, in close collaboration with Wigan Borough Council, Miranda chaired the Wigan Economic Partnership for a decade, jointly submitting with the Council applications for LEGL, Working Neighbourhood and Neighbourhood Renewal Funding, securing over £27 Million in funding for the area and overseeing directly the tendering, management and auditing of the spend to achieve 400 new businesses and 600 youth jobs created in a 4 year period.

In her business life Miranda established and ran an SME in environmental consulting for 15 years, then sold it into and was a director of a Plc for 4 years. She has worked with business clients across sectors as wide ranging as food, chemicals, pharma, waste, farming, manufacturing, FMCG, engineering, automotive and aerospace, with clients across the UK, northern, western and eastern Europe, Brazil, USA and China.



LEP – Sub Committee

LEP - Business Support Management Board

Private and Confidential: No

Date: Friday, 19 October 2018

Growth Hub Performance Update

(Appendices 'A' – 'C' refer)

Report Author: Andy Walker, Tel: 01772 535629, Head of Service Business Growth, andy.walker@lancashire.gov.uk

Executive Summary

As the primary LEP committee dealing with business engagement and support, the Business Support Management Board receives an update on Growth Hub Performance as a standing item of business.

The Boost 2 European Regional Development Fund (ERDF) project is now drawing to its close but continues to perform well both in terms of achieving key funding performance requirements and in terms of wider local impact.

As at the end of Quarter 3 (calendar year) 2018, initial figures show that Boost 2 (2016-18) had delivered:-

1525 business information, diagnostic and brokerage interventions

- 1226 Businesses Supported
 - 352 under 12 months
 - 162 received grant to the value of 420k
- 370 individuals assisted to start a business
- 972 jobs created
- £20million GVA created
- 5600+ referrals made to additional support services

The application for Boost 3 (2019-2021) was approved at the last Lancashire European Structural and Investment Funds (ESIF) Committee and we are currently procuring partners to deliver the programme from the 1st January 2019.

Recommendation

The Business Support Management Board is asked to note the contents of this report.



Background and Advice

N/A

List of Background Papers

Paper	Date	Contact/Tel
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None

Reason for inclusion in Part II, if appropriate

N/A

boost

Quarterly Report

Q2 2018



boost
Lancashire's Business
Growth Hub

 **European Union**
European Regional
Development Fund

 Lancashire
Enterprise Partnership

Lancashire
County
Council 

Lead generation

208

Boost enquiries
via the website

✓ **8%** decrease in enquiries
since Q1 2018

There were also

62

enquiries for Startup Lancashire
(GSP) support this quarter.

Sources:

Social media / partnerships

1%

E-mail marketing

13%

Search Engine

28%

Direct / Unknown

48%

Referral Website

12%

PR and Content Marketing

In this period:

Number of case
studies issued to the
media:

3

News stories /
comments /
features:

5

Pieces of
press / online
coverage:

39

Case studies /
news articles
posted:

21

Blogs posted:

8

PR and Content Marketing

COVERAGE EXAMPLES:



- **Blackpool drones duo ready to take flight in business (World 360)** – Coverage received in *Blackpool Gazette*, *Lancashire Business View*.
- **Boost hosts free breakfast for business advisors** – Coverage received in *Lancashire Business View*.
- **Lancashire firms' mission to No 10 to help small businesses** – Coverage received in *Business Lancashire*, *Lancashire Business View*, *Lancashire Evening Post*.
- **Resort digital platform Boost (OFFIGO)** – Coverage received in *Blackpool Gazette*.
- **Investing in skills for growth** – Coverage received in *Lancashire Business View Debate*.
- **Social media firm prospers by sharing start-up success (Smith Media)** – Coverage received in *Business Lancashire*.

PR and Content Marketing

Blackpool drones duo ready to take flight in business



Directors of World 360, left to right Dan O'Connor and Connor Romain

By

TIM GAVELL

Email

Published: 09:54

Tuesday 03 April 2018

A visual content media provider specialising in virtual reality, virtual tours and commercial aerial drones has gone from a university project to a high-flying enterprise, thanks to Boost's Growth Support programme.

Fylde-based World 360 is a visual content provider and commercial aerial drone business, specialising in 360-degree panoramic virtual tours, video and photography that help improve advertisements for client businesses.

The panoramic tours allow clients – including estate agents, surveyors and retailers – to interact and view the specifics of properties from a 360-degree immersive tour that can include drop-down menus, video, [photos](#) and hotspots.

Founders Daniel O'Connor and Connor Romain first met enterprise4all business adviser Yusuf Musa to discuss how they could turn their Blackpool and Fylde University project into a successful business.

03.04.18

Blackpool Gazette

BOOST HOSTS FREE BREAKFAST FOR BUSINESS ADVISORS

Boost is hosting a free breakfast seminar to help Lancashire business advisors better understand the funding and support available to help their clients.



Hosted by Lancashire Business View publisher Richard Slater on April 18 in Sarnesbury, the event will take a particular focus on protecting innovation and trading internationally.

It is part of the growth hub's campaign to assist more than 4,000 businesses in the county by the end of 2018.

Speakers from the Intellectual Property Office will highlight how intellectual property (IP) impacts on every business and the free tools available to help understand the subject.

The Department for International Trade and the local chambers of commerce will also be on hand to offer an insight into the opportunities available to help Lancashire businesses trade overseas.

Boost advisors will be in attendance to introduce their fully funded support programmes including: start-up support, mentoring, new product development and help accessing finance.

Andrew Leeming, Boost programme manager, said: "The aim of the event is to update the county's bankers, accountants, lawyers and business advisors on the wealth of national and local support available from government to help businesses grow."

This event is organised in partnership between the Intellectual Property Office (IPO), the Institute of Chartered Accountants in England and Wales (ICAEW) Lancashire & South Lakeland, Boost (Lancashire's Business Growth Hub), the Association of Chartered Certified Accountants (ACCA) and the Department for International Trade (DIT).

- The event is being held at the Best Western Sarnesbury Hotel from 7.30am-9.30am on 18th April 2018. To find out more and to book your free place visit <http://bit.ly/2la0DER> or call Boost on 0800 488 0057.

10.04.18

Lancashire Business View

Lancashire firms' mission to Number 10 to help small businesses grow

By Phil Ghayour - May 11, 2018

SHARE



(L-R) Catarina King, Anne Williamson, Andrew Leeming, Robert Binns and Guy Cookson

A delegation of Lancashire entrepreneurs joined Boost on a visit to Downing Street this week to discuss how government can help more small businesses to grow.

It was also a chance for Boost, the county's £7.8m business growth hub, to share some of its #GrowingLancashire success

11.05.18

Business Lancashire

PR and Content Marketing

Resort digital platform Boost

By **Tim Gavell**
tim.gavell@press.co.uk
@The_Gazette

A digital platform that connects high street retailers with local consumers is booting up for success after receiving expert business advice from Boost's Growth Support scheme.

The tailored programme helped David Preston, founder of Blackpool-based OFFIGO, to structure his business idea and gain tangible market focus to take the enterprise forward.

Working with a Boost adviser, David carried out a thorough research programme with consumers and businesses to understand how his platform could be developed to meet their needs.

OFFIGO is an online service that allows businesses to create a free profile on his site and post their offers and events each day.

It means consumers and businesses can connect through a single platform promoting local offers and events on the high street, without having to trawl through numerous individual sites.

Working with Enterprise4All business advisor Yusuf Musa, David completed a detailed diagnostic analysis of his experience and business idea. Despite David's experience working in advertising and hospitality, he needed specialist support to deliver a strong business model and create the OFFIGO platform.



David also attended the Boost Lean Launchpad series and completed a Business Model Canvas, and a Visioning

Orbit, which helped give the business focus and direction. Boost is Lancashire's Business Growth Hub, led by the Lancashire Local Enterprise Partnership and Lancashire County Council and supported by cash from the European Regional Development Fund.

David said: "OFFIGO isn't just another 'buy local' campaign. It's about Blackpool being stronger together and changing the way businesses connect with residents and visitors."

The support from Yusuf and Boost has allowed me to give the business a real structure and a focus on how we are going to move forward."

Yusuf Musa said: "David has a strong business idea and is a great example of the type of entrepreneur we want support. It was important for him to take a step back and devote some time to work on the business."

Get in touch

If your business has news to share, contact tim.gavell@jpress.co.uk
Alternatively, telephone 01253 361631



David Preston

03.04.18

Blackpool Gazette

DEBATE: INVESTING IN SKILLS FOR GROWTH



PRESENT: Richard Slater - Lancashire Business View - Andrew Leeming - Boost Business Lancashire - Nigel Davies - BUE Systems - Helen Fogg - Lancaster University Management School - Richard Harrison - Gemini Training - Susan Meadows - Sager - Lisa Holzer - Lancashire Skills Hub - Louise Scanlan - Corporate Business Solutions - Chris Smith - Peride Engineering

HOW DO WE PERSUADE BUSINESSES TO KEEP INVESTING IN SKILLS?

Andrew Leeming: How can we not keep investing in skills? In periods of uncertainty you can't stop doing what you are doing. What you need to do is know where you are, look at doing more and look at having better, smarter conversations.

It's about how, as business owners, you try to enforce and reinforce the idea that you need your staff and your team to be the very best they can be.

Lisa Holzer: Businesses have to be open to having a conversation. If everything is going well it's very hard to persuade a business to make an investment when they don't see the return on that investment. It comes down to whether or not they see it as beneficial and why there are barriers.

Nigel Davies: You need to know your own business. One of the key things we have looked at and have a clear understanding of is demographics in relation to how we deliver skills and training.

We need to meet the needs of the younger generation coming in but there is still a need to re-skill and refresh the older generation in relation to the changes of our business.

We invested in our training centre because we wanted to look at how we innovate and inspire our existing workforce, but also the next generation.

Richard Harrison: Skills isn't the start of the conversation, it is the end of it. If we look at the productivity gap, we perform well as a country with technology and with process. So you have to improve people to improve productivity.

Skills provision has to be linked to benefit or impact. If we're selling skills commercially the first thing we need to do is go to a business and talk about the impact and the return on investment.

It's not just the cost of training in terms of pound notes but also the time companies contribute. It's a big investment so organisations need to see a tangible return.

Andrew Leeming: There's a real stereotype out there about training being this really dull, uninteresting load of paperwork and we need to shift the conversation away from training that is passive into training that is dynamic, exciting and inspiring.

10.04.18

Lancashire Business View

Social media firm prospers by sharing in start-up success

By Phil Ghayour - June 27, 2018

SHARE [Facebook](#) [Twitter](#) [G+](#) [Pinterest](#) [Like 3](#) [Tweet](#)



Daniel Smith, founder and managing director of Smith Media Limited

Blackburn-based Smith Media Limited helps businesses to develop an effective social media presence without having to pay for a full digital marketing team.

They help other companies to create strategic social media campaigns, tailored to their target market and budget.

The business idea came about when Daniel noticed that busy firms didn't have the time knowledge to promote their services to potential and current customers on social media platforms.

Daniel Smith, founder and managing director of Smith Media Limited, gained a clear vision of which direction to move in as a result of gathering ideas and insights from other businesses on the programme.

He heard about Growth Support through a referral and contacted Yusuf Musa, senior business adviser at Enterprise4All, who delivers the programme for Boost.

The programme involved Daniel taking part in a 1-2-1 diagnostic, during which Yusuf

10.04.18

Lancashire Business View

Website Analytics

IN THIS PERIOD, FROM LANCASHIRE:



3,287
visitors

8%
Down this
quarter



70%
new visitors



2.0%
conversion rate*

After a busy Q1, this quarter saw a reduction in visitors and enquiries – which is to be expected as programmes are starting to book up, meaning there is less support available and our paid Google advertising programme came to an end.

Insights:

(Lancashire-based IP addresses only):

- **Best referral site: Lancashire.gov.uk prompted**
prompted 6 enquiries
- **Most popular case study: Cuckoo Gin**
62 users read
- **Most popular news story: Chorley to become digital hub**
67 users read
- **Most popular blog: Growth Stories Issue 4**
45 users read
- **Most popular programme: Growth Vouchers**
148 users viewed

**This is the proportion of visitors who applied online or clicked to call the 0800 number. Excludes direct calls to the Gateway helpline.*

Twitter

Boost's community on Twitter continues to grow and remain highly engaged (i.e. they are retweeting, @mentioning and clicking links in Boost tweets). This makes Twitter a highly effective tool for promoting events and Boost news.

269 

new followers
in this period



Total followers

6,611

(An increase from
6,342 in Q1 2018)

805 @

mentions in
this period

(Q1 2018: 1,046)

970 

retweets in
this period

(Q1 2018: 842)

39% 

of followers are
women and

61% 

are men

340,900

organic
impressions in
this period

(Q1 2018: 294,500)

4,903 

total
engagements

(Q1 2018: 4,910)

669 

link clicks in
this period

(Q1 2018: 594)

Top performing posts in this period:

Top performing posts in this period:

 **Boost Business Lincs**
@BoostInfo

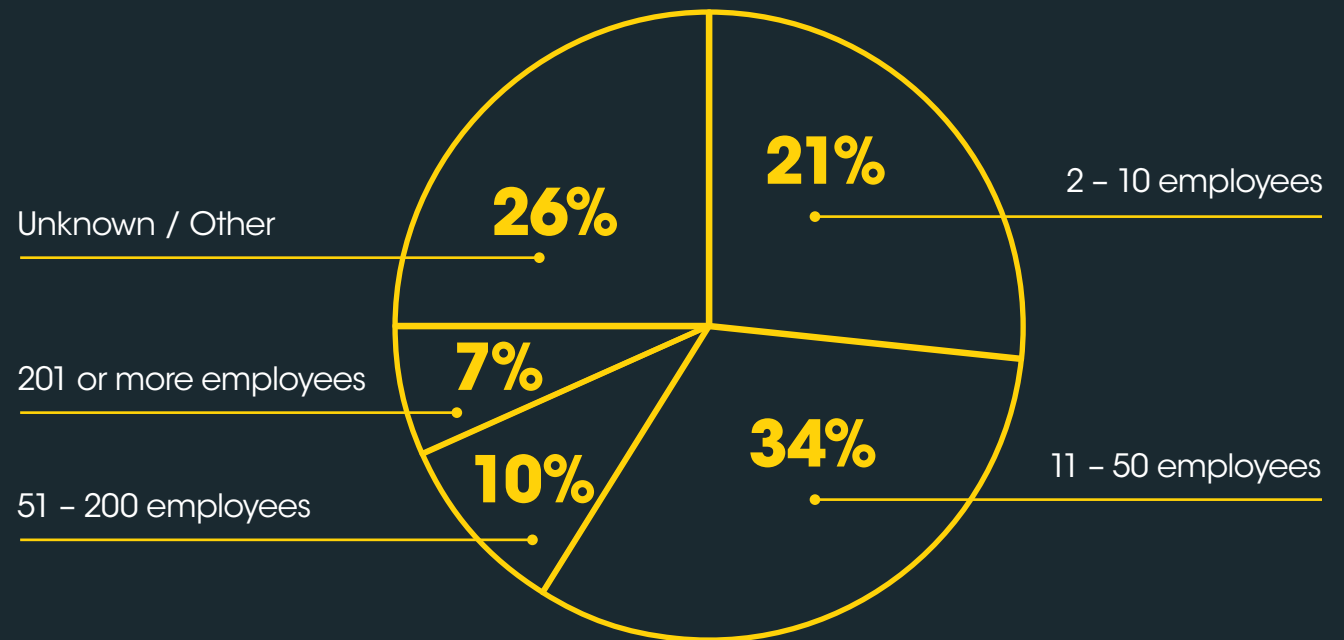
 **Boost Business Lancs**
@BoostInfo

 **Boost Business Lancs**
@BoostInfo

LinkedIn


Boost maintains an active LinkedIn company page for businesses to follow. Our focus with LinkedIn is on encouraging delivery partners to use their own profiles to promote Boost. The performance of the company page this quarter is:

Total page followers:	483
New page followers:	40
Company page visits:	296
Unique post impressions:	3,810
Likes and shares of posts:	50
Link clicks:	81



LinkedIn

Top performing posts in this period:




Boost: Lancashire's Business Growth Hub

502 followers

3mo

Manufacturing support helped **Fairham Mouldings Ltd** boost production and win new orders. How can we help your **#GrowingLancashire** business succeed?



Blackburn manufacturer targets sales after support

boostbusinesslancashire.co.uk


6 Likes

Like

Comment

Organic impressions: 269 Impressions

Show stats




Boost: Lancashire's Business Growth Hub

502 followers

3mo

Want to get your business found on Google? We're hosting a free event with South Ribble Borough Council that'll help you get customers coming to you - <https://lnkd.in/g8iZuRk>



Digital Visibility - Get your business found on Google, 26th June, 4.00pm @ South Ribble Borough Council

eventbrite.co.uk


1 Like

Like

Comment

Organic impressions: 153 Impressions

Show stats




Boost: Lancashire's Business Growth Hub

502 followers

4mo

Four Lancashire firms joined Boost to speak directly with the Prime Minister's special adviser for business earlier this week. [...see more](#)



Lancashire firms' mission to Number 10 to help small businesses grow

boostbusinesslancashire.co.uk

4 Likes

Like

Comment

Organic impressions: 175 Impressions

Show stats

 269 Impressions  18 Clicks  6 Likes

 153 Impressions  7 Clicks  1 Likes

 175 Impressions  5 Clicks  4 Likes

Facebook

During this period the Startup Lancashire campaign came to an end, meaning we stopped spending on Facebook advertising and this impacted follower growth. However, this channel has continued to grow organically and is valuable in promoting events and case studies.

Total Facebook fans:

224

Comments on posts:

5

Link clicks:

200

Organic post impressions:

4,656

Shares of posts:

83

Paid post impressions:

26,800

Page 25



Boost; Lancashire's Business Growth Hub

June 1 · 🌱

Manufacturing support helped **Fairham Mouldings Ltd** boost production and win new orders. How can we help your **#GrowingLancashire** business succeed? <https://www.boostbusinesslancashire.co.uk/.../blackburn-manu.../>



BOOSTBUSINESSLANCASHIRE.CO.UK

Blackburn manufacturer targets sales after support - Boost

Blackburn manufacturer Fairham Mouldings has increased sales and...

157

People Reached

23

Engagements

61

Clicks

Boost Post


boost
Business Growth Hub

Boosting Business
 May 8

Business Growth Hub

May 8

Are you making the most of business networking? This free event will show you how..



EVENTBRITE.CO.UK
Increasing your Sales through Business Networking


[Learn More](#)

3,126
 People Reached

21
 Engagements

35
 Clicks

[Boost Again](#)

**boost**
Small Business Marketing

Boost; Lancashire's Business Growth Hub
May 21 · 🌟

...

If you're not using LinkedIn to help support the growth of your business, you're missing out. Find out more at our free event next month..
<https://www.eventbrite.co.uk/e/how-why-its-time-to-get-seri...>



EVENTBRITE.CO.UK

How & Why It's Time to Get Serious about LinkedIn

Learn More

2,357
People Reached

8
Engagements

41
Clicks

Boost Again

Q1 2018

Contact

For more information, please contact:

Mark Brennan or Simon Turner

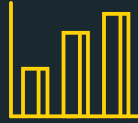
Freshfield

01772 888400

markb@freshfield.com

simon@freshfield.com

FRESHFIELD.



**Businesses provided with advice
and assistance:**

5,000



**Jobs
created**

1,800



**GVA
increase**

£60m



**Businesses
created**

600



European Union
European Regional
Development Fund



Lancashire
Enterprise Partnership

Lancashire
County
Council



Appendix C

BOOST Output Monitoring

Period: Programme to end of September 2018

	Number of Enterprises receiving support (C1)		Number of enterprises receiving IDB (P13)		Employment increase in supported enterprises (C8)		Number of enterprises receiving grants (C2)		Private investment matching public support (£)		Number of enterprises receiving non financial support (C4)		Number of potential entrepreneurs assisted to be enterprise ready (P11)		Number of new enterprises supported (C5)		GVA increase in supported enterprises (£) (LEP target)	
	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved
Gateway	0	0	1640	1525	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Growth Support	500	560	0	0	500	377.81	0	0	0	0	500	560	360	370	180	352	0	7,263,930
Growth Mentoring	500	529	0	0	500	496.85	0	0	0	0	500	529	0	0	0	0	0	12,252,146
Growth Vouchers	168	137	0	0	0	97.19	168	162	500,000	421,457	0	0	0	0	0	0	0	0
Programme wide	192	0	0	0	0	0	0	0	0	0	60	0	0	0	0	0	50,000,000	0
TOTALS	1360	1226	1640	1525	1000	971.85	168	162	500,000	421,457	1192	1089	360	370	180	352	50,000,000	19,516,076
Original Target							300		750,000		1060							

	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved
Feb 18 Change Control	1284	1226	1520	1525	862	971.85	148	162	413,360	421,457	1160	1089	360	370	180	352		19,516,076
% Achieved		95.48%		100.33%		112.74%		109.46%		101.96%		93.88%		102.78%		195.56%		
Programme % achieved		90.15%		92.99%		97.19%		96.43%		84.29%		91.36%		102.78%		195.56%		39.03%
Remaining Target		134		115		28.15		6		78,543		103		0		0		30,483,924
Monthly target (3 months)		44.67		38.33		9.38		2.00		26181.00		34.33		0		0		10,161,308

Note -25 Growth Vouchers are dual assists with GM and GSP and so do not add to C1 totals

KEY

	Programme target achieved
	Within 10% of target
	Within 20% of target
	More than 20% from target



LEP – Sub Committee

LEP - Business Support Management Board

Private and Confidential: No

Date: Friday, 19 October 2018

Northern Powerhouse Investment Fund - Update (Appendix 'A' refers)

Report Author: Sue Barnard, Senior Relationship Manager, British Business bank

Andy Walker, Tel: 01772 535629, andy.walker@lancashire.gov.uk

Executive Summary

In mid-October, the Northern Powerhouse Investment Fund (NPIF) celebrated the milestone of having backed £100m of investment across the Northern Powerhouse region.

The fund has directly invested £60m in small and medium sized companies since its launch, in deals that have attracted an additional £40m of investment from the private sector.

Investments from the fund cover a broad range of business types with a strong appetite evidenced from manufacturing and high-tech businesses with a total of £11m and £15m invested in these sectors respectively.

To date, NPIF has made over 300 investments in small growing businesses across the 10 Local Enterprise Partnership (LEP) areas it operates in. Examples of recent deals include Lancashire-based Extreme Low Energy, which received £750,000 to double its head count and expand its range of products and a £500,000 investment into a technology company.

The attached presentation details performance of the fund in Lancashire and highlights some case studies in terms of recent investment.

Recommendation

The Business Support Management Board is asked to:

- (i) Note the input and presentation from the British Business Bank.



- (ii) Discuss how the fund can continue to perform and work effectively with local business stakeholders moving forward.

Background and Advice

N/A

List of Background Papers

Paper	Date	Contact/Tel
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None

Reason for inclusion in Part II, if appropriate

N/A

Northern Powerhouse Investment Fund



Sue Barnard
Senior Relationship Manager - NW
British Business Bank

www.npif.co.uk

Northern Powerhouse Investment Fund



- £400m of funding for SMEs in the Northern Powerhouse area
- Investment and lending aimed at creating sustainable economic activity through supporting new and growing businesses
- Supported by the 10 Local Enterprise Partnerships in the North West, Yorkshire and The Humber & Tees Valley



 Delivered by British Business Bank

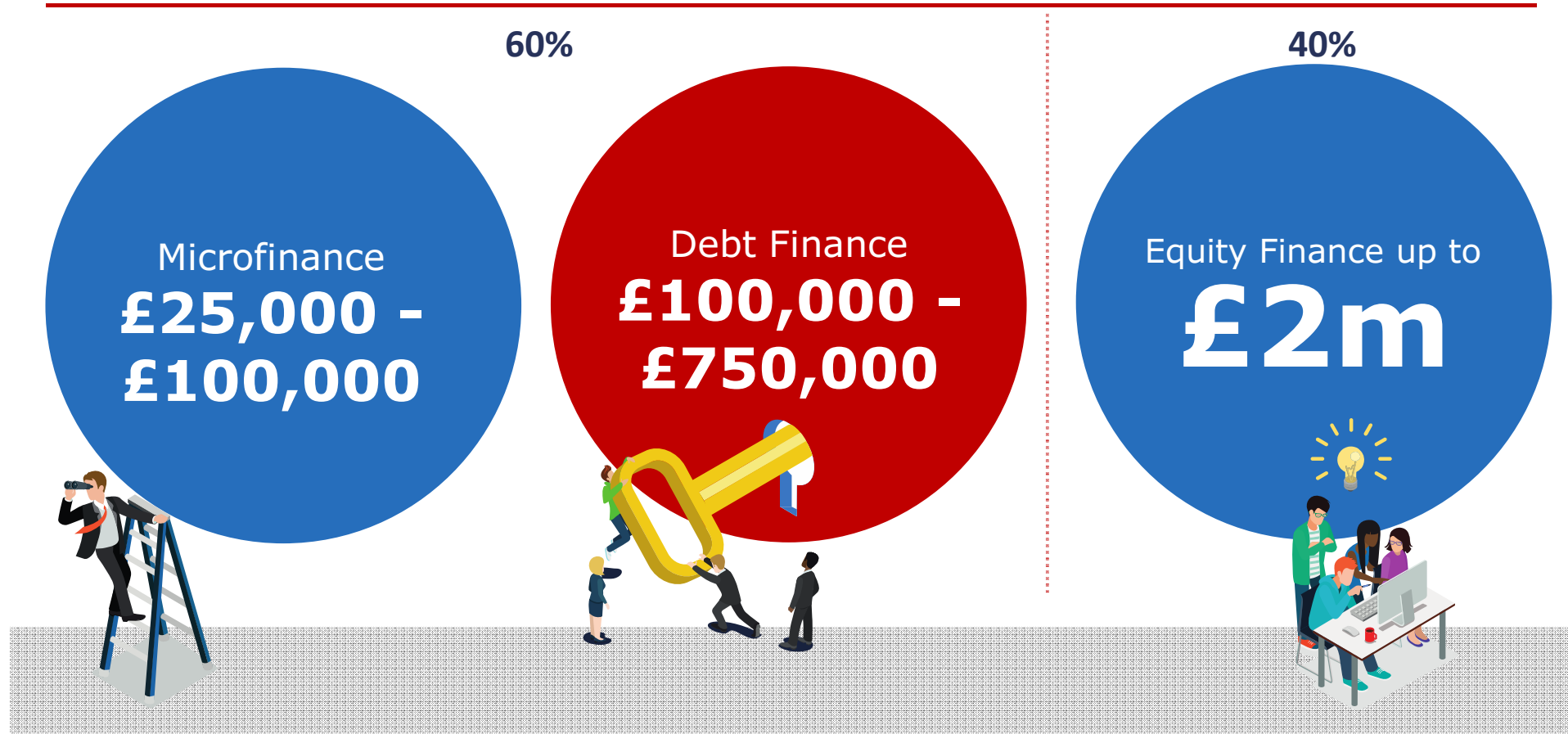


www.npif.co.uk



Northern Powerhouse Investment Fund

How it works



www.npif.co.uk

Focus on: North West

Focus on:
North West
Microfinance



Focus on:
North West
Debt Finance



Focus on:
North West
Equity Finance



www.npif.co.uk

Celebrating One Year



www.npif.co.uk

Northern Powerhouse Investment Fund



August 2018

- NPIF Region - Over £66m Invested/Loaned
 - Over 355 Investments made
 - Over 3,450 Enquiries received
 - Over 680 Applications received
- Lancashire LEP area - £5m Invested/Loaned
 - 20 Investments
 - 217 Enquiries received
 - 40 Applications



www.npif.co.uk

Northern Powerhouse Investment Fund

Investments so far



- **Reax**
- £35,000
- NPIF – BFS & MSIF Microfinance
- Blackpool, Lancashire
- <https://www.reaxltd.com/>



- **Extreme Low Energy**
- £750,000
- NPIF – Maven Equity Finance
- Skelmersdale, Lancashire
- <https://extremelowenergy.com/>

www.npif.co.uk

Northern Powerhouse Investment Fund

Investments so far



- **Lancashire Waste Recycling**
- £575,000
- NPIF – FW Capital Debt Finance
- Fleetwood, Lancashire
- www.lancashirewasterecyclingltd.co.uk

www.npif.co.uk

Northern Powerhouse Investment Fund

Further Investments

- <https://www.npif.co.uk/preston-tech-firm-to-double-turnover-with-50k-funding-injection/>
- <https://www.npif.co.uk/lancashire-based-renewable-energy-business-secures-100k-npif-funding/>
- <https://www.npif.co.uk/npif-bfs-funding-set-open-new-doors-loxta-hardware/>
- <https://www.npif.co.uk/green-shoots-growth-office-plant-specialists-backing-northern-powerhouse-investment-fund/>

www.npif.co.uk

A new digital hub

www.british-business-bank.co.uk/finance-your-growth/



Our Information Hub has been built to help businesses understand and discover the finance options that could enable them to grow.

Questions?



www.npif.co.uk



 Delivered by British Business Bank

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LEP – Sub Committee

LEP - Business Support Management Board

Private and Confidential: No

Date: Friday, 19 October 2018

Productivity in Lancashire - Update

Report Authors: Professor Susan Smith,
Director of the Centre for SME Development UCLAN

**LEP Lead: Andy Walker, Tel: 01772 535629, Head of Service Business Growth,
andy.walker@lancashire.gov.uk**

Executive Summary

In 2017 Lancashire Enterprise Partnership commissioned UCLAN to develop a report on productivity issues within the Lancashire Economy. This report is part of a wider evidence base, being developed to inform a refreshed Strategic Economic Plan and/or Local industrial Strategy for the sub-region.

The report comprises an econometric assessment of productivity performance and issues for Lancashire, coupled with desk and survey research focussed on Small and Medium Sized Enterprises and so called "Scale-Up" businesses.

The recent LEP Review (July 2018) prioritises addressing productivity issues as being one of the core responsibilities of LEPs, both in terms of the UK's overall performance against other advanced economies and in terms of addressing regional disparities.

Recommendation

The Business Support Management Board is asked to receive a further update presentation on this developing strand of work

Background and Advice

N/A



List of Background Papers

Paper

Date

Contact/Tel

None

Reason for inclusion in Part II, if appropriate

N/A



LEP – Sub Committee

LEP - Business Support Management Board

Private and Confidential: No

Date: Friday, 19 October 2018

The Clean Growth / Low Carbon Business Support offer in Lancashire
(Appendices 'A' – 'E' refer)

Report Author: Miranda Barker, Chief Executive, East Lancashire Chamber of Commerce

LEP lead: Andy Walker, Tel: 01772 535629, Head of Service Business Growth, andy.walker@lancashire.gov.uk

Executive Summary

Supporting the development of the Low Carbon or Clean Growth economy is now central to the government's Industrial Strategy. This report draws together the local energy / low carbon strategic aims for Lancashire, developed in the draft Energy Strategy and the activity which has been commissioned utilising European Structural Funds.

The report also details how the East Lancashire Chamber of Commerce are acting to draw together the low carbon and carbon reduction offer to businesses, to ensure these projects operate in a co-ordinated way and are well understood and easy to navigate for businesses themselves.

Recommendation

The Business Support Management Board is asked to note this report.

1. Background and Advice

1.1 The current and future planned provision to be funded through Priority 4 mirrors the local energy / low carbon strategic aims for Lancashire –

- supporting the development of new low carbon technologies within Lancashire.
- publicising existing and innovative technologies out to our broad SME base and driving their take up.



- Working with the student base and R & D innovation support to embed low carbon expertise within businesses to see low carbon/sustainability initiatives implemented.
 - working on our domestic housing stock to improve its energy efficiency / energy generation potential.
- 1.2 Current provision is delivered by UCLAN, Lancaster University and East Lancashire and North & Western Lancashire Chambers of Commerce, all in partnership with BOOST as the Local Growth Hub, with potential future provision also through Together Housing.
- 1.3 All current projects are FREE of charge, for Lancashire based SMEs – i.e. 250 or less employees, with a turnover below 50 Million Euros and balance sheet below 43 Million Euros (with less than 25% of their capital owned by any non-SME or group of non-SMEs).
- 1.4 Collectively the 3 current SME focused programs are there to work with 880 SMEs across all sectors, working with them to see energy consumption reduced, on site generation increased, new low carbon technologies embedded, low carbon products / systems of working developed, and new low carbon technologies commercialised, ultimately reducing the greenhouse gas emission across Lancashire whilst stimulating the low carbon technologies sector across the county.

Potential SME customers are those who –

- Want to reduce their energy bills.
- Want to reduce their water use, waste produced or raw material wastage.
- Want to install lower energy consumption equipment.
- Want electric vehicle charging points.
- Want to create on site energy generation capacity for their firm.
- Want solar panels, LEDs etc.
- Or just advice, training and support to be more environmentally sound or energy efficient.
- Across two projects there is grant support available for the capital costs of the low carbon equipment - 50% of up to £8,000 of kit or 30% of up to £25,000 of kit.

At the in-depth end –

- Those who want to develop more brand-new low carbon technologies or systems or ways of working in their business and would like a student based with them to drive that low carbon initiative.
- Those who have new low carbon technology in prototype form but need support to commercialise it - manufacture it and find demonstrator customers/first adopters.



All the projects are free for SMEs to access, and we hope will be running for the next 3 to 5 years European structure funding permitting

Specifically –

- Lancaster University project LOCAL-I is there to work with 180 companies and help embed students to support SMEs with Research and Development to develop in depth low carbon innovations within their businesses.
- MACAW (UCLAN) is there to work with 200 SMEs to support SMEs in improving their energy efficiency, resource efficiency and install new low carbon solutions with grant support.
- Chamber Low Carbon – is there to work with 500 SMEs to work on site with them to develop energy efficiency and resource efficiency solutions and drive the installation of low carbon technologies with grant support, and to work with 100 low carbon technology innovators to drive the commercialisation, demonstration and manufacture of those products.

Currently all 3 programs are working with 340 Lancashire SMEs delivering audits, workshops and implementation support.

List of Background Papers

Paper	Date	Contact/Tel
Lancaster University LOCAL-I overview and case studies	10/18	Andy Pickard a.pickard@lancaster.ac.uk
MACAW (UCLAN) – overview	10/18	Joshua Balmer JBalmer4@uclan.ac.uk
Chamber Low Carbon – overview and SME examples	10/18	Stephen Sykes s.sykes@chamberelancs.co.uk

All will be more than happy to provide you with publicity material for your SME contacts, welcome them to workshops or to come and deliver promotional sessions across Lancashire.

Reason for inclusion in Part II, if appropriate

N/A

CHAMBER LOW CARBON

Process –

Baseline data collected

On-site audit

Advice given/action plan

Action plan implemented with on-going support

Training / best practice sessions attended

Internal procedures changes implemented

Review of low carbon equipment options – e.g. Photovoltaic options

Assistance to identify field of possible contractors

(3 quotes - grant access process if relevant - up to £25,000 up to 30% costs of equipment)

Equipment installed

Go back at 3/6/9/12 months to capture actual Greenhouse gas savings

4B

Surface Print

- Steam boiler used to heat 3 steam lines automatically even though only one required
- also over heats which result in building itself overheating
- Now looking individual gas fired heaters
- Also looking at their waste bentonite sludge from flocculation of waste, processing to a filtered pressed cake
- now evaluating this as a potential circular economy product – as newly mined bentonite clay substitute

4B

Grand Theatre Blackpool

- looking at their heating systems

4B

Small craft distillery

- Grant for cross hatch shredder for waste cardboard to recycle for packing materials for their own goods shipping out
- To do away with the need for plastic inflated bags
- Also looking now at water savings around the system

4F

XXX Company (confidential)

- Developed piece of tech that cleans stainless steel filter of solid set plastic
- Thereby extending filter (usually with a life of 3 or 4 cleaning cycles with aggressive chemicals)
- Now have life span of 12+ times being cleaned
- Efficiency savings in terms of reduction of filters purchased
- Same process can also remove wax coat from paper cups – enabling full recycling
- And also reduce plastic bottles down to solid plastic ingot - this reducing recycle shipping cost
- And can clean catalytic converters - air quality pollution prevention

4F

XXX Company

- Producing fibre based plant holders to replace low grade black plastics usually used
- Manufactured from semi-porous recycled cardboard - no waste at all as planted with plant
- Fit into an already designed “skeli-tray” - reusable and recyclable plastic composition

4F

IOT

- Now getting Rotherham council to calculate carbon savings for no longer having to travel to fetch differing keys for each building as fob is auto programmed to each door going to
- And if stolen just turned off
- Now also further developed for FM companies keeping track of contractors
- Managing contractor access around site, evidence of job completion, and accurately issuing invoices

SILVERWOODS WASTE MANAGEMENT

Silverwoods Waste Management offers services in consultancy and environmental permitting, in-vessel composting, land spreading of industrial waste and total waste management. The business has won numerous awards including Lancashire's Rural Business, Green Business and Small Business. Silverwoods are currently managing over 350,000t/yr of a wide range of wastes including lime wastes produced from the cement industry.

PROJECT

The UK cement manufacturing industry produces approximately 100,000 tonnes of waste cement bypass dust (CBD) annually. Currently, CBD is usually disposed of in landfill, but it is increasingly being recognised for its potential to replace conventional fertilisers or lime in agriculture. This project will characterise how CBD from different sources can be used most effectively. The project will also re-assess liming recommendations, since current DEFRA recommendations for lime application may not be appropriate for all soil types. Incorrect liming locks-up nutrients that are essential for crop growth, thus negating potential agricultural benefits. The research will allow CBD to be used as a resource in farming instead being dumped as a waste-product.



RACHEL BAXTER

Rachel has a first class honours degree in Horticultural Science and Management from Myerscough College. She is aiming to develop a career in research focussing on the topics of crop science and sustainability. Rachel is hoping to gain more experience in experimental design and plant physiology over the coming years.

Lead Academic Supervisor:
Prof Ian Dodd



ENTRUST MICROGRID LLP

Entrust Microgrid is a newly formed Limited Liability Partnership for research, system design and product development, professional training and consulting services in smart grid/microgrid and renewable energy technologies. The organisation has a particular focus on smart microgrids with hybrid DC and AC networks for built environment with embedded renewable energy systems.

PROJECT

The project aims to develop a smart microgrid for the built environment, aiming to convert fluctuated and uncontrollable renewable energy sources to controllable power output. Also to reduce grid connection capacity and cost of embedded renewable power systems and maximise self-consumption of the renewable power generation. The developed system will reduce the costs of connecting renewables to the grid, delivering tangible benefits to the end-users and the public. The project will enable further large scale development of distributed renewable energy systems for communities and will contribute significantly to carbon dioxide (CO₂) emission reduction.



JIE MA

Jie graduated from Xi'an University of Technology in China with a BEng in Automation. She went on to gain an MSc degree in Advanced Control and System Engineering with the University of Manchester. Jie Ma also has a background of practical experience, working as an Electrical Engineer for Zhuzhou Smart Thermal Technology Co. Ltd.

Lead Academic Supervisor:
Dr Xiandong Ma

Appendix D

MaCaW Project – Brief Outline

In simple terms it is a 4 stage project:

- Stage 1 is a series of workshops and conferences for SMEs to attend in order to learn about the benefits of carbon reduction in their business, possible solutions etc.;
- Stage 2 involves 12 hours of support to the business where we will provide an in-depth audit based on the lifecycle thinking model (we will go out to the business, complete energy audit, water audit, waste audit) followed by an action plan;
- Stage 3 involves 50% match funding grants (up to £8k) for relevant equipment;
- Stage 4 involves monitoring and support.

Not all businesses will go through all stages of the programme – many will just go through stage 2 and not be eligible for a grant, for example. The general overview of the project is below:

Project MaCaW is an academic/industry collaboration designed to assist Lancashire SMEs to overcome the challenges and barriers in moving towards a low carbon economic model. This project aims to engage Lancashire SMEs in implementing low energy practices and processes to reduce their carbon burden, as well as making cost savings to their organisation.

Who is it for?

To benefit from the MaCaW project your business must meet the following eligibility criteria:

- Located in the Lancashire region
- Trade business to business (B2B)
- Employ 250 employees or less
- Have either an annual turnover that is equal to or less than 50million Euros or a balance sheet total that is equal to or less than 43million Euros

What will this involve?

The MaCaW project will work with SMEs across sectors to identify and prioritise these opportunities. This will be achieved through implementation of energy efficiency measures (energy plans), investment in low carbon technology and diversification of resources into low carbon goods. In Integrating Life Cycle Thinking (LCT) with the Green House Gas Protocol, we will assist organisations to manage and report their emissions effectively. This will assist Lancashire to reduce its overall carbon emissions and contribute to the UK carbon target.

How will it benefit my business?

The MaCaW project will:

- For eligible SMEs a 50% match funded grant for the purchase of low-carbon technology is available - value up to £8k (grant)
 - Increase energy efficiency within SME organisations and thereby reduce CO₂e emissions
 - Identify potential areas where low carbon technology can be installed to reduce CO₂e emissions
 - Identify opportunities for product diversification into low carbon products
 - Support re-engineering of productive processes reducing carbon burden
- Reduce Lancashire SMEs' carbon footprint



CHAMBER LOW CARBON

HELPING BUSINESSES GO GREEN

WHAT IS CHAMBER LOW CARBON AND HOW CAN IT HELP ME?

East Lancashire Chamber of Commerce and Industry, in partnership with North & Western Lancashire Chamber of Commerce, Businesswise Solutions Ltd and BOOST, are supporting Lancashire businesses in saving money and reducing their carbon footprint.

This £2m European part-funded programme is committed to the provision of a FREE suite of services aimed to help businesses improve energy and environmental efficiencies, introduce on-site renewable energy generation and save money.



European Union

European Regional
Development Fund

We're also here to help you if you are developing a new piece of low carbon technology and want to get it into the market, see it manufactured locally or find your dream customer.

Every business signing up to the project is entitled to free support in environmental and energy saving good practice and help in financing low carbon technology adoption, which will be delivered via a suite of masterclasses and 1-2-1 bespoke support.

ARE YOU A LANCASHIRE BASED BUSINESS? DO YOU WANT TO REDUCE YOUR CARBON FOOTPRINT, SAVE MONEY AND DRIVE ENERGY EFFICIENCIES?

WE CAN HELP YOU ACCESS



1-TO-1 BUSINESS SUPPORT IN

- Reducing bills and raw material waste
- Energy efficiency
- Process resource efficiency
- Water efficiency
- Waste / resource management
- On-site energy auditing
- On-site carbon footprint analysis and action plan



BEST PRACTICE EVENTS

- Let us help you understand which low carbon renewable energy to choose and why
- Find out about low carbon technology, how you can use it and which is best for your business
- We can help you calculate the pay back period
- Understand how it can be installed on your premises



ADVANCED BUSINESS SUPPORT

- Behaviour change/On-site training
- Masterclass of management systems ISO 14001 and ISO 50001
- Masterclass into on-site energy auditing
- Introduction to environmental auditing



THE AVERAGE SME COULD REDUCE THEIR ENERGY BILL BY

18-25%

BY INSTALLING ENERGY
EFFICIENCY MEASURES.

IT IS ESTIMATED THAT 40% OF THESE SAVINGS WOULD
REQUIRE **ZERO CAPITAL COST**

**DO YOU DEVELOP LOW CARBON TECHNOLOGY? ARE YOU LOOKING TO MAKE
YOUR IDEAS A REALITY, BUT NOT SURE HOW?**

WE CAN HELP YOU ACCESS



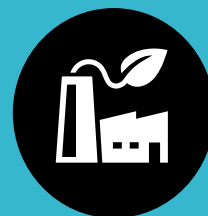
**LOW CARBON TECHNOLOGIES
ON-SITE GENERATION**

- Meet Low Carbon technology adopters
- View demonstrator sites
- Attend showcase events on Low Carbon technologies
- Access support in finding funding if you choose to implement renewable energies on your site and how to install it



**LOW CARBON TECHNOLOGY
INNOVATION & MANUFACTURING**

- Product innovation support
- Prototype design verification
- Establish product readiness and find your local manufacturer to help you start production
- Assisting the product to market and finding your demonstration customers
- Specialist support



**LOW CARBON TECHNOLOGIES
SUPPLY CHAIN & SUPPORT SERVICES**

- Low carbon supplier support network
- Business support consultations
- Meet the manufacturers and suppliers events
- Networking
- Showroom space for your products

UK GOVERNMENT HAS ALLOCATED BETWEEN 2015 AND 2021

£2.5M

FOR INVESTMENT INTO LOW
CARBON INNOVATION.

WE CAN HELP YOU GET A GRANT OF UP TO £25K

This European funded programme is committed to the provision of a FREE suite of services aimed to help businesses improve energy and environmental efficiencies, introduce on-site renewable energy generation and save money.



EMAIL: INFO@CHAMBERLOWCARBON.CO.UK | PHONE: 01254 356482



LEP – Sub Committee

LEP - Business Support Management Board

Private and Confidential: No

Date: Friday, 19 October 2018

Update - The Use of European Structural Fund to Support Business Development in Lancashire

(Appendices 'A' and 'B' refer)

Report Author: Andy Walker, Tel: 01772 535629, Head of Service Business Growth, andy.walker@lancashire.gov.uk

Executive Summary

There are currently 26 European Regional Development Fund (ERDF) contracted projects covering Lancashire, committing £41.644 million (excluding Financial Instruments i.e. The Northern Powerhouse Investment Fund). This is the current commitment against an allocation value of £146.502 million, equating to 28%.

A total of 21 pipeline projects totalling £31 million are at outline / full application stages, which gives an overall total £85 million. This gives Lancashire almost 58% of the programme committed if all the projects were contracted. The remaining balance of £61.538 million is yet to be allocated.

Recommendation

The Business Support Management Board is asked to:

- (i) Note this report.
- (ii) Input on further options to ensure that Lancashire effectively utilises the maximum amount of ERDF funding to advance agreed business support, innovation and low carbon ambitions.

Background and Advice

See appendices 'A' and 'B' for the performance spreadsheet and provision diagram.



List of Background Papers

Paper	Date	Contact/Tel
ERDF Funding Summary	9/18	Andy Walker
Reason for inclusion in Part II, if appropriate		
N/A		

LANCASHIRE ESIF PROGRAMME 2014-20
FUNDING SUMMARY

Appendix A

ESIF PROGRAMME SUMMARY

Summary of overall ESIF programme commitment showing funding allocations, commitment to approved projects and pipeline activity and remaining funding to be allocated to projects.

	TOTAL			
	ERDF (£m)	ESF (£m)	EAFRD (£m)	ALL FUNDS (£m)
TOTAL FUNDING ALLOCATION (£million) (Exchange Rate 0.9033) (Includes 6% Performance Reserve)	146.50	82.77	4.290	233.56
94% of FUNDING ALLOCATION (£million) (Maximum 94% allocation allowed for each Priority)	137.71	77.80	4.290	219.81
TOTAL APPROVED PROJECTS (£million) (Funding allocated to contracted & contracting projects)	54.14	52.20	1.016	107.36
% APPROVED PROJECTS (Percentage of total allocation)	37%	63%	24%	46%
REMAINING FUNDING (Total allocation minus approved) (£million)	92.36	30.57	3.27	126.20
TOTAL ALLOCATED TO BOTH APPROVED & PIPELINE PROJECTS (£million)	98.86	75.73	8.489	183.08
% ALLOCATED TO APPROVED & PIPELINE PROJECTS (Percentage of total allocation)	67%	91%	198%	78%
UNALLOCATED FUNDING (Total allocation minus approved & pipeline projects) (£million)	47.64	7.04	-4.199	50.48
AVAILABLE FUNDING (94% of allocation) (£million)	38.85	2.07	-4.199	36.73
*Includes updated ERDF allocations August 2018 - Original ESF figures, awaiting updated ESF allocations from DWP				

ESIF ACTIVITY

Summary of current commitment for opt-ins, contracted projects and pipeline activity. The pipeline activity includes outline & full applications, projects undergoing appraisal, projects undergoing contracting, projects under development and expressions of interest.

	ERDF (£m)	ESF (£m)	EAFRD (£m)	ALL FUNDS (£m)
ESF OPT-INS (CONTRACTED)	0.00	40.53	0.000	40.53
CONTRACTED PROJECTS	54.14	11.68	1.016	66.84
PIPELINE PROJECTS	44.71	23.53	7.473	75.72
TOTAL	98.86	75.73	8.489	183.08

ERDF SUMMARY

Summary of ERDF programme commitment by Priority Axis showing funding allocations, commitment to approved projects and pipeline activity and remaining funding to be allocated to projects.

	Priority Axis						TOTAL ERDF
	Description	Research & Innovation	ICT	SME Competitiveness	Low Carbon	Climate Change	
TOTAL FUNDING ALLOCATION (£million) (Exchange Rate 0.9033) (Includes 6% Performance Reserve)		29.08	1.42	79.13	22.30	11.69	146.50
94% of FUNDING ALLOCATION (£million) (Maximum 94% allocation allowed for each Priority)		27.33	1.33	74.38	20.96	10.99	137.71
TOTAL APPROVED PROJECTS (£million) (Funding allocated to contracted & contracting projects)		17.29	0.00	26.13	8.94	0.64	54.14
% APPROVED PROJECTS (Percentage of total allocation)		59%	0%	33%	40%	5%	37%
REMAINING FUNDING (Total allocation minus approved) (£million)		11.79	1.42	53.00	13.36	11.06	92.36
TOTAL ALLOCATED TO BOTH APPROVED & PIPELINE PROJECTS (£million)		21.02	0.00	56.08	10.59	9.51	98.86
% ALLOCATED TO APPROVED & PIPELINE PROJECTS (Percentage of total allocation)		72%	0%	71%	47%	81%	67%
100% UNALLOCATED FUNDING (Total allocation minus approved & pipeline projects) (£million)		8.06	1.42	23.05	11.71	2.18	47.64
AVAILABLE FUNDING (94% of allocation) (£million)		6.32	1.33	18.30	10.37	1.48	38.85
* Includes updated ERDF allocations August 2018, new exchange rate of 0.9033 applied for ERDF							

ESF SUMMARY

Summary of ESF programme commitment by Investment Priority showing funding allocations, commitment to approved projects, opt-ins and pipeline activity and remaining funding to be allocated to projects.

ESF SUMMARY	Priority Axis		1			2	
	Investment Priority	1.1	1.2	1.4	2.1	2.2	TOTAL ESF
	Description	Employment	Young People	Social Inclusion	Skills & Employment	Skills Provision SMEs	
Summary of ESF programme commitment by Investment Priority showing funding allocations, commitment to approved projects, options and pipeline activity and remaining funding to be allocated to projects.							
TOTAL FUNDING ALLOCATION (£million) (Exchange Rate 0.78) (Includes 6% Performance Reserve)		16.60	7.32	17.30	36.51	5.04	82.77
94% of FUNDING ALLOCATION (£million) (Maximum 94% allocation allowed for each Priority)		15.60	6.88	16.26	34.32	4.73	77.80
TOTAL APPROVED PROJECTS (£million) (Funding allocated to contracted & contracting projects)		10.72	4.87	13.86	18.44	4.32	52.20
% APPROVED PROJECTS (Percentage of total allocation)		65%	66%	80%	51%	86%	63%
REMAINING FUNDING (Total allocation minus approved) (£million)		5.88	2.46	3.44	18.06	0.72	30.57
TOTAL ALLOCATED TO BOTH APPROVED & PIPELINE PROJECTS (£million)		15.60	6.88	14.86	34.07	4.32	75.73
% ALLOCATED TO APPROVED & PIPELINE PROJECTS (Percentage of total allocation)		94%	94%	86%	93%	86%	91%
100% UNALLOCATED FUNDING (Total allocation minus approved & pipeline projects) (£million)		1.00	0.44	2.44	2.44	0.72	7.04
AVAILABLE FUNDING (94% of allocation) (£million)		-0.00	0.00	1.40	0.25	0.42	2.07
*Original ESF figures, awaiting uprated ESF allocations from DWP							

EAFRD SUMMARY

Summary of EAFRD programme commitment by priority showing funding allocations, commitment to approved projects, pipeline expressions of interest (EOIs) and remaining funding to be allocated to projects.

	Round					TOTAL EAFRD
	Description	Business Development	Food Processing	Tourism Infrastructure	Business Development	
TOTAL FUNDING ALLOCATION (£million)		0.303	2.500	0.550	0.912	4.290
TOTAL APPROVED PROJECTS (£million) (Funding allocated to contracted & contracting projects)		0.303	0.512	0.201	0.000	1.016
% APPROVED PROJECTS (Percentage of total allocation)		100%	20%	37%	0%	24%
REMAINING FUNDING (Total allocation minus approved) (£million)		0.00	1.99	0.35	0.91	3.249
TOTAL ALLOCATED TO BOTH APPROVED & PIPELINE PROJECTS (£million)		0.303	5.257	2.333	0.597	8.489
% ALLOCATED TO APPROVED & PIPELINE PROJECTS (Percentage of total allocation)		100%	210%	424%	65%	198%
AVAILABLE FUNDING (£million)		0.000	-2.757	-1.783	0.316	-4.224

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					ERDF						ESF					EAFRD								
					Priority Axis		1	2	3	4	5	6	1		2		Bus Dev	Food Pro	Tourism Infra	Bus Dev				
APPROVED PROJECTS (Contracted projects & opt-ins)					Description		Innov	ICT	SME Comp	Low Carbon	Climate Change	Enviro	Employment	Social Incl	Skills	ERDF					ESF	EAFRD		
Project	Fund	Lead Organisation	Designation	Status									1.1	1.2	1.4	2.1	2.2	Rnd 1	Rnd 2	Rnd 2	Rnd 2			
ESFA Skills Support for the Unemployed	ESF 1.1	ESFA	Opt-In	Contracted - actual figures									6.72									0.00	6.72	0.000
ESFA Support for Young People (NEET)	ESF 1.2	ESFA	Opt-In	Contracted - actual figures										4.87								0.00	4.87	0.000
ESFA Skills Support for the Workforce	ESF 2.1	ESFA	Opt-In	Contracted - actual figures												18.44						0.00	18.44	0.000
Big Lottery	ESF 1.4	Big Lottery	Opt-In	Contracted - Live											7.50							0.00	7.50	0.000
DWP Journey2work	ESF 1.1	DWP	Opt-In	Contracted - Live									3.00									0.00	3.00	0.000
Total Opt-Ins					0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.72	4.87	7.50	18.44	0.00	0.000	0.000	0.000	0.000	0.00	40.53	0.000	
Employment & Mental Health Integration	ESF 1.1	Blackpool Council	Approved Project	Contracted - Live									1.00									0.00	1.00	0.000
Strengthening Communities	ESF 1.4	Blackburn WDBC	Approved Project	Contracted - Live											1.21							0.00	1.21	0.000
MyPlace	ESF 1.4	Lancashire Wildlife Trust	Approved Project	Contracted - Live											0.68							0.00	0.68	0.000
WorkFit Women	ESF 1.4	Lancs Women's Centres	Approved Project	Contracted - Live											0.46							0.00	0.46	0.000
More Positive Together	ESF 1.4	Lancashire Sport Pship	Approved Project	Contracted - Live											4.02							0.00	4.02	0.000
Upskilling Lancashire	ESF 2.2	UCLan	Approved Project	Contracted - Live													2.94					0.00	2.94	0.000
Employer Engagement for Skills (EnginE)	ESF 2.2	Lancaster University	Approved Project	Contracted - Live													1.38					0.00	1.38	0.000
UCLan Innovation Clinic	ERDF P1	UCLan	Approved Project	Contracted - Live		1.31																1.31	0.00	0.000
DigitME2	ERDF P1	UCLan	Approved Project	Contracted - Live		1.13																1.13	0.00	0.000
Engineering Innovation Centre	ERDF P1	UCLan	Approved Project	Contracted - Live		5.80																5.80	0.00	0.000
Productivity and Innovation Centre	ERDF P1	Edge Hill University	Approved Project	Contracted - Live		0.59																0.59	0.00	0.000
Health Innovation Campus (HIC)	ERDF P1	Lancaster University	Approved Project	Contracted - Live		8.46																8.46	0.00	0.000
Boost Business Lancashire	ERDF P3	LCC	Approved Project	Contracted - Live				3.45														3.45	0.00	0.000
Access to Finance	ERDF P3	GMBS	Approved Project	Contracted - Live				0.51														0.51	0.00	0.000
Pan-LEP Specialist Manufacturing Service	ERDF P3	GMBS	Approved Project	Contracted - Live				0.45														0.45	0.00	0.000
High Growth Potential Propel to Grow	ERDF P3	Vedas	Approved Project	Contracted - Live				0.98														0.98	0.00	0.000
Digital First	ERDF P3	UCLan	Approved Project	Contracted - Live				1.15														1.15	0.00	0.000
Investment Readiness	ERDF P3	UCLan	Approved Project	Contracted - Live				0.71														0.71	0.00	0.000
UNITE+	ERDF P3	UCLan	Approved Project	Contracted - Live				1.20														1.20	0.00	0.000
Better Off in Business	ERDF P3	Princes Trust	Approved Project	Contracted - Live				0.13														0.13	0.00	0.000
Enhancing SMEs International Trade Performance	ERDF P3	Chamberlink	Approved Project	Contracted - Live				0.90														0.90	0.00	0.000
U Start	ERDF P3	Lancaster University	Approved Project	Contracted - Live				1.07														1.07	0.00	0.000
Lancashire Forum	ERDF P3	Lancaster University	Approved Project	Contracted - Live				1.46														1.46	0.00	0.000
Digital Office Park	ERDF P3	Chorley Council	Approved Project	Contracted - Live				3.87														3.87	0.00	0.000
Building Capacity & Capability Health Businesses	ERDF P3	Innovation Agency	Approved Project	Contracted - Live				0.79														0.79	0.00	0.000
Transmission	ERDF P3	UCLan	Approved Project	Contracted - Live				0.95														0.95	0.00	0.000
Northern Powerhouse Investment Fund (NPIF)	ERDF P3&4	BBFS	Approved Project	Contracted - Live				8.50	4.00													12.50	0.00	0.000
Low Carbon Lancashire Innovation Hub (LoCaL-i)	ERDF P4	Lancaster University	Approved Project	Contracted - Live					3.06													3.06	0.00	0.000
REDCAT (Chamber Low Carbon)	ERDF P4	East Lancs Chamber	Approved Project	Contracted - Live					1.15													1.15	0.00	0.000
Making Carbon Work (MaCaW)	ERDF P4	UCLan	Approved Project	Contracted - Live					0.73													0.73	0.00	0.000
Earby Flood Resilience Scheme	ERDF P5	Pendle Borough Council	Approved Project	Contracted - Live						0.64												0.64	0.00	0.000
Brilliance	ERDF P6	The Rivers Trust	Approved Project	Contracted - Live							0.63											0.63	0.00	0.000
Finsley Gate Canal Corridor	ERDF P6	Canal & River Trust	Approved Project	Contracted - Live							0.53											0.53	0.00	0.000
Diving Test Centre	EAFRD	Northern Diver	Approved Project	Contracted - Live														0.110				0.00	0.00	0.110
Dairy Processing Factory	EAFRD	Kosher Direct	Approved Project	Contracted - Live														0.052				0.00	0.00	0.052
Dairy Processing Plant	EAFRD	Little Town Dairy	Approved Project	Contracted - Live														0.141				0.00	0.00	0.141
Increasing and Improving Manufacturing Capability	EAFRD	Simply Doughnuts	Approved Project	Contracted - Live															0.097			0.00	0.00	0.097
New Production Equipment	EAFRD	Alston Dairy Limited	Approved Project	Contracted - Live															0.415			0.00	0.00	0.415
Lodge Park Phase 2	EAFRD	Dinckley Developments	Approved Project	Contracted - Live																	0.099	0.00	0.00	0.099
Browsholme Hall Eco Micro Lodge	EAFRD	Alkincoats Ltd	Approved Project	Contracted - Live																0.102		0.00	0.00	0.102
Total Contracted Projects					17.29	0.00	26.13	8.94	0.64	1.16	1.00	0.00	6.36	0.00	4.32	0.303	0.512	0.201	0.000		54.14	11.68	1.016	
TOTAL APPROVED (Emillion)					17.29	0.00	26.13	8.94	0.64	1.16	10.72	4.87	13.86	18.44	4.32	0.303	0.512	0.201	0.000		54.14	52.20	1.016	
% of total allocation					59%	0%	33%	40%	5%	40%	65%	66%	80%	51%	86%	100%	20%	37%	0%		37%	63%	24%	

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PIPELINE PROJECTS (Outline & full applications, projects undergoing appraisal, undergoing contracting, under development & EOI's)					Priority Axis	ERDF						ESF			EAFRD				TOTAL																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
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					Description							Innov	ICT						SME Comp	Low Carbon	Climate Change		Enviro	Employment	Social Incl	1.1	1.2	1.4	2.1	2.2	Rnd 1	Rnd 2	Rnd 2	Rnd 2																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																					
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LANCASHIRE ESIF PROGRAMME 2014-20
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					ERDF						ESF					EAFRD							
					Priority Axis	1	2	3	4	5	6	1		2		Bus Dev	Food Pro	Tourism Infra	Bus Dev				
CALLS FOR PROPOSALS					Description	Innov	ICT	SME Comp	Low Carbon	Climate Change	Enviro	Employment		Social Incl	Skills					ERDF	ESF	EAFRD	
Description		Fund	Designation	Status	Timescale							1.1	1.2	1.4	2.1	2.2	Rnd 1	Rnd 2	Rnd 2	Rnd 2	ERDF	ESF	EAFRD
Research & Innovation		ERDF P1	Call for Proposals	October call planned	05/10/18 to 23/11/18	6.30														6.30	0.00	0.000	
ICT		ERDF P2	Call for Proposals	October call planned	05/10/18 to 23/11/18		1.416													1.42	0.00	0.000	
SME Competitiveness		ERDF P3	Call for Proposals	October call planned	05/10/18 to 23/11/18			8.00												8.00	0.00	0.000	
Low Carbon		ERDF P4	Call for Proposals	October call planned	05/10/18 to 23/11/18				10.30											10.30	0.00	0.000	
Climate Change		ERDF P5	Call for Proposals	No call																0.00	0.00	0.000	
Environment		ERDF P6	Call for Proposals	No call																0.00	0.00	0.000	
Rural Tourism Infrastructure		EAFRD	Call for Proposals	Call closed																0.00	0.00	0.000	
Food Processing		EAFRD	Call for Proposals	Call closed																0.00	0.00	0.000	
Business Development		EAFRD	Call for Proposals	Call closed																0.00	0.00	0.000	
TOTAL CALLS FOR PROPOSALS (€million)						6.30	1.42	8.00	10.30	0.00	0.00	0.00	0.00	0.00	0.00	0.000	0.000	0.000	0.000	26.02	0.00	0.000	

Emerging Lancashire Business Support Offer

Appendix B

