

MINUTES		
Title:	Cornwall and Isles of Scilly Local Enterprise Partnership Enterprise Zone (EZ) Board	
Date:	Thursday 13 June 2019	
Time:	14:00 – 17:00	
Venue:	Chi Gallos, Hayle Marine Renewables Business Park	

Membership	Represented by	Attendees	Organisation
C&IoS LEP	Steve Jermy (SJ) Chair Mark Duddridge (MD)	Matt Hodson (MH) Mike King (MK) Iain Mackelworth (IM) Jordan Whaley (JW) Stacey Sleeman (SS) (Agenda team 3 only)	CDC CDC CC CIOS LEP CC
Cornwall Council	Iain Mackelworth (IM) representing Glenn Caplin (GC)	Piran Trezise (PT) - phone Sandra Rothwell (SR)	GES Consultant for GES
Goonhilly Earth Station Limited	Piran Trezise (PT) representing Ian Jones (IJ)	Clare Connaughton (CC) (minute taker)	CC
A&P	Drystan Jones (DJ)		

AGENDA ITEM & NOTES		ACTION
1. 1.1	Welcomes and Introductions SJ welcomed members and introductions were made. To ensure the meeting is quorate the agenda has been amended.	
2. 2.1	Apologies for Absence Glenn Caplin (GC) , Josie Gough (JG)	
3. 3.1	Skills It was noted Dawn James was due to attend these meetings but has left the post. SS and Inga Geach (IG) to pick up on work. SS team will work with this Board to develop a skills activity programme. Existing resources can be referred to such as Beacon Initiative, Growth and Skills Hub, Skills Advisory Panel and	

<p>3.2</p> <p>3.3</p> <p>3.4</p> <p>3.5</p> <p>3.6</p>	<p>Apprenticeship programme.</p> <p>SS is working with Caroline Carroll (CCa) on the energy strategy which will be presented to the LEP Board on 31 July 2019. The new strategy will be incorporated into the existing LEP Framework Strategy and contain an educational work stream consisting of 6 packages. SS to catch up with CCa on LEP presentation and progress of energy strategy and keep this Board up to date with the progress of the strategy</p> <p>Work alongside the existing Skills Advisory Panel with the overall objective of delivering seminars to all our stakeholders on identifying skills for an effective work force. Include Human Space strategy with cross cutting themes to Marine and Airport sectors.</p> <p>SJ to find out about the model used by Cornwall Manufacturing Group and see how it can be applied to the energy sectors.</p> <p>For the next LEP EZ Board – do a skills review on Space, Energy and Marine Sectors.</p> <p>Continued activities;</p> <ul style="list-style-type: none"> • Involve Business Clusters, educational skills’ sector, advanced manufacturing sectors, Cornwall College’s Vocational Qualifications, local industries and LEP, local delivery partners • Develop an effective Skills Strategy • Link Skills with Education early on in process • Links with Transport, Power and Heat, Marine, Farming, Construction and Fishing • Eventually aiming towards zero carbon industries. <p>SS left the meeting at 14:31.</p>	<p>SS</p> <p>SJ</p> <p>SS</p>
<p>4.</p> <p>4a.1</p> <p>4b.1</p>	<p>Housekeeping</p> <p>a) Conflict of Interest declaration</p> <ul style="list-style-type: none"> • IM representing GC on Corserv EZ Growth Fund application and Cornwall Council Project Change Request • PT and SR for GES application for EZ Growth Funding <p>b) Approval of Minutes of last meeting – 06 February 2019</p> <p>10.2 - remove brackets ‘business partner A&P’</p> <p>The previous minutes were agreed to be a true and accurate record.</p> <p>c) Action Summary</p>	<p>CC</p>

	<p>Actions completed:</p> <p>4 – register of interest form IJ</p> <p>4 – strategy update (CC to amend conference date to 2020), MK to recirculate PP as it has further updates</p> <p>6 – review of enquiries and key events dashboard including launch of website</p> <p>8 – Skills – update has been provided at today’s meeting</p>	
5.	Site Updates	
5a	a) Aerohub	
5a.1	Mike King gave an update on Aerohub, noting that there were a number of negotiations underway at various stages for plots and units at the site. There are several interested leads which are being managed by CDC and VH.	
5a.2	Opening ceremony aimed at end of July 2019 for Sector 2, Plot 1.	
5b	b) Goonhilly	
5b.1	Piran Tresize updated the Board on the developments at GES. The Conference Centre has now opened and can seat approximately 120 people. Network Operation Centre will be completed in a few weeks. Data Centre will be launched on 18 July 2019.	
5b.2	Sandra Rothwell gave a presentation on the GES Masterplan. Masterplan includes the whole site at Goonhilly; 3 buildings and one development area. The brief is for workspace / advanced manufacturing, research / innovation. Outside the fence there are plans for more dishes. A Steering Group comprising of stakeholders such as LEP, DEFRA and Areas of Outstanding Natural Beauty (AONB) have been working on the Masterplan.	
5b.3	Proposal to use existing buildings and build new ones in the areas outside the main campus for advanced manufacturing and the development of radio astronomy and space telecommunication with University partners.	
5b.4	The natural areas on and around the site will be preserved and maintained within the Masterplan. The extended heathland will remain and continue to be a protected area.	
5b.5	Plans to develop Arthur’s yard and surrounding area with new buildings and renovation of the old visitor centre to a learning centre with accommodation.	
5b.6	Collaboration with Caroline Carroll, CC lead on renewable energy to continue.	
5b.7	SR acknowledged thanks to the Board for the EZ Growth Fund contribution towards the Masterplan. Following a question SR confirmed that the Masterplan is aligned to local development aspirations.	

<p>5c 5c.1</p>	<p>c) Falmouth Docks Drystan Jones gave an update on the latest developments at Falmouth Docks. A&P have taken part in climate change emergency talks with Cornwall Council. Continue to investigate the opportunities for the docks around the development of the floating offshore wind industry and has attended recent events. Feasibility study into redeveloping areas of the docks has been completed and seeking final sign off before sharing with the EZ Board.</p>	
<p>5d 5d.1</p>	<p>d) Hayle An update was provided by Matt Hodson. Ground floor office lease progressing which will result in 100% occupancy. IM updated on further development within the Hayle EZ. CC has submitted an ERDF bid for Phase 2 and Phase 3. The outcome will be known in mid-July.</p>	
<p>5e 5e.1 5e.2</p>	<p>e) Tolvaddon A third party marine business has also submitted an ERDF application for a new development on the Tolvaddon EZ site. As with the Hayle projects the outcome will be known mid-July. CC is currently putting in place a Property Management contract with CDC for a number of the Council’s business facing properties including the Hayle MRBP, the Aerohub Sector 2, the Aerohub Business Park and Tolvaddon Business Park. Bringing together CDC’s existing business facing products and services with the ability to agree new leases on these properties creates a complete and seamless offer to inward investors and indigenous businesses looking for space to grow in county.</p>	
<p>6. 6.1 6.2 6.3 6.4 6.5</p>	<p>Commercial in Confidence MK, IM and MH left the room at 15:40 whilst the Corserv EZ Growth Fund application and appraisal outcome was considered by the Board. The general consensus of members was the investment demonstrated poor value for money with the benefits linked to further investment with no guarantee they will be achieved. The Board felt that although there were potentially benefits to the EZ, the proposal should be funded by Cornwall Council or Corserv. After a discussion the Board agreed to reject the application but run a workshop (see 8b.1) and offer to work with Corserv to align their governance changes with the plans for the EZ at Aerohub. MK, IM and MH returned to the meeting at 15:55. LEP and CC will arrange a workshop with Corserv. MK to confirm.</p>	<p>MK</p>

	<ul style="list-style-type: none"> ○ Place (including those left behind) ○ Building resilience ● For Cornwall – possible strengths are; <ul style="list-style-type: none"> ○ Energy, Space, Digital ● Possible Weaknesses <ul style="list-style-type: none"> ○ Transport, Fishing, Agriculture ● Regional coordination which is local provided by BEIS, MHCLG etc. has been advantageous ● LIS needs to be linked to a good investment plan and secure funding from Shared Prosperity Fund and Local Growth Fund ● Focus on Energy and Environment <ul style="list-style-type: none"> ○ Local energy networks (heat and electricity) ○ Establish Energy Innovation District (funding available by Innovate UK bid) ● Cheshire and Warrington have 14 EZs – critical to have a good pipeline of projects, have a qualified, experienced EZ lead / Project Manager ● Investment <ul style="list-style-type: none"> ○ Aim to make each investment self-contained ○ Ring fence business rates to pay back lending – remainder then goes to C&W LEP ○ Key investment appraisal criteria is a 5 year payback period ○ if above 10 years, then EZ team work with bidder to reduce ● Interventions <ul style="list-style-type: none"> ○ Enabling works ○ Gap options ○ Void leases 	
8a.2	<p>In addition Warrington has established ‘Warrington & Co’¹ to enable EZs to prepare for investment. Growth rates have been ‘astronomical’. The areas of focus are;</p> <ul style="list-style-type: none"> ● Property and Estates ● Industrial Investment and Economic Growth ● Business Exchange and Network 	
8a.3	<p>Growth Hub</p> <ul style="list-style-type: none"> ● Have a strong link with LEP ● Business engagement – delivery and brokerage ● Foreign Direct Investment ● Communications 	
8a.4	<p>Critical point is high-quality advice at the first point of contact.</p>	

¹ Lead for Co is also Growth Director

8a.5	Cheshire and Warrington commissioned consultants Metrodynamics who provided data which still can be applied to Cornwall minus the urban element.	
8b 8b.1	b) Open-ended strategy discussion on CioS LEP EZ It was agreed not to cover this item at the meeting but to arrange a workshop in July to examine a proposed financial forward planning model for rate revenue which IM and JW are working on. Action: JW to find a date in July for workshop and bring back to the Board after the ERDF PA3 outcome.	JW
9. 9a 9a.1	Investment Pipeline and Marketing Strategy a) Pipeline This has been covered under item 5.	
9b 9b.1	b) EZ Growth Fund Marketing Update MK provided an update on the CDC EZ, Sector 2 and ESAM Communications. This report includes progress on the website and planned deliverables.	
10. 10.1	a) EZ Performance Data Report Q4 The Aerohub+ and Marine Hub MHCLG quarterly data submission were noted.	
11. 11.1	Risk Register and Report The Risk Register and Report which were updated at the Operational Board were both noted. SJ proposed that the risks are reviewed at the Workshop.	
12. 12.1	Any Other Business A company are interested in relocating to Aerohub Business Park. They may be seeking Growth Hub funding and MK will bring a paper to the next meeting outlining the proposal. GES are hosting a Space Agency event in September. Meeting concluded at 16:36.	MK
13.	Date of next EZ Board Meeting: The next meeting on Thursday 15 August 2019 @ 14:00, Aerohub Business Park will be moved to September. Details to follow.	

Appendix 1: Action Tracker
C & IoS LEP EZ Board
Action Tracker 13/06/2019

Ref	Action	Owner	Status			Notes
			Complete	Ongoing	Not Complete	
3.2	Energy strategy presentation – SS to work with CCa to produce paper for LEP Board on 31 July Skill review on Space, Energy & Marine sectors	SS	X			
3.4	Energy strategy – consult with Cornwall Manufacturing Group to see if their model can be applied to energy sectors	SJ				
3.5	Skills Review – on Space, Energy and Marine Sectors	SS	X			
4b.1	10.2 Previous minutes – remove brackets around ‘business partner A&P’	CC	X			
6.5	Meeting with Corserv – MK to arrange meeting with Corserv and include LEP & CC – to discuss ways of accelerating EZs	MK			X	
7b.2	GES Growth Fund Application –MD contact PT on MoU	MD			X	
7c.1	A&P Invoices to pay – DJ to send JW invoices to process for payment	DJ			X	
8b.1	Workshop to examine rate relief model – arrange date for July 2019	JW & CC			X	
12.1	Basalt mini-bars – bring paper to next meeting with proposal from ReForcetech to relocate to Aerohub Business Park	MK			X	
4	Governance A Register of Interests per Board member has to be completed. LEP Executive team to provide forms for completion by EZ Board members.	PT	X			To remove
4	4b.4 Strategy Update Suggest to Maf Smith of Renewable UK, that Cornwall hosts the Renewable UK Flow Conference 2020. 4b.6 – Circulate DIT PP on mining to members with view of asking DIT to be a business partner in future	SJ MK	X X		X	MK to circulate again as it has been

	renewable energy / mining projects. Also SJ to make contact with DIT rep on this matter.	SJ	?			updated
6	Review of Enquiries Pipeline and Key Events Single sheet, common understanding of enquiries in progress to be provided to CDC for coordination.	MK,NL,MH,PT,MC,DJ	X			To remove
6	Review of Enquiries Pipeline and Key Events Further update on progress of the CRM system to be provided at the next Board.	MK		X		
8	Skills CH to provide an update at the next Board meeting	CH	X			To remove

DRAFT