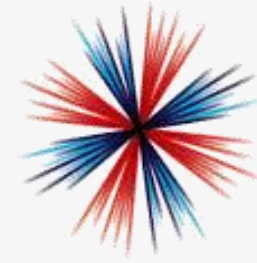




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LOCAL ENTERPRISE  
PARTNERSHIP



INDUSTRIAL  
STRATEGY

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# South East Local Industrial Strategy Stakeholder Engagement Pack (*or name of meeting*)

Presenter: (*name and organisation*)

Date:



## Aims of the Session

- Introduce the Government's Industrial Strategy
- Introduce the purpose of the Local Industrial Strategy and what it is (and isn't)
- Outline the approach to developing the South East Local Industrial Strategy
- Outline some economic characteristics and performance of the South East
- Propose potential strategic challenges and opportunities for discussion
- Help develop the interventions needed to take those opportunities forward



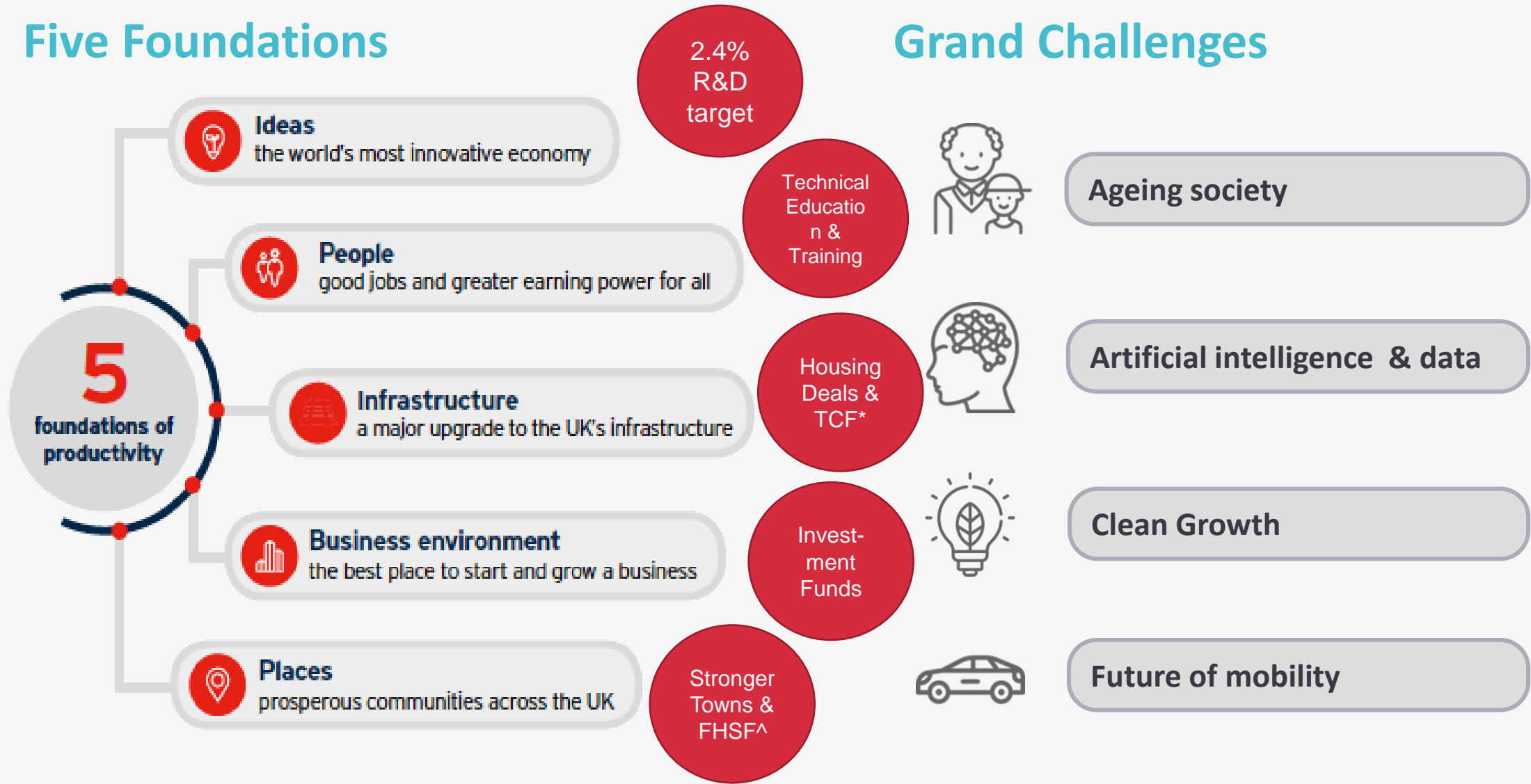
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## Five Foundations

## Grand Challenges



## A Local Industrial Strategy...

Is...	Is not...
A future looking local (LEP) strategy, feeding into the Government's Industrial Strategy, to drive productivity and growth and tackle national/global challenges	An economic plan for the SELEP, including lists of potential projects, as the 2014 Strategic Economic Plan was
An evidence-led strategy highlighting specific strengths and opportunities that can be capitalised on, and that if supported and invested in, could achieve greater productivity impact	Replacing other local economic policy or plans but to better co-ordinate and align them at a LEP level for greater gains, including across-LEP boundaries
A document that will support and underpin the allocation of future Government growth funding	A bidding document. The process for bidding for future growth funding will be announced in due course
A mechanism through which private, public and civic partners come together to agree the productivity generating long term ambitions for the area	A public sector strategy for growth

### The five policy principles of Local Industrial Strategies

#### Evidence

Set out a robust and open evidence base

#### Focus

Map out specific opportunities and challenges

#### Collaboration

Make clear how LEPs will work in partnership with public and private stakeholders

#### Prioritisation

Prioritise specific, achievable & long-term ambitions

#### Evaluation

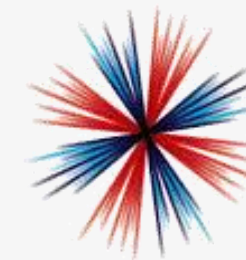
Set out clear plans to evaluate progress

## Our local industrial strategy will...

- Be a vehicle through which we can drive **productivity and business growth**
- Focus on areas where we have **competitive advantage** and **strategic opportunities**. It will not cover everything!
- Be **business-led** and owned by all partners
- Place the South East in prime position to secure **investment** from the private sector and government and to **influence** policy

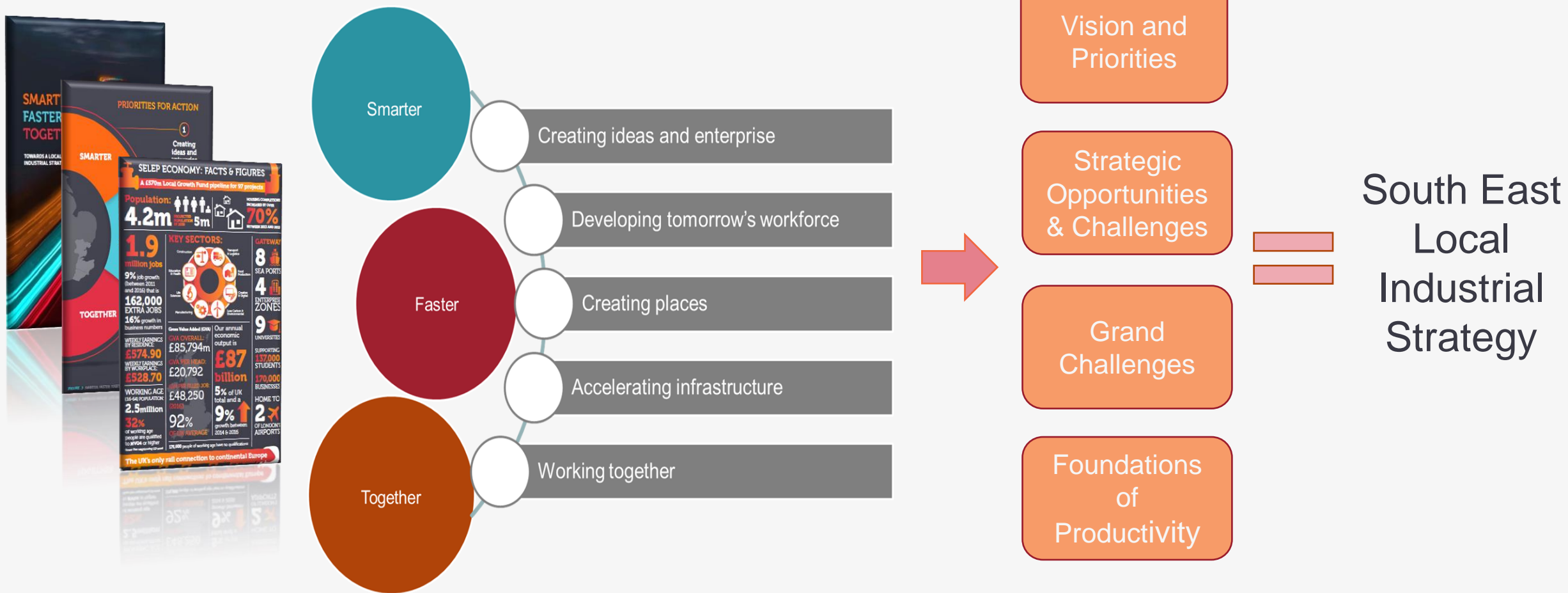


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## Working towards a local industrial strategy



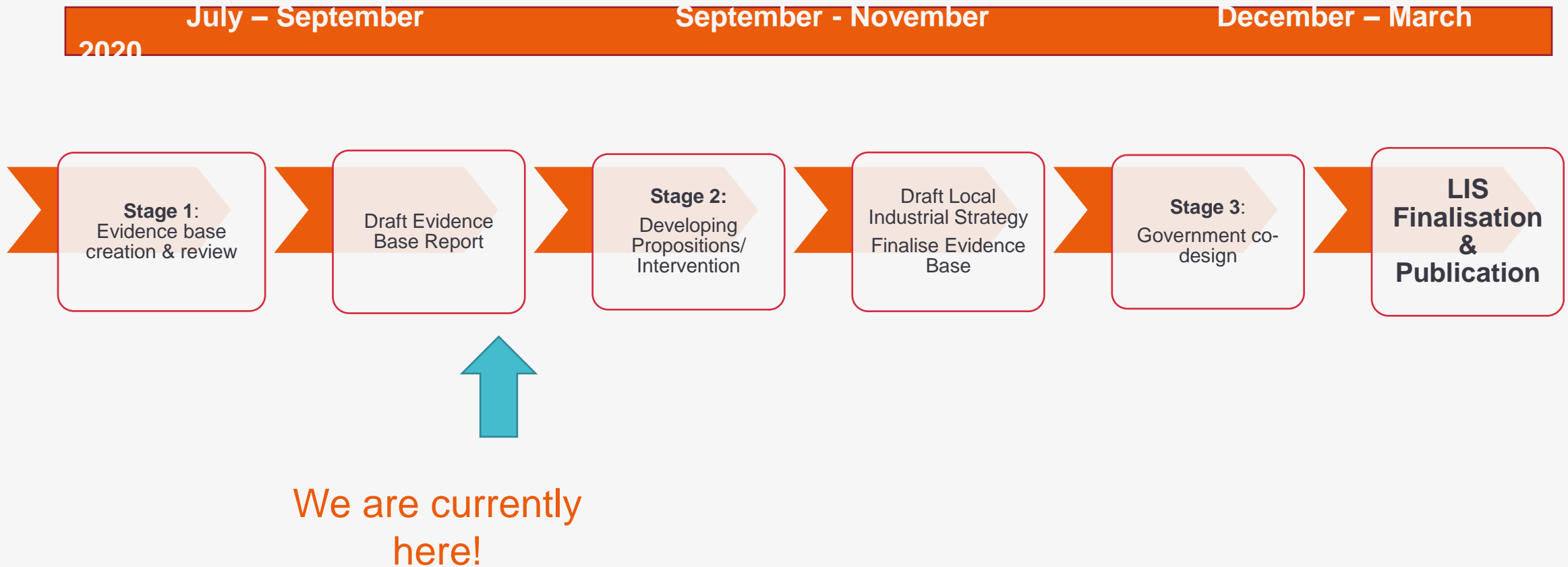


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## Timelines







## What is our productivity challenge ?



### Ideas

Business capacity for innovation not as high as it could be within and across sectors

R&D expenditure is relatively low

Defining sectors with the highest productivity gain potential & how to enhance this

How to benefit from neighbouring London & being a gateway to world



### People

Lower skills levels than national and regional, 175,000 with no quals & only 32% at L4+

Adults in low value jobs and unable to progress – limited opportunities to retrain – lifelong learning

Growing vacancies in key sectors requiring technical skills. No IoT

Complex skills system & flatline of apprenticeships



### Infrastructure

Strong transport links to London/ continent but need investment in key arteries - priorities

Acceleration of housing and affordable housing

Improved public transport connectivity doesn't benefit all

Accelerating digital infrastructure to support productivity priorities



### Business Env.

Vast majority of 165,000 VAT registered businesses are micro – isolation, skills, premises

Ability of SME's to adopt new tech e.g. green/AI

Access to finance

Supply chain collaboration & collaborations for growth

Suitable workspace/ grow on space



### Place

Large & diverse, made up of cities, towns & rural

Largest LEP coastline

Housing shortages

Rural/coastal connectivity, regen & resilience

Impact of climate change

Understanding the 'economic story' of place making - data



## GVA PER FILLED JOB



## GVA PER HOUR WORKED



## GROSS WEEKLY RESIDENT PAY



## GROSS WEEKLY WORK BASED PAY



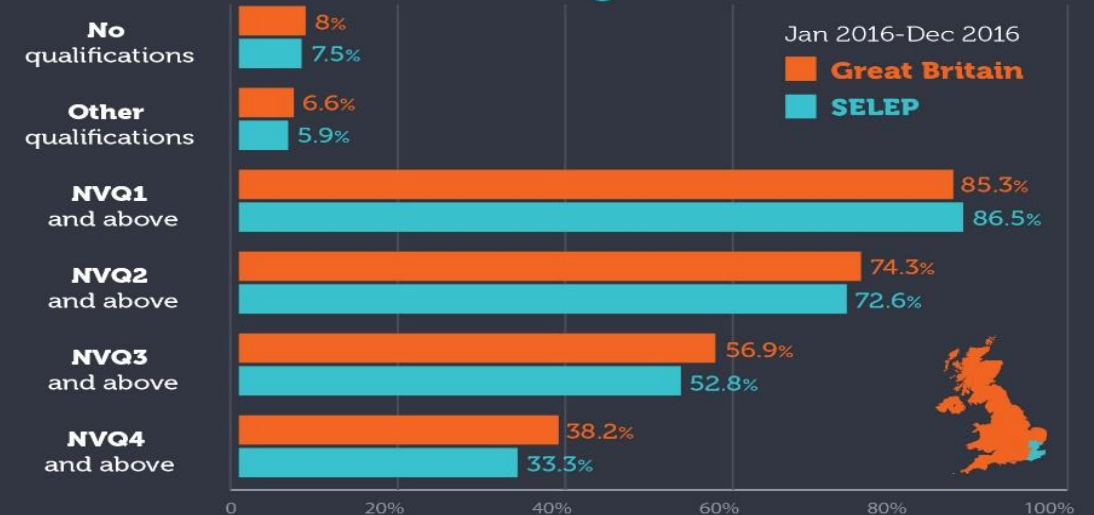
Ranked by top 10 LEPs

## GROWTH BUSINESSES & SCALE UP RATES

% INCREASE



## SKILLS LEVELS



## Research and Development

R&D Type Measures (in upper half)	LEP Ranking (out of 39)
Inventor population (patents 5-10yrs old)	4 <sup>th</sup>
Number of STEM first degrees honours	6 <sup>th</sup>
Net business birth and death rate	14 <sup>th</sup>
Reported income per HE academic FTE	15 <sup>th</sup>
Business enterprise R&D spend	£1,000 per FTE
Innovate UK grants (2010-2016)^	£71.5M to 580 businesses

R&D Type Measures (in lower half)	LEP Ranking (out of 39)
STEM Doctorates	20 <sup>th</sup>
Firms who introduced new market innovations	21 <sup>st</sup> (49%)
Firms engaged in product & service innovation	22 <sup>nd</sup> (18%)
HE publications*	23 <sup>rd</sup>
Residents qualified to L4+	26 <sup>th</sup>
Firms engaged in R&D (2010-12)	27 <sup>th</sup> (15%)
Innovate UK grants (£ per FTE)	28 <sup>th</sup>
Firms collaborating for innovation	30 <sup>th</sup> (18%)
% FTE in 5 science & technology sectors	33 <sup>rd</sup>

*Overall SELEP ranked 30<sup>th</sup> out of 39 LEPs in terms of innovation performance*



## What are our key productivity opportunities ?



### Ideas

Advance the role of EZ

Create an innovation board/ forum

Increase R&D spend – business & HE

Advance digital tech (application of)

Sector/cluster approach e.g. agri-tech & links to London/ Cambridge



### People

Develop Leadership & Management Skills in SME's

Expand digital skills development – sectors/rural/coastal?

Support businesses with training & apprenticeship growth



### Infrastructure

LTX

HS1 from East Sussex  
Extension of Crossrail to Ebbsfleet  
Connectivity to Garden Communities

Road and rail access for the major ports & airports

Unlock potential of our ports

Investment in green



### Business Env.

Creation of future/grow on workspace – Garden Communities, High St

Collaboration on R&D funding & commercialization of

Boosting high growth start and scale up enterprises – Growth Hubs, Universities



### Place

Develop sustainable garden communities, through innovative place making & as a testbed for new design & construction innovation

Creation of a Tourism Zone (creative & cultural)

Boosting the product innovation leaders as key sectors to place making\*



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## Routes to Engagement – Local Channels

Businesses  
and wider  
stakeholders  
can feed into  
the SELEP  
LIS through  
a variety of  
channels



## Routes to Engagement: LEP Events

Workshop	Date
Internal Stakeholder – Regular meetings	Monthly
Partner – Various planned events	Throughout
Thematic – Foundation/ Grand Challenge	Mid-Oct (tbc)
Thematic – Foundation/ Grand Challenge	Mid-Oct (tbc)
Thematic – Foundation/ Grand Challenge	Mid-Oct (tbc)
Thematic – Foundation/ Grand Challenge	Mid-Oct (tbc)
Summit	November (tbc)

**Internal stakeholder** – focused on contributions into the process and progress of the LIS development via established LEP/Federated structures.

**Thematic events** - aimed primarily at business, academia and other partners to focus on developing qualitative evidence and specific interventions around the strategic opportunities and Grand Challenges.

**Partner events** – planning local sessions with LAs, businesses, education, and business intermediaries, to consider the evidence and interventions that are emerging and input to the development.

A wider ‘summit’ may also take place to engage with businesses and others on the LIS overall.

***All feedback will be integrated into the evidence base***



## Questions for discussion

- Do the productivity challenges and potential opportunities identified, reflect the situation in your area?
- What do you perceive to be the main opportunities and challenges ahead for businesses in your area / sector?
- What are the main business opportunities and challenges ahead? How could these opportunities, or the removal of barriers, improve productivity and business growth?
- What actions could businesses take to adapt and take up those opportunities? How can the public sector help?
- Please respond in terms of the what, how, who and when... 😊

## How to feedback

Please capture the essence of the key points discussed in your groups and structure your notes under each question. A template for doing this is available.

We have included a section for any other points that you want us to capture and feed into to the strategy development work.

Please send your completed notes to [sharon.spicer@southeastlep.com](mailto:sharon.spicer@southeastlep.com) and [helen.russell@southeastlep.com](mailto:helen.russell@southeastlep.com)

Thank you for your contribution.

