

HAMPSHIRE COUNTY COUNCIL

Decision Report

Decision Maker:	Executive Member for Economy, Transport and Environment
Date:	3 March 2015
Title:	Enterprise M3 Growth Hub
Reference:	6524
Report From:	Director of Economy, Transport and Environment

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1. Executive Summary

- 1.1. The purpose of this paper is to secure approval for Hampshire County Council to enter into a partnership, if required, with any preferred bidder for the development and delivery of the Enterprise M3 Growth Hub project, which is currently subject to a competitive tender process.
- 1.2. This paper seeks to:
 - a) Provide background to the Enterprise M3 Growth Hub project including the potential benefits to the Hampshire part of the Enterprise M3 area;
 - b) Explain the procurement process being undertaken to select a delivery body for the Growth Hub, and Hampshire County Council's position in relation to this process;
 - c) Secure approval for Hampshire County Council to participate, if required, in a partnership led by any preferred bidder for the development and delivery of the Growth Hub.

2. Background

- 2.1. In response to the Government's requirements for Local Enterprise Partnerships (LEPs) to develop, implement, and monitor the performance of their local growth hubs, Enterprise M3 is looking to contract with a partner/consortium to manage and run the Enterprise M3 Growth Hub.
- 2.2. The Growth Hub is central to the delivery of the Enterprise M3 vision of connecting businesses with the quality support they need to thrive and supporting its focus on key major and emerging sectors. The Growth Hub

will contribute towards the achievement of some of the key Enterprise M3 strategic economic priority targets, which are to:

- Encourage the development of 200 high growth businesses per annum;
- Increase export activity by £2 billion;
- Create 8,000 new jobs; and
- Develop the Sci:Tech Corridor – focusing on key sectoral strengths within the Enterprise M3 area.

2.3. The concept of the Enterprise M3 Growth Hub developed by the LEP and key interested parties offers a twin track approach:

- A generic **Transactional Track** offering the opportunity of business support to all the businesses in the area through information and signposting to local, regional, national and international business support providers from the private, public and not-for-profit sectors through the provision of a business support portal;
- Specific **Targeted Track** business support focusing on High Innovation, Growth and Priority (HIGP) businesses in the Enterprise M3 key sectors, both existing and emerging. The target number of HIGP businesses to engage in intensive support is likely to be in the region of 200.

3. Finance

3.1 It should be noted that there are no significant financial implications for Hampshire County Council associated with this project. However, there may be the opportunity to share resources and potentially for the County Council to provide services on a chargeable basis to the Growth Hub.

4. Outputs

4.1. It is anticipated that the activities undertaken within the Growth Hub will result in contribution to the Strategic Economic Plan and be measurable against the BIS monitoring and evaluation framework. The minimum expectation for the Growth Hub is:

- Enterprises securing information from the portal 5000 pa
- Enterprises receiving support 200 pa
- Jobs created 200 pa

4.2. Only businesses, including headquarters and satellite offices, located within the Enterprise M3 postcode area can count as outputs and outcomes.

5. Procurement

- 5.1. Enterprise M3 LEP is progressing a formal procurement process to select an appropriate delivery body.
- 5.2 Tenders which meet the Stage 1 selection criteria, as set out in the Invitation to Tender documentation, will be eligible to be considered for Stage 2 Tender Assessment as detailed in the Invitation to Tender documentation.
- 5.3 Enterprise M3 will form the evaluation panel to assess all tenders which meet the Stage 1 selection criteria and will form the evaluation panel that will decide which is the preferred tender. Hampshire County Council will not be represented on the evaluation panel and will not be involved in the final decision making process
- 5.4 Both within the briefing material distributed to interested parties and the subsequent tender specification, the following statement was inserted to make the position of both Hampshire County Council and Surrey County Council clear to any potential bidders:

“Hampshire County Council and Surrey County Council are both committed to supporting the development and delivery of a ‘best in class’ Growth Hub for the Enterprise M3 Local Enterprise Partnership. More effective business engagement and support is at the heart of the economic development strategies of both councils. Both the county councils and other existing Enterprise M3 partners can all promote the Growth Hub offer, provide additional routes to market and contribute to the delivery model. The Councils are therefore keen to engage with organisations interested in bidding for this exciting project about the role that they could play.”

- 5.5 Since the briefing day on 1 December 2014 Hampshire County Council has been approached, both formally and informally, by several potential bidders for the Enterprise M3 Growth Hub.
- 5.6 It is worth highlighting that the consistent stance of Hampshire County Council has been that it will be willing to work with whoever emerges as the delivery body for the Growth Hub.
- 5.7 Engaging positively with the preferred bidder once selected provides an opportunity for the County Council to significantly influence the shape and form of the proposed Growth Hub to maximise the benefits for the Hampshire economy.

6 Recommendations

- 6.1 That the Executive Member for Economy, Transport and Environment gives approval for the County Council to actively support the Enterprise M3 Growth Hub, to include working closely with the Enterprise M3 LEP’s chosen Delivery Body as appropriate.

- 6.2 That the Executive Member for Economy, Transport and Environment delegates authority to the Director of Economy, Transport and Environment to finalise and complete any contractual agreement for Hampshire County Council to become a partner to any preferred bidder for the delivery of the Growth Hub, should this be required and subject to the terms and conditions being acceptable.

CORPORATE OR LEGAL INFORMATION:**Links to the Corporate Strategy**

Hampshire safer and more secure for all:	No
Corporate Improvement plan link number (if appropriate):	
Maximising well-being:	Yes
Corporate Improvement plan link number (if appropriate):	
Enhancing our quality of place:	Yes
Corporate Improvement plan link number (if appropriate):	

Section 100 D - Local Government Act 1972 - background documents

The following documents discuss facts or matters on which this report, or an important part of it, is based and have been relied upon to a material extent in the preparation of this report. (NB: the list excludes published works and any documents which disclose exempt or confidential information as defined in the Act.)

Document

Location

None

IMPACT ASSESSMENTS:

1. Equality Duty

1.1. The County Council has a duty under Section 149 of the Equality Act 2010 ('the Act') to have due regard in the exercise of its functions to the need to:

- Eliminate discrimination, harassment and victimisation and any other conduct prohibited under the Act;
- Advance equality of opportunity between persons who share a relevant protected characteristic (age, disability, gender reassignment, pregnancy and maternity, race, religion or belief, gender and sexual orientation) and those who do not share it;
- Foster good relations between persons who share a relevant protected characteristic and persons who do not share it.

Due regard in this context involves having due regard in particular to:

- a) The need to remove or minimise disadvantages suffered by persons sharing a relevant characteristic connected to that characteristic;
- b) Take steps to meet the needs of persons sharing a relevant protected characteristic different from the needs of persons who do not share it;
- c) Encourage persons sharing a relevant protected characteristic to participate in public life or in any other activity which participation by such persons is disproportionately low.

1.2. Equalities Impact Assessment:

The decision will have no impact on statutory groups.

2 Impact on Crime and Disorder:

2.1 The Enterprise M3 Growth Hub is designed to increase business growth in the Enterprise M3 area, which includes a significant part of Hampshire. Such interventions are designed to facilitate increased economic activity, greater levels of employment and enhancement of the employability of local people. It is therefore envisaged that indirectly the Growth Hub would support reduced crime and disorder.

3 Climate Change:

3.1 How does what is being proposed impact on our carbon footprint / energy consumption?

No significant impact.

3.2 How does what is being proposed consider the need to adapt to climate change, and be resilient to its longer term impacts?

Not applicable.