



THIS IS AN E-PUBLICATION

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Owning the Future



“Why my confidence in EM3’s future is grounded in understanding the foundations we have built in the past.”

A message from

DAVE AXAM
Enterprise M3 LEP Chair

Learning to Speak Greek and Roman – Enterprise M3’s Secret of Success

I cannot begin without offering my condolences to everyone affected by COVID-19. Life and work have thrown many challenges at all of us over the past 18 months – destroying and disrupting lives and businesses in a way we will never forget.

It has also pushed us to evolve the way in which we do business in a changed world. That step-up in evolutionary pace epitomises the changemaker which is Enterprise M3 Local Enterprise Partnership (EM3 LEP).

Evolving for a changed world

Over the past decade, the LEP has made the evolutionary leap from its original restricted mindset. We no longer work on short-term priorities, We are now focused on the long-term and the big scale.

The LEP has grown into a diverse, business-led, organisation which connects business and economic intelligence with the expertise, knowledge and local understanding which will prepare our region for the future - supporting skills, improving digital infrastructure, encouraging the shift to a net zero economy and facilitating the innovation which drives a high-growth, knowledge-based economy.

Solving challenges by embracing different perspectives

In many respects, we have come to symbolise the best of the great civilisations of Ancient Greece and Rome. Both were noble peoples, but they approached solving the great challenges of their time from different perspectives, speaking different languages.

The Greeks were the philosophers and poets – focusing on thinking through innovations in mathematics, science and art – the foundations of our modern culture. The Romans were the engineers – they worked with straight lines, building giant aqueducts to deliver

water to where it needed to be. The strength of the LEP is that we have learned to speak both Greek AND Roman, ensuring our region gets the best of all worlds. Whenever people speak different languages and come at challenges from different perspectives, the secret of success is to get them to collaborate.

The LEP is the impartial and strategic leader which brings together the strengths of local government, business, employers, innovators, researchers, and educators for collaborative good.

What is business in the 21st century?

As we move through this global pandemic, we have to ask ourselves ‘what is business in the 21st century?’ It is certainly digital, it’s certainly clean and green, and it is definitely flexible. But the real answer is: ‘it is a world of collaboration.’

That collaboration mindset is in EM3’s DNA. And as we face our new future, the LEP’s unique convening role and the way we operate across sectors, industries and geographic boundaries mean our contribution will be needed like never before.

Over the past decade EM3 has achieved

£252m



government funding





Our Ambitions

EM3 will work collaboratively with its network of partners to deliver an integrated approach to reviving and renewing our local economy, delivering increased prosperity for the people and business who live and work in our area.

You can find out more about our ambitions and the detailed action plans to achieve them here:

- [Revive and Renew - Our Economic Recovery Action Plan](#)
- [Skills Action Plan and Local Skills Report 2020-2021](#)
- [EM3 Space Hub Landscape Report](#)



Help deliver a **strong economic recovery** and renewal in our towns and rural areas

Move the region and its communities to net zero, by **supporting business opportunities** in a low carbon, high growth economy



Lead a step change in **ultrafast digital connectivity** in our towns and rural areas



Provide expert support for businesses to innovate, grow and create jobs



Bring employers, trainers and learners together to generate the skills needed in a low carbon, high growth economy

Promote the area's **competitive advantage**, to attract **foreign investment** and accelerate **international trade**



Facilitate **strong partnerships** which deliver the benefits of scale and spark the **creativity of diversity**



Maintain our reputation for strong **strategic leadership**, rooted in strong **economic and business intelligence**



EM3's key highlights in 2020-2021 include:

Our Achievements

EM3 has invested almost £50 million over the past year, supporting businesses seize the opportunities presented by a digital and net zero future in a post-COVID-19 economy.

APPROVED PROJECTS

- Future Towns Innovation Hub
- £1m boost for Creative Tech businesses
- EM3 funds the South's first esports skills facility



£49.5m Investment

Exceeding target by £1m



£13.3m

Getting Building Fund grants:
Response time to applications
= 8 days

23 Approved new projects

worth £22.4m supporting innovation, town centres, the move to net zero, new mobility, skills and transport



7,190m² commercial floorspace completed

96% of target



2,573m² learning floorspace completed

Exceeded target by 40%



809 Jobs

Created/safeguarded
85% of target

383 Apprenticeships Supported

95% of target



784 New homes

Completed
Exceeded target by 12%

851 businesses

supported by our Growth Hub

99% of businesses supported by the Growth Hub would recommend the service to others



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The EM3 area - a strong economy

The EM3 area economy is diverse, resilient and rich in businesses focused on innovation and new technologies.

Globally competitive and unique for our knowledge, digital and design based economy, we are the fifth largest economic region in the UK with leading business sectors focused around the technological innovations needed for a low carbon and digital economy. Our low carbon technology companies make up 10% of the UK market, we have the largest cluster of games companies outside London and we are one of the UK's most significant clusters of space and satellite industries. We have attracted the highest number of foreign owned firms of any LEP area outside of London.

Our universities and research institutions are among the best in the world and we have a deserved reputation for being a dependable and confident place to do business, with high standards, respected institutions, and an unrivalled quality of life.

Our key sectors for international investment

- Space and Satellite
- Animal MedTech
- Gaming and Immersive Tech

EM3 Business Intelligence Dashboard

Our LEP region:



£65bn GDP

contributed for the nation (3% of the UK) in 2019 (ONS 2021)



0.8% growth

in its economy in 2019, second only to London in the south (ONS 2021)

908,000 jobs, 2.5% of the UK total



788,400 residents in employment in 2019 - 80% of all people of working age (5% above UK average)



60% of its workforce

are in high-skilled occupations – the highest outside London (ONS 2021)

PRODUCTIVITY



Highly productive

at £42.80 per hour in 2018 – behind only London (£46.10) and Thames Valley Berkshire (£47.70) (ONS 2020)

EXPORTS



£27.8bn of exports

£17bn goods and £10bn service exports in 2018 (ONS and HMRC 2020)

BUSINESS



91,870 businesses

in the region in 2020, the third highest for any southern LEP region after London and the South East (ONS 2021)

BUSINESS



Higher business density than London

99 businesses per 1,000 working age residents in 2020 - higher than London (97) (ONS 2021)



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About EM3 LEP

Enterprise M3 is a business-led Local Enterprise Partnership which brings together private, public and not for profit sector organisations, including small businesses, larger companies, local authorities, not-for-profit organisations, colleges and universities.



Just as COVID-19 has reset our economy, we have re-set our priorities to ensure that the people and businesses who live and work in our area can seize the opportunities of the future.



Dave Axam
Chair, Enterprise M3 LEP

Our role is as a convener of partnerships, fostering a collaboration for growth which helps create, nurture and sustain the right economic foundations for our region's continued success.

We step in at a strategic level to enable major growth investment which otherwise wouldn't happen as well as provide expert business support and advice to hundreds of SMEs via our Growth Hub. We carry out research, collect business intelligence and provide a voice to government for our business community.

Our business-led board is drawn from across the private, public and not-for-profit sectors. They are collectively responsible for the LEP's strategic direction, establishing targets, priorities and monitoring progress. Find out more about our board and its members [here](#).

EM3 is one of 38 Local Enterprise Partnerships in England and covers west Surrey and a significant part of the county of Hampshire.

Our key priorities

- Leading the way in developing a net zero economy
- Investing in our digital future
- Supporting global Britain to attract foreign investment and grow international trade
- Investing in innovation
- Supporting businesses to succeed and grow
- Boosting skills for jobs and growth
- Backing our businesses through COVID-19



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Seizing the Opportunities



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A message from
KATHY SLACK OBE
Enterprise M3 LEP Chief Executive

Last year was an unforgettable year and for very many of us a year of mixed emotions.

It was also a year when the resilience, inventiveness and sheer stamina of so many of our businesses, partners, communities and individuals broke new boundaries: businesses moved online, homes became workplaces; schools, colleges, GPs, and even gyms and GP practices went virtual - the list of adaptations carried out with agility and creativity goes on...

But that very agility showed us a way to move forward. I want to capture and harness the energy behind those agile innovations; to sustain that pace of change and seize the opportunities which can bring renewal across our workplaces, businesses, high streets and communities.

Sustaining the pace of change

I want us to be ambitious for our future again. Ambitious means being prepared to break down boundaries. Bringing together businesses, the public sector, educators and academia to work across boundaries and sectors to shape the sustainable economic future of our region.

During 2020-21 we worked with our partners and our Growth Hub to help businesses weather the impact of the pandemic; we provided financial support from our own COVID Recovery Grants and the government's Getting Building Fund and business advice and support from our Growth Hub which saw more than 200 businesses receive intensive support.

But while we were dealing with the emergency; we also kept a firm eye on how to help our area not just revive but renew as well.

Investing in our future

I am proud that over the past year we approved 21 new projects worth £22.4 million supporting innovation, town centres, the move to net zero, smart mobility and skills.

We encouraged cross-sector collaboration, including webinars exploring the opportunities for our space and satellite industries to

work closer with our gaming and low carbon industries.

We have planned a £4.5m investment in the first stage of our Gigabit ultra-fast broadband which will connect Guildford and Basingstoke, not just crossing local authority boundaries but breaking down the digital divide in our region.

We also extended our work across geographic boundaries, working with clusters of LEPs across the south to upskill our workforce, support businesses through the EU transition and deliver strategies which will reduce carbon emissions equivalent to taking five million cars off the road. Our Catalyst South group of six LEPs works on a pan-regional scale to advance recovery and renewal.

Revive and Renew – our Action Plan for economic growth

Our Revive and Renew Action Plan sets out our clear vision, backed by robust economic evidence, of how our region can truly seize the opportunities of a digital and net zero future in a post-COVID-19 economy.

It will allow every member of our communities to achieve more by working together than they could alone, continuing to take action – at pace – to deliver economic renewal and growth.

Our partners



2



County Councils

13

District Authorities



6



Neighbouring LEPs

2,000

businesses



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Leading the way in developing a net zero economy

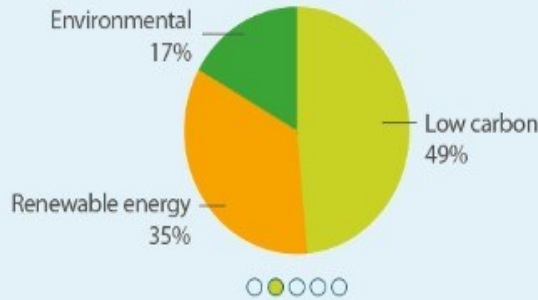


2,000 tonne reduction in CO2 emissions through EMPhasis3

£6m investment in Electric Vehicle charging points



Our sector strengths:



EM3 is leading the way in the fight against climate change through an exciting range of innovative projects which are:

- Supporting businesses to reach net zero
- Decarbonising our transport and buildings
- Enabling businesses to seize the commercial opportunities of low carbon technologies

Key projects in 2020-2021 included:

- The launch of the EM3's Clean Growth Pilot Programme which encourages local businesses to develop innovations in low carbon and decarbonising products. Set-up of the Clean Growth Pilot Programme which saw more than £150,000 in innovation funding for renewable energy solutions supporting **PowerQuad** and **Clear Blue Energy**.
- The success of **EM3's Emphasis3 Project** which has helped more than 60 SMEs decarbonise their operations through audits, advice and funding and is estimated to deliver a 2,000 tonne reduction in CO2 emissions.
- The launch of the Clean Growth Forum to help EM3 deliver its Clean Growth ambitions, including, Southern Gas, District Network

Operators, AFC Energy, Siemens, Daiki, and the EM3 Growth Hub.

- Key role as a board member of the **Greater South East Energy Hub** aims to increase the number, scale and quality of local energy projects with a range of funding.
- More than £6million of LEP investment in Electric Vehicle charging projects across Surrey and Hampshire, including an Electric Vehicle Park and Ride Scheme in Winchester
- £160,000 investment in an **Electric and Hybrid Vehicle Training Centre** at Basingstoke College of Technology which will train 800+ learners in 3 years.

Our ambitions

- Supporting our businesses to reach net zero by developing a clean growth business support service with our growth hub to support the low carbon technology sector as well as any business seeking support to reduce its carbon footprint.
- Develop the pipeline of projects to ensure that every new potential project is evaluated against reducing carbon emissions.
- Develop the clean growth forum to be the clean growth knowledge base for the region.
- We will continue to be a board member of The Greater South East Energy Hub. BEIS Energy Efficiency capital funding, the Local Authority Delivery 2 programme, is also being channelled through the Energy Hub. The hub also administers the Rural Community Energy Fund which offers grants to rural communities.
- We will continue to work at a regional scale with the Greater South East Energy Hub as well as with both South East LEP and Coast to Capital LEP to implement the **Tri-LEP Energy Strategy**. Produced with technical consultants Siemens, the strategy will help the region meet the UK's climate change targets.



Investing in our Digital Future



Our detailed research at the beginning of 2020 pointed out the digital divide in our business and local communities with urban areas much better serviced than rural, but with a substantial lack of access to gigabit services in both. There was a clear need for the Gigabit Town and Rural project and we have accelerated its progress during 2021/2022.

Rob Dunford
Director of Business Delivery, EM3 LEP



£10m

gigabit-capable fibre programme



As the economic impact of COVID-19 emphasised the critical importance of digital infrastructure, EM3 stepped up its existing plans to digitalise its economy.

The LEP accelerated its Gigabit Town and Rural project, using the Getting Building Fund to kickstart the project after its research in early 2020 showed the critical importance of digital connectivity to enable business resilience, innovation and growth. It is hoped the first stage could go live in 2022.

The project will see people and businesses in towns and villages across Hampshire and Surrey take big strides towards ultra-fast broadband with a £10 million programme to deploy gigabit-capable fibre along an initial route between Guildford and Basingstoke.

Led by EM3, the work is expected to save or create more than 4,250 jobs in digital and creative sectors, and enable a step change in the region's digital connectivity.

Additional digital infrastructure investments during 2020 included:

- A £2.2 million investment in the digital infrastructure of the six Further Education Colleges in the EM3 area, transforming the delivery of courses, effectiveness of teaching, and equip learners for current and future employment. The project will benefit more than 7,000 learners across Surrey and Hampshire.
- A £1.1 million investment in **ultrafast 5G internet** powered by low carbon technologies at the BASE Bordon Innovation Centre, offering businesses one of the fastest download speeds available, allowing quick access to data and easy testing of new, online technologies while reducing their carbon footprint and electricity bills by up to 40%.



Our ambitions

- Continue to prioritise implementation of the Gigabit Town and Rural fibre spine project.
- Develop the 5G Living Lab in the Basing View Enterprise Zone enabling start-ups, SMEs and larger businesses to trial products, services and bring these to market faster.
- Improve the Growth Hub business support offer to include support for business digitisation.



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Supporting Global Britain with inward investment and exports



Trade, the investment it brings and the deals we're negotiating will benefit every part of the UK and help us build back better across the country... boosting productivity and creating jobs.

Liz Truss
International Trade Secretary
announcing EM3's MedTech sector as a High Potential Opportunity



Our region is Responsible for **£27.8bn** of exports

*HMRC 2020



Foreign Direct Investment (FDI) opportunities for Surrey and Hampshire businesses have grown over the past year, as EM3 LEP ramped up its commitment to attract new investment and business to the region from overseas.

Two of the region's highest growth sectors, **Gaming** and **Animal MedTech**, are to be showcased internationally to secure inward investment after the government formally recognised them as High Potential Opportunities – assets to the UK and global economies.

The region's **space and satellite sector** was also given prominence as the Government formally recognised EM3 as one of only six locations in the UK as a Space Hub.

The LEP has worked alongside the Department for International Trade (DIT) as well as Hampshire County Council, Surrey County Council and districts to promote the region and respond to foreign investors' enquiries. It has also contributed to DIT's international inward investment campaigns on cybersecurity, AI, data centres and life sciences.

- EM3 supported In-Space Missions to create 200 new high-skilled jobs.
- EM3 continues its drive to support businesses seeking to export, with EM3 Chief Executive Kathy Slack re-appointed as one of 21 South East Export Champions by DIT.
- Supporting a vision for the future of the Heathrow economic region.

Please watch our video promoting our region as a technological hub



Our ambitions

To work across boundaries to develop a pan-regional Trade & Investment strategy which will:

- Improve profile of the area internationally as a place to live, work and invest.
- Support the retention and expansion of existing companies.
- Attract new companies to the area.
- Encourage companies to export.
- Unlock new opportunities for EM3's space and satellite sector by participating actively in the UK/Australia Space Bridge.



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Investing in innovation for a low carbon, digital economy



We are delighted to have secured this funding, which will allow us to ... further develop our product and infrastructure...and really take hold of the global opportunity available to us.

Martin Philip
CSS co-founder and CEO, Clutch Space Systems



Commercialisable innovation is the LEP's end game, delivering prosperity and quality of life for the businesses and communities in our region.

EM3 has been investing for more than a decade in the commercialisation of science and research by fostering ideal conditions for existing strong R&D activity as well as stepping in to intervene with funding on projects which support the transition to a low carbon, digital economy.

We do this by both linking innovative SMEs with finance, and by bringing scientists and researchers together with business, industry and public service providers in joint facilities.

Our **EM3 Funding Escalator**, which includes both a Growth Fund and Expansion Loan Scheme, is a funding innovation in itself which recycles investment returns from innovative products and services by high growth SMEs. The LEP's £9.74 million total investment in loans and equity has supported the innovation activities of 116 local SMEs, securing 700 jobs and yielded an extra £6.3 million to reinvest in innovation and growth of companies.

The LEP's investment in universities ensures a business focus on commercialisable R&D in specialist facilities while its £5 million

investment in the early stages of the 5G Innovation Centre at the University of Surrey gave confidence to other private investors, and secured the Centre's strategic focus on SMEs as 5G customers.

Our 2020-2021 investments in innovation and R&D have included:

- **Ultrafast 5G internet** powered by low carbon technologies at Bordon.
- A **Health Tech Accelerator** to stimulate business growth and innovation, ensuring these are harnessed to deliver better patient outcomes.
- A **£1 million boost** for an existing world-leading project to help SMEs in the immersive and creative tech sectors.
- A £3 million investment in creating carbon net zero town centres of the Future through the **Future Towns Innovation Hub** and **Future Towns Mobility Demonstrator**.
- Funding Escalator grants and loans to support a range of companies succeed, including **Clutch Space Systems** who are recent winners of an international space innovation competition, rail cyber security experts **RazorSecure** and **companies delivering innovative commercial low carbon products**.

Our ambitions

- EM3 will explore with partners the potential for more business accelerators as part of post-COVID-19 renewal of town centres and high streets.
- Support our Higher Education sectors in bids to increase funding for R&D activity.
- Work with our Growth Hub and partners to facilitate the necessary conditions for attracting scale ups, high innovation companies and entrepreneurs to the area.
- Encourage business-led innovation, entrepreneurship, high-tech, scale-up businesses and international trade.





EM3 Growth Hub supports businesses to succeed



EM3 wants success for local businesses, communities and the local economy. We jumped at the chance to get involved.



Ben Fielding
Co-founder and director, Blucando, participant Peer-to-Peer Network



31,210

website visitors



EM3's Growth Hub has supported hundreds of businesses over the past year with impartial, no-cost advice and guidance as well as access to funding. Its aim is simply to make businesses as successful as they can be.

The Growth Hub works with specialist partner organisations in public and private sectors to offer one-to-one high intensity business support, events and networking sessions for businesses both virtual and in person, as well as a peer to peer support programme.

In 2020-2021 the Growth Hub:

- Worked with its neighbouring LEPs (Solent, Coast to Capital and Thames Valley Berkshire), to support businesses with EU Transition. Almost 30,000 businesses were contacted with more than 1,000 referred for additional help.
- Ran a series of 19 webinars targeted at providing businesses with the support they needed most, including post-COVID recovery, export & EU transition guidance and marketing to reaching new markets.
- Launched the EM3 Live event – an interactive day full of speakers, sessions and online networking which helped inspire, motivate and educate businesses to go further and shake up their business

strategy for 2021. Speakers included The Apprentice star Richard Woods, founder of Jimmy's Iced Coffees and author of Business Networking for Dummies as well as DIT, Federation of Small Businesses, Hampshire and Surrey Chambers of Commerce, and Winchester University.

- Ran a programme of 1:1 distress counselling, support and advice for businesses affected by COVID-19 support.
- Continued its advice and funding support programme. **You can find examples of how the Growth Hub helped companies progress their low-carbon tech R&D here.**



Our ambitions

- Continued focus on supporting economic recovery and growth across the region in 2021-2022.
- Supporting businesses operating in key strategic priority sectors as well as start-up companies, women in business and young entrepreneurs.
- Deliver a peer to peer support programme with nine cohorts of 11 business leaders working collaboratively to find solutions to common problems.





Boosting skills for jobs and growth



Enterprise M3 has a strong record of leading partners to build a successful economy and now, arguably more than ever, we must work together to put our Skills Action plan into action and create a robust post-covid landscape.



Barney Ely
Chair of the EM3 Skills Advisory Panel



A focus on skills to get people into long-term employment in new and high growth industries is at the heart of EM3's delivery.

The **EM3 Skills Advisory Panel (SAP)** brings together employers, skills providers and key local stakeholders to better understand and resolve mismatches in skills. The EM3 SEP has a critical role in overseeing the successful development and implementation of the **LEP's Skills Action Plan**.

Its Skills Action Plan and Local Skills Report 2020/21 creates an ambitious new framework for training and job opportunities to support the provision of good skills in emerging sectors and also for those whose careers and occupations have been impacted during the pandemic. You can find out more about the Skills Action Plan here.

More than 100 schools and colleges across Surrey and Hampshire are supported by EM3 to deliver top quality careers education, inspiring and preparing young people for the fast-changing world of work through its **EM3 Careers and Enterprise team**.

In addition more than 7,000 learners across Surrey and Hampshire will benefit from a £2.2 million investment in the digital infrastructure of the six Further Education Colleges upgrading their digital assets,

transforming the delivery of courses, effectiveness of teaching, and equipping learners for current and future employment.

Other achievements include:

- Businesses to reskill and upskill employees for free at **Innovation South Virtual Campus**
- **EM3 investments in the South's first Esports (electronic sports) training facility**
- **Investment in Hampshire's first Electric Vehicle training centre.**
- **Dedicated college gaming curriculum space, matched to industry requirements.**
- **Apprenticeship and Skills Hub launched for Hampshire and Surrey to focus on technical skills, particularly for the low carbon economy.**
- **Virtual reality technology to train students in essential health and social care.**

Our ambitions

- Establish a local Digital Higher Skills Partnership to focus on innovative delivery of high-level digital skills
- Become a National Centre for Skills and Talent for Sustainable Construction, meeting the need for substantial changes in training and education to enable the UK to reach net zero targets on carbon emissions
- To use economic data to build business resilience by addressing skills gaps and matching skills supply to employer demand
- Enable EM3 residents to identify their skills strengths and needs
- Work with employer and education partners to identify and address skills needs in key high growth EM3 industries and emerging sectors



Backing our businesses through COVID-19



As a small business in the Events and Hospitality Industry, the COVID-19 restrictions meant that we were unable to operate for more than months. We were ecstatic to be awarded the ERDF grant..... We were able to diversify with new products in the short term whilst cementing our position for being ready for when we can re-open fully.



Thames Boat Cruises & Events



£13.3m

Getting Building Fund investments



EM3 led the way in 2020 supporting businesses impacted by COVID-19, reprioritising resources to deliver essential guidance, support and funding.

Within weeks, we had established a £500,000 Town Centre Recovery Fund to invest in measures that helped to ease social distancing and generate consumer confidence in the safety of town centres.

We distributed more than 125 COVID-19 resilience e-bulletins with the latest government business advice and guidance which were read by 50,000 businesses.

Our EM3 Growth Hub stepped up its business support, including providing in-depth one-to-one support with a Growth Hub Associate for any business who required it on a vast range of support needs from immediate cash flow requirements to the mental health of business owners who found themselves in crisis.

A total of 80 businesses benefitted from £120,000 invested in peer-to-peer network support through our Growth Hub and more than £0.75m in specialist support grants for SME COVID resilience.

EM3's EU-funded projects adapted to enable beneficiaries to receive online support, webinars and even online coffee mornings to keep in touch.

The ERDF-funded Kickstart Tourism and Restart SME Grants programme provided businesses with 100% grant support to enable them to adapt their businesses and EM3 also supported a project to help people made redundant from Heathrow transfer skills to new jobs in the regional creative screen industry at Pinewood and Shepperton.

The EM3 Jobs Fuse service from the National Careers Service matched those made jobless as a result of the pandemic to appropriate vacancies and supported key regional employers fill staff gaps caused by the pandemic, such as those in the care sector.

The LEP also invested a total of £13.3 million of the government's Getting Building Fund to support a clean growth and technology-led economic recovery in Surrey and Hampshire. Projects included:

- A **£4.5 million kickstart** for its programme to deploy gigabit-capable fibre along an initial route between Guildford and Basingstoke.
- More than 7,000 learners across Surrey and Hampshire benefitted from a £2 million investment in the digital infrastructure of six Further Education Colleges.
- A **creative tech booster** which will allow more than 30 high growth companies to use immersive technology for diversification and product development.
- Park, Ride & Electric Vehicle (EV) Charge scheme to create more than 240 jobs and combine at least 300 park and ride spaces with EV charging points, powered by renewable solar energy.
- An investment of £200,000 into a Clean Growth pilot scheme.

EM3 used the latest analysis on the region's industries as well as the impact of COVID-19 to develop its Revive and Renew Economic Recovery Action Plan. You can read Revive and Renew as well as all the analysis [here](#).



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Space cluster collaborates on solving global challenges



Undoubtedly, our region is a powerhouse for space-related innovation with capabilities to meet the challenges facing future generations. Space technologies, when applied to a variety of sectors and industries, really do have the power to change the world.



Louise Butt
Business Development Manager at the South Coast Centre of Excellence in Satellite Applications



185 

space organisations in EM3,
growth of 33% in under five years



Our expanding space and satellite cluster enjoys high potential for growth, putting it among the LEP's priority sectors which will help lead the area to economic recovery.

In 2020, EM3 was the only Local Enterprise Partnership (LEP), among six other organisations, to have been awarded a grant by the **Government's Space Agency** to develop the strengths of the UK's space sector.

EM3 is working alongside its Space Hub Consortium to support the space industry ecosystem find solutions to global challenges such as climate change. It is also supporting the UK's net zero targets by collaborating with academia and working cross-sector with other major industries such as aerospace, immersive reality, AI, 5G, animal medtech, net zero technologies and maritime.

- **Space company NanoAvionics** thanks EM3 as it invests and expands in Basingstoke.
- **The EM3 Space Cluster Development Project** action plan sets out how collaboration and cross-sector working can generate "world-changing opportunities" including emission, solar and wind energy, tracking animals on land, sea and air, and the deployment of resources for disaster management.
- More than 500 leading space academics and businesses worldwide attended cross-sector webinars which saw **space and clean growth sectors collaborate** on carbon net zero innovation and **gaming-and-geospatial-industries** work together to change the world.

Our ambitions

- To create a vibrant community and leading space ecosystem with a highly-skilled environment-focused workforce.
- Work with BEIS and the Secretary of State, Kwasi Kwarteng on the government's Space Strategy as well as our own space strategy.
- Develop a 'Disruptive Innovation for Space Capability' (DISC) Innovation Centre at Fawley Waterside and a European Space Agency Business Incubation Centre.
- Participate in DIT's Space Export Academy.
- Exhibit at the upcoming Space-Comm Expo (July 2021) and the UKSA Space Conference 2021 to raise the cluster's profile.
- Participate actively in the UK/Australia Space Bridge, unlocking new opportunities for UK and Australian organisations.





YOU ARE HERE

KEY SECTOR: ANIMAL MEDTECH

Animal MedTech protecting humans, animals and the environment



In our homes, our farms and our countryside, healthy animals enrich our lives. The excellence in animal health in the EM3 area delivers research, education and business opportunity ... providing new data and insight for our community.



Professor Alasdair Cook
Head of vHive, the veterinary Health Innovation Engine, at the University of Surrey



More than
70
veterinary practices



Enterprise M3's animal MedTech industries are to become an international showcase for delivering innovative solutions to global health issues, attracting significant commercial and research investment.

Both the COVID-19 pandemic and the implications of Brexit have highlighted the importance of a sustainable food supply chain in the UK as well as put a sharp focus on the damage to society from human exposure to animal disease.

EM3 is working with almost 200 organisations in the MedTech sector across Surrey and Hampshire, as well as the Surrey Animal Health Network to generate new solutions to animal health and welfare and its impact on human health by accelerating the development of innovative digital technologies and promoting the sector globally.

Working alongside the University of Surrey, EM3 has seen the Department for International Trade (DIT) designate the region a High Potential Opportunity (HPO) for international investment thanks to its expanding cluster of high-tech animal MedTech businesses and organisations.

PROJECT PARTNERS INCLUDE



Our ambitions

- To become an internationally recognised hub for innovation in animal health, stimulating economic growth regionally through significant commercial and research investment.
- Create a cluster hub offering a range of business support, including:
 - A new accelerator programme for start-up companies.
 - A digital Innovation lab, underpinned by the digital innovation hub for Animal Health (DIHAH).
 - A quality of life lab to assess health-related quality of life of animals.
 - A business innovation team supporting enterprise development.
- Develop new training courses to address skills gaps and including apprenticeship opportunities and internships, to include overseas markets.



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EM3's games industry enjoys worldwide success



BTEC students trained to enter the games industry



As part of its Revive and Renew and Skills Action Plan, EM3 is also investing in digital and gaming skills in the region, creating career opportunities in this high-tech growth industry.

- £830,000 investment in Gaming and Digital Hub for **Alton College's Gaming** curriculum
- £230,000 investment in the South's first **Esports (electronic sports)** training facility at Queen Mary's College in Basingstoke
- £900,000 in **Creative Tech Growth Booster** at Royal Holloway, University of London



EM3 will continue to support this high value, high growth sector to grow, diversify, and find new international markets.

Kathy Slack
Enterprise M3 Executive Director



EM3 works closely with the Department for International Trade (DIT) to promote Guildford's games industry overseas. The area was recently awarded 'High Potential Opportunity' status by DIT in recognition of its strong potential for foreign investment.

In 2020 the EM3-supported Guildford Games Festival exceeded expectations as its virtual format reached a record audience of two million across the globe.

Enterprise M3 LEP worked with Fireblade Software in a UK first to organise the Festival's live broadcast via global games distribution giant, Steam. EM3 also produced and delivered a **new online hub** for Guildford's games cluster.

EM3 has also carried out virtual visits to embassies worldwide alongside DIT, promoting the games industry.

Our ambitions



- Increase collaboration by formalising the local games industry cluster.
- Work with DIT to raise the cluster's profile on the international stage as a High Potential Opportunity for Investment.
- Work with the games industry to encourage innovation, collaboration and growth.
- Focus on developing the skills needed by the industry, creating long-term employment.



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INVESTING FOR ECONOMIC GROWTH

Investing for Economic Growth

Please browse some examples of the projects and businesses we have invested in over the past year.

QUICKLINKS

- EM3 supported In-Space Missions to create 200 new high-skilled jobs →
- £1m boost for immersive and creative tech businesses impacted by COVID-19 →
- Space company NanoAvionics invests and expands in Basingstoke with thanks to EM3 →
- EM3 invests £3m to create carbon net zero town centres of the future →
- Funding Escalator loan supports Clutch Space Systems →
- EM3 backs innovative low carbon technology to support net zero economy →



Decarbonising our industries



Boost for skills and jobs as EM3 supports net zero economy



EM3 backs innovative low carbon technology to support net zero economy



Investment in green, mobility-led recovery



Health Tech Accelerator drives quality health and social care through tech innovation



Carbon net zero Town Centres of the Future



£1m boost for immersive and creative tech businesses impacted by COVID-19



Visionary new co-working office spaces bring sustainable new life to our town centres



Helping Town Centres bounce back from COVID-19



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Funding Escalator loan supports Clutch Space Systems

EM3 backs innovative low carbon technology to support net zero economy



Businesses to reskill and upskill employees for free at Innovation South Virtual Campus



EM3 funds the South's first esports skills facility



EM3 supports rail cyber-security experts to safeguard trains across Europe



Investment delivers 5G powered by Low Carbon Tech



EM3 supports virtual reality technology to train students in essential health and social care



£3m investment in apprenticeships and skills



EM3 invests in gaming curriculum to support students into growth industry



EM3 supporting skills development with schools and colleges



EM3 supported In-Space Missions to create 200 new high-skilled jobs



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- EM3 backs innovative low carbon technology to support net zero economy →



Space company NanoAvionics invests and expands in Basingstoke with thanks to EM3 and social care →



Funding Escalator loan supports Clutch Space Systems →



360° approach to a sustainable economy for the Heathrow region →



Advanced Manufacturing is alive and growing in EM3 region →





Our Board

We are acutely aware of our public responsibility for how we spend public funds.

To underpin this, the government ensures each LEP has in place robust systems and processes to effectively manage the funding it receives, including from central government budgets.

QUICKLINKS

→ [Our Board Members](#)

→ [Our Board Structure](#)

→ [Financial Report](#)

We have a diverse, business-led board, which includes up to 20 members split between the public, private and not-for-profit sectors who are also Directors of Enterprise M3 Ltd.

Members are highly experienced leaders, selected for their business acumen and specialist expertise from across the full range of large companies and smaller businesses; local authorities; not-for-profit organisations; universities and the further education sector.

Our Enterprise M3 board, chaired by Dave Axam, is responsible for the overall strategic direction of the LEP, establishing targets and priorities and monitoring progress towards those targets. You can find out more about our governance structure [here](#).

The board meets every two months and its agendas and reports are fully accessible online. An overview of the board structure can be found [here](#).

Our joint leaders board provides a scrutiny role of all the work we do, and we operate in line with an **Assurance Framework**, based on guidance from central government, which determines the practices and standards necessary to provide assurance that decisions over funding are transparent, accountable and represent value for money. In line with the requirements of the framework, we publish information on all of the projects we fund on our website which can be viewed in the investments section as well as all our Board papers, agendas and meeting minutes.

The following members stepped down from our Board in the last year:

Brian Woods (Federation of Small Businesses); Cllr Ian Harvey (Spelthorne Borough Council); Cllr Caroline Reeves (Guildford Borough Council); James Cretney (Marwell Wildlife); Cllr David Clifford (Rushmoor Borough Council) and Joy Carter (University of Winchester). Joy's vacancy will be filled by Professor Mark Smith from the University of Southampton.

We would like to take this opportunity to thank each of them for the time, wisdom and invaluable expertise they invested in guiding Enterprise M3.

We would also like to offer our sincerest thanks to both Dr Mike Short and James Cretney, who both recently stood down after reaching their maximum tenure. Mike served a term as Enterprise M3 chair from July 2017 to 2018 and James is a former chair of EM3's Programme Management Group.





Dave Axam
Fibre Limited →



Debbie Allen
BAE Systems →



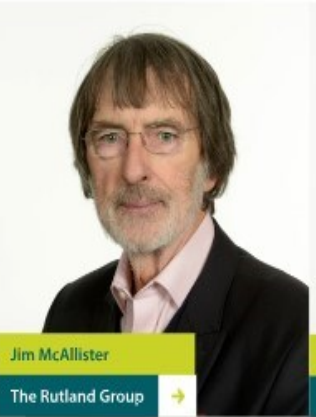
Linda Cheung
Intrapreneur Nation →



Barney Ely
Hays Specialist Recruitment →



Stacey King
City Fibre →



Jim McAllister
The Rutland Group →



Julie Baker
Nat West →



Cllr Rob Humby
Hampshire CC →



Cllr Colin Kemp
Surrey CC →



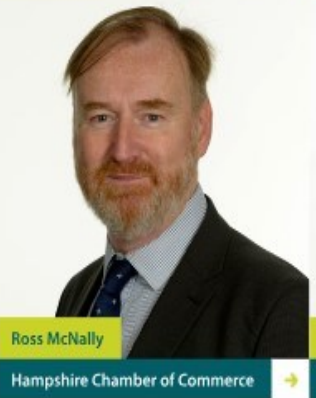
Cllr Richard Millard
East Hants DC →



Virginia Barrett
Farnborough College of Technology →



Sarah Jane Chimbwandira
Surrey Wildlife Trust →



Ross McNally
Hampshire Chamber of Commerce →



Kathy Slack OBE
Enterprise M3 LEP →



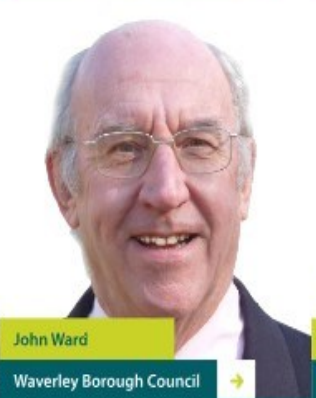
Cllr Joss Bigmore
Guildford Borough Council →



Ren Kapur
X-Forces Ltd/ Federation of Small Businesses →



Daniel Ruiz
Zenzic →



John Ward
Waverley Borough Council →



Joy Carter
University of Winchester →



Cllr David Clifford
Rushmoor BC →

Click on the members headshot to meet them



Governance & Accountability

QUICKLINKS

- [Our Board](#)
- [Our Board Structure](#)
- [Financial Report](#)
- [European Funding](#)

As a LEP we are committed to the open and transparent management of public funds as our most important responsibility.

We were formed in 2011 and became Enterprise M3 Ltd in March 2019. Our Articles of Association explain our purpose as well as our duties and responsibilities.

Our **Assurance Framework**, based on guidance from central government, determines the practices and standards we follow in order to provide assurance that decisions of funding are transparent, accountable and represent value for money.

These two documents create the backbone of the LEP's governance arrangements and outline our policies, procedures, structure which dictate how we operate our public funding.

In line with our **Assurance Framework**, EM3 is committed to publishing information on all of the projects funded through our public funding as well as all of our Board and Programme Management Group papers and minutes. These are available on our website here.

In 2020, our Annual Performance Review by government concluded that EM3 had successfully met expectations in all its areas of performance.

Collectively, the Board, led by our Chair, is responsible for the overall strategic direction of the LEP, establishing targets, priorities and monitoring progress.

Our Joint Leaders Board works alongside our Board and our sub-groups to ensure decisions over funding are transparent, accountable and represent value for money. You can find our more about our Governance Structure [here](#).

Each Board member and EM3 staff member adheres to the Nolan Principles of selflessness, integrity, objectivity, accountability, openness, honesty and leadership and each completes a Register of Interests which is published on our website.

We consistently update and make improvements to our governance arrangements to ensure the LEP adheres to the highest standards of probity and governance.

Our **Assurance Framework** is updated at least once per year and all policies and procedures are reviewed regularly to ensure they are fit for purpose for an evolving LEP.

I work together with my colleagues, stakeholder and partners to ensure that we meet our goal of constantly improving our governance arrangements and demonstrating our transparency.

Jordan Tame

Governance and Assurance Manager
EM3 LEP





EM3 2020/21 Financial Report

Notes to 2020/21 activity:

- Income from Central government includes core funding for operational activities of Enterprise M3, including Growth Hub activity and Peer-to-Peer network activity to support SMEs to recover from the impacts of COVID-19. When the 2021/22 budget was set, continued funding of the latter had not been confirmed.
- Additional government income provided to EM3 as lead for four-LEP cluster to help businesses prepare and transition from the UK's exit from the EU.
- Partner contributions comprise income from local authorities, further and higher education establishments.
- Application fees are charged to successful grant applications when capital projects are approved. This income stream reduces as our large capital programmes come to a close.
- EM3 accumulates interest on all funds held by Hampshire County Council (HCC) on its behalf, at a rate matching the Bank of England's base rate. EM3 also earns interest at varying rates, from loans issued from the LGF/GEF capital funds.
- Our Careers and Enterprise Service is funded 50% through EM3 reserves, and 50% by the Careers and Enterprise Company.
- Ringfenced reserves funded activity to help businesses respond to the economic disruptions caused by COVID-19 and plan for recovery.
- Project income includes one off funding which is announced during the financial year, once the budget has been set. During 2020/21 this included funding for Space Agency Cluster activity to develop EM3 Space Ecosystem to be formally recognised nationally and internationally, and one-off EU legacy funding distributed to LEPs for general support of businesses.
- Enterprise Zone expenditure in its initial years is largely funded by a loan from HCC, to be repaid from future Business Rates Income Growth.
- At the start of 2021/22 our Growth Hub service was brought in-house to operate with the LEP as one integrated service. From 2021/22, costs of associated with the service are distributed across staff costs, research, communications, and studies, and running costs - hence increasing those costs when compared with previous years.
- Research, communications and studies activity included the development of EM3's Local Industrial Strategy, delivering our SEP objectives; website development; programme evaluation; and communications services.

All revenue and capital funds relating to the LEP's activities, are held by, and accounted for by our Accountable Body, Hampshire County Council (HCC). The transactions and balances are separately identified within the Council's accounting records, and audited as part of their accounts. This 2020/21 financial report relates to these operational activities and funds.

The decision-making function of the LEP is incorporated, forming Enterprise M3 Limited. Its directors and members are the LEP Board. This private limited company has no funds, staff, assets, or financial liabilities. It does not trade, and submits dormant accounts to Companies House, by 31 December each year.

We receive funding from central Government and local partners to support our activities. During the year, this enabled us to driving implementation of the Local Industrial Strategy, Revive and Renewal Plans, and delivering our capital programmes. Government also asked us to carry out further work, leading a four LEP cluster, helping businesses through the UK transition from the EU. The continued direct support from local authorities and further education colleges across the area, provide a significant resource to support our work and activities to directly impact EM3's economy.

During 2020/21, we designated significant funds from our reserves, to help businesses respond to the economic disruptions caused by COVID-19 and plan for recovery.

The Resources, Finance and Audit Committee, a sub-group of the EM3 Board, supports the Board on a range of operational issues. It provides oversight of financial monitoring and reporting, scrutinises the overall financial position,

advises on future sustainability, and acts as a sounding board offering internal scrutiny, problem solving and supportive advice.

We have a strong collaborative relationship with our Accountable Body. The Section 151 Officer has financial and governance oversight of decisions made by Enterprise M3 Limited, and its related decision-making sub-groups, ensuring effective review of governance over financial decisions.

The LEP's financial results for the year ended 31 March 2021 were presented to the EM3 Board in May 2021. They will be audited by the end of September 2021, as part of HCC's external audit, and then available on our website www.enterprisem3.org.uk. Our results for the year ended 31 March 2020 were successfully reviewed as part of HCC's 2019/20 external audit.

Our focus in 2021/22 will be to continue supporting viable businesses to stay trading, and work to secure the revival and renewal of our economy. We will develop and promote delivery of our Local Industrial Strategy with our partners and stakeholders; deliver our remaining capital programmes; meet existing capital funds spending targets; and continue to deliver our careers activity and Enterprise Zone.

Income and Expenditure

Income and expenditure	Notes	2021/22 Budget £'000	2020/21 Unaudited £'000	2019/20 £'000
Income		£'000	£'000	£'000
Central government	1	1,087	1,359	1,062
Government - UK transition from EU	2	0	249	420
Partner contributions	3	403	350	205
Application Fees	4	115	382	737
Interest receivable	5	124	116	701
Careers and Enterprise Service	6	206	274	222
COVID-19 Business Recovery Fund	7	0	287	0
Project income	8	74	323	339
Enterprise Zone	9	220	93	115
		2,229	3,433	3,801
Expenditure				
Staff costs	10	1,682	1,323	1,331
Government - UK transition from EU	2	0	249	420
Research, communications and studies	10/11	417	557	558
Running costs	10	514	304	427
Accountable body support		56	53	53
Growth Hub external costs	10	0	617	563
Enterprise Zone	9	220	93	115
		2,889	3,196	3,467
Net Increase/(Decrease) in funds		(660)	237	334

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[View Governance →](#)

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OUR TEAM

Our Management Team

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[Key priorities](#) →

[Key sectors](#) →



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Senior Programme Manager

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Contact Us

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Key priorities →

Key sectors →

Collaborating is key to our impact on the local economy. We want to involve and connect with business leaders, employers, local authorities, not-for-profit organisations, schools and colleges across west Surrey and Hampshire to help us deliver the future our region deserves.

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Governance and Assurance Manager

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Keep up to date with news and progress on EM3 projects by subscribing to our regular newsletter through our website www.enterprisem3.org.uk

Connect with us on Twitter via [@enterprisem3](https://twitter.com/enterprisem3) or on LinkedIn



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Changing places at Enterprise M3 LEP

“ Dave has been an incredible Chairman bringing superb leadership to the Board. ”
Ren Kapur
EM3 Board Director and founder
X-Forces Enterprise

EM3 will shortly say farewell to its chair, Dave Aham, after seven years' service to the LEP, as he stands down after reaching his maximum tenure.

Dave joined the Board in November 2014, became a member of the Programme Management Group in September 2015 and was appointed as Chair in May 2018.

A strong advocate of EM3 and all Local Enterprise Partnerships to Ministers, MPs, government departments and even Prime Ministers, Dave has overseen the strategic development of EM3, including the development of its Strategic Economic Plan, its incorporation as a Limited Company and increasing its focus on supporting innovation in low carbon and digital technologies. He has played a key role in increasing the LEP's diversity and been instrumental in some of its most significant projects including the development of Whitehill and Bordon and the 5G Innovation Centre.



Meet our new chair



Michael Queen, the former Chief Executive of global investment company 3i Group plc, will become EM3's new chair on August 1st 2021.

He is currently Chair of the University of Surrey and Chair of the Council

of University Chairs, as well as a Director of BTL Limited, a company developing the Thames Tideway tunnel and Chair of Collier Capital Limited.

Between 2010 and 2012 he was a member of the Prime Minister's Business Advisory Group. He is also a former Chairman of the British Venture Capital Association.

Following his retirement from 3i Group plc in 2012, Michael became President of Surrey 100, a Business Angel Group attached to the University of Surrey.

Michael said: "It is an honour to be appointed Chair of this important organisation at a time when we need to accelerate growth to create high skill jobs.

"Hampshire and Surrey have great competitive advantages as attractive business locations - we need to ensure that their full potential is delivered."

OWNING THE FUTURE SEIZING OPPORTUNITIES

Digital Annual Report 2020-2021

enterprise **m3**

Delivering prosperity through innovation

Enterprise M3 Ltd

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Enterprise M3 would like to thank all partners who have
contributed to our Annual Report 2020/21.

Connect with us



Enterprise M3 Programme Funding is provided by:

THE CAREERS &
ENTERPRISE
COMPANY



HM Government

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Decarbonising our industries

EM3's carbon footprint reduction project, EMphasis3, supports SMEs make the shift to becoming net zero businesses

QUICKLINKS

[Watch the Babycup Case Study video](#)



Going through the energy efficiency audit and making commitments to improve our business' environmental credentials has probably been the single most important thing we have done in the last 12 months.



Paul Morgan
Managing Director, Warrens Office Supplies

60+



SMEs reduced their carbon footprint



EM3 is backing SMEs shift to a low carbon economy with its EMphasis3 CO2 Reductions scheme – a £1.2 million European Regional Development Fund (ERDF) funded project which has already delivered a 2,000 tonne reduction in CO2 emissions.

Over the past year, EM3 has been using its convening power to combine the expertise of the universities of Portsmouth and Winchester and the cleantech cluster **Greentech South**. to support more than 60 SMEs make the shift to a low carbon economy as part of its ambition of creating a net zero economy.

EM3 understands that many small and medium-sized businesses are reluctant to install energy saving kit due to the cost and confusing array of solutions. To combat this, the EMphasis3 programme offers a free energy efficiency audit - delivered by GEP Environmental - and energy efficiency grants.

In addition, the project offers R&D funding for innovation projects to help SMEs commercialise their low carbon products, technologies and services.



Warehouse LED Lighting replacement, saving 17.5t CO₂e & £354 p/a

Warrens Office reduces carbon footprint by 80 tonnes

EMphasis3 has supported Winchester based Warrens Office reduce its carbon footprint by more than 80 tonnes over the next decade.

The contract office supplies company based in Winnall has always striven to make its operations as sustainable as possible, becoming an early member of EMphasis3 project.

The energy efficiency audit highlighted where Warrens Office could make significant improvements – and savings – by completing the conversion process to LED lighting throughout their premises, as well as adding industrial



Warehouse LED Lighting replacement, saving 17.5t CO₂e & £354 p/a



Battery storage installed, saving 20t CO₂e over 10 years

electricity storage batteries to allow them to store the surplus energy from the solar panels when supply exceeds demand. Warrens Office also wanted to start the conversion process from their diesel van fleet to electric vehicles.



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Boost for skills and jobs as EM3 supports net zero economy



EM3 funding is supporting the careers and job opportunities for students wanting to work in the low carbon sectors by funding Hampshire's first Electric Vehicle training centre at Basingstoke College of Technology.

The brand new Electric Vehicle (EV) training centre was launched at Basingstoke College of Technology (BCoT) in November 2020 as part of EM3's Revive and Renew Action Plan as well as its Skills Action Plan, both of which aim to boost employment opportunities in the low carbon sector as part of EM3's commitments to supporting jobs and careers and achieving a net zero carbon economy.

Enterprise M3 LEP contributed £160,000 towards the £300,000 development of the EV and Hybrid Training centre, which is the first of its kind in the South East. The new facility will help equip future mechanics and auto technicians, and retrain established mechanics, with the valuable skills they will need as the hybrid and electric vehicle market continues to increase.

More than 800 learners are expected to be supported across a three-year period and demonstrates a continuing commitment by EM3 to deliver funding to organisations which want to train local people in emerging technologies, providing an aspect of future-proofing to the workforce.

The state-of-the-art training systems consist of a hardware module and an e-learning course with practical training content including service, repair and diagnostic work, representing the ideal introduction to the subject of hybrid and electric vehicles.

"It's fantastic that Basingstoke has the first EV Centre in a technical college in Hampshire and the South East. This Centre means our young people here in Basingstoke have an excellent facility in which to start their careers."

Maria Miller MP for Basingstoke
Officially opened the new centre

"I am really proud to see the EV Training Centre up and running, it's been the culmination of a long process from working alongside IMI in putting in the bid together, to receiving the funding from EM3, and finally getting the centre over the summer."

Anthony Bravo
Principal, Basingstoke College of Technology





EM3 backs innovative low carbon technology to support net zero economy

Virtual power plant uses artificial intelligence to cut 130 tonnes of CO2 per year

A virtual power plant which remotely monitors carbon-reducing heat pumps at homes and businesses to help them reach carbon net zero is being tested in the EM3 area with LEP investment.

Clear Blue Energy's Heat Enabled Virtual Power Plant (HEVPP) uses machine learning, artificial intelligence and Internet of Things technology to remotely monitor, control and optimise heat pump usage.

Thanks to a £131,000 investment from EM3's Clean Growth Pilot Programme, the HEVPP is now being trialled across 20 sites, which is expected to reduce 130 tonnes of carbon dioxide per year.

If successful, the technology, which is aimed at business-to-business clients including house builders, private landlords, local authorities and housing associations, will be rolled out to a further 150 properties.

Adrian Richardson, Director, said: "Heat pumps are one of, if not the most, viable option we have for decarbonising heat which is a massive problem when we look at how we decarbonise the UK as a whole.

"We've massively benefited from, and really appreciate, the support we've had from EM3. It's allowed us to put together a consortium of technology developers, heat pump manufacturers, installers and energy suppliers for the pilot and to really crack on with our business development activity for commercial scale-up."

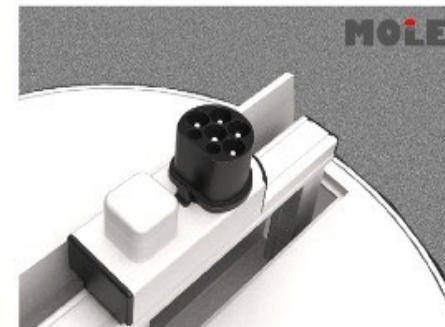
COVID-safe underground electric vehicle charging

A robotic underground Electrical Vehicle charger has been developed by IPFT Fuels Ltd with funding and support from EM3.

When a vehicle parks above the charger, the plug on the robotic arm rises and connects to it, initiating COVID-safe, smart and efficient EV charging without human intervention.

Enterprise M3 LEP funded the project's Phase 1 and is now supporting IPFT, based at SETSquared Surrey, to secure funding for Phase 2, with a pilot trial in six places.

IPFT Director, Auroskanda Vepari, said: "Enterprise M3 LEP's support has helped us progress our product development, bringing us closer to market. Letters of support from the LEP have also helped us to secure grant funding from elsewhere. IPFT is very grateful for Enterprise M3 LEP's encouragement and confidence in our product."



EM3 backs drone technology carrying out vital medical care

A Surrey company's lightweight cell battery that would improve efficiency of drones involved in vital medical care, has received support for funding from EM3.

The NHS is the first market seeking to take up the technology from Blue Dolphin (UK) Ltd after the company was awarded a match-funding grant of £40,000 from Greentech South following support from EM3 for their pitch.

Drones are already being used to reduce costs and transportation time of medical supplies between NHS locations, such as Southampton Hospital and the Isle of Wight.

Dan Horstman, engineer, entrepreneur and founder of Blue Dolphin, said: "Hospitals are now able to collect blood samples for analysis and send chemotherapy treatments and equipment by drone."



Investment in green, mobility-led recovery

EM3 LEP is investing almost £1 million in ground-breaking technology to reduce car journeys, increase e-bike usage and strengthen consumer confidence in returning to town centres.

The Future Towns Mobility Demonstrator aims to transform urban mobility and is being led and monitored by University of Southampton's Transportation Research Group. EM3 allocated £960,000 in funding from the government's Local Growth Fund as part of its Revive and Renew Action Plan for post-pandemic economic recovery.

Basingstoke, the LEP's largest town, which employs 12,600 people, will be the pilot area, with successful projects rolled out across the region's other towns and places.

Luke Hall MP, Minister for Regional Growth and Local Government said: "I'm delighted that a Local Growth Fund investment is helping to deliver green transport options in Basingstoke.

"Improved pedestrian and cycle routes, an e-bike and e-scooter leasing scheme and a Smart Shopper App will help instil confidence in the community when they begin to return to the town centre.

"We're supporting towns across the country to strengthen their green economies and secure a sustainable future for communities."

The LEP's £960,000 award builds on its existing £3 million Local Growth Fund investment in the Future Towns Innovation Hub, which supports leading academics collaborate with businesses and the region's towns to develop low-carbon and sustainable engineering and technology innovations. It will focus on addressing the challenges of energy efficient housing, water conservation, sustainable transport, carbon neutral waste management and recycling, and improving health outcomes.

Paul Kemp, Professor of Ecological Engineering at the Faculty of Engineering and Physical Sciences, University of Southampton, said:

"We need innovative new solutions to the challenges of today, whether they are COVID-19 related, or whether they ensure we can create a sustainable future, by becoming carbon net zero by 2050.

"A green recovery plan is at the heart of our growth vision and the roll-out of this project will be highly-anticipated as we strive to create happier, healthier, and more prosperous places to live and work."

Rob Humby

Hampshire County Council's Deputy Leader and Executive Member for Economy, Transport and Environment

"Enabling our local towns to recover from the impacts of COVID-19 while promoting sustainable growth is a key aim of the Future Towns Innovation Hub.

"In this case we have brought together world leading academics in transport research with those facing the real-life challenges on the ground at Basingstoke and Deane Borough Council to develop creative solutions that enable people to use our local towns in a safe way, resulting in increased confidence and hopefully more rapid economic recovery during a global pandemic."

The project is co-ordinated by the Future Towns Innovation Hub in close partnership with:

- Transportation Research Group, University of Southampton
- Basingstoke and Deane Borough Council
- Hampshire County Council
- WSP Group
- Centre for Towns





Health Tech Accelerator drives quality health and social care through tech innovation

Businesses with innovative ideas on how technology can improve health outcomes for a range of physical and mental health conditions from cancer to depression are to be supported by a new Health Tech Accelerator funded by the EM3 LEP.

EM3 have provided capital investment from the government's Local Growth Fund for the project, which is due to open in July. The Health Technology Accelerator will accelerate economic growth by supporting high value, home-grown innovative health technology companies.

Based at the University of Surrey and led by Surrey and Borders Partnership Foundation NHS Trust, the £3.8 million project will offer health tech companies an exceptional combination of facilities including an engineering test bed to develop product prototypes, as well as access to a "Digital Ward – living laboratory" where clinicians, patients, carers and other users of developing health tech devices will be involved in the design of the end product.

The Health Tech Accelerator aims to support local health technology companies develop products, services and processes which are designed to meet patient need and which can be fast tracked into the NHS as well as private health and social care markets. The aim is for health tech devices and systems which address local physical health needs such as cancer, heart disease, diabetes and musculoskeletal issues as well as mental health priorities such as depression, anxiety, psychosis and personality disorders.

"The HTA is an excellent example of how health companies with ideas for new products and services can be supported to take those innovations into commercial markets. It focuses on maximising our area's strengths and opportunities in business-led innovation and digital technologies for the benefit of the health and well-being of our population."

Sue Littlemore

EM3 Head of Policy and Strategy

"We are very proud to be a part of this innovative project and excited by the opportunity to grow our digital health activities to help bring this initiative to life. Surrey researchers are passionate about using technology to improve health; we have already pioneered projects like using AI to help predict cancer patients' physical reactions to chemotherapy, and developing avatars to improve mental health. We look forward to working with our partners to share knowledge and create new technologies that will continue to improve lives."

Professor David Blackburn,

Head of the School of Biosciences and Medicine at the University of Surrey



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Carbon Net Zero Town Centres of the Future

Work is underway on building a new Future Towns Innovation Hub at the University of Southampton Science Park where leading academics will collaborate with businesses and the region's towns to develop low-carbon and sustainable engineering and technology innovations to create happier, healthier, and more prosperous places to live and work.

EM3 LEP has funded almost £3m from the government's Local Growth Fund along with £1.5 million from Research England, to support the £14 million project, which will focus on addressing the following key challenges:

- Developing low carbon heating and renewable energy sources
- Building energy efficient buildings using modern methods of construction
- Tackling inefficient recycling and waste management
- Advancing innovations in transport including improvements to infrastructure design, automated and connected vehicles, electric bikes, scooters and vehicles to improve mobility and reduce air pollution
- Providing a pipeline of skills for the aerospace and defence industries
- Creating digital health solutions by using data to improve GP information systems

The Hub itself which is being built on the University of Southampton Science Park will house a range of dedicated facilities, including specialist laboratories to support a range of sectors, including eco-hydraulics, electronics, transport research, aerospace, energy and autonomous systems.

"We look forward to working with businesses throughout our community, helping them find solutions to these challenges and ensure towns in our region and across the UK can meet the demands of the modern world."

Professor Mark Spearing

Vice President of Research and Enterprise at the University of Southampton

"This is an exciting opportunity to apply our research to help towns in the region recover and renew from the economic impact of the pandemic."

Professor Paul Kemp

Innovation Director of the Future Towns Innovation Hub

"I'm absolutely confident that the positive societal impacts arising from the outputs of this new centre will resonate significantly beyond our region's boundaries and for generations to come."

Dr Robin Chave

Science Park CEO

PROJECT PARTNERS INCLUDE



Future Towns Innovation Hub Front Elevation



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£1m boost for immersive and creative tech businesses impacted by COVID-19

EM3 LEP invested £900,000 in a world-leading project to help SMEs in the immersive and creative tech sectors recover and thrive following the impact of COVID-19.

The 'Creative Tech Growth Booster' from StoryFutures, based at Royal Holloway, University of London, will offer businesses new markets and increase their productivity by opening the doors to cutting-edge technology to diversify and develop their own products and services, while ensuring COVID-safety requirements are met.

The Booster project was the first to get off the ground with funding from EM3's allocation of the government's Getting Building Fund. It extended the state-of-the-art technology base at the Egham campus, embedding it within the R&D and technical support team of StoryFutures and its Academy, the National Centre for Immersive Storytelling.

Royal Holloway's offer to SMEs includes access to technology and facilities such as AI and cutting-edge immersive, virtual production and the Centre of Digital Creativity's 360 sound environments. A virtual audience test bed for testing and insight will be made available, too.

The university is also offering incubation and hot-desk space for social distancing, and immersive travel kits which include green screen background, camera, motion trackers, specialist audio equipment and remote support to set up.

The total cost of the project is £1.4 million. Further contributions will come from StoryFutures projects in collaboration with the Arts and Humanities Research Council, The National Gallery and Shanghai Museum of Science & Technology, alongside industry partners who include the Discovery Channel, Heathrow and BBC.

Earlier this year, the StoryFutures Academy, led by Royal Holloway with support and funding from EM3, was shortlisted as one of 30 Creative Teams to take part in a national festival to celebrate the UK's creativity in 2022 alongside tech firms such as Siemens and IBM as well as organisations like the European Space Agency and the British Antarctic Survey and the Canal and River Trust.

"I am delighted that a £900,000 Getting Building Fund investment will support the Creative Tech Growth Booster project at Royal Holloway. Expanding the university's stellar technology base will help foster world-leading creative industries in Surrey and beyond.

Now more than ever, it is crucial we provide our creative industries with the resources and opportunities they need to succeed."

Luke Hall

Minister for Regional Growth and Local Government

"The Enterprise M3 area has a rich and diverse creative sector with great strengths in innovation in technology. This investment will mean our creative tech sectors will be supported to be able to continue product development, diversification and innovation to save and create jobs, despite the impact of the pandemic."

Sue Littlemore

Head of Policy and Strategy at EM3 LEP

Culture Secretary Oliver Dowden said the selected teams showed "world-class British creativity at its very best - risk-taking, groundbreaking and diverse."



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Visionary new co-working office spaces bring sustainable new life to our town centres

EM3 is funding the creation of innovative co-working office spaces in town centres as part of its post COVID-19 Recovery Plan, boosting economic recovery and creating more sustainable work patterns, supporting the move to a net zero economy.

The LEP approved three projects in a pilot programme to test out ways of creating alternative workspace in town centres as part of its response to the pandemic and its Recovery and Renewal Action Plan – Revive and Renew. The three projects supported should see the creation of over 27,000 sq feet of commercial space in towns across the EM3 area.

Chantry House is to become a modern, vibrant, co-working and business support facility right in the heart of Andover, after Test Valley Borough Council secured more than £200,000 in grant funding from EM3.

The new facility is intended both to support the town's economic recovery by driving up footfall in the town centre and to aid sustainable working by reducing the need for office workers to undertake long commutes by providing equally well-equipped and better located local accommodation.

Chantry House is aimed at small businesses, start ups and individuals working from home. It will be developed by IncuHive Group Limited, which specialises in offering business incubation and co-working centres with a creative twist, providing mentoring, investment, office space, networking and more – all with the aim of creating a diverse business community.

EM3 has contributed £200,000 in grant and loan funding to the Login Business Lounge close to Camberley train station.

Led by Project Five, the co-working and flexible workspace is intended to include a café and other services such as a Youth Hub, 'Retrain Workshops' - work experience for homeless residents.

This newly formed operator is seeking to establish a model of flexible workspace across several towns within the EM3 area which use empty

retail spaces. Once sites are confirmed the project could benefit from £300,000 loan support to contribute to the refurbishment of two sites

"This kind of collaborative new work space is an excellent initiative, it strives to re-purpose some of our redundant town centre space so that people, and small businesses, can work in a local COVID-safe sustainable environment which, as well as meeting this local need, supports other town centre businesses and reduces travel and thus helps us achieve a more sustainable economy."

Dave Axam
EM3 Chair

"We are incredibly grateful to the EM3 LEP for providing the funding to enable this project to deliver vibrant, modern and innovative new office space to go ahead. This is great news for the town and is also a fantastic example of the benefits of working with partners to get the very best outcome for our communities."

Cllr Phil North
Leader, Test Valley Borough Council

"As we emerge into a post-COVID world, the way that we work has changed forever. Re-imagining the workplace is essential to our region's economic recovery...EM3's support has enabled this project to get off the ground – without it, we wouldn't have been able to open this year, and the opportunity to help shape our Town Centre's future would have been missed."

Steve Coburn
CEO of the Login Business Lounge.





Helping Town Centres bounce back from COVID-19



The COVID-19 pandemic has made us all re-think how we use town centres and projects such as these, which will inspire confidence in people to get our high streets moving safely again, are crucial to a rapid recovery.

Dave Axam
EM3 chair



EM3 moved quickly in 2020 to establish a Supporting Town Centres Fund designed to give confidence to shoppers and high street users as COVID-19 lockdowns began to ease.

The £500,000 Town Centre Recovery Fund was set up within weeks of the first lockdown to invest in measures that help to ease social distancing and generate consumer confidence in the safety of town centres.

Working in partnership with local authorities, EM3 also used the opportunity to ensure the funding also supported environmental improvements, low carbon measures and digital improvements

- Spelthorne High streets shared just over £40,000 to help retailers and shoppers stay safe. Projects included digital screens providing safety advice for Elmsleigh Centre and Two Rivers shopping centres, more bicycle storage in Staines, Shepperton and Ashford and improved accessibility for wheelchair users.
- A £93,000 grant for Winchester helped to fund a range of measures to encourage people back to the centre with confidence, including wider streets, more outdoor seating, sustainable walking and cycling routes as well as use of the city's new Wifi.
- Runnymede Borough Council was awarded just under £10,000 towards a scheme which will help reduce the spread of COVID-19 at the Addlestone One Shopping Centre.
- East Hampshire District Council received £14,000 towards its Active Alton project to make it easier to choose to cycle around town. Initiatives included a new walking and cycling map on the Active Alton web page which promoted 15 new cycle racks, two cycle repair stations in key locations and 20 bike lockers at Alton Station.





Businesses to reskill and upskill employees for free at Innovation South Virtual Campus

EM3 is supporting jobs, employment and skills with a range of free online courses to help employers fill digital skills gaps in their businesses for free, offered through the Innovation South Virtual Campus (ISVC).

Funded by EM3 in collaboration with regional colleges and universities, ISVC's skills-focused, bite-sized range of programmes have been designed to upskill and re-skill employees in businesses big and small - all without a cost to them or their employees.

Launched in January 2021, this ground-breaking project initiated by a group of colleges and universities has already seen more than 250 people from the EM3 area sign up.

It aims to transform access to vital work-focused training such as cyber security and digital skills across the region and is a key element of EM3's Skills Action Plan, part of the LEP's Economic Recovery Plan – Revive and Renew. To date it has almost 500 sign-ups.

The range of short courses has been chosen based on an evidence-based approach using research by Emsi which highlighted digital skills in businesses that may be missing or are highly sought after. This covers key areas such as Digital Marketing, Competitor Analysis, and IT Skills including software development and cyber security. Varying levels of each course are offered to suit each learner's current skillset and experience.

The Innovation South 'virtual campus' group includes Sparsholt College, BCoT, and Royal Holloway, University of London who have worked with colleagues from East Surrey College and University of Chichester to deliver an online platform to deliver blended vocational online learning to employees.



The virtual campus offers a skills-focused range of short programmes, giving individuals the opportunity to learn a new skill and become an expert in a specific field without the need to take a whole qualification at every level.

"The skills of our people are a vital asset. They are the foundations on which businesses rely to achieve the productivity and innovation needed to help our economy recover. The EM3 region is a globally competitive digital and design-led economy and this project is a key part of our ambition, as set out in our Revive & Renew Action Plan, to put employers' needs for skills centre stage and support our workforce acquire the essential skills needed to drive our economy forward."

Dave Axam
Chair, EM3

"Our new, short (circa 10 hour) courses have been chosen to provide good insight of the most highly sought-after skills, at varying skill levels. Designed by senior academics, these are courses without the usual funding or qualification hurdles. The LEP have funded the development of these courses and, motivated by the desire to advance the economic performance of our region, has made them available completely free of charge for adults living and working in the EM3 area."

Suzanne Grant
Deputy Chief Executive, Sparsholt College

[Find out more here](#)



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Investment delivers 5G powered by low carbon tech



Businesses in Bordon can now access ultrafast 5G internet powered by low carbon technologies as part of a £1.16 million investment by the EM3 Local Enterprise Partnership in collaboration with the University of Surrey.

This industry-leading technology located at LEP-funded BASE Bordon Innovation Centre brings a step change in connectivity for the many creative, digital and high-tech businesses resident on the site. It will offer one of the fastest download speeds available, allowing quick access to data and easy testing of new, online technologies.

Uniquely, the new 5G capabilities are powered by low carbon technology developed by one of the businesses based at the Innovation Centre, powerQuad, whose technology stores and releases energy, reducing both the carbon footprint and electricity bills by up to 40%.

EM3 has provided multi-faceted support for this project, from supporting the initial development of BASE Bordon Innovation Centre to the funding of the 5G technology which makes it possible.

PowerQuad's innovative technology has also benefited from a range of support from EM3 over the past few years, including innovation funding as well as advice and support from the EM3 Growth Hub.

[Find out more here](#)

"The benefits to the creative and digital businesses in our centre will be huge. They will be able to work faster and smarter as well as having massive bandwidth to test new technologies and download huge amounts of data."

Duncan Gill
Manager of Base Bordon

"This is not only a real game changer for digital connectivity in Bordon, it also demonstrates the business opportunities for companies helping us move towards a lower carbon economy and society."

Rob Dunford
Director, Business Delivery, EM3





EM3 funds the south's first Esports skills facility

EM3 has invested in the south's first Esports (electronic sports) training facility at Queen Mary's College in Basingstoke as part of its commitment to support skills in the digital economy.

Esports is one of the fastest growing entertainment and media sectors in the world. Events now attract more than 450 million unique viewers per year and revenues are already surpassing the \$1 billion milestone.

This pioneering facility will provide up to 80 young people a year the opportunity to develop the specialised digital skills needed to ensure this hugely successful area of the digital games and entertainment industry continues to grow.

EM3 has agreed to contribute £228,000 toward a total cost of £460,000. The investment directly reflects the LEP's recently-published Skills Action Plan for the EM3 area which includes an ambitious framework to provide new training in high-tech, skills in specialist digital sectors including gaming and immersive tech.

Esports is organised video gaming, through which individuals compete against each other online as well as at spectator events in indoor arenas. It is played by both amateurs and professionals and is accessible to all, regardless of disadvantage, disabilities and other potential barriers to participation.

"We are delighted with the grant from EM3 and hope this firmly puts us on the map for leading this contemporary, engaging and vital course for an ever-increasing, global industry. This building will have state-of-the-art teaching and gaming facilities thanks to our global partnership with HP, Belong Gaming Arenas and YoYoTech and allow us to be the leading esports provider for post-16 education in the south of England."

"Leading is about going first and that's what QMC are doing here with this course and the investment and partnership with EM3 allows us to get students ready for this brand new industry and put digital business skills at the heart of this project. We look forward to welcoming the new generation of students to QMC in September and watching this qualification flourish in this fantastic new space."

James Fraser-Murison
Director of Learning at QMC

"EM3's Skills Action Plan has identified the provision of digital skills as a priority area of investment, so we are really proud to have partnered with QMC to fund this ground-breaking facility. Young people will find the skills they develop here to be applicable to the esports industry of the future, but also transferable to other areas of our local economy."

"EM3's games sector has an enviable reputation, renowned as the 'Hollywood of Games'; and this project is another example of how the LEP is supporting and strengthening the sector with the provision of skills for the future."

Sam Read
EM3's Sector Specialist in Games and Immersive Tech





EM3 supports virtual reality technology to train students in essential health and social care

Students and healthcare professionals are benefiting from using the latest high-tech immersive technology to learn how to handle real-life health emergencies, thanks to an investment by EM3.

The new industry-standard facilities at Care Skills Training Centre at Guildford College, designed in partnership with Royal Surrey County Hospital NHS Foundation Trust, Health Education England and Skills for Care, are due for a formal opening in November.

As well as students studying health, social care and public services courses, nursing professionals from Royal Surrey County Hospital NHS Foundation Trust, Frimley Health NHS Foundation Trust and Surrey and Borders NHS Trust also train at the centre.

EM3 originally identified the need to support the training of additional health and social care workers to fill employment and skills gaps pre-COVID-19. As a result, Activate Learning was awarded £500,000 by EM3 for the centre which includes a simulated hospital ward, a flat for practising care in the home and a hi-tech 360-degree immersive environment projecting a range of real-life scenarios from being in an operating theatre to understanding the anatomy of the human body.

"We are really excited that we are able to have worked with our employer partners to create this new learning environment which will provide enhanced learning experiences for students and nurses. This facility will also enable us to increase the number of students training for roles in the health sector locally, to help meet the skill shortages seen across the region."

"Rather than practicing CPR on a dummy in a carpeted, quiet room, new technology will enable students to practise life-saving skills in simulated scenarios, from the scene of road traffic accidents to a noisy, bustling disco."

"Students will also learn practical, hands-on skills in the real-life hospital ward and flat, from hoisting patients out of a bath to folding bedsheets with hospital corners, to help them hit-the-ground-running when they start work."

Peter Reynolds

Director of Career Pathways within Activate Learning's Academic and Professional Studies faculty



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£3m investment in apprenticeships and skills



This enable us to provide training linked to meeting skills gaps and apprenticeship opportunities in the local job market. In this way, we can target help to those facing the biggest barriers to employment.



Councillor Roz Chadd
Executive Member for Education and Skills,
Hampshire County Council

Apprenticeships and skills training opportunities for jobseekers have been given a welcome boost with the announcement of a new Apprenticeship and Skills Hub for Hampshire and Surrey.

Enterprise M3 LEP helped secure £1.5 million in European Social Fund (ESF) monies towards the £3 million project, which forms a key element of its Skills Action Plan, part of the LEP's Economic Recovery Plan – Revive and Renew.

EM3 will support the Hub to focus on technical skills, particularly for the low carbon economy as part of its strategic priorities to drive clean growth, to decarbonise transport and buildings, to pursue a green energy strategy and protect our natural capital. This will include skills at level 4 and above (beyond A level) for delivering energy efficiency, low carbon heat installation, low carbon transport maintenance, and environmental jobs such as land-based rangers.

The Apprenticeship and Skills Hub will provide an impartial service to support SMEs and other employers to identify and source apprenticeships at all levels to help them develop their workforce to improve productivity and reduce skills gaps.

Hampshire County Council successfully bid for the £3 million project to deliver the Apprenticeship and Skills Hub, tendered by the Enterprise M3 Local Enterprise Partnership (EM3 LEP) using ESF funding. Over the next three years, the Hub will provide at least 360 small and medium enterprises (SMEs), and other apprenticeship levy-paying employers, with an impartial service to source apprenticeships and develop their workforce to both improve productivity and reduce the skills shortage.

Local businesses in Hampshire and Surrey can access support and request more information by contacting Hampshire County Council's Skills and Participation Service email skills.participation@hants.gov.uk.

The project is led by Hampshire County Council and involves the Association of Learning Providers Hampshire & Isle of Wight (ALPHI), Association of Learning Providers Surrey (ALPS), Surrey Chamber of Commerce, Federation of Small Business, University of Winchester, University of Surrey, EM3 Growth Hub, Basingstoke and Deane Borough Council, Rushmoor Borough Council, Surrey Employment & Skills Board.





EM3 invests in gaming curriculum to support students into growth industry



Students joining Havant and South Downs College from September 2021 will enjoy studying the new Gaming curriculum in a dedicated space at the Alton campus, developed with support from EM3 to ensure the learning environment matches industry requirements.

EM3 has co-funded the development with Havant and South Downs College, which has worked closely with EM3 Games Sector Specialist, Sam Read, to ensure that the new Gaming study space is created in a way which enables students to work and collaborate in the ways that developers do in the industry.

The funding is part of **EM3's Revive and Renew Action Plan** as well as its **Skills Action Plan**, both of which focuses on creating good jobs in new and high growth industries.

Principal of Havant and South Downs College Mike Gaston is looking forward to welcoming the first students into the new space in September.

"With a mix of working spaces, collaborative areas and development studios our Gaming students will benefit from a truly industry-reflective space to learn the knowledge and skills required to enter this fantastic industry. The UK is a world-leader in this sector, and our Alton campus is surrounded by many famous design and development companies with whom our students will form the next generation of professionals."

Mike Gaston,

Principal, Havant and South Downs College

"Enterprise M3 are delighted to support the development of this new space at HSDC Alton which will give students a real feel for working in the games industry, a key growth sector in our region. By closely replicating a studio environment, through consultation with some of our local games development studios, students can expect to be well prepared for their future career."

Sam Read,

EM3 Games Sector

The Department for International Trade has identified the Gaming Sector as a key industry in the EM3 region and recognised it as offering a High Potential Opportunity for investors. The **EM3 Skills Action Plan** focuses on creating good jobs in new and high growth industries.





EM3 supporting skills development with schools and colleges



We have been able to open more doors to further education and higher education than ever before. Students who previously would never have attended face to face have participated in virtual visits. They have asked questions in chat and had their eyes opened to opportunities they never would have thought were for them!

Careers leader



THE CAREERS & ENTERPRISE COMPANY



104

schools in the network



More than 100 schools and colleges across Surrey and Hampshire are supported by EM3 to deliver top quality careers education. We work with Careers Leaders and Senior Leadership teams to inspire and prepare young people for the fast-changing world of work.

EM3 and its partner, the employer-led Careers & Enterprise Company, fund a team of seven Enterprise Co-ordinators. They work to ensure that careers programmes are delivered effectively and that every school and college is matched with a business volunteer who can provide advice on effectively engaging with employers. Our education institutes and business volunteers form the EM3 Enterprise Advisor Network.

Our 2020 highlights included:

- Extending our reach to work with SEND and Alternative Provision schools to ensure that young people with disabilities and/or learning difficulties have a better chance of entering the local workforce.
- Developing a 'virtual' offer and solutions which meant we were better able to support schools, colleges and employers. Working with partners such as Southern University Networks (SUN) to recruit employers for a 'Virtual festival of industries'. Collaboration with

LEPs and councils to provide a virtual careers and apprenticeships show which resulted in over 22,000 unique booth visits. We have connected with business volunteers who have delivered mock interviews, CV workshops and other online careers events. Our Enterprise Advisers have also helped to improve careers webpages; transforming them into vibrant information portals.

- Creating videos for schools and parents along with supporting worksheets; which are now available on the EM3 website. Examples of some of our inspiring careers videos can be seen here:

- **Director of Marketing Careers Video**
- **Two Employers Taking About Careers**

At the Hampshire and Surrey Careers Conference, more than 100 careers leaders and careers professionals heard expert presentations. They included Adrian Braine, founder of Root21, discussing the skills base implications of 5G, and an overview from EM3 board member Sarah Jane Chimbwandira, CEO, Surrey Wildlife Trust, on the exciting and wide-ranging career opportunities available as part of a nature based, green recovery. The presentations can be viewed [here](#).

How to Get Involved

- **Become an Enterprise Adviser:** An Enterprise Adviser is a volunteer matched with one school or college, using their own experiences and expertise to support them in developing tailored careers advice programmes and building a network of valuable local business contacts. This helps prepare young people for future jobs and careers.
- **Employers supporting education:** Schools and colleges in Surrey and North Hampshire are always looking for volunteers from local businesses to assist in delivering careers activities. This comes in a variety of formats, such as ; project related work, CV workshops, mock interviews, and careers talks. EM3 can help an employer/employee find an activity suitable to their capacity and resources, achieving the best possible impact and outcomes.

Email us



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EM3 supported In-Space Missions to create 200 new high-skilled jobs

In-Space Missions, the Hampshire-based company that designs, builds and operates satellites and plans space missions for clients all over the world has expanded into state-of-the-art new premises and announced plans to create some 200 new high-skilled jobs.

The company, which started at the EM3-supported BASE Innovation Centre in Bordon, has recently secured £300,000 from Enterprise M3 to support the design, build, launch and operation of satellites along with low-cost payload flight opportunities from its Faraday platform.

The company's innovative solutions to enabling its customers to access space at lower cost and so help them overcome the barriers to entering the space market, has led to significant demand for its services, leading to rapid company growth.

The new, larger offices in Alton will accommodate an anticipated increase of 200 high-value employees in the coming years and include purpose-built, satellite cleanrooms allowing In-Space to manufacture, integrate and test a range of satellites.

Since its inception in 2015, In-Space has collaborated with or supported over 25 newspace, traditional space, institutional, financial, academic and government organisations across the world.

"The dedicated facility in Alton will allow us space to fulfil our already strong and growing customer order book. As we increase in size, it is imperative that we are able to access the best talent in the industry, and Alton's location is perfect in that regard.

Historically there has been a strong space sector in the EM3 region, and we are very aware of the talent of people based locally. This makes it easy for us to find good people to join our company. There are also great technical schools and colleges where we can attract talent from.

Although we are a global business, as most space companies are, we also appreciate the strength of the local companies around us, particularly technical ones which understand the industry we are working with.

There is also a very strong creative and technology cluster based here, which gives us a great cross sector working environment where we are able to come up with something different and unique due to the wide range of companies and expertise that exist in the area that we can draw on."

Doug Liddle
CEO of In-Space





EM3 supports rail cyber-security experts to safeguard trains across Europe



Transport cyber-security firm, RazorSecure, is aiming to take its innovative monitoring technology to all new European trains, following support, advice and funding from EM3's Growth Hub.

The Basingstoke-based software company provides rail cyber security solutions powered by machine learning, which are designed to protect rolling stock, signalling and infrastructure systems.

Over the next five years, RazorSecure aims to use its Active Intrusion and Anomaly Detection System to secure all new European trains with its technology.

Alex Cowan, CEO of RazorSecure, worked with Growth Hub Champion and security/defence specialist, Mel Redding, who helped him develop a bespoke growth programme, opening up channels for further expansion, including securing funding from the EM3 Funding Escalator scheme.

"This investment will help fuel the company's growth providing cyber security detection platforms to train manufacturers and operators. "It will enable us to further develop our global presence and provide an enhanced level of protection to a growing number of customers in the rail industry. We have enjoyed both financial and strategic support from our investors and we will look to deliver significant value to them from this further investment.

"Mel has given me such great help and support, she worked with us on a regular basis to help drive our sales strategy."

Alex Cowan
CEO of RazorSecure

Despite the pandemic, RazorSecure has doubled its team size in the last 12 months, driven by strong demand for cyber security services across the rail sector. Since its launch in 2015, RazorSecure software has been deployed in over 1600 rail vehicles and protected over 30 million rail passenger journeys.



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Space company NanoAvionics invests and expands in Basingstoke with thanks to EM3

NanoAvionics, a leading nanosatellite manufacturer and mission integrator, has thanked EM3 for its help as it invested in a new satellite factory as well as its sales, technical support and R&D activities as part of its move to Basingstoke.

The company launched its new home in November 2020, choosing Belvedere House in the EM3 Enterprise Zone of Basing View, thanks to the region's status as a leading hub for the space industry.

Having already developed a hub in Lithuania and two in the USA, the move to Basing View, entirely financed by NanoAvionics, is a first step for its UK growth plans by creating jobs in the space sector and a local technology cluster with a dedicated supply chain of companies in Britain.

Heading the company's operations in the UK is Robin Sampson, business development manager for NanoAvionics UK and Western Europe.

He said: "Basingstoke is a great location for us because it offers a good and quick connection to other important locations in the UK. I'd particularly like to thank Enterprise M3 for their help in enabling our move.

"The ambition which the UK has shown in competing within the global space industry resonates with NanoAvionics and brought us to the UK in the first place.

"One of the reasons that we've doubled-down on our investment in the UK, is that we see the potential to conduct world-class industrial research and development here.

"5G telecoms and IoT technologies are set to play a big part in all of our futures and NanoAvionics is well equipped to support and benefit from the UK's positioning in this key enabling technology.

"We look forward to connecting with the 5G Innovation Centre at the University of Surrey."

EM3 ENTERPRISE ZONES CREATING NEW OPPORTUNITIES FOR BUSINESS AND EMPLOYMENT

Basing View in Basingstoke is one of EM3's three successful Enterprise Zones which strengthen the region's ability to attract inward investment and accelerate high value business activities which will generate employment.

In 2020-2021 Basing View has seen a new HQ facility completed for Eli Lilly and Company as part of a development by MUSE and Basingstoke & Deane Borough Council creating 45,000 sq ft (4,180 sq metres) of new Grade A office space. Enterprise M3 LEP assisted with the development through the provision of £5.2 million as grant and loan funding.

In addition, the former Norden House site on Basing View (Plot J) was demolished and cleared for new development – Neon - which provides the opportunity to create 45,000 sq ft of new Grade A office space.



At Longcross Park in Chertsey, the Discovery Building has been completed providing 13,500 sq ft of employment space. In addition, EM3 LEP provided a £3.35 million contribution to a new mains electrical power supply to the site which was energised in September 2020 .

Techforest Whitehill & Bordon, East Hampshire Homes England is marketing the Techforest site for developers. This will provide 4 hectares of development ready land with the potential to create 77,000 sq feet of employment space.





Funding Escalator loan supports Clutch Space Systems

A Guildford-based SME became one of just 10 tech start-ups and innovative companies from across the world to secure same-day contracts to fast-track the development of their innovations after pitching to UK, US and NATO military leaders at the first International Space Pitch Day.

Part of the expanding space sector in the EM3 area, Clutch Space Systems Ltd (CSS) earlier secured a £300,000 Enterprise M3 Expansion Loan in May 2020, supporting its growth plans, enabling the expansion of its technology, sales and marketing capabilities.

CSS is focused on removing the cost and complexity from satellite communications and offer innovative solutions for the satellite technology and space communications sector. They were awarded the contracts, worth up to £53,000, during the first day of the Defence Space Conference in Autumn 2020, which was hosted from London.

The competition was the first time two nations anywhere in the world have come together to award defence contacts based around a pitch-style event, similar to Dragons' Den, as well as the first time two nations have awarded joint defence innovation contracts to an overseas-based enterprise in this way.

Throughout 2020, Clutch Space made significant progress first by hiring an experienced NED, known within the satcomms industry and then a Business Development Manager. The company has deployed its software defined solution at the European Space Agency's (ESA) SMILE ground station, based in Darmstadt, virtually, and demonstrated the scalability and reliability of their software in an operational environment.

CSS is currently raising a seed round to further develop its ground segment technologies and expand its operations into other markets such as the USA and Asia.

For more information about the EM3 Funding Escalator, including its Growth Fund and Expansion Loan Scheme, [go here](#).

"We are delighted to have secured this funding, which will allow us to recruit additional staff, further develop our product and infrastructure, increase marketing and really take hold of the global opportunity available to us."

Martin Philp
CSS co-founder and CEO

"Congratulations to the winners and all those that took part in the first International Space Pitch Day – it has captured the imagination of innovators and militaries not just across the UK and US, but all over the world."

"It has achieved several world firsts and we look forward to building on its success as we seek to fast-track innovation and cutting-edge technology to the front line quicker than ever before with fresh ways of working with industry to make sure we stay ahead of our shared adversaries and the threats they pose."

Air Vice-Marshal Harvey Smyth
UK Director Space



360° approach to a sustainable economy for the Heathrow region

EM3 is collaborating with a range of partners, including its neighbouring LEPs, to secure the long-term economic future of the towns, communities and industries of the Heathrow region.

The global impact of the pandemic on the aviation sector has disproportionately affected the industry as well as the surrounding communities and businesses which depend on their connection to Heathrow for their economic vitality.

As members of the Heathrow Strategic Planning Group(HSPG), EM3 and its fellow LEPs (Thames Valley Berkshire and Buckinghamshire) and local authorities bordering Heathrow have agreed a joint approach to support the whole economic sub-region around the airport.

The economic vision – Heathrow 360 – the UK’s Premier Gateway – aims to make the most of the unique combination of local, regional, national and international connections that come together in the area.

The members of HSPG are working to foster the development of the Heathrow area as:

- A business hub and network built around innovation zones, business assets and a concentration of international HQ buildings.
- A green hub to support decarbonisation of aviation and the airport, sub-region and national economy.
- A transport hub with connections to other economically significant parts of the UK and abroad, as well as delivering enhanced connectivity across the sub-region.
- A gateway to the UK for air cargo and a focus for cleaner, smarter urban logistics.



“The Heathrow economic area is critical for the success of the whole sub-region and the UK as a whole. We are collaborating with a range of partners and fellow LEPs on the strategic issues to ensure the region’s recovery, renewal and support innovation in the area, particularly in clean growth.”

Kathy Slack OBE
Chief Executive, EM3 LEP

The three LEPs and other HSPG members are taking forward work on a wide range of activities to support these outcomes including further including support for innovation, decarbonisation and clean growth and initiatives that support skills and employment as well as continuing to make the case for strategic transport improvements, in particular the importance of Western and Southern Rail access.



Advanced Manufacturing is alive and growing in EM3 region

EM3 has supported nearly more than 60 advanced engineering companies develop their manufacturing base thanks to its Manufacturing Growth Programme.

An expert Manufacturing Growth manager works with each SME to establish practical steps to expand and assess their investment needs. The SME can apply for a Manufacturing Growth Grant of up to two thirds of the required investment.

To date EM3's Manufacturing Growth Programme has funded more than £100,000 in grants to support advanced engineering SMEs develop their business strategy, create new products, innovate and increase their productivity. The programme has generated 29 jobs and provided 63 strategic business reviews as well as unlocked more than £200,000 in private sector investment.

The largest sectors to benefit from this service in the EM3 area are electrical/electronic equipment, food and drink, engineering, automotive and other transport as well as rubber and plastic products.

The project, led by Economic Growth Solutions, is supported by a £600K European Regional Development Fund (ERDF) for the EM3 area.

Manufacturing businesses interested in finding out more about grant funding can learn [more here](#).



MANUFACTURING GROWTH PROGRAMME



63

Strategic Business Reviews Carried Out



£227,420

Private Sector Investment



£114,936

Grant Amount Defrayed To Date



29

Jobs Created



£45,537

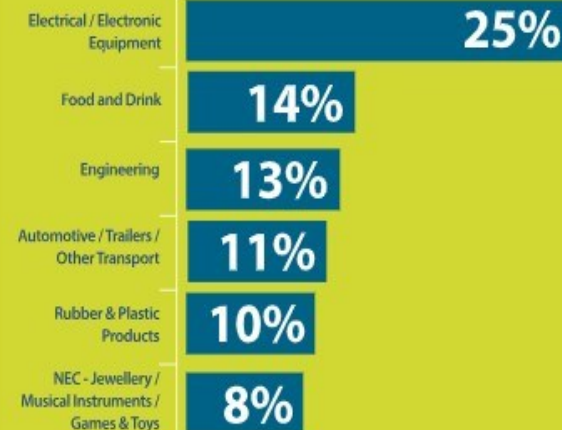
Average GVA Per Employee



"The existence of the Manufacturing Growth Programme at this challenging time is a godsend to small manufacturing businesses and has helped me massively."

Jenny House
Founder and director at ethical fine jewellery brand, Origin 31

SME SECTORS



European funds



The ERDF-funded £1.28 million EMphasis3 project supports the shift to a net zero economy by promoting energy efficiency and the adoption of low carbon technologies. To date, it has helped more than 60 SMEs with a range of support from free energy efficiency audits to energy efficiency grants. In addition, the project offers R&D funding for innovation projects to help SMEs commercialise their low carbon products, technologies and services.

You can read more about the **EMphasis3 project here.**



Enterprise M3 LEP has received a notional allocation of **£44.5 million of European Structural and Investment Fund (ESIF) for 2014 to 2020 for use in our area.**

£44.5m
(€50m)

THIS DIVIDES INTO THREE FUNDS:

IN 2020/2021 EUROPEAN REGIONAL DEVELOPMENT FUND (ERDF)	EUROPEAN SOCIAL FUND (ESF)	EUROPEAN AGRICULTURAL FUND FOR RURAL DEVELOPMENT (EAFRD)
<p>£4.495m</p> <p>Five new projects have been contracted worth £4.495M These include:</p> <ul style="list-style-type: none"> KICKSTART TOURISM AND RESTART SME GRANTS Led by Exemplas Ltd – 38 SMEs in the visitor economy and 66 SMEs in the wider economy that were negatively affected by the COVID-19 crisis benefitted from 100% funded ERDF grants in early 2021 totalling £345,111 in the EM3 area. The average grants were £3,459 in the visitor economy and £3,237 in the wider economy. MANUFACTURING GROWTH PROGRAMME EXTENSION Led by Oxford Innovation Services, a multi-LEP project worth £300,000 to help SME manufacturers remove barriers to growth and increase productivity levels THE SOUTH INTERNATIONALISATION FUND Led by DIT, a multi-LEP project worth £750,000 offering grants to SMEs to support export and marketing plans SOUTH EAST GATEWAY TO TRADE Led by Newable, a multi-LEP project worth £400,000 to support SMEs to export LOW CARBON ACROSS THE SOUTH EAST (LOCASE) Led by Kent County Council worth £2.7 million, multi-LEP project offering grant funding for low carbon initiatives 	<p>£2.5m</p> <p>Two new contracted projects benefitted from £2.5 million worth of European Social Funding</p> <ul style="list-style-type: none"> Apprenticeship & Skills Hub, worth £1.5 million, led by Hampshire County Council - providing impartial support to employers to identify and source apprenticeships at all levels to help them develop their workforce, improve productivity and reduce skills gaps. Technical Construction Skills for the Unemployed, worth £1 million, led by Hampshire County Council - delivering a training programme in collaboration with employers and training partners to offer courses to meet immediate and future construction skills gaps. 	<p>£1.735m</p> <p>14 approved projects have been awarded a total of £1.735m in the EM3 rural economy, creating an additional 57 jobs and developing nine new products in the rural food processing, business development and rural tourism sectors.</p>



2021



2023

The ERDF, ESF and EAFRD Reserve Funds have now all closed for new applications. We continue to promote the excellent support that our contracted ERDF and ESF projects are delivering in the EM3 area, many of which have been extended and will run to the end of 2023.



Structure of Enterprise M3

QUICKLINKS

→ [Our Board Members](#)

→ [Our Board Structure](#)

→ [Financial Report](#)

THE ENTERPRISE M3 BOARD

The Enterprise M3 Board is responsible for the the overall strategic direction of the LEP, establishing targets and priorities and monitoring progress towards those targets.

It is a business-led board made up of 20 members, split between the private, public and not-for-profit sector.

Groups providing strategic advice to the Enterprise M3 Board

The following groups provide strategic oversight for different Enterprise M3 projects and funding streams and advise the Enterprise M3 Board on particular projects.



Joint Leaders Board

Made up of the 15 Local Authorities within the Enterprise M3 area, the JLB helps to advise Enterprise M3 on strategic priorities for growth and provides a mechanism for coordinating the combined contributions of councils on actions and activities to deliver the Strategic Economic Plan, and the resources required to implement them.

Action Groups

There are three action groups which are led by a chair from the private sector. These groups report directly to the Enterprise M3 Board and play a key role in providing specialist advice and recommendations on the delivery of the Strategic Economic Plan.



ENTERPRISE ZONE PROGRAMME STEERING GROUP



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