

Heart of the South West Local Enterprise Partnership Workplan 2021-22

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1. Introduction



Heart of the South West covers the local authority areas of Devon, Somerset, Plymouth and Torbay. Although one of the places in the UK whose economy has been most heavily impacted by the pandemic, the area still retains its structural transformational opportunities, as well as its long-standing challenges. With an economy of £35 billion per year, 72,000 enterprises and a population close to 1.8 million, Heart of the South West is the size of a major UK city.

The LEP is a business-led organisation whose mission is to raise productivity and ensure prosperity for all¹. Through the last 12 months the LEP has worked closely with local partners to mitigate the economic impact of Covid-19 and to continue to push forward major growth opportunities as the area seeks to build back better.

This workplan sets out the key outcomes the LEP will deliver through 2021/22.

¹ For more information on the LEP see https://heartofswlep.co.uk/about-the-lep/



2. Executive Summary

Economic impact of Covid-19 – one of the worst affected areas in the UK...

The mix of businesses in Heart of the SW is skewed towards sectors most exposed to the crisis such as tourism, hospitality, retail, manufacturing and construction, with smaller firms in particular acutely affected. This has made the immediate impact more severe with recovery likely to take longer than elsewhere.

Earlier forecasts suggested a return to growth in 2020 but this has been put back following further lockdowns, though more recent forecasts are tending to be more optimistic and the Bank of England believes that a reasonably fast recovery through 2021 is possible. Whilst unemployment has been less severe than expected as a result of the Government's employment and financial support schemes, it is still likely to peak at a higher level than previously hoped.

The crisis is affecting those furthest from the labour market, the young and the poorest most significantly, with a disproportionate impact also seen in some geographic areas.

This analysis has been confirmed by a range of commentators, including the IFS in the autumn 2020 Green Budget Green Budget - Institute For Fiscal Studies - IFS

...with an opportunity to Build Back Better ...

Despite the immediate economic impact, the structural advantages the area has remain in place, especially around clean growth across energy, engineering and digital. These provide potentially transformational opportunities to create new business opportunities which will ensure both higher prosperity and greater resilience to future crises. Some opportunities such as those around nuclear, marine and clean aviation are increasingly accelerating and beginning to really operate at scale, whilst others are at an earlier stage of their potential. Alongside these, there is also a significant opportunity to strengthen innovation across the area, a key driver of prosperity and a major area of focus for the LEP in the coming 12 months. The LEP has published its Build Back Better plan which sets this out in more detail Build Back Better plan - Heart of the south west LEP (heartofswlep.co.uk); delivery of these transformational opportunities will be a major priority for 2021/22.

...whilst continuing to deliver our existing services & investments...

The LEP's existing investments and services have made significant contributions to growing the economy and creating jobs over the last 6 years - more can be found on this in the latest Annual Report HotSW-Annual-Report-2020.pdf (heartofswlep.co.uk). Continuing delivery of these will both help the immediate recovery and lay some of the foundations for longer term growth. The LEP's Growth Deal portfolio completed investment at the end of March 2021 and the programme will be closed through 21/22. The LEP will continue to deliver the £35.4m secured under the Getting Building Fund in summer 2020 and which must be completed by end March 2022. The Growth Hub has provided invaluable support to the area's small and medium sized businesses over the last 12 months and the service will continue through 21/22, alongside developing and delivering a portfolio of business support such as inward investment. Similarly



the Careers Hub and Skills Launchpad have helped many individuals get the right skills for current and future jobs and these will be an essential part of both recovery and realising the major opportunities of the future.

...ensuring the LEP operates effectively...

The Board will conduct another effectiveness review to continue to strengthen the leadership it provides to the LEP and the wider area and the LEP and will improve diversity of LEP Board members. The LEP will improve again its profile and impact with Government, MPs and officials, essential to ensure the area's challenges and opportunities are understood whilst maintaining and improving its high standards of governance and transparency.

...whilst working with Government to ensure it continues to effectively support the local area and national priorities over the medium term...

In Budget 2021 Government announced it would be working with business and LEPs to review the role of LEPs in the future. Heart of the SW LEP will work with Government and the LEP Network to shape this role.

...which distils into three major priorities for 2021/22.

Bringing this together therefore means the LEP's workplan over the next 12 months is focussed around three key priorities

- i) Making a difference to the economy: delivering current programmes and activity
- ii) Making a difference to the economy: driving forward the transformational opportunities and their supporting programmes as set out in Build Back Better
- iii) Ensuring highly effective LEP operations

Highlights from the timeline are shown below with more detail on the following pages.



2021-22 Workplan Selected Milestones

April

• Prospectus produced for Ocean Futures

May

 Future of HoSW market towns study complete June

- Potential for a green hydrogen demonstration project explored
- Defence work programme developed
- Hinkley Strategic Delivery Forum sign off legacy delivery plans
- Agreement finalised for remaining funding for digital infrastructure
- Complete Yeovil innovation and enterprise area proposition study

Octobe

- · "Future of workspace" think piece produced
- Regional food supply chain gap analysis report complete
- Be the Business pilot programme review complete
- LEP perspective agreed on Transport Decarbonisation priorities as part of Clean Growth priority

November

• DIT actively promoting the 3 High Potential Opportunities (photonics, marine, aerospace)

December

- Proposal for Future Flight Demonstration Zone along the A30/303 corridor
- Farm research transfer project established
- Revised operating model agreed

Apr - Jun Jul - Sep Oct - Dec Jan - M

July

- · Inclusive Growth expert panel established and work programme agreed
- Priority actions developed for fishing industry
- CSR bid submitted for Ocean Futures
- · Regional Tourism Recovery Plan delivery priorities identified
- Rural: Community Led Local Development study completed
- · Board effectiveness review complete
- · Secure forward funding for the Careers Enterprise Company

September

- Identify key DIT overseas posts with a close fit to the HotSW proposition & develop joint programme
- Programme of activity developed to spread best practice & new technologies to food producers
- Scope for Nuclear Technology Pipeline and supply chain innovation programme developed
- · Photonics: new training programme co-designed
- · Coastal Productivity Plan prioritised to develop a project pipeline
- Funding agreements in place for natural capital demonstrator fund projects

By end March

- Getting Building Fund spent
- Aerospace skills plan in place
- Clean Maritime network established and funding secured
- Solutions to grid constraints in place, renewable energy and heat plan produced
- Tidal energy opportunities in the Severn Estuary investigated
- Peer Network programme delivered
- Funding secured for 750-1,000 additional training opportunities in high demand sectors
- Forward plan for the DSP into 2022/23 agreed with DCMS and wider partners
- 21/22 Annual Performance Review complete



3. 2021/2 Workplan

This section sets out the detailed tasks and milestones across the three key priorities for 2021/22

i) Making a Difference to the Economy – current programmes Existing programme delivery

Outcome	What good looks like (Objective)	Milestone	Activity (Key result)
LEP 'products' delivering towards local growth	s local growth achieve spend, output and	By end March 2022	Getting Building Fund: spent and monitoring in place
	compliance targets		 Growth Deal: monitoring of remaining projects as required
			Change requests, claims etc
	Growth Hub – see Business Enterprise Zones – see Place	By end May	 Growing Places Fund: proposals agreed for supporting existing beneficiaries through C-19 challenges
		By end October	GPF: proposal agreed for investment of remaining funds
Clean growth and inclusive growth integrated into all LEP activity	Clean Growth delivery priorities approved and integrated across LEP activity	By April	 Clean Growth delivery priorities agreed by the Board
activity	LEF activity	Through 21/22	 Collaboration through the Leadership Groups to embed clean growth activities in all workplans
		May - November	Successful communications campaign delivered, capitalising on COP26



		By March	New framework in place to ensure clean growth informs future LEP decisions
	and integrated across LEP activity	By end April	Coordinator in post
		By end July	 Expert panel established and work programme agreed

Inward Investment

Outcome	What good looks like (Objective)	Milestone	Activity (Key result)
Heart of the SW is recognised internationally as a location for FDI with a year on year increase in FDI enquiries and	Successful delivery of ERDF Inward Investment Support project; outputs achieved and project is	Ву Мау	Secure additional £900,000 ERDF soft- landing support for the inward investment project
(re)investment	compliant	Through 2021/22	 Achieve xx jobs created, xx businesses assisted etc
			 LEP business partners effectively engaged in promoting and steering the project
	Strong partnership with DIT who effectively promote the HotSW	By June	Identified priority subsectors for 'mini' HPOs
	proposition globally	By July	 Identify existing FDI businesses and within these, those which are strategically important to the area
			 Develop a draft programme for how best to engage with and support them for development with the Business group and partners



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	By September	 Identify other key DIT Posts which have a close fit with other parts of the HotSW proposition. Develop partnerships and agreed programme with them to promote the area
	By October	3 x High Potential Opportunities agreed and promoted by DIT Posts
Strengthen the effectiveness of the wider HotSW inward investment approach with key companies identified and clear account	By July	 Develop a draft proposal for an effective virtual 'one stop shop' for trade and investment and agree a route-map to take forward
management in place	From July	Account management process agreed with partners and introduced
	By October	Develop 'mini' HPOs for the identified prior
Successful uptake of the ERDF Internationalisation Fund	Through 21/22	HotSW £1.3m trade support grant for SMEs fully drawn down
		 Raise engagement with the DIT International Trade Advisor service with HotSW SMEs
Maximum benefit realised of the levelling up funding for HotSW	By May 2021	 Work with DIT and Business West to develop a plan to ensure Levelling Up funding is invested to support HotSW exports
	wider HotSW inward investment approach with key companies identified and clear account management in place • Successful uptake of the ERDF Internationalisation Fund • Maximum benefit realised of the	Strengthen the effectiveness of the wider HotSW inward investment approach with key companies identified and clear account management in place Successful uptake of the ERDF Internationalisation Fund By July From July By October Through 21/22



ii) Making a Difference to the economy - Build Back Better

Transformational Opportunities

Outcome	What good looks like (Objective)	Milestone	Activity (Key result)
Aerospace – Growth in the aerospace sector delivers smart aviation and advanced engineering excellence	Smart Aviation Cluster established around Yeovil and Exeter & East Devon	Through 21/22	 Proactive contribution to 2Zero Future Flight project
engineering excellence	Firm foundations established for local collaboration and content in Phase 3 of the Future Flight Programme	By December	 Proposal supported for a Future Flight Demonstration Zone along the A30 / A303 corridor for UAVs and Electronic Flight
		By March 22	 Coordinated plan for future skills provision established to support sector transition
	Plan in place for hydrogen to become a transport fuel source for aviation, rail, marine and HGVs	By June	Potential for a green hydrogen demonstration project explored
Defence - New opportunities accessed by business, innovation and collaboration boosted and productivity-led prosperity gains for the defence sector achieved	Thriving and internationally recognised defence sector cultivated, based upon collaboration and innovation	Through 21/22	Coordinator function for DASA cluster provided
		By June	Ambitious work programme for the cluster developed
		By March 22	Cluster priorities delivered
Food, Farming and Fishing - Sustainable future for the food, farming and fishing sector	High calibre research institutions and innovative agri-tech businesses spreading best practice and new	By May	Agri-Tech expert panel convened
Tarming and fishing sector	technologies to producers	By September	Programme of activity developed



		By December	 Farm research transfer project established
	Fishing industry has its own voice at a national level, infrastructure is modernised, and the sector is stronger as a result of leaving the EU	By June	 Current sector data reviewed and evaluated, possibly requiring additional independent research to provide the local sector with a baseline analysis
		By July	 Series of priority actions developed, informed by sector data and the Fisheries Intelligence Group
		Through 21/22	 Effective lobbying to ensure the SW receives a fair share of the £100m fisheries funding pot, with suitable projects identified and a bid submitted
	programme established (public procurement, markets, farmgate to	By October	 Regional food supply chain gap analysis report
		Through 21/22	Support SW Food Hub dynamic public procurement platform
Marine - High-tech marine sector driving the shift to a digitised	Ocean Futures global centre of excellence established for the	By April	Prospectus produced for Ocean Futures
ocean future and helping to	testing, development and manufacture of autonomy, digital and clean ocean technologies	By July	CSR bid submitted for Ocean Futures
achieve net zero		By November	Business planning for Plymouth Freeport in place
		By March 22	Clean Maritime network established and funding secured



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	Investment in Offshore Renewables accelerated, focussing on floating wind and tidal energy	By June	 Successful Floating Wind Strength in Places bid and subsequent sector development plan produced
		Through 21/22	Opportunities from Floating Wind leveraged
		By March 22	Tidal energy opportunities in the Severn Estuary investigated
	Maritime UK SW membership and stakeholder network increased	By September	Sector promotional programme re- established
		Through 21/22	Self-financing model explored
Nuclear – Growth in nuclear sector delivers clean energy and		By June	Hinkley Strategic Delivery Forum sign off legacy delivery plans
advanced engineering excellence		By September	SW Nuclear prospectus produced
		Through 21/22	 Support provided to landowners and stakeholders during UKAEA selection process for STEP fusion proposal, including comms and media.
		By September	 Scope for Nuclear Technology Pipeline and supply chain innovation programme developed
	HotSW nuclear supply chain and skilled workforce continue to grow	By July	Nuclear supply chain, Inward Investment and skills programmes extended
		Throughout 21/22	Cross-sector collaboration opportunities identified
Photonics - Growth in photonics and microelectronics sector		October	Funding secured to attend one suitable overseas trade show to generate inward



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Sector growth supported through growing new and existing inward investment (Also see Inward Investment)		investment enquiries for the region and support trade
	December	Sector profile strengthened with key stakeholders such as Photonics APPG
New training programme designed to attract and develop the right skills for the sector developed and	September	New training programme co-designed with the sector in time for the 2021 winter academic term
implemented	Throughout 21/22	 Programme is self-sustaining by Spring 2022 (assumes sector skills co-ordinator starts May '21)
	•	Programme promoted to the sector and new investors
Regional sector growth encouraged	By June	Priority project identified
	By December	Capacity funding secured to develop priority project further
Sector recovers and grows following the pandemic following the pande	By July	 Regional Tourism and Recovery Plan reviewed with partners and delivery priorities identified
	Through 21/22	Key documents coordinated and intelligence/research provided to ensure visibility with policymakers of the sector's needs and challenges
		Ongoing support provided to reopen and recover, through dissemination and interpretation of Government guidance to DMOs/tourism businesses
	growing new and existing inward investment (Also see Inward Investment) New training programme designed to attract and develop the right skills for the sector developed and implemented Regional sector growth encouraged Sector recovers and grows	growing new and existing inward investment (Also see Inward Investment) New training programme designed to attract and develop the right skills for the sector developed and implemented Regional sector growth encouraged By June By December Sector recovers and grows following the pandemic By July



	Progress is made towards establishing HotSW as a data-led, year-round, green and accessible visitor economy	By April	 Local Tourism Recovery Plan (Towards 2030?) published
		By September	 Delivery priorities developed and funding opportunities identified
		By October	Be the Business pilot programme reviewed and potential future roll out considered
Construction		March 2022	Support and raise profile of construction sector through tailored interventions

Supporting transformational opportunities through innovation

Technopole			
Research and innovation in environmental science, data and	Environmental Intelligence Accelerator		
digital technology accelerated	 Industrial Digital Technology Hub Phase 2 - Digital Innovation Laboratory 		
Health Tech			

Supporting transformational opportunities through business support

Outcome	What good looks like (Objective)	Milestone	Activity (Key result)
	Clear objectives, goals & accountabilities established and Leadership Group priorities agreed	June 21	 Establishment of Programme Board function for Growth Support programme finalised

Commented [EJ1]: DR sourcing



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		Ongoing	 Ongoing review of prioritisation for work programme 2021
		March 22	Objectives & work programme 2022 agreed
	Growth Hub delivering high performance	March 22	 Manage delivery of Growth Hub Service for All. Manage successful integration of Service for All and Growth Support Programme.
			 Procure & deliver a range of additional business support through Growth Hub Supplementary funding, e.g. Start-Up, Clean Growth, Business recovery
	Business support products operating effectively	March 22	Deliver Peer Network programme: 17 cohorts commissioned & delivered
		August 21	 Commission and develop research: Mapping & evaluation and Access to Finance
			Reprocure Scale-Up programme

Supporting transformational opportunities through developing places

Outcome	What good looks like (Objective)	Milestone	Activity (Key result)
Levelling up and strategic connectivity	LEP providing thought leadership and strategic input to levelling up our cities, coastal communities and	May 2021	Future of HoSW market towns study complete
Supporting left behind places in our cities, rural areas, coastal communities and market towns,	market towns	18 June 2021	LEP strategic engagement in round one levelling up fund submissions from HoSW area



and ensuring strategic connectivity		September	 Solutions and opportunities in the Coastal Productivity Plan prioritised to develop a project pipeline. Coastal agenda in HotSW raised with government, particularly in helping to shape the UK Shared Prosperity Fund
	Improved digital connectivity, connecting places across the HotSW with a particular focus on hard to reach areas (see also the Skills workplan for Digital Skills Partnership activity, Business workplan for support for digital utilisation, and Innovation workplan for analytics and digital innovation activity) Improved strategic and local connectivity supporting productivity growth, greater economic competitiveness and carbon reduction imperatives	June 2021	Funding agreement finalised for remaining digital infrastructure funding from Growth Deal 3
		Throughout 21/22	Connecting Devon and Somerset's progress on implementation of the full fibre network contracts monitored
		December 2021	 Provide strategic economic perspective to development of transport strategy by Peninsula Transport body (completion of strategy targeted for Dec 21)
		October 2021	 Develop LEP perspective on Transport Decarbonisation priorities as part of Clean Growth Strategy, including freight, maritime and aviation sectors
		Through 21/22	Support partners to secure DfT approval for "Restoring Your Railway Fund" projects – Cullompton & Wellington stations/ Gravity rail reconnection/ West Somerset railway connection
			 Influence development of strategies for Bristol to Exeter, Exeter to Penzance,



		local enterprise partnershi
		Waterloo to Exeter and Wessex rail routes and services with Network Rail and Train Operators
	By December 2021	 Influence development and approval of Strategic Road Network schemes, including A303/A358 and M5/A38 (A303 Stonehenge Judicial review, A358 dualling design and prioritisation of A303 projects for RIS2/3)
Action orientated strategic approach	May 2021	Projects shortlisted for LEP natural capital demonstrator fund
in place for natural capital	September 2021	 Funding agreements in place for projects to be supported by LEP natural capital demonstrator fund
Activity promoted and best practice shared through a series of events	May 2021	 Reports on how natural capital has been incorporated into the Getting Building Fund projects reviewed and further advice provided to project sponsors
	July 2021	 Seminar with stakeholders to focus natural capital theme of clean growth plan/BBB plan
Clear plans in place for key employment space	June 2021	Complete Yeovil innovation and enterprise area proposition study
	October 2021	 "Future of workspace" think piece produced with input of development panel
Enterprise Zones supporting high value job creation	December 2021	 Revised implementation plan and investment framework for Gravity Enterprise Zone
	in place for natural capital Activity promoted and best practice shared through a series of events Clear plans in place for key employment space Enterprise Zones supporting high	Action orientated strategic approach in place for natural capital Activity promoted and best practice shared through a series of events May 2021 May 2021 May 2021 July 2021 Clear plans in place for key employment space October 2021 Enterprise Zones supporting high December 2021



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		March 2022	 Implementation plans for Oceansgate and Gravity Enterprise Zones revisited
Rural economy	Rural Productivity Programme developed for HotSW, building on the findings of the Rural Productivity Commission	By May	Rural productivity priorities identified
Rural productivity enhanced and supporting rural businesses, people, and environment		By July	Community Led Local Development study completed
		By September	Work with government to identify funding e.g. SPF
			 Rural productivity proposal submitted to government
	Rural productivity further integrated into other teams (Business, People Innovation)	By September	Using Rural productivity priorities and recommendations to define proposals for support through other teams
	Strong collaboration in place across Great South West	Through 21/22	 Engagement with GSW rural LEP leads and other key delivery agencies/ stakeholders
	Strategic regional food supply chain programme established (public procurement, markets, farmgate to manufacturing and processing)	By October	Regional food supply chain gap analysis report
		Through 21/22	Support SW Food Hub dynamic public procurement platform
	NB. Relevant to all areas of LEP work - rural, business, innovation, skills and supply chains across the wider region	Through 2021/22	Support export, new markets, supply chain, skills and innovation investment
to er	Grid capacity constraints unlocked to enable delivery of employment land priorities	By September	Collaboration agreed with DNOs
		By March 22	Solution(s) in place to unlock constraints



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HotSW is recognised as a green energy powerhouse (see also nuclear and offshore	Increased generation of renewable energy and heat technologies	By December	 Additional funding secured for SW Energy Hub to support local community energy initiatives
comme		By March 22	HotSW renewable energy and heat plan produced
	Continued testing and commercialisation of solutions that transform the energy market	Through 21/22	Demonstrator projects supported
		By October	 Lessons learnt shared with interested parties
		By March 22	 Potential for a local energy market project explored

Supporting transformational opportunities through skills and employment support

Outcome	What good looks like (Objective)	Milestone		Activity (Key result)
Skills and employment supports the area's key opportunities and improved access to jobs and careers	Pilot skills programmes which contribute to the LIS's three opportunity areas, Digital Futures, Engineering Futures and Energy Futures.	By March 2022	•	Secure additional revenue funding for 750-1,000 additional training opportunities within high demand sectors, with a focus on supporting those most disadvantaged
	Seek additional resources for curriculum development within opportunity areas	By March 2022	•	Secure additional support for 2-3 pilot courses / provision for hard to train / hard to fill areas of employer demand.
	Develop a single gateway approach to business training, skills and employment advice, working with and through the Growth Hub	By March 2022	•	Provide relevant skills advice to 500 businesses per year through a joined-up service offer
	Maximise the impact of skills signposting services through the HotSW Skill Launchpad	By December 2021	•	Double website hits to the website, particularly relevant advice and guidance.

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			local enterprise partnership
Finalise support and agree the forward programmes for the Careers Hub	By July 2021	•	Secure forward funding for the CEC joint programme, supporting 160 schools.
Agree a forward approach for the Digital Skills Partnership and related programme provision	By March 2022	•	Forward plan for the DSP into 2022/23 agreed with DCMS and wider partners.
Support ongoing development of shared LMI on skills and training for businesses, meeting the requirements of the SAP programme.	By March 2022	•	Publication of the annual SAP intelligence report, and quarterly labour market updates for the HotSW.



ii) Ensuring highly effective LEP operations

Outcome	What good looks like (Objective)	Milestone	Activity (Key result)
A highly effective Board	Board has the skills & knowledge needed for LEP's key priorities	By July	Board effectiveness review complete with recommendations
			Skills audit complete
	Successful autumn recruitment & diversity thresholds achieved	Through 2021	 Chair-led diversity campaign in place – engagement with business groups and other key partners
		Sep - Dec	 Autumn recruitment to fill retirees. Directors in place for Jan 22 Board meeting
Evolved LEP role	Clear future role for the LEP developed and agreed with Government	By July (recess)	Options considered and future role agreed by the Board
		By December	Revised operating model agreed, to include approach to financial sustainability
			Headline criteria for 22/23 SLAs agreed
LEP is influencing and shaping policy and provides strong	Strong representation from the LEP in local in working with business, partnerships and individual local partners	By end April	Agreed programme of activity with business organisations in place
added value to local partners		By end May	Comms & Partnership Manager in post
			 LEP leads identified for key local partnerships (town board, high street board, Freeport etc)
	MPs and key officials are engaged with the area's opportunities and challenges	By July	Re-procure public affairs agency & develop clear plan on strengthening Westminster engagement



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	Build Back Better plan delivered	Quarterly/ 6 monthly	 Report progress through F&R (quarterly) and Board (6-monthly) with actions as appropriate
LEP operations are delivering effectively LEP team is opera level	LEP team is operating at a high level	By end May	 20/21 appraisals complete for core team and development plans in place 21/22 workplans agreed for all
		By end June	 Approach to future remote/ office working agreed
		Through 21/22	 Engagement, issues and opportunities tracked and addressed (through OfficeVibe, Teams, face to face channels)
			 Extended LEP team (SLAs) engaged through regular staff briefings
	LEP exceeds expectations of Government	By end March 2022	 Requirements of 21/22 Annual Performance Review met (APR Jan 2022)