



NEPIC LEADERSHIP TEAM MEETING OCTOBER 3RD, 2018

Feedback From August BOD Meeting
&
Workshop Session



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COMPOSITION OF NEW NEPIC BOARD



Board member (sector)	Board member (sector)
Stan Higgins	Dai Hayward (speciality chemicals)
Steve Bagshaw (Bio – pharma)	James Robson (many!)
Martin Inskip (R&D / Innovation)	Jason Barclay (pharmaceuticals)
Philip Aldridge	Peter Snaith (legal)
Sue Houston (Local Development)	Mark Kenrick (services) - Chair
Daren Smith (major chemicals)	Martin Porton – Co Secretary



NEPIC CURRENT STATE OF PLAY



- Membership numbers (~300)
 - 15 – 20% lost per annum
- Reduced team size
- Most staff delivering ERDF projects
- Limited resources for helping members
- Difficult but improving financial position
- Residual public sector ethos
- Major industrial cluster exists
- Industry subject to many challenges
- Lots of goodwill & support
- Potential to help members
- Potential to work differently
 - Membership recruitment
 - Membership retention

Strengths & Done Well	Weaknesses & Done Not So Well
<ul style="list-style-type: none"> • Well known • Engaged members are 'happy' • Run great events – v well supported • Ability to bring companies together in key studies • Wide knowledge base in NEPIC staff • Considerable commonality between members • Positive history & track record • 2 x offices => wide spread • RTC collaboration • Quality of PR • Signposting • Cluster collaborative not competitive 	<ul style="list-style-type: none"> • Benefit statement / value proposition • Not well understood / offer not appreciated (particularly by bill payer) • Company key contacts not passionate advocates for NEPIC • Don't reach as wide as could / should (externally & within members) • Don't understand where we fit in sector & / or geography • Don't really understand what the members want? • Articulation of output of key groups poor? • Loss of reputation with departure of recent CEO • Knowledge of who is in NEPIC • Perception that it is Tees focussed • PR messages not passed forward
Opportunities	Threats
<ul style="list-style-type: none"> • NEPIC involvement provides wider experience to key individuals • Improving fit / increase collaboration with key external bodies • Use NEPIC members to widen scope of activities • Next generation professionals • Project income will reduce • Involvement in industrial strategy / CGP • Northern Powerhouse • STDC • BREXIT hard exit planning • Freeports • Better commercial exploitation of offering 	<ul style="list-style-type: none"> • Finances • Key external bodies seen as first point of contact & not referring • Increased fragmentation / desire • Foreign ownership? • Complexity of Industrial Strategy process • BREXIT

CHALLENGE FOR THE BOARD

Looking ahead - where do we go from here?





LOOKING FORWARDS 3-5 YEARS...



- Why do we exist / what is our purpose / our real offer or USP?
 - What do our members really want?
- How will we look in terms of
 - Sectors involved in
 - Geography involved in
 - Core membership
 - Primary activities
 - External linkages
 - Finances & funding
 - People / feeling within the organisation
- What is the most important / fundamental thing that will allow us to achieve the above?
- What are the 3 most likely issues that could prevent us achieving it?



NEPIC INDUSTRY SECTORS



- Petrochemicals
- Base Chemicals
- Pharmaceuticals
 - Specialities
- Renewable Energy & Chemicals
 - Polymers
- Bio-industrial / resources / renewables
 - Bio Pharmaceutical
 - Food
 - Steels & Metals
 - Minerals



VISION, MISSION & KEY FOCUS AREAS (REVISED 2018)



- **Vision**

- The process industry in NE England is a world class, high value industry cluster based on innovative, high tech manufacturing. We are recognised as passionate & proud of our industry, our region & its stakeholders

- **Mission**

- Help (*existing and future*) members to become successful and sustainable organisations within the process industry sector in the NE of England

- **Focus Areas**

- Ensuring financial stability & sustainability
- Securing and increasing membership numbers
- Moving away from reliance on external partially funded (ERDF type) projects (towards 100% funded projects that benefit members)
- Increasing synergies with external related bodies
- Improving internal & external image

ROLES



- **Board**
 - Must be more involved & active
 - Provide leadership, direction & support to CEO & team
 - Act as sponsors for membership driven issue / topic teams
- **Leadership Team => 'NEPIC Members Committee'**
 - Act as forum for members to raise suitable topics
 - Own member issue teams, e.g. ?



SOME INITIAL ACTIVITIES



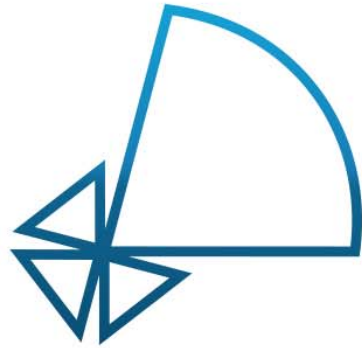
- Conduct short membership survey
- Use LT Meeting to scope focus areas / focus teams
- Session on what a hard BREXIT might mean & what actions are necessary
- Create relationship map showing key external organisations that NEPIC should be interfacing with



MEMBERS COMMITTEE WORKSHOP SESSION



- Membership survey feedback
- Split into 3 groups (15 minutes)
 - What 3-4 focus teams should report into the NEPIC members committee?
- Feedback to full committee on proposals
- Agree 3-4 max focus teams & if possible Board level sponsors & team leaders



nepic *Cluster . Connect . Grow*