



MARITIME UK
SOLENT

BUSINESS PLAN 2024/25

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FOREWORD

The next two years represent an exciting period of growth for Maritime UK (MUK) Solent. Having been operational for three years and seen continual growth from an Emerging Cluster to a nationally and internationally recognised Growth Cluster, our next step is to establish MUK Solent as a Maritime global centre of excellence.

The Solent maritime sector is firmly established as the leading maritime cluster in the UK, both within the industry and within Government. The maritime industrial ecosystem that has been nurtured is flourishing, and this has seen the area increasingly successful in securing significant proportions of public and private maritime funding to support innovation. Maritime businesses are investing, our ports are investing in infrastructure, and the sector is working towards a lower carbon future.

Successful clusters are characterised by high growth, high value industries of the future and high levels of innovation and entrepreneurship. This is fuelled by a highly connected ecosystem that collaborates widely. This connectivity and collaboration is crucial. As I look around the Central South region, I see great work by The Solent Cluster and Space South Central that are convening the lower carbon and space sectors respectively, and these are intrinsically linked to the area's global innovation excellence in clean, connected and autonomous maritime.

To get to this next stage of our development and deepen the work we do to connect businesses and lead, champion and grow the sector, MUK Solent will need to generate income, all of which will be used to further strengthen the Solent's maritime sector and help businesses to innovate, compete and win on the global stage. Our ambition is clear - for the Solent to be known globally for maritime excellence, enabling maritime businesses and organisations operating in the Solent to trade off the Solent brand and make the Solent the first choice for maritime investment, underpinned by a strong talent pipeline that the sector needs.

We look forward to working with you to move our outstanding maritime cluster to a new, exciting, era, as a globally significant maritime supercluster.



Anne-Marie Mountifield,
Chair, Maritime UK Solent

THE SOLENT MARITIME CLUSTER



MARITIME UK SOLENT

Maritime UK (MUK) Solent Limited is an industry-led body which promotes a thriving maritime sector within the central south coast of England, anchored around the Solent. We are the regional cluster organisation for the maritime sector and wider supply chain in the area.

The Solent is one of seven UK Maritime Clusters identified in Maritime 2050, the UK's strategy for the Maritime sector. The strategy recognises that the UK has leading maritime clusters across the country, all of which create a regional dynamism and contribute to the national significance of the maritime sector to our economy and to our global success.

Maritime UK Solent was launched in 2019 to provide the voice of the maritime sector in the area. We operate within the family of Maritime UK, which is the collective voice for the UK's maritime industries, and which aims to create a network of regional maritime cluster organisations across the UK, to foster collaboration between industry, local government, and academia to drive growth. Membership of Maritime UK enables the local maritime sector to directly influence national maritime sector decision-making and leadership and provides a direct route to Government.

OUR PURPOSE

To provide leadership, champion and grow the Solent's maritime sector.

OUR VISION

For the Solent to be a world leading maritime cluster, with a highly productive business base, powered by a vibrant innovation ecosystem, the skills the sector needs, and that is at the forefront of a lower carbon economy.

OUR MISSION

Maritime UK Solent will deliver and support activities that:

Lead

Provide leadership for the Solent maritime sector by bringing together the breadth of the sector, coordinating cross-sector activity, projecting a collective voice, and providing a direct link to Maritime UK and Government.

Champion

Raise the profile of the Solent - locally, nationally, and internationally - as a globally leading maritime cluster that has world leading maritime excellence, fosters innovation, provides an exceptional location to invest and trade, provides rewarding careers, and has a unique maritime story.

Grow

Develop and maintain a compelling value proposition for the Solent maritime cluster that attracts new investment, raises productivity and output, creates new jobs, and the skills the sector needs.

OUR BOARD

The MUK Solent board composition reflects the fact that it is an industry body acting as the voice of maritime in the Solent.

THE COMPOSITION OF THE BOARD IS SET OUT BELOW.



Anne-Marie Mountifield
Chair, Maritime UK Solent



Stuart Baker
Managing Director, Maritime UK Solent



Amelia Gould
Managing Director, Helsing



Donnacha O'Driscoll
Executive Vice President Maritime and Sustainability, Carnival UK



Alastair Welch
Director, Associated British Ports



Andrew Kaye
CEO of South Hampshire College Group



Professor James Knowles
Vice Chancellor, Solent University



Commodore Andy Cree CBE
Assistant Chief of Staff Training at Royal Navy

OUR MARITIME CLUSTER

Strategically located at the centre of the south coast of the United Kingdom, with sheltered estuaries and harbours, a double high water, and an outstanding environment, the Solent has a natural coastal geography that has drawn people, international commerce, and innovation for millennia, laying down the strata that have helped shape the Solent as the United Kingdom's Coastal Powerhouse.

This status continues to evolve and strengthen today in a world of increasing globalisation and technological disruption, fuelled by the unparalleled aggregation of marine and maritime assets that have clustered in the Solent, anchored by the flourishing port cities of Southampton and Portsmouth.



This aggregation of assets fuels a powerful £7.7 billion maritime sector - circa 25% of the total economic output of the local economy - supports £17 billion of turnover and just under 200,000 jobs.

Our ports perform a crucial role for UK plc and make the Solent the UK's Global Gateway. The Port of Southampton is the UK's biggest export port, with over £40bn of UK manufactured goods exported from Southampton each year - 90% to destinations outside the EU. One million cars pass through the port each year - 60% for export - ensuring Southampton plays a critical part in the supply chain for the British Automotive industry. Southampton is the UK's most efficient container port and is the biggest cruise turnaround port in Europe, with over five hundred cruise ship calls per year, and handling over two million passengers p.a. Each ship call brings in £3m to the local economy and has seen globally leading companies such as Carnival establishing their HQ in the city. More widely, the Port supports in the order of 15,000 jobs and generates £1bn to GVA.



Portsmouth International Port is a major UK port, contributing £390m to the national economy. The Port provides important freight and passenger routes across the channel, offering more mainland Europe destinations than any other UK port. 9 million passengers pass through the Harbour Authority area each year, whilst the Port handles £4m tonnes of cargo and 2.6m tonnes of ro-ro. The port has a growing and complementary cruise sector.

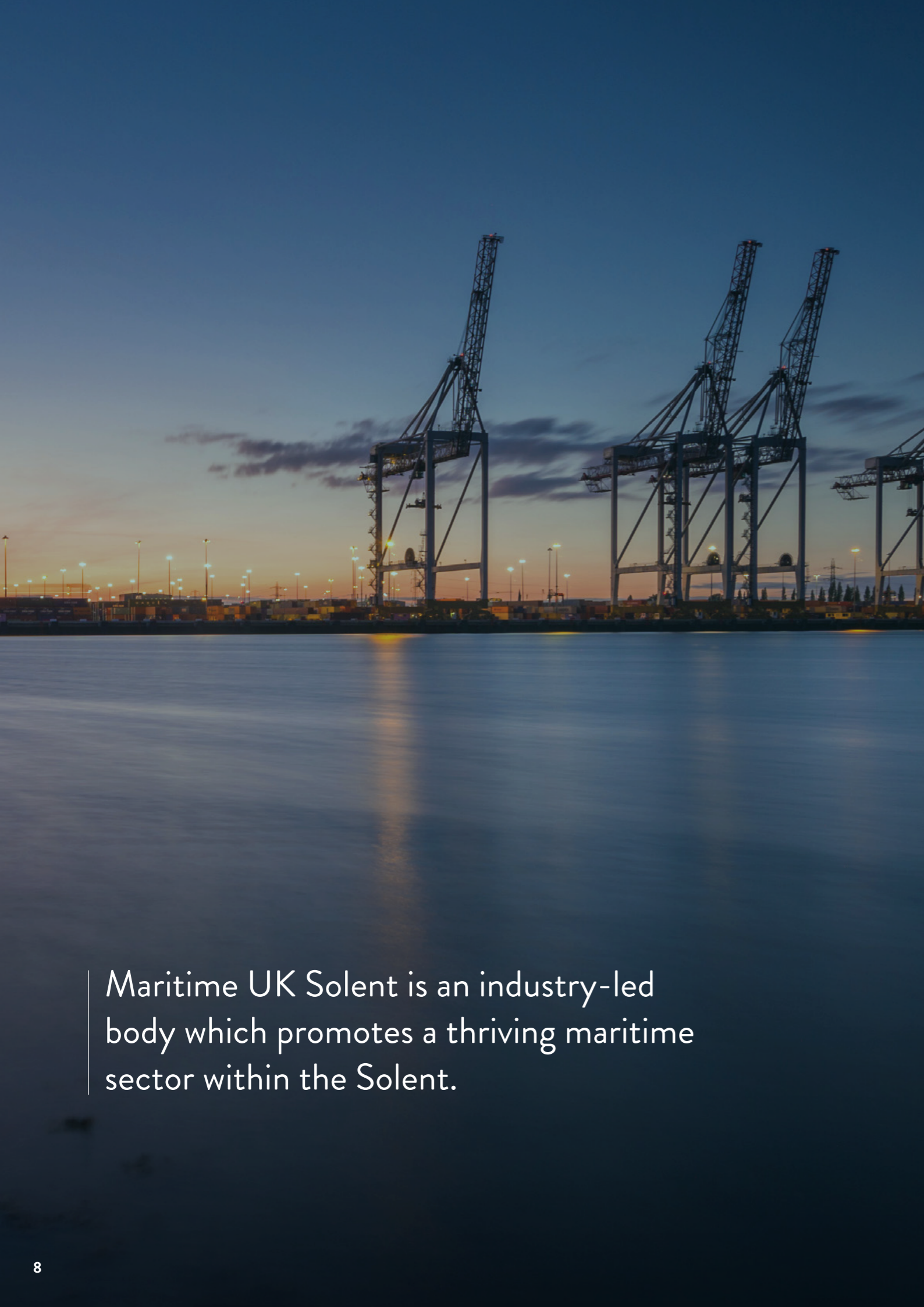
Portsmouth sits at the heart of the Maritime defence cluster, anchored by His Majesty's Naval Base, which is the Home of the Royal Navy, and the base port the UK's Aircraft Carriers. Pulled by this strategic defence function, a range of prime and smaller enterprises have gravitated to the area, including BAE Systems, QinetiQ, Airbus Defence and Space, Standard Aero, GE Aviation, and Lockheed Martin.

Solent Gateways - now owned by ABP - operate the Military Sea Mounting facility at Marchwood, alongside a commercial operation, which is extending the Solent's port offer.

Solent Freeport represents a transformational economic opportunity for the area, creating over 32,000 jobs across the UK - including over 16,000 direct new jobs in the Solent, through tax reliefs, simplified customs procedures and streamlined planning processes to promote regeneration, innovation and trade. Whilst not exclusively a maritime endeavour, the focus of Freeport activity on our seaport assets and coastal location of the Solent will inevitably result in maritime sector interest. Solent Freeport will see high quality employment space created with investment specifically targeted at state-of-the-art growth sectors and ground-breaking approaches to decarbonisation.

From The Mary Rose, HMS Victory, and Titanic that pioneered the maritime innovation of yesteryear, to the world's largest container and cruise ships that rely on the infrastructure and connectivity of Southampton, HMS Queen Elizabeth and HMS Prince of Wales - the most complex and largest warship in the history of the Royal Navy fleet - base ported at Portsmouth, to the development of marine autonomous vessels, the Solent continues to be at the leading edge of maritime innovation today.

The Solent has three Universities - Southampton, Portsmouth and Solent. Each have significant specialisms in marine and maritime as well as expertise and capability that provide significant maritime innovation opportunities. The University of Southampton is home to the Southampton Marine and Maritime Institute (SMMI), which constitutes world class, authoritative, independent expertise, spanning both the marine and maritime sectors. SMMI is a unique, internationally recognised centre of excellence for research, innovation and education, with work spanning both the natural ocean environment (marine) and human use of the sea (maritime). The University is also home to the Wolfson Unit, which enables industry to benefit from the facilities, academic excellence and research activities at the University, and is world renowned for ship model testing, sailing yacht performance and ship design software.

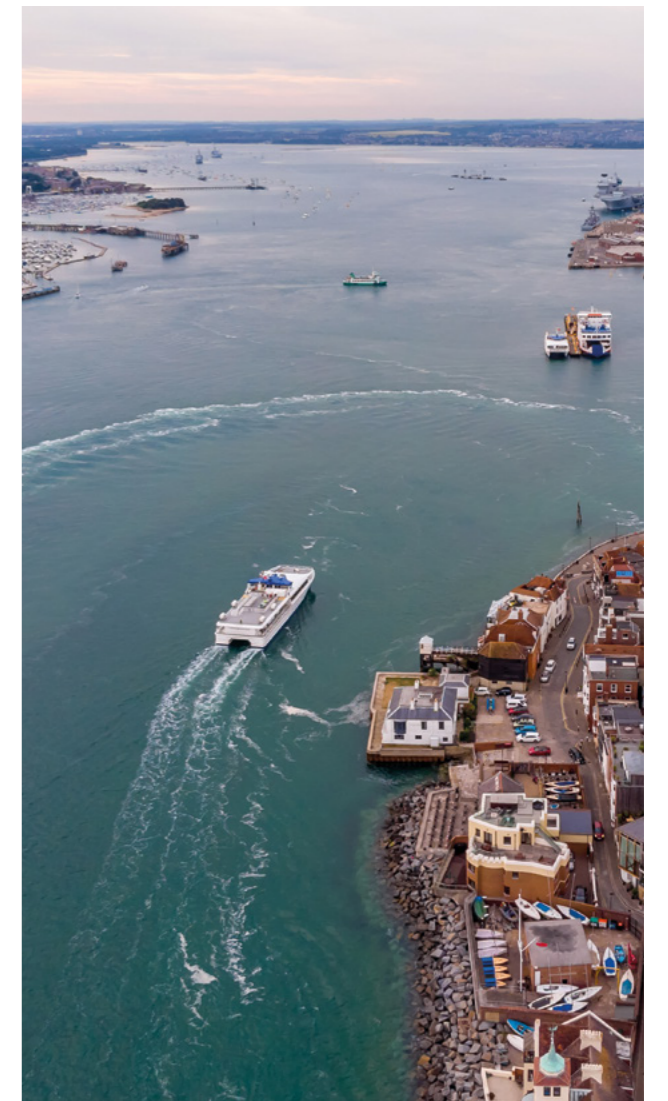


Maritime UK Solent is an industry-led body which promotes a thriving maritime sector within the Solent.

The Solent University Warsash School of Maritime Engineering and Science, has provided first class education, training, consultancy and research services to the international shipping, commercial yacht, and offshore oil and gas industries for over 70 years. Warsash Maritime Academy provides high quality education and training for the maritime industries to meet the growing international demand for crew, officers and captains who are trained to the highest professional standards. Navigation, marine engineer and marine electro-technical officers' benefit from the internationally recognised certification programmes, from initial entry as an officer cadet up to Master (Captain) and Chief Engineer level.

The University of Portsmouth has specific maritime expertise in transportation and maritime systems with research aiming to lead to better maritime and transportation systems, both in terms of passenger experience and freight efficiency, and through the enhancement of environmental aspects. The University of Portsmouth boasts a Centre for Blue Governance, which bridges gaps in conceptual knowledge and practice on how to best govern aquatic environments for the common good. The University benefits from world-leading capability within its Centre for Creative and Immersive Extended Reality (CCIXR), which is the UK's first integrated facility that brings together a full suite of the latest XR technologies under one roof. This builds on the University's long-standing expertise in creative research and innovation and places the area at the forefront of innovations in the next generation of digital technologies of virtual, augmented and extended realities.

The UK has a long tradition as an ocean science pioneer with world leading capabilities, and the National Oceanography Centre (NOC) in Southampton is one of the world's top oceanographic institutions, providing the UK with the national capability needed to be a top global player and to lead and participate in international collaborations. The NOC undertakes world leading research in large scale oceanography and ocean measurement technology innovation. It works with Government and business to turn great science and technology into advice and applications.



The NOC supports the UK science community based in universities and smaller research institutes with scientific facilities, research infrastructure and irreplaceable data assets - enabling the UK to harness the full power and diversity of its scientific talent in ocean science.

Linked to the expertise that resides at NOC, the Solent is undoubtedly at the forefront of pioneering marine autonomy and robotics, with a range of innovative companies that are world-leaders in their respective fields coalescing in the Solent. As the maritime world moves towards autonomy, the Solent will see the wide-scale adoption of autonomous operation. From academia to specialist SMEs, to Port Authorities, companies across the Solent will need to test, teach and develop specialist autonomous systems.

The Solent is the global Mecca for leisure marine and ocean racing and is one of the busiest and most famous sailing areas in the world. With a range of high-quality marinas including at Hamble, Cowes, Gosport and Lymington to name but a few, the Solent is world renowned. The Solent is home to several boat builders and boat yards.

The Solent hosts a range of international marine events including Cowes Week, Southampton International Boat Show and Seawork. Cowes Week is one of the longest running and most successful sporting events and is a key highlight of the British sporting summer. Southampton International Boat show is Britain's biggest festival of boating, showcasing a plethora of beautifully designed boats and products from over six hundred global marine brands. Seawork is the largest European commercial marine exhibition and provides a 'one stop shop' for buyers, providing access to the commercial marine and workboat markets.

As the marine and maritime sector looks to establish new technologies and new ways of doing things, the location in the area of the Maritime Coastguard Agency (MCA) and Lloyds Register (co-located on campus at the University of Southampton) provide the Solent with a competitive advantage. The MCA produce legislation and guidance on maritime matters, and provide certification to seafarers, whilst Lloyds Register is the leading international provider of classification, compliance and consultancy services to the marine and offshore industries, helping the industry to design, construct and operate their assets to the highest levels of safety and performance.

The Solent is also a world centre for maritime training. Warsash Maritime Academy is the world's leading maritime education and training provider.

The Solent has a wealth of maritime training and educational facilities. The Centre of Excellence for Composites, Advanced Manufacturing and Marine (CECMM) on the Isle of Wight is a specialist centre for engineering, offering specialised education and training, aimed at creating a world-class workforce in response to the skills required by local businesses, including marine businesses. Solent has recently been successful in securing an Institute of Technology (IoT) through the Wave 2 opportunity. The South Coast Institute of Technology will ensure the Solent LEP region transitions to a higher technically skilled economy. It will fuel the growth of the UK's globally leading Solent maritime cluster as it makes a paradigm shift towards autonomy and green fuels, delivering the Government's ambitions in the Ten Point Plan for a Green Industrial Revolution, Freeports, MoD investment, Maritime 2050, and the levelling-up agenda. To do this, curricula will focus on the STEM higher technical skills required across digital technologies, engineering and marine.



The area also benefits from UTC Portsmouth, which is a new type of college that provides a specialist 14-19 STEM curriculum delivered by experts to meet the growing demands of employers across the region. Alongside the national curriculum, UTC Portsmouth specialises in mechanical and electrical engineering and advanced manufacturing, offering engineering study programmes as well as A levels and GCSEs, with strong transferability to the maritime sector.

The Solent's maritime leadership relies on human talent and in this regard, it is important to invest in our young people. The area is leading the way in providing marine and maritime careers experience, advice and guidance to its young people, providing exposure to the hugely diverse range of exciting and rewarding careers the sector can provide. This is being delivered through the Solent Careers Hub architecture, which has all schools and colleges in the area engaged in the programme - deepening the links between education and industry.

Whilst The Solent's natural coastal geography has provided the canvas on which this rich tapestry of global marine and maritime excellence has been painted, the natural geography itself is world-class, with 340 miles of outstanding coastline, three Islands and a number of peninsulas. The area has many environmental designations - including, of course,

the New Forest National Park, Heritage Coastline, Marine Conservations Zone, and a UNESCO World Biosphere Reserve on the Isle of Wight - these exists in a symbiotic relationship with an intensely urban and industrial landscape.

Complementing this exceptional natural geography, the rich maritime heritage of the Solent provides an astonishing visitor offer. The Historic Dockyard in Portsmouth attracts 850,000 visitors per year, providing an unrivalled maritime history - with the HMS Victory, The Mary Rose, and HMS Warrior. The Titanic set sail from White Star dock in 1912 and the Sea City Museum tells the story of this tragic journey that impacted on the lives of so many in Southampton. Over a third of those who lost their lives in the sinking came from the city - 549 souls.

The Solent is an exceptional and unique maritime cluster, which is unrivalled for its expertise and capability across the breadth of the maritime sector.

OUR MISSION

Maritime UK Solent will deliver and support activities that lead, champion and grow.

LEAD

Provide leadership for the Solent maritime sector by bringing together the breadth of the sector, coordinating cross-sector activity, projecting a collective voice, and providing a direct link to Maritime UK and Government.

Success in this priority area will see:

- A single voice for the Solent maritime sector
- An increasing MUK Solent network
- Connections between the sector Government
- Connections between the network
- Inclusion of the Solent's maritime sector within wider innovation ecosystem activity, such as The Solent Cluster and Space South Central

ACTIVITY	OUTPUTS	TIMESCALE
ESTABLISH THE SOLENT MARITIME CLUSTER AS A MARITIME SUPERCLUSTER	Evolve the cluster from a growing cluster to a supercluster to support the sector to innovate, compete and win on the global stage.	Two-year project to April 2026
APPLICATION TO THE DFT MARITIME CLUSTER REGIONAL DEVELOPMENT FUND	Submit an application to the Department for Transport Maritime Cluster Development Fund to secure public funding to establish the Solent as a Maritime Supercluster.	Spring 2024
MARITIME ECONOMIC FOOTPRINT STUDY	Commission an independent study to quantify the economic impact of the Solent's maritime sector, locally and beyond.	Summer 2024

ACTIVITY	OUTPUTS	TIMESCALE
NETWORKING EVENTS	Deliver a series of at least bi-monthly networking events to convene, grow and connect the network.	At least bi-monthly
PROMOTE GOVERNMENT FUNDING OPPORTUNITIES	Work with Government and local partners to promote access to funding and support to Solent maritime businesses and organisations. Convene the sector to collaborate on bidding opportunities.	Ongoing
	Work with Maritime UK to promote careers in Clean Maritime.	May 24
CONNECTING BUSINESSES TO ACADEMIA/RESEARCH INSTITUTIONS	Hosting events to connect businesses to Academia/Research Institutions to assist with research and innovation.	Ongoing
SOLENT LOCAL SKILLS IMPROVEMENT PLAN	Partnership working with the Hampshire Chamber of Commerce to support the delivery phase of the Solent Local Skills Improvement Plan LSIP and associated funding (LSIF).	Ongoing
SOLENT FUTURE FUELS STRATEGY	Partnership working with Industry, academia and Government to understand the future fuel needs for the sector and supply chain requirements. Thought Leadership Statement to be published. Ongoing engagement with industry, academia and Government colleagues in the future fuels group to create energy security and supply chain for the Solent maritime sector.	Ongoing
PARTNER WITH SOUTH COAST INSTITUTE OF TECHNOLOGY, OTHER EDUCATION PROVIDERS AND INDUSTRY IN DELIVERING A COLLABORATIVE CAREERS PLAN FOR MARITIME IN THE SOLENT	Work with the South Coast IOT to bring FE Technical/professional tutors and Industry together in Maritime CPD sessions. Supporting industry to train the trainers of their future workforce. Two Maritime Mondays CPD sessions for education and careers professionals supported by industry are planned for March 24. Develop a careers page for the Maritime UK Solent website to promote the sector. Work closely with Solent Careers Hub to deliver and promote careers activity to schools and colleges to ensure maritime is part of their own career programmes.	Ongoing
PROVIDING A VOICE FOR THE SOLENT MARITIME SECTOR WITHIN MARITIME UK	Attending meetings of Maritime UK National Council and Regional Council to provide a voice for the Solent Maritime sector. Promoting opportunities for Solent businesses to participate in Maritime UK national events including maritime UK Week, and the national Maritime UK awards. Host a regional council meeting. Host a MUK Coastal Powerhouse Conference	Spring 24
CONNECTING THE SECTOR TO WIDER GROWTH OPPORTUNITIES	Ensure the Maritime sector is recognised in wider growth activities such as The Solent Cluster, Space South Central, and Solent Freeport. Sponsored event in partnership with UK Export and Finance planned for April 24 to promote support, guidance available to industry to support business growth. Delivery of a shared network meeting with the Solent Cluster and Innovate UK planned for May 24. Delivery of a shared event with Space South Central and the Satellite Applications Catapult Ltd planned for July 24.	Ongoing

CHAMPION

Raise the profile of the Solent - locally, nationally, and internationally - as a globally leading maritime cluster that has world leading maritime excellence, fosters innovation, provides an exceptional location to invest and trade, provides rewarding careers, and has a unique maritime story.

Success in this priority area will see:

- An increasing number of internet searches for Solent
- An increasing number of visits to the MUK Solent website
- Increased recognition of the Solent Maritime cluster within government
- A growth in international engagements between MUK Solent and international maritime cluster and organisations
- An increased number of applications to the MUK Solent Awards 2024 and increased Solent based applications to the MUK Awards 2024

ACTIVITY	OUTPUTS	TIMESCALE
STRENGTHENING DIGITAL REACH AND IMPACT OF MUK SOLENT	Drive increased visits and engagement to the MUK Solent website. Recruit a digital marketing officer to lead on website innovation and social media presence.	November 2024
SHOWCASING MARITIME INNOVATION	Attending and leading an event at VentureFest South offering partner businesses opportunities to promote their products and services. Delivery of an event in partnership with Solent University CMD4 showcase to industry and students.	Autumn 2024
SOLENT MARITIME HUB	Provide advice on the development of a Maritime Hub for the sector, ensuring alignment with aligned projects to establish the Solent as a centre of excellence for green maritime innovation.	Ongoing
MARITIME UK SOLENT AWARDS	Champion the Solent Maritime Sector through the Maritime UK Solent Awards 2024. Promotion of the 2023 Maritime UK Solent Award winners through site visits and resulting business intelligence shared on the website, ezine and through social media.	Spring 24
MARITIME UK AWARDS 2024	Encourage applications from Solent based maritime organisations to the Maritime UK Awards 2024. Promotion of Solent based maritime businesses that are successful at the national Maritime UK Awards 2024.	Summer 24
PROMOTION OF MARITIME UK SOLENT AT SIGNIFICANT PARTNER EVENTS	Attending and leading Maritime UK Solent events at Seawork, Southampton International Boat Show, NOC MATS, Venturefest and the Big Sustainability Expo to promote the sector and technology innovation.	Ongoing
INTERNATIONAL COLLABORATIONS	Identify and execute appropriate international collaborations to ensure the global growth of the Solent maritime cluster. Signing of a MOU with the Halifax Partnership. Further development relationships with Turku District, Halifax Nova Scotia and the US Maritime Administration through shared activity.	Spring 24
LOBBYING GOVERNMENT TO PROMOTE THE SOLENT MARITIME SECTOR	Increased recognition of the Solent maritime sector within Government. Publish our Maritime UK Solent Position Statement following the first future fuels roundtable discussion.	Ongoing
PROVIDING A VOICE FOR THE SOLENT MARITIME SECTOR WITHIN MARITIME UK	Attending meetings of Maritime UK to provide a voice for the Solent Maritime sector. Promoting opportunities for Solent businesses to participate in Maritime UK national events.	Ongoing

GROW

Develop and maintain a compelling value proposition for the Solent maritime cluster that attracts new investment, raises productivity and output, creates new jobs, and the skills the sector needs.

Success in this priority area will see:

- An increasing number of new maritime investment enquiries
- Increasing productivity within the Solent maritime sector
- An increasing MUK Solent network
- Funding secured by the MUK Solent network

ACTIVITY	OUTPUTS	TIMESCALE
ESTABLISH THE SOLENT MARITIME CLUSTER AS A MARITIME SUPERCLUSTER	Evolve the cluster from a growing cluster to a supercluster to support the sector to innovate, compete and win on the global stage.	Two-year project to April 2026
REVENUE GENERATION TO REINVEST IN THE SECTOR	Recruit an account manager to identify revenue generation opportunities. Introduce a fee-paying model to monetise MUK Solent's value proposition and generate income to re-invest in evolving the cluster to a supercluster.	Summer 2024
PROMOTE GOVERNMENT FUNDING OPPORTUNITIES	Work with Government and local partners to promote access to funding and support to Solent maritime businesses and organisations. Convene the sector to collaborate on bidding opportunities (for example through the Zero Emission Vessel and Infrastructure Fund).	Ongoing
NETWORKING EVENTS	Deliver a series of networking events to convene, grow and connect the network. Ensuring a variety of venues across the region.	Ongoing
INNOVATION ECOSYSTEMS	Work with innovation ecosystems that are strong in the Solent, including The Solent Cluster and Space South Central to provide maritime businesses an opportunity to form part of these growing ecosystems and support cross-fertilisation of ideas and innovation.	Ongoing
MARITIME UK SOLENT CAREERS PLAN	Develop a Maritime Careers Plan working in partnership with Industry, Solent Careers Hub and the South Coast IoT with a range of activities aimed at promoting an increasing awareness of maritime careers. Specific support in the planning, organisation and delivery of careers activities at Seawork Tradeshaw and the Southampton International Boat Show working with Solent Partners Careers Hub in promotion to education partners.	Ongoing
MUK STEM ROADSHOW FOR GIRLS	Deliver an event at COWES Enterprise College on the Isle of Wight in collaboration with Maritime UK for 11-14-year-old girls to promote careers in maritime, engaging female industry ambassadors in the event.	March 24
PROMOTION OF CLEAN MARITIME SKILLS	Work with Maritime UK to promote careers in Clean Maritime.	Ongoing
MARITIME CAREERS SUMMIT	Deliver a careers event in partnership with the Solent Partners Careers Hub bringing together maritime industry representatives and Careers Leaders.	June 24
INWARD INVESTMENT	Attend the MIPIIM Programme of real estate conferences and events showcasing waterside and water close development sites and promoting the Solent to foreign investors. Work with the Department for Business and Trade to promote the Solent by creating a maritime business investment showcase maritime investment through the delivery of an investment showcase event aligned with the Southampton International Boat Show. Attend SMM Hamburg 2024 to promote the Solent maritime cluster to an international market and support a strong Solent presence at the event.	Autumn 24

FINANCIAL FORECASTS

THE FORECAST BUDGET FOR 2024/25 IS PROVIDED BELOW.

EXPENDITURE	2024/25 BUDGET
Employee Costs	£194,000
Office Costs	£3,100
Accountable Body Support	£9,300
Legal Support	£7,800
Marketing & Communication	£28,000
Subscriptions (MUK)	£14,000
MUK Solent Evidence Base / Core Activity	£100,000
Networking and Other Events	£8,300
Contingency	£8,613
Total Expenditure Forecast	£373,113



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