



MARITIME UK SOLENT BUSINESS PLAN





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1. FOREWORD

The Solent Maritime Cluster is exceptional. It has a breadth of maritime excellence that is unsurpassed globally with world-leading capability across Ports and Shipping, Maritime Defence, Training, Academia and Research, Shipbuilding, Leisure Marine, Heritage and Tourism, Professional Services and Regulation. Quite Simply, the Solent has it all, and all this activity takes place in a relatively small geographic area, anchored around the two Port Cities of Southampton and Portsmouth, and the Isle of Wight.

The maritime sector contributes around 25% of the total economic output of the Solent economy and is, without question, the Solent's core sector - just as it has been throughout history. The Solent has always been at the forefront of change and innovation in maritime, and this continues today. We have businesses imagining and commercialising the maritime sector of tomorrow, fuelled by the talent pipeline trained at our Further and Higher Education Institutions.

To maintain this position, the Solent Local Enterprise Partnership has established Maritime UK Solent as an industry-led partnership to promote a thriving maritime sector within the Solent. Through our work we will provide leadership, champion, and support the growth of the sector - ensuring the Solent maintains its position as the world's premier maritime cluster. Whilst we launched Maritime UK Solent back in September 2019, the onset of the Coronavirus pandemic paused our ambitions to formalise the organisation. As the UK has now emerged out of the pandemic, we are in a position to deliver on our mission to provide leadership for a thriving maritime sector in the Solent through activities that support growth, collaboration, and that showcase the Solent's maritime strengths and innovation on a national and international stage. We are so grateful for those from the sector that have been with us as a fledgling organisation, attending our hugely popular monthly breakfast meetings, and we look forward to working with you and welcoming new friends as we now begin our work in earnest.

Initially, we will focus our work on three priorities: People - to ensure our businesses have the pipeline of skills they need and

that the sector attracts enquiring minds; Innovation through a culture of collaboration and openness that drives advances in maritime systems, operations, products, and services; and Environment to support the sector responding to environmental challenges and showcasing the Solent as a global exemplar of balancing maritime activities with marine restoration.

Maritime UK Solent is in a unique position in that it is directly linked to Maritime UK, which is the collective voice for the UK's maritime industries and has been recognised by Government as the private sector partnership that it will work with to provide an enabling environment within which innovation and business can flourish.

We are incredibly excited to be setting off on this journey and we look forward to working with, and for, the Solent Maritime sector in the months and years ahead.

Anne-Marie Mountifield

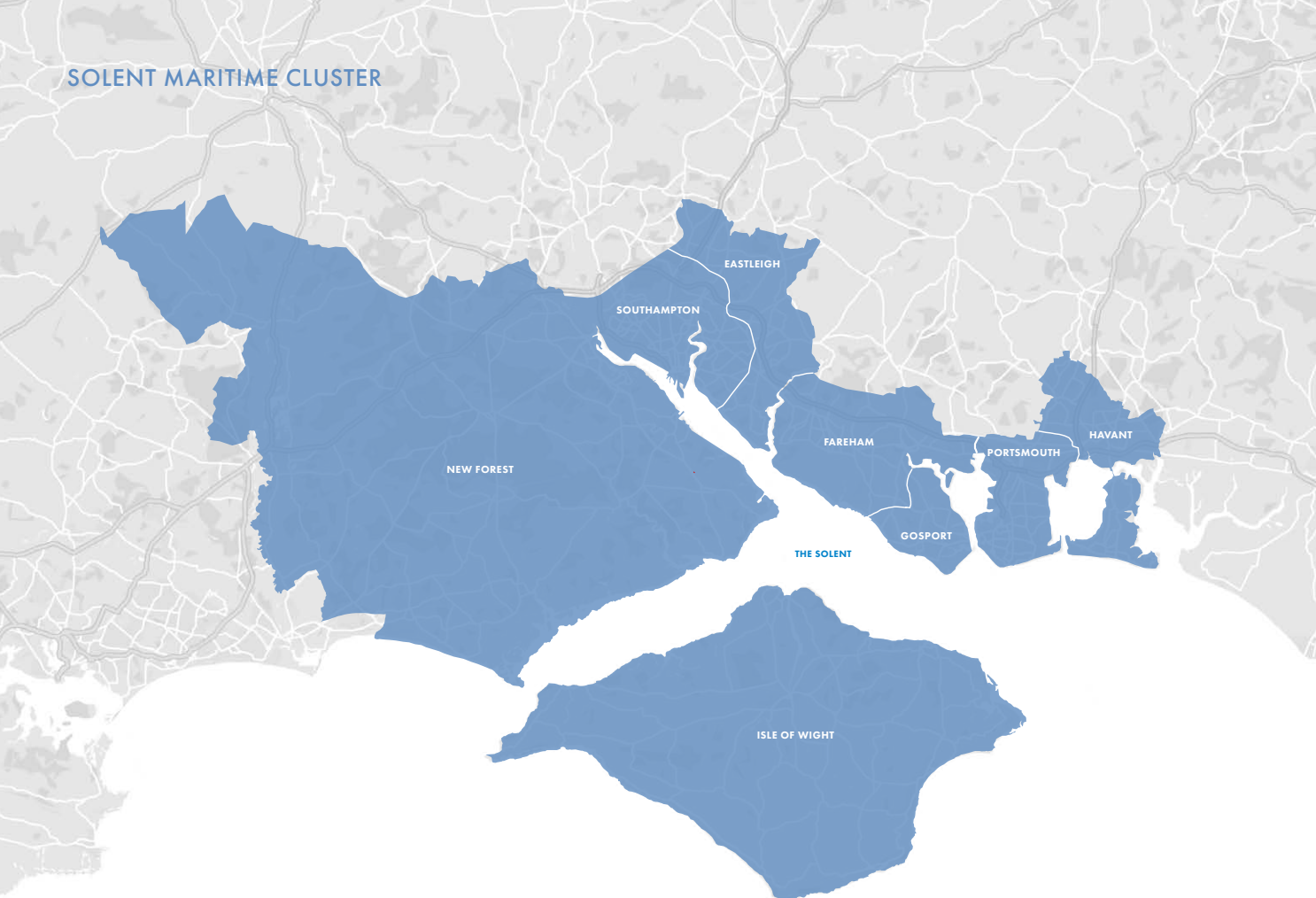
CHAIR
Maritime UK Solent



Stuart Baker

MANAGING DIRECTOR
Maritime UK Solent





2. WHO WE ARE

Maritime UK (MUK) Solent Limited has been established as an industry-led body to promote a thriving maritime sector within the Solent. We are the regional cluster organisation for the maritime sector and wider supply chain in the Solent.

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.

The Solent Maritime sector, itself, and, in particular, SME's, have been clear that they would welcome a cluster intermediary or an 'enabler' to convene and coalesce the sector.

It is within this context that Maritime UK Solent was launched in 2019 to provide the voice of the maritime sector in the Solent. 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. Maritime UK Solent is the regional arm of Maritime UK in the Solent and enables the Solent maritime sector to directly influence national maritime sector decision-making and leadership and provides a direct route to Government.

Maritime UK Solent Limited was incorporated in July 2021 and is a wholly owned subsidiary of [Solent Local Enterprise Partnership Limited](#), drawing on the funding capability and experience the LEP has, thereby realising the obvious synergies that exist. This model ensures that through the LEP, MUK Solent can build on work to date, strengthening its strategic leadership, underpinned by a strong governance structure that meets public funding requirements, as well as industry need, and a vehicle through which maritime sector focussed activity can be delivered.



OUR MISSION

Our mission is to provide leadership for a thriving maritime sector in the Solent through activities that support growth, collaboration, and that showcase the Solent's maritime strengths and innovation on a national and international stage.



OUR OBJECTIVES

TO LEAD

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

TO CHAMPION

To 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.

TO GROW

To develop and maintain a compelling value proposition for the Solent maritime cluster that attracts new investment, raises productivity and output, creates new jobs, and nurtures talent.



OUR VALUES

Our values are very important to us. They are the core standards that guide the way we do business. They sum up what Maritime UK Solent stands for, influences our organisational culture and drives how and why we do things. Our values are to:

ACT WITH INTEGRITY.

WORK FOR A MARITIME SECTOR THAT
IS INCLUSIVE AND DIVERSE.

COLLABORATE TO SECURE BETTER
OUTCOMES.

EMBRACE AND LEAD CHANGE.

PURSUE EXCELLENCE.

RESPECT THE NATURAL ENVIRONMENT.



THE BOARD

The composition of the Maritime UK Solent Board reflects the fact that it is an industry body acting as the voice of maritime in the Solent. The MUK Solent Board comprises:

THE CHAIR

A Director of Maritime UK and Director of Solent LEP, thereby cementing the link to the national Council for industry in the Solent area.

THE VICE CHAIR

An observer on the Maritime UK Council and a the Director and Maritime lead on the Board of the Solent LEP, thereby cementing the link with the Solent LEP and Solent 2050 strategy.

SEVEN NON-EXECUTIVE DIRECTORS

- five industry experts, and two academia experts from HE and FE to reflect the strong role of both innovation and skills.

ONE EXECUTIVE DIRECTOR

The composition of the Board is set out in the table below.



NAME	ANNE-MARIE MOUNTIFIELD Chair	GRAHAM BARNETSON Vice Chair	STUART BAKER	AMELIA GOULD	ALASTAIR WELCH
POSITION	MUK Director	Solent LEP Board lead for Maritime, CFO Red Funnel Ferries	Managing Director MUK Solent	Naval Ships Combat Systems Director, BAE Systems	Port Director ABP Southampton
TYPE OF DIRECTOR	Non-Exec	Non-Exec	Executive Director	Non-Exec	Non-Exec
CLASS OF DIRECTOR	Board Director of the Solent LEP and Maritime UK	Director of the Solent LEP	Senior member of the staff for the Solent LEP (E Director)	Industry Expert Director - Maritime Defence	Industry Expert Director - Ports



NAME	DONNACHA O'DRISCOLL	ANDREW KAYE	SARAH DUCKERING	COMMODORE ANDY CREE CBE
POSITION	VP Maritime, Carnival UK	Principal, Fareham College	Director of Research and Innovation Services, University of Portsmouth	Commodore Royal Navy Deputy Director Future Training SRO Armed Forces Recruiting Programme
TYPE OF DIRECTOR	Non-Exec	Non-Exec	Non-Exec	Non-Exec
CLASS OF DIRECTOR	Industry Expert Director - Maritime Visitor Economy	Industry Expert Director - Further Education	Industry Expert Director - Higher Education	Industry Expert Director - Royal Navy



3. 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 20% of the total economic output of the Solent economy - supports £17.2 billion of turnover and 198,500 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. 1 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 500 cruise ship calls per year, and handling over 2 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 Her 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, Standard Aero, GE Aviation, and Lockheed Martin, and SubSea Craft.

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

Solent was one of the eight areas in England invited to develop a Freeport. Solent Freeport represents a transformational economic opportunity for the area, creating 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

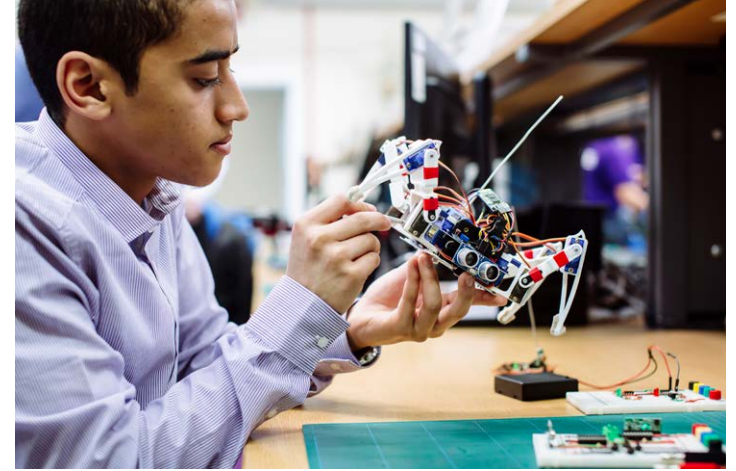
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The Port provides important freight and passenger routes across the channel, offering more mainland Europe destinations than any other UK port.





The Port of Southampton is the UK's trading gateway - contributing £1.4bn to the local economy, and a national impact of £4.1bn, and supports industries across the UK, handling £71bn of imports and £40bn of exports p.a. The Port is Europe's leading cruise super hub with 85% of UK embarkations, home to a world-leading cruise industry and employs over 56,000 people and is the UK's leading port for vehicle imports and exports, and home to the UK's second largest container terminal.



endeavour, the focus of Freeport activity on our seaport assets and coastal location of the Solent will inevitably result in maritime sector opportunity. 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 warships 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. 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.

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.

The Solent is also a world centre for maritime training. Warsash Maritime Academy is the world's leading maritime education and training provider. Part of the wider Solent University Warsash School of Maritime Engineering and Science, it 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. The Academy provides high quality education and training for the maritime industries to meet the growing international demand for crew, officers and captains who are



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IMAGE: GIFFON COPYRIGHT



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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 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 Institute of Technology serving the South Coast 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.

To sustain 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.

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, such as

Ocean Infinity, 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 600 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.

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. The Solent demonstrates that the apartheid between the environment and economic growth is not necessary, enabling the Solent to offer an exceptional quality of life, providing a unique place to live, work and play.

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 from White Star Dock in Southampton, 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.

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4. OUR PRIORITIES

Through Maritime UK Solent the sector comes together to make progress on key areas of shared interest. Board Members agreed their three key priorities of: People, Innovation, and Environment as areas of specific attention for its work. Each of the priorities correspond to key ambitions set out within the government's Maritime 2050 strategy, published in 2019. Through the delivery of activities under each of these priorities we will unlock an unrivalled maritime value proposition, making the Solent the location of choice for maritime businesses.

- PEOPLE



Having a supply of skilled people is critical to the success of any industry. The Solent has a talented maritime workforce, with the sector employing 198,500 (made up of: Direct 41,500; Indirect (Supply Chain) 113,000; and Induced (wider spending) 44,000).

The Solent benefits from truly world class training facilities and instruction. The Solent has three Universities - Southampton, Portsmouth and Solent, with each having significant specialisms in maritime. The area also benefits from significant FE provision in Maritime, in particular with employer-led facilities and curriculum at [CEMAST](#), [CECamm](#) and [Marchwood Construction and Marine Technologies Centre](#), with each providing our young people with access to the skills maritime employers need. The area is also pioneering maritime-led curricula within Secondary education at [Cowes Enterprise College](#). More recently the Solent has been successful in securing an Institute of Technology (IoT). The IoT will fuel the growth of the UK's globally leading Solent maritime cluster as it makes a paradigm shift towards autonomy and green fuels.

Despite significant employment levels and world leading training facilities and instruction, the sector does not have the prominence or diversity that it should. As a result, careers opportunities in maritime are not fully understood and talent that could drive growth and innovation in the sector is being lost. The Solent maritime sector can provide exciting and rewarding careers across a breadth of skill sets and levels to help build prosperity and retain human capital in the local economy. In recognition of this, the Board has therefore identified "People" as one of its priority areas to grow Solent's maritime leadership position and promote activities that invest in and strengthen human talent, providing the Solent with a competitive advantage to attract investment.



Our aim is to attract, and retain a talented and diverse workforce in the Solent Maritime Sector, through optimising and strengthening our world class training facilities and instruction.



OUR PRIORITIES - PEOPLE

Success in this priority area will see:

- More people attracted to maritime training courses and employment
- A more diverse workforce
- New maritime investment attracted to the Solent
- Improved staff retention
- Clear progression pathways
- Improved careers information and guidance
- Leading-edge skills provision that supports maritime innovation

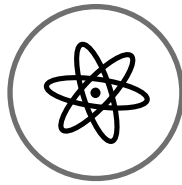
Activities that MUK Solent will support to realise success against the People priority are set out in the table below.



ACTIVITY	OUTPUTS	TIMESCALE
PEOPLE - BASELINE POSITION	<ul style="list-style-type: none"> • Report setting out the maritime employment, training provision, and enrolments in the Solent 	September 2022
MARITIME UK SOLENT CAREERS PLAN	<ul style="list-style-type: none"> • Develop a Maritime UK Solent Careers Plan with a range of activities aimed at promoting and increasing awareness of maritime careers. 	September 2022
MARITIME CAREERS PATHWAYS	<ul style="list-style-type: none"> • Report listing all maritime training pathways available in the Solent and identified gaps in provision that relate to evidenced employer need. • Interactive digital platform showing training pathways to careers 	September 2022
MARITIME CAREERS INFORMATION AND GUIDANCE.	<ul style="list-style-type: none"> • Work with employers in the sector to build a rich digital portfolio of maritime careers in the Solent • Hold event for careers leaders in schools on the Solent maritime sector 	September 2022
MARITIME APPRENTICESHIPS	<ul style="list-style-type: none"> • Establish a Memorandum of Understanding with the Solent Apprenticeship Hub to deliver a programme of maritime apprenticeship sessions for employers and prospective apprentices • A series of events for employers and prospective apprentices on 	September 2022
WORK EXPERIENCE TRAILBLAZER	<ul style="list-style-type: none"> • Work with a maritime employer(s) to develop a work experience trailblazer for secondary school students 	By March 2023
MARITIME UK SOLENT AWARDS	<ul style="list-style-type: none"> • Through a Maritime UK Solent Awards Event. 	October 2022
INSTITUTE OF TECHNOLOGY	<ul style="list-style-type: none"> • Continue to work with Solent University on the Solent and partners to deliver the IoT. 	Ongoing
MARITIME CAREERS FAIR	<ul style="list-style-type: none"> • Convene maritime employers to deliver a maritime careers fair in the Solent 	By March 2023

OUR PRIORITIES

- INNOVATION



The Solent benefits from world class research and innovation assets, world leading expertise, and businesses that are developing and commercialising the maritime systems, operations, products, and services of tomorrow. Leading edge technologies that will be tomorrow's mainstream are being developed right here.

The Solent has three Universities - Southampton, Portsmouth and Solent, with each having significant specialisms in maritime. Boldrewood Innovation Campus, at the University of Southampton, is home to Southampton Marine and Maritime Institute, Lloyds Register, and the National Infrastructure Laboratory. 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.

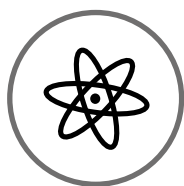
Outside of our academic and research institutions, Solent maritime businesses are leading the charge to commercialise innovation. The Solent is undoubtedly at the vanguard of maritime autonomy, maritime robotics, clean maritime propulsion systems, port operations, and maritime defence, with a range of businesses that are world-leaders in their respective fields choosing to base themselves in the Solent.

Recognising the role of innovation in sustaining the Solent's position as the UK's most significant maritime cluster, ensuring the Solent is at the vanguard of advances in maritime, and driving productivity-led growth and high skilled jobs, the Board has identified "innovation" as one of its priority areas.



Our aim is to promote and foster continual innovation in the Solent maritime sector through a culture of collaboration and openness that drives advances in maritime systems, operations, products, and services to improve productivity and respond to environmental challenges.





OUR PRIORITIES - INNOVATION

Success in this priority area will see:

- A more productive maritime workforce
- Increased output (in GVA) of the Solent Maritime sector
- New maritime investment attracted to the Solent
- Increased spend on R&I
- Increased collaboration between Solent businesses and research / academia

Activities that MUK Solent will support to realise success against the People priority are set out in the table below.



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ACTIVITY	OUTPUTS	TIMESCALE
SOLENT MARITIME INNOVATION GATEWAY	<ul style="list-style-type: none"> • Innovation landscape review • Solent MIG Vision Statement • Innovation ecosystem map • Strategic market assessment • Identification of innovation commercial opportunities • Digital portal of the Solent's maritime innovation assets and innovators 	May 2022
SHOWCASING INNOVATION	<ul style="list-style-type: none"> • Working with businesses, academic and research institutions to showcase maritime innovation excellence • Attending VentureFest South offering partner businesses opportunities to promote their products and services 	October 2022
CONNECTING BUSINESSES TO ACADEMIA/RESEARCH INSTITUTIONS	<ul style="list-style-type: none"> • Hosting events to connect businesses to Academia/Research Institutions to assist with idea development 	Ongoing
OPEN INNOVATION - THOUGHT LEADERSHIP	<ul style="list-style-type: none"> • Collaborative innovation panel sessions with maritime thought leaders 	Ongoing
MARITIME CHALLENGE SESSIONS	<ul style="list-style-type: none"> • Maritime businesses set operational challenges in search of innovative solutions 	Ongoing
PORT OPERATIONS INNOVATION SPRINTS	<ul style="list-style-type: none"> • Short, dedicated period (normally between two and five days) where a team turns a good idea into a strong business concept 	Ongoing
MARITIME UK SOLENT AWARDS	<ul style="list-style-type: none"> • Through a Maritime UK Solent Awards Event 	October 2022

OUR PRIORITIES

- ENVIRONMENT



Whilst the Solent's natural coastal geography has provided the canvas on which our 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 several peninsulas. The area has many environmental designations - including, of course, the New Forest National Park, Heritage Coastline, Marine Conservation Zones, and a UNESCO World Biosphere Reserve on the Isle of Wight. These contribute to the significant natural capital services and flows that exist in a symbiotic relationship with an intensely urban and industrial landscape. The Solent demonstrates a great example of balance between the environment and economic growth, enabling the Solent to offer an exceptional quality of life, providing a unique place to live, work and play.

The Government's [Ten Point Plan for a Green Industrial Revolution](#) aims to position the UK at the forefront of maritime technology and build on UK strengths and make the UK the home of green ships. Much of the focus of maritime environmental policy has been in relation to decarbonisation and the range of Solent businesses and organisations that were successful in securing funding from the Clean Maritime Demonstration Competition is testament to the excellence and pioneering work that is already taking place in the Solent. However, in addition to this important agenda, there is also an opportunity for work of MUK Solent to look more broadly and secure environmental gains across the breadth of the sector, for example through localised supply-chains, and through marine habitat restoration, where there exists an opportunity for the Solent to lead.



Our aim is to work with the Solent maritime sector and partners to respond to environmental challenges and showcase the Solent as a global exemplar of balancing maritime activities with marine restoration.





OUR PRIORITIES - ENVIRONMENT

Success in this priority area will see:

- A net reduction in carbon from the maritime sector
- An enhanced marine ecosystem
- An increase in green maritime jobs
- Support green technology innovation

Activities that MUK Solent will support to realise success against the People priority are set out in the table below.



ACTIVITY	OUTPUTS	TIMESCALE
CARBON CAPTURE	<ul style="list-style-type: none"> • Work with partners (including regulatory bodies) to explore the potential restoration of blue habitats (Sea Kelp/Salt Marshes/Oyster Beds) to take up carbon at a faster rate. • Undertake a study to consider the commercial opportunities of blue habitat restoration (carbon credit schemes) for green job creation and support the development on innovation in this space. 	Ongoing
SOLENT MARITIME ENVIRONMENTAL EXCELLENCE	<ul style="list-style-type: none"> • Develop digital content to showcase Solent's environmental excellence 	March 2023
DECARBONISATION CLUSTER	<ul style="list-style-type: none"> • Establish a maritime decarbonisation forum to take the lead on the role that maritime is playing and can play on the pathway to Net Zero. 	September 2022
PORT AND SHIPPING SHOWCASE	<ul style="list-style-type: none"> • Promotion of the work our ports and shipping sector is doing in relation to clean maritime. 	Ongoing
MARITIME UK SOLENT AWARDS	<ul style="list-style-type: none"> • Through a Maritime UK Solent Awards Event 	October 2022

5. CORPORATE DEVELOPMENT

In addition to the three priorities to support a thriving and future-leading maritime sector in the Solent, as a recently formed organisation there are a range of activities that MUK Solent needs to progress to establish itself and that will underpin the delivery of the activities set out above. These activities centre on resourcing, building brand awareness, and linked to this, an online presence. The table below sets out activities critical to establishing MUK Solent and delivering on the Mission. Brand awareness will flow through many of the activities set out under the three priority areas.



ACTIVITY	OUTPUTS	TIMESCALE
RESOURCING	<ul style="list-style-type: none"> Develop a resource plan for the delivery of MUK Solent activities. 	May 2022
BRAND AWARENESS	<ul style="list-style-type: none"> Through convening events, publishing collateral, the MUK Solent brand identity will be prominent. Attendance at key maritime events including: <ul style="list-style-type: none"> London International Shipping Week Southampton International Boat Show Seawork 	Ongoing
PARTNERSHIP WITH MARITIME UK	<ul style="list-style-type: none"> Attendance at National Council Attendance at Regional Council Support the work of Maritime UK, including UK trade missions and policy influence 	Ongoing
MUK SOLENT WEBSITE	<ul style="list-style-type: none"> Commission work to develop website for MUK Solent that can facilitate the anticipated growth of service offer 	June 2022
REVENUE GENERATION PLAN	<ul style="list-style-type: none"> Develop a plan for revenue generation, to secure the capacity funding offered by the Solent LEP and, ultimately, a sustainable business model 	April 2023
MARITIME UK SOLENT AWARDS	<ul style="list-style-type: none"> Host a maritime UK Solent Awards Dinner 	October 2022

6. FINANCIAL FORECASTS

The Solent LEP is providing capacity funding to establish MUK Solent over three financial years from 2021/22 to 2023/24. LEP capacity funding is provided on the basis of MUK Solent generating 50% match in 2022/23 and 75% match in 2023/24, with the ambition for the business to be self-funding from 2024/25. The financial forecasts are indicative only at this stage and will be reviewed regularly and monitored by the Maritime UK Solent Board.

MARITIME UK SOLENT - BUDGET FORECAST TO 2023/24

ACTIVITY	BUDGET 2021/2022	INDICATIVE BUDGET 2022/2023	INDICATIVE BUDGET 2023/2024	TOTAL BUDGET	TOTAL FORECAST EXPENDITURE	VARIANCE
Staffing Costs	80,000	150,000	300,000	530,000	530,000	0
Office Costs	0	10,000	20,000	30,000	30,000	0
Accountable Body Support	10,000	15,000	20,000	45,000	45,000	0
Legal Support	10,000	15,000	20,000	45,000	45,000	0
Marketing & Communications costs	40,000	60,000	80,000	180,000	180,000	0
Commissions	80,000	200,000	300,000	580,000	580,000	0
Other Operational costs	10,000	20,000	30,000	60,000	60,000	0
Contingency/Reserves	20,000	130,000	230,000	380,000	380,000	0
MUK SOLENT BUDGET GRAND TOTAL	250,000	600,000	1,000,000	1,850,000	1,850,000	0

FUNDING SUMMARY	BUDGET 2021/2022	BUDGET 2022/2023	BUDGET 2023/2024	TOTAL BUDGET	TOTAL FORECAST EXPENDITURE	VARIANCE
Solent LEP Contributions	250,000	300,000	250,000	800,000	800,000	0
LEP matched funding contributions (cash or kind)	0	300,000	750,000	1,050,000	1,050,000	0
Other Contributions	0	0	0	0	0	0
MUK SOLENT BUDGET GRAND TOTAL	250,000	600,000	1,000,000	1,850,000	1,850,000	0



THE SOLENT MARITIME SECTOR GENERATES:



£77bn

worth of goods for
import & export through
Solent Ports



£43.8bn

worth of exports, of
which 85% are to non-EU
countries



£17.2bn

OF TURNOVER



£7.7bn

GVA to Solent economy
which equates to...



25%

of the Solent LEP
economy



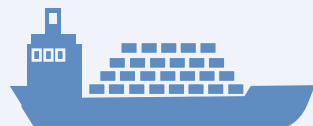
£723m

direct contrirbution
to the UK Exchequer



199K

jobs linked to the
maritime sector



£1.5bn

value of maritime goods
and services



8.6m

8.6m Cross Solent passengers
(ferry & hi-speed)
1.8m Cross Channel passengers



2.2m

cruise passengers, including
2m through Southampton and
200k through Portsmouth



2.1m

number of vehicles using
Cross-Solent ferries in 2019



MARITIME UK SOLENT BUSINESS PLAN

Be part of the Solents's success through
Maritime UK Solent.

Let's work jointly with all maritime related
organisations based in the Solent, so that we
can strengthen all that we do to build an even
stronger, renowned national and international
global gateway.

To express your interest, please email:
muksolent@solentlep.org.uk
or call us on:
023 9268 8924

