



**MARITIME UK**  
**SOLENT**

**BUSINESS PLAN 2023/24**





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# 1. FOREWORD

Our ambition is 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.

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 schools, and Further and Higher Education Institutions.

To maintain this position, the Solent Local Enterprise Partnership established Maritime UK Solent Ltd 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. In February 2022 the Government published its Levelling Up White Paper, within which the work of Maritime UK Solent was recognised for not only bringing together this economically significant sector but as an exemplar of how an industry-led regional body can champion and drive economic growth.

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.

Our first full year of operation was more successful than we could have imagined. We have hosted a programme of breakfast network meetings through which we have connected the sector, we have connected Solent maritime businesses to the National Shipbuilding Office, the Department for Transport, UK SHORE, and Innovate UK to access funding opportunities, and we have signed a collaboration agreement with Turku Business Region in Finland. We have worked with Connected Places Catapult and the Royal Navy to identify our region's maritime innovation strengths, and, of course, hosted our inaugural Maritime UK Solent Awards, where we saw the very best of our maritime sector recognised.

This year will be an exciting step on our journey to lead, champion and grow the Solent's Maritime sector and this Business Plan sets out our planned activities, which we very much look forward to working with you on.

## Anne-Marie Mountifield

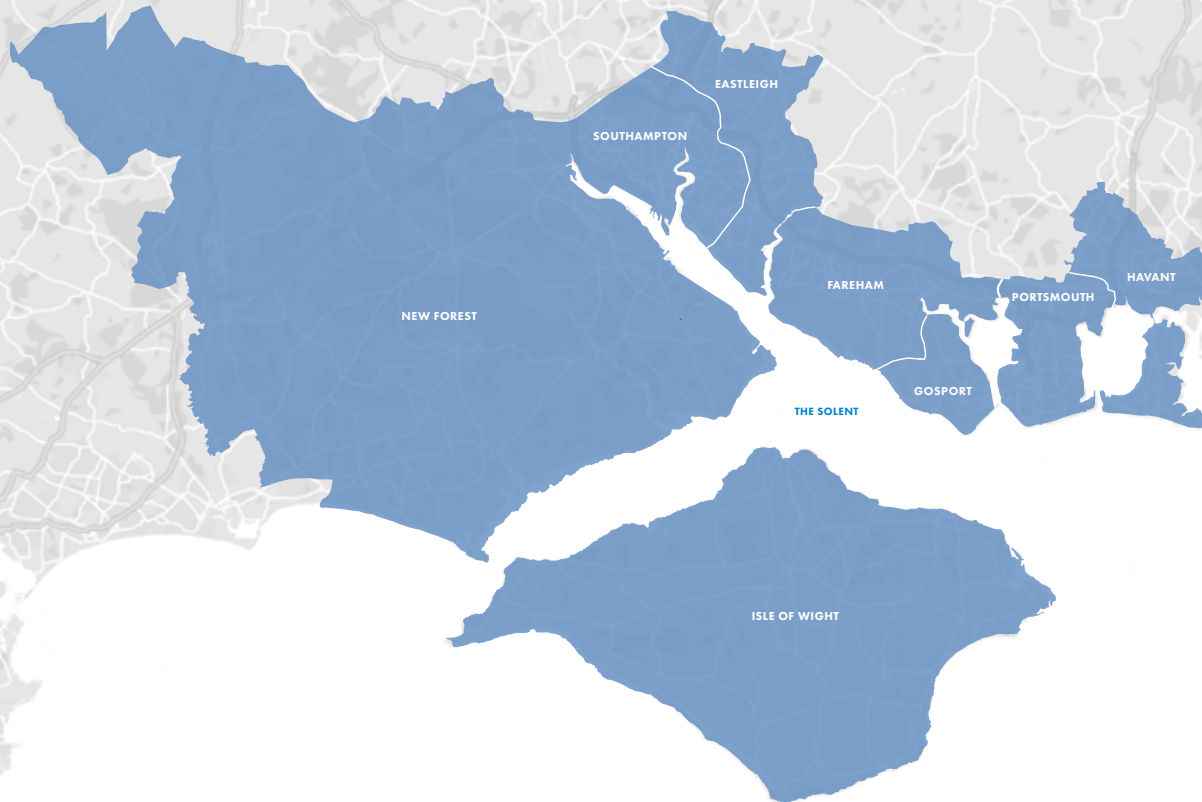
CHAIR  
Maritime UK Solent



## Stuart Baker

MANAGING DIRECTOR  
Maritime UK Solent





## 2. MARITIME UK SOLENT

Maritime UK (MUK) Solent Limited is an industry-led body to promote a thriving maritime sector within the Solent (see map). 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.

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 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 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 low 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 ENABLERS

The Mission of Maritime UK Solent will be guided by the following enablers:

## COLLABORATION

We will work with organisations that share our vision, convene the sector power, and provide a central point for coordinated activity.

## CAPACITY

We will identify opportunities to bring funding into the sector and region to realise our Vision.

## CULTURE

We will foster an ecosystem that supports maritime businesses, attracts great people into the sector, and allows innovation to flourish.





IMAGE: THE ISLE OF WIGHT

# THE 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 MUK Solent Board comprises:

## THE CHAIR

- who should be a Non-Executive Director for Maritime UK, thereby cementing the link to the MUK National Council for industry in the Solent area

## THE VICE CHAIR

- who should be a Non-Executive Director and maritime lead from the Solent LEP Board, thereby cementing the link with the Solent LEP and Solent 2050 strategy

## SEVEN NON-EXECUTIVE DIRECTORS

- to include 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.



<b>NAME</b>	<b>ANNE-MARIE MOUNTIFIELD</b> Chair	<b>GRAHAM BARNETSON</b> Vice Chair	<b>STUART BAKER</b>	<b>AMELIA GOULD</b>	<b>ALASTAIR WELCH</b>
<b>POSITION</b>	Maritime UK Director	Solent LEP Board lead for Maritime, CFO Red Funnel Ferries	Managing Director MUK Solent	Director Programmes, Helsing	ABP Regional Director, Southampton
<b>TYPE OF DIRECTOR</b>	Executive Director	Non-Exec	Executive Director	Non-Exec	Non-Exec
<b>CLASS OF DIRECTOR</b>	Board Member 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



<b>NAME</b>	<b>DONNACHA O'DRISCOLL</b>	<b>ANDREW KAYE</b>	<b>SARAH DUCKERING</b>	<b>COMMODORE ANDY CREE CBE</b>
<b>POSITION</b>	Executive Vice President Maritime, Carnival UK	Principal and CEO, Fareham College	Director of Research and Innovation Services, University of Portsmouth	Commodore Royal Navy SRO Armed Forces Recruiting Programme
<b>TYPE OF DIRECTOR</b>	Non-Exec	Non-Exec	Non-Exec	Non-Exec
<b>CLASS OF DIRECTOR</b>	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 25% of the total economic output of the Solent 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. 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 of 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 cruise sector.

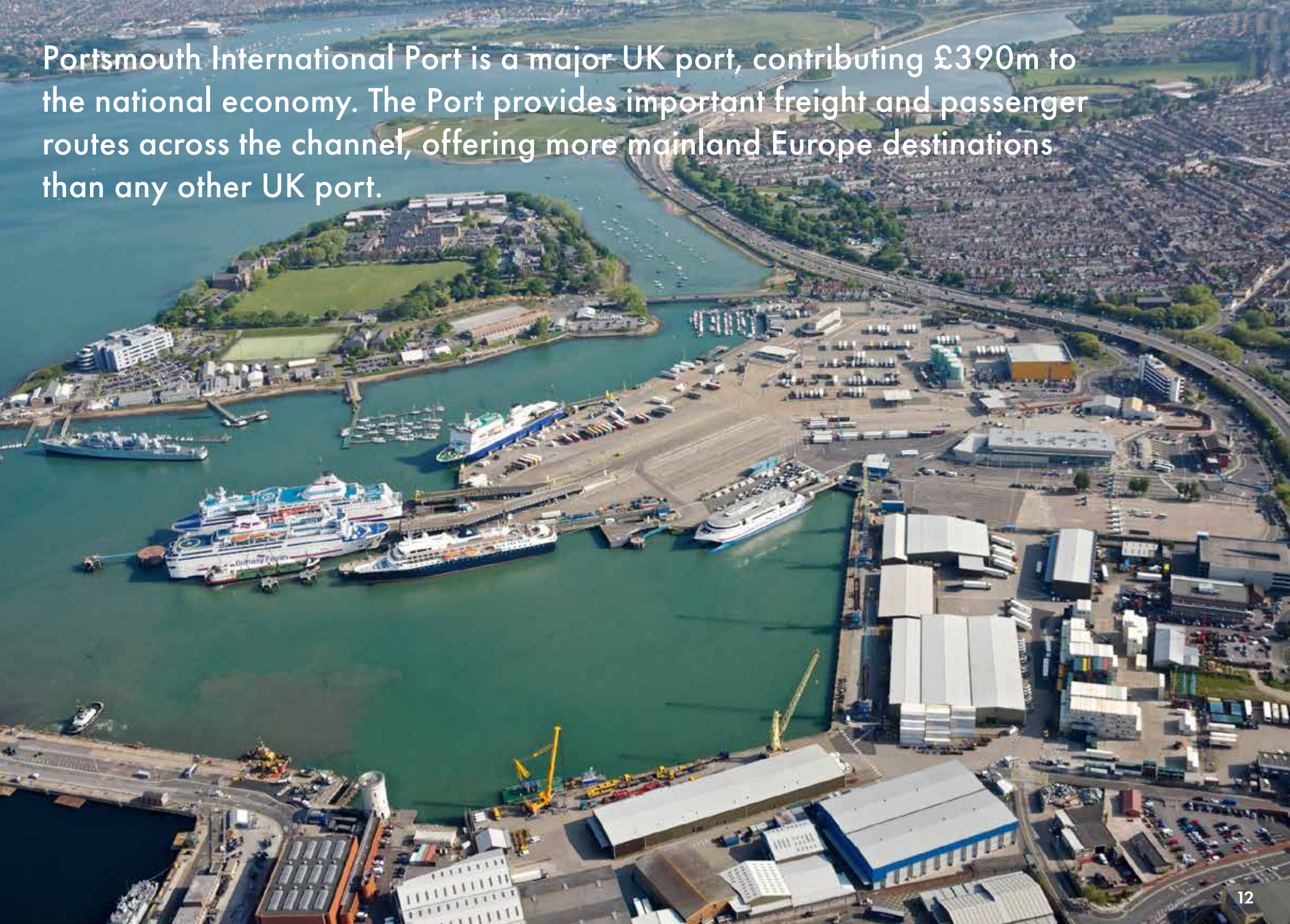
Both our ports are leading the charge for clean maritime, with Portsmouth having recently installed a ground-breaking solar and battery system which is contributing around 35% of the Port's power and a significant step in Portsmouth International Port's ambition to be the UK's first net zero carbon port. Portsmouth International Port has also hosted a Clean Maritime Demonstration Competition project, which has been led by the University of Portsmouth. The project will see a 35KW hydrogen electrolyser producing hydrogen using electricity from the port's solar array to 'crack' water and produce hydrogen to be used in a 300HP V8 outboard motor, which will be used on a purpose-built boat to tow mooring lines, work harbour patrols and undertake conservancy work.

Port of Southampton is the first UK commercial port to install shore power facilities for cruise ships, enabling ships to plug

Southampton is the UK's most efficient container port, the UK's leading export port and automotive hub, and is Europe's number 1 cruise turnaround port, handling over 2m passengers p.a.



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.





in at the port's Horizon Cruise Terminal and Mayflower Cruise Terminal, for zero emissions at berth.

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.

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 capacity.

The recently designated 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 warships in the history of the Royal Navy fleet - base ported at Portsmouth, to the development of maritime autonomous vessels, the Solent continues to be at the leading edge of maritime innovation today.

We have worked with the Royal Navy and Connected Places Catapult to identify the Solent's world leading maritime

innovation strengths. This work identified connected, clean and autonomous maritime as the Solent's three key maritime strengths. These strengths will form a key focus for our work.

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.



Linked to the expertise that resides at NOC, the Solent is undoubtedly at the forefront of pioneering maritime autonomy and robotics, with a range of innovative companies that are world-leaders in their respective fields coalescing in the Solent.



CREDIT: GIFFON HOVERWORK



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 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 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. 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 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 (CECAMM) 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 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.

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.



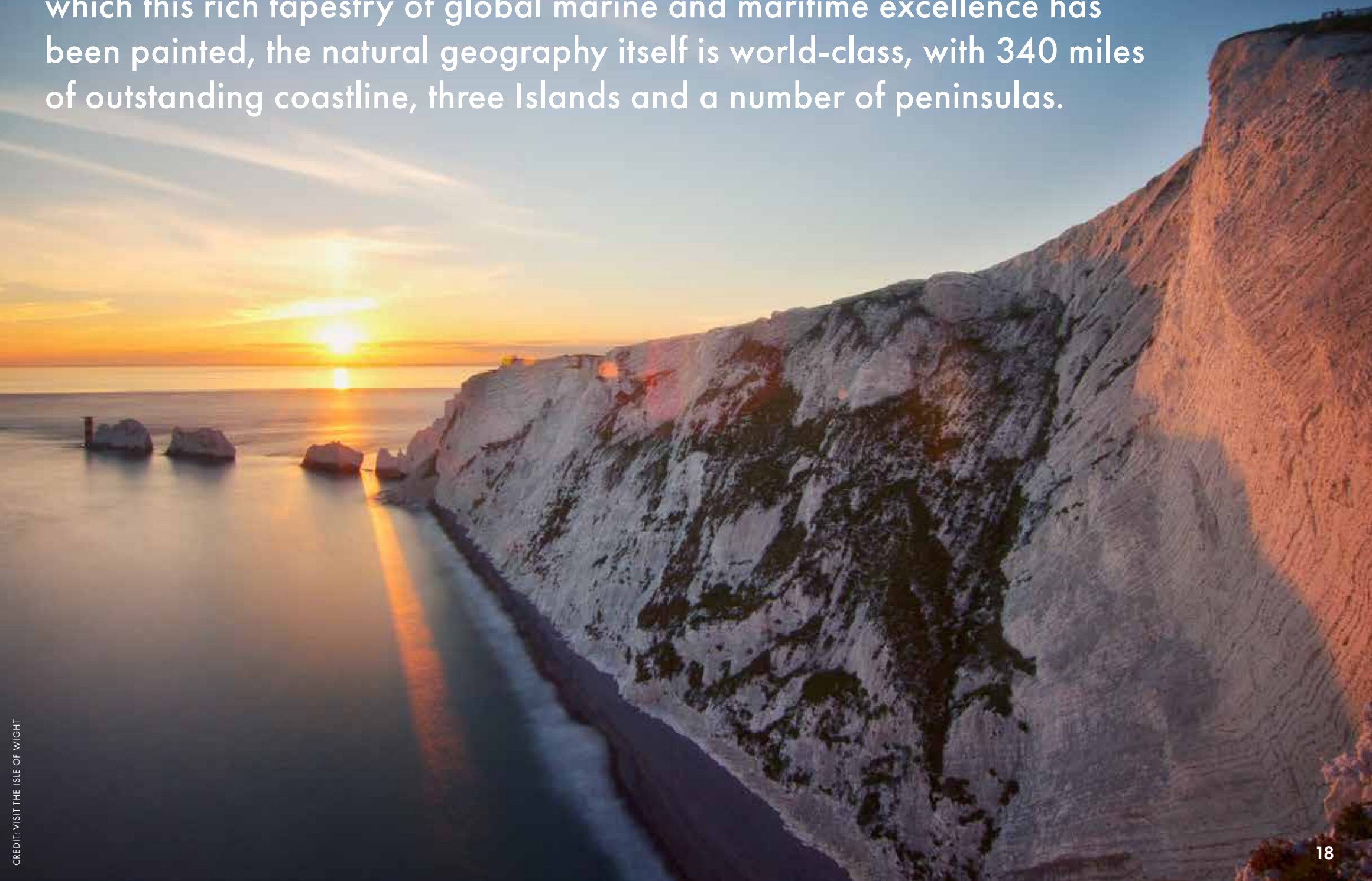
This is being delivered through the Solent Careers Hub architecture, which has all schools and colleges in the area engaged in the programme - deepening the links between education and industry.

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 exist 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, Southampton in 1912 and the Sea City Museum tells the story of this tragic journey that impacted on the lives of so many. 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.

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.



# 4. DELIVERING 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.



# 4.1 LEAD

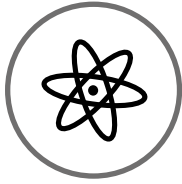
Success in this priority area will see:

- 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.

Activities that MUK Solent will support to Lead the Solent’s Maritime Sector are set out in the table below.



ACTIVITY	OUTPUTS	TIMESCALE
NETWORKING EVENTS	<ul style="list-style-type: none"> <li>• Deliver a series of networking events to convene, grow and connect the network.</li> </ul>	Ongoing
PROMOTE GOVERNMENT FUNDING OPPORTUNITIES	<ul style="list-style-type: none"> <li>• Work with Government and local partners to promote access to funding and support to Solent maritime businesses and organisations.</li> <li>• Convene the sector to collaborate on bidding opportunities (for example through the Zero Emission Vessel and Infrastructure Fund).</li> </ul>	Ongoing
CONNECTING BUSINESSES TO ACADEMIA/RESEARCH INSTITUTIONS	<ul style="list-style-type: none"> <li>• Hosting events to connect businesses to Academia/Research Institutions to assist with idea development.</li> </ul>	Ongoing
SOLENT LOCAL SKILLS IMPROVEMENT PLAN	<ul style="list-style-type: none"> <li>• Partnership working with the Hampshire Chamber of Commerce to support the evidence base to inform the Solent Local Skills Improvement Plan to identify and report upon skills gaps in maritime.</li> </ul>	June 2023
KNOWLEDGE TRANSFER PARTNERSHIP PROJECT WITH UNIVERSITY OF SOUTHAMPTON	<ul style="list-style-type: none"> <li>• Promote and support the development of KTP relationships between academia and Industry to support industry in project management of robotics, autonomous and clean maritime technological developments.</li> </ul>	April/May 2023
PARTNERSHIP WITH SOUTH COAST INSTITUTE OF TECHNOLOGY	<ul style="list-style-type: none"> <li>• 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.</li> </ul>	Sep 2023
LOBBYING GOVERNMENT TO PROMOTE THE SOLENT MARITIME SECTOR	<ul style="list-style-type: none"> <li>• Increased recognition of the Solent maritime sector within Government.</li> </ul>	Ongoing
PROVIDING A VOICE FOR THE SOLENT MARITIME SECTOR WITHIN MARITIME UK	<ul style="list-style-type: none"> <li>• Attending meetings of Maritime UK to provide a voice for the Solent Maritime sector.</li> </ul>	Ongoing
CONNECTING THE SECTOR TO WIDER GROWTH OPPORTUNITIES.	<ul style="list-style-type: none"> <li>• Ensure the Maritime sector is recognised in wider growth activities such as The Solent Cluster, Space South Central, and Solent Freeport.</li> </ul>	Ongoing



## 4.2 CHAMPION

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 2023 and increased Solent based applications to the MUK Awards 2024.



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

ACTIVITY	OUTPUTS	TIMESCALE
MUK SOLENT WEBSITE	<ul style="list-style-type: none"> <li>• Publish, promote and attract visits to the MUK Solent website.</li> </ul>	May 2022
SHOWCASING MARITIME INNOVATION	<ul style="list-style-type: none"> <li>• Attending and leading an event at VentureFest South offering partner businesses opportunities to promote their products and services</li> <li>• Support for and promotion of the National Oceanography Centre's MATS event MATS 2023   noc-events.co.uk</li> </ul>	Nov 2023 Nov 2023
SOLENT MARITIME INNOVATION HUB	<ul style="list-style-type: none"> <li>• Work with Solent LEP to deliver and optimise utilisation of the Solent Maritime Innovation Hub</li> </ul>	Sept 2023
MARITIME UK SOLENT AWARDS	<ul style="list-style-type: none"> <li>• Champion the Solent Maritime Sector through the Maritime UK Solent Awards 2023</li> </ul>	Oct 2023
MARITIME UK AWARDS 2023 AND 2024	<ul style="list-style-type: none"> <li>• Promotion of Solent based maritime businesses that are successful at the national Maritime UK Awards 2023 and 2024.</li> <li>• Encourage applications from Solent based maritime organisations to the Maritime UK Awards 2024.</li> </ul>	March 2024
INTERNATIONAL COLLABORATIONS	<ul style="list-style-type: none"> <li>• Identify and execute appropriate international collaborations to ensure the global growth of the Solent maritime cluster.</li> </ul>	Ongoing
ESTABLISH A MUK SOLENT CHARTER	<ul style="list-style-type: none"> <li>• Offer the opportunity for Maritime businesses and organisations to sign up to the MUK Solent Charter as a means to promote the MUK Solent brand.</li> </ul>	Ongoing
LOBBYING GOVERNMENT TO PROMOTE THE SOLENT MARITIME SECTOR	<ul style="list-style-type: none"> <li>• Increased recognition of the Solent maritime sector within Government.</li> </ul>	Ongoing
PROVIDING A VOICE FOR THE SOLENT MARITIME SECTOR WITHIN	<ul style="list-style-type: none"> <li>• Attending meetings of Maritime UK to provide a voice for the Solent Maritime sector.</li> </ul>	Ongoing



## 4.3 GROW

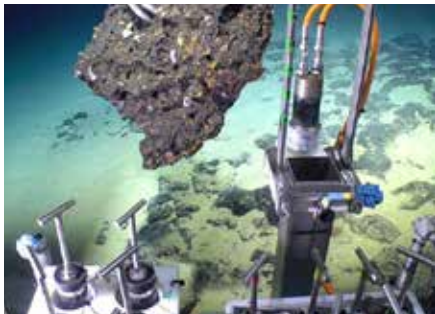
Develop and maintain a compelling value proposition for the Solent maritime cluster that attracts new investment, raises productivity and output, creates new jobs, and the skills the sector needs.

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.

Activities that MUK Solent will support to Grow the Solent's Maritime Sector are set out in the table below.

ACTIVITY	OUTPUTS	TIMESCALE
PROMOTE GOVERNMENT FUNDING OPPORTUNITIES	<ul style="list-style-type: none"> <li>• Work with Government and local partners to promote access to funding and support to Solent maritime businesses and organisations.</li> <li>• Convene the sector to collaborate on bidding opportunities (for example through the Zero Emission Vessel and Infrastructure Fund).</li> </ul>	Ongoing
NETWORKING EVENTS	<ul style="list-style-type: none"> <li>• Deliver a series of networking events to convene, grow and connect the network.</li> </ul>	Ongoing
INNOVATION ECOSYSTEMS	<ul style="list-style-type: none"> <li>• 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.</li> </ul>	Ongoing
COMMISSIONING OF A REPORT ON THE MARITIME SKILLS NEEDS AND PROVISION IN THE SOLENT	<ul style="list-style-type: none"> <li>• Deliver a report setting out the maritime skills needs and provision in the Solent and identify gaps in provision.</li> </ul>	Sep 2023
MARITIME UK SOLENT CAREERS PLAN	<ul style="list-style-type: none"> <li>• 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.</li> </ul>	Sep 2023
MUK STEM ROADSHOW FOR GIRLS	<ul style="list-style-type: none"> <li>• Deliver an event at Southampton International Boat Show 2023 for 11 – 16-year-old girls to promote careers in maritime.</li> </ul>	Sep 2023
PROMOTION OF CLEAN MARITIME SKILLS	<ul style="list-style-type: none"> <li>• Work with Maritime UK to promote careers in Clean Maritime.</li> </ul>	Sep 2023
MARITIME CAREERS SUMMIT	<ul style="list-style-type: none"> <li>• Convene maritime employers and skills providers to deliver a maritime careers fair in the Solent.</li> </ul>	Dec 2023
INWARD INVESTMENT	<ul style="list-style-type: none"> <li>• Work with the Department for International Trade to promote the Solent as a location for maritime investment.</li> </ul>	Ongoing



# 5. 2023/24 BUDGET FORECAST

The forecast budget for 2023/24 is provided below.

<b>MARITIME UK SOLENT - BUDGET FORECAST TO 2023/2024</b>	
<b>ACTIVITY</b>	<b>BUDGET 2023/2024</b>
Staffing Costs	206,000
Office Costs	10,000
Accountable Body Support	10,000
Legal Support	5,000
Marketing & Communications costs	23,000
Subscription to MUK	15,000
MUK Solent Evidence Base/Core Activity	47,000
MUK Solent Awards	90,000
Mission Delivery	60,000
Other Operational costs	15,000
Contingency/Reserves	55,000
<b>MUK SOLENT BUDGET GRAND TOTAL</b>	<b>£536,000</b>





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

# 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



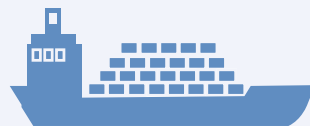
£723m

direct contribution 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 2023/24**

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](mailto:muksolent@solentlep.org.uk)

or call us on:

**023 9268 8924**

or visit our website:

[www.muksolent.com](http://www.muksolent.com)

