



Partnership for Urban South Hampshire
Portsmouth City Council
Civic Offices, Floor 2, Core 3
Guildhall Square
Portsmouth
PO1 2AY

Philippe Jouy
Solent LEP Board Director

Sent by email to: philippe.jouy@solentlep.org.uk

Cc david.williams@portsmouthcc.gov.uk
swoodward@fareham.gov.uk
anne.marie-mountifield@solentlep.org.uk
Stuart.baker@solentlep.org.uk

3 December 2014

Dear Philippe,

Re: Solent Inward Investment Model

Thank you for your letter of 9 October 2014, inviting the 12 local authorities to co-invest in the delivery of an integrated inward investment model for the Solent.

Inward Investment remains a key priority for PUSH and your invitation to PUSH to work with the LEP is welcomed. The underperformance of the Solent sub region on Foreign Direct Investment (FDI) is also a matter that PUSH wish to see addressed to ensure that the Solent LEP area achieves the aspirational UK FDI target of 5% by 2020. PUSH is keen therefore to work collaboratively with the LEP on this priority agenda and, on this basis, is willing to co-invest towards an integrated Inward Investment Model for the area.

The proposed local authority investment offer consists of both cash and in-kind contributions from a number of sources as summarised below:

Source of Funding	Cash Contribution (£)
PUSH	£100,000
Portsmouth City Council	£50,000
Southampton City Council	£20,000 ¹
TOTAL	£170,000



Source of Funding	Resources	Monetary value of In kind Contribution (£)
Hampshire County Council	-Marine Sector Specialist 1.0 – FTE	£50,000
Southampton City Council	Access to CRM system & Website	£20,000
TOTAL		£70,000

PUSH notes that the Partnership's contribution would either be used to support the preferred level of collective cash contribution of circa £770,000 or a more modest 'progressive model', at a reduced cost (£289,000) in the short term. The PUSH local authorities support the LEP's ambition to pursue the preferred model underpinned by an appropriate level of funding which would help to unlock a step change in performance. Please be advised, however, that the level of investment from the PUSH local authorities is capped at this time at £170,000 cash in addition to the in-kind resource contribution to the value of £70,000 as outlined above.

Furthermore, please be aware that the PUSH local authority contribution outlined in this letter was approved in principle by the PUSH Joint Committee, at its meeting on 2 December subject to an agreed Service Level Agreement between PUSH and the Solent LEP. The PUSH Joint Committee is particularly keen for the LEP to confirm its level of cash contribution with the expectation that the LEP contribution, would at the very least, be equivalent to the the total PUSH & additional local authority funding offer of £170,000.

PUSH looks forward to working with the LEP on developing a Service Level Agreement for consideration at the PUSH Joint Committee. The Partnership also welcomes the opportunity to conduct a periodic review of the financial position as well as performance of the Inward Investment Delivery Model to ensure, as an area, we reap the return on our joint investment.

In the meantime, I trust that the proposed PUSH local authority contributions outlined above is acceptable to the LEP. We look forward to working with you.

Please do not hesitate to contact me if you have any queries.

Yours Sincerely,

Gloria Ighodaro
PUSH Interim Executive Director

ⁱ Should the new arrangements come into place before 1 April 2015, SCC would make a pro rata contribution from their 2014/2015 budget based on the number of months of operation. Similarly, should the new arrangement come into place after 1 April 2015, SCC would make a pro rata contribution from their 2015/16 budget.