

**KENT INVICTA CHAMBER OF COMMERCE**  
**EAST KENT ECONOMIC DEVELOPMENT GROUP (EKEDG)**  
**WEDNESDAY 25 JULY 2018 AT 10.00AM**  
**College Restaurant, East Kent College Folkestone Campus**

**1. Welcome and Apologies**

**Members Present:**

Ray Johnson - Chair

Mike Marsh - Barclays Bank

Philip Clapham – Smith Wooley

Tamasin Jarrett – Betteshanger Park

Jo Rossi – Locate in Kent

Katherine Harvey – Shepway District Council

Richard Lavender – Kent Invicta Chamber of Commerce (Chairman)

**Apologies:**

Dan Deed –Woodley Coles

Mark Minus – MHA

Jonathan Clarke – Morgan Jones

Kimberley Anderson – Discovery Park

Graham Hammond – Shepway District Council

Karen Dean – Brachers LLP

Ella Brocklebank – Jenner Construction

Lee May – Brachers

Andrew Cruttenden – Martello

Daniel Sangiuseppe – Castlewood Hotels

Steve Wisbey – NIC Instruments Ltd

Richard Christian – Port of Dover

Richard Morsley – Betteshanger Park

## **2. Minutes of Previous Meeting:**

Agreed.

Ray thanked the East Kent College for hosting us and Jonathan in his absence for arranging the meeting.

## **3. Outstanding Action**

- RJ reported that Steve Wisbey from NIC Instruments Ltd continues to look for suitable premises and suggested that Jo follows this.
- It is proposed that Vattanfall Windfarm will present to the Group and the Chair has a meeting and will report back.
- LM to do talk on planning at the meeting on 26/09/2018
- RJ asked whether KA needed help with her charity steering group and she confirmed no input was required and this remains in hand.
- Thanet District Council – Louise Askew would be back in September and be attending meetings again. The chair will chase as it was hoped that TDC would come on board.

## **4. Chairman's Comments and Report**

RJ said there were a few items to report.

- Brexit continues to be an issue, there is a lot going on and of course it remains difficult for businesses to engage with uncertainty. The Chamber is going to produce a report soon but meanwhile he has been engaged with Canterbury Christchurch University in relation to the Centre of European Studies and will forward a report in due course. The chair emphasised he remains confident matters will be concluded to the benefit of everyone.
- Businesses seem to be quite resilient and relatively upbeat and he had noted there is an awful lot of reserves in place and this was reaffirmed by both Philip and Mike. Maybe companies are awaiting outcomes to progress their business further in the longer term.
- Eurotunnel now having associated company – GetLink <https://getlinkgroup.com/uk/home/>
- The school based at the Glassworks in Folkestone shall be vacating on the 1<sup>st</sup> September 2018 and the Creative Foundation will be offering a creative hub centre and do let him know if you have anyone interested.

## **5. Update/discussion – Richard Lavender – Kent Invicta Chamber of Commerce (kindly provided the following)**

KICC Current Project Status

Operation Stack (Highways England)

Lower Thames Crossing (Highways England)

Rural Business Crime (Director Chairman of Rural Crime Committee for Police Commissioner)

Heathrow 3rd Runway, (Minister Level with BCC)

BREXIT working with BCC. (different priorities in different parts of the Country difficult to give overall business view.)

Ashford EDG Ashford Big8  
M20 J10a  
Ashford College (Hadlow College)  
New Business Commercial Centre Station Road  
Elwick Road Development  
Chilmington Green  
Designer Outlet to double in size  
Town Centre (Town Walk and Cinema)  
Victoria Crescent (Supermarket, Large Hotel, Brewery, Housing).

The KICC is working with Highways England and KCC to assist in the future of Operation Stack.

Assess the impact of :-

- a/ Lower Thames Crossing
- b/ Eurotunnel modified holding area
- c/ Dover Harbour current re-development with larger freight holding area together with Dover TAP
- d/ Current Ashford Truck stop doubling in size
- e/ Stop 24 Junction 11 increase size of lorry park on south side of M20, Possible + 1600 units
- f/ Licensing other suitable lorry parks especially on M20/M2/A2 corridor

Permanent Lorry Park (This has been put on hold at the moment)

- a/ Must be close to J11 on M20
- b/ Must be 24/7/365 with adequate driver facilities and security of compound
- c/ Needs to be a commercially run service.

M20 Lorry reservoir (Current review East bound M20 J8/J9)

- a/ Must ensure the use of two way traffic in westerly direction carriageway
- b/ Adequate driver facilities must be provided for drivers i.e toilets and rubbish disposal
- c/ Must be easily put into place and dismantled when required.
- d/ Possibility of splitting Dover traffic onto M2 and Folkestone traffic to M20 at M25 junctions
- e/ Intelligent overhead signage pre-warning of Operation Stack.
- f/ Full consideration given to freedom of movement for Kent Businesses
- g/ Enforcement of NO LORRIES OVERTAKING MUST REMAIN ON INSIDE LANE

Considerations

It must be remembered that the days of reserve stocks has long gone and every business requirement is scheduled on a daily delivery basis. We must ensure that Kent businesses are not penalised by operation stack

County and Local Authorities must be more willing to facilitate Planning Applications for more privately run Lorry Parks along the A2 M2 A20 M20 corridor. We know from existing facilities that a well run secure compound is both viable and profitable.

## **6. Update/discussion – From the group**

**Betteshanger – Tamasin (kindly provided the following)**

Betteshanger Country Park has announced it's opening date as the 30th March 2019. A raft of events will take place on the lead up to and after the opening.

Visitor Figures to the park are up by 10% on last year with 135,000 visitors this year. This is expected to grow to 200,000 in 2019 and 250,000 the year after.

Fundraising campaign – we have been working towards a £1.8m shortfall over the past 18mths and have so far raised £1.3m from trusts and foundations, corporate and individual donations. We therefore currently have a £500k left to find before we open in 2019. We have launched a public appeal to raise £250,000 providing people to personalise miners' pit checks with their own limited edition number and name, they will get to keep one for themselves as a keepsake and another will be displayed on the balustrade to the new Visitor Centre.

We are keen to raise the profile of the Betteshanger Project and the public appeal and would like to be made aware of any meetings or events that we might be able to attend and promote over the coming months.

#### **Locate in Kent – Jo (kindly provided the following)**

New CEO in place since April – will be meeting Folkestone DC in August and Dover (tba)  
Media campaign has evolved from 101 Reasons Kent makes business sense to Kent makes business sense to me, case study driven. Campaign across print, media and online.  
Call for case studies – we will promote through social media - good opportunity to showcase success stories  
Data – will bring stats around top sectors showing an interest, FDI etc to future meetings – data infographics tool being refined currently.  
Reminder about our smart property portal which can be used in site selection – provides demographics, labour force, types of businesses in the area, consumer expenditure etc - <http://kentuk.zoomprospector.com/>; we will do a quick overview in the September presentation.

#### **FHDC – Katharine (kindly provided the following)**

Folkestone & Hythe DC Marketing Campaign – the council is looking to develop a marketing campaign to promote the benefits and raise the profile of the area to new and existing residents, businesses and investors. A marketing consultancy to support this work will be procured over the next few months

Folkestone & Hythe Business Guide – a new business guide has been pulled together and is available in both hard copy and electronic form. This promotes the attributes of the district as a business location to attract inward investors and new businesses. There are hard copies of the brochure available and anyone wanting copies please contact Katharine on [Katharine.harvey@folkestone-hythe.gov.uk](mailto:Katharine.harvey@folkestone-hythe.gov.uk) who will arrange delivery. The guide is also available on the [www.folkestone.works](http://www.folkestone.works) website through the attached link.(<http://folkestone.works/2018/07/new-business-guide-launched/>)

Folkestone Community Works (CLLD) Programme – the first call for projects in February resulted in 10 main project applications and 3 applications for SME business grants. There will be a second call for applications for both main projects and SME business grants in September.

Further information, including application details will be published on [www.folkestonecommunity.work](http://www.folkestonecommunity.work)

Employment/skills hub, Mountfield Road Industrial Estate – following the completion of masterplanning and feasibility work to take forward the remaining undeveloped council-owned plots on the industrial estate, the site location for a new employment/skills hub has been approved by the F&HDC Cabinet. The outcome of a funding application to the Coastal Community Fund (supported by the New Romney Coastal Community Team) for a grant towards the development costs is awaited, but in the meantime a detailed planning application for the scheme is due to be decided upon in September.

**Smith Wooley – Philip**

Concerned of the retail environment where some companies are going into liquidation with CVA which is distorting availability and employment which has an impact locally, particularly with the latter.

**Independent Insurance Services – Ray**

Sector doing well, lots of consolidation now going on, otherwise most businesses by way of clients seem to be quite upbeat and whilst Brexit continues to be a concern there seems to be a lot of reserve funding around – guess they are sitting on their hands for a bit.

**7. Sector Update**

Covered prior

**8. Other projects update**

Covered prior

**9. Any other business & topics**

Covered prior

**Date of next meeting**

26<sup>th</sup> September 2018 – Kimberley hosting Discovery Park, Innovation House, Innovation Way

Sandwich, Kent CT13 5FF