



CORNWALL
marine
NETWORK
NETMORV
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CORNWALL

CMN Skills Model

Paul Wickes - CEO



CMN Skills Model



- **Introduction to CMN**
- **Explanation of the CMN Skills Model + Key Achievements**
- **How CMN serves the Atlantic Strategy**
- **Collaboration opportunities for the future**

CMN brief history

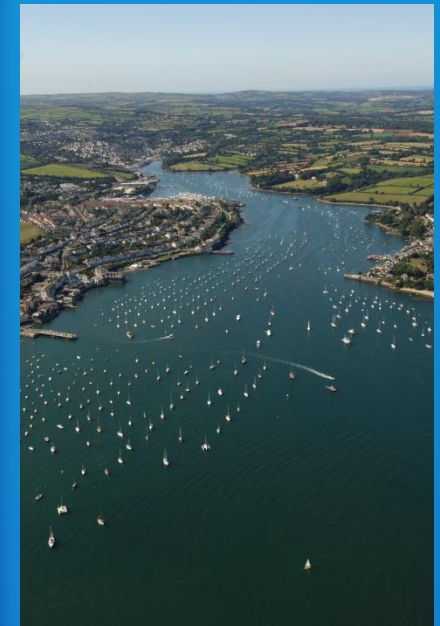


- Formed in 2002 by marine employers to give identity to the Cornwall marine and maritime sector
- Not-for-profit; limited by guarantee
- Owned by 351 marine businesses – mainly SMEs
- Members' subscriptions provide core income
- Additional income accessed through delivery of local, regional, national and international contracts
- CMN expert staff employed to serve Employer needs

Cornish Marine - Facts & Figures



- Longest Coastline at 433 miles in UK
- £550 million per annum GDP in Cornwall
- 1 in 7 of the marine jobs in UK
- 14,000 jobs directly or indirectly involved in marine sector
- 600 businesses in Cornwall



CMN Mission & Objectives



- **Mission Statement:**

'To increase the economic prosperity of our member companies'

- **Promoting growth** in Cornish marine businesses through **specialist marketing, training, innovation** and **networking support**
- **Raising the profile** of CMN with **stakeholders** (inc. public and private sectors)
- **Introducing young people** to the scope of **career opportunities** in the marine sector and providing fresh talent with **appropriate qualifications for the workplace**



CMN Skills Model



- Integrity of relationship means **Employers share their needs** with CMN Skills Brokers
- **CMN source solutions**, including securing project funds to deliver outcomes
- **Cornwall Marine Academy** – promotes career opportunities to 14 to 24 years, delivers vocational training experience with member businesses
- **Cornwall (UK) Apprenticeship Agency** offers a low risk and low cost option of Apprenticeships exclusively to SME's
- CMN pays marine employers to provide vocational training
- **Flexible delivery** removes previous barriers to engagement:
 - at employer premises
 - evenings & weekends
 - no minimum cohort numbers
- CMN prioritises **PEOPLE**, then **SERVICE**, then **PROFIT**; not the other way around
- **CMN skills model is still growing** – despite austerity cuts



CMN Skills Model - Key Achievements



- Gained **> £14 Million** project funding
- Created more than **1,400 new jobs**
- Engaged more than **5,000 Employees in skills and training**
- Provided real vocational training to **>3,000 Young People aged 14 to 24 years**
- Created **>1,020 new SME Apprenticeships** in just 2 years
- Added more than **£130 Million Gross Value Added** to Cornwall economy
- Achievements are without parallel in UK; Europe?

CMN services related to Atlantic Strategy Action Plan



- **Improving skills** in Atlantic industries and **raise awareness of sea-related careers**:
 - Training for member businesses is key to underpinning growth
 - Creation of **Apprenticeships** to support sector SMEs
 - Creation of the **Cornwall Marine Academy** to engage with Young People 14 to 24 years)
 - **Pre-training pathways** for Marine Engineering and Watersports professions
- Preserving the Atlantic's **cultural heritage**:
 - creation of a Virtual Learning Environment for **traditional wooden boatbuilding skills**; free worldwide access boat-building.org



CMN services related to Atlantic Strategy Action Plan



- **Upgrade of businesses infrastructures:**
 - **Cornwall Marine Capital Fund** worth £1.9 Million RGF co-funding businesses capital investments, including boatyards and marinas, to create >450 new jobs supported by new skills training
- **Raise awareness of marine careers:**
 - Engagement of schools and employers
 - Raise the profile of the sector's jobs
- **Increase employability and opportunities for young people in the sector:**
 - Support and facilitate the access to Apprenticeships for marine sector SMEs
 - Deliver employability programmes for Young People to access the marine sector
- **Ensure longevity of knowledge and skills:**
 - Deliver high quality training that Employers need
 - Support emerging sub-sectors
 - Provide re-skilling for people facing career changes



CMN Vision for Marine Sector in the Atlantic Strategy



Collaboration Opportunities:

- **Apprenticeship schemes**
- **School's engagement**
- **Exchange & Mobilities programmes; Vocational & Work-Based**
- **Young People & NEETs**
- **Virtual Learning Environments**
- **Skills related progression routes**
- **Skills revival and preservation**
- **Employer-led skills needs**
- **Engaging SMEs / Creating Jobs / Improving Economic Prosperity**



Thank you

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