

HEY LEP Business Support Board

12 May 2022

Paper E – Export Report

Report by Andrew Finch, Export Partnerships Manager

1. Summary

1.1. This Paper provides an update of the recent changes which have been implemented by the Department of International Trade with regards to the Export Partnership Manager Role.

1.2. It also provides an indication of next steps towards implementation of the Export Delivery Plan.

2. Recommendations

2.1. That the Board notes the Export report.

3. Export Partnerships Manager Role Update

3.1. The Export Partnerships Manager role has been seconded to HEY LEP since January 2021, with DIT providing the funding to its delivery partner EGS Ltd under the levelling up programme. From July 2022, DIT will bring its international trade service in-house to deliver a more coherent and integrated approach. This transfer includes the role of Export Partnerships Manager. The current intention is that the role will continue to be seconded into HEY LEP, since LEPs and Growth Hubs are both seen to have a role to play in implementing the gov't national export strategy.

3.2. The above confirmation will enable the Export Partnerships Manager to continue work to develop an Export Delivery Plan through 2022, which will look to facilitate a range of Export Interventions.

3.3. HEY LEP will also be able to continue to develop its role as Export Convener, working with key partners across the region to become a positive voice and advocate for export.

4. Export Delivery Plan

4.1. Building on foundations laid in 2021, as a result of research undertaken to build an overview of the pan-Humber exporting environment, together with an ongoing export communications strategy which continues to raise awareness of exporting opportunities and good practice across the SME community, the Export Partnerships Manager will now look to feed into discussions with both local authorities as they develop their investment plans, with a view to securing funding from the UK Shared Prosperity Fund (UKSPF) to support a range of proposed export interventions.

- 4.2. The proposed export interventions will focus on providing direct support to SMEs across the region to help them engage in exporting opportunities, addressing any gaps in current export service provision.
- 4.3. An Export Plan Delivery Paper will be presented to the Business Support Board, in due course, which will fully outline the above export intervention proposals, setting them in context and aligning them with wider DIT trade-related activities and support services.