

HEY LEP Business Support Board

7 December 2022

Paper E – Export Delivery Plan Update

Report by Andrew Finch, Export Partnerships Manager

1. Summary

1.1. This Paper provides an update on the Export Delivery Plan and highlights current areas of focus which the Export Partnerships Manager is engaged in, which centre around the alignment of both DIT and HEY LEP international trade (export) objectives.

2. Recommendations

2.1. That the Board notes the Export Delivery Plan update report and agrees upon the continued direction of focus being taken.

3. Current Focus and Objectives

3.1. The Export Partnerships Manager is currently focused on the following objectives:

Leveraging external funding to support a series of export interventions, including UKSPF (see 4. below)

Further alignment of HEY LEP strategy with wider DIT objectives:

- *Unlocking DIT data to inform HEY LEP strategic objectives around engagement with Free Trade Agreements (FTAs), identifying those of potential benefit to the region*
- *Freeport engagement – identifying appropriate mechanisms around export*
- *Feeding export objectives and outcomes into HEY LEP's Annual Delivery Plan 2023/24*

Engagement with potential delivery partners for export-related projects and interventions and identify others for wider engagement

4. Export Interventions

4.1. Hull City Council has allocated approx. £134K to export intervention projects over a three-year period (Approx. £28K in year 1, £47K in year two and £58K in year 3)

4.2. A proposal (Hull Overseas Trade Awareness project) has been submitted to Hull City Council for UKSPF Year 1, which would commission a series of 6 export workshops/webinars to run between January and March 2023, engaging Hull-registered SMEs across all sectors with regional stakeholders in order to help grow their business through exporting to European and global destinations. Existing exporters will be encouraged to engage with new markets, whilst earlier-stage businesses will be inspired to commence trading overseas.

- 4.3. A further proposal will be submitted in January 2023 for an export intervention to run from April 2023 onwards during UKSPF Year 2. This proposal would focus on an Export Support Grant scheme, offering match-funded grants to enable Hull-registered SMEs to attend overseas trade mission events. If successfully run in year 2, this project would look to continue in year 3.
- 4.4. East Riding Council has still to confirm its UKSPF allocation to export interventions and the way in which it will commission any projects. It is hoped that East Riding will align with Hull's approach to export, thus combining funds to offer a joined-up export support offer across Hull and East Yorkshire.

5. Import / Export Skills Bootcamps

6.1 Hull and Humber Chamber of Commerce is delivering a 16 week import / export skills bootcamp to two cohorts commencing in September, aimed primarily at those already employed in an international trade role that have not had any formal training and would like to update and develop their skills. Twenty places are currently being funded through the Bootcamp. The Chamber is looking to bid for further funds to extend this training provision through 2023. A good example of cross-LEP collaboration and positive engagement with a key regional export partner.