

# HEY LEP Business Support Board

April 2023

## Paper D – Export Report

Report by Andrew Finch, Export Partnerships Manager

### 1. **Summary**

1.1. This Paper provides an update on export-related activity and highlights current areas of focus which the Export Partnerships Manager is engaged in, which centre around the alignment of both the Dept. for Business and Trade (DBT) and HEY LEP international trade (export) objectives.

### 2. **Recommendations**

2.1. That the Board notes the export report and agrees upon the continued direction of focus being taken.

### 3. **Department for Business & Trade (DBT) Update**

3.1. DBT was established in February 2023, merging the functions of the Department for International Trade with some of the functions of the Department for Business, Energy and Industrial Strategy.

3.2. Liz Bennington has recently been appointed as the DBT Northern Director for International Trade and Investment. It is hoped that Liz will visit HEY LEP, in due course, whereby meetings will be facilitated with all export partners and stakeholders, including visits to exporting SMEs and Export Champions.

### 4. **UKSPF**

4.1. The Hull Overseas Trade Awareness project has now seen all three export workshop webinars delivered by Hull & Humber Chamber of Commerce on behalf of HEY LEP. A final return and evaluation report will be made to Hull CC in early April.

4.2. Hull City Council has agreed to fund a further UKSPF Export project during years 2+3 of UKSPF. The £100K Export Growth Grant (EGG) project will be managed and administered by HEY LEP and will look to provide around 12 match-funded grants to Hull-based companies, enabling them to exhibit at an international trade show.

4.3. The project will look to contribute to the following UKSPF outputs and outcomes, as identified by Hull City Council:

Number of enterprises increasing their exporting capability  
Number of enterprises engaged in new markets  
Number of enterprises receiving grants

4.4. The project will run between April 2023 and March 2025, with an initial window for grant applications proposed for between June and July 2023, and a further window between September 2023 and February 2025 for exhibiting at trade shows.

- 4.5. The EGG project will help to address a gap in funding, now that the internationalisation fund has come to an end.
- 4.6. HEY LEP and DBT remain keen to work with East Riding in terms of any export interventions that they may be looking to fund through years two and three of UKSPF. The above EGG project could easily be scaled-up, which would enable similar match-funded grants to be offered to businesses across the East Riding region.

## 5. Inward Missions

- 5.1. DBT continues to be engaged in coordinating and hosting a number of inward missions to Hull, East Yorkshire and the wider pan-Humber region. HEY LEP will be invited, as appropriate, to engage with incoming delegations and facilitate contributions from interested stakeholders across the region.
- 5.2. **Clean Energy USA Inward Delegation visit:** A successful fact-finding mission by US mid-west state senators took place on 16<sup>th</sup> March, visiting Hull and the wider Humber region to understand more about the UK's clean energy sector. James Newman OBE, Chair – HEY LEP, attended a civic dinner for the visitors, which was hosted by the Lord Mayor, Cllr Christine Randall.
- 5.3. **An inward Tech delegation from Poland,** visited Hull on 29<sup>th</sup> March, which focused around UK/Polish partnerships in the Tech sector, with a specific interest around HealthTech, FinTech and EdTech. A civic reception was hosted at the Guildhall, together with a session looking at the advantages of accessing the North of England Tech economy, hosted by C4DI.
- 5.4. Forthcoming inward missions to the region include:  
  
May 2023: Offshore Wind inward mission to NPH with SENAI-ISI of the state of Rio Grande do Norte (RN) in Brazil, with a focus on those businesses and organisations that provide services for the Offshore Wind industry such as logistics, port infrastructure, training, hotels and office spaces, innovation centres, universities etc)