

1. Summary

1.1. This report provides an updated summary of export-related activity during the period of reporting.

2. Recommendations

2.1. That the Board notes the information included in this report.

3. UKSPF - Export Growth Grants (EGG)

3.1. A total of 7 UKSPF Export Growth Grants (EGG) have been awarded to Hull companies, following the first round of applications.

3.2. Manufacturing and Digital/Tech sectors are represented amongst grant beneficiaries.

3.3. The grants were awarded on a 60/40 match-funded basis up to £5,400 max.

3.4. The grants will support businesses exhibiting at an international trade show between Sept 2023 and Feb 2025.

3.5. Grant application deadline currently extended to 11th September, to allow for more companies to make a submission. Current EGG monies can fund up to 12 companies.

4. DBT Export Grant Funding

4.1. DBT is currently considering proposals for a new national export grant funding scheme, which will build on the success of the Internationalisation Fund. Local Trade Partnership Managers and International Trade Advisers are feeding into such proposals. Any new scheme could be piloted in 2024.

5. Regional Collaborative Activity

5.1. DBT, in close collaboration with HEY LEP, continues to strengthen its partnership with the Hull & Humber Chamber of Commerce. The Trade Partnerships Manager has helped to facilitate the following activities:

- DBT's Marian Sudbury OBE, Director – English Regions visited Hull during Humber Business Week and delivered a keynote speech at the Chamber's Expo event around green energy and international trade opportunities for the Humber. DBT colleagues also supported the Chamber's inaugural trade conference.

- The Chamber will host an 'export for manufacturers' event on 7th November, which will be run in partnership with DBT, HEY LEP/Growth Hub and Made Smarter. The event coincides with International Trade Week.
- DBT is facilitating the Chamber's engagement with the UK Export Academy, with the Chamber having applied to be a service provider, which could open-up opportunities for it to deliver specific Export Academy modules to a UK audience. The Chamber also agrees to continue making referrals to the UK Export Academy, where appropriate.
- The Chamber's Import & Export Skills Bootcamp continues to run through 2023/2024 and has imparted its knowledge and experience to other Chambers across NPH, via DBT's Trade Partnerships Manager network, that are now looking to replicate Hull's offering in this area to their own clients.
- The Trade Partnerships Manager is currently looking to develop a suitable DBT export-related project with the Chamber, which could be replicated more widely if successful.

5.2 DBT and the University of Hull – DBT's Export Academy is already engaging with several universities, feeding into the Winning New Markets / Developing a Marketing Strategy modules on the Help to Grow Management programme. Hull University has been approached to gauge their interest in similar engagement.

6. Devolution – International Trade Offer

- 6.1. A standard international trade offer will be presented by govt. to newly formed combined authorities as part of any devolution deal.
- 6.2. Hull & East Yorkshire can look to other combined authorities that are already benefiting from devolved deals. Greater Manchester Combined Authority is a good example whereby international trade features as part of its [Trailblazer Deeper Devolution Deal](#).
- 6.3. An international trade offer from govt. is likely to focus on strengthening partnerships; data sharing; providing a lead trade officer and support to develop and implement an export plan. Mayoral-led international city partnerships could also be supported.
- 6.4. The Trade Partnership Manager is happy to engage with representatives from both Hull City and East Riding Councils, in order to fully engage with and take advantage of any international trade offer.

7. Financial and resource implications

None.