



**North East Combined Authority, Economic Development and
Regeneration Advisory Board**

Wednesday 15th February, 2017 at 2.00 pm

Meeting to be held at Skylight, The Beacon, Westgate Road, Newcastle upon Tyne, NE4
9PQ

www.northeastca.gov.uk

PAPERS TABLED AT THE MEETING

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7. Impact of Brexit on North East businesses	1 - 2
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To All Members

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North East's Key Messages to inform the Brexit debate



1. The North's business voice and economic interests should be heard in the BREXIT negotiations and the expertise of North East business leaders utilised.
2. On-going access to the Single Market, and priority recognition within a new visa/immigration system is of widespread importance and vital for the following key sectors: automotive and passenger vehicle manufacturing; pharmaceuticals, energy and oil & gas, and digital services, financial and professional services, higher education, health care.
3. The future terms of trade for our key sectors are of vital importance to sustain the growth achieved over recent years.
4. Successor arrangements to the current EU regeneration funds need to be made clear urgently and are essential to the delivery of our Strategic Economic Plan and to wider regional rebalancing. They should be much more flexible. There are opportunities to look at areas like state aid rules to enable more flexible and dynamic public procurement environments.
5. The relationships between North East Universities, Business and European research and innovation networks are of crucial importance across a range of disciplines, as is access to EU programmes such as Horizon 2020. Government needs to provide further assurances to universities around on-going access to European research funding and collaboration and to ensure that the visa/immigration system promotes further growth in international student numbers.
6. The North East remains open for business and will continue to secure significant inward investment, and there are also significant opportunities to increase Government investment and spending in region, as part of the new Industrial Strategy.
7. In addition to making a significant allocation to the North East in response to the Local Growth Fund bid, the Government should make early investments into key projects which can build confidence in key sectors, in particular the automotive and pharmaceutical industries and into the digital infrastructure.
8. There should be increased support for trade missions, particularly with a regional or Northern Powerhouse flavour, and for businesses attending international trade shows. There should also be a strengthened overseas trade representation for the UK (e.g. in embassies).



Summary of discussions so far



- Emotions around the BREXIT discussions appear to have dropped, and the concern from most companies has abated
- For manufacturing sector number of companies are more affected by other factors than BREXIT, including oil and gas prices, global economic conditions or exchange rates
- Some concerns about ensuring continued access to international skills and regional visa quota system, particularly from service sector
- As the UK moves ahead with Triggering article 50, a need for NE to maintain positive messages about being open for business
- Need for the region to speak with one voice and influence Brexit discussions



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Department for International Trade – NE Update

Dr Marie Willson
Deputy Regional Director NE

EDRAB
15 February 2017



Overview of New Department:

Department for International Trade:

1. International Trade and Investment
2. UK Export Finance
3. Trade Policy

Ministers:

- Rt Hon Dr Liam Fox – Secretary of State
- Rt Hon Greg Hands
- Lord Price CVO
- Mark Garnier

www.gov.uk

www.great.gov.uk



International Trade and Investment:

Government Representation:

4 Super regions:

- NPH, ME, South, London and Devolved
- International Trade and Inward Investment
- NPH – Marian Sudbury
- NE – David Coppock (Trade)

Operational Delivery:

- ***Inward Investment*** - one national contract
- ***International Trade*** – 9 contracts (ITAs) - NE - NEECC



International Trade – Key contacts:

Key Contacts:

- *DIT Government issues* – DIT RD NE
- *DIT NE (and ERDF) contract delivery/activity*– NEECC
- *Export Support* (New Exporters/Export Value) - ITAs

NE Region – appointment with an ITA:

- *Tel:* 0345 1360169
- *Email:* northeast@mobile.trade.gov.uk
- NECA/LEP lead ITA: Simon Crosby



International Trade Support:

National: www.great.gov.uk:

- Export Opportunities
'The demand is out there, you should be too'
- Selling online overseas (e-exporting programme)
- Find a buyer service
- Events, trade fairs, missions and webinars
- Country guides
- Export Finance

- DIT contract funds the locally based International Trade Advisers (ITAs)
- Oversea staff working in over 100 markets

- Relationships with Commercial Partner



Example of a live opportunity

VIETNAM
Vietnam - University partners required

A university seeks UK partnerships to offer undergraduate and postgraduate programmes.

The university is looking for suitable UK universities or institutions to provide programmes on the following subjects:

- business administration
- hospitality
- financial management
- english

Interested parties must have expertise in offering jointly-run programmes for undergraduate and post-graduate programmes.

The university would like to start discussion immediately in order to be ready for September 2017.

Reputation is essential so they are looking to work with partners with a proven track record in delivery.

The university is located in Da Nang and has more than 10,000 students.

If you are interested and you can supply the services then please apply to the team in Vietnam.

Essential information

- Sector: Education & Training
- Opportunity type: Private Sector
- Expiry date: 31 March 2017
- Value of contract: Value unknown
- Your guide to exporting Vietnam

[Apply for this opportunity](#)

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NPH support for companies – 16/17



The Northern Powerhouse

Mission Programme 2016-2017

Trade Mission	Location	Proposed Date(s)	Select mission	Contact
Winter Fancy Food Show	San Francisco, USA	21 - 24 Jan 2017	<input checked="" type="checkbox"/>	yorkshire@mobile.trade.gov.uk
Arab Health	Dubai, UAE	29 Jan - 2 Feb 2017	<input checked="" type="checkbox"/>	yorkshire@mobile.trade.gov.uk
Chemical	Mumbai, Bangalore, Pune	7 - 15 Feb 2017	<input checked="" type="checkbox"/>	northeast@mobile.trade.gov.uk
Ambiente 2017 Consumer Goods	Frankfurt, Germany	10 - 14 Feb 2017	<input checked="" type="checkbox"/>	events@tradenw.org
Creative & Digital	South Korea	20 Feb 2017	<input type="checkbox"/>	northeast@mobile.trade.gov.uk
Gulfood	Dubai, UAE	26 Feb - 2 Mar 2017	<input type="checkbox"/>	yorkshire@mobile.trade.gov.uk
Life Sciences	Boston, USA	7 - 10 Mar 2017	<input type="checkbox"/>	events@tradenw.org
SXSW	Austin, USA	10 - 19 Mar 2017	<input type="checkbox"/>	yorkshire@mobile.trade.gov.uk
Dihad (Aid Funded Business)	Dubai	21 - 23 Mar 2017	<input type="checkbox"/>	events@tradenw.org
Seaenergy Offshore Wind & Renewables	Le Havre, France	21 - 23 Mar 2017	<input type="checkbox"/>	yorkshire@mobile.trade.gov.uk
Financial & Professional	Nordics	IBC	<input type="checkbox"/>	events@tradenw.org



NPH support for companies – 16/17



Join a Northern Powerhouse Export Taster Visit

Join the Department for International Trade for a Northern Powerhouse Export Taster Visit. The visits are great for businesses wanting to explore overseas markets without having to use lots of their resources for an international exhibition. Businesses will be able to network with international professionals and receive assistance from an International Trade Adviser before, throughout and after the visit. The visits are subsidised, however there will be a booking fee depending on the destination.

Location	Dates	Select Visit	Sector Focus	Cost	Contact
The Netherlands, Den Haag	14 th - 17 th Mar 2017	<input type="checkbox"/>	Consumer, Retail, Food & Drink	£99	yorkshire@mobile.trade.gov.uk
Denmark, Copenhagen	20 th - 22 nd Mar 2017	<input type="checkbox"/>	Multi-Sector	£99	northeast@mobile.trade.gov.uk
German, Dusseldorf	21 st - 23 rd Mar 2017	<input type="checkbox"/>	Multi-Sector	£99	northeast@mobile.trade.gov.uk
Estonia, Tallinn	March 2017	<input type="checkbox"/>	Digital Services	£99	yorkshire@mobile.trade.gov.uk



ERDF support (using DIT match funding):

Support via ITAs (Export Growth Plan):

- Export Development Fund
- Virtual Export Manager
- Specialist ITAs (automotive, healthcare, digital)
- Innovation in service
- Events and workshop programme



ERDF Eligible activity:

- Interim staff (including Managers/CEOs)
- Secondees
- Coaches and Mentors
- Non-Executive directors
- Virtual Export Managers
- Relevant CPD
- Language and culture training and support
- Export training
- Other relevant training
- Institute of Export costs
- Management Development and Master classes
- Overseas travel and accommodation



Summary of key points:

- DIT targets – new exporters and export growth
- DIT NE contract - employ ITAs/used as matched funding for ERDF for additional export support
- Export Support to companies– via ITAs/Export Development Plans
- Additional NPH funds for NPH Trade Mission

www.great.gov.uk northeast@mobile.trade.gov.uk



HM Government

