
Report to: Business Innovation and Growth (BIG) Panel

Date: 13 September 2018

Subject: **Inward Investment**

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1. Purpose of this report

- 1.1. To provide the BIG Panel with a progress report on the Trade & Investment Forward Plan that was presented to LEP Board in March 2018.

2. Information

Inward Investment – Performance Update

- 2.1. There have been two new investments since the last panel report in May, these are as follows:

- Avenue HQ; 20 new jobs. A UK owned (Liverpool) flexible workspace, meeting room community has set up a hub in Leeds City Centre.
- Connexin; 10 new jobs. A UK owned (Hull) digital telecommunications firm has set up a service depot to deliver business broadband and smart city applications in the city of Bradford.

- 2.2. The team received a total of 33 new enquiries from the period April through to July, of which 11 were in Category A (opportunities with the potential for at least 50 jobs). The information below shows the percentage breakdown across the sectors and how many of which are in category A.

- Digital and Creative Technologies – 18 % (6 enquiries, 1 in category A)
- Financial and Professional Services – 3% (3 enquiries, 2 in category A)
- Health and Life Sciences – 36% (12 enquiries, 1 in category A)
- Advanced Manufacturing – 24% (8 enquiries, 4 category A)
- Other – 12% (4 enquiries, 3 in category A)

- 2.3. Leeds City Region's pitch for the Channel 4 National HQ has been shortlisted alongside Greater Manchester and Birmingham. This was made public on 23 July 2018. The Leeds City Region's response to Chanel 4's further questions was submitted in August and subsequent meetings with Channel 4 were held

to discuss the proposal. Channel 4 plan to make a final announcement regarding their HQ location on 1 October 2018.

- 2.4 The Leeds City Region Trade and Investment team is planning a mission to Hangzhou, Qingdao and Hong Kong from 5-13 September which will include civic and business meetings. The delegation will be led by Cllr Blake, Leader of Leeds City Council, and Ben Still, Director of Leeds City Region Enterprise Partnership (LEP). The Leader of Kirklees Council, Cllr Pandor, will be joining the delegation in Hangzhou and Qingdao, alongside representatives from the University of Bradford and the University of Leeds. We are also in the process of advertising the delegation to private sector delegates who may wish to join the delegation. One of the highlights of the visit will be a reception on Friday 7 September to mark 30 years of partnership between Leeds and Hangzhou.
- 2.5 George Hollingbery MP, Minister of State for Trade Policy visited the region. The Trade and Investment team hosted a round table consisting of (EEF), (FSB) and the West and North Yorkshire Chamber. We outlined the international trade characteristics of Leeds City Region and discussed the Government's position on BREXIT. Much emphasis was placed on the Government's commitment to the recently published BREXIT White Paper which has four chapters - economic partnership, security, cooperation and institutional arrangements
- 2.6 Upcoming planned activities include
 - SMART City Expo World Congress 2018 in November in Barcelona. Leeds City Region will be present with a stand and delegation with the aim of driving awareness, promoting our digital footprint and attracting interest in development, investment and occupier opportunities which are available across our city region.
 - Valve world Expo, an international valve trade fair in November 2018 in Dusseldorf. This is a well-established and globally recognised concentration of manufacturers in the sector. The future development of Clifton Enterprise Zone (Brighouse) enables expansion of existing overseas owned manufacturers currently constrained due to lack of premises. Clifton EZ offers the opportunity for new FDI in the sector to locate facilities in West Yorkshire at the very heart of a globally recognised Centre of Excellence. Furthermore, the event allows us to see new market opportunities for manufacturers in the sector.
- 2.7 The MIPM UK 2018 stand space has been confirmed and this year Leeds City Region will take a smaller stand.
- 2.8 An external evening event during MIPIM UK is in the planning stage. The event will be an opportunity to network with London contacts to show that Leeds City Region proactively welcomes new investment.
- 2.9 A tender has been issued for a delivery partner for MIPIM Cannes 2019. The delivery partner will:
 - Provide a dedicated Leeds City Region contact to all sponsors and potential sponsors.

- Procure goods and services relating to MIPIM 2019.
- Audience recruitment for stand panel sessions.
- Provide provision for lead generation.
- Management and liaison of all exhibition requirements.
- Provide cash flow management.
- Manage the travel booking service.

3. Legal Implications

3.1. There are no legal implications directly arising from this report.

4. Staffing Implications

4.1. There are no staffing implications directly arising from this report..

5. External Consultees

5.1. No external consultations have been undertaken.

6. Recommendations

6.1. That the BIG Panel notes the progress within the Inward Investment activities.

7. Background Documents

7.1. None

8. Appendices

8.1. None