

## Priority 1 - Trade

Priority	Lead/ Delivery Mechanism	Key Partner (s)	Action Plan Delivery to 2021	Timescale	Progress	RAG Rating
Work with national government on the development of their new national export strategy and regional export strategy, coordinating efforts to identify sector and market opportunities for the city-region in tandem with the Northern Powerhouse	GC/DIT NW GM Chamber	DIT GC International GM Chamber GMCA	<p>1.1 GM Export Manager (part of GC) to develop a high-level Greater Manchester Export Plan with DIT and wider GM stakeholders in liaison with DIT NPH</p> <p>1.2 GM Export Manager to consider establishing a GM Trade Group with participation from relevant GM Trade Delivery bodies creating a platform to share insights, intelligence, joint activity and where appropriate coordinate alignment of export service delivery and any events. Group objectives and membership to be agreed by Jan 2021 and driven by GM Export Manager.</p> <p>1.3 Engage regularly with DIT and DIT NPH on the delayed national export strategy as well as working to ensure government are well briefed on GM's export ambitions, priority markets and challenges facing our businesses.</p>	<p>March 21</p> <p>March 2021</p> <p>On-going</p>		
Support our exporters to address the challenges emerging from EU Exit and COVID, ensuring where possible that we maintain export market value share within our top markets such as the EU, the United States and China	GC/DIT NW GM Chamber	DIT GC International GM Chamber BEIS EEN NW	<p>1.4 Continue to deliver <b>Brexit training courses</b> and the roll out of <b>Brexit readiness services</b> ensuring companies are prepared for changes in new customs regulations ensuring that any appropriate feedback is fed in to the GM Brexit Readiness Group (GM Chamber)</p> <p>1.5 <b>Coordinate Brexit Messaging and Activity across GM</b> to ensure businesses can access relevant and up to date information easily and are provided with the necessary support to mitigate challenges as well as new opportunities that may arise</p> <p>1.5.1 <b>GC EU Weekly Round Up's to all GM Stakeholders</b></p> <p>1.5.2 <b>GC - BEIS EU Transition Project - funded through BEIS</b></p> <ul style="list-style-type: none"> <li>• BGH have agreed the delivery of 6 EU transition webinars (BGH)</li> <li>• Development of resources to be included as part of the "Toolkit" which are being made available on the EU Exist section of BGH's website. Communications campaign to be delivered in conjunction with the GMCA (Vicky Daly)</li> <li>• MD of BGH attends GM Brexit Readiness Meetings to feedback to BEIS from a GC perspective</li> </ul> <p>1.5.3 <b>Ensure that any relevant feedback is fed back to the GM Brexit Readiness Group (GC)</b></p> <p>1.6. <b>GMCA Research Team to continue providing regular data and monitoring on Brexit</b> - Ensure feedback loop between GM International Strategy delivery and monitoring work (GMCA)</p>	<p>On-going</p> <p>On-going</p> <p>On-going</p>		
Monitor the development of UK Free Trade Agreements and global trends, exploring and identifying opportunities to diversify Greater Manchester's International trading markets to countries and regions such as India, Japan, the Middle East and Australia	GC/DIT NW GM Chamber	DIT GC International GM Chamber GMCA	<p>1.7 Regularly engage with DIT and monitor development of FTAs's sharing intelligence as appropriate at the <b>GM Trade Group and in wider communications and meetings</b></p> <p>1.8 <b>Global Scale Up Programme</b> - take 100+ businesses through the programme by the end of 2021. GSU team continues to work closely with the CA to share insights of market opportunities and leverage city-level relationships to support program delivery.</p> <p>1.9 <b>Produce Monthly Trade Report</b> delivered by GC giving GMCA and clients a monthly snapshot of UK economic performance and international trade outlook, market overviews and overview of key reports and media coverage (BGH - Jeff)</p> <p>1.10 Strategically align GM Mayor's International engagement and activity to support International Trade to GM's priority and opportunity markets as well as relevant national government priority market (All)</p>	<p>Monthly</p> <p>By Jan 2022</p> <p>On-going</p> <p>On-going</p>		
Coordinate efforts across Greater Manchester to improve our international trade intelligence, including better understanding the opportunity that lower exporting sectors and the international trading of services presents for increasing our export productivity		DIT GC International GM Chamber GMCA	<p>1.2 <b>GM Trade Group</b> - as above</p> <p>1.11 <b>GMCA Research Team to undertake detailed analysis of 2019 GM Export and 2018 Export Service Data</b></p> <p>1.12 <b>GMCA Research to continue to lobby ONS for better access to GM Export and import info of goods and services to improve international trade intelligence locally</b> to help support the development of GM's Export Plan</p> <ul style="list-style-type: none"> <li>- Detailed breakdown of trade in services - sector and partner country</li> <li>- Detailed breakdown of import and export goods sector classification against each partner country</li> <li>- Break down of GM goods by business size and foreign/domestic ownership like with national data</li> <li>- Export and import data at a LA level</li> </ul> <p>1.13 <b>GC Export Services Project (GC)</b></p> <p>1.14 <b>GM Chamber Logistics Forum and Member Surveys</b> - Continue monitoring and engage Chamber members on export and import related issues through regular Logistics Forum and frequent surveys - intelligence to be reported to British Chambers of Commerce and GM Trade Group (GM Chamber)</p>	<p>By Jan 2021</p> <p>By Feb 2021</p> <p>On-going</p> <p>tbc</p> <p>On-going</p> <p>tbc</p> <p>On-going</p>		
Continue working to create a fully integrated business export offer through strong joint working with the Department for International Trade, Greater Manchester Chamber of Commerce and the business organisations in delivery planning, sharing of sector/market expertise and maximising 'Northern' export presence at key missions and events as well as maximising the level of intensive support to exporters and ensuring they have the tools and resources to expand into new markets		DIT GM Chamber GC International GMCA	<p>1.2 <b>GM Trade Group</b> - as above</p> <p>1.15 (1,2) Promote more integrated working through regular catch up's and joint working across GM by aligning GC International and GM Chamber services where appropriate with government contracts such as DIT NW, ERDR and EEN NW to support the delivery of GM's growth ambitions and wider NPH T&amp;I strategy</p> <p>1.16 Update the GMCA's International landing page to reflect the service offering of GM's International delivery bodies</p> <p>1.8 <b>Global Scale Up Programme</b></p> <p>1.16 Consider how GM may help address the significant skills shortage and knowledge gaps in logistics firms and exporting businesses</p> <p>1.17 <b>Join Up GM Trade Mission and Mayoral mission programs when appropriate</b></p> <ul style="list-style-type: none"> <li>• Liverpool-GM-Ireland joint mission to Dublin - Autumn 2021</li> <li>• DIT NPH Missions Program</li> <li>• GSU Missions Program</li> </ul>	<p>Feb 21</p> <p>Feb 21</p> <p>On-going</p> <p>On-going</p> <p>Entire strategy period</p>		
Develop and enhance existing relationships with the UK's priority markets including the US, Japan and EU, leveraging the region's existing relationships and city-to-city links to support Exporters to access new opportunities overseas	GMCA with GC	DIT GC International GM Chamber GMCA MIDAS EEN NW	<p>1.8 <b>Global Scale Up Program</b> - leveraging the networks of the programme partners, Department for international trade, the CA and the team's own business development – securing relationships with overseas agencies to create bilateral arrangements to share businesses, insight and opportunities in overseas markets (BGH)</p> <p>1.17 <b>Big Booster Partnership</b> - to deliver a high quality package of support to international businesses looking to do business in Greater Manchester, bringing together the business support ecosystem to showcase GM as a top place to scale a business. The package of support and agreement with Big Booster can be replicated to partner with overseas scale-up programmes in GM priority markets (GC)</p> <p>8.1 Develop a "City-region partnership model" as part of GM's City-region diplomacy plan that is supported that facilitates collaboration between key strategic international cities and clusters supporting two-way trade, investment, R&amp;D and wider policy exchange. Where aligned in priorities GM to work closely with DIT on their development and delivery, <u>jointly</u> with wider GM International partners where possible (GMCA)</p>	<p>On-going - co-hort 2 in Jan</p> <p>On-going</p> <p>March 21 for plan then on-going</p>		
Explore the opportunity that the national government's new Freeports policy presents for Greater Manchester as a means of supporting export growth	GMCA	DIT GC International GM Chamber Manchester City Council Salford City Council Trafford Council NWBLT MAG	<p>1.19 Re-convene <b>GM Freeports Group</b> to agree appropriate approach to GM's freeport bid (Deadline Feb 2021)</p>	<p>Feb-21</p>		