

<u>Aim</u>	<u>Action</u>	<u>Who</u>
Understand	<ol style="list-style-type: none"> 1. Demand comprehensive HMRC data at LEP level 2. Proof HMRC Data 3. Identify key sectors and horizon scan opportunities 4. Assess pre & post Brexit & risks 5. Use BOOST registrations as a source of information on topical activities 6. Listen to the private sector: <ul style="list-style-type: none"> - surveys - events 	<ol style="list-style-type: none"> 1. LEP/CA 2. Chambers/Sector Alliances 3. LEP/Chambers/HE 4. Chambers/Sector Alliances 5. BOOST 6. BOOST/Chamber
Culturally Embed	<ol style="list-style-type: none"> 1. Strategy endorsed by LEP as <i>overarching</i> in the SEP 2. Awareness raising in schools 3. Emphasis on modern languages & student exchanges 4. International module in all FE & HE courses 5. Industrial placements in UK exporters. Student placements overseas 6. <u>All</u> public expenditure to be conditional on consideration of competition contribution. 	<ol style="list-style-type: none"> 1. LEP/CA 2. Enterprise coordination/ schools/ business groups (e.g. bondholders) 3. Enterprise coordinators/ schools. FE & HE (Chamber provide content) 4. HE/ Colleges. HE (and Apprenticeship providers) 5. " " " " " 6. LEP/CA/BOOST
Inspire	<ol style="list-style-type: none"> 1. International Trade Awards 2. Role Models (publicity) 	<ol style="list-style-type: none"> 1. BIBAs, Red Rose, Local, Sector 2. Marketing Lancashire
Support	<ol style="list-style-type: none"> 1. Alignment of DIT/ ITI activity with Lancashire priorities 2. Primary/large company support. 3. General company & SME support 4. Improve access to business support 5. Market searches/ overseas opportunities 6. Specific support for the key sectors for international supply chain development. 7. Support for international websites (including the importance of terms and conditions) 8. Prioritise investment funds (e.g. NPIF) for exporters 9. Guide post-Brexit (e.g. WTO terms) 10. Expand International Trade (Export-Clubs) 11. Challenge the Government's value/volume proposition 12. Streamline support 	<ol style="list-style-type: none"> 1. Steering Group 2. LEP 3. Chambers 4. BOOST 5. Chambers 6. Sector Alliances 7. Chambers/ site providers/ mobile phone companies 8. BOOST 9. Chambers/ Sector Alliances/ BOOST 10. Chambers 11. LEP/ CA 12. BOOST
(Up)skill	<ol style="list-style-type: none"> 1. Promote the value of languages 2. Up-skill procurement (as a proxy for import substitution) 3. Lobby for the free movement of international students and attract talent 4. Provide skills support and qualifications for export sales 5. Leadership training 6. Identification of skills needs 	<ol style="list-style-type: none"> 1. Enterprise Coordinators/ Skills Hub/ Education Authorities 2. East Lancs Chamber 3. HE/LEP/CA/Chambers 4. Chambers 5. Universities/ Chambers 6. Skills Hub
Enable	<ol style="list-style-type: none"> 1. Prioritise support for international trade in the SEP 2. Prioritise infrastructure investment towards international connectivity 3. Showcase Lancashire at Trade Fairs 	<ol style="list-style-type: none"> 1. LEP 2. CAs 3. Marketing Lancashire 4. Private Sector 5. LEP/EZ Board

	<ol style="list-style-type: none"> 4. Support trade negotiations in countries of interest to Lancashire 5. Attracting investment (including Enterprise Zones) with priority to companies who will re-export 6. Commission a horizon-scan on the global opportunities that align with Lancashire's capabilities and potential 	<ol style="list-style-type: none"> 6. LEP
<p>Co-ordinate</p>	<ol style="list-style-type: none"> 1. Create seamless public and private support 2. Feedback into national/centralised business support and ITI review 3. Shared trade missions a) regionally b) sectorally and link with the NP regions to collectively bid for missions 4. Share information between companies and between intermediaries (e.g. growth programmes should automatically have a trade interest) 5. Innovation, productivity and Internationalisation should 'read across'. 	<ol style="list-style-type: none"> 1. Boost/Chamber/ DIT (UKTI) 2. LEP 3. Chambers/ DIT/ LEP Chairs 4. LEP/CA/ Chambers 5. BOOST Business Support Management Group/ HE/ International Trade Steering Group
<p>Measure</p>	<ol style="list-style-type: none"> 1. Identifying the data required and then collecting accurate data over a sustained period is essential 2. The key metric is increased overseas sales (with a presumption of satisfactory margins) 3. A target of 250 new exporters per annum through BOOST and partners 4. Examples of 'hard' data include <ul style="list-style-type: none"> -International student alumni networks should produce trade outputs, not just academic and social ones. -training should lead to improved performance and add value 	<ol style="list-style-type: none"> 1. LEP/CA 2. International Trade Steering Group/Government 3. BOOST & Partners 4. HE/ Skills Hub.