



# Department for International Trade



Department for  
International Trade

# Collaboration between LEPs, central and local government...

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Powerhouse



- National IPA role
- Primary role overseas – through dedicated teams in Embassies, Consulates and High Commissions
- Lead generation for potential FDI
- Operate a ‘UK First’ policy, led by client needs
- First UK interface through contracted resource owned by DIT but with close interface with local partners (LEPs)



# What is a LEP?

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- Local Enterprise Partnership
- In England only, they are voluntary partnerships between local authorities and businesses set up in 2011. They to help determine local economic priorities and lead economic growth and job creation within the local area.
- There are 39 local enterprise partnerships in operation across England.
- In addition we have the devolved administrations of Scotland, Wales and N Ireland. We also have a separate entity for London under the elected Mayor.



# How does it work?

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- DIT primarily works through LEPs in support of FDI opportunities
- DIT provides high level information (and some regional) to investors about the UK offer (tax, regulatory, policy, major assets and data)
- LEPs in turn operate through local authorities to provide the local detail (sites, assets, incentives, networks etc) to potential investors
- DIT deals directly with DAs and London
- There is a structured mechanism to support investors through the process from national to local



# Outreach

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- Primary interface overseas is through DIT's overseas network.
- However:
- LEPs, DAs, London and LAs can and do operate independently, promoting their national, regional and local offers, including for specific opportunities for capital investment
- Some have specific relationships eg with Chinese provinces or city to city MoUs and employ overseas lead generation services for their area



- The UK has an industrial strategy which outlines assets and areas for growth need and potential
- DIT and partners identify opportunities for capital investment to support regeneration and provide designated local areas (Enterprise Zones) with specific additional incentives eg fast track planning, reduced capital allowances)
- DIT targets and resources specific markets and sectors based on these assets/opportunities. Local overseas DIT teams may also target specific companies
- DIT work closely to understand and present local strengths and provide training for overseas teams to understand the local offer in a given sector



# Future?

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- The UK is going through a process of further devolution in England to give regions more power, including through elected mayors.
- Brexit and trade deals
- External factors eg impact of US election
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# Summary

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- The landscape may seem complex and untidy but:
- It provides flexibility to fit local needs whilst maintaining a single national oversight and integrated structure
- It gives potential investors confidence that the overall opportunity in the UK is open to them (DIT) whilst giving them access to critical local information and engagement as they progress to a decision
- It enables an overall UK pitch to be maintained when projects are international mobile.