

Greater Birmingham & Solihull LEP

Economic Recovery and the Local Enterprise
Partnership

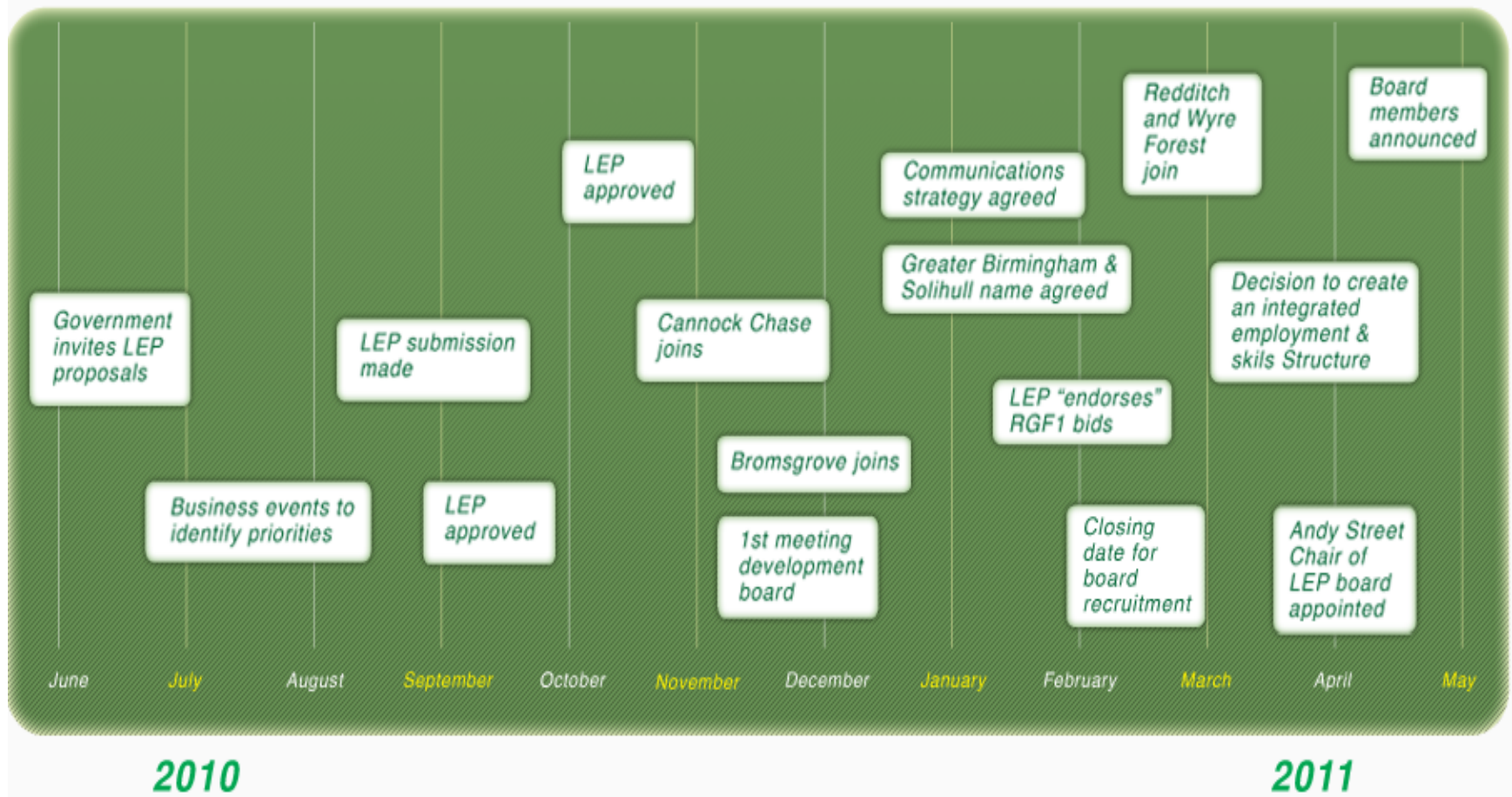
Paul Heaven
Blue Sky Corporate Finance Ltd



Blue Sky Corporate Finance

- **Since 1998**
- **Start Up's & Early Stage Finance**
- **Specialist Advisors up to £5 Million**
- **Disposals/Buy-Outs/Buy-Ins and Growth Capital**
- **Members of the Regional Finance Forum**
- **Member of the GB&S LEP Board**
- **Investment Readiness**
- **Help Preparing Business Plans**
- **Equity/Debt/Grants/Business Support**

Greater Birmingham & Solihull LEP



Greater Birmingham & Solihull LEP

- **Established in Oct 2010**
- **Largest LEP Area in the UK**
- **Birmingham, Solihull, East Staffs, Lichfield, Tamworth, Bromsgrove, Cannock Chase, Wyre Forest**
- **2 Million People**
- **840,000 Jobs**



Greater Birmingham & Solihull LEP

- **Development Board – Replaced May 2011**
- **Objectives:-**
- **Increase Economic Output (GVA) by £8.25 billion by 2020**
- **Create 100,000 Private Sector Jobs by 2020**
- **Stimulate Growth in the Business Stock and Business Profitability**
- **Boost indigenous and inward investment**
- **Become a global leader in key sectors, including automotive assembly, low carbon R&D, business and professional services, financial services, clinical trials, creative and digital sectors**
- **Increase the proportion of adults with appropriate qualifications to meet employment needs.**

Greater Birmingham & Solihull LEP

■ **Public Sector Board Members:-**

- Cllr Mike Whitby - Birmingham City Council
- Cllr Roger Hollingworth - Bromsgrove district council on behalf of the North Worcs LAs
- Cllr George Adamson - Cannock Chase District Council
- Cllr Richard Grosvenor - East Staffordshire Borough Council
- Cllr Michael Wilcox - Lichfield District Council
- Cllr Ken Meeson - Solihull Metropolitan Borough Council
- Cllr Steve Claymore - Tamworth District Council
- Universities and Colleges Representative
- Prof David Eastwood - Vice-Chancellor, University of Birmingham (Universities and Colleges Representative)

Greater Birmingham & Solihull LEP

■ **Private Sector Board Members:-**

- Andy Street (Chair) –
Managing Director – John Lewis Partnership
- Steve Hollis (Deputy Chair) - Midlands Chairman - KPMG
- Rob Brown - Group Managing Director - Roger Bullivant Ltd
- Nick Bunker - President of Kraft Foods & Cadbury UK/Ireland
- Brian Francis - European Group Chairman - ThyssenKrupp
- Paul Heaven - Managing Director – Blue Sky Corporate Finance Ltd
- David Kaye - Formally of National Express
- Wade Lyn - Managing Director - Island Delights
- Alan Volkearts - Operations Director - Jaguar Land Rover



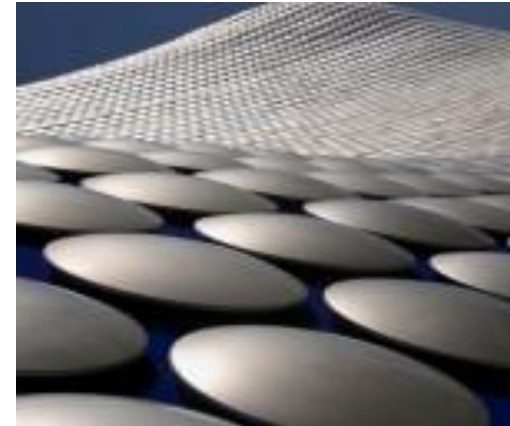
Greater Birmingham & Solihull LEP

- **Key Sub-Groups:-**
- **Place**
- **Employment & Skills**
- **Transport**
- **Inward Investment**
- **Business Support/Access to Finance**
- **Red Tape/Social Enterprise**



Greater Birmingham & Solihull LEP

- **Some 2011 Milestones:-**
- **Apr – Andy Street – 1st Chair**
- **May – Full Board Announced**
- **June – 1st Full Board Meeting**
- **July – LEP Support for HS2**
- **July – City Centre EZ Bid gets Green Light**
- **Sept – LBRO Workshops**
- **Oct – Creative City Launch**
- **Nov – £50m Growing Places Fund**
- **Nov – £25m Advanced Engineering £25m RGF2 Fund**



Programme Highlights

- **Employment/Skills:-**
- **Develop a unified system of employer-led employment and skills boards giving business a greater influence on education and training**
- **Build a clear picture of skills gaps and unemployment**
- **Align approach from schools through 14-19 further and higher education and adult employment support**
- **Improve levels of 'business ready' literacy and numeracy skills**
- **Increase the number of Apprentices**

Programme Highlights

- **Global Connectivity:-**
- **Support for runway extension at Birmingham Airport**
- **Support for HS2 – ensure that environmental impact is minimised and that those affected are fairly compensated**
- **Establish arrangements for integrated transport planning and investment across the LEP area**
- **Improve public transport links between the inner and outer LEP areas**
- **Accelerate the roll out of Super Fast Broadband**

Business Support Agenda

- **Business Support**
- **Access to Finance**
- **Red Tape**
- **Social Enterprise**



Business Support Agenda

- **General role:-**
- **Interface with Business Community**
- **Advise the LEP Board**
- **Influence Government Policy**
- **Link with National Programmes**
- **Establish Priorities**
- **Seek Funding for Local Projects/Programmes**



Business Support Agenda

- **Business Support:-**
- **Closure of Business Link**
- **Signposting Private Sector Support**
- **Co-ordination/Linking Local Support**
- **ERDF Funding Bid**
- **Manufacturing Advisory Service**
- **High Growth Coaching Programme**
- **Universities/Science Park Coaching Mentoring**
- **Influence/Set Priorities/Make Best Use**



Business Support Agenda

■ Access to Finance:-

- Equity Gap Challenge
- SME Access to Finance
- Working with Banks
- Working with Business Growth Fund
- Close engagement with RDA Legacy Funds
- Close engagement with Capital for Enterprise
- Better Knowledge of National Sources of Finance
- RGF2 Bids (Advanced Engineering Supply Chain)
- Long Term Ambitions to Secure own SME A2F Funds



What is Needed to Stimulate the Economy?

- **Reduction of National Debt**
- **Rebalance Public/Private Sector**
- **Stimulate Private Sector Growth**
- **Balance Real Economy (Products/Services)**
- **Competitive Economic Conditions (Tax/Interest Rates)**
- **Global Competitiveness**
- **International Market Influences**



Stimulate Private Sector Growth?

- **Inward Investment**
- **Place/Transport/Infrastructure**
- **Engagement with Private Sector**
- **Skills/Education**
- **Recognise/Celebrate/Exploit Regional Strengths**
- **Access to Finance**
- **Reduce Red Tape/Bureaucracy**
- **Increase Speed of Response**
- **Capture Entrepreneurial Spirit of Region**
- **City Region**



What can LEP's Do?

- **LEP is NOT a replacement to RDA**
- **Manage Expectations**
- **Business Lead v Influence**
- **Localisation – the Reality v Theory**
- **Transformational Change v Incremental Change**
- **Focus upon Local Private Sector Priorities**
- **Create the Environment for Change**
- **Focus upon Local Strengths/Skills**
- **Leverage Local Talent Pool**



My Role on the LEP?

- **SME Owner/Manager**
- **SME Access to Finance Expert**
- **SME's 99% of Businesses in LEP Area**
- **SME's 60% of Employment in LEP Area**
- **SME's Key to Private Sector Led Recovery**
- **Access to Finance Challenge**
- **Business Support Challenge**
- **Skill Base Challenge**
- **Red Tape Agenda**
- **Social Enterprise Agenda**



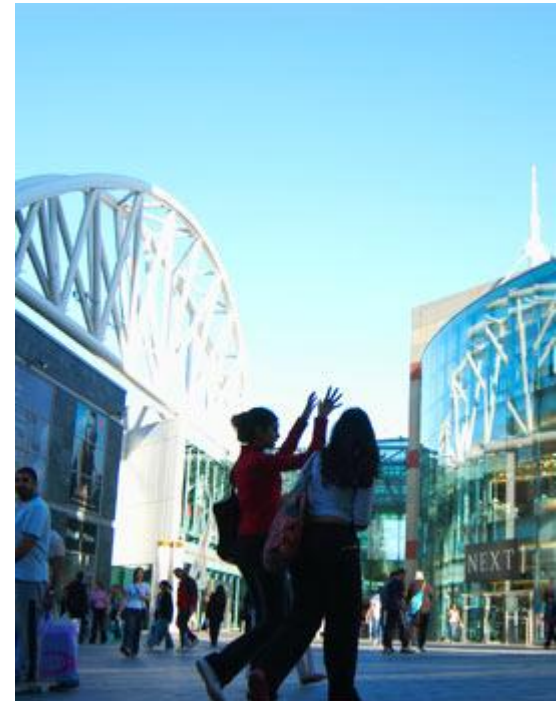
My Ambitions for the LEP?

- **Short/Medium/Long Term**
- **Signposting Help in the Region**
- **Role out of Finance Birmingham**
- **Creative Industry Funding**
- **Transition of RDA Legacy Funding**
- **Advanced Engineering Supply Chain Fund**
- **ERDF Bid for Business Support**
- **Connection with National Programmes**
- **Connection with National Investment Funds**



My Early Experience of the LEP?

- **Tremendous Local Support**
- **Public Sector Support**
- **Government Support**
- **Private Sector Engagement**
- **Time/Effort/Challenge**
- **Management of Expectations**
- **Great Team**
- **Early Days**



Thank You

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