

NORTH LANARKSHIRE COUNCIL
REPORT



AGENDA ITEM NO.4.....

To: ECONOMIC DEVELOPMENT COMMITTEE		Subject: INTERNATIONAL TRADE PROPOSED L.E.P. PROGRAMME FOR 2001/2002
From: DIRECTOR OF PLANNING & ENVIRONMENT		
Date: 25 January 2001	Ref: IL/REP/764	

1. Purpose of Report

- 1.1. To seek Committee approval, in principle, for the proposed programme of International Trade events for the financial year 2001/2002.

2. Sustainability

- 2.1 This programme meets the sustainable development policy adopted by the Council through Local Agenda 21 by addressing elements of Section 3 "Economy and Work" and Section 11 "Partnership and Funding". In particular the scheme addresses the following areas:
- increasing employment opportunities for local people
 - helping local and community businesses to set up and grow
 - working in partnership with other departments and agencies.

3. Background

- 3.1 As Committee is aware, as an active participant in the West of Scotland Trade Partnership (WSTP), North Lanarkshire Council has a key role in organising and managing a number of events on behalf of the partnership. The Council also plays an active part in the international events organised by the Lanarkshire Export Partnership (LEP).
- 3.2. As Committee is aware, the European Regional Development Fund support for the WSTP programme comes to an end at 31 March 2001. It is intended to continue to the international trade programme through the LEP, funded by both council budgets, with other sources of funding being sought to replace the European funding element.

4. Lanarkshire Export Partnership (LEP) - Exhibitions and Missions Programme

- 4.1. The LEP intends to continue to maintain the quality of service offered to Lanarkshire companies, and proposes to offer a programme of international trade events which have been selected on the basis that they meet the needs of key sectors of the Lanarkshire economy. These events will target Lanarkshire companies and will be promoted by both councils as well as the LEP, Scottish Enterprise Lanarkshire and the Small Business Gateways in Lanarkshire. The programme is outlined at Appendix 1, indicating those events being organised by each council.

- 4.2. Discussions are ongoing with partner authorities within WSTP and their respective export partnerships, to ensure that a reciprocal arrangement can be agreed, similar to that in place at present, so that councils or export partnerships can support their local companies at events being organised by other export partnerships, and will pay a management fee to the organising council for each participating company.
- 4.3 The LEP will also continue to offer a comprehensive range of services, including export training and advice, to Lanarkshire companies, as part of the overall LEP international trade development programme. A full report will be made to the next Committee meeting, outlining the roles of all three partners within the LEP.

5. **North Lanarkshire International Trade Programme - 2001/02**

- 5.1 Due to the cyclical nature of the international exhibitions programme, many events which North Lanarkshire Council is considering targeting for the 2001/02 programme take place only once every two or three years. In order to guarantee that exhibition space can be secured, it is necessary to book space well in advance of the exhibition dates, sometimes as much as 18 months before an event is due to take place.
- 5.2 With this in mind, clearly it is necessary to plan future years' events well in advance, and it is for this reason that we seek Committee approval, in principle, for the attached proposal (see Appendix 1). It should be borne in mind that programme is a proposal at this stage, and may change, due to budgetary and or other practical constraints.

6. **Recommendation**

- 6.1 Committee is asked to approve, in principle, the proposed programme of activity annexed in Appendix 1.



David M Porch
Director of Planning and Environment

Date of report:

22 December 2000

For further information contact Isobel Long, Economic Development Officer - Tel 01236 616287

APPENDIX 1

LANARKSHIRE EXPORT PARTNERSHIP

Proposed Trade Development Programme 2001/02

Event	Location & Date	Sector	Organiser
PLMA (Trade Mission) (Private Label show)	Amsterdam - May 01	private and own label	SLC
Trade Mission	Slovenia – June 01	multi	SLC
Celtic Buyers Giftware Show	Chicago – Sept 01	craft and giftware	SLC
Trade Mission	Portugal – Oct 01	multi	SLC
Trade Mission	Spain – Nov 01	multi	SLC
Trade Mission	Greece – Feb 02	multi	SLC
Offshore Europe	Aberdeen – Sept 01	oil & gas	LEP (NLC,SLC & SEL)
Trade Mission * (Market Explorer – new exporters)	Sweden	I/T + multi	NLC – (partnership with STI)
Biotechnica *	Hannover – Oct 01	biotechnology	NLC (partnership with STI)
Medtrade	New Orleans – Oct 01	healthcare	NLC (partnership with GCC)
ISM	Cologne	confectionery	NLC (partnership with SLC)
Nat. Manuf. Wk	Chicago	manufacturing	NLC (partnership with GCC)

- To be confirmed – early discussions with Scottish Trade International (STI)

SEL - Scottish Enterprise Lanarkshire
SLC - South Lanarkshire Council
LEP - Lanarkshire Export Partnership
GCC - Glasgow City Council
STI - Scottish Trade International