

**English Regions
LEP
Strategies, Resources & Partners
Workshop Output**

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Date: 12/08/10

Prior Considerations

- Vince Cable / Eric Pickles Letter on Local Enterprise Partnerships
- Experto Crede's CSR and UK LEP Commitment
- Potential LEP Terms of Reference
- World Trade Organisation Member Brainstorming Session

Common recognition amongst LEP teams

- Co-dependence of regions because supply chains do not recognise LEP boundaries
- Potential competitive bidding into a challenge fund can hinder management of co-dependence
- Sustainable economies are based around high gross margin businesses
- Potential reduction in direct business support funded by government
- Potential loss of employment due to reduction public funded services
- The use of fossil fuels will become increasingly expensive
- Being able to hold meetings across the Internet will local businesses ability to trade overseas
- The time and cost of launching new business and ideas is much reduced by effective screening prior to investment

Economic development

- Understand the value major employers add to their customers & shareholders, and support their development of this value +
- Support the development of sustainable high gross margin businesses through regional development funds +
- Provide evidence to organisations that wish to market places (locally and overseas) +
- Improve businesses use of Internet based web meeting technology that can assist them to export +
- Attract & develop low-waste, less resource intensive, low-carbon type businesses +
- Long term clarity over physical space for businesses to grow, and people to live +

Enterprise development

- Encourage business networks to have a sustainable impact
 - Match near to market Intellectual Property (IP) to the existing business stock +
 - Enable members to screen new ideas and third party IP prior to market development +
 - Hold meet webinars for overseas trade associations featuring business networks who are ready to export +
- Assist new and existing business to more effectively and efficient engage private sector business support
 - Professional support +
 - Corporate Social Responsibility based Business Mentoring +
 - Apprentice managers +
- Encourage business to respond to public tenders: on their own or in association with third parties +
- Assist the development of community interest companies / co-operatives +

Accelerating success

Resources

- Strong Business Board of major local employers
- A Business Board who share a common view of success
- A Business Board Chair who will personally represent the LEP to Ministers
- Indigenous investor groups that highlight resource constraints
- Customer relationship management systems
- Effective account management
- An interactive Blog
- Video News
- Webinar tools
- Business polling systems

Partners

- BIS
- DIC
- UKTI
- Other LEPs
- HM Treasury
- Local Business Network managers
- National & Local Press
- Foreign consulates