



**REPORT OF THE VISIT BY THE RT HON THE LORD MAYOR OF LONDON
(ALDERMAN CHARLES BOWMAN) TO NORTHERN ENGLAND
26-27 JULY 2018**

BACKGROUND

1. The Lord Mayor (LM) visited Manchester, Leeds and Sheffield on 26-27 July 2018. The Lady Mayoress, Alderman and Sheriff Tim Hailes, Mrs Fiona Adler and Sheriff Neil Redcliffe and Mrs Redcliffe joined LM in Sheffield.
2. The visit coincided with the launch of Centre for Cities' report, sponsored by CoLC, which provides an account of the Financial and Professional Services (FPS) sector outside London. It also came at a time when the expansion of CoLC's regional engagement strategy, to include Leeds, had been announced.
3. The visit enabled LM to hear regional centres' views on the environment for FPS, identify opportunities for collaboration and to receive feedback on any specific challenges in the region. He was also able to encourage regional engagement in CoLC activities, including participation in overseas visits.

SUMMARY

4. LM met local business, academic and civic figures in each city. In Manchester, key meetings were held with Rt Hon Andy Burnham (Mayor of Greater Manchester) and David Duffy (CEO of CYBG and Fintech Ambassador for England). A key outcome of the meeting with the Mayor was a request for CoLC to support the consultation process – with a forum in London – for Manchester's local industrial strategy.
5. The visit to Leeds, hosted by Yorkshire Building Society, focused on LM's Business of Trust programme with meetings including a range of senior FPS business leaders and civic representatives.
6. The full mayoral civic party was hosted in Sheffield by the Company of Cutlers in Hallamshire, with discussions centred on the city's strengths in **manufacturing** (full programme in Annex A).
7. A number of themes were raised frequently in all three cities. Interlocutors were interested in discussing the impact of **Brexit** and recognised the importance of the UK's cities in working together to ensure the best possible outcomes. In addition, the need for **infrastructure** improvements, particularly in the transport system, was a common thread in many meetings. **Collaboration** between cities was respected, not only to provide stronger outcomes but also to continue the development of the **Northern Powerhouse** into firm actions. The importance of **STEAM education**, the creation and retention of **talent** and the need for a **visa system** that attracts international talent were also key topics of conversation.
8. The Lord Mayor's Business of Trust programme was well received throughout the visit, stimulating interesting and insightful discussions at all levels.

DETAIL – MANCHESTER

9. Manchester's strength as a **fintech** hub was evident; it has a robust digital market and a strong pool of tech talent. The strength of the fintech offer in both London and Manchester was seen as a key area for collaboration. However, a number of interlocutors, including David Duffy, the Fintech Envoy for England, and the Mayor of Greater Manchester, commented that talent is frequently lured to London to the detriment of Manchester's sector growth and that there are recruitment issues in digital skills in Manchester. LM hosted a panel discussion on the impact of Manchester's fintech sector on the wider regional economy. This panel, in front of 130 fintech professionals, encouraged further engagement between London and Manchester.
10. LM discussed **CoLC's regional strategy** with the Mayor of Greater Manchester and both agreed that, post-Brexit, collaboration between London and other UK centres of excellence would be vital so that the UK as a whole can rise together. The Mayor outlined the plans for a new local industrial strategy, which is entering a consultation period in the autumn and will be launched in March 2019. He asked whether CoLC could support this work and LM offered to host an event in November/December 2018.
11. Among other subjects, LM and the Mayor discussed **devolution** (the Mayor suggested this was the correct response to Brexit), rebalancing the economy, social mobility and **infrastructure**. The Mayor said that improvements to the transport system are greatly needed in order to support the Northern Powerhouse's continued growth. He also drew parallels between the housing problems in London and Manchester and suggested that the two cities could collaborate in support for the homeless.
12. LM's **Business of Trust** programme was well received throughout the meetings in Manchester. ICAEW hosted a roundtable where LM was able to discuss trust with a group of young managers who have been identified as future leaders of the profession.

DETAIL – LEEDS

13. LM was hosted by Yorkshire Building Society for two meetings in Leeds. The first meeting, with senior business leaders and members of local councils, focused on the London-Leeds relationship and the strength of Leeds as a financial services centre. The second meeting focused on LM's Business of Trust programme and the role of trust in civic leadership, business and culture.
14. LM was also able to discuss with interlocutors the expansion of CoLC's regional engagement strategy to include Leeds.

DETAIL – SHEFFIELD

15. The full Civic Party attended the annual Cutlers' Forfeit Feast in Sheffield. Before this, LM and the Sheriffs attended a series of meetings and a visit to AES Seal. These meetings gave LM an excellent insight into the strength of Sheffield's manufacturing sector as well as the importance of international trade and innovation to the region. There was a strong and clear message of confidence, with most of the businesses reporting growth and continued innovation.
16. The 'Made in Sheffield' brand is held in high regard internationally and is a benchmark of quality.
17. Several interlocutors commented that the biggest challenge to growth was a lack of STEAM talent and the impact of visas on attracting international talent.

CONCLUSION

18. The visit was informative and positive with several opportunities for collaboration, particularly in Manchester. CoLC's regional engagement strategy was well received throughout.

**Contact: Fiona Burford, Senior Programme Manager (fiona.burford@cityoflondon.gov.uk)
020 7626 2500**

ANNEX A

LORD MAYOR'S PROGRAMME

Thursday 26 July – Manchester

Meeting with the Mayor of Greater Manchester (Rt Hon Andy Burnham)
Business of Trust roundtable lunch hosted by ICAEW
Fintech Panel Discussion hosted by pro-manchester
Media
Roundtable on Greater Manchester Internationalisation Strategy
Meeting with David Duffy, Fintech Envoy for England
Dinner with local senior business leaders, hosted by pro-manchester

Friday 27 July – Leeds / Sheffield

<i>Transfer to Leeds</i>
Breakfast meeting with local FPS leaders, hosted by Yorkshire Building Society
Business of Trust roundtable hosted by Yorkshire Building Society
Business of Trust interview with Stephanie Burras CBE, Founder and CEO, Ahead Partnership
<i>Transfer to Sheffield</i>
Briefing lunch with local businesses
Visit to AES Seal, manufacturer of mechanical seals
Q&A with local FPS and manufacturing business leaders
Cutlers of Hallamshire Forfeit Feast

ANNEX B

FOLLOW UP ACTIONS

NO.	ACTION	RESPONSIBLE
1	To organise an event at Mansion House, working with Andy Burnham's office, promoting Manchester's local Industrial Strategy and further collaboration between Manchester and CoLC	EDO (Lisa Dimon) MH (Fiona Burford)
2	To work with Andy Burnham's office on collaboration in: social mobility, skills and fintech	EDO (Lisa Dimon)
3	To engage Manchester fintech businesses in LM's overseas visits, particularly the forthcoming visit to India	EDO (Lisa Dimon) MH (Duncan Sparkes)

4	To arrange a follow-up meeting with David Duffy to discuss UK fintech and opportunities for collaboration	MH (Fiona Burford)
5	To ensure David Duffy is invited to relevant CoLC events	MH (Fiona Burford)
6	To send David Duffy copies of CoLC's reports on Fintech in Australia	MH (Fiona Burford)
7	To include reference to the visit, Manchester's local Industrial Strategy and the importance of infrastructure in LM's letter to the Prime Minister	MH (Fiona Burford / Jeremy Blackburn)
8	To further discuss Leeds' plans for a local industrial strategy and how CoLC can further collaborate and support.	EDO (Lisa Dimon)
9	To follow up with Leeds Council on CoLC's regional engagement strategy	EDO (Lisa Dimon)
10	To encourage AES Seal to apply for a Lord Mayor's Dragon Award – Business of Trust Champion	MH (Fiona Burford) EDO (Becki Jacobi)