



PRO•MANCHESTER VISITS CHINA

pro-manchester visit: China to forge stronger links with the power state.

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EUROPE BROUGHT TOGETHER IN MANCHESTER

Annual conference brings 500 European delegates to our city.

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SKILLS STILL TOP OF THE AGENDA

Since Stephen White announced his focus for the year as skills, he has received a great deal of feedback and support from senior representatives in the financial and professional service community, all of whom believe the issue is fundamental to the future development of their businesses.

The seriousness with which the issue is viewed has meant the campaign for skills has quickly snowballed, resulting in the formation of a pro-manchester Skills Group that will create a strategy for the development of skills in Manchester. However, the campaign has also led pro-manchester to support the City Council in helping them achieve their ambitious vision of aligning education with the six key growth sectors of the City, one of them being Financial and Professional Services.

"When launching my focus on skills for the year back in September, little did I realise just how much support there would be from the F&P sector: It is now clear how high the development of skills is on the agenda for both national institutions and smaller regional firms. I was overwhelmed by the support the launch of the Skills Group achieved and by the diversity of the professional businesses that were keen to support this initiative. It is reassuring to know that there are so many that are keen to work together to develop people not only for the benefit of their businesses, but the city as a whole," said Stephen.

"Whilst I was making my speech about skills at the AGM Lunch, the Government was underway with developing its strategy for an Academies programme across the UK. Our focus on this issue and the network of contacts we have, has meant that we have been able to get actively involved in the process at an early stage and, as a result, Manchester

will now become the first city in the UK to have an academy dedicated to the financial and professional community."

The Manchester Academies programme will provide employer driven world-class centres of excellence delivering the skills required by each major sector of the economy and will be aimed at all children between the ages of 11 and 18.

Stephen continues: "This is a really exciting development for Manchester, which will help us to make a real difference to the future professionals who will work in our businesses. It will also increase the profile of Manchester's F&P sector on a national and international basis."

"We will be supporting the F&P Academy and its associated schools on an ongoing basis. However, not in terms of financial investment but by working in conjunction with schools and

the Academy to deliver real and tangible development opportunities for students, such as workplace secondments and mentoring schemes. By doing this, we can play an active role in creating and developing individuals who can best serve the needs of the firms in the city."

"MANCHESTER WILL NOW BECOME THE FIRST CITY IN THE UK TO HAVE AN ACADEMY DEDICATED TO THE FINANCIAL AND PROFESSIONAL COMMUNITY"

The financial and professional services sector is the largest employer in Manchester, currently employing more than 220,000 people. Through

projected accelerated growth, the sector is anticipated to grow by an additional 70,000 jobs within the next 10 years.

"We will keep you informed of developments during the coming months, but if you are keen to get involved, please contact Daniel Dobson-Mouawad, pro-manchester's Chief Executive."

Stephen adds: "While we have been focusing on the skills agenda, we have also been working tirelessly to increase the global profile of Manchester and representatives have attended meetings and discussions both nationally and internationally in London, Shanghai, New York, Madrid and Ottawa. On a local level, we have also held a number of discussion groups and networking events and have attended meetings with Government to highlight the strength of Manchester, but more about this inside."



FORGING CLOSER LINKS WITH CHINA

CHINA IS A POWER STATE THAT COULD OFFER THE POTENTIAL FOR ACCELERATED ECONOMIC GROWTH IN MANCHESTER, WHICH IS WHY WE RECENTLY SUPPORTED A PRO-MANCHESTER MEMBER LED DELEGATION TO VISIT KEY REPRESENTATIVES FROM BOTH THE PUBLIC AND PRIVATE SECTOR.

During the visit meetings were held in Shanghai and Wuhan, the town that has been twinned with Manchester for 20 years, with the aim of sharing knowledge and exploring ways in which Manchester and China can work together more productively. The visit was hosted by the Chinese Municipal Government at the request of the Party Secretary.

China is the fourth largest economy in the world and the country is anticipated to leapfrog to second position in coming years as it continues to thrive.

Currently, Manchester maintains an enviable relationship with China thanks to links through the

long established Chinese community in the city. However, it is important to reinforce these relationships and formalise ways in which Manchester's F&P sector can work with its Chinese counterparts and the wider business community.

Following on from the visit, the Royal Bank of Scotland is to host the new pro-manchester International discussion group meetings to look at opportunities that can be derived from developing links with emerging markets. For more information on these discussion groups, please check the website -

www.pro-manchester.co.uk

LABOURING THE POINT FOR THE F&P SECTOR

September saw Manchester turned into 'Northminster' when the city played host to the Labour Party Conference.

The intangible economic impact of hosting an event such as the Labour Party Conference will be long lasting for the city. However, just as importantly, it also gave us the opportunity to increase the exposure of Manchester's F&P sector by attending fringe events and leading discussion on the manifestation of new business districts. We were able to directly engage with policy makers in an informal setting, while developing recognition of the power that Manchester has as the capital of the North.

The Labour Party has since announced that it is to hold its Annual Conference in Manchester in future years. This means that we can continue to build relationships between public and private sector in Manchester and deliver growth opportunities to the city's F&P sector.



CROSSING THE ATLANTIC

Stephen White, Chairman of pro-manchester and Catherine Mackenzie, Business Development Manager have taken part in a trade mission to New York to follow up contacts previously established.

The visit, which was organised in conjunction with MIDAS and was also attended by Sir Howard Bernstein, was to highlight the city's F&P sector and followed a similar successful trip last year. More than 40 representatives from financial institutions attended a reception with the aim of exchanging business opportunities and further developing links.

There are real opportunities to attract more international organisations to Manchester, such as The Bank of New York and AIG, and it is essential that we maintain a high profile in the city and with the leaders of these institutions.



AIM CAMPAIGN TAKEN TO CANADA

Manchester is rapidly gaining recognition as the UK centre of excellence for AIM advisory work with a number of the city's firms being recognised in industry polls for the most active advisers on the junior market.

In September we took this message over to Ottawa, Canada. Our Business Development Manager, Catherine Mackenzie and pro-manchester members Gary Houghton of Baker

Tilly and Richard Sharp of Cobbetts met with companies, representatives of the city's financial and professional community, and the British High Commission to discuss ways in which the two cities could work together.

The companies were particularly interested in finding out more about entry on to the Alternative Investment Market and attended discussions led by Gary and Richard,

both of whom are from Manchester firms that specialise in AIM advisory work.

Gary comments: "I was delighted to be part of pro-manchester's trip to Ottawa. Baker Tilly's Capital Markets team in Manchester has worked on a variety of overseas AIM transactions, and I am particularly keen to develop our offering into the North American and Canadian markets. It was a pleasure to

represent Manchester's AIM advisory community on this trip."

Richard adds: "The trip was quite a success in terms of raising the profile of Manchester and its professional community. It is clear that there are many Canadian hi-tec and bio-tec companies interested in the AIM market as a source of future capital and in Manchester as a base for their future European operations."

"IT IS CLEAR THAT THERE ARE MANY CANADIAN HI-TEC AND BIO-TECH COMPANIES INTERESTED IN THE AIM MARKET"

EUROPE BROUGHT TOGETHER IN MANCHESTER

WE HAVE TAKEN AN ACTIVE ROLE IN SUPPORTING THIS YEAR'S ANNUAL EUROCITIES CONFERENCE, WHICH TOOK PLACE IN MANCHESTER BETWEEN 22 AND 25 NOVEMBER 2006.

EUROCITIES is a network of 128 major cities in some 33 European countries that engages in dialogue with European Union institutions across a wide range of policy areas that affect cities. Sir Richard Leese, Leader of Manchester City Council, currently holds the two-year Presidency of the network.

The annual conference brought approximately 500 delegates to the city including Mayors, Leaders, elected members and senior officers from local authorities across Europe, as well as senior representatives from EU institutions, NGOs and academic institutions.

The theme of the event was the knowledge economy and examined the role that cities play in contributing to the development of a more prosperous, sustainable and inclusive Europe. It provided delegates with the opportunity to network and debate with their counterparts from other cities, with keynote speakers including the Rt Hon Ruth Kelly MP and Danuta Hübner, European Commissioner for Regional Policy.

We used the event to highlight the strength of Manchester's growing F&P sector to the audience and to profile the success the city has achieved.

BUSINESS LEADERSHIP COUNCIL THE FUTURE FOR MANCHESTER?

IN A GLOBAL ECONOMY, THE WEALTH CREATED BY CITIES IS INCREASINGLY ACHIEVED THROUGH COMPETITION WITH OTHER CITIES IN OTHER COUNTRIES. MANCHESTER, DESPITE BEING NAMED THE BEST CITY FOR BUSINESS IN THE UK 2006, MUST BECOME EVEN MORE COMPETITIVE AND ATTRACTIVE AS A PLACE FOR BUSINESS AND INVESTMENT.

It has long been identified that to be competitive in the global marketplace, cities have to organise and act at a wider metropolitan level. Current European research suggests that where cities are given more freedom and autonomy they have responded by being more successful, proactive and entrepreneurial. The overall trend in Europe is to decentralise decision-making, placing powers at the lowest level. UK cities have fewer powers, resources and responsibilities and are less successful economically.

If Manchester fails to achieve its full economic potential, there is no prospect of achieving regional or national job/wealth creation targets; and just as crucially, there is no serious and sustainable counter-balance in the UK to London and the South East. This is why we are showing a great interest in current proposals aimed at developing a more concerted and effective approach to driving forward a new governance model for the Manchester City Region.

The potential gains from a new Manchester governance model, which is now supported by the newly released Government White Paper, would be considerable. Under the emergence of new Manchester proposals, the driving force would be an Executive Board, made up of the leaders from the Association of Greater Manchester Authorities (AGMA) with a separate but parallel business body that would engage key business leaders at the most senior level.

The role of this business body, called the 'Business Leadership Council', would be to promote the continued growth and development of the City Region economy, particularly with other businesses and provide a strong and coherent private sector input on key issues affecting the economy and its development. The business support for this model must not just be in relation to economic development, but also covering important areas such as transport.

MOVING AWAY FROM A LONDON-CENTRIC UK

OCTOBER SAW US PLAY HOST TO ALDERMAN DAVID BREWER, THE LORD MAYOR OF THE CITY OF LONDON WHO IS THE AMBASSADOR FOR THE FINANCIAL AND PROFESSIONAL SERVICES COMMUNITY IN THE UK.

We campaigned for some time to ensure that David made time in his schedule to visit Manchester and spend time with the city's professional community. The objective of his visit was to educate him of the skills of Manchester professionals and explore ways in which the city's community could work more closely with London, whilst ensuring that he could promote and correctly position our city's F&P sector across the world.

During his time in Manchester, the Lord Mayor of the City of London took part in an international discussion on the opportunities in China

and met with key representatives from the F&P sector. He was clearly impressed by the quality of the work carried out by Manchester professionals and the scope for working more closely with our London counterparts.

He comments: "There is a real feeling of history and momentum in Manchester and it's clear that the city is committed to the development of the F&P sector. It is imperative that London works with Manchester, the second financial city in the UK, to add critical mass to the UK's offering and a competitive global edge."

FULL HOUSE FOR MANSION VISIT

OUR WORK WITH THE LORD MAYOR OF THE CITY OF LONDON HAS LED TO HIM AGREEING TO HOST AN EVENT AT MANSION HOUSE, LONDON ON 6TH MARCH 2007, WHERE MANCHESTER AND LONDON PROFESSIONALS CAN NETWORK AND EXPLORE BUSINESS OPPORTUNITIES.

The Lord Mayor of the City of London would also like pro-manchester members to join him on his overseas programme, which will see delegations visit countries as diverse as Kuwait, South Africa, Russia, Malaysia, Poland and Brazil in the next 12 months to highlight the UK's F&P sector.

We are keen to get as many members involved in the initial event at Mansion House and also the international trade missions. We believe that Manchester firms can derive great benefits from working in partnership with the Lord Mayor of the City of London, while it will also impact positively on the city's sector as a whole.

For information on how you can become involved with the visit to Mansion House and the Lord Mayor of the City of London's overseas programme, please email catherine.mackenzie@pro-manchester.co.uk

INFLUENCING UK ECONOMIC DEVELOPMENT

The Institute of Economic Development is the leading organisation in the UK for economic practitioners and is committed to demonstrating the value of economic development work for local and regional communities.

DANIEL DOBSON-MOUAWAD HAS RECENTLY BEEN APPOINTED AS CHAIRMAN OF THE INSTITUTE OF ECONOMIC DEVELOPMENT, WHICH HE WILL UNDERTAKE ALONGSIDE HIS POSITION AS CHIEF EXECUTIVE OF PRO•MANCHESTER.



Daniel comments: "It is an honour to now be at the helm of such a national institute that represents practitioners in the field of economic development and regeneration in the public and private as well as the third sector. The economic development profession

is experiencing a rapid pace of change, much like current national policy in the run up to the Comprehensive Spending Review and it is an interesting time to be in the thick of national debate.

"The Institute of Economic

Development is committed to ensuring that all cities and towns achieve their potential and that obviously includes Manchester, the city for which I developed the economic blueprint for its £14 billion productivity growth during the next 10 years."

RECOGNISING YOUR NEW TALENT

After Christmas we will be asking you to once again make your nominations for the Young Professionals Awards.

Now is the time to start thinking about the rising stars in your firms. They are the ones who are easy to identify as they demonstrated outstanding leadership attributes, vision and passion, as well as a 'can do attitude'.

The categories include accountancy, banker and financier, dealmaker, insurance professional, lawyer, marketing and media professional, property and stockbroker. We also have a special category for outstanding contribution.

We look forward to receiving your nominations in the New Year.

DID YOU KNOW THAT...

- Manchester City Region has a £47 billion GVA economy which will accelerate by £14 billion GVA over the next 10 years, resulting in 164,000 new jobs
- The key accelerators for Manchester City Region are the growth of the F&P sector followed by life sciences, creative, cultural and media, manufacturing, communications and Manchester Airport
- Manchester houses the largest F&P service centre outside London (£9 billion GVA)
- Manchester's F&P sector employs 218,000
- Manchester's F&P sector consists of 22,000 businesses
- Manchester's F&P sector is projected to achieve 35% growth, resulting in an additional £3.5 billion GVA and 70,000 jobs in the next 10 years

YOUNGER MEMBERS GET SERIOUS

Since the younger members group was launched in 2004, it has organised a range of events that have brought together younger professionals from across the city.

While the younger members committee will continue to organise these excellent events which have attracted large audiences, they are also becoming more actively involved in the strategic development of pro•manchester. To facilitate this Andrew Alcock from the Royal Bank of Scotland has been officially appointed as the committee's chairman. In this position, he will take responsibility for feeding into the main board about the activities of the younger group and in ensuring that it meets pro•manchester's overall objectives.

As part of the younger member group's development, a number of new initiatives are to commence including developing links with educational institutions in the North West to ensure that graduates recognise the career development opportunities that exist in Manchester.

The committee is also looking to expand. If you are keen to play a vital role in the development of the younger members committee, please email andrew.alcock@rbs.co.uk

"A NUMBER OF NEW INITIATIVES ARE TO COMMENCE INCLUDING DEVELOPING LINKS WITH EDUCATIONAL INSTITUTIONS"

NEW MEMBERS

Argent Estates
Property Developer

Cundall
Engineering Design
Consultancy

Dual Corporate Risks
Underwriting Agency

EC Harris
Property Services
Consultancy

Howgate Sable
Executive Search

**Rozita Hussain
Solicitors**
Lawyers

SKVR
PR Agency

Wardell Armstrong
Environmental
Consultancy

Wates Interiors
Workplace Consultancy

EVENTS FOR YOUR DIARY

Building Networks

This year has again seen some excellent events with a vast range of speakers from Pete Waterman to Sir Howard Bernstein and Mike Ingall of Allied London Properties. We have also hosted discussion groups on topics as diverse as human capital, corporate finance and marketing. As always the events have been oversubscribed and have provided an excellent opportunity for networking with a vast range of professionals.

Below is a taster of some forthcoming events and discussion groups. For further details, please check the website - www.pro-manchester.co.uk. However, we strongly recommend you book places in advance.

Discussion Groups

Property
Human Capital
Younger Member
Corporate Finance
Marketing Professional Services
Private Client
Litigation
International

Lunch Speakers include:

Christmas Lunch
- Dr Neil Fell from Total Fitness
Geoff Muirhead,
Manchester Airport
Ben Butters,
Small Business Europa

Younger Member Events

Alistair Macdonald, Manchester
City Football Club
Chinese New Year Celebration
London Mission

For further information on any of these events, please visit www.pro-manchester.co.uk

Contact Us

pro•manchester
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