

Record of officer decision

Decision title:	Appointment of Jon Johnson T/A Mountain Perspective to support with business engagement and relationship brokering with Foreign Direct Owned Herefordshire based businesses
Date of decision:	12/07/21
Decision maker:	Acting Deputy Chief Executive
Authority delegated decision:	Chief Executive Scheme of Delegation to Officers Appendix 1 – SA45 - Economy Development
Wards:	All
Consultation:	None – core activity for ED/Marches Growth Hub.
Decision made:	Following the outcome of the council’s ITQ process, in accordance with the council’s contract procedure rules, we wish to appoint Jon Johnson T/A Mountain Perspective for 21/22 to support Economic Development and the Marches Growth Hub with businesses engagement activities and assist in Key Account Managing Foreign Direct owned, Herefordshire based businesses.
Reasons for decision:	<p>As part of our business engagement programme, we work with partners including the LEP and DiT (Department for International Trade) to identify these businesses and build ongoing relationships with Herefordshire based – Foreign direct owned businesses.</p> <p>Many FDI companies may already be connected with the Department for International Trade including international branches of the company. It is important for us to make connections locally and connect with these companies and get a better understanding of their needs and issues, investment plans, job creation, scope for growth or obstacles to growth - and support them where we can. We can link them to various support programmes and, where possible, help them to overcome local barriers to growth.</p> <p>We hope to better understand their plans and pain points and identify companies who are trying to attract inward investments from the parent companies into Herefordshire.</p> <p>We are working with partners including the LEP and DiT and it is especially important for DiT, at a national policy level, to understand what issues face businesses at the coal face, which in turn, provides local intelligence to inform policy. This project will also help with inward investment, giving future investors’ confidence that Herefordshire is a great place to invest.</p> <p>Mountain Perspective will be required to contact and initiate discussions with a range of FDI businesses across Herefordshire, both identified by Herefordshire Council and partners, and using their own networks and contacts.</p>
Highlight any associated risks / finance / legal / equality considerations:	<p>Finance The council has received via the LEP an annual grant allocation of £13,500 to deliver this programme.</p> <p>Procurement Jon Johnson T/A Mountain Perspective has been selected through a procurement process which was in accordance with the council’s contract procedure rules (under £25k contract management toolkit).</p>

	<p>Risks</p> <p>If this contract isn't entered into, Herefordshire would have to return the grant allocation to the LEP and currently there isn't sufficient capacity to initiate and maintain relationships with these businesses. We would also not gain local intelligence on potential inward investments or have the opportunity to work with those businesses who may be considering relocating out of the county.</p>
<p>Details of any alternative options considered and rejected:</p>	<p>The council does not have to deliver this activity and does not have to receive the allocation given to Herefordshire. Currently, there is not sufficient capacity within the ED team to initiate and maintain relationships with these business.</p>
<p>Details of any declarations of interest made:</p>	<p>None</p>

Signed:

Claire Ward, Solicitor to the Council

Date: 12 July 2021