

Business Isle of Man Agency
Board Meeting Minutes

Date: Thursday 10th October 2024

Time: 14:00 - 16:00

Venue: DfE Boardroom, St Georges Court

INVITED ATTENDEES - VOTING MEMBERS			
Steve Pickett, Chair, Business Isle of Man	SP	Diane Kelsey MLC, Political Member	DK
Tim Cowsill, CEO Of Business Isle Of Man, DfE	TC		
Alex Fray, Sector Champion, Biomed & Medicinal Cannabis	AF	Dave Hester, Sector Champion, Engineering & Manufacturing	DH
Ollie Neale, Sector Champion, Drink Production	ON	Findlay Macleod, Sector Champion, Food Production	CG
Ieda Yell, Sector Champion, CleanTech	IY	Brian Butler, Sector Champion, Construction	BB
Jamie Lewis, Sector Champion, Local Economy	JL	Scott Pearse, Sector Champion, Local Economy	SPe

INVITED ATTENDEES - NON-VOTING	
Mark Lewin, Chief Officer, Department for Enterprise	ML
Hira Modan, Marketing Manager, DFE	HM
Kirree Goberman, Head of Business Development, DFE	KG
Rob Green, Business Development Manager, DFE	RG
Charmaine Cain, Business Development Manager, DFE	CC
Thomas Richardson-Hall, Small Business Development Executive, DFE	TRH

<p>Please note all available members of the Business Agency Team are able to join on Teams to support where required.</p>

Timing	Agenda item	Owner(s)
14:00	Chair's Welcome & Introduction	SP
14:00	<p><u>Standing items:</u></p> <ul style="list-style-type: none"> a. Apologies - FM b. Code of Conduct No issues to report c. Declarations of new/potential conflicts of interest None d. Additions to Gifts/Hospitality Register None 	SP



	<p>e. Previous minutes to be signed off by board June 2024 Board SPe noted a typo in last board minutes Action - Minutes to be amended. - August Workshop notes</p>	
<p>14:10</p>	<p><u>Papers for Decision</u></p> <p>BB20241010 Domestic Event Fund - Hospitality Winter Support Guidelines</p> <p>TC presented the document and Board Members raised the subsequent points and questions -</p> <ul style="list-style-type: none"> - A board member advised that Hospitality IOM will support the scheme and push out to the hospitality sectors. It's believed that this winter support is required and will provide a streamlined process. - The form process was queried between venues and event planners. It was confirmed that event organisers could complete the form but the final sign off is required by the venue. - Query around fund amount; per venue or per event. It was confirmed the funds are provided per venue and not per event and it was confirmed that the Hospitality Board will be involved. <p><u>Vote</u> - Unanimous approval by all present. This will now past to Department and the Treasury to open the scheme in November.</p> <p>BB20241011 IFE Funding Bid</p> <p>RG presented the document, specifically drawing down into the reasoning behind 85% which was around lowering the barrier for these businesses to afford to exhibit. He also outlined the value of producers being on two stands, as opposed to individual stands, explaining how this would best showcase the IOM. Following this Board Members raised subsequent points and questions -</p> <ul style="list-style-type: none"> - A query was raised around the size of the stand and if this is one consolidated stand. RG advised that it may not necessarily be one and continues to explain that last year an IOM drinks stand worked well with a separate Food stand. The issue being that food producers haven't been as forthcoming in responding the event. - A board member advised that last year's event was successful, having received business directly from this but work was needed following the event. It is thought that 85% is a very generous offer and would like this to be reviewed following the completion of the event and subsequent income from this. The uptake of the first expressions of interest was lower than expected. - Do BIOM think producers would attend without funding? RG answered this receives a mixed consensus depending on producer size, funds and available time. - It is queried as to why Food and Drink are separate and confirmation was made that this works best at the event to ensure industries are surrounded by similar products. It is also noted that BIOM have seen from previous events that this approach works best 	<p>TC</p> <p>RG</p>



	<ul style="list-style-type: none"> - Is this event promoting the island or producer products and will the stands get the return we want? It is advised that BIOM would like the push IOM to the forefront, but the point is to promote products. - A board member notes the cost of sending 3 officers from DfE which was included in the bid. Discussions are had around officer time and cost of attending the event. For the Business Case perspective officer time is not included and is seen as a fixed cost of BIOM. - RG hopes the financial support offered at this event will bring producers that would have otherwise not been able to attend the event. <p>14:42 - ON left the room due to his conflict of interest.</p> <ul style="list-style-type: none"> - What is the selection criteria should more than 10 applicants apply? RG explains that BIOM only have 10 producers having demonstrating that they would be in a position to attend and ready to expand and not many in this sector sell on a B2B basis. BIOM don't expect there to be more than 10 applicants and this amount seems reasonable for the stand. <p><u>Vote</u> - Unanimous approval by all present</p> <p>14:47 - ON returned to the room following the vote.</p> <p><u>Paper for Noting</u></p> <p>BB20241012 Post event report - InterCeltic Business Forum No Questions</p> <p>BB20241013 Waste Strategy Response It was highlighted that DfE are to coordinate a response by businesses in order to strengthen the voice of business. It was also noted that BIOM's response should emphasise that the Waste Strategy should not add disproportionate costs to business or to be a deterrent for business to trade, in particular SMEs.</p> <p><u>Decision Papers Signed off by CEO for Review</u></p> <p>BB20241014 Manx Menu 2025 No Questions</p> <p>BB20240903 CIOM additional funding until the end of 2024 No Questions</p>	<p>KG</p> <p>IY</p> <p>TC</p>
<p>14:30</p>	<p><u>Department Update:</u></p> <p>A. Chair; N/A</p> <p>B. DfE Chief Officer; ML comments on the below topics and welcomes any related questions -</p>	<p>SP</p> <p>ML</p>



	<p>Digital -</p> <ul style="list-style-type: none"> - Have a focus on their AI strategy. They are currently providing training that has seen good take up. - It was noted that there is currently an E-Gaming strategy underway, navigating challenges being faced here. - Digital are looking into data foundations and trust structures for understanding around this. IOM are to find a structure in this space. <p>Visit -</p> <ul style="list-style-type: none"> - There are currently challenges being faced with flight changes with the removal of Bristol and Belfast. - Visits proposed move to the Welcome Centre has helped DfE get closer to customers. - The Steam Packet fairs announcement. It was noted there are good outcomes here but still points to be reviewed on this. A board member advised that the Tynwald Committee are still to comment on this planned in January. - Air - It is noted that there is a national strategy still being worked on. - Work Permits - It was noted that there is a review underway here. <p>Action - It was requested that the paper on immigration is shared around board.</p> <ul style="list-style-type: none"> - Min Wage - It was noted that a press release is due to out around this and DfE is reviewing the timing of the raise to living wage. Department are to review with Treasury and the DfE Minister is to make a statement in November. - Financial Discipline- This is being reviewed across Government and advised that income is down against targets set for DfE, however it is to be known that this is not due to a lack of control but factors which we were aware of. It was also made clear to board that this should not discourage Board Members from bringing points across matters. Moneyval was noted and ML advised more effort and resource going into this with time is being spent with Jersey following their successful audit. - A board member queried where we are at with work Permits with a debate on population incentives and disincentive. ML advised a single registration system is being reviewed as Government would like to simplify the process and threshold, to make it easier for people to navigate. A report of such is due next week. 	
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	<ul style="list-style-type: none"> - Review was shown of opportunity pipeline and Jobs Landing and that there will be a lot of work required to hit 150 new jobs for next year. - A Board Member asked if the agency complete an appraisal of why business do not land. KG advised that it's predominately down to difficulties including Premises & Planning, Skills & staffing, immigration & bank accounts. It was also noted that BIOM are working on a premises project to remedy with engagement ongoing with local estate agents and developers. - A Board Member asked if the immigration barrier is a difficult fix. A discussion was held around various jurisdictions and how these could be investigated to compare and base a new system on. 	
<p>14:45</p>	<p><u>Sector Updates:</u></p> <p>Local Economy</p> <p>BB20241015 Local Economy Strategy Update</p> <ul style="list-style-type: none"> - It was noted a petition was seen in Castletown around the closing of market square. Traders in this area feel the footfall during closure of the square only supports day traders there but not the surrounding shops. There is a difficulty in finding the balance here, in helping all types of businesses within the strategy. Data from the footfall cameras should help show how this effects business in the area as a whole, along with factors such as weather. It is the Agency's job to facilitate those links between groups. <p>Engineering & Manufacturing</p> <p>BB20241016 E&M Strategy Update</p> <p>DH comments on the below topics and welcomes any related questions -</p> <ul style="list-style-type: none"> - The goal here is not to spend more on grants, but use the funding develop impact. It's been recommended to measure GVA and compare to other jurisdictions. - Cost of utilities is a big barrier for many Engineering and Manufacturing businesses. - Skills is noted and how best to connect and obtain skills without the island having a university. - Progress with the Engineering and Manufacturing Strategy Steering team is noted. - A report from Phase 2 of the strategy will be completed by Q4. A Board Member asks if there anything that jumps out that could be worked on presently. DH advised that different metrics to measure success outside of just jobs should be looked into. <p><u>Action Point</u> - Investigate and explore different metrics to measure success, including GVA. It was advised that the Agency consider things which have already been success in the past such as Research & Development funding.</p>	<p>TC</p> <p>DH</p>



	<p>Food & Drink No comments from ON on Food and Drink.</p> <p>Hospitality The below topics were highlighted and any related questions welcomed -</p> <ul style="list-style-type: none"> - The first meetings with hospitality board having gone ahead and Manx Menu is being discussed within the Board. He also notes that there are some inconclusive points to be reviewed on Manx Menu but that more info will be brought back. It is noted that BIOM are conscious of the expectation on the board. Their position and remit will be discussed and defined and that support will always be provided for the board by BIOM. - As we come into winter/shoulder seasons a dip within the hospitality sector is expected. 	TC/JL
15:00	<p><u>Outputs from August workshop and 2025 Program</u></p> <p>BB20241017 Outputs from August workshop TC advised that he will speak to board members individually and points will be developed for the programme from this.</p>	TC
15:50	<p><u>Any Other Business</u></p> <p>Cost of shipping Cost of shipping is highlighted, with a high cost of export from the IOM, noting majority of world-wide shipping cost is from off island. It is noted that the IOM Post Office have adopted the largest size rather than having tiered options with costing options. It is not expected that the tiered size will come in, but possibly a lower cost to be brought in the larger size. There is also a comment on issues with the speed of packages getting off island, having to wait up to week for incoming special delivery. DK - Declared interest as vice chair of IOM Post Office (Previously noted).</p>	SP
16:00	<p>Meeting Close - 16: 42</p>	SP