

## International Trade and Investment Plan 2016–2017 – Appendix One A

MARKET	TRADE EVENT	TIME AND PLACE	JUSTIFICATION	OFFICER INVOLVE- MENT* all on a whom failing basis	COMPANY INVOLVE- MENT	MEMBER INVOLVE- MENT* all on a whom failing basis	BUDGET* *Estimates pending 2016/2017 allocations
<b>Top Priority Markets</b>							
USA	Offshore Technology Conference (OTC); WECP working meeting; Inward Investment; SDI Trade Mission.	Houston, USA  2-5 May 2016	OTC is the largest global oil industry show. Also includes WECP meetings.	Two officers	Yes – but not directly with ACC	Lord Provost (WECP working meetings)	Approximately £3,500 per person (£10,500 total for International Trade)
Norway	Trade Mission to Offshore Northern Seas exhibition and conference, plus Energy Festival	Stavanger, 29 Aug-1 Sep 2016	Norway remains a top priority market for Aberdeen	Three officers (Economic Development) Two officers (City Promotions)	Yes– numbers TBC	Yes – Lord Provost, Leader	£2,000 per person (£10,000 total for International Trade) and £4,000 total for City Promotions
Canada (Atlantic Canada)	Co-lead trade mission with NESTG partners and follow up inward trade mission from Halifax April 2016	St John's and Halifax, Canada  Date TBC (2 <sup>nd</sup> half 2016/2017)	Canada is a top priority market; Atlantic Canada offers opportunities in particular for Aberdeen's offshore technology expertise.	Up to two officers	Yes – numbers TBC	Depute Provost?	Approximately £2,000 per person (£4,000 total for International Trade; £2,000 total for Depute Provost)
<b>Medium Priority Markets</b>							
Mozambique	UKTI Rovuma Basin Project	Pemba, Maputo  Before end June 2016	Builds on significant existing work to lay the foundations for UK company market entry	One officer (Gordon McIntosh, all costs met from UKTI contract)	Yes – indirectly via UKTI	Depute Provost	Approximately £2,000 per person* Officer costs from UKTI; Depute Provost costs from Depute Provost's

							budget
Japan	Strategic Partnership Mission focusing on renewable energy and investment opportunities	Tokyo and Nagasaki  Dates TBC (likely February/March 2017)	Aberdeen Japan Strategy	Two officers	No	Yes – Lord Provost	£2,000 per person (£6,000 total for International Trade)
Mexico	Specific supporting role only in a partnership (eg NESTG) trade mission	Mexico City, Villahermosa  Dates TBC dependent on partner plans	Mexico is a rising market following its Energy Reform opening the market to foreign investment. Current MOU with Villahermosa and State of Tabasco.	One officer	Yes – indirectly	Depute Provost	£2,000 per person (£2,000 total for International Trade; £2,000 total for Depute Provost)
<b>Other</b>							
WECP AGM	World Energy Cities Partnership Annual General Meeting, Cape Town, South Africa	Cape Town, South Africa  24-26 October 2016	Cape Town is the newest member city of the WECP and an emerging regional hub for the southern African oil and gas sector.	One officer	No	Yes – Lord Provost	£2,500 per person (£5,000 total for International Trade)
MIPIM	Promotion of investment opportunities with Scottish Cities Alliance	Cannes  March 2017	Participation is part of an existing commitment to the Scottish Cities Alliance. MIPIM is a prominent global real estate show.	One officer	No	No	£1,000 per person
<b>Inward visits and local events</b>							
Inward visits to Aberdeen from various markets	Inward Visits 2016/2017	Aberdeen  Various dates TBC/on request	Number of requests for assistance with visits likely to be high (24 in 2014; 30+ in 2015)	To be determined as required.	Yes	Yes – for civic receptions, civic welcomes	£6,000

			2016 Inwards anticipated to date: Houston, USA (2) Halifax, Canada Russia			etc	
Local seminars and workshops in Aberdeen on various markets	At least 6 local seminars and workshops	Aberdeen  Various dates TBC	Programme of local seminars and workshops to focus on key target markets	To be determined as required	Yes	No	£3,000
Other expenditure	World Energy Cities Partnership membership fee		To maintain and strengthen Aberdeen's position as a global energy hub	n/a	n/a	n/a	£5,000

**Total Allocation for International Trade and Investment Operational Budget: £52,500 (out of an anticipated £70,000 budget, leaving £17,500 for emerging/unforeseen additional demands)**

**Total Allocation from Depute Provost's Budget: £6,000**

## Funding and Partnerships Plan 2016–2017 – Appendix One B

Country	Event	Dates	Justification	Officer Involvement	Member Involvement	Budget
Denmark	North Sea Commission General Assembly	June 2016	Participate in the general assembly and elected member to vote on policy issues. Officers are required to attend due to simultaneous thematic group and project development meetings.	Two Officers	Yes-Cllr Crockett	£3,000
Venues to be confirmed	North Sea Commission Executive meetings	x4 per year, dates to be confirmed	As Cllr Crockett is the Chair of the Economic Development group it is compulsory that he attends all Executive Committee meetings.	One Officer	Yes-Cllr Crockett	£2,500
Venues to be confirmed	North Sea Commission Economic Development Group	X4 per year, dates to be confirmed	Cllr Crockett is Chair of this thematic group and it is compulsory he attends all Economic Group meetings.	One Officer	Yes-Cllr Crockett	£2,500
Germany	Energy Cities Board Meeting	5 <sup>th</sup> February 2016	As Cllr Crockett is a Board Member it is compulsory he attends all Board Meetings. Aberdeen City Council is responsible for investigating ways to increase membership for Energy Cities.	One Officer	Yes-Cllr Crockett	£1,500
Turkey	Energy Cities Annual General Conference	1 <sup>st</sup> to 3 <sup>rd</sup> June 2016	EnergyCities organise an annual conference to provide workshops and networking opportunities on energy transition and funding.	Two Officers	Yes-Cllr Crockett	£2,500
Belgium	Energy Cities Board Meeting	26 <sup>th</sup> October 2016	As Cllr Crockett is a Board Member it is compulsory he attends all Board Meetings. Aberdeen City Council is responsible for investigating ways to increase membership for Energy Cities.	One Officer	Yes-Cllr Crockett	£1,500

Portugal	Conference of Peripheral Maritime Regions	Planned November 2016	Aberdeen City Council is member of the CPMR and it is expected that the council is represented at the CPMR Annual General Meeting and contribute to the EU discussions and vote as necessary.	Two Officers	Yes-Cllr Crockett	£2,500
Venues to be confirmed	Hydrogen and Electro-Mobility in European Regions (HyER)	x6 meetings per year	HyER has recently undergone an administration and Main Board change, with Cllr Crockett now Chairman. Meetings are required to find a new way forward for HyER as well as strategy.	One Officer	Yes-Cllr Crockett	£3,000
Spain	HyER Annual Board Meeting	13 <sup>th</sup> and 14 <sup>th</sup> June 2016	It is compulsory Cllr Crockett attend the meeting as he is Chairman of HyER.	One Officer	Yes-Cllr Crockett	£1,500
Various	Information Days and Project Development for 2016 – Up to 10 trips Overseas travel in the EU	To be confirmed	In order to be up-to-date with the funding calls Officers need to attend the relevant Information Days to learn the necessary detail and network with potential partners. Projects in development also require officers to travel to attend meetings and represent Aberdeen City Council within the particular project.	One Officer	No	£5,000