



BARA Meeting

Graham Hayes

Wednesday 7 June 2006

Who are EAMA

- ❖ **Set up by the DTI in 2004 with seed funding**
- ❖ **Represents 8 Trade Associations**
- ❖ **Over 1,000 Member Companies, employing 50,000 people with combined turnover of over £3 billion.**



EAMA's aim

- ❖ To get a better deal for UK engineering companies, particularly SMEs



Who we target

❖ Government

- Ministers
- Whitehall (officials)

❖ Westminster

- Government Benches
- Opposition MPs

❖ Media

❖ Like-minded trade associations

- EEF



How EAMA does it

- ❖ Grass roots reports
- ❖ Lobby meetings
- ❖ Parliamentary programme
- ❖ Media
- ❖ Website



How EAMA does it

❖ Grass roots reports

❖ Lobby meetings

- Ministers (Plenary with Alun Michael)
- Officials (Sir Stephen Brown)
- Opposition parties (Stephen O'Brien, Malcolm Bruce)
- Workshops (Parental Leave and Treasury's SME team)
- Treasury meeting in autumn

❖ Parliamentary programme

- MPs and peers



How EAMA does it

❖ Media

- Financial Times
- Professional Engineering
- Trade press

❖ Press releases

- As EAMA
- As member associations

❖ Website

- (www.eama.info links to your association)



A closer look

- ❖ Tapping grass roots views to refine EAMA reports on key issues
- ❖ Using the combined 'muscle' of the total membership to open doors
- ❖ Sharing resource across the associations to
 - cut duplication
 - extend member association's capability and do more



Grass roots reports

- ❖ Hampton Review on regulation (Sept 2004)
- ❖ Investment intentions (January 2005)
- ❖ **Regulatory Simplification (Nov 2005)**
- ❖ **Parental Rights (May 2005)**
- ❖ **Grants Survey (June 2006)**



Parental rights

❖ EAMA report

- Complex issue
- Smaller companies concerned about leave extensions
- Larger companies concerned about flexibility
- Current costs £8-40k will double

❖ Workshop with Employee Relations team

- DTI lead department
- Regulations likely to need consultation EAMA input
- Inland Revenue and Customs were open to handling payments
- Offer subsequently withdrawn



Regulation

- ❖ Regulatory simplification report
 - Chancellor's challenge
 - 24 companies, 27 recommendations
 - Employment issues dominating
 - Retirees as skill pool for temporary cover
 - Merge PAYE & NI
 - Cost £450 million



Grants survey

- ❖ Affect behaviour
- ❖ 50% of activities: R&D, training, investment
- ❖ Complex - typically 20% of grant paid to consultant
- ❖ West Midlands
- ❖ Business Link
- ❖ But others not so good



Parliamentary research

- ❖ Views of 150 MPs
- ❖ Constituency link profoundly important
- ❖ MPs' knowledge of manufacturing limited
- ❖ Much potential for developing goodwill
- ❖ Especially amongst Labour
- ❖ MPs want a more positive role on red tape
- ❖ Welcome being briefed by EAMA



What's the future ?

- ❖ Continued lobbying on our 3 priorities
 - Investment
 - Export
 - Simplification of Regulations)

- ❖ Parliamentary programme
 - Continue to build EAMA's profile at all levels of Government
 - Awaiting Appointment with Margaret Hodge
 - e-bulletin to include constituency
 - Meet new Opposition spokesmen: Alan Duncan (C) and Norman Lamb (LD)

- ❖ React Members Real Concerns

- ❖ Orgalime – A unique Opportunity





Thank you for your continued Support

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