

GREATER LONDON AUTHORITY

[REDACTED]
(By email)

Our Ref: MGLA121118-7448

4 December 2018

Dear [REDACTED]

Thank you for your request for information which the GLA received on 9 November 2018. Your request has been dealt with under the Freedom of Information Act 2000.

Our response to your request is as follows:

Can you send me all correspondence relating to Mayoral Decision ADD2242 which is for "forecasts, analysis and a report on the possible impacts of Brexit on London's economy" between the Mayor's advisers and/or anyone working in the Mayor's office and the City Intelligence Unit over the last 6 months.

Please find attached the information within scope of your request.

Some of the staff names within the correspondence are exempt from disclosure under s.40 (Personal information) of the Freedom of Information Act. This information could potentially identify specific employees and as such constitutes as personal data which is defined by Article 4(1) of the General Data Protection Regulation (GDPR) to mean any information relating to an identified or identifiable living individual. It is considered that disclosure of this information would contravene the first data protection principle under Article 5(1) of GDPR which states that Personal data must be processed lawfully, fairly and in a transparent manner in relation to the data subject.

Please note that the project did not go ahead, and no money was spent. Also, it should be noted that the timeline set out in the ADD in the attached was slightly modified when this tender was advertised for procurement.

If you have any further questions relating to this matter, please contact me, quoting the reference at the top of this letter.

Yours sincerely

Paul Robinson
Information Governance Officer

If you are unhappy with the way the GLA has handled your request, you may complain using the GLA's FOI complaints and internal review procedure, available at:

<https://www.london.gov.uk/about-us/governance-and-spending/sharing-our-information/freedom-information>

Paul Robinson

From: [REDACTED]
Sent: 12 June 2018 16:40
To: Lucy Owen; David Lunts; Alex Conway; [REDACTED]; Jeremy Skinner
Cc: [REDACTED]
Subject: Re: Draft ADD and Tender for Brexit Trade Work

Afternoon all

Jack has approved the draft AD.

Thanks

[REDACTED]

On 7 Jun 2018, at 15:07, [REDACTED] [@london.gov.uk](mailto:[REDACTED]@london.gov.uk)> wrote:

Jack

At the last Brexit Working Group we agreed to take further steps in the commissioning new economic analysis to determine the trade impacts of Brexit for London and the rest of the UK. I have been unsuccessful in my attempts to engage with the authors of the recently released economic modelling on which we were interested to base this new research. I have therefore agreed with GLA Economics that the best way to take this forward is to release a competitive tender for a piece of work that would build on that original analysis and improve the quality of the London specific evaluation.

We have had initial exchanges with potential bidders who have indicated interest and ability to conduct the research.

I have attached the draft ADD and specification compiled by GLA Economics for your review. With the your green light we will get the ball rolling ASAP.

Noting the ambition to get this work done quickly, the current timescale included in the draft ADD is for completion by the second week in September. This timeframe was agreed with GLA Economics as the most appropriate.

The budget for the work we've set out is based on the cost of the Brexit analysis we published in January, however we will endeavour through the tendering process to keep costs as low as possible.

Best

[REDACTED] | [Senior Policy Officer](#) | [Business Engagement Team](#)

City Hall | The Queen's Walk | London | SE1 2AA | T: [REDACTED] [REDACTED] [REDACTED]

Keep up with London's business news with the [City Hall Business Bulletin](#) - sign up now

REQUEST FOR ASSISTANT DIRECTOR DECISION – ADD#

Title: London's exposure to trade disruption from EU exit

Executive Summary:

Approval of expenditure of up to £50,000 is sought to procure by competitive tender analysis and a report on the exposure of London and the UK's economy and sectors to trade disruption due to the UK leaving the European Union. Although Britain's relationship with the EU post-Brexit falls within a spectrum ranging from greater to lesser continuity, this analysis will focus on how exposed London's economy and different sectors of it are to any post Brexit trade disruption. It will assess the impact of trade disruption both directly due to various sectors trade exposure to the EU and importantly indirectly, due to sectors exposure via supply chains. It will also examine London's economy (and sectors) exposure to the rest of the UK's exposure to post Brexit trade disruption. This will aid the Mayor in coordinating the GLA's preparations for Brexit. The GLA will require the analysis and report to be completed by the second week of September 2018.

Decision:

That the Assistant Director approves:

- Expenditure of up to £50,000 to procure by competitive tender a forecast analysis and report on the possible impacts of a Brexit on London's economy.

AUTHORISING ASSISTANT DIRECTOR/HEAD OF UNIT:

I have reviewed the request and am satisfied it is correct and consistent with the Mayor's plans and priorities.

It has my approval.

Name: Jeremy Skinner

Position: Assistant Director of Intelligence Unit

Signature:

Date:

PART I - NON-CONFIDENTIAL FACTS AND ADVICE

Decision required – supporting report

1. Introduction and Background

- 1.1 Research published by a number of organisations since the June 2016 referendum¹ has highlighted how the impact of the vote to leave the EU is one of the largest potential economic effects on both the London's and the UK's economy, in both the short and in the long-run. However, the sectoral exposure of London and the UK due to indirect effects via supply chains has seen less research undertaken².
- 1.2 In the short-run, beyond the direct impact of the decline of sterling, the impact of Brexit on UK trade is likely to have been limited. While the long-term impact of the vote to leave the EU is very dependent on what post-exit deals the UK negotiates with the EU and other countries around the world.
- 1.3 Still it is likely that trade disruption will occur. In order to examine this belief objectively and to plan the response to Brexit, the GLA needs to know the potential exposure (both directly and indirectly) of London's economy to trade disruptions and for this exposure to be expressed in terms of headline numbers. As well as this a more detailed analysis of the exposure of the sectors of London economy to trade disruption is also needed. The GLA further needs to know the exposure to trade disruption of rest of the UK and, specifically, how the disruption in the rest of the UK will play through to London and conversely how the exposure of London will play through to the rest of the UK via supply chain linkages.

2. Objectives and Expected Outcomes

- 2.1 To produce analysis of the exposure (both directly and indirectly) of London and the rest of the UK to disruptions in trade due to the UK leaving the EU. An example of recent analysis that looks at this regional impact in some detail is [Chen, w. et al \(2017\)](#), however the GLA envisions that the procured analysis would go beyond the depth currently via more detailed sector level breakdowns.
- 2.2 It is envisioned that this analysis will present this exposure in a number of ways including but not limited to:
- As a percentage of GVA in London and the UK's.
 - As a percentage of local labour income in London and the UK.
 - By detailed standard sector by GVA and local labour income.
 - By bespoke sector to be defined by the GLA in consultation with the successful bidder by GVA and local labour income.
- 2.3 Further analysis will examine the impact will include, but not necessarily be limited to:
- The exposure of the rest of the UK (both aggregate and at a sector level) via interlinked supply chains to London's exposure to Brexit.
 - The exposure of London (both aggregate and at a sector level) via interlinked supply chains to the UK's exposure to Brexit.
 - The exposure of London and the UK (both aggregate and at a sector level) to new bilateral trading relationships with selected key trading partners such as (and not limited to) the US, Canada, Australia, New Zealand, China and India.
 - The results of this analysis should also if possible be compared with estimates of exposure across Europe from the available literature.

¹ See for example: Cambridge Econometrics (2018). '[Preparing for Brexit](#)'. Greater London Authority.

² Examples of research that has been undertaken include Chen, w. et al (2017). '[The continental divide? Economic exposure to Brexit in regions and countries on both sides of The Channel](#)'. Papers in Regional Science.

2.4 An Invitation to Tender will therefore seek a suitable organisation to undertake research to develop our understanding of the possible exposure of London's economy to post Brexit disruptions in trade. This process will require the delivery of detailed forecasts for both the immediate and the long-term impact of the Brexit process.

3. Equality comments

3.1 No adverse equalities impacts are identified. The analysis and report will support the GLA's equalities objectives by helping to inform the Mayor about which parts of London are likely to be most exposed to trade disruption due to Brexit.

4. Other considerations

4.1 The contract will be managed via TfL procurement.

4.2 If this analysis was not carried out it would limit the GLA's ability to plan how best to respond to the impact of Brexit.

4.3 As regional data is more limited than national level data it is possible that data limitations may lead to inaccuracies in the calculated exposure to Brexit related trade disruptions. However, regional trade data is available via the ONS and has been used in similar analysis in the recent past³. Successful candidate will also have access to GLA Economics' currently unpublished calculation of Input/Output tables for London.

4.4 All bids will be considered against technical criteria and value for money assessment. The breakdown of assessment for bids will be based on 75% of the available marks assigned to technical aspects, and 25% relating to the price quoted to undertake the research. The specific criteria are outlined in the following table:

Criterion	Weighting
Understanding of the GLA's requirements	10%
Quality and rigour of the methodological approach	30%
Previous experience to undertake this research	15%
Technical skills and ability to undertake this research	15%
Quality assurance processes and outlining project risks	5%
Price quoted for the research	25%

All bids will be assessed on a six-point scale across each criterion, outlined as follows:

Score	Description
0	Unacceptable or no response
1	Unsatisfactory, no significant evidence and fails to meet specified requirements.
2	Poor, only partially meets specified requirements
3	Satisfactory, criterion mostly met with few omissions.
4	Good, demonstrably meets specified requirements in full.
5	Excellent, demonstrably exceeds the specified criterion and provides added value to the specification.

³ See for example: Chen, w. et al (2017). '[The continental divide? Economic exposure to Brexit in regions and countries on both sides of The Channel](#)'. Papers in Regional Science.

5. Financial comments

5.1 The expenditure of up to £50,000 will be funded from the Executive Director of Communities and Intelligence Minor Programmes budget for 2017-18, held within the Communities and Intelligence Directorate.

6. Legal Comments

6.1 It is within the GLA's powers, under section 30 of the Greater London Authority Act 1999, to promote economic development and wealth creation, and social development, in Greater London, and its subsidiary powers under section 34 to do anything facilitative of the exercise of its functions, to carry out research into the economic effects on London of reasonably foreseeable external events, such as the proposed departure of the UK from the EU.

7. Planned delivery approach and next steps

7.1 As part of their delivery of their results the successful candidate will be expected amongst other output to deliver a report (including within it an explanatory narrative about integrated supply chains and value added chains, and why they impact on this analysis of UK exposure), full access to the output numbers, a slide pack summarising key results and an analytical assurance statement setting out the steps that have been undertaken to ensure that the overall analytical approach was reasonable and fit for purpose. The following table gives an outline of the provisional timescales for this research, however bidders are invited to suggest amendments to intermediate milestones within their tenders, or recommend timescales based upon the approach they wish to use to address the needs of the GLA:

Task	Target Completion
Invitation to Tender posted	15 th June 2018
Deadline for submissions	29 th June 2018
Review of received bids and invitation to clarification meeting (if necessary)	w/c 4 th July 2018
Appointment of successful supplier	w/c 4 th July 2018
Inception meeting with project steering group	w/c 11 th July 2018
First draft of forecast to be sent to the GLA	3 rd August 2018
Review of draft and steering group meeting	13 th August 2018
Second draft of report sent to the GLA	3 rd September 2018
Report completion and presentation to internal stakeholders	10 th September 2018

Appendices and supporting papers:

Tender Form to be attached

Public access to information

Information in this form (Part 1) is subject to the Freedom of Information Act 2000 (FOI Act) and will be made available on the GLA website within one working day of approval.

If immediate publication risks compromising the implementation of the decision (for example, to complete a procurement process), it can be deferred until a specific date. Deferral periods should be kept to the shortest length strictly necessary.

Note: This form (Part 1) will either be published within one working day after approval or on the defer date.

Part 1 Deferral:

Is the publication of Part 1 of this approval to be deferred? YES

If YES, for what reason:

This ADD includes the overall budget of the project to procure, by competitive tender, an analysis and report on the exposure of London's economy to trade disruption due to Brexit. It is important that this information is not made public until after the consultants are appointed and a price and scope for works have been agreed and contracts exchanged. If a total project budget is made public in advance of this, it could lead to consultants providing inflated prices to complete works. This information should not be made public until after the consultants have been appointed.

Until what date: w/c 11th July (assuming appointment is completed on time)

Part 2 Confidentiality: Only the facts or advice considered to be exempt from disclosure under the FOI Act should be in the separate Part 2 form, together with the legal rationale for non-publication.

Is there a part 2 form – NO

ORIGINATING OFFICER DECLARATION:

Drafting officer:

■■■■■ has drafted this report in accordance with GLA procedures and confirms that the Finance and –if relevant- Legal teams have commented on this proposal as required, and this decision reflects their comments.

Corporate Investment Board:

The Corporate Investment Board reviewed this proposal on (insert date)

HEAD OF FINANCE AND GOVERNANCE:

I confirm that financial and legal implications have been appropriately considered in the preparation of this report.

Signature:

Date:

Invitation to Tender: “London’s exposure to Brexit”

Summary:

The Greater London Authority (GLA) requires an organisation to undertake analysis and a report on the exposure of London and the UK’s economy and sectors to trade disruption due to the UK leaving the European Union. Although Britain’s relationship with the EU post-Brexit falls within a spectrum ranging from greater to lesser continuity, this analysis will focus on how exposed London’s economy and different sectors of it are to any post Brexit trade disruption. It will assess the impact of trade disruption both directly due to various sectors trade exposure to the EU and importantly indirectly, due to sectors exposure via supply chains. It will also examine London’s economy (and sectors) exposure to the rest of the UK’s exposure to post Brexit trade disruption. This will aid the Mayor in coordinating the GLA’s preparations for Brexit. The GLA will require the analysis and report to be completed by the second week of September 2018.

1. Background

Research published by a number of organisations since the June 2016 referendum¹ has highlighted how the impact of the vote to leave the EU is one of the largest potential economic effects on both the London’s and the UK’s economy, in both the short and in the long-run. However, the sectoral exposure of London and the UK due to indirect effects via supply chains has seen less research undertaken².

In the short-run, beyond the direct impact of the decline of sterling, the impact of Brexit on UK trade is likely to have been limited. While the long-term impact of the vote to leave the EU is very dependent on what post-exit deals the UK negotiates with the EU and other countries around the world.

Still it is likely that trade disruption will occur. In order to examine this belief objectively and to plan the response to Brexit, the GLA needs to know the potential exposure (both directly and indirectly) of London’s economy to trade disruptions and for this exposure to be expressed in terms of headline numbers. As well as this a more detailed analysis of the exposure of the sectors of London economy to trade disruption is also needed. The GLA further needs to know the exposure to trade disruption of rest of the UK and, specifically, how the disruption in the rest of the UK will play through to London and conversely how the exposure of London will play through to the rest of the UK via supply chain linkages.

2. Key Research Questions

In developing our understanding of the implications of Brexit on London’s economy, the GLA wishes to procure analysis of the exposure (both directly and indirectly) of London and the rest of the UK to disruptions in trade due to the UK leaving the EU. An example of recent analysis that looks at this regional impact in some detail is [Chen, w. et al \(2017\)](#), however the GLA envisions that the procured analysis would go beyond the depth currently via more detailed sector level breakdowns. Specifically, it is envisioned that this analysis will present this exposure in a number of ways including but not limited to:

- As a percentage of GVA in London and the UK (as wells as UK nations and regions).

¹ See for example: Cambridge Econometrics (2018). ‘[Preparing for Brexit](#)’. Greater London Authority.

² Examples of research that has been undertaken include Chen, w. et al (2017). ‘[The continental divide? Economic exposure to Brexit in regions and countries on both sides of The Channel](#)’. Papers in Regional Science.

- As a percentage of local labour income in London and the UK (as well as UK nations and regions).
- By detailed standard sector by GVA and local labour income.
- By bespoke sector, to be defined by the GLA in consultation with the successful bidder, by GVA and local labour income.

The analysis will need to examine, but not necessarily limited to:

- The exposure of the rest of the UK (both aggregate and at a sector level and national and regional level) via interlinked supply chains to London's exposure to Brexit.
- The exposure of London (both aggregate and at a sector level) via interlinked supply chains to the UK's exposure to Brexit.
- The exposure of London and the UK (both aggregate and at a sector level) to new bilateral trading relationships with selected key trading partners such as (and not limited to) the US, Canada, Australia, New Zealand, China and India.
- The results of this analysis should also if possible be compared with estimates of exposure across Europe from the available literature.

The analysis should if possible also use forthcoming analysis from GLA Economics of Input/Output tables for London. An embargoed version of the report and analysis can be provided upon request.

This Invitation to Tender therefore seeks a suitable organisation to undertake research to develop our understanding of the exposure of London's economy to post Brexit trade disruptions but also post Brexit trade deals especially via its interlinkages with the rest of the UK. This process will require the delivery of detailed analysis at a sectoral level.

3. Requirements:

In light of the background sections and key research questions, bidding organisations are asked to provide detail of how they will meet the requirements of the GLA in this study, in particular:

- Outlining the methodology, datasets to be used and the analytical approaches to measuring London's exposure both directly and indirectly to trade disruption due to Brexit. This should clearly demonstrate how the methodology and approach will further our understanding of the subject.
- Outlining the methodology, datasets to be used and the analytical approaches to measuring London's upside exposure both directly and indirectly to trade deals post Brexit. This should clearly demonstrate how the methodology and approach will further our understanding of the subject.
- Outlining how the information and analysis is to be presented to the GLA, i.e. through graphics and provision of data.
- Responding to the Invitation to Tender to reflect the criteria for assessment of bids (as outlined within Section 7).
- Submissions should include a detailed work plan including key milestones in the project and time (in terms of number of days and days per person) to be spent on each

element. It should also outline how the project's objectives and deliverables will be achieved and the quality assurance processes to be used throughout the project.

- Submissions should clearly assign and outline the roles and responsibilities within the project team. Sub-contracting for elements of the project will be considered, however the added value that this will bring to the overall project should be clearly demonstrated (during the contract, the lead provider will remain entirely responsible for the performance of the sub-contractor(s) and such sub-contractors must act in accordance with the terms and conditions of contract entered into between GLA and the bidding organisation).
- The submissions should outline all members of the project team, as well as providing evidence of previous experience and expertise relating to the subject area, and capability to undertake the project.
- Bidders are required to provide references from two organisations from previous projects.

4. Deliverables:

During the contract, the successful organisation will be responsible for ensuring the delivery of the project, as well as working to meet the requirements of the project board for this research. This will include:

- Attendance at project initiation meeting, likely to be during the week commencing 11th July with the project steering group (however, this may be subject to change in consultation with the Project Manager).
- Catch-ups with the Project Manager through e-mail or telephone on a fortnightly basis.
- At completion of the project, presentation of the findings of the research to be given to internal stakeholders within the GLA.
- Delivery of all numbers to the GLA for their use within and outside of the organisation.
- Production of a final written report in September 2018, on a date to be agreed during the project. It is envisioned this report will also provide an explanatory narrative about integrated supply chains and value added chains, and why they impact on this analysis of UK exposure.
- A slide pack summarising key results.
- An analytical assurance statement setting out the steps that have been undertaken to ensure that the overall analytical approach was reasonable and fit for purpose.

5. Timescales for the Research:

The following table gives an outline of the timescales for this research. However, bidders are invited to suggest amendments to intermediate milestones within their tenders, or recommend timescales based upon the approach they wish to use to address the needs of the GLA.

Task	Target Completion
Invitation to Tender posted	15th June 2018

Deadline for submissions	29th June 2018
Review of received bids and invitation to clarification meeting (if necessary)	w/c 4th July 2018
Appointment of successful supplier	w/c 4th July 2018
Inception meeting with project steering group	w/c 11th July 2018
First draft of forecast to be sent to the GLA	3rd August 2018
Review of draft and steering group meeting	13th August 2018
Second draft of report sent to the GLA	3rd September 2018
Report completion and presentation to internal stakeholders	10th September 2018

6. Form of Tender:

Quotes should provide full details of the breakdown of work to be undertaken by each project team member, and the applicable day rate relating to them. The quotes should provide a clear outline of the timescales (number of days) for each stage of the research.

Bidders are required to provide a fixed cost for the production of the research, which shall remain fixed for the duration of the contract.

7. Evaluation Criteria:

All bids will be considered against technical criteria and value for money assessment. The breakdown of assessment for bids will be based on 75% of the available marks assigned to technical aspects, and 25% relating to the price quoted to undertake the research. The specific criteria are outlined in the following table:

Criteria	Weighting
Understanding of the GLA's requirements	10%
Quality and rigour of the methodological approach	30%
Previous experience to undertake this research	15%
Technical skills and ability to undertake this research	15%
Quality assurance processes and outlining project risks	5%
Price quoted for the research	25%

All bids will be assessed on a six-point scale across each criterion, outlined as follows:

Score	Description
0	Unacceptable or no response
1	Unsatisfactory, no significant evidence and fails to meet specified requirements.
2	Poor, only partially meets specified requirements
3	Satisfactory, criteria mostly met with few omissions.
4	Good, demonstrably meets specified requirements in full.
5	Excellent, demonstrably exceeds the specified criteria and provides added value to the specification.

In addition, all bidders are required to complete the following IR35 criteria.

IR35 criteria	
Q1	Please state if you are an individual providing your services as a sole trader, via a personal service company (i.e. a limited company that typically has only 1 or 2 directors, where some of the individuals providing the services hold more than 5% share in the company) or via a partnership (typically where the individual providing the services is a

	partner, and is entitled (alone or with one or more relatives) to 60% or more of the profits.
Q2	If you have answered YES to question 1 above, please confirm that should you be awarded the contract to deliver this requirement you agree to undertake an employment status assessment and to accept the GLA's decision to alter the engagement route if the arrangement falls within IR35 Intermediaries Legislation.
Q3	Please confirm that should you engage personal service companies to deliver the Services you are expressing an interest in, you will inform the GLA that this is the case and co-operate in relation to any questions raised to identify whether the Intermediaries Legislation applies; and if the GLA confirms that it does, you will make all relevant deductions in accordance with Chapter 10 Part 2 ITEPA 2003.

8. Payment Terms:

Payment to the successful bidder will be made in three instalments; with one-third following the project inception meeting, one-third at production of the first draft, and one-third following sign-off from the project steering group of the final report.

9. Summary:

The deadline for submissions is Friday 29th June 2018

Please email your submissions to:

██████████@london.gov.uk

For any clarifications please contact:

██████████

Supervisory Economist
GLA Economics, Intelligence Unit
GREATERLONDONAUTHORITY
City Hall
The Queen's Walk
London SE1 2AA

██████████

██████████@london.gov.uk

w: www.london.gov.uk

Paul Robinson

From: Alex Conway
Sent: 18 June 2018 15:32
To: [REDACTED]; Jack Stenner; Nick Bowes; David Bellamy; Leah Kreitzman; Lucy Owen; David Lunts; Sarah Gibson; Patrick Hennessy; Rajesh Agrawal
Cc: [REDACTED]
Subject: Re: Draft ADD and Tender for Brexit Trade Work

Thanks [REDACTED]

Slightly hard to tell from this 'preview'. I see report itself is published next week; so we'll take a look and advise then!

Alex

Get [Outlook for iOS](#)

From: [REDACTED]
Sent: Monday, June 18, 2018 1:48:37 PM
To: [REDACTED]; Jack Stenner; Nick Bowes; David Bellamy; Leah Kreitzman; Lucy Owen; David Lunts; Alex Conway; Sarah Gibson; Patrick Hennessy; Rajesh Agrawal
Cc: [REDACTED]
Subject: RE: Draft ADD and Tender for Brexit Trade Work
Quick Q for [REDACTED]/Alex/[REDACTED] – are there any implications from the Oliver Wyman work reported today which seems to cover much of the same ground?
<https://www.bbc.co.uk/news/business-44511829>

From: [REDACTED]
Sent: 07 June 2018 15:07
To: Jack Stenner; [REDACTED]; Nick Bowes; David Bellamy; Leah Kreitzman; Lucy Owen; David Lunts; Alex Conway; Sarah Gibson; Patrick Hennessy; Rajesh Agrawal
Cc: [REDACTED]
Subject: Draft ADD and Tender for Brexit Trade Work

Jack

At the last Brexit Working Group we agreed to take further steps in the commissioning new economic analysis to determine the trade impacts of Brexit for London and the rest of the UK.

I have been unsuccessful in my attempts to engage with the authors of the recently released economic modelling on which we were interested to base this new research. I have therefore agreed with GLA Economics that the best way to take this forward is to release a competitive tender for a piece of work that would build on that original analysis and improve the quality of the London specific evaluation.

We have had initial exchanges with potential bidders who have indicated interest and ability to conduct the research.

I have attached the draft ADD and specification compiled by GLA Economics for your review. With the your green light we will get the ball rolling ASAP.

Noting the ambition to get this work done quickly, the current timescale included in the draft ADD is for completion by the second week in September. This timeframe was agreed with GLA Economics as the most appropriate.

The budget for the work we've set out is based on the cost of the Brexit analysis we published in January, however we will endeavour through the tendering process to keep costs as low as possible.

Best

[REDACTED] Senior Policy Officer | Business Engagement Team

City Hall | The Queen's Walk | London | SE1 2AA | T: [REDACTED] [REDACTED] [REDACTED]

Keep up with London's business news with the [City Hall Business Bulletin](#) - sign up now

Paul Robinson

From: [REDACTED]
Sent: 18 June 2018 17:44
To: [REDACTED]; Jack Stenner; Nick Bowes; David Bellamy; Leah Kreitzman; Lucy Owen; David Lunts; Alex Conway; Sarah Gibson; Patrick Hennessy; Rajesh Agrawal
Cc: [REDACTED]
Subject: RE: Draft ADD and Tender for Brexit Trade Work

Hi [REDACTED]

Difficult to say for certain until they've released the final report. I'll see if I can chase down an early copy.

Instinctively the press coverage alludes to a less sophisticated analysis than the work we're attempting to commission. It will hinge on the methodology they've used for their supply chain study.

[REDACTED]

From: [REDACTED]
Sent: 18 June 2018 13:49
To: [REDACTED] Jack Stenner ; Nick Bowes ; David Bellamy ; Leah Kreitzman ; Lucy Owen ; David Lunts ; Alex Conway ; Sarah Gibson ; Patrick Hennessy ; Rajesh Agrawal
Cc: [REDACTED]
Subject: RE: Draft ADD and Tender for Brexit Trade Work

Quick Q for [REDACTED]/Alex/[REDACTED] – are there any implications from the Oliver Wyman work reported today which seems to cover much of the same ground?

<https://www.bbc.co.uk/news/business-44511829>

From: [REDACTED]
Sent: 07 June 2018 15:07
To: Jack Stenner <[REDACTED]>; [REDACTED] Nick Bowes
[REDACTED] David Bellamy [REDACTED] ; Leah Kreitzman
[REDACTED] ; Lucy Owen [REDACTED] David Lunts
[REDACTED] ; Alex Conway <[REDACTED]>; Sarah Gibson
[REDACTED] Patrick Hennessy [REDACTED] ; Rajesh Agrawal
[REDACTED]
Cc: [REDACTED]
Subject: Draft ADD and Tender for Brexit Trade Work

Jack

At the last Brexit Working Group we agreed to take further steps in the commissioning new economic analysis to determine the trade impacts of Brexit for London and the rest of the UK.

I have been unsuccessful in my attempts to engage with the authors of the recently released economic modelling on which we were interested to base this new research. I have therefore agreed with GLA Economics that the best way to take this forward is to release a competitive tender for a piece of work that would build on that original analysis and improve the quality of the London specific evaluation.

We have had initial exchanges with potential bidders who have indicated interest and ability to conduct the research.

I have attached the draft ADD and specification compiled by GLA Economics for your review. With the your green light we will get the ball rolling ASAP.

Noting the ambition to get this work done quickly, the current timescale included in the draft ADD is for completion by the second week in September. This timeframe was agreed with GLA Economics as the most appropriate.

The budget for the work we've set out is based on the cost of the Brexit analysis we published in January, however we will endeavour through the tendering process to keep costs as low as possible.

Best



 Senior Policy Officer | Business Engagement Team

City Hall | The Queen's Walk | London | SE1 2AA | 

Keep up with London's business news with the [City Hall Business Bulletin](#) - sign up now

Paul Robinson

From: Jack Stenner
Sent: 31 July 2018 13:05
To: [REDACTED]
Cc: Nick Bowes; Lucy Owen; [REDACTED]; Leah Kreitzman; Jeremy Skinner; Rajesh Agrawal; Alex Conway; Sarah Mulley; [REDACTED]; David Bellamy; Sarah Gibson; [REDACTED]@londonandpartners.com; [REDACTED]; Julia/Kathleen joint ADCommunitiesandSocialPolicy mailbox; [REDACTED]
Subject: Re: Brexit Trade Research/Analysis

Yup

Sent from my iPhone

On 31 Jul 2018, at 13:04, [REDACTED]@london.gov.uk> wrote:

Me too

From: Nick Bowes
Sent: 31 July 2018 12:59
To: Lucy Owen [REDACTED]; [REDACTED]; Jack Stenner <[REDACTED]>; Leah Kreitzman [REDACTED]; Jeremy Skinner [REDACTED]; Rajesh Agrawal [REDACTED]; Alex Conway [REDACTED]; Sarah Mulley [REDACTED]; [REDACTED]; David Bellamy [REDACTED]; Sarah Gibson [REDACTED]@londonandpartners.com; [REDACTED]@londonandpartners.com>; Sarah/Julia joint ADCommunitiesandSocialPolicy mailbox
Cc: [REDACTED]
Subject: RE: Brexit Trade Research/Analysis
Assuming Jack agrees, I'm happy with this

From: Lucy Owen
Sent: 31 July 2018 09:33
To: [REDACTED]>; Jack Stenner [REDACTED]; Leah Kreitzman [REDACTED]; Nick Bowes [REDACTED]; Jeremy Skinner [REDACTED]; Rajesh Agrawal [REDACTED]; Alex Conway [REDACTED]; Sarah Mulley [REDACTED]; [REDACTED]; David Bellamy [REDACTED]; Sarah Gibson [REDACTED]@londonandpartners.com; [REDACTED]@londonandpartners.com>; Sarah/Julia joint ADCommunitiesandSocialPolicy mailbox
Cc: [REDACTED]
Subject: Re: Brexit Trade Research/Analysis

Thanks [REDACTED] I would tend to agree on pulling the plug and leave the funding and internal resource it would take to client for something else if required.

Lucy

Get [Outlook for iOS](#)

From: [REDACTED]

Sent: Monday, July 30, 2018 3:56:12 PM

To: Jack Stenner; Jack Stenner; [REDACTED]; Leah Kreitzman; Nick Bowes; Jeremy Skinner; Rajesh Agrawal; Alex Conway; Lucy Owen; Sarah Mulley; [REDACTED] David Bellamy; Sarah Gibson; [REDACTED] [\[REDACTED\]@londonandpartners.com](mailto:[REDACTED]@londonandpartners.com); [REDACTED]
Sarah/Julia joint ADCommunitiesandSocialPolicy mailbox

Cc: [REDACTED]

Subject: Brexit Trade Research/Analysis

At the last meeting of the Brexit Working Group [REDACTED] and I updated you on the responses to tender we had received for the Brexit trade impacts research. We have subsequently spoken with the highest scoring bidder, Cambridge Econometrics, to clarify their proposals.

Despite the previous confidence expressed by Cambridge Econometrics that it was possible to do so, none of the bidders are in fact able to access the localised input/output tables necessary to build an analysis of Brexit trade impacts at a regional level. While they would be able to achieve this for London, relying on GLAE's own input/output table, the rest of the analysis would only be able to reach 'rest of UK' level.

As previously discussed, when this work was initially conceived the Government's position was to accept some friction for goods at the UK/EU border. This research, as originally proposed, would've helped highlight how important maintaining frictionless trade was for protecting valuable UK/EU integrated supply chains. It can be argued that the Government has now accepted this logic, as reflected by the customs proposals contained within the recent White Paper. The debate is far from over, but when coupled with the inability to analyse the regional impact, there are legitimate questions about whether this work remains as useful.

On the positive side, the work would give us another opportunity for an evidence based intervention on Brexit, and would still allow us to demonstrate that the EU is far less exposed to the economic shock of Brexit than the UK as a whole, while London again fares comparatively well. The project would also produce a new economic analysis tool which GLAE would own, and could prove helpful in future work.

On balance I would recommend pulling the plug on this work, but would be grateful for your thoughts. If we decided not to progress, GLAE will be in a position to publish the London input/output table in the Autumn, which would enable others to take forward similar work.

Thanks

[REDACTED]

[REDACTED] | **Senior Policy Officer | Regeneration and Economic Development**

City Hall | The Queen's Walk | London | SE1 2AA | T: [REDACTED] [REDACTED] [REDACTED]

Keep up with London's business news with the [City Hall Business Bulletin](#) - sign up now

Paul Robinson

From: [REDACTED]
Sent: 06 July 2018 09:43
To: Jack Stenner; [REDACTED]
Cc: Alex Conway; [REDACTED]
Subject: Trade Research: Services & Brexit

This BBC news article highlights one of the key points the research we're commissioning will pull out at a national level:

"if you add up all the small service companies around the country that are part of manufacturing supply chains of one kind or another, they make up a bigger slice of the UK economy than financial services in the City of London."

<https://www.bbc.co.uk/news/uk-44724376>

[REDACTED] | Senior Policy Officer | Regeneration and Economic Development

City Hall | The Queen's Walk | London | SE1 2AA | T: [REDACTED]

Keep up with London's business news with the [City Hall Business Bulletin](#) - sign up now

Paul Robinson

From: [REDACTED]
Sent: 19 June 2018 10:47
To: [REDACTED] Jack Stenner; Nick Bowes; David Bellamy; Leah Kreitzman; Lucy Owen; David Lunts; Alex Conway; Sarah Gibson; Patrick Hennessy; Rajesh Agrawal
Cc: [REDACTED]
Subject: RE: Draft ADD and Tender for Brexit Trade Work

[REDACTED]

I agree with [REDACTED]. The press briefing also suggests they have done a scenario analysis looking at alternative negotiation outcomes rather than an exposure analysis *a la* Chen et al., which is what our proposed new project would focus on. I am also not sure there is a regional disaggregation in the Wyman study.

In any case it sounds like an interesting study which can complement our existing analysis, bringing it down to the level of representative businesses and households, so we will definitely have a thorough look at the report once published.

[REDACTED]
[REDACTED] | Senior Economist | GLA Economics | Intelligence Unit
[GREATERLONDONAUTHORITY](#)
[REDACTED]

From: [REDACTED]
Sent: 18 June 2018 17:44
To: [REDACTED]; Jack Stenner; Nick Bowes; David Bellamy; Leah Kreitzman; Lucy Owen; David Lunts; Alex Conway; Sarah Gibson; Patrick Hennessy; Rajesh Agrawal
Cc: [REDACTED]; [REDACTED]; [REDACTED]
Subject: RE: Draft ADD and Tender for Brexit Trade Work

Hi [REDACTED]

Difficult to say for certain until they've released the final report. I'll see if I can chase down an early copy.

Instinctively the press coverage alludes to a less sophisticated analysis than the work we're attempting to commission. It will hinge on the methodology they've used for their supply chain study.

From: [REDACTED]
Sent: 18 June 2018 13:49
To: [REDACTED] <[REDACTED]>; Jack Stenner <[REDACTED]>; Nick Bowes <[REDACTED]>; David Bellamy <[REDACTED]>; Leah Kreitzman <[REDACTED]>; Lucy Owen <[REDACTED]>; David Lunts <[REDACTED]>; Alex Conway <[REDACTED]>; Sarah Gibson <[REDACTED]>; Patrick Hennessy <[REDACTED]>; Rajesh Agrawal <[REDACTED]>
Cc: [REDACTED] <[REDACTED]>; [REDACTED] <[REDACTED]>; [REDACTED] <[REDACTED]>; [REDACTED] <[REDACTED]>
Subject: RE: Draft ADD and Tender for Brexit Trade Work

Quick Q for [REDACTED] Alex/[REDACTED] – are there any implications from the Oliver Wyman work reported today which seems to cover much of the same ground?

From: [REDACTED]
Sent: 07 June 2018 15:07
To: Jack Stenner [REDACTED] Nick Bowes
[REDACTED] David Bellamy [REDACTED]; Leah Kreitzman
[REDACTED] >; Lucy Owen [REDACTED] David Lunts
[REDACTED] >; Alex Conway <[REDACTED]>; Sarah Gibson
[REDACTED] <k>; Patrick Hennessy [REDACTED] >; Rajesh Agrawal
[REDACTED] >
Cc: [REDACTED] <[REDACTED]>
[REDACTED] <[REDACTED]> [london.gov.uk](mailto:[REDACTED]@london.gov.uk)>
Subject: Draft ADD and Tender for Brexit Trade Work

Jack

At the last Brexit Working Group we agreed to take further steps in the commissioning new economic analysis to determine the trade impacts of Brexit for London and the rest of the UK.

I have been unsuccessful in my attempts to engage with the authors of the recently released economic modelling on which we were interested to base this new research. I have therefore agreed with GLA Economics that the best way to take this forward is to release a competitive tender for a piece of work that would build on that original analysis and improve the quality of the London specific evaluation.

We have had initial exchanges with potential bidders who have indicated interest and ability to conduct the research.

I have attached the draft ADD and specification compiled by GLA Economics for your review. With the your green light we will get the ball rolling ASAP.

Noting the ambition to get this work done quickly, the current timescale included in the draft ADD is for completion by the second week in September. This timeframe was agreed with GLA Economics as the most appropriate.

The budget for the work we've set out is based on the cost of the Brexit analysis we published in January, however we will endeavour through the tendering process to keep costs as low as possible.

Best

[REDACTED]

[REDACTED] | Senior Policy Officer | Business Engagement Team
City Hall | The Queen's Walk | London | SE1 2AA [REDACTED]
Keep up with London's business news with the [City Hall Business Bulletin](#) - sign up now