

Richard Foulkes

Vice-Chair

Business Visits and Events Partnership (BVEP)

Director – MCI (UK)

Executive Director – Live Union



What is the BVEP 

What does it have to do with  HBAA



Business Visits & Events Partnership



CONNECTING BRITAIN'S EVENTS INDUSTRY

Connecting Britain's Event Industry



The BVEP is

“an umbrella organisation representing leading trade and professional organisations, government agencies and other significant influencers in the business visits and events sector.”

Simply put The BVEP connects Britain’s Event Industry

The BVEP exists to:

- Garner cohesive opinion of these stakeholders and to collectively influence and develop the policies, practices and strategies that support and generate growth in the sector.
- Raise sector awareness through clear communications of the social and economic benefits of the business visits and events sector.

# The business visits and events sector

Comprises:

Conferences, meetings, exhibitions, trade-fairs, incentive travel, corporate hospitality as well as other business, sporting, cultural and festival events.


It represents:

530,000 employees and is worth £39.1 billion annually.  
(Up from £36Bn!)

# The business visits and events sector

- A significant and growing sector for the UK economy.
- A significant generator of economic growth, jobs, and both direct and indirect taxation.
- Recognised for its world class reputation in creativity and its highly skilled workforce.
- Contributing positively to the cultural development of the country.
- Helping exports and the UK's balance of payments.
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A person is shown from the chest up, covering their eyes with both hands. They are surrounded by numerous long, flowing ribbons in a variety of colors including red, orange, yellow, green, blue, and purple. The ribbons are swirling and moving, creating a dynamic and colorful background. The person's face is partially visible through their hands, and their hair is dark. The overall scene is set against a dark, almost black background.

How often are we United?  
How often are we Consistent?



# The BVEP Remit!

- Act as an umbrella organisation for the leading trade and professional associations within the business visits and events sector as well as Government agencies with a vested interest in the sector.
- Provide informed and representative points of view for the sector.
- Encourage the sharing of best practice and encourages, disseminates and announces robust research on the industry.
- Be an active supporter of the Britain for Events campaign and other initiatives that promote the sector.
- Encourage the development of sector quality, skills and qualifications.
- Promote the benefits of business and other events at all levels of Government.

# The BVEP Remit!





# A More Collaborative Approach



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**Eventia to hold free consultation meeting on TOMS**

Share article:

Event industry association Eventia is to host a free consultation meeting for both event professionals and the public to discuss the UK's regulations.

The UK Government's Call for Evidence Commission's Package Travel to which Eventia is hosting the consultation.

Eventia members VAT invoicing or European Commission's key areas of regulation, destinations, destinations.

The deadline for Eventia Regulation this to give members opportunity to have their views on legislation heard and the latest E



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**Eventia Achieves Breakthrough Agreement on TOMS**

Eventia Regulation Committee has achieved a significant breakthrough agreement with HMRC on VAT accounting for events.

Until now, agencies managing events involving any element of TOMS accounting meant that the agency had to pay VAT on the full amount of the non-travel part, yet even VAT registered clients were unable to recover the VAT. This has created an unfairness and anomaly compared with VAT accounting in other parts of the EU, putting UK agencies at a competitive disadvantage.

Negotiations over 18 months with HMRC have enabled Eventia to announce that forthwith, it will be possible for agencies to issue VAT invoices on the "non TOMS" element (known as "in-house supplies") of an event. This overturns many years of HMRC practice.

Commenting on the agreement with HMRC, Eventia Regulation Committee Chairman Brian Kirsch said "We are delighted to have reached this milestone agreement with HMRC. It sounds very dull and technical, but this change will be of immediate benefit to agencies wanting to compete in the European market, and who want to account for VAT correctly. I am grateful to those agencies who have worked with the Committee, and in particular to the David Bennett of Saffery Champness for his expert input."

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**UK events associations hold first collaboration meeting**

Representatives from ISES, Eventia, MPI, ASPCO, HBAA and other UK events associations have begun planning for the International Festival for Business 2014 at a 'collaboration' meeting - the first of its kind in the industry.

The first ever 'Association Collaboration Meeting' took place at Searcy's at the Barbican in London on 31 July, following a BVEP meeting, where all partners agreed that there is a need for greater collaboration between events associations to better represent the industry.

Some 20 associations were invited to the meeting and around 9 attended, including Richard Foulkes, who



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**UK events associations hold first collaboration meeting**

19 AUGUST 2013 BY ALISON LEDGER, BETHE FIRST

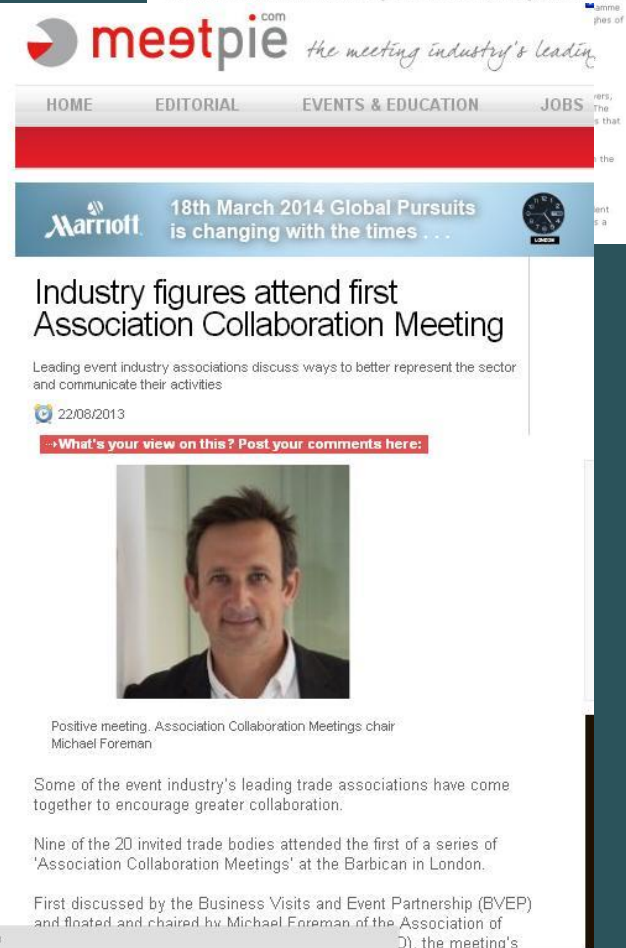
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Some 20 associations were invited to the meeting and around 9 attended, including Richard Foulkes, who is the chair of the International Special Events Association (ISEA).

Samme Allen of MPI; Andy Grove, chair of the Local Authorities for Events Organisers (LAEORG); Simon Hughes of Eventia; Juliet Price of the HBAA; Caroline



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**18th March 2014 Global Pursuits is changing with the times...**

**Industry figures attend first Association Collaboration Meeting**

Leading event industry associations discuss ways to better represent the sector and communicate their activities

22/08/2013

**What's your view on this? Post your comments here:**

**Positive meeting, Association Collaboration Meetings chair Michael Foreman**

Some of the event industry's leading trade associations have come together to encourage greater collaboration.

Nine of the 20 invited trade bodies attended the first of a series of 'Association Collaboration Meetings' at the Barbican in London.

First discussed by the Business Visits and Event Partnership (BVEP) and floated and chaired by Michael Foreman of the Association of

(D), the meeting's



# Our Communication Audience

- Existing partners of the BVEP
- Business visits and events sector stakeholders.
- The wider business community.
- Those involved in sector education and professional career development.
- Associated tourism bodies, including the Tourism Alliance.
- Local authorities and local enterprise partnerships.
- Local government, tourism and event professionals.
- Central government, including specifically DCMS, UKTI, BIS and the All Party Parliamentary Group (APPG) (More on this in a mo)
- Members of Parliament.
- Associated media, bloggers and other influencers.



# BVEP Initiatives

- Events are Great Report.
- The Ministerial Bid Support Initiative.
- UK Trade and Investment's Events Alliance.
- All Party Parliamentary Group Report on UK Event Competitiveness.
- Britain for Events.

# Events are Great Report



Supported



Updated

# The Ministerial Bid Support Initiative



# UKTI Events Alliance

UK  
TRADE &  
INVESTMENT



# Britain for Events





# APPG report





Business Visits & Events Partnership



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