ANNEX B: LOCAL ENTERPRISE AND ASSOCIATION DEVELOPMENT PROGRAMME

1. Launched in 2005, the Local Enterprise and Association Development (LEAD) Programme is a multi-agency effort to enhance industry and enterprise competitiveness.

2. Under the programme, SPRING Singapore and IE Singapore partner Trade Associations and Chambers (TACs) that are willing to take the lead in industry development, and provide them with support to drive initiatives that improve the overall capabilities of local enterprises in their industries or help them collectively capture opportunities overseas.

3. At Budget 2016, the LEAD+ programme was introduced to raise the internal competencies of TACs that are involved in driving sector-wide initiatives and plan to do even more. Through LEAD+, these TACs may receive support for internal upgrading initiatives that would boost their capabilities to drive sector level upgrading projects more effectively.

Scheme Rationale

4. As industry champions, TACs are in a strong position to reach out to enterprises to enhance their competitiveness and drive industry internationalisation. Leveraging on industry players' knowledge and experience, TAC members can also work together to pursue overseas business opportunities and address industry development needs.

5. For example, SFMA takes lead in driving industry transformation and collaborated with the government on industry development initiatives under the LEAD programme. SFMA has received support under the LEAD+ programme to strengthen existing secretariat capabilities and build new internal competencies. As part of the LEAD+ support, a public officer has been seconded to SMFA to forge closer partnership and facilitate better government understanding of enterprise and industry needs.

6. The objective of the LEAD+ support is to help SFMA build internal capacity to support more SMEs and contribute more to industry development under the Food Manufacturing ITM. For instance, SFMA will embark on internal capability upgrading projects to help them better identify and develop relevant solutions for industry needs and drive SME adoption of these solutions.

Supportable Areas under LEAD and LEAD+

7. The LEAD programme supports TAC-led projects in the following areas:

Technology & Infrastructure	Initiatives that encourage enterprises to improve their capabilities and productivity by leveraging enterprise applications and relevant technology infrastructure to innovate and enhance their business operations. It includes the adoption of info-communication technology, development of technical standards and establishment of industry-wide infrastructure.
Expertise & Managerial Competence	Initiatives that develop overall industry expertise through training, learning circles and industry-wide certification. It also covers the development of the internal competencies of enterprises by upgrading manpower capabilities and developing managerial competence.
Business Collaboration	Initiatives that encourage associations and businesses to forge alliances and leverage mutual strengths through joint procurement, shared services and creation of joint market access.
Intelligence & Research	Initiatives that provide enterprises a deeper understanding of industry trends and requirements, so as to develop industry-specific solutions through comprehensive research based on sound market intelligence.
Advisory & Consultancy	Initiatives that promote industry-wide best practices and competence through industry-specific advisory clinics or industry sharing activities.

8. The LEAD+ programme supports internal upgrading initiatives of eligible TACs in four key areas that will enhance their capability to lead industry development efforts more effectively:
   - Strengthening TAC leadership (i.e. volunteer leadership)
   - Strengthening TAC management (i.e. full time secretariat)
   - Strengthening TAC processes
   - Creating new TAC services for higher value

9. For more information, please visit www.spring.gov.sg/LEAD.