

# Policy & representation

## Our mandate comes from our members

### Introduction

Make UK is not a political organisation. It seeks to represent objectively the views of manufacturing businesses based on evidence to obtain outcomes which advance the sector and support it to provide employment and growth.

Make UK enjoys significant profile amongst senior external stakeholders. Our credibility is built on our strong membership base and the ability to understand its views and represent them effectively and accurately. The purpose of this policy is to document and formalise this approach.

Make UK's extensive knowledge of UK manufacturing is the basis for our influence on policymaking at local, national, and international levels. As the voice for 2.6 million jobs in UK manufacturing we push for the policy changes that our members want to see and for the changes which will champion, help, and support all UK manufacturers. We are committed to ensuring that our members have a direct say in what we do and how we do it.

### Talking to manufacturers

Understanding our members is at the heart of our policy and representation. Make UK has a clear member engagement strategy which ensures that we regularly communicate with our members both regionally and nationally and across all sectors.

Make UK has a number of boards and committees made up of member companies who advise and influence Make UK's policy work. These include Regional Advisory Boards representing all regions plus subject based Policy Committees and Working Groups; and our Affiliate Partners group encompassing specialist sub-sector groups. These sub-groups all report to our National Membership Board, which is our national member forum drawing together our regional, sector and subject voices into our overarching advocacy position. Our National Membership Board reports periodically into our Corporate Board of Directors.

Make UK also holds ad hoc roundtable events for members with senior politicians and other stakeholders.

Our governance is designed to ensure we hear from companies large and small. To support our key campaigns, we run subject specific policy committees which members can join for focused debate and advice. It is crucial, of course, that we can represent the sector as a whole – going beyond our membership to advocate for the future of UK manufacturing. To achieve this, we run several engagement events and surveys which seek the views of the wider manufacturing sector, as well as our members. We will often run topical focus groups to get a clear sounding from our members on topical issues that require a member mandate.

We have strong affiliate partnerships with a range of sector specific trade bodies to tap into their specialist sub-sector knowledge and expertise.

Make UK's engagement with members– and the wider manufacturing sector includes National Membership Board, quarterly Regional Advisory Boards, Policy Committees, special-interest Working Groups, Strategic Policy Group, Affiliate Partner Board. We visit manufacturers one on one as well as wider site tours and visits.

## Setting the direction

The work of our Policy Unit is evidence-based, incorporating member views and experiences to drive our campaigns and proactive policy outputs. Make UK draws in evidence from a wide range of sources, tests our thinking with members and campaigns for the future of manufacturing within the political, economic and social context. Regular contact with a diverse cross-section of our membership, including via formal surveys, plays an important role in informing our campaigns.

The Strategic Policy Group (SPG), supported by the National Membership Board (NMB) is Make UK's most senior authority on steering the strategic direction of key Make UK policy campaigns and accompanying positions. The SPG draw on the expertise of our Policy Committees and key external stakeholders. The NMB represents views from our regional representative groups: primarily the ten Regional Advisory Boards with a standing invitation to the Policy Committees. These meet regularly, comprise a diverse and representative segment of our membership and receive regular, timely briefings from our Policy Unit on our campaigns.

## Making decisions

Setting this broad range of member engagement in the wider political, social, and economic context, our Director of Policy secures member endorsement of Make UK's policy and representation campaign priorities annually. Throughout the course of the year the SPG and NMB play a key role in evaluating progress against these campaign priorities and reviewing them to ensure they remain current and appropriate.

The nature of politics means there are, on occasion exceptional instances, where a significant shift in an influential policy position is required. The NMB can be called upon in the course of the year, at the request of the Chief Executive and the Chair, to approve such shifts in position and to endorse a revised campaign strategy.

## A credible source

Make UK has a unique combination of business services, government representation and industry intelligence. Our Operations Directorate uses its knowledge, skills and understanding of manufacturing to provide the intelligence which drives Make UK's representation to government and sets the direction for the services we provide to manufacturers.

Make UK delivers research-driven, evidence-based policy analysis. The Policy Unit comprises the key areas of expertise affecting UK manufacturing today including people and skills, technology and industrial sectors, the economy and finance as well as emerging issues and "futures." Our team covers a range of professional skills including economics, technology, regulation and survey design and those skills are deployed flexibly across our policy campaigns as needed. Our work is highly respected in the sector and the integrity of our reputation, and our credibility is firmly at the core of Make UK's policy and advocacy work.

**Approved March 2025**  
**Review date March 2027**