

FBM MEETS...EDEN MILL

Scotland's first single site brewery and distillery

FIFE BUSINESS AWARDS

Celebrating Fife's thriving business sector

FIFE'S ECONOMIC STRATEGY

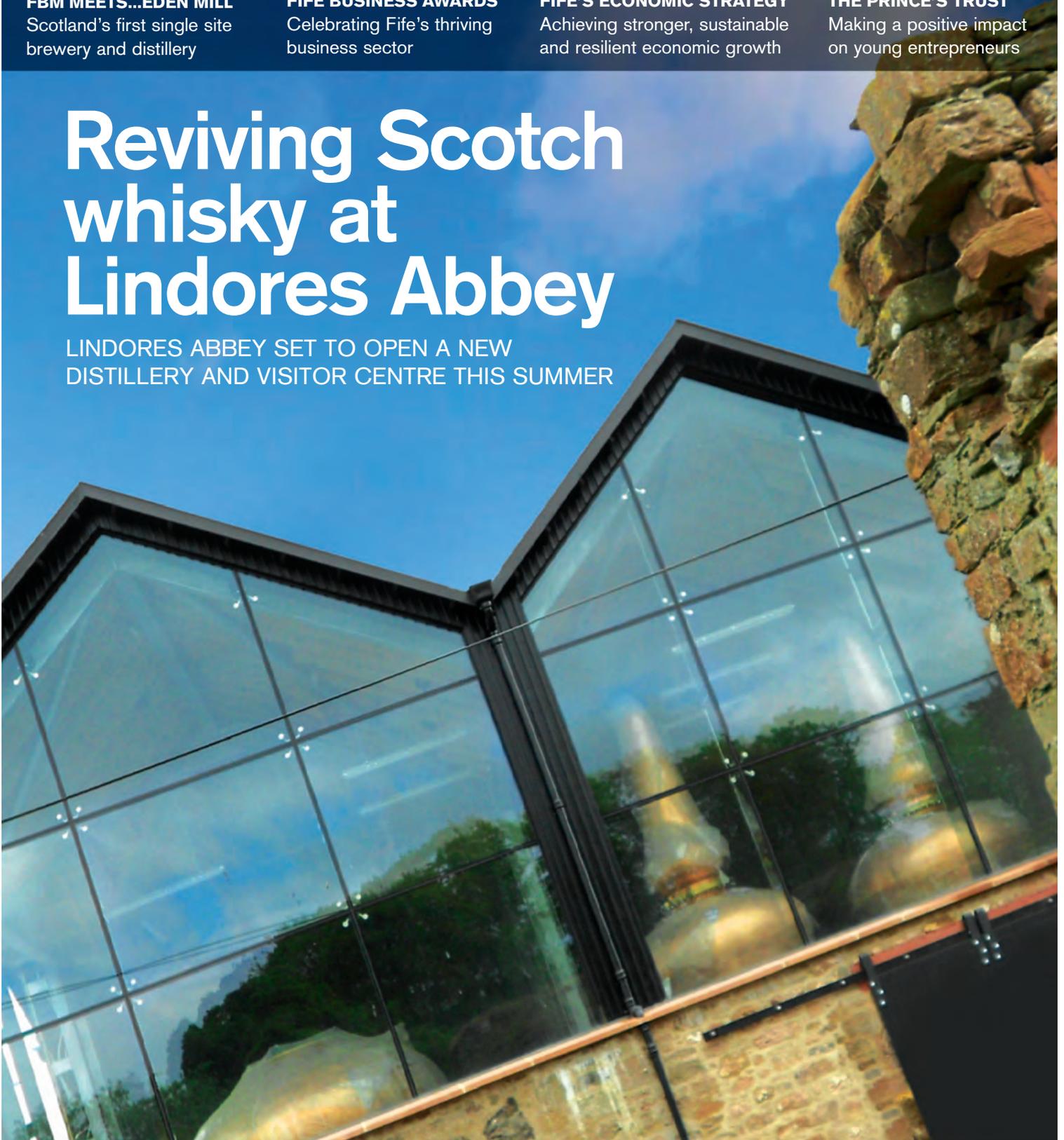
Achieving stronger, sustainable and resilient economic growth

THE PRINCE'S TRUST

Making a positive impact on young entrepreneurs

Reviving Scotch whisky at Lindores Abbey

LINDORES ABBEY SET TO OPEN A NEW DISTILLERY AND VISITOR CENTRE THIS SUMMER





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Welcome

Welcome to the Summer 2017 issue of Fife Business Matters, which showcases an eclectic mix of businesses, all of which have exciting stories and experiences to tell about their growth.

In many cases, the businesses have sought help, advice or funding to support development. And, what is encouraging to see and hear, is that businesses are seeking external advice about practices, tools, strategies to support their objectives and to achieve success. Such advice and support can come through a range of partners and sometimes it's knowing where to go, and who to ask.

The Fife Business Awards, a key date in the Fife business calendar, celebrated many such businesses. We shall highlight some of these businesses in this issue and hear from them about recent successes. Congratulations to all the winners from this year's awards, but also to all the businesses who entered the awards and took the time to document their successes. This is an important undertaking, offering a platform from which to grow and develop.

Talking of growth and development, Fife's Economic Strategy 2017-2027 has been published. It's an ambitious Strategy, which sets out how Fife will work together over the next ten years to achieve sustainable and fair economic growth. On page 8, we offer an overview of the Strategy and how through four priority areas, we hope to achieve: fairer, more inclusive growth; an increase in investment in Fife's business infrastructure; improving business growth through increased internationalisation, sales and exports; as well as fostering a culture of innovation and expertise. There is so much that we can achieve here in Fife, so let's work together to make Fife the best place to do business!

Enjoy your summer and I hope you will be inspired by this issue of Fife Business Matters.

Stephen Doran

Chair of the Fife Economy Partnership



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Cover: Lindores Abbey Distillery

fbm

CIPR PRIDE AWARDS 2015 SHORTLIST

Fife Economy Partnership
GROWING FIFE'S FUTURE

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To send us your stories or to request a copy, email: editor@fifebusinessmatters.co.uk

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COLLABORATION BRINGS RESULTS

Innovative fruit and vegetable wholesaler, Ivan Wood & Sons is celebrating another successful year, adding yet more awards to its trophy cabinet.

Scooping a Fife Business Award (Success through Innovation) combined with two Scottish Knowledge Exchange Awards (Innovation of the Year; Building Skills through Knowledge), reinforces the Ballingry-based business' innovation and expertise in bringing Peel Tech, its starch filtration system to the market.

Interface, which connects business to the right academic expertise for increased innovation leading to the creation and development of new products, put

Ivan Wood & Sons in touch with Abertay University. Through a Knowledge Transfer Partnership (KTP) from Innovate UK and the Scottish Funding Council, the design of Ivan Wood & Sons' Peel Tech prototype was validated. Its suitability for broader commercial use quickly became apparent, with Peel Tech identifying a gap in the market for an affordable filtration system to help other small businesses.

Interface, which is now in its twelfth year, has introduced over 2500 businesses to academic partners resulting in over 1450 collaborative projects.

www.peeltech.co.uk



Malcolm Wood, Peel Tech

INNOVATING IN REMANUFACTURING

Supporting the Scottish Government's Making Things Last Strategy, which aims to move Scotland towards a more circular economy, Fife Council Economic Development hosted an Innovating in Remanufacturing Clinic recently.

Supporting this key strategy for economic growth, the event, held in partnership with Green Business Fife and The Centre for Engineering Education and Development (Ceed), was aimed at changing Fife businesses' approach from a 'take-make-dispose' model to one that extends the useful life of materials and products.

Attendees got an interesting insight into how remanufacturing fits into a circular economy, the support Scottish Institute for Remanufacture (SIR) can provide to businesses, as well as discussions with Zero Waste Scotland about how it can support businesses' transition to the circular economy.

A truly circular economy is a long-term ambition, given the complexity of existing supply chains, the changes in approach required by a range of players and the yet unknown technological and research developments that lie ahead.

Remanufacturing is a key element of this, taking used products through a series of steps to bring them back to 'as new' specification with a warranty to match. There is a huge potential to grow remanufacturing in Fife and this event was about engaging with businesses to build on those solid foundations, which exist in so many industry sectors.

For information on manufacturing support, email:

pamela.stevenson@fife.gov.uk



Rural Skills Scotland's Apprentices taking part in the Shared Apprenticeship Programme. Pictured on a visit to a harvesting site at Dunkeld

DEVELOPING RURAL SKILLS

Rural Skills Scotland Ltd., set up to provide new and innovative training, education and work opportunities in the land-based sector in Scotland, is hailing its first two years in business as 'extremely successful'.

Working with employers, landowners, industry bodies and public sector organisations, Rural Skills Scotland has created new SVQ qualifications in Estate Maintenance and Estate Management in addition to delivering training in Forestry.

It has also employed six of its own Apprentices as part of an innovative new pilot Shared Apprenticeship Model. Supported by organisations such as the Forestry Commission, the programme offers the Apprentices placements in a variety of settings. It is hoped to expand the model on successful completion.

As Rural Skills Scotland focuses on getting its message out to a wider audience; it is also looking to the future and has a number of other projects in the pipeline. It is also engaging with Business Gateway Fife's Expert Help Programme, to support the development of its website to enhance its online learning offering.

Stewart Christie of Rural Skills Scotland, said:

"Our first two years have been extremely successful in keeping alive the very skills needed to allow us all to enjoy Scotland's stunning landscape and natural environment.

"We are dedicated to developing our offering and engaging with more young people, whilst supporting the needs of rural sector businesses."

www.ruralskillsscotland.com





Enterprise Hub Fife welcomes RBS Chief Economist

ENTERPRISE HUB FIFE HOSTS RBS CHIEF ECONOMIST

Fife Council Economic Development's new Enterprise Hub was the location of choice for a special seminar – titled 'The squeeze is on' – with the Royal Bank of Scotland's Chief Economist, Stephen Boyle.

It was a well-attended event with business leaders and entrepreneurs from across Fife coming together to hear from Stephen about opportunities in the Scottish economy. Although current economic conditions are challenging, Stephen highlighted that he believes that in the long term, there is likely to be continued economic growth.

Pamela Stevenson, Lead Officer at Fife Council Economic Development, said:

“This was an extremely insightful session. It was really encouraging for our business leaders to hear that there are so many opportunities to develop and grow their business whilst supporting local economic growth.”



enterprise hub fife

BIG INVESTMENT AT NOV FLEXIBLES UK

NOV Flexibles UK (formerly Itasco Precision Ltd) has an unparalleled reputation around the world for engineering excellence in the fields of precision machining, weld cladding and heat treatment. Having become part of National Oilwell Varco in 2013, it has gone on to achieve great things.

Since acquisition, NOV has invested several million pounds into the purchase of new machinery as well as modernisation and expansion of its Southfield facility. The investment was supported by Scottish Enterprise's Regional Selective Assistance programme and has brought about the creation of several new jobs since October.

The new facility extension has a higher roof height allowing the use of larger equipment and will house new machinery including a CNC VTL machine, a Horizontal Boring machine and new welding equipment, which opens so many more opportunities for the business, whilst reducing the risk of solely focusing on one specialised market.

NOV has recently committed to an extended lease of its Glenrothes premises ensuring Flexibles UK's future in Glenrothes has been secured for a further ten years.

James Mullen, Operations Director of NOV Flexibles UK, which exports 90 per cent of all products, said:

“Our new facility, which will house larger machinery, is a game changer for the business. This investment has enabled us to diversify and introduce a whole range of new products. We've exciting times ahead, which we look forward to driving from our base here in Fife.”

www.nov.com/flexiblesuk

NOV has invested significantly in its Southfield facility



NOV

GREENFOLD SYSTEMS EXPANDS

Greenfold Systems Ltd. is expanding having recently opened two new facilities in England. Its premises in Scarborough opened last year and employs 53 people, which along with its new assembly unit just opened in Kent, adds to the 85-strong workforce, which Greenfold employs in Dunfermline.

Turnover is up to around £5 million this financial year for the contract manufacturer.

A direct contract with ScotRail is opening the door to lots of new opportunities for Greenfold as it showcases its unique skills set. This, combined with its ambition to acquire like-minded businesses, will bring about the need to recruit more staff – there's a hope to further increase the workforce this year.

Bob Waterson, Director of Greenfold Systems Ltd., said:

"Being able to showcase our unique capabilities to our clients directly, has been particularly beneficial to growing and developing the business. Our bespoke skills-set and open minded approach to doing things others 'Don't, Won't or Can't do', enables us to offer and deliver an extensive range of services, which sets us apart from competitors.

"We've a good solid base for the future, which we look to expand on through business development as well as pursuing acquisitions."

Greenfold currently employs six apprentices and is committed to developing the region's young people. It also seeks business advice and guidance from Scottish Enterprise, Fife Council Economic Development and Business Gateway Fife.

www.greenfoldsystems.co.uk



Greenfold has confirmed a direct contract with ScotRail

PITREAVIE GROUP - SCOTLAND'S LARGEST PACKAGING SUPPLIER

The Pitreavie Group has developed its business over the past seven years to become the largest independent packaging solutions and industrial supplies company in Scotland.

Its expansion is a result of strong organic growth and targeted acquisitions, including Andersons Packaging and Sorba-Freeze. Its most recent acquisition of SNAPCO, a Glasgow-based Industrial Supplies business, has boosted turnover to almost £10 million.

The Group's focus on providing customers with a comprehensive packaging solution includes its "stock and serve" facility, where customer's stock is physically held and available for same day/next day delivery and only invoiced upon delivery. This enables its customers to benefit from large economies of scale and an efficient delivery service, which is provided completely by Pitreavie's own fleet of vehicles.

Significant investments have been made in plant and machinery to further enhance Sorba-Freeze's range of chilled packaging solutions with more investment planned. It has also invested group-wide in IT and business systems as well as expanding its workforce to over 60 staff including a number of key senior appointments to drive the company forward.

Internationalisation is also high on the agenda, with major distribution opportunities being agreed in Northern Europe and America for the Sorba-Freeze business with more territories being explored.

Gordon Delaney, Sales Director of Pitreavie Group, said:

"We are committed to further growth both organically and through further acquisitions to enhance our portfolio of products and services.

"We are now extremely well placed to work with much larger organisations providing unique tailored solutions to meet their business requirements."

www.pitreaviegroup.co.uk



Affinity Aquarium Solutions was set up with help from The Prince's Trust

'TANKS A LOT' TO THE PRINCE'S TRUST

Christopher Kent launched his aquarium business, Affinity Aquarium Solutions, at the end of February, and has quickly established a strong client base.

The only such business in Fife, it offers installation and maintenance with a free six month guidance service to ensure clients get the most out of their aquariums.

The business is building up quickly with 14 customers based across Central Scotland, consisting of domestic and commercial clients, including Le Monde in Edinburgh.

Christopher set up the business with a £6,400 loan from The Prince's Trust Enterprise Programme. This low-interest loan enabled the purchase of a van, insurances and IT facilities.

In addition, Christopher has received help from The Prince's Trust, which works closely with Business Gateway Fife, with financial forecasting, marketing strategies and is currently receiving business mentoring.

Christopher Kent spoke to fbm. He said:

"I had the idea for the business when I was at university, and volunteered in this area to gain as much experience as I could.

"I approached The Prince's Trust for help with start-up finance and they have been so unbelievably helpful. My business advisor, Marissa Yassen, is very encouraging and has supported me every step of the way."

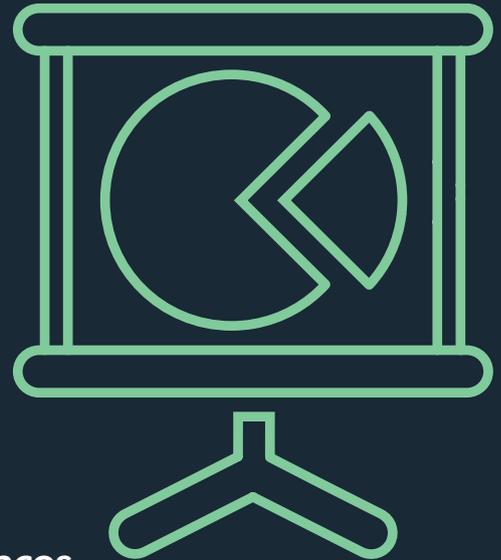
Christopher added:

"Business is going exceptionally well and I've got a good customer base. My plan is now to build up the maintenance side of the business, and in a few years to recruit staff to support this."

www.facebook.com/affinityaquariumsolutions



WHAT'S NEXT FOR YOUR BUSINESS ?



To take your business to the next stage you need strategic advice and practical solutions that fit your unique circumstances.

At Pagan Osborne our specialists will support you with:

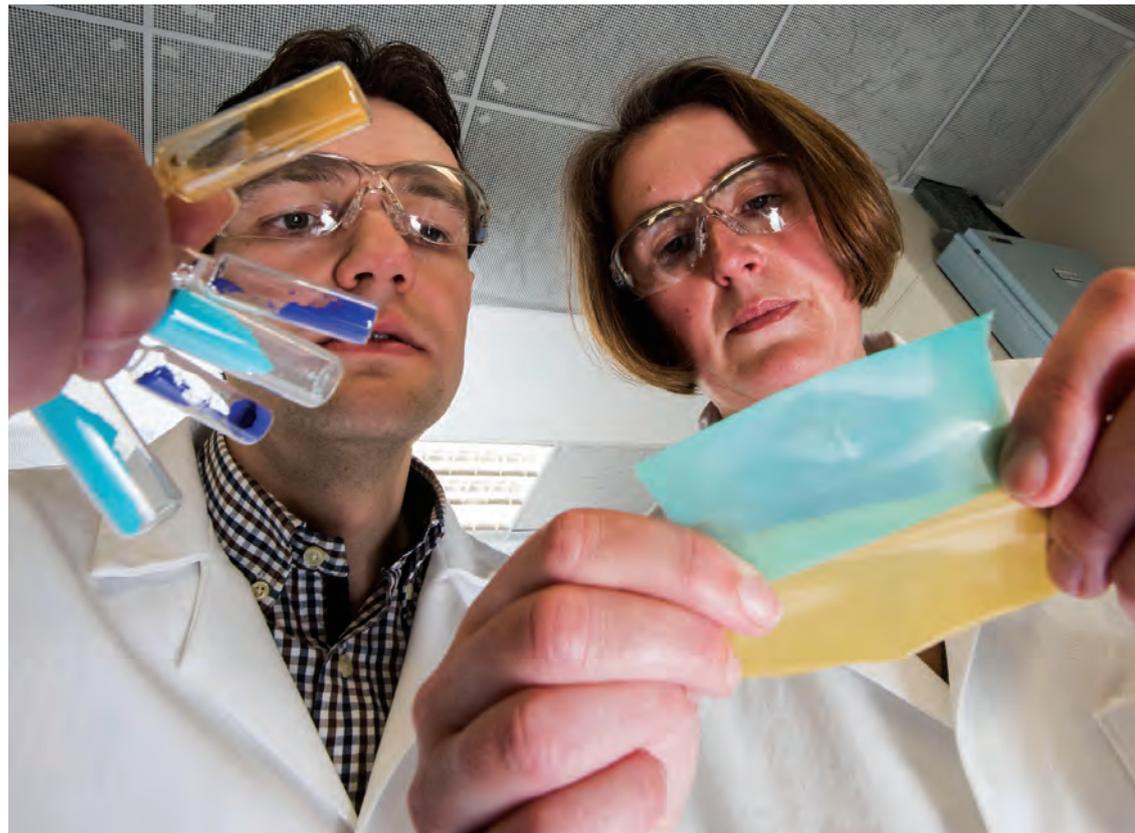
- Commercial property purchases and sales
- Commercial leasing for landlords and tenants
- Advice on setting up, partnerships and succession planning
- A free assessment of your business requirements and advice on growing, protecting or handing on your company

For more information get in touch with our team today.

e: ifraser@pagan.co.uk | t: 01334 475 001 | w: paganosborne.com

FIFE'S ECONOMIC STRATEGY:

MAKING FIFE THE BEST PLACE TO DO BUSINESS



Fife's Economic Strategy 2017-2027 sets out how Fife will work together towards achieving stronger, sustainable and more resilient economic growth, which is shared by all.

Recent years have seen Fife's labour market strengthen and a sustained increase in the number and turnover of businesses in the region. The same years, however, have also seen company closures due to falling oil and gas prices, further public sector cuts and continuing high rates of youth unemployment and inequalities in opportunity and growth.

Moving forward, Fife's Economic Strategy aims to achieve more than simply a pre-recession level of economic performance. Tackling the underlying challenges in Fife's economy and labour market are key in order to both increase the competitiveness and resilience of Fife's businesses and at the same time reduce inequality. The Strategy's goal is to not only close the current gaps in Fife's economic performance with the Scottish average but also to work towards achieving better than average performance across all of the region's economic activities and interventions in order to make Fife the best place to do business.

Since the launch of Fife's last economic strategy in 2013, the region's employment rate has returned to pre-recession levels (an increase from 69 per cent to 71 per cent), business turnover has increased by 18 per cent and there are now more companies in the region than any other time since 2000.

Despite this progress, Fife's Economic Strategy sets out how it will work collaboratively through a range of partnerships over the next ten years to achieve sustainable and fair economic growth in Fife.

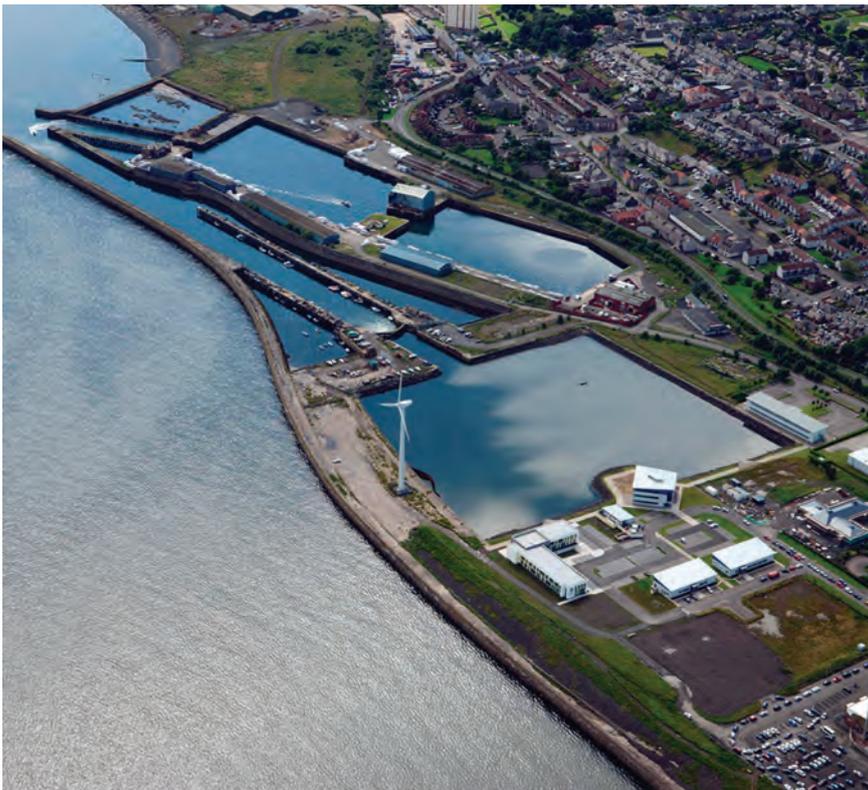
- Achieving a fairer, more inclusive growth;
- Increasing investment in Fife's business infrastructure;
- Improving business growth through increased internationalisation, sales and exports;
- Fostering a culture of innovation and expertise.

The aim is to tackle Fife's continuing social-economic issues, as well as the scale and pace of technological change; transport and digital connectivity; the need for growth to be fair and inclusive to tackle the entrenched geographical disparities in employment and opportunities within the region; as well as encourage closer working relationships between education and business.

In doing this, the Strategy will support Fife's key sectors to encourage opportunities and growth. Fife is one of the country's leading centres for energy, whilst manufacturing remains an important sector, supporting 14 per cent of the region's jobs and 30 per cent of its turnover. Business and financial services is a key growth sector for Fife as is the region's growing food and drink sector. Tourism has seen a year-on-year growth, whilst health and social care, is Fife's largest sector in terms of employment.

The extensive Strategy outlines exactly how these sectors will be supported through a collaborative approach in each of the four key priority areas to achieve its ambitions for the future. Alongside this, the Fife Economy Partnership's structure and governance is being reviewed to enable it to more effectively lead and scrutinise the Strategy's delivery and to increase engagement with and input from Fife's wider business community.

Left and below: Images reflect a flavour of Fife's thriving business sector



FIFE'S ECONOMIC STRATEGY IS A JOINT FIFE ECONOMY PARTNERSHIP, OPPORTUNITIES FIFE PARTNERSHIP AND FIFE COUNCIL STRATEGY. IT SETS OUT HOW THEY WILL WORK TOGETHER AS WELL AS WITH THE SCOTTISH GOVERNMENT AND ITS NATIONAL AGENCIES AND WITH CITY REGION PARTNERS OVER THE NEXT TEN YEARS TO ACHIEVE SUSTAINABLE AND FAIR ECONOMIC GROWTH IN FIFE.

Fife's Economic Strategy 2017-2027 is available to download: www.fifeeconomypartnership.com

Fife Economy Partnership
GROWING FIFE'S FUTURE

Opportunities Fife
connecting learning, skills and jobs

Fife
COUNCIL

Resource Efficient Solutions (a Fife Council arms length company) is taking waste management and disposal to a whole new level. Working closely with its customers, it offers innovative and responsible ways of collecting, treating and disposing of waste.



Picture caption: Resource Efficient Solutions provides waste and resource management services

Resource Efficient Solutions was set-up by Fife Council back in 2014 to provide waste and resource management services. In these first three years, the business has come a long way.

A commercial focus combined with a zero waste commitment has led to innovative ways of collecting, treating and disposing of waste, which has secured significant results.

It employs 200 people who provide a waste collection service, including bin collection and skip hire to businesses across Fife to customers including Fife Council Building Operations, the University of St. Andrews and Forbo Flooring Systems.

Substantial regulatory and technological change in waste management continues to be an ongoing challenge for Resource Efficient Solutions, but by embracing these changes it is hoping to add value to existing customers whilst taking advantage of the growth opportunities. Further development of strategic partnerships, similar to its relationship with the University of St. Andrews (see case study on right), is also a key priority especially in relation to the collection and treatment of wastes.

Simon Young of Resource Efficient Solutions, said: "We've had great success of late and have become far more commercially focused in our business approach. New contracts, additional staff and our commitment to zero landfill are all drivers in developing the business and creating new and innovative ways to collect and handle waste responsibly."



RESOURCE EFFICIENT SOLUTIONS (A FIFE COUNCIL ARMS LENGTH COMPANY) IS A RESOURCE MANAGEMENT COMPANY BASED IN FIFE. IT OFFERS CONSULTANCY SERVICES IN WASTE, CLIMATE CHANGE, ENERGY AND COMPLIANCE.

For more information, please visit: www.refsol.co.uk or call: 03451 55 11 33 or email: sales@refsol.co.uk

CASE STUDY: RES WORKS IN PARTNERSHIP WITH THE UNIVERSITY OF ST. ANDREWS

Resource Efficient Solutions (RES) is the main waste management contractor to the University of St. Andrews.

RES has worked hard to understand the complex and individual needs of the university and through partnership working, backed up with local customer services and a dedicated fleet of collection vehicles, is working towards sustainable waste management.

Since its inception, the contract has led to increased recycling rates and has delivered significant financial and carbon savings. At the end of the academic year 2014/2015, the university achieved a recycling rate of over 75 per cent with 1,871 tonnes of source segregated material being diverted from landfill.

In addition, RES created an innovative shared services project to deliver significant environmental benefits to the end of academic year 'clear out'. At the end of each academic year, students moving out of university residences and private accommodation clear out large volumes of household items. RES came up with the idea of collecting these items and donating them to good causes to benefit the wider community.

Collections were made from 13 Halls of Residence with over 4,000 students directly involved in contributing over 16.9 tonnes of reusable goods and raising over £10,000 for Forces Support. 1,500 duvets were also collected and deconstructed to be reused as fill for new mattresses.

LOOKING FOR BUSINESS PROPERTY IN FIFE?

Fife continues to be a popular location for businesses, as Fife Council reveals that over 93 per cent of its business property portfolio is leased.

Fife Council's eclectic mix of properties range from industrial sites, ideal for manufacturing as well as fully serviced office units, continue to appeal to local businesses with only a handful currently available for lease including; Unit 3 Pitreavie Court, a spacious office facility within Dunfermline. Also available is Suite 1 at Forth House, North Road Inverkeithing, a multi-officed independent suite with great transport links and private car parking. Serviced office facilities with reception and meeting rooms are also available at Dunfermline Business Centre on Izatt Avenue.

Fife Renewables Innovation Centre at Methil continues to prove popular, with occupancy increasing from 40 to 70 per cent in just 6 months.

“ Our portfolio of over 300 units continues to grow and we have a diverse collection of tenants throughout Fife. We offer a package which includes assistance from partner organisations to encourage growth and benefit Fife as a whole.

Fife Council has extensive knowledge of the Fife Business Property market and can also help with additional land for business or expansion. Flexible leasing arrangements are available on some units and properties. ”

Derek Bayne,
Lead Officer (Property Management)



For more information, please contact Fife Council's Business Property Team by e-mail: business.property@fife.gov.uk or by phone: 0345 600 1359

fbm MEETS... DANIEL SHERRY

Head of Sales at Eden Mill



In 2012 Eden Mill resurrected the proud history of distilling from its Guardbridge site, which dates back to 1810. As Scotland's first original single site combined brewery and distillery, its beer, whisky and gin is amongst the best in the world. fbm chats to Daniel Sherry, Head of Sales at Eden Mill, to find out more.



Left: Daniel Sherry, Head of Sales at Eden Mill

Top right: Master distiller, Scott inspecting the copper pot stills

Below: Eden Mill's Gin

Bottom right: Nosing New Make Spirit, ensuring consistency in its spirit before adding to cask to mature



The Eden Mill story began in 2012 when it launched Scotland's first single site combined brewery and distillery. It creates outstanding flavours and choices of beer, whisky and gin, which have the reputation of being amongst the best in the world.

Since then, the business has changed dramatically – Eden Mill has expanded its brewery and started distilling. It has also grown from a small local company to a recognised international one, which has a strong presence across Scotland. It has also begun developing Eden Mill in the rest of the UK and has developed exports in Europe, Asia and North America for which it was recognised at the Fife Business Awards, scooping the Success through Export award.

Daniel Sherry, Head of Sales at Eden Mill, said: "It was a huge honour for us to win a Fife Business Award. I believe it is because we played to our strengths as a small, fast moving and flexible company, which has allowed us to succeed in challenging markets to do business. Our biggest export market is now the USA, which we project to be about 35 per cent of all of our exports. We are in 15 states and seek to expand this over the course of the year."

Eden Mill has grown significantly and year on year, it's been close to doubling the size of the company, in both turnover and staff. It continues to expand its gin range, and is moving closer to the time when its whisky will come of age and has some beer developments on the horizon too.

There is also lots more Eden Mill wants to achieve. Daniel added:

"The key goals for us are to expand our distillery as a production site and visitor centre. This will allow us to improve our visitor experience significantly, and host more at our site in Guardbridge.

"Our priorities for growth are outside of Scotland, with a huge focus on England and Wales this year. On top of this, we seek to develop our existing export markets and open new ones too."

But that's not to say, it hasn't had challenges as a business. Finding the right import partner, with the same passion and love for its products to enable it to build its brand in new markets, takes time. As does the paperwork and administration side of exporting for Eden Mill, which prides itself in being a Fife-based business.

Daniel concluded:

"As a small company figuring out challenging administration required to do business in a new market is a big hurdle to exports. As part of the Fife Trade Partnership, Fife Chamber of Commerce has been of great assistance, providing guidance on how to navigate these, and assisting in getting the required documentation. Without the help we received, it would be hugely challenging to overcome this barrier to entry in a cost effective way."

www.edenmill.com



EDEN.MILL
ST ANDREWS

A long-held dream that started twenty years ago, is about to be realised, as Lindores Abbey Distillery nears completion. The visitor centre is on track to open on the 1st August, with the state-of-the-art distillery launching soon after.



LINDORES ABBEY DISTILLERY NEARS COMPLETION

Lindores Abbey Distillery nears completion with help from Business Gateway Fife

Lindores Abbey, one of the Scotch whisky industry's most historic locations, is set to open a new distillery and visitor centre this summer.

The long-held dream for Drew and Helen McKenzie Smith, is set to become a reality, and bring whisky back to the site next to Lindores Abbey, where whisky production dates back 500 years.

The plan for this ambitious £6 million project crystallised about four years ago when, with funding support from Fife Council's Investment Fund, Drew and Helen undertook a feasibility study.

Drew McKenzie Smith said:

"Supported by Fife Council Economic Development, we were grateful to receive 50 per cent funding towards the initial feasibility study, which was vital to kick-start the process. We've also received Expert Help from Business Gateway Fife, which has enabled us to move forward at the correct pace as and when required."

Assistance with accounting advice, as well as some early input for time lapse cameras, and on-going advice about exporting, HR and Health and Safety has all been accessed through Business Gateway Fife.

Drew added:

"Being a distillery and about to employ around 15 people, HR and Health and Safety are very important areas, which we are delighted to receive advice through the Expert Help Programme from our business advisor, Lynne Baillie. We are also being advised and assisted in relation to exhibiting at trade events and with staff training."

To keep up to date with developments, please visit: <http://lindoresabbeydistillery.com>

CONNECTING WITH BGF

Having been bought from administration, Phase 3 Connectors has a new lease of life and high hopes for the future.



QUALITY IS REMEMBERED LONG
AFTER PRICE IS FORGOTTEN

Phase 3 Connectors was purchased from administration in November 2015. Manufacturing connectors for the power distribution and entertainment industry from its Glenrothes-base, the business has invested significantly to transform its fortunes.

Help has come through Regional Selective Assistance, a job creation grant from Scottish Enterprise, as well as Expert Help from Business Gateway Fife to overhaul Phase 3 Connector's website. The website now gets between 50-100 visits each day, of which many of these leads are being converted into new business.

New contracts have come from a range of businesses including Aggreko and the business has also gained full UL Approval with ISO9001 ready for exporting to the US, where there are further opportunities.

Andy Glachan, Director of Phase 3 Connectors, said:

"The support we've had through Business Gateway Fife has been invaluable. Our e-commerce website was designed, developed and launched all within a couple of months. We also got support on social media, blogging and driving traffic to the website.

"Our new website has helped to secure many new clients from the UK, Dubai, Netherlands, Spain and Germany, and provides a robust backdrop to support further business growth."

In the first quarter of this year, the business has increased its turnover by 75 per cent, with net profit on target to exceed £500,000 this financial year.

www.p3connectors.com

A busy 12 months for Daniel Gardner Electrical Contractor sets the stage for further exciting developments.

Daniel Gardner Electrical Contractor is undertaking work on a client's food hub development

DANIEL GARDNER ELECTRICAL CONTRACTOR CELEBRATES LARGEST CONTRACT WIN

Daniel Gardner Electrical Contractor is celebrating winning its largest ever single contract.

The contract sees Daniel Gardner Electrical Contractor deliver the entire electrical installation for a long-standing Agricultural client's food hub development. The win was a fitting end to a very busy 12 months for the business.

The business is committed to outstanding customer service with continued investment in staff and expansion of its team; launch of a completely redesigned website and operational management system.

Its recent success across Fife, Dundee and Edinburgh has seen its employee numbers grow from

seven to 17 in the last year as well as achieve full NICEIC Approved Contractors and Domestic Installers re-accreditation.

Daniel Gardner said:

"The last 12 months have been really exciting. We've worked with new customers and continue to develop close relationships with our long-standing clients throughout the Domestic, Commercial and Agricultural sectors."

The electrical contractor has been engaging with Business Gateway Fife's Expert Help services for specialist advice. Daniel Gardner explained:

"To date, we've been very successful in securing work, but as we develop the business and implement a full operational management system, we were keen for advice on project estimating on large contracts. This was a very helpful undertaking and whilst it confirmed that what we were doing was right, the support we received enabled us to gain a fresh perspective and bounce ideas off a specialist."

www.dgcec.co.uk



This year sees Reel Service Ltd celebrate 30 years in business. It's focused on growth and has plans to expand its service and manufacturing operations.

'REEL' SUCCESS

Marking its 30th year in business and Reel Service has a strong vision for growth.

In the last 12 months and under the leadership of a new Managing Director, the tape and reel service business has increased its employee headcount by ten per cent, taking it to around 60 staff. This figure will grow further as the business seeks to expand its services, manufacturing and equipment sales operations.

Reel Service recently engaged with Business Gateway Fife and is being supported by its business advisor with an application to Scottish Enterprise's Regional Selective Assistance grant scheme for help with capital expenditure to support its expansion.

In addition, it has received Expert Help advice via Business Gateway Fife, which has greatly improved feedback to its online presence and marketing efforts.

This supports its desire to boost exports beyond mainland Europe and the US. It is receiving support via Fife Council Economic Development's Market Development Programme to showcase its offering at Productronica, the world's leading trade fair for electronics development and production.

Andrew Currie, Project Manager at Reel Service, said:

"Business Gateway Fife has been fantastic. We've worked with them on and off for a number of years and only recently fully appreciated how much assistance they are able to offer."

Andrew added:

"With a new Managing Director at the helm and as we mark our 30th anniversary, this was a timely opportunity to reinvigorate the business with a new website and branding, as well as undertake significant investment in a new service capability. We've exciting times ahead!"

www.reelservice.com



BUSINESS GATEWAY FIFE, DELIVERING ON BEHALF OF FIFE COUNCIL ECONOMIC DEVELOPMENT, PROVIDES A RANGE OF SERVICES TO NEW AND ESTABLISHED BUSINESSES IN FIFE. IF YOU REQUIRE ASSISTANCE ON FINANCE, STRATEGIC DIRECTION, LEADERSHIP SKILLS OR ARE PERHAPS LOOKING TO MOVE INTO NEW MARKETS, THEN BUSINESS GATEWAY FIFE HAS THE EXPERTISE TO ASSIST.

To find out more, call: 01592 858 333 or email: success@bgfife.co.uk or visit: www.businessgatewayfife.co.uk

DARNLEY'S GIN DISTILLERY TO OPEN IN FIFE

Exciting news as Darnley's Gin announces plans to open a distillery in Fife this summer.

The new distillery is being constructed in a cottage next to Kingsbarns Distillery, its sister whisky distillery. Currently the gin is distilled in London but production will move to Fife once the new plant opens.

William Wemyss, owner and Managing Director, said:

"We felt it was the right time to refresh Darnley's Gin and also to bring production in-house, more specifically, home to Fife, where the Wemyss family has lived and worked for centuries."



AWARD SUCCESS FOR SMITH ANDERSON

Smith Anderson is revelling in success having scooped a top honour at the Food Packaging Annual Awards.

The Kirkcaldy-based paper bag manufacturer had two of its products highly commended for product innovation, and its wrap product for Deli 2 Go won the FPA Innovation Award.

Smith Anderson supplies its wrap for Deli 2 Go's hot paninis and toasties range within Shell garage forecourts.

Olivia Slater, Sales Director at Smith Anderson, said:

"We are delighted to have won this award as we continually innovate with our products and to have this recognition is fantastic for our business, our customers and their consumers."

www.smithanderson.com

Smith Anderson wins Food Packaging Award



To submit your company news to fbm, please email:
editor@fifebusinessmatters.co.uk

BUSINESS LOANS SCOTLAND

Business Loans Scotland is going from strength to strength. The fund, which offers loans up to £100,000 to new and growing small and medium-sized businesses across Scotland, has received enquiries worth £3.7m since launching in March 2017. Loans can be used

for working capital or the purchase of premises, plant or equipment.

For further information about Business Loans Scotland, visit www.blscotland.com or contact Business Gateway Fife by phone: **01592 858333** or email: success@bgfife.co.uk

FIFE BUSINESS WEEK

Fife Business Week 2017 is coming soon - a range of workshops, seminars, best-practice visits and networking events will run between 6-10th November 2017. We are calling on local partners and stakeholders to deliver an event during the week long programme.

Hosted by Fife Council Economic Development and administered by Business

Gateway Fife, the aim of Fife Business Week, is to deliver a comprehensive line-up of events that enable businesses to access a range of public and private sector support agencies and business experts to assist with business solutions. Please get in touch with Rebecca Wright at Business Gateway Fife on: **01592 858333** or email: success@bgfife.co.uk to discuss further.

Let's make Fife Business Week 2017 the best one yet!

fife
business
week 2017

BUSINESS AS USUAL FOR SIGN PLUS

Sign Plus, Dalgety Bay's award-winning sign design, installation and maintenance company, has been acquired by Rymack Sign Solutions Ltd, part of the PFI Group. The deal, which was concluded in April will see founding Directors Norrie Taylor and Jim Mitchinson, remain in their non-executive roles for six months, whilst current Executive Chairman, Ken

Richards and Managing Director, James Barbour, along with all other staff continue in post.

Commenting on the news, Ken Richards said he looked forward to an exciting future for the company, and emphasised that it's very much business as usual for Sign Plus, with no change to personnel, name, location or company registration.

ENTERPRISE HUB FIFE

The Enterprise Hub Fife is now up and running offering enterprising individuals, start-ups with growth aspirations and growing businesses, access to a unique facility, which encourages collaboration and networking. Hot desks, meeting rooms, high-speed broadband and IT connectivity enabling web-conferencing and the delivery of training workshops and webinars are available.

For more information, please visit:
<http://enterprisehubfife.co.uk>



Opening of the Enterprise Hub Fife

Business
loans of
up to
£100,000



NEED HELP FILLING THE FUNDING GAP?

○ Who we are

- Business Loans Scotland provides loan finance up to £100,000 to new and growing SMEs with growth potential
- Business Loans Scotland is a consortium of Scotland's 32 local authorities
- In Fife, Business Loans Scotland is managed by Fife Council Economic Development and delivered by Business Gateway Fife

○ How can the funds be used?

Loans may be used for:

- Working capital
- Purchase of plant and equipment
- Purchase of business property

○ What to do next

Register online at www.bls.scot using the 'Apply Now' form.



EUROPE & SCOTLAND
European Regional Development Fund
Investing in a Smart, Sustainable and Inclusive Future

Business Loans Scotland



CELEBRATING FIFE BUSINESS SUCCESS

The Fife Business Awards, hosted by Fife Chamber of Commerce, celebrated the best of Fife's thriving business sector. In this article we showcase three of the award winners and hear their success stories.



Avenue Care Services – Best Performing Business (Over 50)

Avenue Care Services, which provides care at home to people across Fife, Perthshire, Dundee and Edinburgh, started off in business to shake up the industry. Caring for people whilst focused on its day to day contact with its end users, it recruits, trains, motivates and develops its 250 plus workforce with the quality of delivery at the top of its agenda.

It has a number of industry firsts under its belt – it was the first care provider to pay well above the National Living Wage; it was first to commit to ensuring every member of its team works towards SVQ qualifications, and it was the first care provider to ensure 100 per cent of its staff will achieve this status.

Avenue Care Services has achieved significant growth, excellent financial performance and maintains superior standards, which are recognised by external bodies. It has also continued to invest in its business to create a business model and infrastructure to enable it to maintain its growth rates.

It has continued to grow its turnover over its five-year history as its billable hours have increased from 1000 in year one to 30,000 in 2016. Steady growth in both turnover and profit and its efforts are being rewarded, as it is projecting a 69 per cent increase in turnover this year.

Much of this is due to its partnership working, which has developed through the integrated partnership with Fife Council and the NHS.

www.avenuecareservices.co.uk

Influx Recruitment – Most Enterprising Start-Up

In the short time Influx has been trading, it has not only grown at a phenomenal rate, it is also planning to turn the recruitment industry on its head through its unique approach to sourcing talent. Instead of commission based, 'hard-selling' methods common to many recruitment firms, Influx claims to make no cold calls, developing business by forging strong relationships with its client base and building links through an innovative content marketing strategy.

The company provides recruitment services across a range of sectors from construction and renewables, to oil and gas, rail and the commercial sectors. Influx also offers bespoke and online training courses for its clients' employees, ensuring that new talent is developed and nurtured for the long term.

Sharon Menzies, Founder of Influx Recruitment Limited, said:

"Our business is very much about people, nurturing lasting relationships with companies, which over time develops a level of trust that should exist between a client and its suppliers. From this trust comes valuable referrals, so we never need to bother people through cold calling. We also focus on what happens after we recruit someone by offering bespoke training courses."

Influx has big ambitions for the future. It has plans to create an online membership portal to allow candidates from different industries to connect and collaborate as well as implementing a range of innovative new training courses and opportunities to expand across the UK and overseas.

www.influxrecruitment.com



Fife Business Awards -the winners of the 2017 awards

Realm Construction – Developing Young Workforce

Picking up the Developing Young Workforce award at the Fife Business Awards was a superb acknowledgement of Realm Construction's role in trying to actively plug the skills gap in Fife.

Realm Construction, which is part of The Purvis Group, implemented a Modern Apprenticeship (MA) programme in 2015, which has transformed the Lochgelly-based business' ethos. Employee training and development lies at the heart of the business, under the belief that starting from the 'ground up' is the best way to move forward within the industry.

Realm Construction currently has 15 Modern Apprentices who are undertaking a three-year SVQ qualification in Civil Engineering or two-year General Construction at Fife College, and two-year Highways Maintenance Operative Apprenticeship at Edinburgh College. All aspects of on the job training is provided and overseen by employee mentors who have also benefited and have a real commitment and passion to help these young people succeed.

Lorna Jaffray, Business Manager for The Purvis Group, said:

“This award is a reflection of our team's hard work, commitment and determination to develop Fife's young people.

Our MA Programme offers a way into the construction industry that includes working to and gaining a SVQ qualification. The career progression options for construction workers are varied and this route gives young people vital hands-on experience. Links with schools and colleges has been vital to recruit apprentices, and support from Opportunities Fife, Fife Works and funding from Fife Youth Job Contract has enabled the significant investment in our youth development strategy.

We've a number of employees who have progressed through the ranks learning on the job as well as during day release and night classes at college and university. The further education experience has complemented their site experience; they've built a solid foundation for a successful career in the construction industry.”

www.realmconstruction.co.uk



Look out for more on other winners in future issues!

Fife Business Awards 2017 winners:

- Most Enterprising Start-Up Winner - Influx Recruitment
- Excellence in Tourism Winner - Morton of Pitmilley
- Best Performing (Under 50) Winner - Kingdom Maintenance
- Success Through Export Winner - Eden Mill St Andrews
- Best Performing (Over 50) Winner - Avenue Care Services
- Excellence in Customer Services Winner - Byron Hairdressing
- Developing the Young Workforce Winner - Realm Construction
- Success Through Innovation Winner - Peel Tech
- Excellence in People Development Winner - Fife Fabrications
- Excellence in Food & Drink Winner - Fairmont St Andrews
- Success Through Sustainability Winner - Kettle Produce
- Outstanding Business Achievement Winner - Briggs Marine





FIFE

Developing the Young Workforce

THEIR
FUTURE
IS YOUR
BUSINESS

Developing the Young Workforce (DYW) is the Scottish Government’s national strategy for enhancing links between businesses and education.

Here in Fife we are linking employers with schools and colleges to open up the world of work to young people, to stimulate and grow our future talent.

SUPPORTING YOUNG PEOPLE

It is more important than ever for young Fifers to start thinking about their future career at an early age and to access the skills, knowledge, experience needed to be work-ready.

Supporting all young people into positive destinations and getting more young Fifers into work is a top priority for Fife Council. The council is working closely with Fife College and the business community making sure pupils are well-prepared to meet the current and future needs of local, national and international employers.

Over 3,000 Fife businesses are already helping people become career-ready through Opportunities Fife and wider employability initiatives. Getting involved through DYW gives businesses further opportunities to link with schools and engage, inform and inspire young Fifers.

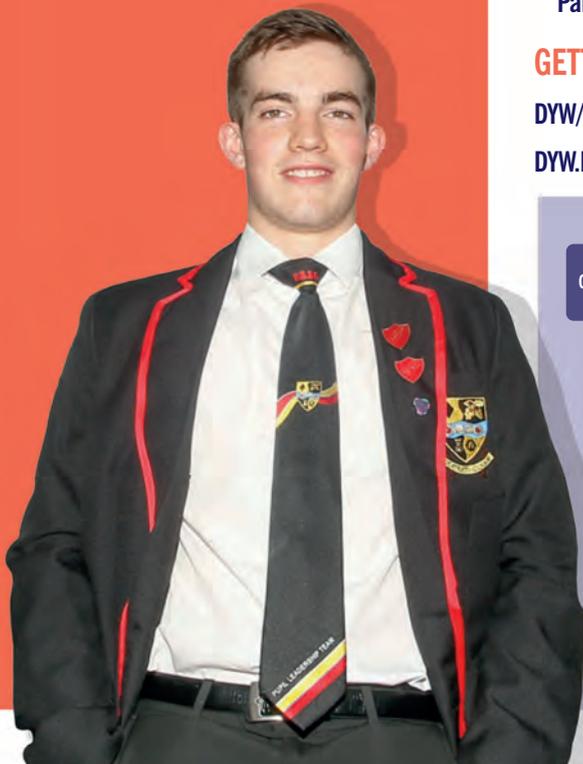
HOW TO GET INVOLVED

- Speak to a school / college, about your career, business or industry
 - Host an on-site workplace visit for teachers and/or pupils
 - Engage in Primary and Secondary Enterprise Programmes
 - Attend a careers event, or help deliver an interview skills session
 - Become a STEAM (Science, Technology, Engineering, Arts & Maths) Ambassador
 - Raise awareness of job vacancies
 - Offer a work placement
 - Deliver masterclasses or mentoring
 - Take on a school-leaver intern or Modern Apprentice
 - Engage business in education programmes, design & delivery
- Partner with schools and colleges on the Foundation Apprenticeship programme

GETTING IN CONTACT

DYW/Employability Coordinator – Ray Fernie (ray.fern@fife.gov.uk)

DYW.Fife@fife.gov.uk



THOMAS' STORY

Thomas Alexander from Lochgelly High School said:

“ My Career Ready experience has been excellent and the programme has given me a huge confidence boost. Going to business events and being put out of my comfort zone has had a hugely positive impact on me personally. ”

John Kilgour, Managing Director, Fife Group, Kirkcaldy, said:

“ The programme gets young people out of the school gates, to think out of the box and gain both practical skills and confidence. I have already recommended Career Ready to other local businesses. ”

A long-standing relationship with the Scottish Manufacturing Advisory Service (SMAS) has helped to transform Compugraphics into a profitable business.

COMPUGRAPHICS' LEARNING JOURNEY

Compugraphics has worked closely with the Scottish Manufacturing Advisory Service (SMAS) over the last six years. It has had help and advice across a range of projects, all aimed at streamlining processes, systems and operations, which has transformed the photomask manufacturing business.

An introduction to SMAS via Scottish Enterprise in 2011 was the start of its continuous improvement journey. Lean principle and technique sessions, analysis sessions to consider value stream mapping of its inspection flow, as well as the opportunity to

map out a three year strategic plan for the business all took place. This introduced a neat software package allowing Compugraphics to link a dashboard of metrics to its strategic objectives, making the setting of priorities and tracking progress much easier and transparent.

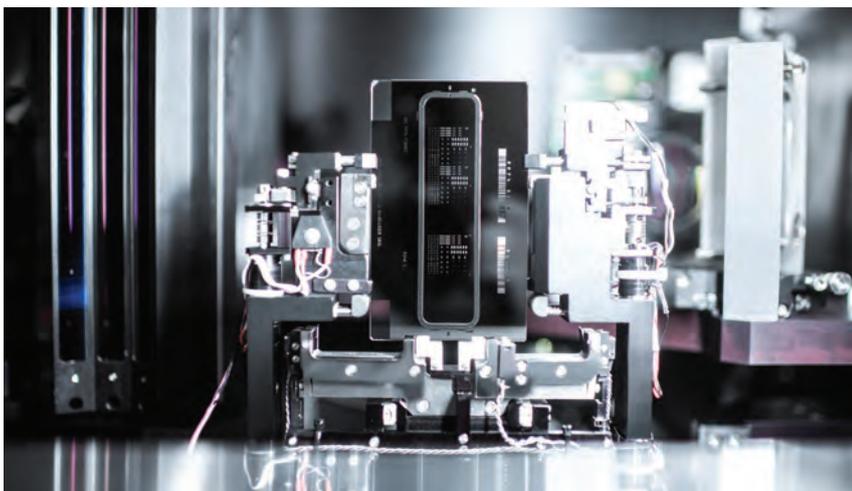
More recently, the business tapped into SMAS's expertise to run Green Belt Lean Six Sigma training for engineering staff and brought in an interim manager to support the development of one of its teams.

The results speak for themselves. These projects combined have brought about improvements and value creation totaling around £825,000.

Brian Young, General Manager of Compugraphics, said:

"Compugraphics has transformed from a site with inconsistent profitability and declining sales in 2009 to a consistently profitable business with a bright future. SMAS has played a big part in our journey helping us to make the necessary changes to turn around the fortunes of the business."

www.compugraphics-photomasks.com



SHOWCASING 20 YEARS OF RESOURCE EFFICIENCY PROJECTS

Scotland's Rural College Elmwood Golf Course showcases nearly 20 years of resource efficiency projects.

Opened in 1997, Elmwood Golf Course is an 18-hole course and operates as a multi-purpose golf facility; a daily-play green fee course, and as a key teaching resource for its parent organisation SRUC (Scotland's Rural College).

Elmwood has always prioritised sustainability and in 1998 it became the first golf course in the UK to be certified to the ISO 14001 environmental management standard.

As a member of the Green Network for Business it is also keen to inspire other organisations to follow its lead by opening its doors and talking to visitors about its approach.

A recent presentation and tour in March (organised by the network along with Resource Efficient Scotland) allowed attendees to see first-hand how the organisation reduced its mains water consumption by over 60 per cent since 2014, how its Waste2Water system operates on wash-off water and

how it is intending to become a 'zero waste' site by 2020 by further recycling, working closely with its supply chain and through vermicomposting.

With the support of senior management Greg Kilgour (Elmwood's deputy manager), the Elmwood Green Team continues to have ambitious long term goals. In doing so, it has proved that dedication and an innovative mind-set can significantly increase competitiveness and improve its bottom line.

Greg said:

"It was great to have the golf course supported in showcasing some of its environmental initiatives. I would highly recommend any business looking to save costs and improve environmental performance to make contact with both programmes and see what support they can offer."

Elmwood Golf Course Clubhouse by Catherine Elvin, a Fife College photography student



Green Network for Businesses



GREEN BUSINESS FIFE AND RESOURCE EFFICIENT SCOTLAND ARE COMMITTED TO HELPING BUSINESSES IN FIFE TO SAVE ENERGY, WATER AND MONEY, INCREASE RECYCLING AND USE FEWER RESOURCES.

For more information, contact Green Business Fife by email: info@greenbusinessfife.co.uk

Or, to contact Resource Efficient Scotland call: 0808 808 2268

Fife Council has become the first local authority to trial a change in the way it provides furniture and other household items to Scottish Welfare Fund customers.

FIFE COUNCIL LEADS THE WAY IN REUSE FURNITURE

Fife Council is trialling a change in the way it provides goods to Scottish Welfare Fund customers. It will acquire reuse furniture and white goods from the Community Resources Network Scotland (CRNS) Reuse Consortium in addition to its current supplier of new items.

The Reuse Consortium is the first of its kind in Scotland and has been described as 'transformational' as it changes the way people in need are given

access to furniture; supports social enterprise organisations, whilst encouraging people to consider reuse furniture in the future.

Since April 2013, all 32 local authorities in Scotland have provided Crisis Grants and Community Care Grants through the

Scottish Welfare Fund to people on low incomes who need support to establish or remain in their homes in their communities.

Traditionally these items have been supplied new, however with the introduction of an alternative option via the newly established Community Resources Network Scotland (CRNS) Reuse Consortium, Fife Council has become the first local authority to change the way it provides goods to customers.

In Fife, Castle Furniture Project and Furniture Plus will service the Fife Council contract.

Lauren Forrest, Fife Council's Scottish Welfare Fund Manager, said:

"We're excited to be part of this trial. As well as getting better value for money, it's also supporting Fife-based social enterprises, which are providing a local service to local people.

"Another benefit of providing furniture in this way is that customers can choose the items of furniture they need rather than just being given something, giving them a greater sense of ownership and pride."

www.mygov.scot/scottish-welfare-fund

www.furnitureplus.org.uk

www.crns.org.uk

www.castlefurniture.org



NEW HOME FOR INSPECTION ROPE ACCESS SPECIALISTS (IRAS)

Inspection Rope Access Specialists (IRAS) has re-located to new premises in the Fife Business Centre, to support its rapid growth.

The Fife Business Centre on Faraday Road, Glenrothes is the new home for Inspection Rope Access Specialists (IRAS). The business, which was established in 2008, has grown rapidly in recent months and needed much larger premises to furnish the volume of its equipment.

It has increased its business unit four-fold to 4106 sq.ft., which is leased from Fife Council. The additional space now houses the equipment needed to provide its rope access services, which include:

platform surveys, coatings inspection, blade inspection, NDT inspection, blasting/spraying/painting, in house Personal Protective Equipment (PPE) recertification services, as well as heavy load lifting/rigging for the offshore industry. It undertakes such projects for the oil and gas sector; as well as on windfarms, high buildings and inaccessible areas.

In the last year, IRAS has signed a significant five-year framework agreement to undertake projects at windfarms in Belgium and Holland. In the UK, it is working with the oil and gas sector as well as in the renewable energy sector, and has a number of tenders out for similar projects.

It is also committed to delivering a specialist training centre, which it is seeking funding for.

Scott Eadie, Director of IRAS, which is a member of the International Industrial Trade Rope Access Association (IRATA), said:

“We've won new contracts in recent months, so moving premises was a natural progression. We've room to grow further and to accommodate an industry specific training facility, which we are seeking funding for, and hope to launch shortly.”

www.offshoreinspections.co.uk



A collaborative approach to connecting learning, skills and jobs is vital to tackle worklessness in Fife. Opportunities Fife's website is helping to connect people and businesses in the region.

CONNECTING LEARNING, SKILLS AND JOBS

Connecting learning, skills and jobs is the key message driven by the Opportunities Fife Partnership. It has invested in a user friendly and fully automated website as its way of connecting with the people of Fife as well as building strong employability partnerships.

The website offers business support, funding advice, a digital directory, redundancy support, and job and training opportunities with the aim of engaging with employers to tackle worklessness in Fife. This is done through effective employability measures, helping more people into jobs and developing skill sets, whilst tackling related issues of poverty, income inequality and health, and sector skills gaps.

Since launching the new look and feel website last May (2016), it has gone from strength to strength, and by incorporating social media into the user face, this means it is current and relevant and it is able to connect with Fife, far and wide. The website is feature rich and aimed at all users; from pupils at school to education staff, training providers to Fife employers, offering a one-stop shop.

The Opportunities Fife website encourages young people at school, job seekers and those facing redundancy to create a personal job profile that doubles as a CV, and can be sent direct to an employer.

Opportunities Fife's Employer Engagement team also works with employers in order to develop customised packages to suit their business needs that will help in the recruitment and training of individuals.



Opportunities Fife is an inclusive employability partnership including Fife Council, Skills Development Scotland, Job Centre Plus, NHS Fife and third sector (a number of voluntary organisations including Fife Voluntary Action), with the aim of connecting learning, skills and jobs.

For more information contact:
info@opportunitiesfife.org

WARM WELCOME FOR NEW FIFE COLLEGE PRINCIPAL

Fife College's new Principal, Hugh Hall, joins the College at an exciting time with plans underway to build a new state-of-the-art Campus in Dunfermline by 2020.

Right: Hugh Hall, new Principal and Chief Executive of Fife College.

Picture taken by Catherine Elvin, a Fife College photography student

New Principal of Fife College, Hugh Hall, has been warmly welcomed into his new role by staff and students of the College.

The new Principal officially took up his position on Wednesday 1st March after it was announced back in December last year that he had been appointed to take over from former Principal Hugh Logan who retired in October.

Hugh Hall's most recent position was at the University of Strathclyde where he worked since April 2010 as Chief Operating Officer.

Hugh joins Fife College at an exciting time for education in the region with the recent opening of the College's new Levenmouth Campus and plans to build a new state-of-the-art Campus in Dunfermline by 2020. He is now responsible for approximately 22,000 learners, 6,000 of which are full-time, on five main campuses throughout Fife and manages a commercial client base of £7.3 million and turnover of £43.5 million.

Hugh is a chartered accountant with expertise in transformational change, governance and major project development and delivery. In 2009, he was awarded the Public Sector Finance Director of the Year award in recognition of his leadership role in the transformation of Scotland's enterprise network.

His non-executive roles, past and present, include: eight years as a member of Court at Edinburgh Napier University; Chairman of the Chartered Institute of Public Finance and Accountancy in Scotland; Chair of Forth Valley College; Chair of Colleges Scotland and Chair of the Scottish Children's Lottery.





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The Prince's Trust showcases the positive impact it can make on young people starting up in business.

Below: Stephanie Arnott of The Willow Jar



Right: Photo shows from left to right: Terian Tilston, Toni Davidson, Frazer Reid, Allan Watt, Marissa Yassen, Stephanie Arnott and Gordon Izatt (volunteer)

BGF WELCOMES THE PRINCE'S TRUST

Scotland's Director of The Prince's Trust, Allan Watt, made a special visit to Fife to acknowledge and recognise the work of the charity's Enterprise Programme.

Local Prince's Trust supported businesses showcased their products at the event, which took place in Glenrothes at Business Gateway Fife's headquarters.

Marissa Yassen, Senior Enterprise Executive at The Prince's Trust, said:

"It was wonderful to give Allan Watt the opportunity to meet with a variety of young successful Fife entrepreneurs, who are at various stages of their business development. In close partnership with Business Gateway Fife, our one-to-one support, access to funding streams, free courses and events, have allowed these businesses to thrive. This was a small cross-section of the hundreds of talented Prince's Trust businesses currently operating throughout Fife and indicates that there is still a large appetite in young people to start a business."

Marissa added:

"Young people face numerous challenges when setting up a business from unemployment, lack of funds and self-esteem. However, the combined support of The Prince's Trust and Business Gateway Fife, can make this a reality and change their lives positively for the long term."

In the last financial year (2016/17), The Prince's Trust Enterprise Programme in Fife supported 97 young people in Fife between the age of 18 and 30 with business support and funding to start their business. Of that, it provided £48,400 in loans and

£4,500 in start-up grants as well as £6,135 in small 'Will it Work' grants.

Allan Watt, Director of The Prince's Trust (Scotland), said:

"It is great to see innovative new businesses supported by The Prince's Trust and Business Gateway Fife and see these spirited businesses develop and grow. Also, our Prince's Trust volunteers should be thanked for their continued commitment, enthusiasm and invaluable support."

Those business involved included Dunfermline business woman, Stephanie Arnott of The Willow Jar, which produces and sells organic skincare products. Stephanie set-up in business in 2016 and her online store is extremely successful.

Terian Tilston, a qualified solicitor started The Little Brown Bear in November 2016 with help from The Prince's Trust Enterprise Programme. She designs unique, stylish and practical soft furnishings. Based in Cupar, she now continues to work as a solicitor part-time to allow her business to flourish.

After attending Gray's School of Art in Aberdeen, Kinglassie-based jewellery designer, Toni Davidson, recently received a Will it Work grant from The Prince's Trust, allowing her to develop her jewellery range and expand her marketing materials so she can attend jewellery craft fairs in Glasgow.

Also exhibiting was Frazer Reid of FAR Cabinet Makers who showcased his cabinet making business, which he started back in May 2013 with financial help from The Prince's Trust. Four years on and his business continues to thrive.

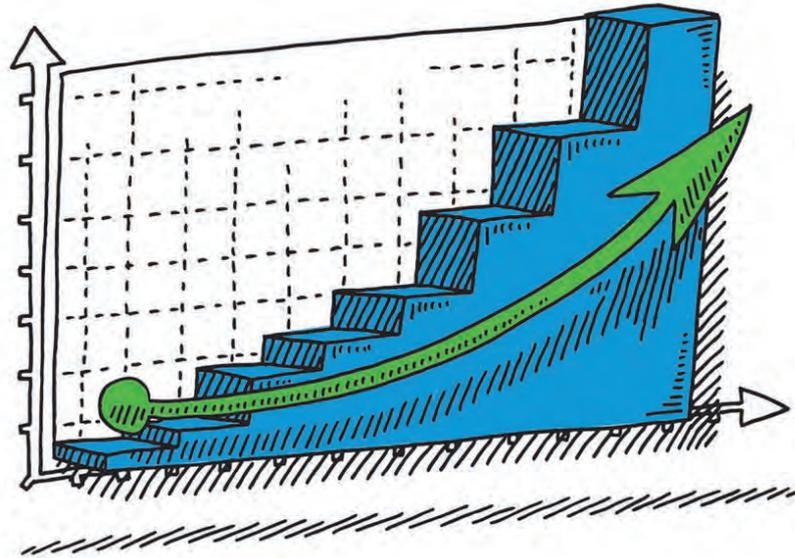


TO FIND OUT MORE ABOUT THE PRINCE'S TRUST



THE PRINCE'S TRUST ENTERPRISE PROGRAMME WORKS CLOSELY WITH BUSINESS GATEWAY FIFE TO SUPPORT YOUNG PEOPLE AGED 18-30 TO START-UP AND GROW IN BUSINESS. IT PROVIDES ESSENTIAL FUNDING AND PROFESSIONAL MENTORING SUPPORT INCLUDING HELP TO WRITE BUSINESS PLANS, INTRODUCTORY FINANCE TRAINING AS WELL AS OFFERING LOANS OF UP TO £5000 AND GRANTS OF UP TO £1000.

Visit: www.princes-trust.org.uk or email: marissa.yassen@princes-trust.org.uk



HOW BUSINESS GATEWAY CAN HELP you develop your business

Business Gateway may be known for start-ups but you'd be surprised at what we can offer growing businesses:

Would you like a second opinion on your business plan from one of our experienced, impartial Business Advisers; access specialist business support on a wide range of issues; draw on the wealth of market data from our Information Service or be signposted towards sources of funding and key contacts for onward referral and business development?

Business Gateway Fife is here to help.

“ Business Gateway's support rapidly increased our online platform. ”

David Moir, My Golf Ranking

We can help with

- Routes to Finance
- Identifying opportunities
- Auditing IT systems
- HR issues

Be your own boss. Visit bgateway.com/fife
or call 01592 858 333



EUROPE & SCOTLAND
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Fife businesses hail Southern Manufacturing a success as they come away with new business leads.

Fife Council Economic Development Team's Market Development Programme (MDP) is a popular and effective way for Fife companies to showcase their goods and services at events and trade shows.

The next big MDP event is Offshore Europe. To find out if your business is eligible for funding to attend or for exhibition package details, please email:

dorothy.smith@fife.gov.uk

FiFab's exhibition at Southern Manufacturing

Manufacturing new business

Fife Fabrications (FiFab) and AGS have recently returned from a successful trip to Southern Manufacturing, the UK's longest and largest regional manufacturing technology, electronics and subcontracting exhibition.

The Fife-based businesses exhibited at the three-day show, as a means of generating new business, networking and meeting existing customers. Year on year, Southern Manufacturing produces results for FiFab and AGS, with new contracts secured in a mix of industries.

John Penman, Managing Director of Fife Fabrications, which won the Excellence in People Development Award at the Fife Business Awards, said:

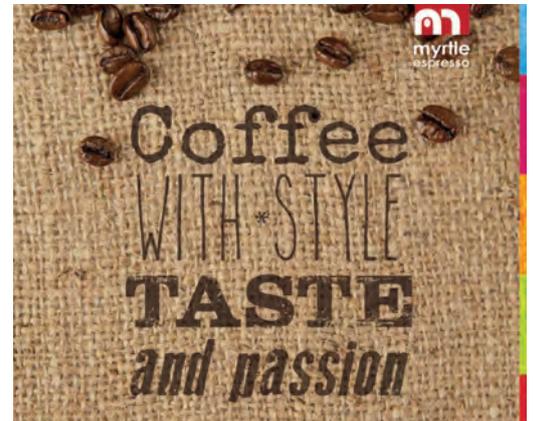
"Southern Manufacturing is an extremely important and worthwhile exhibition for us. It offers the opportunity for our team to meet existing customers, network and generate new business leads.

"Whilst it's too soon to talk about new contracts and possible opportunities from this year's show, we have a number of positive leads, which are likely to take 12 months to come to fruition."

AGS also spoke to fbm about the positives to come out of Southern Manufacturing. Alistar Williamson, Director of AGS, said:

"Southern Manufacturing offered us the opportunity to network with colleagues in the industry, meet potential new customers and to catch up with existing clients. We gave advice to a number of companies in attendance and won a piece of work from an existing client. We also hope more leads will come through, but it takes time."

Serving coffee to Fife Council



Myrtle Coffee has secured a new contract with Fife Council

Family run business Myrtle Coffee has been serving up speciality coffee to hotels, restaurants, coffee shops and businesses across the UK since 1984. It now adds Fife Council to its list of customers, having recently secured a new contract.

Myrtle Coffee won the three-year contract - its second consecutive agreement - to supply its speciality roast and ground coffees to Fife Council's 26 outlets including its theatres, public run cafes as well as staff cafes. The agreement comes after a successful tender process, which included a taste test, and outlined details of Myrtle Coffee's exceptional quality, excellent customer service as well as competitive prices.

Mark Braid of Myrtle Coffee Services Ltd., said:

"This new contract is a significant part of our business and helped us to safeguard jobs, as well as providing the opportunity to grow, develop and enhance our product offering. Being so local, we're also able to offer Fife Council a very flexible, bespoke 'on demand' delivery service as well as specialised barista training, which is essential when preparing speciality coffee.

"We're not resting on our laurels and have aspirations to develop the business further through strategic, organic, sustainable growth."

Mark added:

"We offer the complete coffee service to assist and support our customers in creating the right impression for their business. We pride ourselves on our high level of customer service, quality and consistency of our products and have a real passion for our business."

www.myrtlecoffee.co.uk



THROUGH THE SUPPLIER DEVELOPMENT PROGRAMME, FIFE COUNCIL'S ECONOMIC DEVELOPMENT TEAM HELPS LOCAL BUSINESSES ACCESS WORK FROM THE PUBLIC SECTOR. SO, WHATEVER YOUR BUSINESS, PRODUCTS OR SERVICE, THERE COULD BE AN OPPORTUNITY FOR YOUR COMPANY TO BENEFIT BY JOINING THIS PROGRAMME.

For more information, please email Dot Smith: dorothy.smith@fife.gov.uk or visit: www.sdpscotland.co.uk/fife

All-Energy 2017 offered the opportunity for Fife to showcase its strengths as a place to invest as well as its expertise in renewable energy, technology, manufacturing and supply chain.

To find out more about Fife Council Economic Development Team's Market Development Programme (MDP), please email: dorothy.smith@fife.gov.uk

All Energy is a highlight for Fife companies

Fife showcases expertise and pioneering projects at All-Energy 2017

Fife Council Economic Development Team's Market Development Programme supported 13 Fife organisations to visit Glasgow in May, as part of its delegation to the UK's largest renewable energy event, All-Energy 2017.

The two-day event brought together a range of innovative leading Fife-based businesses, including: Briggs Marine and Environmental Services, ORE Catapult, Utility ROV Services, BVG Associates and Green Acorn. A number of new attendees also took part, including: MRS Training and Rescue, Avenue Scotland, Keela International, Surface Heating Systems, Sign Plus and Paul Recovery Heat Scotland.

Once again All-Energy proved a fruitful opportunity for local businesses to showcase Fife's excellence in engineering and manufacturing, whilst offering the opportunity to network and create new business contacts nationally and internationally.

George Sneddon, Fife Council's Service Manager, Economic Development, said:

"All-Energy offered an excellent opportunity to showcase Fife as the best place to live, work and do business, by highlighting our specific strengths and capabilities in the renewable technologies sector.

"Fife is a key hub for the energy and renewable sector. We have a robust skills and knowledge base, and the region is already home to a wide range of pioneering projects. All-Energy was an important event for local companies to attend, as we were able to develop new business leads and contacts to showcase the region's potential and further develop the local economy."

Fife Council's Renewables Lead Officer, Barbara Whiting, also presented on Fife's ground-breaking Levenmouth Community Energy Project.



SPE OFFSHORE EUROPE 2017



5TH TO 8TH SEPTEMBER 2017, ABERDEEN AECC

As part of Fife Council's Market Development Programme a Fife Group Stand is being organised at this year's show so why not exhibit and have a presence with other Fife businesses and showcase what you, as a local business, and Fife has to offer, network and do business?

For more information, please email Dot Smith: dorothy.smith@fife.gov.uk or visit: www.offshore-europe.co.uk



COMPANIES URGED TO BOOST BUSINESS BY JOINING TRUSTED TRADER

Small to medium sized businesses in Fife are being urged to join Trusted Trader, a local membership scheme created to increase consumer confidence, promote good practice within local business and help protect citizens from doorstep crime.

The scheme is aimed at the home improvement trades, other household related services and the motor trade. From handymen to electricians, carpet cleaners to gardeners, most types of business can apply to join.

Fife Trusted Trader is led by Fife Council Trading Standards and uses an online directory of local traders that have made a commitment to treat customers fairly. The high demand in Fife for trusted trades means that a promotional campaign is being carried out over the coming months to recruit more businesses.

The Trusted Trader scheme has had very good feedback from both traders and residents. Fifers are looking for traders willing to carry out a range of work from small household repairs to major jobs.

Dawn Adamson, Trading Standards Service Manager, Fife Council, said:

"We are urging more companies and self-employed people to join our increasingly popular and highly rated Trusted Trader scheme. Although there is a fee, we publicise the scheme widely and it is a low cost way to promote your business. Being a Trusted Trader tells customers that you run a fair and reliable business."

If you are a local business looking to join Fife Trusted Trader, please visit:

www.fifedirect.org.uk/trustedtrader



D&G ON THE MOVE

The first ever D&G Autocare, launched in 2004, is moving with the creation of one new job.

The garage is to relocate a short distance to its new site at Baldridgeburn, to a building formerly used by Scott Murray Motors.

Work has been on-going at the site over the past few months to renovate and alter the building into a modern garage facility, which can be used to provide a full servicing requirement, as well as a MOT station.

Pete Wood, Director of Operations for D&G Autocare, said:

"We are delighted to announce this move to new, larger premises. These new premises, which are close enough for us to fully retain our customer base, offer far greater scope for expansion."

Pete added:

"We expect to employ at least one other person at the new site."

www.dandgautocare.co.uk

NEW HOME FOR MOO-LET

Moo-Let, the Inverkeithing-based friendly letting agent is celebrating having won the Best Professional Service Provider award at Scotland's Business Award Fife final. The award, which was based on public votes, mystery shopper tests and site visit, saw Moo-Let.com compete in the grand final of the awards, which were held in May.

Coinciding with its award success, Moo-Let has also recently moved to new premises in Inverkeithing, as the business continues to grow.

<https://moo-let.com>



Langoustine The Box is the latest start-up business to showcase its products at the Fife Farmers Market

FIFE FARMERS MARKET

Fife Council Economic Development in partnership with the Fife Farmers Market continues to support food and drink start-up businesses with a platform to test new business ideas. The ongoing delivery of the initiative is proving successful with new businesses launching as a result.

Funded by Fife Council Economic Development the new business start-up stall at the Fife Farmers Market offers new businesses the opportunity to stimulate test trading, over a three month period, as a means of assessing business viability and onward progression into business start-up.

Once the test period is complete and the new business idea is viable, support is available from Business Gateway Fife. Its business advisors can offer advice, training courses and workshops as well as financial assistance to get started.

Langoustine The Box is the latest start-up business to showcase its products at the Fife Farmers Market, through this sponsored stall. Its first Farmers Market, which took place in Cupar in May, was a great success, with the langoustines being snapped up quickly.

The test trading, which is for three months, will see the small business display and sell its products as well as offer some tasty (cooked) samples at around 12 local Farmers markets.

To apply for a place on the new start-up business stall at the Fife Farmers Market email Barbara Wardlaw for an application:

info@fifefarmersmarket.co.uk

A new App launched by Welcome to Fife offers a guide to a number of tourist trails around the region.

WELCOME TO FIFE LAUNCHES APP

Welcome to Fife has launched a new App to showcase its remarkable variety of trails around Fife to encourage the growing number of visitors to explore the region, whilst encouraging good quality visitor experiences.

The App, which is available on Google Play (Android) and the App Store (Apple), will feature up to 50 trails including Outlander trails, Golf Gourmet trail, Arts & Crafts, Brewing and Distilleries, Accessible and Themed Year trails appealing to a range of visitors of all ages. It also includes five trails specifically for cruise passengers.

Fife has so much to offer and the App will give its regular, new and potential visitors an insight in to what's available to see, do, visit and sample in the region.

The App is multifunctional offering visitors' tips, tourist information, directions and is beautifully presented making it appealing as well as functional.

A range of businesses will be featured from Michelin star restaurants to distillers, Masterchef winners to cheese makers or ice cream makers to seafood shacks, there's something in Fife's larder to suit everyone.

Fife's starring role in the historical drama Outlander also has its own App trail highlighting five locations across the region. Visitors can step back in time and follow in the footsteps of Jamie and Claire as they visit the places where they lived and loved all those years ago.

Alistair Bruce, Chair of the Fife Tourism Partnership, said:

"With apps dominating the desktop web, with approx 50 per cent of our digital time spent on our smartphones and with the mobile market growing, creating a Welcome to Fife App was a natural progression in our marketing strategy.

"This is an exciting addition showing potential visitors what it is that makes Fife so special. From the region's many diverse tourism businesses ranging from distilleries to world-leading golf courses, as well as its stunning coastline and scenery, the App makes this information easily accessible online. It is hoped it will encourage visitors to explore the region and boost visitor numbers and businesses in the area in a new and exciting way."

The Welcome to Fife App is now available to purchase and costs 99p to download. The money made from this will go towards its annual maintenance charges.



Left: Fife ambassador, Guy McKenzie of Blown Away promoting the new Welcome to Fife app to cruise passengers



TO FIND OUT MORE ABOUT
FIFE TOURISM
PARTNERSHIP



FIFE TOURISM PARTNERSHIP AIMS TO ATTRACT MORE VISITORS TO FIFE, TO INCREASE SPEND AND TO EXCEED VISITOR EXPECTATIONS BY WORKING CLOSELY WITH TOURISM BUSINESSES AND COMMUNITIES. THE PARTNERSHIP CONSISTS OF 17 MEMBERS FROM THE PUBLIC AND PRIVATE SECTORS AND ITS EXECUTIVE BOARD IS SUPPORTED BY SIX LOCAL AREA TOURIST ASSOCIATIONS, WHICH WILL HELP TO DEVELOP LOCAL TOURISM INITIATIVES AND FEED INTO THE FIFE TOURISM STRATEGY.

Email: info@fifetourismpartnership.org or call: 03451 55 55 55 (ext 445838) or visit: www.fifetourismpartnership.org

Fife Council Economic Development's Enterprise Game is being transformed into a computer animation version, challenging young people to create a business start-up.

ENTERPRISE GAME UNDERGOES TRANSFORMATION

Fife Council Economic Development is creating a computer animated version of its successful Enterprise Game.

This animated version compliments the Culture of Enterprise Fife Schools' Enterprise Game, which gives young people the opportunity to explore business and business planning, understand more about the types of businesses across Fife and roles within businesses.

The animated game then challenges the young people (primary and secondary pupils) to use their new found knowledge in running their own business and learning about risk management, identifying opportunities and cash flow as they try to create a business start-up.

In developing the Enterprise Game Fife companies have played an integral part both in the support they give to the young people as well as being showcased in the Game.

The Enterprise Game programme aligns to the outcomes of Curriculum for Excellence and Developing the Young Workforce.

Pamela Stevenson, Lead Officer, Fife Council Economic Development, said:

“The Fife Schools' Enterprise Game is a great example of how a successful programme evolves to continue to offer young people challenging contextualised learning. From board game, to digital and now animated format, every version continues to be relevant and supportive in learning about business to prepare our young people for the world of work.”

Below : The all new animated Enterprise Game



culture of enterprise
making Fife more enterprising

TO FIND OUT MORE ABOUT FIFE COUNCIL ECONOMIC DEVELOPMENT'S CULTURE OF ENTERPRISE FRAMEWORK



THE CULTURE OF ENTERPRISE FRAMEWORK IS A FIFE COUNCIL ECONOMIC DEVELOPMENT PROGRAMME THAT PROMOTES AND ENCOURAGES ENTERPRISE, EMPLOYABILITY AND SKILLS DEVELOPMENT TO SUPPORT THE YOUNG PEOPLE OF FIFE TO FIND, CREATE AND DEVELOP A FULFILLING CAREER AND A VIBRANT ENTERPRISE CULTURE IN FIFE.

For more information or to support this programme, please contact Sandra Robb, Culture of Enterprise Co-ordinator by email: sandra.robb@fife.gov.uk or call: 03451 555555 (ext 447130)

4 TO FORTUNE RE-LAUNCHED TO ALL SCHOOLS IN FIFE

Fife Council Economic Development's successful trademarked 4 to Fortune programme has been extended to all primary and secondary schools across Fife.

The Culture of Enterprise programme has evolved to become a more flexible programme with greater opportunities for young people to get involved, at any time during the academic year.

There are two 4 to Fortune challenges, which can be undertaken independently or as a continued experience for primary and secondary school pupils. Aligned to the Curriculum for Excellence and Developing the Young Workforce, the aim of this programme is for young people to focus their creative, communication, influencing and teamwork skills to sell their products and services to establish a successful enterprise.

- **4 to Fortune Social Entrepreneur** - young people work in teams of four to make as much as they can from a £4 seed fund in four weeks. The profit made stays with the schools, and the pupils work with their local community to identify projects to support
- **4 to Fortune Enterprise Pitch** involves the young people pitching their proposal to a panel of funders. Their proposal must have an impact on their local community, and if the funding is awarded, the young people will then be able to commence delivery.



GEARING UP FOR NEXT YEAR WITH CULTURE OF ENTERPRISE

Teachers across Fife have attended two Engineering in Fife professional development workshops led by Scottish Schools Education Research Centre (SSERC) to learn new skills across the science, technology, engineering, arts and maths (STEAM) subjects. These teachers will now form a network of mentors supporting other teachers in the region to become more confident in these subjects.

Teachers will take responsibility for delivering short Engineering in Fife workshops to their classes next academic year, which will culminate in a challenge. The young people will work in teams on the challenge to show their problem solving, communication and teamwork skills.

LEADERSHIP DEVELOPMENT PROGRAMME FOR FEMALE SMALL BUSINESS OWNERS

Women's Enterprise Scotland (WES) is working in partnership with Fife Council Economic Development to deliver a women's leadership development programme, designed for female small business owners who have aspirations to develop their own capabilities and assist growing their businesses.

The twelve month programme, which launched in June, is being administered by Business Gateway Fife and delivered at Economic Development's new Enterprise Hub in Glenrothes. It will help businesswomen to increase their confidence in leadership by enabling them to strategically analyse their business against their vision for the future, develop, implement and evaluate strategies to grow their business using models and tools, as well as develop their leadership style.

Four workshops will take place, the first of which focused on what growth and success looks like for them in the context of their business and their life. This enabled the participants to set growth goals and articulate their visions. Leadership and motivating others; managing change; and leading for growth are the themes of the subsequent focus groups.

Pamela Stevenson, Lead Officer, Fife Council Economic Development, said:

"This is a welcome addition to our existing entrepreneurial leadership programme and subsequent leadership masterclasses. This programme is aimed specifically at women running small businesses in Fife, including home business owners. We hope that by setting goals and visions for their business at the outset of the programme, that these can be realised through the workshops, online content and one-to-one support over the twelve months.

"This programme will dovetail alongside our existing economic development support services too, ensuring the female business leaders are given every opportunity to succeed."

Jennifer Lindsay-Finan, Communications and Training Manager at WES, said:

"Resilient, successful businesses start with strong leadership. The Lead with WES programme will help businesswomen increase their confidence in leadership by enabling them to strategically analyse their business against their vision for the future. It is designed to support them in developing, implementing and evaluating strategies to grow their business. We will also help them identify their own leadership style and develop their leadership and management skills to fully embed their learning into their business."

WOMEN'S ENTERPRISE SCOTLAND (WES) WAS ESTABLISHED IN 2011 AS A NOT-FOR-PROFIT COMMUNITY INTEREST COMPANY (CIC) WHICH FOCUSES ON THE CONTRIBUTION WOMEN'S ENTERPRISE MAKES TO THE SCOTTISH ECONOMY.

For more information, please contact Business Gateway Fife by email: success@bgfife.co.uk; or call: 01592 858 333



The Scottish Government invests in Fife, as it awards £8.5 million to Glenrothes District heating scheme.

The Scottish Government has awarded funding to Glenrothes District Heat scheme

COUNCIL WELCOMES SCOTTISH GOVERNMENT INVESTMENT IN GLENROTHES HEAT

Fife Council has welcomed the news that the Scottish Government has awarded £8.5 million from its Low Carbon Infrastructure Transition Programme to the Glenrothes District heating scheme.

The funding is part of the Government's Scottish Energy Strategy – to deliver around 50 per cent of the energy required for Scotland's heat, transport and electricity needs from renewable sources by 2030.

Robin Presswood, Head of Economy, Planning and Employability at Fife Council, said:

"We're delighted to hear the Scottish Government is committing to this investment in Fife.

"Glenrothes Heat could contribute significantly to our ambitious climate change targets and could potentially reduce fuel poverty in Glenrothes households and provide cost savings for businesses. We're looking forward to progressing this innovative low carbon heat project with RWE and the Scottish Government."

Glenrothes Heat is a collaboration between Fife Council, RWE Markinch Limited and the Scottish Government.

RWE's Head of Biomass for RWE Markinch, Ian Calvert, also welcomed the announcement. He said:

"The Scottish Government's announcement to award funding to Glenrothes District Heat scheme is a fantastic boost for the project.

“ This scheme offers the opportunity to provide affordable heat to local businesses and homes and lowering carbon emissions through the use of hot water at the nearby Markinch power plant. We are proud to be part of this project and will work towards submitting planning permission for the Energy Centre in the coming months.”

Glenrothes Heat would supply low carbon heat to a range of business, community, public sector and domestic customers in the centre of Glenrothes. In March, a planning application notification was submitted to Fife Council for the construction of the heat distribution network. Consultation events have been held to inform local people about the scheme, and answer any questions about the construction and planning application. A full planning application will be informed by this consultation and issued later this year.

The district heating network will use the heat from RWE's Markinch biomass CHP plant. In the coming weeks, RWE will submit a planning permission for an energy centre on its operational power station site. The unit will use steam from the power station's turbine and transfer the heat through to the district heat system.

The Glenrothes District heating scheme is currently subject to planning, and final approval of the Business Case by members in autumn 2017.

For more information on Glenrothes Heat please go to:

www.investinfife.co.uk/content/glenrothes-heat



INVEST IN FIFE

Fife means business.

TO FIND OUT MORE ABOUT INVEST IN FIFE



INVEST IN FIFE HAS A PROVEN TRACK RECORD OF HELPING INVESTORS MAKE THEIR PROJECTS HAPPEN AS WELL AS HELPING FIFE-BASED COMPANIES WITH THEIR EXPANSION PLANS. ITS BUSINESS AND CONSULTANCY SERVICES ARE EXTENSIVE AND INCLUDE ADVICE ON FINANCE, PROPERTY, TRAINING, BUSINESS AND PERSONAL DEVELOPMENT AND REGULATOR PROCESSES.
Email: enquiries@investinfife.co.uk or call: 01592 583539 or visit: www.investinfife.co.uk

The Federation of Small Businesses (FSB) is calling on each of Scotland's city deals to appoint a small business champion to ensure that they deliver the best deal for local businesses and local economies. Gordon Henderson from FSB explains more.



May's local government elections in Scotland sprang a few surprises, led to political change in many councils - including Fife, and started some complex negotiations between the various political groups on what the councils' future priorities should be.

In the lead-up to and since these elections, the Federation of Small Businesses (FSB) made a series of calls aimed at getting the best deal for the self-employed and small businesses. One key ask was for each of Scotland's city deals to appoint a small business champion to ensure their billion pound budgets deliver for local businesses and local economies.

The small business campaign group says that lessons need to be learnt from city deals already signed and under way in Scotland. In a submission to the Scottish Parliament's Local Government Committee, FSB warned that local business owners feel they have had too few opportunities to influence city deal spending priorities.

Two city deals in the pipeline have Fife Council involvement: Tay Cities and Edinburgh City Region. Both of these deals have the potential to deliver transformational change to the Fife economy, boosting the likes of housing supply, transportation links, business innovation and investment.

A small business champion with a voice at the top table will ensure that the big projects these deals finance offer opportunities for local businesses to get involved and bid for contracts. The champion could act as a go-between with the public and private sectors and ensure that local businesses get a say in big spending decisions.

Gordon Henderson, FSB's Senior Development Manager, said:

“Once signed, these city deals will be very big deals locally. They will deliver much needed major infrastructure investment that we will all benefit from, but they also have the ability to deliver a long term business boost to local employers if those charged with scrutinising the spending keep this in mind.”

In its local government election manifesto, FSB argued that city deals should take action on mobile phone coverage. Ofcom figures show mobile coverage in Fife lags well behind nearby cities. Scottish cities could soon be benefiting from 5G coverage, while so many nearby areas are still struggling with no coverage at all.

Gordon Henderson added:

“Not surprisingly, our members tell us that they will not locate their businesses in a mobile not-spot. Scotland's mobile connectivity is poor in comparison to England. This must change. City deals should do more than just roads and buildings.”

JOIN FSB TODAY

If you are self-employed or run a small business in Fife and would like to know more about the many benefits of FSB membership (such as legal and tax protection, pensions advice, telecoms and free business banking), visit:

www.fsb.org.uk/join or call: 0808 168 8196 or email: gordon.henderson@fsb.org.uk



TO FIND OUT MORE ABOUT FEDERATION OF SMALL BUSINESSES



AS EXPERTS IN BUSINESS, FEDERATION OF SMALL BUSINESSES (FSB) OFFERS ITS MEMBERS A WIDE RANGE OF VITAL BUSINESS SERVICES INCLUDING ADVICE, FINANCIAL EXPERTISE, SUPPORT AND A POWERFUL VOICE IN GOVERNMENT. ITS MISSION IS TO HELP SMALLER BUSINESSES ACHIEVE THEIR AMBITIONS. ESTABLISHED OVER 40 YEARS AGO TO HELP ITS MEMBERS SUCCEED IN BUSINESS, FSB IS A NON-PROFIT MAKING AND NON-PARTY POLITICAL ORGANISATION THAT'S LED BY ITS MEMBERS, FOR ITS MEMBERS.

For more information visit: www.fsb.org.uk or email: gordon.henderson@fsb.org.uk

FIFE'S EXPORTERS OPTIMISTIC

Preliminary results are just in from the Fife Trade Survey 2017, which was conducted on behalf of Fife Council Economic Development by Giraffe Consulting from 21 March to 14 May 2017.

The three most important markets for Fife businesses continue to be the rest of the United Kingdom, then the United States, then Germany. This is the same as the previous survey, conducted in 2013.

Over 70 per cent of Fife businesses that responded are selling to the rest of the United Kingdom, and 21 per cent of all respondents say half or more than half of their sales come from customers in England, Wales or Northern Ireland.

Over 45 per cent of survey respondents are exporting to customers outwith the UK. 37 per cent of companies are exporting to the European Union and 35 per cent are selling from Fife to international customers outside the European Union. A lot sell to both!

Almost half (49 per cent) of exporters to the EU are optimistic that their sales to the EU will increase over the next five years, 44 per cent expect their sales to stay about the same and only seven per cent expect their sales to the EU to decrease.

Exporters are even more bullish about prospects in other international markets. 58 per cent of exporters say they expect sales to markets outside the EU to increase

over the next five years, 39 per cent expect their sales to stay about the same and only three per cent expect their sales outwith the EU to decrease.

The survey shows that Fife companies could boost their UK and international sales, with the right support and assistance. 42 per cent of companies say assistance with sales leads (finding customers) could help them expand their business, and 26 per cent of companies say grants to attend exhibitions could help them increase sales.

More findings will appear in the next issue of *fbm*, along with further details about practical support from the Fife Trade Partnership, which includes Fife Council's Market Development Programme, which helps Fife companies expand their sales in the UK, EU and international markets. Fife Trade Partnership, a 'one stop shop' where key partners support access to joined up information to support companies looking to build capacity to enter new markets or grow existing markets, also works with Scottish Development International to enable businesses to access detailed information on overseas exhibitions and trade shows, and gather market intelligence to equip companies to make informed business decisions.

www.businessgatewayfife.com/international-trading



With the local and general elections behind us, Alan Mitchell, Chief Executive of Fife Chamber of Commerce, is calling for policy discussions with Scottish and UK Governments to support local businesses.

Fife Social proves to be a popular networking event



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www.fifechamber.co.uk/join-fife-chamber
or call the team on **01592 647740**

The Fife Business Award winners that are recognised elsewhere in this issue tell great stories. Stories of clear strategic objectives matched with targeted business investment plans. They demonstrate a customer service focus allied with innovative approaches to motivating staff. They take responsibility for their future knowing success is primarily in their own hands.

But they know they sometimes need a helping hand from outside the business because “No one can always know everything there is to know about everything.”

We are proud of our record in bringing businesses together. Connecting people is our most important role and although we have been doing it for a long time we don't rest on our laurels. Fife Social, which was launched last year, has already, quite literally, got new conversations started between hundreds of private businesses and social enterprises across the Kingdom. Fife Learn is less than three months old and we are already working on our second programme of knowledge sharing Masterclasses and

workshops. We launch Fife International in July to give more support to local companies with global ambitions and capability.

In challenging times Fife's businesses should be able to call on the UK and Scottish Government's help but as we move on from the second UK General Election and fifth election/plebiscite in Scotland since 2014, business is asking when our national politicians are going to stop debating politics with each other and start discussing policy solutions with us? We have to work together to engineer a successful Brexit and we need to collaborate to find answers to major challenges that have held us back for many years. Low productivity, skill shortage, challenges in planning and procurement, and poor digital connectivity are just a few of them and we will pay a high price if we don't get them sorted soon.

Fife Chamber is working hard to support the amazing businesses in Fife and we want the UK and Scottish Governments to put more focus on helping them. So, can we hear less talk about politics and see more action on policies please.



TO FIND OUT MORE ABOUT FIFE CHAMBER OF COMMERCE



FIFE CHAMBER WORKS TO CONTRIBUTE POSITIVELY TO THE FIFE ECONOMY BY REPRESENTING ITS MEMBERS' INTERESTS, ENGAGING WITH BUSINESSES OF ALL TYPES, IDENTIFYING AND DEBATING ISSUES AFFECTING THE FIFE ECONOMY AND LOBBYING LOCALLY AND NATIONALLY TO HELP RESOLVE BUSINESS CONCERNS.

For more information, call: **01592 647740** or visit: www.fifechamber.co.uk



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Offshore Europe

5 – 8 September

9.30am – 6pm (5, 6, 7 September);

9.30am – 2pm (8 September)

AECC, Aberdeen, AB23 8BL

Offshore Europe brings together offshore E&P professionals at Europe's leading exploration and production (E&P) event. The event offers an opportunity to engage directly with technical experts from more than 1500 plus suppliers on the exhibition floor, from international markets to new innovative technology companies, to source and compare effective solutions.

This event is free to attend, or for those businesses wishing to exhibit, Fife Council's Market Development Programme has packages available. For more information, email: dorothy.smith@fife.gov.uk

BUSINESS GATEWAY FIFE EVENTS

Finance

Bookkeeping

3 July 9.30am – 12.30pm

Venue: Saltire House, Glenrothes

Cost: Free

Business Expenses

25 July 9.30am – 12.30pm

Venue: Saltire House, Glenrothes

Cost: Free

Online Marketing

Trading Online

3 July 9.30am – 12.30pm

Venue: Dunfermline Business Centre

Cost: Free

Social Media Basics

5 July 9.30am – 12.30pm

Venue: Dunfermline Business Centre

Cost: Free

Get Real Results

14 July 9.30am – 12.30pm

Venue: Dunfermline Business Centre

Cost: Free

Social Media Strategy & Analytics

18 July 9.30am – 12.30pm

Venue: Saltire House, Glenrothes

Cost: Free

Social Media Advanced

27 July 9.30am – 12.30pm

Venue: Dunfermline Business Centre

Cost: Free

Improve Search Engine Ranking

31 July 9.30am – 12.30pm

Venue: Dunfermline Business Centre

Cost: Free

Advertising with Social Media

7 August 9.30am -12.30pm

Venue: Saltire House, Glenrothes

Cost: Free

Make the most of email marketing

9 August 9.30am – 12.30pm

Venue: Saltire House, Glenrothes

Cost: Free

Sales & Marketing

Marketing your business

3 July 1.30pm – 4.30pm

Venue: Dunfermline Business Centre

Cost: Free

Advertising & Promotion

10 July 9.30am – 12.30pm

Venue: Saltire House, Glenrothes

Cost: Free

Mastering Selling Skills

17 July 9.30am – 12.30pm

Venue: Saltire House, Glenrothes

Cost: Free

For further information about Business Gateway Fife events call: **01592 858333** or visit: www.businessgatewayfife.com/events

FIFE CHAMBER OF COMMERCE EVENTS

Fife Social

11 July 4.30pm – 7pm

Venue: Discounted Office Supplies, Dalgety Bay

Cost: Free

Fife Social

24 August 4.30pm – 7pm

Venue: 2010 Distribution, Glenrothes

Cost: Free

FIFE COUNCIL ECONOMIC DEVELOPMENT EVENTS

Supplier Development Programme Events

1.1 Introduction to Tendering

23 August 9am – 1pm

Venue: Carnegie Conference Centre, Dunfermline

Cost: Free

1.2 Using PCS and other portals

20 September 9am – 1pm

Venue: Flexspace, John Smith Business Park, Kirkcaldy

Cost: Free

2.1 Tender Procedures and the ESPD

10 November 9am – 1pm

Venue: Enterprise Hub Fife, Glenrothes

www.sdpscotland.co.uk/events-training

Market Development Programme Events

Speciality Fine Food

3 – 5 September

Venue: Olympia, London

www.specialityandfinefoodfairs.co.uk

DSEI

12 – 15 September

Venue: ExCel, London

www.dsei.co.uk

Plasa 2017

17 – 19 September

Venue: Olympia, London

www.plasashow.com

PPMA Total Show

26 – 28 September

Venue: NEC, Birmingham

www.ppmatotalshow.co.uk

Northern Manufacturing

27 – 28 September

Venue: Event City, Manchester

www.industrynorth.co.uk

For further information about Fife Council Economic Development events, email: dorothy.smith@fife.gov.uk



Intellectual Property

20 July

9.30am – 12.30pm

Saltire House, Glenrothes

This Business Gateway Fife workshop offers advice on protecting intellectual property rights such as copyright, trademarks, patents and design rights and to avoid infringing the rights of other intellectual property owners. It also advises on licensing and associated costs.

Cost: Free



Chamber Dinner 2016 - Caroline Trotter Photography

Fife Chamber of Commerce Annual Dinner

29 September

7pm – 11pm

Fairmount St Andrews

Fife Chamber of Commerce's Annual Dinner is a highlight of the Fife business calendar. Guests are invited to this black tie event at the Fairmount St Andrews. Guest speakers will be announced nearer the time.

www.fifechamber.co.uk

Cost: Member - £85.00;

Non-members - £100.00

HOW BUSINESS GATEWAY FIFE HELPED

Local chef fulfil lifelong ambition

Having travelled the world as a chef, John King moved back to North East Fife to fulfil a lifelong ambition to start his own business. He launched Wild Fire Pizza in June 2016 with help from Business Gateway Fife.

Chef John King had been dreaming of starting a food truck business for some time. Having found an old horsebox on eBay, he purchased it and completed renovations in his free time.

His passion for wood fire ovens began whilst working for TV Chef Simon Gault in New Zealand. From then, he knew that one day he would get a wood fired oven for himself.

In 2016, with the help of his fiancé and Business Gateway Fife, John successfully set up Wild Fire Pizza. There are plans afoot to grow the business, employ part-time staff and eventually possibly build another trailer.

John said:

“My fiancé has been a great driving force, pushing me to get started. I was also in contact with Business Gateway Fife who were great to talk problems through with. They helped me out at key stages such as registering the business with Fife Council and the environmental health officer.”



“ I would recommend using Business Gateway Fife as it is a great place to start. ”

How BGF helped John:

- 1:1 advice
- Business Planning
- Start-up Workshops

Visit www.bgateway.com/fife or call 01592 858 366.



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