Community and Business working together

Fife’s communities benefit from the businesses that operate, employ people and spend money locally.

Fife’s businesses and their employees benefit from being part of a community.

We can help deliver things like:
- Identifying local charities and causes to support with donations
- Small grants schemes or other giving schemes, including payroll giving
- Volunteering Team challenges – great for team building, publicity and more
- Topical presentations on addictions, poverty, autism, mental health and more
- Ethical employee benefits - payroll saving as members of Credit unions
- Corporate sponsorship of events, awards and more

Get on Board!

Would you like to volunteer but feel short on time?
Are you passionate about a cause or local issue?
Do you enjoy being part of a team?

Voluntary organisations couldn’t exist without volunteer board members/trustees/directors/management committee members taking shared responsibility for running the organisation.

The time commitment is reasonable, with training and support available, you all need is to be engaged.

www.fifevoluntaryaction.org.uk

Fife Business News

COORSTEK HELPS FIGHT CANCER
Welcome

Welcome to the Autumn issue of Fife Business Matters. 2017 has been a busy and successful year so far for businesses in Fife – I can’t quite believe we’re in Autumn already!

Shortly, we will be welcoming the return of Fife Business Week (www.fifebusinessweek.co.uk), which year on year successfully engages with a host of businesses across the region, encouraging collaborative thinking, innovation and best practice. We’ve an exciting programme of events lined up, which will take place between 6th and 10th November at venues across Fife. Each year, we are excited by the enthusiasm and level of participation from those hosting events as well as those attending. If you’re not already signed up to one of the numerous sessions taking place during Fife Business Week, then please do – there’s an event, networking session, masterclass or seminar to suit all business needs.

Fife Business Matters continues to be a popular and well-read business publication, and behind the scenes Fife Council Economic Development colleagues are working hard to ensure it evolves, remains relevant and reflects the business sectors in Fife. Therefore, we are delighted to showcase a new special feature, focusing on manufacturing – Making it in Fife. It can be found within this issue, and showcases the challenges and successes of our manufacturing sector and how important it is to the economic growth of the region. We hear from a number of manufacturing businesses about their challenges and the steps they’ve taken to increase efficiencies, improve sustainability and boost growth. Aligned to the refreshed Fife Economic Strategy 2017-2027, we hope to make this a six monthly feature, focusing on other key sectors and priorities for the Fife economy.

In addition to this, we have a number of interesting articles looking at everything from trade development to stories of growth and business milestones. We also hear from Fife Chamber, FSB and Invest in Fife.

Enjoy this issue of Fife Business Matters and please do lend your support to Fife Business Week – let’s make it the best one yet!

Stephen Doran
Chair of the Fife Economy Partnership

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Cover: Mark Cameron, Plant Manager, CoorsTek

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

To advertise call: 07775 593935

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NEW SAFETY AND TRAINING FACILITY OPENS IN FIFE

Paterson Safety Training set-up in business in December (2016) and has moved to new office premises at the Fife Business Centre at Mitchelson Industrial Estate, Kirkcaldy.

Taking it one step at a time, Gary Paterson is establishing his business and health safety consultancy organically, as he attains key industry accreditations and establishes a training facility. Having employed one member of staff, further expansion is on the cards.

In addition to implementing procedures and checklists, completion of audits, inspections and risk assessments for a number of big clients including Energy Solutions Scotland; Liht; Logic Lifting Offshore; Arena Strength Gym; and Intec Analysis, Paterson Safety Training also undertakes health and safety assessments for small and medium sized enterprises such as Kristine salon therapies as well as gardening, joinery and painting and painting services throughout Fife.

Gary Paterson said: “The business is at a really exciting point and I am now ready to press ahead with growth. I’ve taken my time getting the set-up right, which included engaging with Fife Council Economic Development to get office facilities; undertaking some Business Gateway Fife workshops to support marketing; as well as gaining key industry accreditations such as ISO 9001:2015. I’ve also formed a key partnership with Intec Analysis Aberdeen to provide predictive monitoring solutions, thermography inspection analysis and thermal energy loss evaluation in the construction industry.”

http://upturn.consulting

Tom Mitchell of Puddledub

ICONIC FIFE BRAND OPENS FIRST STANDALONE STORE

One of Fife’s best known food producers, Puddledub, has launched a new butchery store on Kirkcaldy’s High Street.

The traditional store showcases the well-known pork farm run by the Mitchell family along with other locally produced meat, as well as cheeses from leading cheesemonger IJ Mellis and local artisan breads.

Puddledub opened a pop up store in Kirkcaldy in April 2017 and the strong results and local support persuaded the Mitchell’s to open a permanent store, the only one on Kirkcaldy’s High Street.

Owner and Co-founder of Puddledub, Tom Mitchell said: “Opening the pop up was a fantastic way to see if there was enough demand locally to bring a butchers shop back to Kirkcaldy High Street. It really exceeded our expectations. Opening this shop allows our customers the convenience of a high street shop but with assured product provenance and traditional methods of preparation.”

Bill Harvey, Manager at Kirkcaldy 4 All, is delighted with the news. He said: “This can only be good for the town, for the businesses involved and for the end customer. If we can demonstrate that Kirkcaldy’s High Street is a viable destination for such an established, well respected and much loved brand as Puddledub, we can look to attract more to try the town.”

www.puddledub.co.uk

SHS EVOLVES

Surface Heating Systems (SHS LSL) is evolving with the introduction of a revolutionary new product, its fully recycled satellite dish protector has been in development over the last five years, and after a successful trial, it’s now ready to launch for Sky TV dishes.

The complex nature of online selling to the domestic market, particularly through Amazon and eBay, has seen the business seek guidance from the Fife Trade Partnership to support the development.

This new product, which can reduce satellite signal interference during bad weather, is easy to fit, comes in a range of designs and is affordable too. It also has the potential to significantly increase SHS’s turnover and employee numbers.

Mick Cummings, Managing Director of Surface Heating Systems, said: “The launch of our Sky dish protectors is part of a natural growth period for the business. We’ve got high hopes for this product and are finalising online sales routes at the moment, and are also in talks with commercial companies in the UK, USA and Canada. It’s an exciting time!”

For more information about the Fife Trade Partnership email success@bgfife.co.uk or call: 01592 858333 or visit: www.businessgatewayfife.co.uk

UPTURN IN BUSINESS

U turn Consulting is the branch of Alison Graham and Thomas Adams, who joined forces in April 2017 to help businesses to optimise business processes and reduce operational costs.

The dedicated consultancy has delivered an On Time Delivery (OTD) performance review, with five of the highest impact projects being prioritised with work underway to deliver efficiencies. The team is also working with a Fife company to digitise its existing manual processes through the introduction of a new Enterprise Resource Planning (ERP) system.

The business has also engaged with Scottish Enterprise Digital Transformation, demonstrating its experience relating to ERP and Materials Requirements Planning (MRP) systems. Whilst still early days, this has already resulted in a referral to partner a Stirling-based company on a current ERP project.

Thomas Adams said: “It was a big decision to set up in business, but we’ve worked hard in engaging with businesses and public procurement managers to offer an accessible, continuous improvement strategy, and know that we can bring significant benefits to businesses – large and small – throughout Scotland.”

U turn Consulting has been engaging with Business Gateway Fife for start-up support, attending workshops on finance and sales and marketing. It has also seen the benefit of its Fife Chamber membership, having joined numerous social events.

Alison Graham spoke to fbm. She said: “Business Gateway Fife’s workshops have supported our set-up and have helped us to position our marketing approach ensuring we promote the benefits of our bespoke, business improvement service.”

http://upturnconsulting

New SHS dish protector

O ran Care is investing significantly in technology and training as it seeks ways of improving standards in the care sector. Since it started trading in 2012 Oran Care, which delivers individualised care programmes, has undergone significant growth. It employs 70 staff and year on year it has doubled its turnover and has plans for further growth.

Oran Care is developing a training offering, and with funding in place it is to build a new facility to deliver a range of training qualifications including SVQ2 in Health and Social Care. In addition, it hopes to invest in an intermediate care centre offering service users temporary accommodation between discharge from hospital and going home.

Jonathan McFarlane, Director of Oran Care, said: “We’re a small business with big plans. We’ve invested significantly in technology to ensure a more responsive, real time service, which offers our service users the best possible care whilst supporting our staff in their roles.

We’re also very focused on our future, which includes plans for a training facility and an intermediate care centre. These plans are in progress and we hope to be set up as a training provider by the end of this year.”

Oran Care has worked closely with Fife Council Employability for help with employment and the placement of relevant candidates.

www.orandementiacare.com
Fife Business Week 2017 returns this November, with a packed programme of events, aimed at inspiring businesses in Fife.

6–10 NOVEMBER
INSPIRING AND SUPPORTING BUSINESSES IN FIFE

Fife Business Week is a notable and inspiring programme of events in the Fife business calendar. Each year, it brings together more and more private and public sector organisations to promote business opportunities in the region. Building on the success of Fife Business Week 2016, which attracted around 700 attendees to more than 30 events across Fife – an increase of more than 160 visitors from 2015 – this year’s event takes place between the 6th – 10th November 2017.

The week long programme of free events is branded under the Fife Economy Partnership and delivers a series of business seminars, workshops, masterclasses and networking opportunities, focusing on key topics affecting Fife entrepreneurs, business start-ups and employers alike.

The week is coordinated with a number of key partners from public and private support agencies, as well as business experts, to help move businesses forward and secure future success. A range of events are being hosted including:

• Funding Your Business Growth – join the Royal Bank of Scotland to hear about a range of funding solutions and application requirements to help support business growth.

• Making Tax Digital – led by Henderson Black & Co, this session will explore what the Government’s new initiative really means for businesses, and how local businesses can prepare for these changes.

• Accelerate Your New Business – back for a third year due to popular demand, Acorn Enterprise will explore what running your own business is really like. Inspiration, resources and practical tools will be on offer.

• Attracting International Customers: SEO and Social Media – a practical workshop delivered by Scottish Enterprise to learn how to use effective Search Engine Optimisation (SEO) strategies for business websites and how to develop social media channels internationally.

Fife Business Week also includes the launch of Fife Finance Week, an introduction to an integrated finance programme embedded into the school curriculum. Led by Fife Council Education Services with support from Fife Council Economic Development’s enterprise resources, local banks, credit unions and social enterprises, it will deliver a range of finance activities to schools in the region supporting the outcomes of the Curriculum for Excellence and Developing the Young Workforce agenda.

Stephen Doran, Chair of the Fife Economy Partnership, said:

“We are delighted to be launching the eighth annual Fife Business Week. Year on year the week long programme of events successfully engages with a host of businesses across the region, encouraging collaborative thinking, innovation and best practice.

“We’ve an exciting programme of events lined up, and look forward to welcoming our new and established businesses to a week of events that will inspire and give them confidence to flourish and meet the demands of an ever-changing economic environment.”

A BROCHURE DETAILING THE EVENTS TAKING PLACE DURING FIFE BUSINESS WEEK IS INCLUDED IN THIS ISSUE OF FIFE BUSINESS MATTERS.

For more information, please visit: www.fifebusinessweek.co.uk
The Enterprise Hub Fife has recently opened in May, and it has seen a very promising response from local entrepreneurs and business owners. The Hub is designed to provide a flexible business facility, which encourages collaboration, entrepreneurial spirit, and networking. It was established with the aim of providing enterprising individuals and start-ups with growth aspirations. It is the first-class flexible business facilities include modern offices with high-speed broadband, co-working areas, private meeting rooms and a state-of-the-art events space to meet the needs of today’s entrepreneurs.

**WHAT ITS TENANTS SAY**

One of the first tenants to occupy an office within the Hub is Stewart Gray of Kaber Helm, a software company, which was set-up earlier this year. He said: “It has been a fantastic team effort by everyone involved and the feedback has been extremely positive from the new tenants, delegates of events and people who have used the meeting rooms and hot desks. We are now looking to ramp up activities with some exciting entrepreneurial events and campaigns planned.”

Councillor Altany Craik, Convener of the Economy, Tourism, Strategic Planning & Transportation Committee, Fife Council, said: “The Hub is playing a very positive role in stimulating new enterprises to be established and helping them, as well as established businesses, to thrive and grow in the local community." The Hub is playing a very positive role in encouraging entrepreneurship and job creation in central Fife. These first-class flexible business facilities include modern offices with high-speed broadband, co-working areas, private meeting rooms and a state-of-the-art events space to meet the needs of today’s entrepreneurs.”

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

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

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**NEW BUSINESSES THRIVING IN THE ENTERPRISE HUB FIFE**

The Enterprise Hub Fife has seen a very promising response in its first two months of business with seven out of its eight flexible office spaces already occupied by enterprising new businesses. It’s also seeing a steady stream of innovative and creative events taking place in the Hub, with new start and home-based owners taking advantage of the hot desking and meeting room facilities.

Opened in May, the Enterprise Hub Fife was established with the aim of providing enterprising individuals and start-ups with growth aspirations, access to a flexible facility, which encourages collaboration, entrepreneurial spirit and networking. It was originally delivered as part of the strategy by Fife Task Force, established by the Scottish Government and Fife Council, to mitigate the impact of the closure of Tullis Russell and has been roundly welcomed by both the private and public sectors.

Head Office on the project, Pamela Stevenson of Fife Council Economic Development, said: “It has been a fantastic team effort by everyone involved and the feedback has been extremely positive from the new tenants, delegates of events and people who have used the meeting rooms and hot desks. We are now looking to ramp up activities with some exciting entrepreneurial events and campaigns planned.”

Councillor Altany Craik, Convener of the Economy, Tourism, Strategic Planning & Transportation Committee, Fife Council, said: “The Hub is playing a very positive role in stimulating new enterprises to be established and helping them, as well as established businesses, to thrive and grow in the local community.”

*This is one of the important projects funded through the Fife Task Force, which brought key partners together in the support of economic growth and job creation in central Fife. These first-class flexible business facilities include modern offices with high-speed broadband, co-working areas, private meeting rooms and a state-of-the-art events space to meet the needs of today’s entrepreneurs.*
BUSINESS FIGHT CANCER

CoorsTek is to supply Teledyne e2v with a range of engineered ceramics used in its medical products that are integral in radiotherapy machines throughout the world.

The three-year deal formalises a decades-old relationship into an exclusive, multi-year agreement which helps safeguard 70 jobs at the Cavendish Way plant and strengthens the CoorsTek business across the medical sector. Mark Cameron, Plant Manager at CoorsTek explained:

“Often we do not realise how the parts we make here and the customers we support impact our world. More than 90 percent of radiotherapy cancer treatment machines use Teledyne e2v products to generate high-energy x-rays used in both the imaging and radiation treatment of tumours. Our contract with Teledyne e2v means we are providing key components into radiotherapy systems which are used to treat cancer and improve people’s lives.”

Mark added: “As vice chair of Business Gateway Fife (BGF) I was aware of the help and support BGF provides local businesses. Working with my adviser, I was paired with a business mentor who encouraged me to look for new opportunities and to strengthen existing customer relationships. That new focus helped me during talks with Teledyne e2v."

Last year, CoorsTek celebrated 35 years of manufacturing in Europe at its Glenrothes base, its first production facility outside the United States. www.coorstek.com

CELEBRATING TEN YEARS IN BUSINESS

This year sees Prime Industrial and Janitorial Supplies celebrate its tenth year in business. As an independent supplier of industrial and hygiene products across Scotland, its customer base is wide and varied (including local authorities, bus companies, children’s nurseries and care homes) and its fast and friendly service sets it apart from competitors. Paul Dunning, Purchasing Director at Prime Industrial and Janitorial Supplies, said: “We have learned so much in our ten years of business, but high on the list is communication. We can only be successful and achieve if we share and discuss and plan together as a team. We work in a fast-paced and competitive market where constant vigilance is required on all aspects of customer care and service.”

The business has grown by continuing to investigate new opportunities that can add to its product offering. Last year, it introduced an embroidery and screen-print service for corporate clothing and workwear, which has proven to be extremely successful, gaining it several new contracts. Over the years, Prime Industrial and Janitorial Supplies has received support from Business Gateway Fife (BGF), including tender submission training; environmental assessment; assistance completing its staff manual and Expert Help support for ISO audits and local land/property purchase feasibility study, to support a planned relocation to larger offices/warehouse in the near future.

Paul added: “Our dedicated Business Gateway Fife adviser, Lynne Balie, is always on hand to ensure we are sign-posted in the right direction. The support we’ve had from BGF has benefited the business substantially.”

www.primesuppliesltd.co.uk

STAGISON INVESTS IN FIFE

Stagison, a family run business, launched in 2016, creating new jobs and prospects for Cupar.

In setting up, Stagison worked closely with Fife Council to support the employment of an apprentice as well as Business Gateway Fife. Jane Prentice of Stagison said: “Business Gateway Fife has advised on funding available for training, business development, branding and professional help to obtain our British Retail Consortium (BRC) accreditation. We’ve also attended workshops on employee pensions and are looking in to reporting. This service has been essential in helping us to keep the business moving forward.”

www.stagison.com

A CORKING IDEA

Peter Wood of St Andrews Wine Company has revolutionised his business by taking it online. Peter founded St Andrews Wine Company in 2012, which brings together small, family run, organic and unknown producers. As well as his shop on Bell Street, St Andrews, he’s seen a month-on-month increase in online sales following the introduction of an industry first - virtual wine tastings.

Peter, who has been helped by Business Gateway Fife, said: “Over the past year I’ve seen an average increase in sales both instore and from my website of around 15 per cent after I post my own two minute tasting videos, so firmly believe that as word spreads the live video has had over 850 views. www.standrewswinecompany.com

www.primesuppliesltd.co.uk

Scottish family venison processing business celebrates ten years in business

Scottish family venison processing business celebrated ten years in business last year, celebrating a decade of growth and success.

Chairman, Steve Prentice, founded the business in 2002 after moving to Downfield Farm in 2002 and have invested significantly in its processing facility. It started with a family farming background, Bob and Jane Prentice moved to Downfield Farm in 2002 and have invested significantly in its processing facility. It started with a family farming background, Bob and Jane Prentice.

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A St Andrews’ businessman is using the latest advances in technology to transform the wine industry.

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Fife Chamber of Commerce

LET FIFE CHAMBER WORK FOR YOUR BUSINESS

Dalgly Bay-based sign makers and digital print specialists Sign Plus has been a really active Chamber member in 2017. It has made working with Fife Chamber a central part of its business strategy. It has planned to make sure that it always has someone at every event to network and learn; it has used the E-Shot service regularly for targeted marketing messages and it has sponsored three different events to strategically position its brand in the marketplace.

The team at Sign Plus do what works for them but Fife Chamber has more than 300 other members and they make their own choices about how and when they get involved to make their Chamber membership work best for them. You can too...

If you want to make connections and broaden your network across Fife... come along to Fife Social which is held every month, free and open to non-members to try the experience.

If you want to gain experience, knowledge or fresh ideas about different aspects of business... attend one of our Fife Learn Master Classes or Workshops.

If you want to increase your brand awareness, treat your hard-working staff or thank loyal customers... our prestigious Fife Showcase events include a Golf Day, Annual Dinner, Fife Business Awards, President’s Lunch and Christmas Lunch.

If you want to trade outside Fife or improve your export performance... our collaboration with the Fife Trade Partnership, joint events with other Scottish chambers and recently launched Fife International event programme, will support your ambitions.

If you want to market to people directly and get your message seen by over 900 contacts across the Kingdom... use our E-shot Service – the first one is free.

If you need help growing your business, developing your leadership skills or just need some general guidance... Business Mentoring is a free service with valuable benefits.

If you want to increase your brand awareness, treat your hard-working staff or thank loyal customers... our prestigious Fife Showcase events include a Golf Day, Annual Dinner, Fife Business Awards, President’s Lunch and Christmas Lunch.

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Sign Plus has embraced the range of services on offer from Fife Chamber

INSIGHTS AND INSPIRATION IN EQUAL MEASURE AT EVENTS

Fife Chamber’s recent events have seen some of Scotland’s most influential and successful business leaders sharing their business strategies and experiences with members to help them to prepare for the trade challenges and opportunities that lie ahead.

The Chairman of Scottish Enterprise, Bob Keiller, delivered the keynote address to members at the AGM and Tim Allan, President of the Scottish Chambers of Commerce, addressed them at the President’s Lunch in St Andrews.

Members have also enjoyed inspirational Master Classes from leading companies such as GSK, Michelin and Insights that have given them invaluable ideas for their own business.

Bob Keiller, Chairman of Scottish Enterprise delivered the keynote speech at Fife Chamber’s AGM.

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 NATIONALY TO HELP RESOLVE BUSINESS CONCERNS.

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

Handelsbanken

Tailor-made solutions in Fife

We offer a high quality service to both corporate and individual customers, coupled with a flexible and innovative approach. We start from a blank canvas and build a bespoke solution, with all key decisions made locally by the branch, here in Dunfermline.

Jim Donnelly - Branch Manager
Tel: 01383 726067, email: jad002@handelsbanken.co.uk

Alan Hogarth - Corporate Banking Manager
Tel: 01383 726073, email: aihc08@handelsbanken.co.uk

Clare Thornhill-Kirk - Individual Banking Manager
Tel: 01383 726077, email: cth03@handelsbanken.co.uk

Sheena Katus - Account Manager Support
Tel: 01383 726076, email: shka02@handelsbanken.co.uk

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The Levenmouth Community Energy Project has reached a major milestone as the Toshiba control system is now fully operational, which concludes the final commissioning step of the project. The site at Methil, operated by Bright Green Hydrogen and Fife Council’s site at Bankhead can now maximise use of renewable power as hydrogen vehicle refuelling begins. Both sites are focused on the ongoing optimisation of the systems ahead of the official launch later in the year.

At Methil, wind power and solar power is used to generate green hydrogen, which is stored on site. This hydrogen is then used for supplying energy to the surrounding business park, dispensing into vehicles and providing hydrogen for Fife Council’s Bankhead refuelling station in Glenrothes.

The Council’s hydrogen refuelling station is unique as it is the first station in the UK to be wholly owned and operated by a Council. The Levenmouth Project’s fleet of 17 hybrid low emission vehicles includes two Hydrogen Refuse Collection Vehicles, owned and operated by Fife Council, which are believed to be a world first. All the vehicles have access to the hydrogen refuelling points at both sites, reducing emissions from transport in Fife.

This highly innovative project, which is delivered by key partners Bright Green Hydrogen, Toshiba and Fife Council, has provided the perfect location for Toshiba to engage its technology with innovative green hydrogen applications. It also demonstrates how we can use locally produced hydrogen to reduce both CO2 and toxic emissions, which is a vital part of meeting Scotland’s climate change targets. It is also hoped that the project will increase economic growth and reduce fuel poverty in the area.

The project showcases to other business parks a route to operating from a renewable microgrid and provides the opportunity for local businesses and community organisations to have access to zero emission vehicles.

http://brightgreenhydrogen.org.uk

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.blsc.org using the ‘Apply Now’ form.

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 regulatory processes.

Email: enquiries@investinfife.co.uk or call: 01592 583539 or visit: www.investinfife.co.uk

INVEST IN FIFE
Embracing opportunities at Offshore Europe

A strong delegation of Fife businesses has just returned from SPE Offshore Europe. The biennial exhibition is the largest and technically foremost offshore E&P conference and exhibition outside North America. The 2017 event took place between 5th and 8th September with a central theme of ‘Embracing New Realities: Reinventing our Industry’. Technical and keynote panel sessions, combined with breakfast and topical lunches, provided a free-to-attend opportunity for Fife businesses to debate, knowledge-share and take new courses of action that will shape the future of the industry.

Lamond & Murray, Ductform Ventilation (UK), VT Reliability, Raith Systems, Utility ROV Services, ScotAsh and Borland Insurance Brokers joined the Fife exhibition stand through Fife Council’s Market Development Programme showcasing the region’s wide range of products and capabilities on offer, a range of new technologies, as well as new collaborations, which have led to new sustainable ways of working.

Iain Lamond, Director of Lamond & Murray, said:

“We’ve participated in Fife Council’s stand at Offshore Europe for a number of years now. Being part of a bigger stand, showcasing a range of new products and services, brings with it greater exposure.

“Year on year we have been pleased with the response we’ve had at Offshore Europe and see our attendance as a vital part of our business strategy. It enables us to engage with existing clients, network and showcase our skills and expertise to interested parties.”

http://horisk.com

Manufacturing: MAKING CONNECTIONS

THROUGH THE SUPPLIER DEVELOPMENT PROGRAMME, FIFE COUNCIL’S ECONOMIC DEVELOPMENT TEAM HELPS LOCAL BUSINESSES ACCESS WORK FROM THE PUBLIC SECTOR. SO, WHETHER 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

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.

To find out more, please email dorothy.smith@fife.gov.uk

The Helpdesk system which Horisk developed for the Scottish SPCA to handle over 200,000 calls per year includes a dashboard to give users and management instant access to information.

Utility ROV Services’ stand at Offshore Europe
Making it in Fife

The future looks bright for Fife’s manufacturing sector.

Manufacturing is Fife’s top performing sector in terms of turnover, with output expected to grow by almost 19 per cent by 2037. It makes a significant contribution (an estimated £1.4bn) to the region’s total Gross Value Add (GVA) and supports almost 14 per cent of the region’s jobs.

Against that backdrop, the manufacturing sector in Fife does have its challenges. The global downturn in the oil and gas sector has had an impact and it’s expected to see a large decline by around 4,600 jobs between 2016 and 2037.

Despite falling employment, gross wages and output have risen; suggesting a move to higher productivity and higher value employment across the sector as a whole. This is reflected in Scottish Engineering’s Quarterly Review (June 2017), which reported an improvement in orders, output and staffing levels. Optimism across the industry shows a considerable increase compared to the previous two years and similarly, export orders were higher in the first two quarters of 2017 compared to the preceding 13 quarters.

Whether through diversification, innovative solutions, increasing UK and international markets, or more efficient operating practices, businesses are seeking new ways to grow.

Jerome Finlayson of the Scottish Manufacturing Advisory Service, said:

“Manufacturing in Fife plays an important role in the local economy and businesses are taking advantage of the opportunities that exist for growth in manufacturing by focusing on driving productivity improvements across a range of areas. As businesses export and innovate this provides a solid platform for growth and success.”

Jerome added:

“Strong, ambitious leadership is at the heart of the manufacturing sector in Fife. With the drive, ambition and vision of these leaders who are embracing and adapting to new technologies as well as starting to use data to drive operational performance, productivity is improving. These are just some of the key indicators that highlight that the future is bright for manufacturing in Fife.”

There is a plethora of support available to help safeguard the future of local businesses. Whether it’s through short-term resilience strategies, a review of Lean Manufacturing practices; trade and exporting advice; funding or grants to support investment and create jobs, or enable business development, Fife Council Economic Development and its key delivery partners can help prioritise mainstream support to allow for growth at the appropriate level for individual businesses.

Councillor Altany Craik, Convener of the Economy, Tourism, Strategic Planning & Transportation Committee, Fife Council, said:

“Investing in Fife’s manufacturing businesses is vital to the local economy and we’re striving to give these businesses flexible and tailored support to enable them to sustain and flourish.”

For more information about support for manufacturing businesses in Fife, please contact Business Gateway Fife. Call: 01592 858 333; email: success@bgfife.co.uk or visit: www.businessgatewayfife.co.uk
A FITTING SUCCESS STORY

Havelock is renowned for its expertise in interior design and manufacturing, particularly in the education sector. The company’s long-standing relationship with schools and local authorities has resulted in a range of products that are specifically designed to meet the needs of structured learning and imaginative play. The latest addition to Havelock’s range is the new ‘Imagine’ furniture range, which has been designed and manufactured to enhance the learning environment for children.

The ‘Imagine’ range is a testament to Havelock’s commitment to innovation and excellence. The furniture is not just aesthetically pleasing but also functional and durable, designed to withstand the wear and tear of a busy education setting. The range includes a variety of seating and storage solutions, as well as desks and tables, all of which are crafted to meet the specific needs of children.

The ‘Imagine’ range is an excellent example of how Havelock is responding to the changing landscape of the education sector. As schools look to provide more inclusive and personalized learning experiences, Havelock is at the forefront, offering products that support these goals.

SMAS SUPPORTS UNIQUE RESULTS

Havelock’s participation in the Special Programme of the Scottish Manufacturing Advisory Service (SMAS) has resulted in unique results. The company has been able to achieve significant cost savings and improve efficiency through the implementation of the programme.

The ‘Imagine’ range is an example of how SMAS has helped Havelock innovate. By working closely with schools and local authorities, SMAS has enabled Havelock to understand the specific needs of the education sector and develop products that meet these needs.

The ‘Imagine’ range has not only contributed to the company’s bottom line but has also helped to enhance the learning experience for children. Through SMAS, Havelock has been able to take a risk by attempting to change or modify an existing product, process or service, leading to significant cost savings and improved efficiency.
Manufacturing: Sector Shorts

£35M CONTRACT IN THE BAG

Smith Anderson has secured a £35m million contract to supply McDonald’s with its paper bags.

Each day, Smith Anderson produces ten million paper bags from its Kirkcaldy base, with almost half of those for McDonald’s. This new, three-year deal is big news for the company, and will see it expand its operations to supply select markets in Central Eastern Europe.

Michael Longstaffe, CEO of Smith Anderson, said: “We are thrilled to have secured this contract, most especially the European expansion and the benefits these deliver to shareholders and all of our 205 hardworking staff into 2020.”

NOV FLEXIBLES UK INVESTS IN FIFE

Inrennes-based National Oilwell Varco (NOV) Flexibles UK has completed a £500,000 high bay extension to house over £1.5m of new investment in equipment.

The new £600 sq ft. extension and installation of new welding equipment and state-of-the-art CNC machines are enabling the company to continue to lead technical innovation across the oil and gas industry. It is also allowing it to significantly expand its manufacturing capabilities to go after new and larger work.

James Mullen, Operations Director, NOV Completion & Production Solutions, Subsea Production Systems, said: “The increased capacity and larger machines in the new high bay enable us to offer world-class technology and will open up new future business opportunities. We have already started manufacture of three new product ranges this year, and our future is looking very secure going forward with further growth and job creation forecast.”

NOV Flexibles UK open high bay extension. L-R: Councillor Altany Craig (Convenor – Economy, Tourism, Strategic Planning & Transportation Committee); Robin Pravestain (Head of Economy, Planning and Employability Services, Fife Council); Councillor Jan Wincott; Steen Toemoe (NOV Flexibles); Councillor Fiona Grant; Jim Mullen (NOV Flexible); Jane Pollock (Scottish Enterprise); Alex Mitchell (NOV Flexibles)

BRAND-REX ANNOUNCES CPR-COMPLIANT CABLE

Brand-Rex, a Leviton company, has launched a full line of copper and fibre communication cable that meets newly introduced classifications within the EU Construction Products Regulation (CPR). Brand-Rex was one of the first manufacturers to introduce CPR-compliant cables in 2016, and since then it has expanded its portfolio of EuroClass cables.

Ian Wilkie, Managing Director at Brand-Rex, said: “We are leading the way in CPR-compliance and readiness. Brand-Rex has worked towards this point for many years and has the expertise to help customers understand how CPR will affect upcoming networking projects.”

www.brand-rex.co.uk

Business Insight

FBM MEETS … SCOTT CAIRNS, GROUP MANAGING DIRECTOR, JAMES DONALDSON & SONS LTD

James Donaldson & Sons also added to its portfolio of companies in November 2016 when it acquired Nu-Style Products in Aberdeen, which specialises in Laminate fabrication and the supply and manufacture of roofing and building components. It plans to invest heavily in and grow the business significantly over the next three years.

Scott added: “Our sector is fuelled by consumer confidence, political direction and market stability. We suffer disproportionately to other sectors when this confidence is shaken and current political machinations are undoubtedly making trading more difficult. That said, we are pressing ahead with investment in our business capabilities and our workforce and we continue to strive to be relevant and of great service to our clients. Service and quality are the cornerstones of our market offering and whilst growth is our aim we recognise that it must be sustainable growth, operating within our financial and managerial means.”

James Donaldson & Sons has engaged with Scottish Enterprise and Fife Council for specific areas of support. It is currently working closely with Scottish Enterprise on various projects, including a Lean Manufacturing programme for James Donaldson Timber and Donaldson Timber Engineering, which has been introduced by the Scottish Manufacturing Advisory Service. Fife Council has also helped it secure land in Buckhaven to enable future development of Donaldson Timber Engineering.

Scott added: “In recent years, we’ve engaged with Scottish Enterprise, which has supported us in several areas including Lean Manufacturing, energy saving initiatives and IT focused projects. It has been extremely proactive in its approach with us and has assisted in bringing improvements and efficiencies to the business. A strong working partnership with Scottish Enterprise as well as Fife Council has enabled us to invest, create jobs and will ensure growth in the years to come.”

www.donaldson-timber.co.uk
Do you work in the oil and gas sector or its supply chain? Are you facing redundancy?
Speak to us about funding available for re-training. Call Shona Smith on 0344 248 0132.

**EXCELLENT SUPPORT PACKAGE**
- Dedicated Project Team
- Finding the Right Property Solution
- Advice on Financial Assistance
- Training & Recruitment Support
- Transportation
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**INVEST IN FIFE**
Fife means business.
www.investinfife.co.uk

**Business Insight**

**ACCESSING NEW MARKETS**

Expanding into a new market can be an effective way to grow your business. But it takes a disciplined process to accurately assess the potential of the growth opportunity, for which there is support available for businesses in Fife.

Understanding the new marketplace, whether it's selling a product or service in a new region or country, or whether it's targeting a new segment of customers, can seem daunting. Considerable thought needs to be given to financial investment, research in terms of identifying the right country, and most importantly the commitment of time.

Whatever stage of your business growth journey the Fife Trade Partnership can assist. The partnership, led by Fife Council Economic Development, alongside Scottish Development International, Business Gateway Fife and Fife Chamber of Commerce ensures expertise is available in exporting, legal regulations, market intelligence, finance and more; a one-stop-shop service to help businesses get goods to market across Scotland, the UK and internationally.

This single access service was launched in August 2015 and has boosted the number of Fife firms successfully entering UK and international markets.

A recent 2017 Fife Trade Survey reported that the UK, the US and Germany are the three most important markets for Fife businesses. Over 70 per cent of businesses that participated in the survey are selling to the rest of the UK and over 45 per cent are exporting to customers outside of the UK. There's optimism too about the rest of the UK and over 45 per cent are exporting to customers outwith the UK. Often businesses need advice to evaluate their current trading position and to identify future sales opportunities.

“Often businesses need advice to evaluate their current trading position and to identify future sales opportunities. Furthermore, awareness of how to access in-country knowledge, advice on getting goods to market as well as possible barriers to entry.” Pamela Stevenson, Lead Officer, Fife Council Economic Development, talked to fbm about the services available for businesses looking to tap into new markets. She said:

“The aim of the Partnership is to make accessing new markets as seamless as possible for businesses and our joined up support extends to include advice on export documentation, legal requirements and finance, including advice on exchange rates, which are another area businesses regularly need support with. We are striving to engage more effectively as a partnership to work with businesses, to assist them take advantage of growing UK and global opportunities.”

For more information email: success@bgfife.co.uk or call: 01592 858333 or visit: www.businessgatewayfife.co.uk.

**TOOLS FOR ACCESSING NEW MARKETS**
- Export Readiness Health Check & Support – helps to evaluate a business' current international position and identify the next sales opportunities.
- Market Intelligence – equip your company to make informed business decisions.
- Seminars and Training – an opportunity to learn from subject specialists and experienced exporters from different sectors.
- Market Development Programme – get your brand and business profile onto the international showcase through events and trade shows. Funding is available to participate in overseas trade events, exhibitions and missions.
- Financing and Insuring Your Products – access specialist knowledge and support to ensure you stay in control of your products and income.
- Legal and Documentation – don’t let the errors in the detail be a costly mistake.
- Sales and Marketing – support with internal business trading, language services and in-market support to help get products to market.

**MARKETS ACCESSING NEW**

- **Exhibitions and Missions.**
  - Overseas trade events, check & support to help get products to market across the next sales opportunities.
- **Policy and Support.**
  - Understanding the new marketplace, whether it’s selling a product or service in a new region or country, or whether it’s targeting a new segment of customers, can seem daunting. Considerable thought needs to be given to financial investment, research in terms of identifying the right country, and most importantly the commitment of time.
- **Programme Market Development.**
  - For more information email: success@bgfife.co.uk or call: 01592 858333 or visit: www.businessgatewayfife.co.uk.
**GOING ‘PLACES’**

Cromars Fish and Chip Restaurant and Takeaway in St Andrews has really made a name for itself in just three years of operation.

It has a turnover of £950,000 and at the height of the busy St Andrews tourist season, employs a team of sixty staff. The business is looking to grow, with another outlet being considered, along with a mobile van to target the lucrative weddings and events sector.

It also has a new business partner in Wendy Frame, who has recently joined the business to oversee marketing, customer care, staff development and sourcing.

**Wendy Frame said:**

“Cromars is always improving, and I’m committed to helping it grow and develop even more. It’s a constant re-investment, looking at ways of improving our service and food quality.”

Wendy Frame (right) has joined Cromars to develop the business

**INVESTMENT IS ROOT TO FURTHER GROWTH**

Taking from the Scottish Investment Bank and investment from International French-based venture capital funds FPCI CapGres Innovation and Sofinova Partners, has enabled CelluComp’s patented nano-fibre in finding a host of new uses and markets.

When materials scientists Dr David Hepworth and Dr Eric Whale first realised the industrial potential of cellulose nano-fibre extracted from root vegetables, they went on to consider new applications. Twelve years on, and several rounds of investment later, Cumnor – which is twice as strong as carbon-fibre – is finding a host of new applications. It can be used in paints and coatings, paper production, home and personal care products, and food quality.

“CelluComp’s CEO Christian Kemp-Griffin, said:

“It’s taken a long time to reach this point, where we have a product on the market, but now we’re here, we’ll accelerate growth very quickly. We could become a billion-pound company.”

http://cellucomp.com

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

**LOTTERY WIN SET TO BOOST FIFE COASTAL COMMUNITIES**

The Fife Council has been awarded £300,000 of funding from the Coastal Communities Fund (CCF), delivered by The Big Lottery Fund, to boost economic growth and create more jobs in and around Kincardine.

This funding will support a new wave of action focused on diversifying the local economy in the coastal communities of Kincardine. The project, ‘Discovering Fife Forth - Connecting Coast, Heritage and History’, will help to create modern business infrastructure, encouraging new, innovative enterprises and job creation. New light industrial workshops will be created and town centre improvements will be undertaken.

**60 YEARS IN BUSINESS**

2017 is a very important year for Fife Creamery as it marks its 60th year in business. Recognising that a huge part of its success is the longstanding relationships it has built with its clients across Scotland, it is celebrating with a series of events and initiatives, which will centre on its client base.

During its 60 years of trading, the business has played a pivotal role in the wholesale and distribution market place, adapting to some landmark changes and inspiring retailers and caterers with some iconic chilled food products. Congratulations Fife Creamery! www.fifecreamery.co.uk

**FIFE PRODUCER CELEBRATES TOP FOOD AND DRINK AWARD**

The Little Herb Farm, based in St Andrews, scooped the Savouries & Accompaniments award at the Scotland Food & Drink Awards 2017. The annual awards were hosted by chef and TV personality Simon Rimmer and organised by Scotland Food & Drink and run in partnership with The Royal Highland and Agricultural Society of Scotland (RHASS).

The Little Herb Farm, run by Lindsay Anderson, was praised for using a range of local herbs and berries to create the unusual Tarragon and Sage Vinegar Dressing. This product was a hit with the judges. www.thelittleherbfarm.co.uk

**EMBER TECHNOLOGY TO DEVELOP NEW TRAVEL SERVICE**

Greenfold Systems Ltd which also has a facility in Rochester, Kent, Greenfold Systems Scarborough Ltd and Excel Assemblies Ltd with facilities in Croatia and Bosnia.

The investors also own Dunfermline based Greenfold Systems Ltd which also has a facility in Croatia and Bosnia.

Investor Bill Taylor said: “We are very excited to be given this opportunity to expand our family of manufacturing service providers. The addition of the high value precision sheet metal services to our family of companies provides customers with a variety of outsourcing options from assembly, mechanical design, metal fabrication and engineering, cable harnessing and assemblies, through to vertical integration to full and part product build.”

Graeme Gillespie said:

“We felt that the time was right to merge minds with the new investment team and are grateful to the employees, customers and suppliers for their support over many years. They can look forward with confidence to the new regime, which has already invested in bringing in senior experienced business development talent to grow the business.”

Greenfold currently employs 150 staff in its UK operations, Excel employs 800 staff in Croatia and Bosnia. The investors look forward to developing additional jobs in Kirkcaldy.

www.greenfoldsystems.co.uk
FIFE TOURISM CAMPAIGN

A new video campaign has launched in partnership with VisitScotland and Fife Council to boost tourism in Fife. A series of short videos under the banner ‘Fife Five’ showcase a range of popular activities and sites to visit in Fife.

According to The Moffat Centre’s most recent research there are around three million visitors to Fife each year, bringing almost £439 million into the region’s economy.

Fife’s stunning landscape was the most cited attraction for visiting the region according to VisitScotland’s most recent Visitor Survey, with the region also being voted top Outdoor Destination for VisitScotland’s most recent Visitor Survey, with the region also being voted top Outdoor Destination for VisitScotland’s most recent Visitor Survey.

The new videos showcase Fife’s stunning coastline and countryside as well as a number of unique businesses in the area, including an award winning ice cream parlour, Michelin starred restaurants and local farm shops selling esteemed local produce.

Fife Tourism Partnership plays a key role in engaging Fife businesses to support the local tourism industry. Ann Carmie, Fife Tourism Partnership Manager, said: “The Fife Five campaign is a creative campaign showcasing the best of what Fife has to offer. The beautiful scenery and landscape remain firm favourites with both local and international visitors and it’s not difficult to see why." Tourism across Fife peaked over the summer months with visitors getting a huge amount of enjoyment from the area and events. We must continue to build on this momentum.”

Marwila Caikpin, Regional Director at VisitScotland, said: “The Fife Five is an innovative and exciting campaign that highlights why the area is such a great place to visit. These fun videos are sure to leave people with a strong desire to explore Fife and discover more about what it has to offer.”

Visitors and locals are being encouraged to share their own top FifeFive across social media. All of the films are available on the Welcome to Fife YouTube channel: www.youtube.com/welcometofife.

#FifeFive – visitors can witness a beautiful combination of countryside, coastline, landmarks and nature fused together with views from the misty mountains of St Monans.

FIFE TOURISM CONFERENCE 2017

Plans are underway for this year’s Fife Tourism conference. Hosted by Fife Tourism Partnership, the event will take place on Friday 17th November 2017.

The previous conference, held in 2015, was a sell-out, so the 2017 event is expected to be much the same. It will bring together registered Fife Tourism Partnership businesses for a fun, information filled session with a great line-up of speakers. Pencil the date into your diary to make sure you don’t miss out on an exciting conference.

To find out more about the Fife Tourism Conference, visit: www.fifeturismpartnership.org or email: john.murray-EP@fife.gov.uk.

FIFE BUSINESS MATTERS

ISSUE 40 AUTUMN 2017

Fife Tourism Partnership

Delivering together

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 TOURISM ASSOCIATIONS, WHICH WILL HELP TO DEVELOP LOCAL TOURISM INITIATIVES AND FEED INTO THE FIFE TOURISM STRATEGY.

Email: info@fifeturismpartnership.org or call 03451 55 55 55 (ext 44988) or visit: www.fifeturismpartnership.org

LIVING SOLUTIONS PROVIDES A WIDE RANGE OF FORESTRY AND COUNTRYSIDE SERVICES

Living Solutions is taking its forestry expertise to the Royal Burgess Golfing Society in Edinburgh.

Living Solutions provides a wide range of forestry and countryside services, is launching out taking its forestry expertise to Edinburgh.

“The Fife Five campaign is a creative campaign showcasing the best of what Fife has to offer. The beautiful scenery and landscape remain firm favourites with both local and international visitors and it’s not difficult to see why. Tourism across Fife peaked over the summer months with visitors getting a huge amount of enjoyment from the area and events. We must continue to build on this momentum.”

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GLACIER PTS SECURES ACCREDITATION TO SUPPORT EXPANSION

Professional Testing Services (PTS), which is part of Glacier Energy Services, receives UKAS industry accreditation to support business development.

PTS is in a strong position, with its additional established presence in Newcastle and with achieving our new industry accreditation, to pursue other additional opportunities. We’re embracing this period of growth and with a promising order book for the remainder of 2017 and into 2018, business is looking good.

Ford Innes heads up PTS’s operations in the UK. He said: “PTS is in a strong position, with its additional established presence in Newcastle and with achieving our new industry accreditation, to pursue other additional opportunities. We’re embracing this period of growth and with a promising order book for the remainder of 2017 and into 2018, business is looking good.”

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PROFESSIONAL TESTING SERVICES

Fife Tourism Partnership

Delivering together

TO FIND OUT MORE ABOUT FIFE TOURISM PARTNERSHIP

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INNOVATE FOODS INVESTS TO EXPAND

Innovate Foods, which produces around one million coated mushrooms each week, supplies many of the UK’s branded high street pub and restaurant chains, wholesalers and retailers. It also exports ten per cent of its revenue. It exports around the world – the first frozen container has just left for Korea; whilst it also supplies products to Japan, Moscow, Turkey and Kuwait.

To keep up with demand and to position the business to compete on an international scale with multi-national brands, Innovate Foods has successfully applied to Scottish Enterprise for Regional Selective Assistance to purchase new equipment and recruit around ten permanent new members of staff including young people.

Tony Dumbreck, Managing Director of Innovate Foods, said: “The RSA funding is helping to finance the purchase of new equipment including a larger fryer, additional coating equipment as well as increased freezer capacity. This investment will enable us to cope with growth as we expand both domestic and international sales further.”

www.innovatefoods.co.uk

GREEN BUSINESS FIFE JOINS FORCES WITH GREEN NETWORK FOR BUSINESSES

Green Business Fife, a not-for-profit organisation set up to help its members grow in business by networking, improving efficiency and by diversifying into green business areas, has agreed a partnership agreement with the Green Network for Businesses (GNB), which is managed by the Energy Saving Trust and funded by the Scottish Government to support the Resource Efficient Scotland programme.

With over 500 members as part of Green Business Fife and an increased profile and use of the Green Network for Businesses, this partnership will create new energy efficient opportunities to benefit local businesses.

Green Business Fife and the Green Network for Businesses will work together to achieve a number of shared objectives including increasing its event programme to improve business engagement, whether via presentations or best practice site visits.

It also hopes to engage more with local businesses to increase leads and referrals to boost Fife’s circular economy and improve waste prevention and management.

For Businesses Interested in Finding Out More About Improving Energy and Resource Efficiency Through Green Business Fife and in Partnership with the Green Network for Businesses, Please Email: info@greenbusinessfife.co.uk

FIFE ENTREPRENEURIAL LEADERSHIP PROGRAMME...WHAT NEXT?

Congratulations to the Fife business leaders who have successfully completed the Fife Entrepreneurial Leadership Programme. The aim of the programme is to create a community of innovation and enterprise amongst the participating businesses, with a focus on enhancing and developing the skills required to navigate businesses through the uncertainties, opportunities and challenges in a fast-moving environment.

Over the last eight months the participants investigated their leadership styles, shared experiences and identified opportunities to grow their business. Amongst the models and theories discussed, the more practical activities included quilt making, jigsaws and computer simulations... ask the participants for more information!

Two groups have now successfully finished the programme, and the Fife Economy Partnership is keen to ensure that their learning and development journey continues. The next stages will be to create an alumni community to continue the legacy, to encourage stronger and sustainable businesses, networking, support and sharing of ideas amongst the business leaders. Additionally there will be a series of masterclasses to support micro and small businesses engage in leadership. More will be revealed during Fife Business Week...

Fife business leaders pictured after successfully completing the Entrepreneurial Leadership Programme
The importance of superfast broadband to business and domestic life is well-known, for it has been a talking point in Fife for years. Communities and individuals want it – and sooner rather than later.

The problem for Scotland of course is its vast size, coupled with rugged geography and often thinly distributed population, makes it extremely expensive to achieve universal coverage. Rolling it out cannot be justified commercially by major providers like BT, hence all the public money that has been invested in recent years. However, despite this investment, coverage is still extremely patchy across the country – you can understand why in the north Highlands, but why so in a central area such as Fife?

The good news is that the Scottish Government has renewed its vow to deliver superfast connections - with download speeds of at least 30 Mbps - to every business premise in Scotland by 2021. This investment of between £400 and £600m is very welcome news.

Oddly enough though, the next task is to persuade more businesses of the advantages of signing up for faster speeds once they become available. For despite loud demands from all quarters for superfast broadband, in reality only around 30 per cent of properties that can access it in Scotland actually do so. Business sign-ups will increase, but many more could and should.

The fact is that while superfast speeds of at least 30Mbps will delight many, it won’t drive change in itself. Put it this way, owning a sharp knife doesn’t make one a brilliant chef, so a good broadband connection doesn’t transform a business by itself. It’s not what it is but how it’s used that matters.

The business case for upgrading to superfast is really strong, for in addition to enabling people to connect to new devices and invest in cloud computing or video conferencing, it also encourages businesses to review the way they operate and improve their productivity through appropriate investments in people, operations, technology and security. Moreover, it can and should lead to improved digital public services in Scotland.

To this end, FSB wants funds from the apprenticeship levy in Scotland to be used to support firms to increase digital skills at all levels in their workforces. Government must encourage and assist more businesses to join the digital revolution.

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
**Culture of Enterprise**

**FIFE SCHOOLS’ ENTERPRISE GAME**

Developed by Fife Council Economic Development, the Fife Schools’ Enterprise Game has evolved into an interactive, digital and challenging introduction for young people into the world of entrepreneurship and running a business.

Originally created in a board game format in 2010, the product has been refreshed and developed into a new app based format soon to be available in all primary and secondary schools across Fife.

Fife Schools’ Enterprise Game is a programme of resources where young people explore business and business planning, understand more about the types of businesses across Fife and roles within businesses.

The animated game, challenges the young people 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 successful company.

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

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

The Enterprise Game also goes beyond school and will be available in communities to evolve Enterprise Skills.

Councillor Allsty Clack, Convener – Economy, Tourism, Strategic Planning & Transportation Committee, said: “The Fife Schools’ Enterprise Game has been a valuable tool for supporting the development of enterprise skills in young people in Fife for several years. The development of this app takes the programme to a new level and is another example of Fife leading the way in school enterprise development whilst supporting the outcome of Developing the Young Workforce.”

**FIFE SCHOOLS’ FINANCE WEEK**

During Fife Business Week in November, Fife Council’s Culture of Enterprise Programme and Education Team will be launching the Fife Schools’ Finance Week, a week long introduction to finance education programmes. Created with key finance partners, a challenging and evolving pathway has been created to support young people from 3 – 18 years of age to learn more about money and finance in experiential programmes, whilst embedding finance as a key element of the curriculum.

**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.fernie@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.”
YOUR BRAND IS OUR BUSINESS.

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Fife College has been awarded the contract to provide the first national Learning and Skills Contract to the Scottish Prison Service.

Fife College has been awarded the contract to provide learning and skills to prisoners throughout Scotland, giving them the opportunity to unlock their potential and transform their lives.

The Scottish Prison Service (SPS) selected Fife College to provide the first national Learning and Skills Contract, which will be delivered across all 13 SPS publicly owned prisons over the next five years. The College has a strong track record of working with the Prison Service and its new partnership will see it work with over 3,500 prisoners each month across a range of programmes such as health and safety, peer mentoring, e-learning, cookery, arts and crafts.

Courses on offer range from basic literacy and numeracy through to formal qualifications. All courses delivered enhance prisoners’ general life skills and improve their chances of future employment.

The Fife College contract, worth over £22 million, will employ 130 dedicated staff based in learning centres within the 13 prisons throughout Scotland. The team will work closely with SPS staff to support the SPS Learning and Skills Strategy.

Hugh Hall, Principal of Fife College, said: “At Fife College we very much believe that education can transform lives and we are therefore committed to working with partner organisations such as SPS to support them to achieve their vision while widening opportunities for all.”

FABRICATING BUSINESS’ FUTURE

Established in June 2017 with funding support from The Prince’s Trust Enterprise Programme, K&S Fabrication’s products are in high demand.

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Business partners Shaun Keatings (23) and Sean Smith (26) set up K&S Fabrication in June this year, specialising in fabricating and fitting of gates, railings, balconies, stainless steel staircases and structural steel.

The business has got off to a flying start and is well-ahead of initial projections. Their quality craftsmanship is in high demand from private customers and they’ve also been headhunted by housebuilders to undertake blacksmith works.

This has all been made possible thanks to a start-up loan from The Prince’s Trust Enterprise Programme. A loan of £7500 was granted to purchase high-quality equipment and tools, stock and a new van.

Shaun Keatings said: “We wouldn’t have gone into business without the help and support of The Prince’s Trust. The input from our business adviser was priceless, offering advice on our business plan, finance, marketing, legal and company regulations.”

The next twelve months are looking positive for the partnership. They have big plans, which Shaun told us about:

“Business has been phenomenal. We’re looking to capitalise on that and grow the business. The next step is to be VAT registered; to set up as a limited company, which will help as we seek to tender for new commercial contracts.”

Marissa Yassen, Business Adviser, The Prince’s Trust, said: “K&S Fabrication is a great example of a successful and aspiring start-up business, which is willing to seek advice, help and support to develop and grow.”

www.facebook.com/KandSFabrication

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.

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HOW BUSINESS GATEWAY FIFE HELPED
Local Skincare specialist achieves glowing results

Julia Hart Skincare Clinic has expanded after just six months in its new home in Dunfermline. Through the help of Business Gateway Fife, Julia secured funding towards the creation of her medical-grade treatment room in Chalmers Street. Having qualified as a registered general nurse, Julia became increasingly interested in the structure and function of the skin. She said: “It’s taken many years of study and practice in the field to become an expert in both the anatomy and the physiology of skin and face. “We’ve seen a massive increase in the number of people wanting to take care of their skin, particularly those with medical problems who are then investing in facials to increase glow and support skin function. “I’ve invested a lot in the clinic and with the help of my Business Gateway adviser I was able to secure funding from Fife Council and access the support I needed to prepare, launch and succeed in business.”

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Community and Business working together

Fife’s communities benefit from the businesses that operate, employ people and spend money locally.

Fife’s businesses and their employees benefit from being part of a community.

We can help deliver things like:
- Identifying local charities and causes to support with donations
- Small grants schemes or other giving schemes, including payroll giving
- Volunteering Team challenges – great for team building, publicity and more
- Topical presentations on addictions, poverty, autism, mental health and more
- Ethical employee benefits - payroll saving as members of Credit unions
- Corporate sponsorship of events, awards and more

Get on Board!

Would you like to volunteer but feel short on time?
Are you passionate about a cause or local issue?
Do you enjoy being part of a team?

Voluntary organisations couldn’t exist without volunteer board members/trustees/directors/management committee members taking shared responsibility for running the organisation.

The time commitment is reasonable, with training and support available, all you need is to be engaged.

Find out about joining Samaritans

Learn new skills, meet new people. Be there.

Samaritans

I’m here when people need me

A lot of people need us. That’s why our volunteers are always around to give anyone who is struggling to cope the space and time to talk.

COORSTEK HELPS FIGHT CANCER

Fife Business Week

Inspiring programme of events from 6th – 10th November

FIFE BUSINESS MATTERS

www.fifebusinessmatters.co.uk

Fife Business News

COORSTEK HELPS FIGHT CANCER

INSIDE:

MAKING IT IN FIFE

SPECIAL SUPPLEMENT FOCUSING ON MANUFACTURING IN FIFE

OFFSHORE EUROPE
Delegation returns full of positivity

SPOTLIGHT ON LEADERSHIP
Developing successful leadership programme

ENTERPRISE HUB FIFE
A thriving new Business Hub

FIFE BUSINESS WEEK
Inspiring programme of events from 6th – 10th November

Fife Voluntary Action is an independent charity that can help bring businesses and communities together in innovative, mutually beneficial ways - often at no additional cost to the business.

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