

Local Report on Activity

ARGYLL & BUTE: Apr – Sept 2011

1. National Context

In any one year we work with approximately **10,000** companies across Scotland, around **2000** of which through Account Management. Together, these companies employ around **250,000** people. Job creation is a primary focus and through our work **40,000** additional jobs have been created in the last decade. Our activities this year could create a further **4,000 jobs** over the next three years. Opportunities in **offshore wind** could generate a further **28,000 jobs** by 2020.

Our priorities are to work with these companies to increase **exports**, improve **innovation** and secure new **investment** – three areas that will have the biggest impact on Scotland's economic performance.

2. Our Work with Growth Companies

Account management involves working intensively with the senior management team of a company to agreed objectives across business functions e.g. exporting, investment, human resources, strategic development.

Activity April – Sept 2011	Scotland	Argyll & Bute
Total No. Of Account Managed Companies	1,906	9
• Of which are deemed to be of particular importance to the economy	344	2
• Of which are early stage growth companies	58	-

Activity April – Sept 2011	Scotland	Argyll & Bute
No. of companies in the Business Gateway pipeline	959	8

Click here for more: [Account Management](#)

3. Products & Services Delivered to Companies

With our account managed companies, and those we work with on a more ad-hoc basis, each has access to a range of products and services which help their business to improve, grow and take advantage of market opportunities.

Activity April – Sept 2011	Scotland	Argyll & Bute
No. of products delivered to Account Managed companies:		
• Business Improvement	337	1
• Innovation	210	2
• Market Development	607	1
• Strategy	71	-
• Org. Development	141	-
Total	1,366	4

Activity April – Sept 2011	Scotland	Argyll & Bute
No. of products delivered to non- Account Managed cos:		
• Business Improvement	266	4
• Innovation	372	2
• Market Development	295	2
• Strategy	105	1
• Org. Development	696	6
Total	1,734	15

Click here for more: [Products & Services](#)

4. Major Capital Investment Projects

Regional Selective Assistance (RSA) encourages businesses to undertake investment that will directly result in the creation or safeguarding of jobs in Scotland.

Activity April – Sept 2011	Scotland	Argyll & Bute
No. of accepted offers	43	-
Value of accepted offers	£15.76m	-
No. of jobs created	1156	-
No. of jobs safeguarded	581	-

Click here for more: [Regional Selective Assistance](#)

5. Helping Companies to Innovate

SE's innovation projects and services help companies to adopt innovative approaches in all their operations, whether it leads to new products and services, or a new, improved version of their existing offering. This is often done via provision of research and development (R&D) grants.

Activity April – Sept 2011	Scotland	A & B
No. of R&D Grants approved	32	-
No. of R & D Grants (over 100k) approved	1	-
No. of Innovation support grants approved	123	-

Click here for more: [Innovation Support](#)

6. Improving Business Efficiency

We provide specialist support to manufacturing firms, predominantly through our Scottish Manufacturing Advisory Service (SMAS). There are a number of ways to help businesses grow, including the development of new products, services, processes and new ways of working.

Activity April – Sept 2011	Scotland	A & B
No. of enquiries	814	4
No. of manufacturing reviews	202	1
No. of projects started	104	1
No. of projects completed	82	-

Click here for more info: [SMAS](#)

7. Provision of Growth Capital Funds

The Scottish Investment Bank (SIB) supports the development of Scotland's private sector SME funding market to ensure both new and established businesses with growth and export potential have adequate access to growth capital.

Activity April – Sept 2011	Scotland	A & B
Total No. of SIB Investments	67	-
Total Value of SIB Investments	£9.69m	-

Click here for more: [Scottish Investment Bank](#)

8. Internationalisation Activity

The economic climate means that that international economies offer significant potential for economic growth. Scottish Development International (SDI) works to capitalise on these opportunities as well as to support inward investors.

Activity April – Sept 2011	Scotland (incl. HIE)	Argyll & Bute
No. of companies assisted	598	9
No. of confirmed inward investment successes	30	1
No. of planned New Jobs from businesses completing projects	1,521	41
No. of planned Safeguarded Jobs from businesses completing projects	1,109	-
No. of planned High Value Jobs from businesses completing inward investment projects	913	-

Click here for more: [Scottish Development International](#)

9. Commercialisation Projects

SE work with universities to create more high growth spin-out companies by extracting the most from our intellectual assets.

Activity April – Sept 2011	Scotland
Current Proof of Concept projects:	
• Glasgow University	1
• Strathclyde University	2
• Edinburgh University	3
• Edinburgh Napier University	1
• St Andrews University	1
• Moredun Research	1
Total No. Of Projects	9

Click here for info on: [Commercialisation Opportunities](#)

10. Developing the Potential of Co-Operatives

Co-operative Development Scotland (CDS) helps those looking to start-up a co-operative business, those interested in transferring business ownership to employees and also established co-owned businesses.

Activity April – Sept 2011	Scotland	Argyll & Bute
No. of companies assisted	74	1

Click here for more: [Co-operative Development Scotland](#)

11. Rural Projects

The Scottish rural economy has specific challenges, SE support business leaders and companies operating in rural areas through specialised programmes.

Click here for more info: [SE Rural Programmes](#)

12. Major Business Infrastructure Activity

Our infrastructure activity is about to help Scotland's key sectors grow faster and support Scotland's long term competitiveness.

Click here for: [Major Infrastructure Projects](#)

13. Scotland's Key Sectors

SE focuses on working with those sectors most likely to bring the greatest return on public investment to the Scottish economy. The National contribution of the key sectors is substantial:

- [Aerospace, defence and marine](#) - over 800 companies employing 40,000 staff
- [Chemical sciences](#) - generates £2.7 billion from exporting activity
- [Construction](#) - employs 190,000 in 17,000 businesses
- [Creative industries](#) - supports 60,000 jobs and contributes £5 billion to the economy

- [Energy](#) - more than 2,000 companies operating in over 100 markets. An example of SE's work in the energy sector is the creation of the [National Renewable Infrastructure Fund](#).
- [Financial services](#) - contributes £7 billion to Scotland's GVA
- [Food and drink](#) - exported £4.5 billion worth of products
- [Forest and timber technologies](#) - carbon neutral, producing naturally sustainable construction products
- [Life sciences](#) - worth over £3 billion to the Scottish economy annually
- [Manufacturing](#) - generated over £21 million of productivity benefits in 2010/11
- [Textiles](#) - export value of £300 million
- [Tourism](#) - £5.2 billion economic contribution

Click on any of the above links for more information.

Key sector projects in the area include:

DESTINATION GLASGOW 2009-12 MACKINTOSH

- This project provides support for the Mackintosh Heritage Group's new 5 year plan. The plan includes a wide range of activities to raise the profile of Mackintosh, in order to attract additional visitors and to generate additional visitor spend & GVA impact.

DESTINATION LOCH LOMOND - A 2 year programme of inter-related projects to develop, deliver and manage the Loch Lomond destination. It will contribute to the continued development of the National Park and increase overnight stays. Projects will be delivered with public and private sector partners and will aim to maximise industry investment and leadership. Key projects include running the Loch Lomond DMO, Tarbet masterplanning, land/water connectivity, hotel and outdoor activity developments at Loch Lomond Shores.

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