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<td>Growing Places Fund</td>
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<td>Case studies</td>
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FOREWORD

The Regional Growth Fund (RGF) and Growing Places Fund (GPF) were created at a time when the organisational infrastructure of business support and economic development had changed quickly and significantly. Local Enterprise Partnerships (LEPs) were new and so was the policy of devolving budgets to drive economic growth. Three years later and regional partners have created 6,759 jobs, supported 128 businesses and leveraged in a further £91.4m of investment. The success of this programme and the momentum it has created should encourage us to do more for ourselves; to have the confidence to invest in the infrastructure and opportunities for our business sector to succeed, and to do what Cornwall and the Isles of Scilly does best; work together to make our region ‘the natural place to grow great business’.

This document tells the story of three years of collaborative working and of what can be achieved when the public and private sector work together. I’m incredibly proud to have been involved and of the role both Cornwall Council and the Cornwall Development Company have played in supporting the innovation of our private sector... which, of course, is the real story.

Glenn Caplin
Programme Director, Cornwall Council

As the Cornwall and Isles of Scilly Local Enterprise Partnership (CIOS LEP) continues to develop and implement significant investment programmes such as the current £200m Growth Deal, it is important to remember that our track record overseeing delivery is of utmost importance. In the very first years of the LEP, two funding programmes were developed to target economic growth – particularly in our SME and micro business community. The first, which was competitively bid for against 38 other LEP areas, was the Regional Growth Fund (RGF). The LEP Board were clear about targeting businesses who may find it more difficult to access EU funds – and to invest smaller amounts to support the catalytic effects of the superfast broadband infrastructure going into CIOS. The RGF programme also targeted infrastructure investment to support the “Conditions for Growth” theme of our Strategic Economic Plan.

The Growing Places Fund (GPF) focused on the LEP Board’s ambitions to support the CIOS business community to move away from a predominantly ‘grant culture’ to alternative forms of finance, such as loans. The learning from running this GPF Programme will be taken forward to influence the Financial Instruments (non-grant investment) of the 2014-2020 EU Structural Fund Programmes.

Through the implementation of a relatively small investment programme of £18.9m, this document describes our success in achieving significant economic growth in a number of ways: through private and public sector leverage, jobs, homes and the real impact for business in their own words.

Sandra Rothwell
CEO, Cornwall & IoS Local Enterprise Partnership
INTRODUCTION

In 2012 the CIOS LEP were successful in securing an award of £13m of Regional Growth Funds (RGF) and £5.9m under the Growing Places Fund (GPF).

RGF comprised revenue and capital grants for businesses and infrastructure whereas GPF created a revolving fund of loan investments to businesses. Both funds were launched in May 2012 with the appointment of Cornwall Development Company as the fund managers. Both funding streams have been fully committed.

Regional Growth Fund

The Department of Business Innovation and Skills awarded £13m of RGF under round 2. The RGF award had two distinct strands of investment, each with its own objectives:

- **Strand 1** invested £5.3m of revenue & capital grants to businesses to support growth and investment to grasp market opportunities including those provided by the new Superfast Broadband and infrastructure under the Convergence Programme. In addition grants were targeted at business productivity that would accelerate growth and the creation of jobs.

- **Strand 2** – invested £7.7m to provide grant support for the construction of essential infrastructure, with the aim of facilitating the development of the most important growth areas.

Growing Places Fund

In 2012 the Department for Communities and Local Government granted the CIOS LEP £5.9m in the form of a revolving loan fund with the following delivery principles:

- To create an “evergreen” fund that is revolving and self-financing by absorbing its own costs of management in the future;

- To support targeted growth in localities and get developments moving;

- To create economic activity by removing barriers to investment;

- To facilitate job creation and housing development;

- To think creatively about potential investment solutions.

One of the key benefits of both RGF and GPF has been its complementarity with the European Regional Development Fund (ERDF) under the EU Convergence Programme 2007-13.
WHAT HAS £18.9M OF RGF AND GPF ACHIEVED SO FAR FOR CORNWALL?

Supported **128** businesses across Cornwall in most sectors

Created and safeguarded **6,759** jobs

Every £1 of RGF and GPF has levered £4.84 of other funds totaling **£91.4m**

Built and facilitated **41,874m²** of workspace
The investment strategy for the £13m of RGF has been to create jobs and productivity through providing businesses in the target area with access to investment, enabling them to develop new products and services and access new markets.

In addition the CIOS LEP set out a supporting strategy to meet the following objectives and targets:

- To attract high quality proposals with a good chance of deliverability and high impact on jobs.
- To complement and add value to other externally funded activities in Cornwall and the Isles of Scilly, particularly the ERDF Convergence programme, in order to strengthen the region’s economic base.
- To secure significant levels of private sector financial leverage.
- To create and safeguard 5,201 jobs for Cornwall and the Isles of Scilly.
- Invest in two investment strands:-
  - Strand 1 - Business development brought about by Superfast Broadband infrastructure known as the Superfast Business Development Fund (SBDF); and business productivity acceleration and improvements, known as the Business Catalyst Fund (BCF).
  - Strand 2 - Enabling business and access infrastructure, known as Enabling Infrastructure Fund (EIF).

The Delivery Plan set out the process by which investments would be made under the Programme, setting out the roles and responsibilities of individuals and organisations involved in the investment of funds, its governance and the mechanisms by which the impact of the investments made will be tracked, monitored and evaluated.

The Programme was given strategic direction by the CIOS LEP. The Accountable Body is Cornwall Council (CC) and day to day responsibility for the delivery of the programme is being undertaken by Cornwall Development Company (CDC), the economic development arm of CC.

The total £13m of RGF has been invested, and the CIOS LEP will continue to monitor jobs outputs until March 2019.

RGF is forecast to exceed its target of 5,201 and achieve 5,893 created and safeguarded jobs or 1 job for every £2,200 of RGF.
The £132m investment into digital connectivity that has been achieved by the installation and rollout of Superfast Broadband across Cornwall under the EU Convergence Programme will help to overcome connectivity issues and revolutionise the largely rural economy of Cornwall and the Isles of Scilly’s businesses. In order to enhance this digital connectivity £0.7m of Superfast Business Development Fund (SBDF) was targetted at the following areas:-

- New e-commerce websites
- Cloud computing
- Video-conferencing and/or Voice Over Internet Telephone (VoIP) systems
- Developing a new approach to internet marketing and/or operations to enter new export markets
- A new business model that is enabled by Superfast broadband
- Business collaboration and ‘virtual teams’ enabled by Superfast broadband
- Mobile gaming
- Apps

SBDF supported proposals ranging from £1,000 to £50,000.
SUPERFAST STATISTICS

SUPERFAST BUSINESS DEVELOPMENT FUND* BY AREA

<table>
<thead>
<tr>
<th>Area</th>
<th>Grants</th>
<th>Amount</th>
<th>Proportion</th>
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</thead>
<tbody>
<tr>
<td>Central</td>
<td>25</td>
<td>£212,501</td>
<td>29.94%</td>
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<tr>
<td>East</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>West</td>
<td>15</td>
<td>£143,733</td>
<td>20.25%</td>
</tr>
<tr>
<td>Total</td>
<td>40</td>
<td>£353,418</td>
<td>49.80%</td>
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</tbody>
</table>

Total number of businesses receiving SBDF: 80
Total amount of SBDF: £709,652

SUPERFAST BUSINESS DEVELOPMENT FUND LEVERAGE TOTALS

<table>
<thead>
<tr>
<th>Description</th>
<th>Capital</th>
<th>Revenue</th>
<th>Totals</th>
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</thead>
<tbody>
<tr>
<td>SBDF</td>
<td>£418,990</td>
<td>£290,662</td>
<td>£709,652</td>
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<tr>
<td>Total leverage</td>
<td>£483,503</td>
<td>£315,482</td>
<td>£798,985</td>
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<tr>
<td>Total value</td>
<td>£902,493</td>
<td>£606,144</td>
<td>£1,508,637</td>
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</tbody>
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*Figures relate to SBDF funds approved

SUPERFAST BUSINESS DEVELOPMENT FUND INVESTMENT BY SECTOR

<table>
<thead>
<tr>
<th>Sector</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
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<td>Distribution/logistics</td>
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<td>Environmental &amp; renewable technology</td>
<td>£27,597</td>
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<tr>
<td>Food &amp; drink</td>
<td>£21,329</td>
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<tr>
<td>ICT/Creative media</td>
<td>£86,162</td>
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<td>Manufacturing</td>
<td>£23,995</td>
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<tr>
<td>Marine</td>
<td>£10,362</td>
</tr>
<tr>
<td>Medical/biotech</td>
<td>£8,468</td>
</tr>
<tr>
<td>Tourism</td>
<td>£85,358</td>
</tr>
<tr>
<td>Other</td>
<td>£320,382</td>
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</table>

Jobs: 268
1 job for every £2.6k of SBDF
SUPERFAST BUSINESS DEVELOPMENT INVESTMENT BY BUSINESS TYPE

- Companies limited by guarantee: 2, £20,720
- Companies limited by shares: 9, £80,662
- Limited companies: 44, £403,923
- Partnerships: 11, £72,163
- Registered charity: 7, £100,297
- Sole trader: 7, £31,887

The majority of businesses that invested SBDF were small medium enterprises or micro in size.

Supporting Cornish businesses to take advantage of the improvements to digital connectivity that has been brought by the installation and roll out of Superfast Broadband will help to improve connectivity, overcome geographical obstacles and revolutionise the largely rural economy in Cornwall and the Isles of Scilly.
VC Warehouse, a telecommunications company providing high tech software for Cornish companies and international businesses based at Marhamchurch near Bude, used £30,000 of SBDF to develop innovative products including a cloud-based internet video conferencing system, Upstream VoIP.

The upstream VoIP system works like a normal phone but offers all the services of a normal line including call forwarding, voicemail and conference calling – with everything hosted online.

Since receiving the grant, the company has boosted staff numbers from four to seven and has also seen a rise in turnover.

Mike Shaw, VC Warehouse director, said:

“I don’t think we would have been able to have done all of this without the funding because the expense of launching these systems was quite considerable.

Since receiving its money, VC Warehouse has also been able to offer customers a more tailored service. We believe the personal approach is paying off with clients keen to take up the advice of our skilled staff instead of the self service options that maybe used elsewhere. And we are able to offer this one-to-one support thanks to our increase in staff, by taking on a technical manager and technical assistant – both skilled jobs carried out by people living locally.”

Industry giant Specsavers is among the big names using the VC Warehouse programme, with Cornish companies also benefiting from the money saving service.

“It saves businesses a lot of money and smaller, Cornish firms can also benefit. If, for example, they have offices around the county and the line in Bodmin is busy, the call can be diverted to Truro. It not only saves money but also allows businesses to stay in touch with their customers more easily.”

Sandra Rothwell, chief executive of the Cornwall and Isles of Scilly Local Enterprise Partnership, said:

“The idea of the Superfast Business Development Fund was to support businesses to maximise the use of broadband internet technology and VC Warehouse has shown how successful a company can be when given the opportunity. Not only is this prosperous Cornish business supporting the local economy by employing more skilled workers, but it is also providing a really innovative service to companies across the region and further afield.”
Fluid Branding received £9,500 from the Superfast Business Development Fund which was match funded and used to boost online marketing and customer relations.

Since launching the new digital system, the St Austell-based company has seen its turnover rise from £2.4 million to £5.5 million in just two years and it also won the Excellence in Digital Marketing award at the Cornwall Business Awards 2015.

Fluid Branding has also employed eight new members of staff and launched two new offices in Plymouth and Leeds since the investment.

Matt Franks, CEO of Fluid Branding, said:

“The grant came at just the right time for us because we knew that online marketing was going to have more and more importance for our business and, thanks to the match funding, we were able to capitalise on this.

Thanks to the BDF grant, along with an improvement in the economy and our own investment in staff and products, we have really seen the business continue to grow and prosper.”
A renewable energy company has doubled its workforce, boosted sales and improved efficiency after receiving a grant to upgrade its computer systems.

Rapid growth over recent years saw the Perranporth-based company, which also offers renewable heating services including biomass, heat pump and solar hot water technologies, with a need to upgrade its existing computer systems alongside IT software and equipment.

As a result Natural Generation brought in a new Customer Relationship Management (CRM) system after receiving £7,000 from the Superfast Business Development Fund.

The new CRM allowed the company, which installs and maintains wind turbines and solar panel systems for homes and businesses, to improve its procedures, allowing staff to work more efficiently and maximise productivity.

Business growth has seen staff numbers increase from 20 to 41 providing a boost to the wider local economy.

Ivor Thomson, Managing Director at Natural Generation, said:

“The investment via the BDF grant has enabled us to grow our business, in part, by becoming more efficient. This growth has enabled us to employ more local skilled people and, in turn, support other local businesses. The CRM system has helped us develop and support our sales team, increase our sales pipeline enabling our installation work and labour force to increase. It’s been a great investment in every sense.”

The business was one of the first to order superfast broadband when it became available in Perranporth.
With an allocation of £4.6m, Business Catalyst Fund (BCF) was designed to provide businesses with grant support who were ineligible for ERDF under the Convergence Programme. It targeted businesses that proposed to improve their productivity with investment in plant and machinery including improvements to buildings.

The aim was also to achieve an investment grant rate per job created of circa £5,000. The minimum grant was £10,000 with no upper limit.
## BUSINESS CATALYST STATISTICS

### BUSINESS CATALYST FUND INVESTMENT* BY AREA

<table>
<thead>
<tr>
<th>Area</th>
<th>Grants</th>
<th>BCF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Isles of Scilly</td>
<td>1</td>
<td>£72,325</td>
</tr>
<tr>
<td>West</td>
<td>6</td>
<td>£1,586,452</td>
</tr>
<tr>
<td>Central</td>
<td>10</td>
<td>£546,498</td>
</tr>
<tr>
<td>East</td>
<td>21</td>
<td>£2,038,262</td>
</tr>
</tbody>
</table>

- Businesses with head offices out of county but investing in Cornwall: 3
  - BCF: £348,637
- Number of businesses receiving BCF: 41
- Total of BCF invested: £4,592,842
- Jobs: 1,732
  - 1 job for every £2,600 of BCF

### BUSINESS CATALYST FUND BY LOCATION

<table>
<thead>
<tr>
<th>Location</th>
<th>Grants</th>
<th>BCF</th>
</tr>
</thead>
<tbody>
<tr>
<td>St Ives</td>
<td>2</td>
<td>£259,433</td>
</tr>
<tr>
<td>Helston</td>
<td>1</td>
<td>£19,222</td>
</tr>
<tr>
<td>Penzance</td>
<td>1</td>
<td>£78,858</td>
</tr>
<tr>
<td>Truro</td>
<td>6</td>
<td>£1,004,954</td>
</tr>
<tr>
<td>Newquay</td>
<td>3</td>
<td>£188,888</td>
</tr>
<tr>
<td>St Ives</td>
<td>2</td>
<td>£10,494</td>
</tr>
<tr>
<td>St Agnes</td>
<td>1</td>
<td>£10,494</td>
</tr>
<tr>
<td>Redruth</td>
<td>6</td>
<td>£195,988</td>
</tr>
<tr>
<td>Falmouth</td>
<td>6</td>
<td>£384,422</td>
</tr>
<tr>
<td>Penryn</td>
<td>3</td>
<td>£161,421</td>
</tr>
<tr>
<td>Bodmin</td>
<td>1</td>
<td>£1,500,000</td>
</tr>
<tr>
<td>Wadebridge</td>
<td>2</td>
<td>£50,979</td>
</tr>
<tr>
<td>Launceston</td>
<td>3</td>
<td>£35,473</td>
</tr>
<tr>
<td>Helston</td>
<td>1</td>
<td>£10,494</td>
</tr>
<tr>
<td>St Agnes</td>
<td>1</td>
<td>£10,494</td>
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<tr>
<td>Truro</td>
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<td>Bodmin</td>
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<td>Wadebridge</td>
<td>2</td>
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<tr>
<td>Launceston</td>
<td>3</td>
<td>£35,473</td>
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| Number of businesses receiving BCF: 41
- Total of BCF invested: £4,592,842
- Jobs: 1,732
  - 1 job for every £2,600 of BCF

*All figures relate to BCF funds approved

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14 Cornwall and Isles of Scilly Regional Growth Fund
BUSINESS CATALYST FUND BY SECTOR

- **Business services**: £78,858
- **Distribution/logistics**: £39,486
- **Food & drink**: £2,335,375
- **ICT/Creative media**: £40,626
- **Manufacturing**: £472,735
- **Marine**: £154,333
- **Tourism**: £115,317
- **Other**: £1,355,444

BUSINESS CATALYST FUND LEVERAGE TOTALS

<table>
<thead>
<tr>
<th>Description</th>
<th>Capital</th>
<th>Revenue</th>
<th>Totals</th>
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<tr>
<td>BCF investment approved</td>
<td>£4,202,422</td>
<td>£389,752</td>
<td>£4,592,174</td>
</tr>
<tr>
<td>Total leverage</td>
<td>£6,621,978</td>
<td>£555,454</td>
<td>£7,177,432</td>
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<tr>
<td>Total value</td>
<td>£10,824,400</td>
<td>£945,206</td>
<td>£11,769,606</td>
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BUSINESS CATALYST FUND BY COMPANY TYPE

- **Limited companies limited by guarantee**: £492,505
- **Limited companies limited by shares**: £470,887
- **Partnerships**: £60,582
- **Social enterprise**: £155,858
- **Sole trader**: £216,461
- **Other**: £2,275,792
- **BCF investment suited all sizes of businesses:-**
  - 7% large
  - 22% medium
  - 49% small
  - 22% micro
King’s College

King’s College London opened its service centre near Newquay in 2015 thanks to an investment of almost £180,000 from the Business Catalyst Fund.

The investment was integral to the launch of the world-class centre, which has already provided skilled IT jobs for 25 people from Cornwall and is well on the way to boosting that number to 50. The technology hub is now providing all of the first line IT support required for King’s College London and its 26,000 students and 7,000 staff.

Gareth Wright, Director of IT Services, King’s College London, said:

“Launching the centre has had a considerable impact on creating IT roles in Cornwall as well as offering additional opportunities for other local businesses. We are working with all industries from design companies to building and maintenance firms and it has been really interesting and rewarding to see the knock on effect of the IT Service Centre’s launch for those local businesses.”

Housed in custom-built premises at Quintdown Business Park, Quintrell Downs near Newquay, the centre and its growing workforce is expected to boost the local economy by more than £1 million over the next 12 months.

The building has space to accommodate a total of 100 employees and is already providing an IT training centre of excellence, creating four skilled apprenticeship opportunities.

Gareth added:

“We have worked closely with Cornwall College around the apprenticeship scheme and are looking at expanding it in the New Year as it has been very positive for us and the apprentices.”

King’s College London chose Cornwall for its IT centre after a competitive pitch with other regions that was won by Cornwall Development Company’s inward investment service InvestinCornwall.

The attraction of Cornwall’s skilled workforce, high quality yet competitively priced office space, superfast broadband and Newquay Cornwall Airport’s direct daily flights to London meant the county offered the best option for the prestigious university.

“We are working with all industries from design companies to building and maintenance firms and it has been really interesting and rewarding to see the knock on effect of the IT Service Centre’s launch for those local businesses.”
Cornwall Marine Network

Cornwall Marine Network has created over 500 new jobs across the county over the past two years after a £140,000 grant from the Business Catalyst Fund allowed the company to buy its Falmouth base and expand services.

The business growth grant has had a transformational effect on the not for profit organisation, which has also seen turnover jump from £900,000 to £2 million, with hopes this could rise to £3 million by 2017.

Paul Wickes, CEO of Cornwall Marine Network, said:

“Without the funding I wouldn’t have been able to grow the organisation or take on new business and we would have gone backwards.

Thanks to the Business Catalyst Fund we have been able to purchase our building, employ more staff and take on more projects. And with all these extra resources we have been able to support small businesses to bring in new apprentices, creating over 500 new jobs across the sector from boat building to marine engineering and administration.”

Since receiving the investment, the Network has been able to increase its own workforce from 14 to 33 and offers everything from training programmes to business advice and support for funding applications.

Among the projects benefiting from an increase in provision is an online training scheme that has seen over 5,000 people a month logging on to a series of modules looking at traditional boat building skills.

Sandra Rothwell, chief executive of the Cornwall and Isles of Scilly Local Enterprise Partnership, said:

“It is fantastic to see how this investment has not only helped to create more jobs and expansion at the Cornwall Marine Network but is seeing businesses across Cornwall benefiting from its success.”

Cornwall Marine Network celebrate 10 years
£7.7m of RGF was allocated under this strand to complement the momentum that was created by the EU Convergence Programme, by combining both ERDF and RGF funding to invest in infrastructure that would also unlock future private sector investments. This included both private and publicly owned infrastructure provided it delivered new jobs in the short and medium terms and created capacity for transformational growth over the long term.

The focus has been on the following areas:

- marine and port related businesses
- sustainable construction & renewable energy
- mineral extraction, processing & related engineering products & services
- aerospace and airport related industries
- public highway, access & communications infrastructure
ENABLING INFRASTRUCTURE STATISTICS

ENABLING INFRASTRUCTURE FUND JOBS

Total number of jobs to be claimed is estimated to be 3,893 which is 195% above target by 2019

3,893 TOTAL JOBS

1 JOB PER £2K

148 JOBS CREATED

3,745 JOBS INDIRECTLY SAFEGUARDED

ENABLING INFRASTRUCTURE FUND BY LOCATION

Number of EIF projects: 12

Total amount of EIF invested: £7,741,966
ENABLING INFRASTRUCTURE FUND INVESTMENT BY SECTOR

<table>
<thead>
<tr>
<th>Sector</th>
<th>Capital</th>
<th>Revenue</th>
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<tbody>
<tr>
<td>Marine</td>
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<tr>
<td>Environmental &amp; renewable technology</td>
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<td></td>
<td>£594,332</td>
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<tr>
<td>Other</td>
<td>£349,680</td>
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<tr>
<td>Advanced engineering/aerospace</td>
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<tr>
<td>Public infrastructure</td>
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ENABLING INFRASTRUCTURE FUND LEVERAGE TOTALS

<table>
<thead>
<tr>
<th>Description</th>
<th>Capital</th>
<th>Revenue</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>EIF investment</td>
<td>£7,192,634</td>
<td>£549,332</td>
<td>£7,741,966</td>
</tr>
<tr>
<td>Total leverage</td>
<td>£40,071,288</td>
<td>£646,590</td>
<td>£43,880,400</td>
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<tr>
<td>Total value</td>
<td>£47,263,922</td>
<td></td>
<td>£51,622,366</td>
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ENABLING INFRASTRUCTURE FUND LEVERAGED INVESTMENT

For every £1 of RGF £5.68 of other private and public funds totalling £44m

£7.7M of RGF has achieved the following for Cornwall:
Redruth Flood Mitigation Infrastructure

Some £700,000 from the Regional Growth Fund has been used to complete an investment package of £4.2m including EU, Cornwall Council and developer funds to provide flood mitigation works at the site of the former Redruth Brewery.

The flood works have prepared the Redruth Brewery site for redevelopment which is earmarked for a mix of public spaces, 200 new homes, 4,000 sq metres of employment space and cultural buildings, including the creation of a new archive centre for Cornwall.

Matthew Vowels, Capital and Project Funding Specialist for the Cornwall Development Company said:

“The flood mitigation works are an essential part of a package of regeneration that will enable a major new gateway development for Redruth to be realised. The Regional Growth Fund money has been a catalyst for investment confidence.

“Future plans for the site, which has lain derelict for many years, include new homes, office and commercial space as well as a Cornish archive, which has recently been awarded £11.5million from the Heritage Lottery Fund, and will help people around the world to learn more about the county, its history and culture.”

When complete, the transformed Redruth Brewery site will act as a new gateway scheme for Redruth, bringing increased visitor numbers as well as a boost to the local economy.

Matthew added:

“This grant has helped to unlock the huge potential of this site and attract further investment, and it will also put the town on the global map with the proposed archive helping to educate people around the world about the culture and heritage of our area.”

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A Cornish architectural practice has become a pioneering centre of excellence after grant funding helped build a new state of the art building called the Atlantic Design Studio.

St Ives based Poynton Bradbury Wynter Cole (PBWC) Architects Limited created the purpose built office space thanks to a £350,000 grant from Regional Growth Fund alongside other investment.

Transforming a former petrol station at the gateway to St Ives into its ‘Atlantic Design Studio’, the architects has been able to increase staff numbers from 14 to 17, with three more in the pipeline, as well as offer more industry leading services.

Rachael Gaunt, one of the three directors at PBWC, said:

“Without the funding we would have had to shrink but with it we have been able to become a real leading light for the use of new design technology. It has protected jobs and allowed us to move into an area that we wouldn't have been able to without the money.”

Graphic design services, interiors and masterplanning for the public and private sector are some of the new additions to the architects’ portfolio, along with becoming a driving force in the UK’s Building Information Modelling (BIM) market – using 3D technology to plan, design and create buildings.

Rachael added:

“We are now industry leaders in the use of innovative software and are being recognised for this through new clients and also by being invited to lecture on the technologies at Universities.”

PBWC also boasts a state of the art conference room at the Atlantic Studio, along with an open plan drop-in work space for clients and a dedicated model making facility.

“Thanks to the technology used at PBWC, the company is also able to attract investment into the county as well as encourage highly skilled and dedicated workers to bring their knowledge and experience to Cornwall.”
Apple Aviation Limited

A £200,000 RGF grant formed part of a £2.1million project to build a new bespoke facility within the Aerohub Enterprise Zone at Cornwall Airport Newquay, a centre of business activity for the aerospace industry.

Apple Aviation had been operating from the hangar at Aerohub since April 2014. The UK based aircraft Maintenance, Repair and Overhaul (MRO) company chose the venue for its headquarters to support its worldwide operations.

Kevin Glenister, Quality Manager for Apple Aviation Ltd:

“Having the hangar is a real boost for us and gives us far more flexibility as a business to be able to choose the work we carry out.

“Before we came here we were hiring space at other hangars which meant we weren’t able to run things as would have liked. Now with our own hangar to use, the company is growing and we have also taken on full and part time staff from the local area.”

Since moving to the hangar, Apple Aviation has increased operations as well as offering a teardown/parts processing facility, an aircraft parking area and management offices totalling 14,000m².

Thanks to the expansion, the company has also been able to fill 11 new jobs and predicts that up to 40 more could be created in the future.

The infrastructure investment grant from the LEP is also set to have a long term impact on the Cornish economy, as Miles Carden, Aerohub Enterprise Zone Manager, explains:

“"The long term impact of the funding will be felt across Cornwall well in to the future. The new hangar and the business it brings to the Enterprise Zone contributes to the sustainability of Cornwall Airport Newquay, which directly supports 959 jobs and has an overall economic impact of £48million GVA to Cornwall."
The rationale was to provide large loans (in excess of £300k) to unlock a wide range of projects that contributed to economic growth, the creation and safeguarding of jobs on the presumption that the borrower was unable to secure finance and the project would not be able to proceed without GPF. Because this fund was primarily for loans it would provide Cornwall with an ‘evergreen’ source of revolving funding which would grow in size with each cycle of investment.

The loan fund has complemented other sources of public funds.

3 loans totalling £4.9m and one grant of £1m have been contracted. The first investment cycle (lending and repayment) of GPF will have been achieved by 2018, by which time it is forecast to have increased by £1m (circa 20%).

This investment has leveraged £39.5m.

- Pendennis Super Yachts in Falmouth – loan as part of £23.9m investment which included ERDF, that developed 18,036sqm of specialist boat refit workspace and new wet basin, supporting 422 direct and indirect jobs.
- Warrens Bakery in St Just – loan to complete investment package of £552k to refit and rebrand over 40 shops.
- Wombwell Homes (Lostwithiel) Ltd – loan in conjunction with the Homes & Communities Agency to complete the development funding package for a new 44 unit residential homes scheme in the centre of Lostwithiel.
- Great Western Railway – a grant to leverage £13m to provide an upgraded Night Riviera Sleeper Service from Penzance to London supporting approximately 365 direct and indirect jobs.

GROWING PLACES
FUND OVERVIEW
GROWING PLACES FUND STATISTICS

£5.9M of GPF has achieved the following for Cornwall:

- £5.9M
- 18,036 SQM WORKSPACE
- 44 HOMES
- 139 JOBS CREATED
- 727 JOBS INDIRECTLY SAFEGUARDED

For every £1 of GPF it has levered £6.69 of investment in Cornwall, totaling £39.5m

It has levered £39.5m of private sector investment, EU and national funds

- £22.2M PRIVATE FUNDS
- £17.3M EU & NATIONAL FUNDS

Existing loans are paying interest and the first capital repayments are due in 2016
- £6.69

It is forecast that the first full recycle of funds will be achieved early in 2018
- £22.2M

Loan funds are expected to grow by £1m by 2018
- £17.3M

GPF has contributed to the Cornish economy, to date

- 18,036 SQM WORKSPACE
- 44 HOMES
- 139 JOBS CREATED
- 727 JOBS INDIRECTLY SAFEGUARDED
Warrens Bakery Limited

Warrens Bakery is undergoing a complete rebrand and refit of all of its 50 retail shops, which was part funded by £300,000 loan from the Growing Places Fund.

And thanks to the relaunch, the company is reporting growth of an average of 26 per cent year on year, with hopes this figure will continue to rise in the future.

Simon Toft, Financial Director at Warrens Bakery, said:

“None of this work would have happened without the investment from the Growing Places Fund. Nothing had been invested in the shops for a number of years and they were looking run down and tired. Now we have created a new brand image and have seen huge success at the rebranded shops.”

The company has seen rapid growth since investment, with stores now offering customers a more upmarket, artisan feel alongside its high quality products.

Warrens, which was founded in St Just, West Cornwall in 1860 and is the oldest bakery in the county, also recently opened its first shop at a motorway service station, serving customers at the busy M5 stop at Cullompton, mid Devon.

Simon added:

“At a time when we couldn’t raise money from the banks, this cash was a great starting point for us. The money allowed us to refit and rebrand a few shops and prove to our financers that the brand was working, which has allowed us to receive more investment and continue to transform our business.”

The loan from the GPF formed part of a £550,000 initial investment which not only saw Warrens’ shops gain a new look but also helped to safeguard jobs.
Pendennis Shipyard Limited

Following a multi-million pound investment, Falmouth-based Pendennis Shipyard has enhanced its capabilities to build and refit some of the largest yachts in the world.

The investment has directly supported 140 local businesses and is on track to create 3,100 jobs and safeguard 3,500 more by the time the funds are fully spent in 2018/19.

The GPF loan of £4 million was part of a £23 million modernisation scheme at Pendennis, which also included cash from shareholders, the European Regional Development Fund and lenders the Royal Bank of Scotland.

The major development saw the Cornish company’s existing construction shed and tented refit facility replaced with three larger modern purpose-built halls. The first phase of works, which began in 2013, also included a new 80m long mast painting room, introduction of a larger 640 tonne travel hoist and addition of extra project offices, trade workshops and a hospitality suite.

A second phase of development saw the creation of a 7,564 sq metre wet basin alongside the yard, allowing Pendennis to moor yachts before and after work is carried out.

Mike Carr, Managing Director said:

“The boats are getting bigger so we needed to have bigger facilities to accommodate them. Thanks to this investment we have been able to increase capacity and now have facilities that are amongst the best in Northern Europe.”

The investment has also had a positive effect on the number of jobs at the Falmouth-based company. Thanks to the development works, from a baseline of 315 jobs, Pendennis has created 60 more. The total number of workers expected to grow as customers become aware of the new facility. The company also prides itself on its comprehensive apprenticeship scheme, which has welcomed over 170 young people through its doors over the past 17 years.

Mike added:

“Our growing staff bring with them a wealth of enthusiasm and new ideas, helping our business to improve, which is what it is all about. 2016 is a key year for us when we will see our hard work with the development pay off and we will not only see benefits in increased efficiency but growth in the business as well.”
Please contact the Cornwall and Isles of Scilly LEP for any further information regarding RGF and GPF.

info@cioslep.com
01872 224214
PO Box 723, 4W County Hall, Treyew Road, Truro TR1 9GH

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