

## Highlands and Islands Enterprise

### Approvals List October - December 2018

This approvals list for Highlands and Islands Enterprise provides details on financial assistance awarded to businesses, community groups, public sector partners and other organisations to deliver specific projects. The list also provides details on projects that are led and managed by HIE itself, sometimes in partnership with other organisations.

Please note that the sums relate to approvals, not payments. The approval simply shows that funds have been made available, but they will not be released until evidence is received which shows that the project or activity has gone ahead as planned. In addition, draw down of funds will be conditional on appropriate legal terms and conditions being agreed between HIE and the applicant and satisfaction of any pre-payment conditions.

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	Funding ERDF Amount
Argyll & the Islands	Kintyre Recycling Limited	Working capital support and re-focus of trading activity	42,000	42,000	0	0
Argyll & the Islands	Woodside Arran CIC	Woodside Arran Business Diversification	16,013	16,013	0	0
Argyll & the Islands	North Ayrshire Council	Delivering Arran Economic Plan Phase 2	79,000	39,500	0	0
Argyll & the Islands	Argyll and the Islands Area Team	Fairmile Building fit-out	45,000	45,000	0	0
Argyll & the Islands	Argyll and the Islands Area Team	European Marine Science Park Phase 2 Design	340,793	340,793	0	0

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	Funding ERDF Amount
Argyll & the Islands	Tobermory Harbour Association	Tobermory Harbour Phase 6a Development	425,000	115,000	0	0
Argyll & the Islands	Oban Communities Trust	Redevelopment of The Rockfield Centre	3,037,519	200,000	0	0
Argyll & the Islands	Tobermory Harbour Association	THA Developmental Training Plan	7,060	4,942	0	0
Business & Sector Development	Shetland Amenity Trust	ScotGrad Graduate Placement Programme - Tourism Development	23,898	10,037	0	6,692
Business & Sector Development	Orkney Creative Hub Community Interest Company	ScotGrad Graduate Placement Programme - Weaving Programme Development	19,915	8,365	0	5,576
Business & Sector Development	Buth Bheag Candle Company	ScotGrad Graduate Placement Programme - E-commerce and Process Development	12,518	5,258	0	3,505
Business & Sector Development	Biomatrix Water	ScotGrad Graduate Placement Programme - Environmental Market Research	20,484	4,916	0	3,278
Business & Sector Development	Shetland Amenity Trust	ScotGrad Graduate Placement Programme - Property Development	23,898	10,037	0	6,692
Business & Sector Development	Argyll and the Isles Coast and Countryside Trust	ScotGrad Graduate Placement Programme - Business and Process Improvement	26,174	10,993	0	7,329
Business & Sector Development	The Highlanders' Museum	ScotGrad Graduate Placement Programme - Archive Digitalisation	20,484	8,603	0	5,736

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Business & Sector Development	Orkney Disability Forum	ScotGrad Graduate Placement Programme - Business Development - Heritage Tours	19,915	8,365	0	5,576
Business & Sector Development	Stramash	ScotGrad Graduate Placement - Early Years Research	11,380	4,780	0	3,186
Business & Sector Development	Moray Art Centre	ScotGrad Graduate Placement Programme - Community Engagement and Marketing	22,760	9,559	0	6,373
Business & Sector Development	Highland BlindCraft	ScotGrad Graduate Placement Programme - Strategic Marketing	16,147	6,298	0	4,198
Business & Sector Development	The West Harris Trust	ScotGrad Graduate Placement Programme - Community Engagement and Events	20,484	8,603	0	5,736
Business & Sector Development	Dunoon Burgh Hall Trust	ScotGrad Graduate Placement Programme - Business Development - Venue and Events	22,760	9,559	0	6,373
Business & Sector Development	Shetland Arts Development Agency	ScotGrad Graduate Placement Programme - Community Engagement - Business Development	22,760	9,559	0	6,373
Business & Sector Development	Aurora Sustainability Ltd	ScotGrad Graduate Placement Programme - Sustainability Systems Development	2,019	545	0	364
Business & Sector Development	Elsie Normington Foundation (ENF)	ScotGrad Graduate Placement Programme - Strategic Marketing Development	27,312	11,471	0	7,647
Business & Sector Development	Business and Sector Development	Emerging Leaders and Strategic Leadership 2018-2023	1,156,000	543,600	0	362,400
Business & Sector Development	Business and Sector Development	Leadership Programme Mentoring 2018-2023	324,000	194,400	0	129,600

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	Funding ERDF Amount
Business & Sector Development	Business and Sector Development	Leadership programme Admin Support	92,000	55,200	0	36,800
Business & Sector Development	Business and Sector Development	Leadership Programme Clients Travel and subsistence	72,000	72,000	0	0
Business & Sector Development	Business and Sector Development	Automation and Robotics Showcase 2019 and 2020	48,000	48,000	0	0
Business & Sector Development	Gael Force Group Ltd	Innovation Knowledge Transfer - Seaquare Research and Development Project	250,000	250,000	0	0
Business & Sector Development	Energy Technology Partnership	Knowledge Exchange Network - Phase 3	3,989,566	150,018	0	0
Business & Sector Development	Sandstone Press Ltd	International Highlands and Islands Go Global - Frankfurt and London Book Fairs 2018/19	3,527	1,058	0	706
Business & Sector Development	The Lovat Loch Ness Limited	International Highlands and Islands Go Global - Canada Market Visit 2018/19	1,787	533	0	355
Business & Sector Development	Spirit Journeys Worldwide	International Highlands and Islands Go Global - Business Development New York, Canada and India 2018/19	11,400	3,120	0	2,080

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Business & Sector Development	Royal Highland Hotel	International Highlands and Islands Go Global - New York Times Travel Show 2019	5,500	1,485	0	990
Business & Sector Development	Interactive Health Limited	International Highlands and Islands Go Global - International Market Development 2018/19	5,355	1,607	0	1,071
Business & Sector Development	Greenmade	International Highlands and Islands Go Global - Trade Fair Poland 2019	1,856	557	0	371
Business & Sector Development	Hebridean Ceramics Ltd	International Highlands and Islands Go Global - Scotlands Trade Fair International Event Spring 2019	1,846	554	0	369
Business & Sector Development	Ortak Ltd	International Highlands and Islands Go Global - Tuscon Jewellery Show 2019	11,751	3,031	0	2,022
Business & Sector Development	Orkney Distilling Ltd	China Market Development Programme	10,000	5,000	0	0
Business & Sector Development	Sinclair Breweries Ltd	China Market Development Programme	10,000	5,000	0	0
Business & Sector Development	Business and Sector Development	Business Support Staff costs	20,500	20,500	0	0
Business & Sector Development	Great Scot (Scotland) Ltd	International Highlands and Islands Go Global - Market Development Asia	8,364	2,509	0	1,673
Business & Sector Development	WooHa Brewing Company Limited	International Highlands and Islands Go Global - Market Development China 2019	8,500	2,145	0	1,430

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Business & Sector Development	WooHa Brewing Company Limited	International Highlands and Islands Go Global - Market Development Canada 2018/19	7,456	2,237	0	1,491
Business & Sector Development	PDK Shellfish Limited	China Market Development Programme	10,000	5,000	0	0
Business & Sector Development	Lochfyne Langoustines Ltd	China Market Development Programme	10,000	5,000	0	0
Business & Sector Development	University of Strathclyde Business School	Innovation Knowledge Transfer Fair Innovative and Transformative Work in Scotland Year 3	206,669	31,000	0	0
Business & Sector Development	Interface-online	Innovation Knowledge Transfer Interface Highlands and Islands Support August 2019 to July 2022	570,015	270,000	0	0
Business & Sector Development	Ravens Rock Ltd	Innovation Knowledge Transfer Small Innovation grant Ravens Rock Ltd	25,000	15,000	0	0
Business & Sector Development	Business and Sector Development	Marine Bioprocessing Centre Engineering Works	20,000	20,000	0	0
Business & Sector Development	Business and Sector Development	Northern Innovation Hub - Coding Academy	788,500	0	469,500	0
Business & Sector Development	Culloden Foods Limited t/a Harry Gow	Technology Placement Programme - IT Process Improvement	24,000	0	6,000	6,000

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	Funding ERDF Amount
Business & Sector Development	Business and Sector Development	UK Vertical Launch Core staffing costs	460,974	460,974	0	0
Business & Sector Development	Business and Sector Development	Innovation Knowledge Transfer Innovation Service 2019-22 - Core costs and marketing and communications and specialist advice	1,062,658	606,129	0	456,529
Business & Sector Development	Business and Sector Development	HIE Budget to support third party professional advice on UK Vertical Launch Site Operator models	45,000	45,000	0	0
Business & Sector Development	Business and Sector Development	HIE Budget to support third party professional advice on UK Vertical Launch Programme Management	245,009	245,009	0	0
Business & Sector Development	Construction Scotland Innovation Centre	Construction Scotland Innovation Centre Phase 2 Funding	10,980,000	500,000	0	0
Business & Sector Development	MIME Technologies Limited	Innovation Knowledge Transfer Small innovation grant - sensor integration	13,750	13,750	0	0
Business & Sector Development	Business and Sector Development	Innovation Knowledge Transfer Innovate Your Business 2019-2022	176,146	88,073	0	88,073
Business Improvement & IA	Business Improvement and Internal Audit	FOI Support 2018-19	15,000	15,000	0	0

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	Funding ERDF Amount
Caithness & Sutherland	Caithness and Sutherland Area Team	CNSRP Independent Chair 2018-2020	22,000	3,400	0	0
Caithness & Sutherland	North Highland College - HQ	Golf School 2018	75,000	15,000	0	0
Caithness & Sutherland	AGM Batteries Ltd	2018 AGM Advanced Hybrid Energy Storage System	120,000	54,000	0	0
Caithness & Sutherland	AGM Batteries Ltd	2018 AGM Coater Speed Trials	100,000	45,000	0	0
Caithness & Sutherland	Scrabster Seafoods Ltd	Scrabster Seafoods 2018 Marketing China	15,000	7,500	0	0
Caithness & Sutherland	Caithness and Sutherland Area Team	UK Vertical Launch additional work July - September 2018	74,000	74,000	0	0
Caithness & Sutherland	Dornoch Whisky Festival	2018 Dornoch Whisky Festival	13,312	6,379	0	0
Caithness & Sutherland	Caithness and Sutherland Area Team	Melness Crofters Estate - Land Valuation	10,000	10,000	0	0
Human Resources	Human Resources	Additional staffing costs	45,000	45,000	0	0
Inner Moray Firth	Port of Cromarty Firth	Phase 4 -Land Reclamation and New Quayside	31,000,000	5,450,000	0	2,300,000



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Inner Moray Firth	Inverness Airport Business Park Limited	Aerospace Zone - consultancy for assessment and initial planning	8,600	4,300	0	0
Inner Moray Firth	Gael Force Group Ltd	Seaquire Research and Development Project	914,000	207,000	0	0
Inner Moray Firth	Aquascot Ltd (HQ)	Brand Incubator	132,000	66,000	0	0
Inner Moray Firth	John Gordon and Son	Ari Mill upgrade and new treatment plant project	1,008,000	170,000	0	0
Inner Moray Firth	Highland Fine Cheeses Limited	Branding: new package design	15,360	7,680	0	0
Inner Moray Firth	Grants of Dalvey	International Expansion	94,400	28,320	0	0
Inner Moray Firth	Campbells of Beaully	Expansion of the manufacturing facility	130,710	39,213	0	0
Inner Moray Firth	Jacobite Cruises HQ	Business Development and Expansion	3,349,000	352,500	0	0
Inner Moray Firth	Eileen Gatt	Studio Workshop Development	80,000	30,000	0	0
Inner Moray Firth	The Apprentice Store Ltd	Interim Sustainability Support	30,000	30,000	0	0
Inner Moray Firth	MIME Technologies Limited	Bridge finance - Working capital grant 2018-19	56,450	32,684	0	0

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Inner Moray Firth	Dingwall Business Association	Dingwall BID Initiative	37,523	12,523	0	0
Inner Moray Firth	Tain and District Development Trust	Development of a Community Enterprise Hub	49,405	41,000	0	0
Innse Gall	Stornoway Port Authority	Stornoway Port Authority Newton Basin	11,009,068	3,500,000	0	0
Innse Gall	Gallan Head Community Trust	Delivery Resource	6,000	6,000	0	0
Innse Gall	Hebridean Seaweed Company Limited	Seaweed processing business expansion	6,959,000	659,000	0	0
Innse Gall	Co-Chomunn Na Hearadh Ltd	24hr Rural Fuel Supply	35,220	7,337	0	0
Innse Gall	Ionad Hiort	Ionad Hiort Accelerator Programme	13,000	13,000	0	0
Innse Gall	UIG DEVELOPMENT TRUST	Uig AMC Delivery Resource 2018-2021	75,438	75,438	0	0
Lochaber Skye and Wester Ross	Glencoe Mountain Limited	Purchase of Snow Factory Equipment	350,000	140,000	0	0
Lochaber Skye and Wester Ross	Isle of Skye Paint Company Limited	Exhibition Attendance and Working Capital	85,000	34,000	0	0
Lochaber Skye and Wester Ross	SkyeConnect Limited	Development Funding 2019	85,000	70,000	0	0

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Lochaber Skye and Wester Ross	Jane MacFarlane t/a Glenfinnan House Hotel	Development of Glenfinnan House Hotel	94,400	23,600	0	0
Lochaber Skye and Wester Ross	Nevis Range Development Company Limited	Mobile payment and ticketing system	60,400	15,100	0	0
Lochaber Skye and Wester Ross	Raasay Development Trust Limited	Raasay Marine Assets Phase 1	17,558	4,985	0	0
Lochaber Skye and Wester Ross	Staffin Community Trust Limited	Staffin Slipway New Design Project	16,340	14,840	0	0
Lochaber Skye and Wester Ross	Mallaig & District Swimming Pool	Upgrade Mallaig Pool & Leisure Centre	122,402	39,950	0	0
Lochaber Skye and Wester Ross	West Highland College UHI	STEM Centre - Planning costs	398,000	147,500	0	0
Lochaber Skye and Wester Ross	Lochaber Skye and Wester Ross Area Team	Specialist Advice re The Underwater Centre	80,000	80,000	0	0
Lochaber Skye and Wester Ross	Lochaber Skye and Wester Ross Area Team	Consultancy Loch Linnhe Subsea Campus	150,000	75,000	0	0
Moray	Lecht Ski Company Ltd	Snow Making Facilities	520,000	208,000	0	0

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Moray	Biomatrix Water International growth	Research and Development	305,140	103,420	0	0
Moray	Moray Area Team	Provision of New Boilers - Horizon Scotland	45,830	45,830	0	0
Moray	Moray Area Team	Talent Attraction - Moray Pilot	127,576	127,576		
Moray	Bodysurf Scotland	Business Development 2019-2020	350,000	25,000		
Moray	Pinefield Glass Limited	Digital Automation Project	37,505	18,752		
Orkney	Business and Sector Development	HIE Orkney Specialist Advice budget 2019 top up	35,000	35,000	0	0
Orkney	Highland Brewing Company Ltd	Brewery Expansion and Visitor Centre	1,063,500	221,500	0	0
Orkney	Orkney Area Team	Orkney Marketing Digital Marketing costs 2018-19	46,000	12,400	18,600	0
Regional Development	Regional Development	Research Appraisal and Support Framework Lot 2 027 - Review of HIEs Support to Destinations	29,440	29,440	0	0
Regional Development	Regional Development	HIE Management System - Migrate to Private Cloud - Discovery Work	19,747	19,747	0	0
Regional Development	Regional Development	Data Science Education and Training	5,000	2,500	0	0
Regional Development	Regional Development	Inverness Campus - additional studies	20,000	15,334	0	0
Regional Development	Regional Development	Cairngorm Funicular Engineering Works	250,000	250,000	0	0

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	Funding ERDF Amount
Regional Development	Regional Development	Purchase of Snowmaking Equipment at Cairngorm Mountain	1,000,000	1,000,000	0	0
Regional Development	Regional Development	Research Appraisal and Support Framework Lot 2 031 - Floating Offshore Wind Mapping and Feasibility Study	11,000	11,000	0	0
Shetland	Shetland Tourism Association	Strategy Implementation Support	57,440	30,440	0	0
Shetland	Sandwick Social & Economic Development SCIO	Facilities Development	160,303	47,136	0	0
Shetland	Shetland Space Centre Limited	Satellite Tracking Ground Station Study	18,000	9,000	0	0
Strengthening Communities	Pairc Trust	Feasibility Study for Pairc Estate pier development	18,100	16,290	0	0
Strengthening Communities	An Comunn Gaidhealach - Head Office	Royal National Mod 2018-2020	540,000	100,000	0	0
Strengthening Communities	Strengthening Communities Group	Strengthening Communities National Conference 2019	79,500	59,500	0	0
Strengthening Communities	Glengarry Community Woodlands	Post Acquisition Asset Development	28,500	7,500	0	0
Strengthening Communities	Kyles Community Broadband	Community Broadband Scotland 3 SRDP Stage 1: Financial Due Diligence	12,000	0	12,000	0

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Strengthening Communities	Iona Energy Limited	Iona Energy Limited Financial Diligence Support	4,830	4,830	0	0

This approvals list is correct as at 9<sup>th</sup> January 2019 any subsequent changes or amendments to projects since this date will not be reflected in this report.

Total Project Costs	(Includes HIE applicant and other sources of Funding)
Net GIA	(HIE's Grant in Aid contribution)
Funding HIE Conduit	(Other funding administered through HIE)
EU Funding	(European funds administered through HIE)

## WES Approvals

Business Unit	Applicant Name	Project Description	Total Project Cost (£)	Net GIA (£)	Funding HIE Conduit Amount (£)	EU Funding (£)
Non-Hie Network	Mocean Energy Limited	Novel Wave Energy Convertor Call: Stage 3	3,324,720	3,324,720	0	0
Non-Hie Network	AWS Ocean Energy Ltd	Novel Wave Energy Convertor Call: Stage 4	3,321,226	3,321,226	0	0