

## Highlands and Islands Enterprise

### Approvals List October - December 2017

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	EU Funding
Argyll & the Islands	Argyll and the Islands Area Team	Glenshellach Oban Land Release	450,303	450,303	0	0
Argyll & the Islands	Auchrannie Leisure Ltd	Staff Development Programme	172,926	60,000	0	0
Argyll & the Islands	Mull and Iona Community Trust	Mull and Iona Community Trust Resilience Projects Manager	76,217	64,448	0	0
Argyll & the Islands	Argyll and the Islands Area Team	Oban as a University Town Programme Management - Planning Phase	20,000	20,000	0	0
Argyll & the Islands	Scottish Association for Marine Science HQ	Change Management Support	68,200	22,500	0	0
Argyll & the Islands	Stramash	Stramash - Working Capital Support	65,000	50,000	0	0
Argyll & the Islands	The Dunoon Project	The Dunoon Project Feasibility Study	40,000	20,000	0	0
Argyll & the Islands	Argyll and the Islands Area Team	Argyll & Bute Renewable Alliance Energy Promotion and Awareness Raising 2018-2020	38,000	18,000	0	0
Business & Sector Development	Business and Sector Development	Northern Innovation Hub - Life Sciences	1,956,395	0	1,363,645	482,750
Business & Sector Development	Business and Sector Development	Northern Innovation Hub - Staff, Communications and Consultancy	1,405,362	0	1,405,362	0

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
Business & Sector Development	Spirit Journeys Ltd	International Highlands & Islands Go Global - Inbound Tourism Development - International Markets	9,826	2,637	0	1,758
Business & Sector Development	Business and Sector Development	Innovation Team Costs	161,738	161,738	0	0
Business & Sector Development	Argyll and the Isles Tourism Cooperative Ltd	West Coast Tourism Destination Collaborative Project - Marine tourism product development scoping exercise	32,000	32,000	0	0
Business & Sector Development	Business and Sector Development	Creative Industries - Increasing Industry Interaction	5,000	5,000	0	0
Business & Sector Development	Hydrasun Limited	Innovation Knowledge Transfer Hydrasun Small Innovation grant project	20,800	12,900	0	0
Business & Sector Development	Dogrobes	International Highlands & Islands International Manager for Hire	28,600	8,580	0	5,720
Business & Sector Development	Calum Angus Mackay	International Highlands & Islands Go Global - International Celtic Development	2,768	830	0	554
Business & Sector Development	Norscot Joinery Ltd	ScotGrad Graduate Placement Programme - Strategic Marketing and Communications	20,484	4,916	0	3,278
Business & Sector Development	Royal Highland Hotel	International Highlands & Islands Go Global - International Business Development China and India	10,124	699	0	466
Business & Sector Development	Business and Sector Development	Staff CPD - International Executive Education	35,000	35,000	0	0
Business & Sector Development	Business and Sector Development	Creative Industries - Networks Contract Extension	337,000	202,200	0	134,800
Business & Sector Development	Business and Sector Development	Research Appraisal & Support Lot 1 17/18	117,000	117,000	0	0
Business & Sector Development	GlenWyvis Distillery Community Benefit Society	ScotGrad Graduate Placement Programme - Strategic Marketing and Tourism	22,760	5,462	0	3,642
Business & Sector Development	Hebridean Spa Ltd	International Highlands & Islands Go Global - Launch of Ishga Australia	10,450	3,135	0	2,090
Business & Sector Development	Cairngorm Mountain Ltd	Snow Factory Equipment Pilot	84,500	25,800	0	0

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
Business & Sector Development	Asgard Crafts	International Highlands & Islands Go Global - Trade Mission USA	6,216	1,051	0	701
Business & Sector Development	MIME Technologies Limited	International Highlands & Islands Go Global - Silicon Valley Learning Journey	2,967	876	0	584
Business & Sector Development	Phoenix Instinct	International Highlands & Islands Go Global - Trade Missions: Germany, USA and UAE	8,895	2,399	0	1,599
Business & Sector Development	Cairngorm Mountain Ltd	Innovation Knowledge Transfer Small Innovation Grant- CML Digital Infrastructure Development	52,390	15,000	0	0
Business & Sector Development	Ferguson Transport (Spean Bridge) Limited	Integrated Aquaculture Rapid Mortality Recovery System	362,000	181,000	0	0
Business & Sector Development	Sandstone Press Ltd	International Highlands & Islands Go Global - Translation for International Market	17,005	5,000	0	0
Business & Sector Development	Sealladh na Beinne Moire	ScotGrad Graduate Placement - Strategic Marketing and PR Development	27,312	11,471	0	7,647
Business & Sector Development	R & B Distillers Limited	International Highlands & Islands Go Global - Asia Market Development	4,734	1,420	0	947
Business & Sector Development	Moray Waste Busters Limited	ScotGrad Graduate Placement - Project Development	20,484	8,603	0	5,736
Business & Sector Development	Aseptium Limited	ScotGrad Student Placement Programme - Strategic Engagement Research and Development	2,066	620	0	413
Business & Sector Development	Hoolr	Innovation Knowledge Transfer Hoolr small innovation grant project	30,000	7,500	0	7,500
Business & Sector Development	Wild Isle	Innovation Knowledge Transfer - Small Innovation Grant New Product Development	10,178	2,734	0	2,734
Business & Sector Development	Business and Sector Development	European Executive Education and Events	125,600	87,960	0	31,640
Business & Sector Development	Spey Valley Brewery Ltd	International Highlands & Islands Go Global - Japan Market Visit 2017	2,192	598	0	398
Business & Sector Development	Visual Performance Management Ltd	Innovation Knowledge Transfer Visual performance management small innovation grant	8,130	3,500	0	3,500

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
Business & Sector Development	Business and Sector Development	Support Service for External Funding and Scottish EDGE Support 2018 and 19 Round 12 to 15	49,750	49,750	0	0
Business & Sector Development	MIME Technologies Limited	ScotGrad Graduate Placement Programme - Strategic Marketing Development Officer	13,656	3,277	0	2,185
Business & Sector Development	Westray Development Trust	ScotGrad Graduate Placement Programme - Social and Economic Benefits Research and Development	22,760	9,559	0	6,373
Business & Sector Development	Business and Sector Development	Energy Market Intelligence and Due Diligence and Supply Chain Support	36,662	26,797	0	0
Business & Sector Development	Daffy's Gin	International Highlands & Islands Go Global - International Export Development	10,733	3,220	0	2,147
Business & Sector Development	H&I Adventures Ltd	Innovation Knowledge Transfer Innovation Support - collaborative development of Client Relationship Management	15,400	5,100	0	5,100
Business & Sector Development	Firth Attractions Ltd t/a Dolphin Spirit	International Highlands & Islands Go Global - International Business Development - Germany	2,651	727	0	484
Business & Sector Development	NessGro Ltd	ScotGrad Graduate Placement Programme - Digital Integration and Financial Process Improvement	13,087	3,141	0	2,094
Business & Sector Development	The Highland Council - HQ	Purchase of Specialist Plant & Equipment	125,000	62,500	0	0
Business & Sector Development	Cairngorm Mountain Ltd	Purchase of a Snow Blower and Ancillary Equipment	33,000	33,000	0	0
Business & Sector Development	Loch Ness Spirits Ltd	Innovation Knowledge Transfer - Small Innovation Grant for New Product Development	35,127	7,107	0	7,107
Business & Sector Development	Thule Ventus Ltd	Innovation Knowledge Transfer Small Innovation Grant Salt Cod New Product Development	13,089	3,357	0	3,357
Business & Sector Development	Bakka Ltd	International Highlands & Islands Go Global - Top Drawer and Scotland's Trade Fair 2018	2,899	870	0	580

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
Business Improvement & IA	Business Improvement and Internal Audit	Internal Audit Support Services	50,000	50,000	0	0
Business Improvement & IA	Business Improvement and Internal Audit	Digital HIE – Client Relationship Environment Support 2017-18	5,000	5,000	0	0
Caithness & Sutherland	JGC Engineering and Technical Services Ltd	JGC 2017 Renewable Energy Fabrication Equipment	630,000	150,000	0	0
Caithness & Sutherland	AGM Batteries Ltd	2017 AGM Specialist Equipment	1,095,000	200,000	0	0
Caithness & Sutherland	UpNorth! Community Development Trust	Needs Analysis Affordable Housing Project	4,764	4,764	0	0
Caithness & Sutherland	University of the Highlands and Islands (UHI)	Better Conversation Bus Tour	18,000	5,000	0	0
Caithness & Sutherland	Simpson Oils Ltd	2017 Simpson Oils Wick Harbour fuel pipes	400,000	80,000	0	0
Caithness & Sutherland	North Coast 500 Ltd	Digital Growth	22,385	15,000	0	0
Caithness & Sutherland	Messers Lamont T/A Mackays Hotel	3 Year Marketing Strategy	2,500	1,000	0	0
Caithness & Sutherland	Reids of Caithness	2017 Working Capital	125,500	105,000	0	0
Caithness & Sutherland	Caithness and Sutherland Area Team	True North Support Services	10,000	10,000	0	0
Caithness & Sutherland	Lairg and District Community Initiatives	Lairg Care and Well Being Centre PO Support	31,500	4,000	0	0
Finance & Corporate Services	Finance and Corporate Services Group	Records Storage 2017-2020	95,000	95,000	0	0
Human Resources	Human Resources	Executive Development	50,000	50,000	0	0
Inner Moray Firth	Black Isle Bronze	Foundry Expansion	200,000	60,000	0	0
Inner Moray Firth	Highland Network Limited	Training and Development Support	48,540	16,000	0	0
Inner Moray Firth	The Highlanders' Museum	Digital Development	15,900	6,360	0	0
Inner Moray Firth	Ashers Bakery Ltd	Capex and Business Growth	167,550	35,910	0	0
Inner Moray Firth	Kirker Europe Ltd	Attendance at International Trade Show	25,068	5,000	0	0

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
Inner Moray Firth	Inner Moray Firth Area Team	IMF Admin Support 2017 - 2019	80,000	80,000	0	0
Inner Moray Firth	Shieling Project	Environmental Build Project	132,311	50,000	0	0
Inner Moray Firth	Nairn Improvement Community Enterprise	Nairn BID Initiative xref HMS 9359970	49,240	19,240	0	0
Inner Moray Firth	Inner Moray Firth Area Team	Business Engagement 2017-2018	62,060	62,060	0	0
Inner Moray Firth	Inner Moray Firth Area Team	Specialist Due Diligence Support Costs for HIE IMF clients 2017-18	100,000	100,000	0	0
Innse Gall	Comunn Eachdraidh Nis	Redevelopment of Former School to Community Heritage Hub	683,881	80,000	0	0
Innse Gall	Outer Hebrides Tourism Community Interest Company	Hebridean Way - becoming one of Scotland's Great Trails	273,840	96,940	0	0
Innse Gall	Western Isles Credit Union t/a HI-Scot Credit Union	Consolidation of Credit Union	160,000	82,500	0	0
Innse Gall	Urras Oighreachd Ghabhsainn (Galson Estate Trust)	Gaelic Development Officer	102,513	30,482	0	0
Innse Gall	MG Alba	Management Development Programme	6,400	3,200	0	0
Lochaber Skye & Wester Ross	Cara Gray	Restaurant business development	254,000	61,200	0	0
Lochaber Skye & Wester Ross	Hebridean Isles Trading Company	Building Development	48,200	16,870	0	0
Lochaber Skye & Wester Ross	HWEnergy Limited	Marketing and Training programme 2017-18	65,208	24,900	0	0
Lochaber Skye & Wester Ross	Scott & Nadia MacLucas-Paton	Eco Campsite Expansion	26,000	7,800	0	0
Lochaber Skye & Wester Ross	Lochbroom Woodfuels Ltd	Business Development 2017-2018	8,605	5,077	0	0
Lochaber Skye & Wester Ross	Kyle & Lochalsh Community Trust	Kyle Pontoons and Moorings Expansion Feasibility Study	5,760	2,000	0	0
Lochaber Skye & Wester Ross	Glencoe Mountain Limited	Snow Factory Equipment Trial	89,000	44,500	0	0

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
Lochaber Skye & Wester Ross	Ullapool Harbour Trust	Jetty - Costed Design Plans and Survey	18,600	7,440	0	0
Lochaber Skye & Wester Ross	Rural Design Ltd	Business Expansion	282,170	58,000	0	0
Lochaber Skye & Wester Ross	Canna Renewable Energy and Electrification Limited	Canna Renewable Energy and Electrification Project	1,315,041	50,000	0	0
Lochaber Skye & Wester Ross	Young Films Foundation	New talent development - Pilot Writers Mentoring Programme	76,898	27,683	0	0
Lochaber Skye & Wester Ross	Portree and Braes Community Trust SCIO	Portree and Braes Community Trust SCIO Local Development Officer 2018-2020	107,343	107,343	0	0
Lochaber Skye & Wester Ross	Fort William Tailrace Development Group	Tailrace Project Options Appraisal	9,000	3,000	0	0
Lochaber Skye & Wester Ross	West Highland College UHI	West Highland College Development Studies	188,000	94,000	0	0
Moray	Johnstons of Elgin	Research and Development and Workforce Development 2017-19	539,240	177,950	0	0
Moray	Third Sector Interface Moray	Social Enterprise Support 2018 - 2020	240,000	67,500	0	0
Moray	Christie Elite Nurseries Ltd	Research and Development - Tree Sapling - Grading Automation	233,816	105,467	0	0
Moray	Lecht Ski Company Ltd	Snow Factory Equipment Trial	76,400	21,825	0	0
Moray	Moray Area Team	Strengthening Communities Sectoral Engagement and Support Activities 2018 - 2020	20,000	20,000	0	0
Moray	Moray Chamber of Commerce	Development of a Tourism BID for Moray	45,000	25,000	0	0
Orkney	W F M Brown Ltd	W F M Brown Bakery Development 2017	731,550	73,150	0	0
Orkney	Orkney Cheese Company Ltd	Marketing Programme and Equipment 17-18	157,000	66,100	0	0
Orkney	Angus Kylee Partners Limited	Development of premises	850,000	191,250	0	0
Orkney	Orkney Crafts Association	Country Living and Scotland's Trade Fair attendance	27,508	5,501	8,253	0
Orkney	North Ronaldsay Trust	Community Development Officer funding	41,516	9,341	0	0



Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
Orkney	Orkney Tourism Group	Chief Executive post and Orkney Tourism Group activities	199,571	38,642	0	0
Orkney	Orkney Food & Drink	BBC and Scotland's Speciality Food show attendance 2017-18	12,027	2,405	3,609	0
Regional Development	Regional Development	HIE Marketing 2017-20	483,000	483,000	0	0
Regional Development	Regional Development	Property Management Contract 2017-2020	715,450	715,450	0	0
Regional Development	Regional Development	Science Skills Academy - Newton Modules and Programme Development	100,000	0	100,000	0
Regional Development	Edinburgh University	Blue Growth Marine Renewables Data Challenge	14,765	10,000	0	0
Regional Development	Regional Development	Research, Appraisal and Support Lot 2 Economic Impact Assessment	400,000	400,000	0	0
Regional Development	Regional Development	Marketing Team staff costs 2017-19	186,688	186,688	0	0
Regional Development	Simpson (Buckie) Limited	Cyber Essentials Accreditation	600	0	600	0
Regional Development	Regional Development	Website development 2017-20	400,000	400,000	0	0
Regional Development	Johnstons of Elgin	Cyber Essentials Accreditation	650	0	650	0
Regional Development	Regional Development	Centre for Health Sciences Phase 2 - Professional Fees	407,276	407,276	0	0
Regional Development	Regional Development	Research, Appraisal and Support Framework Lot 3 002 – Digital Economy Business Survey 2017 - Highlands and Islands Analysis	8,200	8,200	0	0
Regional Development	Regional Development	Strathcona House Enterprise Park Forres Landlords Works	150,000	150,000	0	0
Regional Development	Regional Development	Research Appraisal and Support Lot 3 003 - Shetland Tourism Strategy	10,000	10,000	0	0
Shetland	Ocean Kinetics Limited	Non-Destructive Testing Facility	625,936	125,187	0	0



Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
Shetland	Niela Kalra	Business Expansion Project	79,600	29,200	0	0
Shetland	Lerwick Port Authority	Lerwick Fish Market	8,888,132	586,879	0	0
Shetland	University of the Highlands and Islands (UHI)	Feasibility into Chair of Seafood Industries	28,158	12,079	0	0
Shetland	Shetland Space Centre Limited	Unst Space Centre Business Plan	13,500	6,750	0	0
Shetland	Malakoff Limited	Malakoff - Workforce Development 2017 - 2020	313,460	120,000	0	0
Shetland	Shetland Area Team	Establishing a Cluster of Oil and Gas Supply Chain Companies	9,801	9,801	0	0
Strengthening Communities	Gairloch & District Heritage Company	Legal fees for acquisition of new museum building	9,760	9,760	0	0
Strengthening Communities	Findhorn Village Conservation Company	Professional support post-acquisition	4,000	4,000	0	0
Strengthening Communities	Scottish Urban Regeneration Forum	Dunoon Alliance for Action	34,000	17,000	0	0
Strengthening Communities	Strengthening Communities Group	Impact Hub Support for Young People	15,000	15,000	0	0
Strengthening Communities	Strathpeffer Pavilion Community Steering Group	Strathpeffer Pavilion Community Steering Group - Start up support	4,500	4,500	0	0
Strengthening Communities	Regional Screen Scotland Ltd	2018-21 Community Cinema Development Programme	1,163,250	75,000	0	0
Strengthening Communities	Strengthening Communities Group	Community Assets Team Senior Development Manager Maternity Cover	49,572	49,572	0	0
Strengthening Communities	Isle of Canna Community Development Trust	Renewables Development Officer	30,000	10,000	0	0
Strengthening Communities	The Shetland Distillery Company	Dialect Innovation Investment	15,306	9,949	0	0
Strengthening Communities	Kyles Community Broadband	Community Broadband Scotland Revised Project Management Legal and Financial Support	49,728	0	49,728	0
Strengthening Communities	Urras nan Tursachan	2017 Year of History, Heritage and Archaeology Digital Adoption Scheme	31,250	25,000	0	0

Business Unit	Client Name	Project Description	Total Project Cost	Net GIA (£)	Funding HIE Conduit Amount	EU Funding
		Urras nan Tursachan				
Strengthening Communities	Comann Eachdraidh Lois Mor	Business Development through Gaelic on Lismore	16,400	10,000	0	0
Strengthening Communities	Strengthening Communities Group	INTERREG North West Europe – Support Network for Social Entrepreneurs Project - Step 2 Application Writing Support	9,500	9,500	0	0
Strengthening Communities	Sealladh na Beinne Moire	Procurement Support	12,627	5,051	0	0

This approvals list is correct as at 4<sup>th</sup> January 2018, 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 (£)
Wave Energy Scotland	Wave Energy Scotland	Innovation Landscape Analysis: Cost Reduction in Supporting Infrastructure - Electrical Connection	66,850	66,850	0	0
Wave Energy Scotland	University of Bath	WES Controls Systems Call: Stage 1	41,850	41,850	0	0
Wave Energy Scotland	University of Bath	WES Controls Systems Call: Stage 2	34,434	34,434	0	0
Wave Energy Scotland	Cheros Srl	WES Controls Systems Call: Stage 3	47,000	47,000	0	0
Wave Energy Scotland	EPF Elettotecnica Srl	WES Controls Systems Call: Stage 4	41,690	41,690	0	0
Wave Energy Scotland	Innosea Ltd	WES Controls Systems Call: Stage 5	47,000	47,000	0	0
Wave Energy Scotland	Industrial System & Controls Ltd	WES Controls Systems Call: Stage 6	47,000	47,000	0	0
Wave Energy Scotland	MarynSol Ltd	WES Controls Systems Call: Stage 7	46,200	46,200	0	0
Wave Energy Scotland	MaxSim Ltd	WES Controls Systems Call: Stage 8	46,926	46,926	0	0
Wave Energy Scotland	Queen Mary University of London	WES Controls Systems Call: Stage 9	28,209	28,209	0	0
Wave Energy Scotland	Sgurr Control Ltd	WES Controls Systems Call: Stage 10	47,000	47,000	0	0
Wave Energy Scotland	Tecnalia	WES Controls Systems Call: Stage 11	45,000	45,000	0	0
Wave Energy Scotland	Wave Venture Ltd	WES Controls Systems Call: Stage 12	46,860	46,860	0	0
Wave Energy Scotland	CPower Alba Ltd	WES Controls Systems Call: Stage 13	46,900	46,900	0	0
Wave Energy Scotland	Wave Energy Scotland	Innovation Landscape Analysis: Cost Reduction in Supporting Infrastructure - Moorings + Foundations	69,350	69,350	0	0