Inside this issue...

News
Update on creative industries research, tourism intelligence, food & drink app, new opportunities to network

Business profiles
Twenty Ten Architecture Ltd and The Woodhouse Coffee Shop

Special features
Growth Pipeline companies and a guide to procurement

Business Panel feature
Spring Trade Fair, Business Awards, Funding & Innovation Support Day

Interview with...
Colin MacPhail, Scottish Agricultural College

New Visitor Centre for Deanston Distillery
Welcome

This edition of Stirling Eye highlights the successes of our local economy, and includes a range of features with information to support the business community.

The special feature on procurement provides a guide to help businesses seek out and tender for public sector business opportunities. In conjunction with this, the Supplier Development Programme is proving very popular, particularly the free training events.

The 2012 Stirling Careers and Jobs event in May will provide a range of specialist advice and guidance to people looking for work, considering a career change, leaving education or wanting to start up their own business.

The Stirling Food & Drink iPhone App is an exciting new development for local food and drink businesses, to be launched before this summer, providing a key resource for both visitors and locals who are looking for a great place to eat or socialise. There is no charge to businesses for inclusion in the App. The ‘Spirit of Stirling Whisky Festival’ in May will see a number of distilleries exhibit their brands to visitors and connoisseurs from across the country and beyond.

Key business developments continue, with Waitrose progressing a new supermarket in Stirling, the new Forth Valley College Stirling Campus at Kildean due to open in the Spring, the opening of the Woodhouse Coffee Shop venture at Kippen, and a range of other developments in the pipeline. Encouragingly, the number of planning applications received by the Council is on the increase, which is a positive sign in these challenging economic times.

With the forthcoming opportunities of 2014, when Stirling will be a focus for visitors and tourists, local businesses are being encouraged to plan for what will be a big year. The Council will be working with the business community to maximise the economic benefits.

Kevin Robertson
Head of Economy Planning & Regulation
Stirling Council

Contact us...

Stirling Eye is published by Stirling Council’s Economic Support & Tourism service.

Editor: Joëlle Russell
Email: russelljl@stirling.gov.uk
Tel: 01786 442778
Visit: www.stirling.gov.uk/stirlingeye

Design: The Write People, Stirling
Email: susan@thewritepeople.co.uk
Tel: 01786 445022
Visit: www.thewritepeople.co.uk

Did you know?

Stirling Eye is distributed for free to over 3,100 local businesses, three times per annum.

Cover photo: Kindly provided by Burn Stewart Distillers.
Linnet Technology record bumper year

Stirling headquartered company Linnet Technology experienced a bumper year in 2011 and is preparing for growth in 2012 with the launch of a new product.

The company provides power protection products, including generators, Uninterruptible Power Supplies (UPS) and central battery systems. The company recently moved into larger premises at Manor Farm Business Park, ahead of the launch of a new hydrogen powered fuel backup system that has been developed jointly with Bristol company Auriga Energy.

James Laughlin, Technical Director, said: “2011 was an exceptional year. We increased both our turnover and profit. While demand was down in 2009 and 2010, we provide critical equipment and found customers couldn’t hold off investing in back up power technologies any longer.

“The new hydrogen powered fuel cell provides some major advantages over traditional backup systems, including long run times, a much smaller footprint than battery packs and the ability to remain operational in adverse weather in remote locations. The hydrogen systems are also much more environmentally friendly, with the only waste product water.”

www.linnet-tec.co.uk

Win-win for You Train and University Employment Zone & Job Shop

Duncan MacLeod, Managing Director of Stirling based You Train Ltd was delighted by the free online vacancy service offered by the Employment Zone & Job Shop at the University of Stirling: “This service has given us the opportunity to tap into students in a relevant discipline. The two students we are working with have more than exceeded our expectations and we would love to continue working with them after they graduate.”

Katy Gibson, one of the students working for You Train said: “The experience that I have gained of recruitment and working in an office environment has been brilliant. I’m sure it will help me to get a great job when I graduate.”

The Employment Zone and Job Shop is a free service at the University of Stirling. This service works with employers to develop opportunities for students to gain work experience and helps local organisations with their recruitment needs. (www.careers.stir.ac.uk/employers).

You Train Ltd specialises in the delivery of apprenticeships and Microsoft training (www.youtrain.co.uk).

Contract Scotland announced as finalist for Scottish Business Awards

Respected Stirling-based company Contract Scotland has been announced as a finalist of the 2012 Scottish Business Awards.

The recruitment specialist, which is located in Castle Business Park, has been shortlisted in the Corporate Social Responsibility (CSR) category for the work they have done helping people furthest from the employment market get back in to work, including unemployed women, ex-offenders and school leavers. The list of 90 finalists reads like a who’s who of leading Scottish businesses and includes Walkers Shortbread, Wiseman’s Dairy, Stagecoach Group and the Royal Bank of Scotland.

Emma Marriott, director of Contract Scotland, said: “We’re delighted to have been shortlisted for this prestigious award; particularly in the category for corporate and social responsibility.

“In tough economic times, we are proud to be helping local people in the Raploch area access jobs in the construction industry via our extensive network of contacts within the industry.

“We’ve been operating in Stirling since we opened for business in 1990 and feel it is only right that we continue to put something back into the area where we operate.”

www.contractscotland.co.uk

Did you know?

James Laughlin of Linnet Technology and Jas Singh of Auriga Energy recently attended the World Future Energy Summit in Abu Dhabi as part of the UK Trading Industry Delegation.

Contract Scotland announced as finalist for Scottish Business Awards

Respected Stirling-based company Contract Scotland has been announced as a finalist of the 2012 Scottish Business Awards.

The recruitment specialist, which is located in Castle Business Park, has been shortlisted in the Corporate Social Responsibility (CSR) category for the work they have done helping people furthest from the employment market get back in to work, including unemployed women, ex-offenders and school leavers. The list of 90 finalists reads like a who’s who of leading Scottish businesses and includes Walkers Shortbread, Wiseman’s Dairy, Stagecoach Group and the Royal Bank of Scotland.

Emma Marriott, director of Contract Scotland, said: “We’re delighted to have been shortlisted for this prestigious award; particularly in the category for corporate and social responsibility.

“In tough economic times, we are proud to be helping local people in the Raploch area access jobs in the construction industry via our extensive network of contacts within the industry.

“We’ve been operating in Stirling since we opened for business in 1990 and feel it is only right that we continue to put something back into the area where we operate.”

www.contractscotland.co.uk

Win-win for You Train and University Employment Zone & Job Shop

Duncan MacLeod, Managing Director of Stirling based You Train Ltd was delighted by the free online vacancy service offered by the Employment Zone & Job Shop at the University of Stirling: “This service has given us the opportunity to tap into students in a relevant discipline. The two students we are working with have more than exceeded our expectations and we would love to continue working with them after they graduate.”

Katy Gibson, one of the students working for You Train said: “The experience that I have gained of recruitment and working in an office environment has been brilliant. I’m sure it will help me to get a great job when I graduate.”

The Employment Zone and Job Shop is a free service at the University of Stirling. This service works with employers to develop opportunities for students to gain work experience and helps local organisations with their recruitment needs. (www.careers.stir.ac.uk/employers).

You Train Ltd specialises in the delivery of apprenticeships and Microsoft training (www.youtrain.co.uk).
**Local business news**

**Figment of imagination**

Stirling based Laura Fyfe started new business Figment in October 2011 because, as a writer, she was hoping to find a regular writing class with professional support. She couldn’t find any in the local area and saw a business opportunity.

Laura said: “As an English teacher and general lover of language, I felt qualified to provide others with the chance to get regular advice and encouragement on their writing. I love being able to give other writers the chance to build their confidence in their own imagination and expressive abilities. Forth Valley has so much creative potential, I aim to help nurture and showcase local talent.”

Figment runs creative writing classes in Stirling, Bridge of Allan and Falkirk. Classes are limited to ten writers per class, offering a high level of personalised support. Each class is tailored to the needs and preferences of the people present: travel writing, autobiography, poetry, short stories and novel writing can all be included. In each class, writers get the opportunity to share their writing (if they wish!) and receive feedback.

www.figmentcreativity.co.uk

**30 second interview**

**Name:** Shirley Macmillan  
**Job title:** Managing Director  
**Business:** Safe Paws Doggy Day Care Centre & Professional Pet Caring agency, Whitehouse Road, Springkerse Industrial Estate, Stirling.  
**Brief description:** A day care nursery for dogs with secure indoor/outdoor areas, fantastic facilities and experienced, loving staff - it really is doggy heaven! We also have over 50 home dog boarders, cat home visitors and professional dog walkers throughout Scotland.

**How do you get to work in the morning?** I’ve absolutely no idea it’s far too early in the morning!  
**What is your favourite place to eat out?** The Kingseat in Dollar is excellent.  
**What could Stirling most benefit from?** Upgrading Bandeath Kennels to provide the quality of services hard working staff and abandoned/lost dogs deserve.

**What is your favourite colour?** Pink, it’s the main colour of our day care and logo.  
**What is the best thing about doing business in Stirling?** A growing population with lots of dog lovers.  
**What do you think the biggest issue is for businesses in the Stirling area?** Less taxation and a more pro-enterprise approach from local and central government.

**What is the biggest issue for your business?** The current level of VAT is far too high.  
**What is your favourite shop?** Pets at Home!

**What is your greatest ambition?** Franchising our day care centre UK-wide and to launch a charity that rescues animals from miserable existences in foreign countries.

Safe Paws Doggy Day Care www.safepaws.co.uk / www.ukdogdaycare.co.uk

**Bastion Property Management celebrates its first year**

Bastion Property Management recently completed its first year of business – a year in which the company made its home in spacious offices at the Stirling Business Centre, Wellgreen. Although the company is young, its staff (all from the Stirling area) have several years’ experience in the local property market.

The company reported that a growing reputation for friendly efficiency has meant that they currently have over 150 clients. Director, Jackie Cave, provides the company’s full management service and there is also a letting team and property sales department.

Jackie said: “A combined 30 years in the property business make us confident that we can provide the best possible service to our sales and letting clients – and things like changes in legislation, maintaining a strong web presence - and the needs of our clients of course - still make every day interesting!”

www.bastionpropertymanagement.com

**STIRLING EYE** Focus on the local economy  
www.stirling.gov.uk/stirlingeye
Stirling mum brings Water Babies to Stirling

A Stirling mum has swapped a career in pharmacy to launch a new franchise of the world’s largest baby swimming school in the Forth Valley area.

Wendy Lambie, 35, gave up life behind the counter in May 2011 to open a branch of the famous Water Babies company in Stirling and help little ones to swim.

Established in 2002 and now teaching more than 24,000 babies a week across the UK, it is the first time a dedicated franchise has been opened in the Forth Valley area. Classes are already being expanded in Stirling, with local parents also able to take part nearby in Falkirk, Cumbernauld and Dunfermline.

Wendy, a mother-of-one from Strathallan Park, Cornton, said: “Water Babies has so much to offer. Not only do youngsters learn how to cope with water, but it’s fun too. Parents love bonding with their children in the pool, while the babies clearly enjoy every second of it.”

www.waterbabies.co.uk

Stirling company offers the chance to live history

Stirling Self Catering recently took over the letting of Plane Castle, which once played host to Mary Queen of Scots and Bonnie Prince Charlie. The castle, located near Stirling, can now be let by tourists and Scottish historical enthusiasts from all over the world.

By taking over the management, Stirling Self Catering hopes to increase the number of tourists attracted to the city and therefore hope to bolster the income made by tourism as a whole. Kirsteen Barr-Kearsey, owner, said: “Stirling is a key city in many tourists itinerary due to its abundance of history and important sites such as Stirling Castle and the National Wallace Monument. Overseas visitors in particular, want to fully embrace the whole Scottish experience and a stay at Plane Castle certainly gives them this unique chance.”

Stirling Self Catering is increasing the amount of properties it manages in 2012 and hopes to be able to offer a wide range of cultural amenities to any type of tourist who may wish to visit and experience Scotland.

www.stirlingselfcatering.co.uk

Stirling’s hidden gem

Castlecroft Bed and Breakfast in Stirling has been awarded a Trip Advisor Certificate of Excellence for 2011 and is a Trip Advisor Travellers’ Choice winner for 2012 in the ‘best service’ and ‘best value for money’ categories. Castlecroft was also rated Number 1 business in Stirling by Trip Advisor and has achieved a four star award from VisitScotland.

Laura MacPherson has owned Castlecroft for about two and a half years and has worked tirelessly to renovate and improve the property and bring it up to a four star standard.

Laura said: “I love what I do and I enjoy so much extending warm, sincere hospitality to our guests who come from all over the world, and it has been so rewarding to receive all the wonderful comments and reviews from them.”

Castlecroft is very centrally located just below Stirling castle and the “Upper Back Walk” and provides panoramic views from its guest lounge. For business guests, Castlecroft provides good access to key business locations, with Castle Business Park and the new Stirling Agricultural Centre just a couple of minutes drive away.

www.castlecroft-uk.com

One to watch… Creative Stirling

Creative Stirling is launching imminently. The not-for-profit Community Interest Company aims to foster emerging Scottish creative talent in a commercially sustainable business environment and be a model contemporary social enterprise and focal point for creative industries support, learning and cultural events. Creative Stirling is establishing a new cultural hub within the Old Town Jail, Stirling. To find out more, please visit www.creativestirling.com.
Efficient move to Touch Business Centre

Stirling based IT support and training company Efficient Client Services has relocated into larger premises at Touch Business Centre, near Stirling. Originally set up in 2009 by Jonathan Marnoch and Simon Grey, the company has steadily expanded its customer base and has enjoyed particular success with its bespoke IT training courses.

Service Delivery Manager Lisa Marnoch said: “We decided to move to Touch Business Centre when we saw the potential to create a first class training environment in addition to providing the quality office space we needed. The unique location not only provides a stunning backdrop close to the city centre but has suitable accommodation to house our support team and allow us to hold courses for up to 15 delegates.

“It is also our intention to market the facility for hire to other businesses who may have the occasional requirement for conducting offsite training or meetings.”

www.efficientcs.co.uk

DataSpace Scotland bring life to ex-MOD ammunitions store

After many years of being empty and neglected, the prominent Ex-MOD Ammunitions Store at Kippen Station on the A811 west of Stirling has been brought back to life as a highly secure document and data storage repository. Having outgrown their premises in Stirling’s Springkerse area, Dataspace Scotland were searching for a very much larger and highly secure facility in the Stirlingshire area for their growing records management business, and when this building became available on the open market, they jumped at the opportunity.

Jim Steel, Managing Director of Dataspace Scotland, said: “This is a fantastic building and location for our data management and storage operation, close to Stirling and Glasgow and highly secure - just what we were looking for.

“The building has been refurbished over the past year and is now fully operational, housing full height archive racking and a large media data vault. With the Lomond hills visible on one side and the Gargunnock and Fintry hills on the other, a more splendid and beautiful location would be hard to find to travel to work each morning.”

Dataspace Scotland offers businesses storage of archive documents or data backup offsite with retrieval on demand whenever it’s needed.

www.dataspacescotland.co.uk

A burning success in Callander

Callander entrepreneurs Neil Cameron and Wayne Johnson have combined their skills and started their own business – Purely Burners.

Identifying a gap in the market to supply and fit multi fuel burners, Neil and Wayne trained with HETAS (Heating Equipment Testing and Approval Scheme) to become approved installers and are also registered with the ICS (Institute of Chimney Sweeps).

They started Purely Burners in October 2011 and have opened up a showroom and retail outlet on Cross Street in Callander. Neil said: “We already have a vast range of suppliers and are fitting all sorts of stoves. It was important to us that we provided a one stop service for customers, so as well as supplying and fitting multi fuel stoves, we also provide a design service, complete post-installation service and a range of accessories, after care maintenance and support.

“Multi fuel burners are an economical and efficient way of heating the home. They also burn all sorts of fuel which can be very cheap or free. You wont see a skip full of petrol or oil but you do see skips full of wood!”

www.purelyburners.com
United Auctions hooks new outdoor store for Stirling Agricultural Centre

United Auctions (UA) has landed a new outdoor store, catering for the hunting, shooting and fishing market, at the Stirling Agricultural Centre.

Angling Active, one of the leading fishing tackle shops in Scotland, has relocated to UA’s headquarters from Stirling’s Colquhoun Street to allow for significant expansion of its product line, including country lifestyle clothing and footwear.

Run by father and son Martin and Chris Grantham, the company has tripled in size by leasing more than 6,600 sq ft at the Agricultural Centre.

Formerly known as Angling Centre Stirling, the business has changed its name to Angling Active, in line with its thriving online superstore, which supplies more than 8,000 specially selected items for fishing enthusiasts and professionals.

Chris Grantham, a licensed casting instructor, will also be making good use of the nearby river, allowing customers to ‘try before they buy’ and teaching casting technique – without hooks. The store is ideally located as it sits on the junction of the Rivers Forth and Teith, enabling customers to practise casting to both the left and right.

Angling Active

Free local business vouchers for holidaymakers in Lochearnhead

Lochearnhead tourism business Briar Cottages has launched an innovative deal to attract more visitors in 2012, while helping to promote local businesses.

The groundbreaking scheme offers a series of local gift incentives with bookings for the luxury and pet friendly cottages. This includes petrol vouchers for local garage Lix Toll, restaurant vouchers for the Lochearnhead Hotel and additional experiences including golf, water sports, wildlife park tickets and afternoon tea.

Owner Kim Proven said: “Tourism intelligence predicts a slow down on advanced bookings and spending in general. Loch Earn is naturally beautiful and will always attract visitors, nevertheless, I believe that people are being cautious, researching best value offers and booking last minute.

“In addition to attracting new and repeat guests to the Lochearnhead area of the Loch Lomond and the Trossachs National Park, I want to help promote neighbouring retail, leisure and hospitality businesses and see many benefits in working together with other local businesses.”

www.stayatbriar.co.uk

Balfron business helping to keep the worst of the Scottish weather out

A new Balfron based business is helping companies to keep the worst of the Scottish weather outside.

UKSAFETY mats design and supply a wide range of entrance mats and safety mats helping local companies to keep rain and dirt out of their premises and reduce the risk of accidents.

Owner Steve Turner, who has worked in the industry for many years and moved to Stirlingshire three years ago, said: “Keeping floors dry and safe can be a struggle, especially when you experience the extremes of weather that we get in this part of the world. For every 1,000 visitors, you get about 2 kg of dirt brought in on their shoes. Our entrance mats can trap around 80% of that dirt keeping things clean, safe and looking professional.”

Unlike many mats companies, UKSAFETY mats supply mats that can be easily cleaned in-house and do not need an outside contract for cleaning, Steve explained; “by being able to manage their own cleaning in-house, our customers can have cleaner mats when they need them most and save thousands of pounds a year in external laundry costs.”

www.uksafetymats.co.uk

Kim Proven with Robert Kerr, chef and owner of the The Lochearnhead Hotel

Briar Cottages

Local business news
Stirling based Vizibility Design has developed a new brand for local enterprise company STEP. The previous branding had been in place for several years and STEP felt that a new identity was required to reflect better the modern approach the organisation is taking to the development of the business sector in the Stirling area.

Scott Dickson, Director of Vizibility Design, said: “The new logo uses a cognitive illusion device to reflect steps moving upward which when viewed can also reflect forward moving arrows. The device is intended to reflect the positive dynamic nature of the business environment that STEP supports.”

The new identity will be featured within STEP’s new company website which aims to make it easier for local businesses to quickly find out what support and help STEP can provide, whether it’s business advice, help finding business premises, training or venue hire.

www.stepstirling.co.uk

Tooth+ named UK and Scotland’s Best Dental Practice

A private dental surgery in Stirling was named the UK’s Best Dental Practice and Best Practice Scotland at The Dentistry Awards 2011.

Set up by Dr Rachael Blyth in January 2010, the practice won the coveted titles due to its customer-focused approach to dentistry – providing a contemporary yet relaxed environment that ensures even the most nervous of patients enjoy visiting the dentist.

Pauline Rodger, Practice Manager, said: “This is fantastic news not only for tooth+ but for Scottish dentistry as a whole. We secretly hoped we might pick up the Scottish award but never dreamt we’d be shortlisted and win the UK’s top dental accolade.

“The surgery has maintained a high standard of patient care because the focus has always been on providing patients with the latest techniques and best care plans.” www.toothplus.co.uk

Macfarlane Gray win Independent Firm of the Year

Stirling based Chartered Accountants Macfarlane Gray has been named Scottish Independent Firm of the Year at the prestigious British Accountancy Awards, held at Old Billingsgate Market in London.

The category was judged on profitability, growth, professionalism, measurable success, innovation and responsibility in accountancy.

Senior director Alan Skilling, who has been with Macfarlane Gray for 27 years, said: “To win this national award is a tremendous achievement and a tribute to the quality and dedication of our people both past and present. We now have fifty people working at Macfarlane Gray and the firm has grown alongside our fantastic portfolio of clients.”

The judging panel said: “Macfarlane Gray has achieved success driven by constant innovation and won with the development of client-focused programmes, which allows it to provide bespoke and targeted service. It is clear that its success over many years has been based on its motto, ‘growth through quality’.”

www.macfarlanegray.co.uk

Look Good Feel Good Beauty Salon recently opened on the Main Street, Callander, sharing premises with Desirables Clothing.

The salon has been opened by Amy Gray, who studied beauty therapy at Perth College, before working for the Hilton Group and then spending two and a half years in eastern Australia gaining further experience in the beauty industry. Amy said: “After returning home from Australia, I decided to launch my own business in Callander.

“I am a great believer in all things natural, so I have chosen Dermalogica skin care range and offer prescriptive facial treatments and free face mapping. I also use the exclusive Natural Compatibles make up range from Australia and Sienna X tanning, providing a wide range of treatments to leave clients fully relaxed and pampered.”

www.lookgood-feelgood.co.uk
Touch Business Centre returns to full occupancy

Touch Business Centre near Cambusbarron, Stirling, welcomed four new companies to the business centre in 2011 bringing occupancy levels back up to 100%.

Margaret Plews, Office Manager at Touch Estates, said: “By listening to the needs of our existing clients and those looking to locate here, we were able to provide suitable space for all interested parties at the Business Centre. This paid dividends in 2011, with two tenants quickly occupying space within the newly divided Old Laundry building. It also enabled us to offer greater flexibility to some existing occupiers looking for differently configured space, allowing us to attract new tenants to the bigger units that became available.

“Following a particularly challenging 18 months in the run up to 2011, we were delighted to return to full occupancy in November.”

Businesses locating at Touch Business Centre in 2011 were:
- Wallingford Hydro Solutions – opened a new regional Scottish office in the Old Laundry in April 2011.
- Scotia – moved into space within the Old Laundry in August 2011 after outgrowing their home base.
- Efficient Client Services – took up two units within the main Business Centre in October 2011, allowing them to open a new training centre.
- Arran Distillers – moved into the main Business Centre in November 2011 to take up bigger office premises within Stirling.

Margaret continued: “The end of 2011 was hectic with reorganisation of accommodation to suit tenant requirements and new tenants moving-in. We are pleased that we have been able to retain existing tenants, whilst also attracting new businesses to the Centre.”

www.touchestate.co.uk
Business profile → Twenty Ten Architecture Ltd

Twenty Ten Architecture Ltd is a firm of chartered architects, based in Melville Terrace, Stirling. The business is led by Morag Phillips and Garry Freckleton and provides a range of architectural services to commercial and domestic clients throughout Scotland.

Services provided

Any building project can be a complex and daunting task, regardless of size. Twenty Ten’s aim is to make the task a lot easier for their clients by providing a range of services to guide them through each stage of the building process.

Garry Freckleton explained:

“We tailor our services to suit individual needs. Our services can cover anything from dimensional surveys, drawing and design; feasibility studies and help applying for statutory consents such as planning and building warrants; to preparation of tender documentation and administering building contracts.”

Twenty Ten’s client base

Twenty Ten works with clients from a range of sectors. Morag Phillips advised: “Our clients range from private individuals to property developers and include local and national companies, community groups, churches and colleges. Our work includes new build development and also alterations and extensions to existing buildings. We also have experience working with listed buildings and projects in conservation areas.”

On the drawing board

Garry provided an update on current projects:

“We are working on several interesting projects in the Stirling area at the moment, including a design for a 42 bed hotel in the city centre which will form an important part of the regeneration of the area, and a brand new purpose built childcare nursery which is planned to be sited within the new Kildean development.

“We are also working with several local community groups to develop their ideas for non-profit projects including Creative Stirling, and a feasibility study for a development at the high profile Helix regeneration project nearby in Falkirk. For feasibility studies we pull together the necessary professional team, including engineers, quantity surveyors and other specialists, and then develop a document for the client to use to progress their project to the next stage.

“Outside Stirling, we recently produced a design for a four storey mixed use development on Main Street, Camelon, which is now under construction with residential and retail uses proposed. We also have various ongoing projects in Glasgow, Edinburgh, and across Clackmannanshire, Fife and the Trossachs.”

Can’t move? Improve!

Twenty Ten has been working with the growing number of people looking to extend or alter their existing property.

Garry explained: “With the housing market in the doldrums and sales volume at a very low level – many homeowners find that they can’t sell their property at their target price, and there isn’t as much choice in property for sale. We work with our clients to realise the potential of the property they already have – whether they need more living space, family or dining rooms, or extra bedrooms for a growing family. We help make their property work for them and also increase its market value.”

www.2010architecture.com
Stirling Careers and Jobs Event

The second Stirling Careers and Jobs Event will take place at the Albert Halls in Stirling on Thursday 10th May, 10am - 4pm.

This is a free event aimed at a wide range of people, including those who are considering a change of career, looking for work, facing redundancy, leaving school, college or university or wanting to start their own business.

The event brings together in one venue a wealth of specialist advice, guidance and support. As well as providing information on employment opportunities for those attending, the event will provide information about changing career or starting a business. It will also assist young people to explore future career paths.

Exhibitors at the event will include local employers recruiting at the time of the event as well as recruitment agencies, training providers and support organisations; and specialist job search, career, business start up, volunteering, tax, welfare and benefits advisers.

If your organisation is recruiting or fits in to an exhibitor category and you wish to exhibit at the event, please contact Laura Melville on 01786 443028, email melvillel@stirling.gov.uk.

The event is being organised by Stirling Council and sponsored by the Stirling Observer and Central FM.

www.stirling.gov.uk/jobsevent

Visitor comments from last years’ event:
“ I gained a lot of information on available jobs, training opportunities and careers advice.”
“A great all round event that put hours of searching the web into one room. I have a wealth of knowledge on where to go from here and a job interview!”

Exhibitor comments from last years’ event:
“We were able to make contact with a wide range of individuals who did not know about the services we provide.”
“The event was efficiently organised. There was a good variety of visitors and exhibitors and it provided a very good opportunity to promote employment within the company.”

Did you know?
Local film production company, Small Majority captured last years’ event on video. The footage captures the experiences of visitors and exhibitors on the day. View the video at www.stirling.gov.uk/jobsevent.

50 km team endurance event, Aberfoyle, 24th August 2012

The Trossachs PLOD is the ultimate team endurance challenge, consisting of a gruelling 50 km course setting off at midnight from Aberfoyle on 24th August 2012. The event will raise funds for Action Medical Research Scotland and has been designed for groups, friends or work colleagues. Companies looking to develop team bonding will benefit, and for those seeking an out-and-out challenge against their competitors, this event promises to deliver on all fronts.

The 50 km trek gets underway, in torchlight, near Aberfoyle at midnight and takes you through some of the most challenging and breathtaking landscapes the Trossachs has to offer. After watching the sun rise, you will push on, through the next day, to the finish line to complete an adventure you will never forget. All of this is played out against the awesome backdrop of lochs, glens and majestic mountains. This circular hike will take you along tracks and paths, through glens, along rivers and burns, past mountains and lochs including Loch Drunkie, Loch Achray and Loch Venachar, through the village of Brig o’ Turk and sections of the Rob Roy Way. This team-challenge is one not to be missed!

Further information can be found at www.plod.org.uk/trossachs or by contacting Cecilia Cooper (Action Medical Research Scotland) on 01236 782820, email ccooper@action.org.uk.

www.stirling.gov.uk/stirlingeye

STIRLING EYE Focus on the local economy
Funding & Innovation Support Day

In September 2009, the Business Panel held a Funding & Innovation Support Day for local businesses and it has decided that the time is right to hold another event later this year.

By gathering together as many business support organisations as it can under one roof, it gives businesses the opportunity to find out exactly what support is available and if there is something suitable for their particular needs.

The Panel had almost thirty exhibitors at the 2009 event and hopes to at least match that this time.

Panel chairman Tony Moulsdale said: “With lack of time one of the main pressures for smaller businesses, this event is invaluable. By letting businesses see what is available by way of support and whether or not it is applicable to their business it saves so much time. Many visitors would spend more time trying to research this on their own and would not necessarily identify all the support available.

“It is also useful to be able to discuss business requirements and business support with someone with specialist knowledge. In some instances, knowledge of support that will be available in the future helps prevent businesses incurring unnecessary expense and wasting time. If someone has a business idea that is not fully developed, it is useful to know of support there, before embarking on new product development or product launch.”

The Funding and Innovation Support Day will take place on Tuesday 4 September 2012 at the macrobert centre.

Co-operative Development Scotland workshop/seminar

As mentioned in the last edition of Stirling Eye, the Stirling Business Panel and Co-operative Development Scotland (CDS) are hosting a workshop/seminar aimed at helping local businesses explore ways to work collaboratively for mutual benefit.

There are many reasons why your business might choose to work in collaboration with like-minded companies. Typically it can open up new market opportunities, perhaps internationally, and can help increase your buying or selling power. By working together to bid jointly for pieces of work you are in a better position to compete for the more lucrative contracts and open your business up to more opportunities that go beyond niche market activity.

This joint event will take place on the afternoon of 19 April 2012. Please go to the events section of the Business Panel website for more information and to book your place.

Stirling Business Panel and social networking

If you have a smart phone, the Business Panel now has a QR code that you can simply scan in to access the Business Panel’s Facebook page (pictured).

The Panel’s Facebook page is open to Panel members and you can write and share a message with other Panel members. This is a good way to promote your business locally and make new contacts.

On the same theme of social networking, it is now a year since the Business Panel first tweeted on Twitter. The Panel already has over 250 followers and this is another way to keep in touch with what is going on and to develop new business links.

The Stirling Business Panel also has a presence on ‘LinkedIn’ and ‘You Tube’.
Not already a Business Panel member?

Please contact Bill Fortune (Business Partnership Executive – Stirling Council) on 01786 443172, email panel@stirling.gov.uk or join online at www.stirlingbusinesspanel.org

Spring Trade Fair

As Stirling Eye went to print, the Stirling Business Panel was gearing up for its third annual Trade Fair on 22 March 2012 at Glendevon House, Castle Business Park.

The feedback from exhibitors and visitors alike will provide the Panel with information about whether to organise a Trade Fair for 2013 and the format that it should take.

While the Panel has been lucky to have had access to such superb venues (thanks to the Stirling Development Agency) for it Trade Fairs, it cannot rely on having access indefinitely and needs to think about where it can go in the longer term and the implications for exhibitor/visitor numbers, access and parking.

The Panel would like to thank Central FM and the Stirling Observer, who have supported all of its Trade Fairs to the present time.

Please look out for news from the Spring Trade Fair in the Summer edition of Stirling Eye.

Stirling Business Awards 2012

Main sponsor HSBC

30th March sees the closing date for entries to the Business Awards.

The finalists will be announced on the 7th May and the awards ceremony will be on the evening of Thursday 25th October 2012.

Good luck to everybody who has entered!

MEMBER PROFILE

Douglas Ross, Allan Water Brewhouse

In this edition of Stirling Eye, the Stirling Business Panel launches a new regular Panel member profile. Douglas Ross, owner of the Allan Water Brewhouse in Bridge of Allan is the first to be profiled...

Douglas is currently Chairman of the Bridge of Allan Merchants Association and is also a member of the Stirling Tourism Forum. For the previous ten years, he was Chairman of the Society of Independent Brewers Association (SIBA) Scottish branch, only stepping down from this position in January of this year.

Douglas founded the brewery in 1996 and operated as the Bridge of Allan Brewery for many years, changing to the more contemporary Allan Water Brewhouse in 2011.

Over the years, the business has brewed a full range of traditional beers, as well as more unusual and experimental beers. These include its award winning 1488 whisky beer. This particular ale won ‘Best drink of the Year’ in the Scotland Food & Drink Awards 2008.

In addition to the core brewing process, the original brewery in Bridge of Allan, behind the Adamo Hotel on Henderson Street, is a successful tourist destination in its own right.

Here, visitors, who travel from all over the world, can sample a wide variety of the products produced and have the art of brewing explained to them. Or they can stay and relax in the convivial atmosphere and sample the products in more depth.

The Brewhouse is open 7 days a week from 12 noon until 5pm (later at weekends) for tours, to enjoy a relaxing pint or to pick up some unique bottles. It is also available for private functions and corporate events.

Douglas has supported the Stirling Business Panel since its formation, noting that before, there was no single voice for the Stirling business community to take forward concerns that affected them all, whether large or small.
Deanston Distillery Visitor Centre – opening May 2012

Deanston Distillery, Stirling’s local whisky Distillery will open its new visitor centre this May. Owner, Burn Stewart Distillers, has invested around £300k in the new Visitor Centre which is part of an overall strategy to raise the profile of Deanston Highland Single Malt Whisky, which the Distillery produces for its key markets in Europe and in particular the USA.

Along with the 15 skilled Distillery workers who produce Deanston’s Whisky, the visitor centre will result in six full time jobs being created with additional staff required during the busy tourist season. The visitor centre expects to conduct upwards of 15,000 Distillery tours per year. Visitor & Retail Facilities Manager, Peter Semple, commented: “We are very excited at the opportunity for local people, UK and foreign visitors to experience Deanston Distillery and of course our great single malt whisky. We have been producing whisky since 1966, although the distillery was a cotton mill dating back to 1785. We are keen to play our role in the local community and Stirling area and be part of what already is a destination for many visitors with a plethora of quality visitor attractions and businesses in Scotland’s heart.”

The Distillery visitor centre will include guided tours, a tasting room and a cafe where Burn Stewart has partnered with a successful Stirling business.

Peter said: “We are delighted to have teamed up with local family run Blairmain’s Farm Shop and The Coffee Bothy to manage our Distillery cafe. The Bothy has a reputation for outstanding food and great service; together we will make a great team and deliver a great experience for all our visitors.”

www.deanstonmalt.com
It’s Royal Highland Show-time for Stirling food and drink producers

A long held ambition to see the cream of Stirling’s local food and drink companies exhibit on a shared stand at the Royal Highland Show has taken a step closer to being realised.

Local enterprise company STEP joined forces with Stirling Council’s Economic Support & Tourism team in Autumn last year in a bid to gauge interest amongst local producers to attend the 2012 Show.

Meetings held in November at Stirling Council City Chambers and at STEP saw strong levels of enthusiasm. So much so, that Stirling Council moved swiftly to commit £10,000 of support to apply for stand space within the Food & Drink Hall at Ingliston for this year’s Show. This will go some way to subsidising the cost for participating companies to exhibit at the four-day event, which runs from 21st to 24th June 2012.

The proposed ‘Stirling Tastes Good’ stand will have capacity for a maximum of 10 exhibiting companies.

Additional funding is being sought by STEP from Forth Valley and Lomond LEADER to help commit a resource to liaising with local food and drink companies in the run up to and during the Show, to develop a Stirling food and drink brand identity and to manage the overall PR and marketing effort.

STEP Executive Director, Gordon Bell said: “We have some fantastic food and drink businesses in the Stirling area; real ambassadors for innovation, entrepreneurial thinking and producing high quality products. An application has been submitted and we will find out in March if we have been successful in securing space at this year’s Show.

"This is a great opportunity to bring together quality local food and drink producers. It creates a dynamic that could really see us start to put Stirling well and truly on the Scottish food and drink map."

Are you a Stirling food and drink producer that is interested in participating? Contact Caroline Brown at STEP for further information on 01786 476703, email cbrown@stepstirling.co.uk.

Great meals out at your fingertips: The Stirling Food and Drink iPhone App

Stirling Council in association with the Stirling Food & Drink Forum is launching an exciting new development for local food and drink businesses.

The Stirling Food & Drink iPhone App will include basic information on food and drink outlets in the Stirling Council area. Users will be able to search by location, price and food type, and there will also be a special offers feature. Contact details, phone, email and web for each restaurant will also be included.

With the huge growth in smartphone use, we hope this iPhone App will become a key resource for both visitors and locals when looking for a great meal out.

So how do I get involved?

It’s easy, Stirling Council is looking for food and drink businesses to provide basic information for the Stirling Food and Drink iPhone App. There is no charge for inclusion!

Don’t miss out on a cost effective way of promoting your business.

All you need to do to register a food and drink business is complete a simple form with contact information and a short description of your establishment.

If you are interested in becoming part of this exciting new development, please email Jason Clark (Tourism Executive), Stirling Council at clarkj@stirling.gov.uk or call 01786 442532.
GOING FOR GROWTH?

Find out how Business Gateway Stirling can help

Business Gateway Stirling’s reputation for helping new businesses to get to the starting line and through the early stages of trading is well known. What is perhaps a little less well understood is the breadth and depth of work that the local Stirling office is engaged with at the other end of the business spectrum – with high growth companies. This support is administered by Business Growth Adviser Caroline Brown and delivered through the Growth Pipeline programme.

Where the Growth Pipeline programme is concerned - not all companies will meet the criteria laid down by Scottish Enterprise to enter this 12-month programme of support. Access is on a referral and subsequent application basis, so companies will be introduced to the programme on the basis that they may possess some or all of the attributes that make them a good fit for the support available. Scottish Enterprise has the ultimate say in whether a company is accepted or not.

So, what is the Growth Pipeline criteria?

Whether a start-up or existing business, a company must first of all operate in an identified Scottish Enterprise key market sector. These include manufacturing, food & drink, tourism, energy, technology, life sciences, textiles, creative industries, construction and forestry & timber. Some sectors are excluded however, such as retail, consultancy, franchises and professional services (architects, solicitors, accountants, project management).

In addition to this, a company must:

- Have the ability to increase turnover by £400,000 during a three year period
- Have existing management experience or access to it
- Operate in a niche market
- Contribute to local economic growth by recruiting additional employees during this period
- If not already involved in export, this must be a set objective to achieve during this period

A company will also need to support the criteria with an initial business plan, cash flow projections and marketing analysis for assessment.

If a Company meets this criteria, what support is available?

If a company meets the above criteria and their application to Scottish Enterprise (SE) is accepted, over a 12-month period that company will gain:

2. Grant funding from SE on a project by project basis

What happens at the end of the 12-months Growth Pipeline timeframe?

Within the duration of the Growth Pipeline programme, a number of companies will demonstrate the capability to achieve a higher level of growth. In this instance, an application will be submitted to Scottish Enterprise to have the company Direct Relationship Managed. In this instance, a company will be allocated an Account Manager with specific sector experience and a portfolio of around 20 clients, and there is scope for a closer working relationship over a 2-3 year period.

Caroline Brown, Business Growth Adviser:
“"The Growth Pipeline programme is by no means a ‘one size fits all approach’. It really can’t be. We are working across multiple sectors, with companies at different stages of the growth journey and facing individual opportunities and challenges. We have to be adept at listening and responding to the needs of our growth companies and bring in targeted support that really can add value and make a difference.”

Did you know?

- There are currently more than 30 companies on the Growth Pipeline programme from across the Stirling Council area
- 78 grant awards, amounting to a total of £367,030.33 were awarded to Stirling Growth Pipeline companies during 2011
- 125 referrals were made to Scottish Enterprise specialist advisers through the Growth Pipeline during 2011
Growth Pipeline

Business case studies

Name: Endrick Trading Ltd, 14 Dunmore Street, Balfron
Sector: Food & drink
Growth Pipeline support: Strategy development, e-commerce expert advice and development grant, PR assistance.
“E-commerce is an amazing way to do business but you need to have the right site and product to generate interest. Thanks to the guidance of our Business Gateway Adviser we managed to secure funding to overhaul the site and its sister – www.diabetichampers.co.uk. We were also given access to an e-commerce expert who guided us through the whole process, from procurement to the actual design. The free advice we’ve been given has already paid dividends and helped us generate even more sales than hoped for.”
Lee Rooney, Endrick Trading Ltd

Name: Get Juiced Ltd, Manor Farm Business Park, Blairlogie
Sector: Food & drink / manufacturing
Growth Pipeline support: Regional Selective Assistance (RSA) funding, market development grant support (x 2 awards), Scottish Manufacturing Advisory Service (SMAS) – expert advice and grant, innovation support and ICT / web development support.
“Without Business Gateway’s help we wouldn’t have gotten so far so quickly. Our Adviser has given us assistance with everything including marketing, branding and helping us secure grants, one of which part funded the new technology. She has provided us with a wealth of knowledge for free that will continue to benefit the business as we grow.”
Paddy Ryan, Get Juiced Ltd

Name: Select Laboratories Ltd, John Player Building, Stirling Enterprise Park
Sector: Life Sciences
Growth Pipeline support: Regional Selective Assistance (RSA), market development support, Scottish Development International (SDI) assistance and website development support.
“There are many elements crucial to achieving commercial success, but key amongst these are a proactive and flexible approach to business. We have received excellent support from a number of organisations including Scottish Enterprise, Scottish Development International (SDI) and Stirling Enterprise Park.”
David Clapperton, Select Laboratories Ltd

Name: Lets Portal Ltd / trading as lovetoescape.com, Stirling Business Centre, Stirling
Sector: Tourism / digital technology
Growth Pipeline support: Strategy development, Scottish Development International (SDI) support, innovation grant support (2 projects), TalentScotland (graduate recruitment service), SEO development grant and market development grant.
Company has recently been accepted for Direct Account Management by Scottish Enterprise.
“Lovetoescape.com has continued to grow into new markets, developing exciting new features like our mobile version of the site and new iPhone and Android apps. With continued support from Scottish Enterprise, we are better able to remain competitive in this fast paced industry, in both the UK and international market.”
Mark Quinn, Lets Portal Ltd.

To find out more about the Growth Pipeline programme, please contact Caroline Brown, Business Growth Adviser on 01786 476703 or email cbrown@stepstirling.co.uk or visit www.stepstirling.co.uk.
Improving support for creative industries

Stirling Council is conducting a research study to map Stirling’s cultural and creative industries and understand how the Council and partners can better support growth of the sector.

The study was launched in October 2011 with a creative industries networking event at the Tolbooth in Stirling, attended by over 50 individuals working in the sector. An online survey of creative enterprises across the Forth Valley area was conducted between November 2011 and January 2012 and consultation interviews are ongoing.

Creative database
From the database of creative enterprises compiled for the study:
- There are over 495 creative enterprises operating in the Forth Valley area;
- Over 76 are located in Clackmannanshire, over 189 in Falkirk and over 230 in Stirling.

The main creative sub-sectors are:
- Visual arts (30%)
- Crafts (20%)
- Software and computer services (13%)
- Design (11%)

Creative survey
107 people participated in the online creative industries survey. Stirling Eye has had a preview of the survey results and is able to bring you the following findings...

Respondents to the survey were mostly involved in more than one creative sub-sector, most commonly including:
- Visual arts (35%)  
- Design (32%)  
- Crafts (29%)  
- Publishing (15%)  
- Advertising (14%)

Over half operated their own business and a third worked freelance in the sector. The majority of enterprises are single owner / employee enterprises and 63% are operated from home.

Over three quarters of creative enterprises in the Forth Valley area deliver a proportion of their work collaboratively. Key reasons given for collaborating included: to deliver specific projects, to access specialist skills and services, to access a wider audience / market, and, to access additional personnel to increase capacity.

Some of the key challenges to developing and growing creative enterprises were reported as: difficulties winning contracts with new and existing clients, access / provision of adequate financial products, building a reputation / establishing a track record, and, access to adequate office / production space and facilities.

Respondents to the survey were asked to rate the skills that they or their business needed to develop. The skills with the most demand for development included: sales and marketing skills, communication skills, business skills, social networking skills, technical or digital skills and finance skills (e.g. budget planning, accountancy).

Qualitative findings
From the workshops and initial consultation findings, demand was reported for the following types of support:
- Ways of increasing exposure of creative products
- Assistance with marketing
- Advice on how to collaborate better
- Support to help local artists and makers engage better internationally
- Provision of studio space, particularly in Stirling city
- Tailored business support for small creative businesses that don’t meet Business Gateway / Scottish Enterprise growth targets

Find out more
This is just a snap shot of the initial research findings. A link to the final research report will be provided in the Summer edition of Stirling Eye along with further details on how the Council and partners plan to respond to the findings. For more information, please contact Joelle Russell (Economic Support & Tourism, Stirling Council) on 01786 442778, email russelljl@stirling.gov.uk.

Did you know?
Stirling Council used the Scottish Government’s definition of creative industries for the Study covering advertising, antiques, architecture, crafts, design, designer fashion, film, interactive leisure software, music, performing arts, publishing, software and computer services, tv and radio and visual arts.
Interview with...

Colin MacPhail, Senior Consultant and Area Manager of Scottish Agricultural College (SAC) Consulting

SAC Consulting provides leading edge, independent and impartial advice to rural businesses and associated industries.

Colin, what is your background?
I come from a farming background and studied Agriculture at SAC in Ayr. I later gained a post grad in Agri-Business Management from SAC Aberdeen. On leaving University, I worked for Scottish Government Rural Payments and Inspections Directorate for two years and then moved to the meat supply industry with McIntosh Donald in Portlethen. In 2004 I joined SAC working in the Western Isles and in 2009 returned to manage the SAC Consulting office in Stirling.

What does SAC Consulting do?
SAC Consulting provides a range of consultancy services to more than 12,000 customers in Scotland, the United Kingdom and worldwide. Working from 26 consultancy offices and eight veterinary disease surveillance centres, our team of more than 375 consultants, veterinarians, technicians and support staff are proud to deliver independent, quality and accessible services to farmer, rural business, food processing and supplier markets.

What services does your office provide?
We provide comprehensive packages of independent advice and services to farmers, rural businesses, banks, investors, government agencies and other organisations. Our core business involves servicing the needs of our farming and rural business clients.

Services include:
- Business planning, financial management
- Budget preparation and monitoring
- Succession planning
- Technical advice on crops, grassland and animal husbandry
- Farm management advice
- Subsidy claims
- Diversification feasibility studies
- Grant applications
- Capital project management and grant claims
- Supply chain studies
- Renewable energy opportunities
- Forestry and woodlands

How many staff work at SAC Stirling?
We have three farm and rural business consultants and one livestock and rural business specialist based here. We also have access to and sell the services of many specialist consultants within the larger SAC organisation. There are very few agricultural or rural business issues which SAC will not have expertise in.

What’s your plans for SAC Stirling?
Last year we moved to new premises at the Caledonian Marts, which has provided an excellent opportunity to grow the core business and launch some new alternative services. Since we moved we have gained many new farming and rural business clients and we are tailoring our services to meet the needs of these clients.

We have a strong consultancy team in Stirling and have huge resources supporting us in the 850 SAC staff working in research, education and consultancy. We would like to give rural businesses in the Stirling area access to as many of these specialists’ services as possible.

Are you launching any new services soon?
We are currently launching a new Renewable Heat Incentive (RHI) feasibility study service. We have received many enquiries from rural businesses in the Stirling area looking for unbiased and independent advice on RHI opportunities for their business. We have trained staff working on feasibility studies and initial results show significant savings for some rural businesses.

SAC Stirling has developed and pioneered a short sheep record keeping training course to enable farmers to keep up with current legislation regarding sheep tagging and record keeping. It is now being rolled out across our other 23 offices. We expect to deliver this training to 1,000 farmers in the next few months.
Business space developments

Office

The Barracks, Forthside

In the city of Stirling, remaining ground floor space of 376 sq m (4,048 sq ft) within Moray House at the Barracks, Forthside, has been let to WRAP-Zero Waste Scotland.

Peter Fleming of joint letting agents Montagu Evans commented: “This welcome letting allows WRAP-Zero Waste Scotland to expand their operation illustrating that occupier demand remains for good quality open plan accommodation that offers value for money.”

For more information on the Barracks buildings please contact Peter on 0141 204 2090, email peter.fleming@montagu-evans.co.uk, or Andrew Peel of Graham and Sibbald on 01786 463111, email apeel@g-s.co.uk.

3 Melville Terrace, Stirling

Graham and Sibbald has concluded the sale of the ‘B’ listed Georgian town house 3 Melville Terrace on behalf of the Freight Transport Association and has also leased an office suite at Castlecraig Business Park to the Association.

Industrial

Springkerse Industrial Estate

A development at Munro Road is steadily being taken up with only three units each of 248 sq m (2,670 sq ft) remaining for lease. Further details are available from Sandy Falconer of J&E Shepherd on 01786 450438, email sandy.falconer@shepherd.co.uk.

IMEX Business Centre

Andrew Peel of Graham and Sibbald has confirmed recent workshop lettings including to Showcase Glass, leaving two office units available at Imex Business Centre, Stirling.

For more information on remaining space at Imex Business Centre, please contact Andrew on 01786 463111, email apeel@g-s.co.uk.

Manor Farm Business Park

At Manor Farm Business Park near Stirling, high quality units of 116 sq m (1,250 sq ft) and 232 sq m (2,500 sq ft) remain at £6.50 /sq ft with incentives available depending upon lease terms. Further information is available from Deborah Kennedy of Ross and Liddell on 0141 204 7355 or email d-kennedy@ross-liddell.com.

Mixed development at Stonehill Farm near Dunblane

The Kippendavie Group Trust (KGT) has submitted a planning application for a mixed development of four eco-offices and two housing plots at Stonehill Farm near Dunblane. The proposed development will use the existing footprint of agricultural buildings at the site.

It is proposed that each eco-office will extend to around 92 sq m (1,000 sq ft), with option to create a mezzanine floor. There will also be onsite parking.

It is intended that the offices will be made available for lease, while the housing plots will be available for sale.

The eco elements of the planned development will include an onsite renewable heating system; roof mounted thermal solar panels for heating water; and, high thermal performance achieved through well-insulated walls and roofs, minimal openings and air tightness, maximising energy efficiency.

Archie Stirling-Aird of Ristol Estates, agents on behalf of KGT, said: “The proposed development will provide a diversification of KGT’s current land use activities and will also respond to local demand for flexible energy efficient business premises, with serviced office accommodation available on monthly leases.”

Archie continued: “Stonehill Farm is set in a stunning rural location but also provides easy access to Dunblane, its railway station and the A9, providing excellent road links to the north and south.”

For more information on opportunities at this location, please contact Archie Stirling-Aird or Niall Macalister Hall of Ristol Estates on 01786 465782, email info@ristolestates.com.

www.ristolestates.com

Stirling Agricultural Centre

The rural area will benefit from Ledingham Chalmers LLP and Johnston Carmichael opening new offices at the Stirling Agricultural Centre, with both firms expanding into Stirling for the first time. Ledingham Chalmers LLP provides legal services and Johnston Carmichael provides accountancy services.

www.uagroup.co.uk
Planning applications update

The following planning applications with a significant business focus have been submitted to Stirling Council since the last edition of Stirling Eye (November 2011) and are still being considered, pending a decision:

- An application by McDonalds Restaurants Limited for erection of McDonalds restaurant and drive through, peripheral landscaping, service area, access, car parking and grill order spaces (3,471sq m) at north west of Springkerse View, Springkerse, Stirling.
- An application by Gillian Leathley-Gibb for proposed six storey hotel development (approx. 2,000sq m) at 11 Station Road, Stirling.
- An application by Maurice Heron for alteration and upgrade to existing hotel to include external decking for eating and drinking (965sq m) at Stirling Arms Hotel, Dunblane.
- An application by Randolph Hill Group for a new two storey, 20 bedroom wing with enhanced kitchen, enhanced staff changing facilities and new whole home function room enabling new laundry, staff & administration facilities off central core of existing home; extended and improved car parking (9,105sq m) at Randolph Hill, Perth Road, Dunblane.
- An application by Craig McNicoll for partial change of use from Class 1 to Class 3 to form post office and tearoom (approx. 60sq m) at Unit 4, Carey Court, Plean.
- An application by Alice MacFarlane for erection of barn for new livery business (165sq m) at East of Hill Cottage, Aberfoyle.

The following planning applications have been approved by Stirling Council since the last edition of Stirling Eye (November 2011):

- An application by the National Trust for Scotland for a new interpretive exhibition and new heritage centre for the Battle of Bannockburn site with improved landscaping, parking and access facilities and demolition of existing centre (1.45ha) at Bannockburn Heritage Centre, Glasgow Road, Stirling.
- An application by Bluewater LLP for change of use to Class 4 (Offices) for Central FM Radio Station (390sq m) at Unit 15, 9 Munro Road, Springkerse.
- An application by Blairdrummond Estates for change of use and extension to form farm shop / tearoom and associated car parking (0.45ha) at former Blairdrammond Smithy, Thornhill.
- An application by Graeme and Emma Tapner for holiday let accommodation (0.5ha) on land to north east and south of Lemahamish, Pendreich Road, Bridge of Allan.
- An application by Stirling Development Agency Ltd for development comprising retail (class 1), financial professional and other services (class 2), and food and drink (class 3) (1.8ha) at Burghmuir Industrial Estate, Stirling.

The following planning application has been approved at appeal:

- An application by Gladman Developments Limited for erection of a mixed use development comprising Class 4 business use, Class 1 retail store, petrol filling station and associated access, parking and other works and environmental improvements (3,900 sq m supermarket, 4,000 sq m gross offices) on land near Dunblane Cemetery, Barbush.

Planning schedules can be viewed at www.stirling.gov.uk/planningschedule

Retail

In the city centre, urban clothing retailer Superdry is opening soon in a prominently positioned unit in the Thistles Shopping Centre. Also in the city, Graham and Sibbald has confirmed retail transactions in Barnton Street and Cowane Street for a newsagent and hairdressing salon.

Planning permission in principle has been granted at appeal for a site at Barbush, Dunblane for a mixed use development including retail store, petrol station and business use.

DID YOU KNOW?

Allied Surveyors Scotland recently brought on board David Allen to develop the firm’s commercial business in the Stirling area.

www.stirling.gov.uk/stirlingeye
Budding entrepreneurs encouraged to ‘join the club’

Stirling Enterprise (STEP) launched a new Enterprise Club in January to help local entrepreneurs turn their business ideas into reality.

Attendees of the club include budding entrepreneurs in addition to representatives from education, careers and business support. The Club is a joint partnership between STEP and Jobcentre Plus, who has contributed funding to assist with the formation and fitting out of one of STEP’s IT rooms so that participants have access to PCs, easy chairs and space to move around and network. The club provides a forum for developing skills, accessing business support and building networks.

Ally Coulter from Vital PA Ltd, who attended the first event, said: “Stirling Enterprise Club – what a great idea! It’s a fabulous way to meet people who are already established in business, setting up business or thinking of setting up a business, sharing ideas and finding solutions to our challenges. Perfectly facilitated by Mavy Williamson, who inspired and motivated us all into action.”

The Club will complement and strengthen STEP’s business start-up and growth support offering as defined through its current Business Gateway service delivery commitments.

STEP Business Adviser, Mavy Williamson said: “New businesses are the lifeblood of our local economy, so we need to ensure that people with good business ideas can get both the inspiration and ongoing practical support they need to progress into self-employment.

“Our Enterprise Club is easily accessible and set in a motivational environment, so no matter what stage of the business start-up journey you are at - you will be made very welcome.”

The STEP Enterprise Club is free to attend and meets on the first and third Friday of each month from 10am until 1pm at Stirling Enterprise Park.

If you would like to find out more information or attend, please contact STEP on 01786 463416 or email enterpriseclub@stepstirling.co.uk .

www.stepstirling.co.uk
Rural business profile
– The Woodhouse Coffee Shop

The stunning Woodhouse Coffee Shop at Kippen Station offers homemade food within a contemporary building surrounded by some of Stirling’s finest scenery.

The Coffee Shop is a new venture for the Lamb family, who already operate Fordhead farm and a number of self-catering cottages near Kippen.

About the business
Fiona Lamb said: “The Woodhouse Coffee Shop will open in April and is the culmination of a family dream that we have had for some time. We came up with the business plan after planting a new area of native Scottish woodland just off the Kippen Station roundabout, and identifying the site as having huge potential to encourage more people to stop and enjoy the local wildlife.

“The project has created 10 new jobs and was part funded by the Scottish Rural Development Programme. We are grateful to Stirling Enterprise and the Scottish Agricultural College who provided valuable advice during the application process. The Coffee Shop will also provide a bright future for our daughter Catriona, who recently completed an Events Management degree and has been involved in the project since day one.”

Catrina said: “The Coffee Shop has 50 covers and will sell breakfasts, light lunches and homemade cakes and soups, all made from local seasonal food wherever possible. We have already lined up a number of local suppliers, including Mhor Bread in Callander and fruit and veg from local company McKechnie’s.

“We will also sell a selection of mum’s finest jams and chutneys!”

The build
The Lamb’s have lived at Fordhead Farm for 15 years. In addition to the hay farm, the family has converted derelict buildings into self-catering accommodation, with Richard Lamb conducting most of the renovation works himself. However, the family decided to enlist the help of local businesses to deliver the new Coffee Shop, which is an entirely new build.

Richard said: “We have had fantastic support from local businesses for this project. We are delighted with the building, which was designed by Stirling based McEachern Architects, and nestles beautifully into the surrounding landscape.

“We were able to use wood from diseased oak trees felled at the site for the timber cladding and also used some of the remaining wood for the furniture. Steve McLean from Dovetail Joinery in Thornhill has been a great help, providing advice and expertise to help teach me how to handcraft the tables.

“The build began in April 2011 and although completion has been delayed slightly by the wet weather, we have been extremely lucky to have had an exceptional team of builders from W.M. Beaton & Sons in Thornhill and joiners from N & H McGuire in Callander working on the project.”

Customer base
Catrina said: “We have been speaking to local cycling clubs about how to make the Coffee Shop as cycle friendly as possible as we hope to attract a lot of passing cyclists and motorcyclists. In addition, there is parking for up to 40 cars and a beautiful outdoor seating area which extends to a series of trails through the five acres of native Scottish woodland we recently planted to the rear of the building.”
What is procurement?

Procurement is the full range of processes relating to the purchase of goods, works and services. Organisations purchasing these goods, works or services must ensure that they are obtained at the best possible cost, as well as meeting their operational needs.

Procurement covers many things an organisation may require and contracts can range greatly, from the provision of an entire service to the purchase of small items such as office equipment. Procurement procedures differ depending on the product or service required. Cost is the decisive factor in most cases but in some circumstances, other factors such as quality can outweigh cost when deciding on the successful supplier.

The procurement process helps organisations to deliver high quality services at value for money, meeting the current and future needs of clients. The process usually leads to a good business relationship between the procuring company and the supplier and is integral to smooth business operations.

Help, guidance and support

Applying for public sector contracts can be a daunting task. Stirling Council is a partner of the Supplier Development Programme (SDP), a programme designed to help businesses be ready and able to seek out and tender for public sector business opportunities.

With a public sector spend of approximately £8 billion in Scotland, the programme was established to offer small and medium sized enterprises (SMEs) the opportunity to grow and diversify through procurement and to improve their performance in winning public sector contracts.

The SDP is now well established as a business growth initiative, delivering a range of specialist business support activities including the provision of advice, information, training support and events with the aim of assisting businesses to become more capable of accessing and competing for public sector contracts.

Businesses located within the Stirling Council area can access services free of charge to help unravel the tendering process.

Contact: Sandy Frickleton - Stirling Council Economic Support and Tourism

Tel: 01786 443403, Email: frickletona@stirling.gov.uk, www.sdpscotland.co.uk

Scam warning

A significant number of suppliers have advised that they are receiving communications claiming to be from the Office of Government Commerce (OGC), possibly from a Dan Jacobs, who is quoted as a Senior Procurement Officer at the OGC.

These communications request that current or potential suppliers return an “authorisation to release financial information” form and provide other business related information via a fax number. Bank account details such as sorting code and other information are requested.

This is a known scam. Suppliers should be advised not to comply with such requests or similar requests claiming to be from other organisations. Information of this type will never be requested in this way.

The police have been informed, as have Trading Standards. Police advice is that any supplier who has fallen victim to this communication should contact their local police force to report the crime for investigation by those individual forces.
A guide to procurement

Working with Stirling Council

A list of current contract opportunities available and information on how to do business with Stirling Council can be found on the ‘Tenders and Contracts’ web pages (see below for website details). These pages also provide information on existing contracts as well as news, questions, jargon buster and FAQs.

Opportunities are advertised on Stirling Council’s website as well as the Public Contracts Scotland website. The Procurement Team can be contacted for further information and advice.

Contact: Stirling Council Procurement department,
Tel: 01786 442984, Email procurement@stirling.gov.uk
www.stirling.gov.uk/services/business-and-trade/tenders-and-contracts
www.publiccontractsscotland.gov.uk

Contract types and spending thresholds (Stirling Council)

<table>
<thead>
<tr>
<th>Goods</th>
<th>Services</th>
<th>Works</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Under £10,000. Require quotations only (to demonstrate best value)</strong></td>
<td><strong>£10,000 - £173,934. Request for Quotation required</strong></td>
<td><strong>£10,000 - £173,934. Request for Quotation required</strong></td>
</tr>
<tr>
<td><strong>£173,934 - £4,348,350. Tender required</strong></td>
<td><strong>£173,934 - £4,348,350. Tender required</strong></td>
<td><strong>£4,348,350. and over OJEU</strong> Tender required</td>
</tr>
</tbody>
</table>

*RFQs at the top end of the threshold that relate to complex requirements for goods, service or works may be subject to a process that is more involved than a simple, standard RFQ
** OJEU – (to be advertised in the) Official Journal of the European Union

Source: Audit Commission

Working within the whole of the public sector in Scotland

Public Contracts Scotland (PCS) is a single public sector ‘electronic portal’ where suppliers can access free essential information on opportunities to offer services and bid for contracts for the supply of goods, works and services to the whole of the public sector in Scotland.

This portal includes details of all available contracts with Scottish local authorities, NHS Scotland, Scottish Government agencies and non-departmental public bodies (quangos), higher education, further education and emergency services. Businesses can register, free of charge, on the PCS portal, allowing them to search for contracts, download documents, send in responses and view notices that are of interest.

Businesses already registered are encouraged to complete their PCS Supplier Finder profile to further improve their chances of success and of being ‘found’ by buyers. Supplier Finder allows suppliers to provide buyers with detailed information of goods, services or works they provide and can be used by buyers to locate and select suppliers that fit the required profile.

PCS also produce a monthly eZine that includes interesting case studies and buyer / supplier profiles. The website includes user guides, FAQs and an information centre to provide suppliers and contracting authorities with all of the information required.

Contact: Public Contracts Scotland
Tel: 0844 561 0673
www.publiccontractsscotland.gov.uk

Working within the European Union

All tenders from the public sector, valued above a certain financial threshold must be advertised in the Official Journal of the European Union (OJEU).

Tenders Electronic Daily (TED) is the online version of the ‘Supplement to the Official Journal of the European Union’, dedicated to European public procurement. This portal provides free access to business opportunities. It is updated five times a week with approximately 1,500 public procurement notices from the European Union, the European Economic Area and beyond.

You can browse, search and sort procurement notices by country, region, business sector and more. Information about every procurement document is published in the 23 official EU languages.


Did you know?

In 2010/11, 36.5% of Stirling Council’s total spend was spent within the local Stirling economy. That is a local spend of over £72 million.
Best Bar None Awards

Eleven of Stirling’s city centre licensed premises successfully gained a highly acclaimed ‘Best Bar None’ award in 2011.

The successful premises were: Drouthy Neebors, Albion Bar, Fubar, Corn Exchange, Sportsters (Sports Bar & Diner), City Walls, No.2 Baker Street, Morrisons (Cold Beer Company), Spingkerse View, Cape and the Kilted Kangaroo.

In order to achieve Best Bar None accreditation the licensees had to successfully meet the scheme’s demanding criteria demonstrating and evidencing effective management against twenty one core criteria, including staff training, fire safety, crime prevention and compliance with trading standards legislation.

‘Best Bar None’ is the UK’s largest accreditation scheme for licensed premises. Now in it’s fifth year in Stirling, the scheme is open to all types and sizes of city centre licensed pubs, bars and nightclubs.

The management and implementation of the scheme is undertaken by a working group, which comprises key stakeholders of Stirling’s Community Planning Partnership, these are Central Scotland Fire & Rescue Service, Central Scotland Police, City Centre Initiative, Stirling Council (Trading Standards) and Forth Valley Alcohol & Drugs Partnership.

Planning has begun for Stirling’s 2012 Best Bar None scheme. For further information please contact Peter Walker (Safer Cities Co-ordinator) on 01786 443137, email walkerp@stirling.gov.uk.

New Stirling Campus opens in Spring

Forth Valley College’s new state-of-the-art campus at East Kildean is set to welcome learners in April 2012.

The stunning facility will be one of Scotland’s finest college buildings when it opens, with a beautiful riverside setting overlooked by Stirling Castle and the National Wallace Monument.

Architect’s Reiach and Hall have made full use of these stunning views and the result is a modern, inspiring learning environment.

The campus will offer a wide range of learning and training opportunities, many new to the Stirling area, with a strong focus on creative industries, culture and tourism, business, construction and hospitality. Courses available will also range from access to Degree level ensuring accessibility for a wide range of learners.

In addition to exciting provision, the campus will offer a first class learning experience with cutting edge workshops and studios, specialist training facilities and all the latest technology and resources.

Learners, staff and the general public will also be able to make full use of a fully equipped fitness suite and a new fine dining restaurant – the Gallery.

These facilities will allow the college to build its profile in the local area and extend services currently offered to the public via the Raploch Community Campus including a hair and beauty salon, bistro and external catering service.

In addition, the campus will host a stone masonry training facility for Historic Scotland as part of plans for a new National Conservation Centre for Scotland.

Stirling is renowned for its strong university presence and the college is currently exploring a range of joint partnerships and initiatives with the University of Stirling, such as the recent Degree validation agreement. The new campus is also situated close to the heart of Stirling’s business community and the college will work with local employers to provide relevant skills and training provision.

Dr Ken Thomson, Depute Principal for Forth Valley College said: “Our new campus has a stunning location, state-of-the-art facilities, dynamic provision and vibrant community which will ensure it has global appeal as a college for the 21st century and also position it as one of the country’s most exciting and enviable learning environments.”

For more information on the new campus or any of the services offered by the College, please visit www.forthvalley.ac.uk.
Develop a successful business with Tourism Intelligence Scotland

Tourism Intelligence Scotland (TIS) provides tourism operators with a range of intelligence to help build a dynamic and thriving business.

Developed by the industry in association with Scottish Enterprise, Highlands & Islands Enterprise and VisitScotland, TIS offers tourism businesses the opportunity to access, share and understand a range of useful insights and provides a raft of practical hints and tips on how to use this intelligence to get ahead, stay competitive and prosper.

By registering with TIS you’ll have access to a fantastic range of free resources including:

- The fully interactive Tourism Intelligence Scotland website - www.tourism-intelligence.co.uk, which contains a comprehensive and searchable library of the latest research and insights.
- Downloadable guides on topics such as Golf, Walking, Knowing our Markets, Adventure Travel, Food & Drink Experience, Mountain Biking and, most recently, Sailing.
- Regular “Ear to the Ground” e-blasts, full of topical information and links to the latest resources.
- Video clips of others in the tourism industry sharing their experiences and expertise.
- Case studies providing an opportunity to learn from other businesses.
- Practical tools such as “Listening To Our Visitors” to help you grow your business through customer feedback, and “How to Shine Online” – a new resource on making the most of the latest technology including social media.
- A regularly-updated ‘News’ section on the website, keeping businesses up to date with the latest developments.
- A round-up of innovative tourism ideas from across the globe.

Reaping all these benefits is easy and free – simply register at www.tourism-intelligence.co.uk today.

Commercial food waste collections

Stirling Councils commercial waste customers are being offered a FREE regular, separate collection of their food waste. The waste collected by the council will be broken down into bio-fertiliser and natural gas which is then used to generate electricity.

Why recycle your food waste?

This service was introduced in accordance with the Zero Waste (Scotland) Regulations 2011. These regulations impose a ‘duty’ on food producers, retailers, distributors and wholesalers to present food waste for collection separately from all other waste.

Additionally, if a business produces a large volume of food waste, it may be possible to reduce the size of bin required for general waste.

The caddy service

Regular separate food waste collections will remove the smelliest materials from mixed waste bins. Food waste caddies can be lined with biodegradable liners or newspaper (plastic bags cannot be used as these do not decompose and will contaminate the load). The caddies are lockable which further reduces the risk of odours and vermin.

The number of caddies and frequency of collection will be arranged with each business as requirements will vary depending on the type and size of business.

Sign up

The Portcullis, A1 Designs, India Gate and Westerland Care Home are examples of local businesses that are already using and benefiting from this service.

Businesses are encouraged to sign up for the food waste collection service by contacting Garry Quinn, Waste Services, Stirling Council on 0845 277 7000 or email wastecommercial@stirling.gov.uk.

DID YOU KNOW?

In Scotland, approximately 53,500 tonnes of food waste is sent for disposal each year from businesses in the hospitality sector alone.
FVL LEADER’s Sustainable Tourism Business Grant Scheme makes first awards

Since the launch of this new business scheme, local enterprise company STEP and Forth Valley & Lomond (FVL) LEADER are pleased to announce its first award in rural Stirling towards the re-opening of the historic Brig o’ Turk Tearoom in the heart of the Trossachs.

The tearoom is now being restored by Veronika Tatar and her partner, and is scheduled to re-open in time for Easter 2012, providing a social meeting place and small shop for the local community, as well as a stopping-off point for the many walkers and cyclists to the area.

Ms Tatar said: “The LEADER grant has been very important in helping us to do the necessary work to restore the tearoom and the local community has been very supportive and we have lots of ideas on how we can provide services that aren’t currently available, such as essential groceries.”

Sandy Slater, Rural Business Adviser for STEP said: “This is a perfect example of a tourism business project that brings real community benefit, which is what the scheme aims to achieve. This is an innovative scheme that encourages partnerships between business and their local community.”

The Forth Valley Sustainable Tourism Business Grant Scheme can provide up to £10,000 grant assistance to businesses, on a match-funding basis, provided a community benefit can be identified and evidenced. The pilot runs until June 2012 with the next closing date for applications on 25 April 2012. A fast-track application process is available for grant applications of £5,000 or less. Further details are available from Sandy on 01786 476712, email sslater@stepstirling.co.uk or at www.fvl.org.uk.

Interview with LEADER applicant: Mugdock Makkers

Catching up with a recent recipient of LEADER funding, Stirling Eye speaks to George Thom, Chair of the Mugdock Makkers, to see how they’re getting on...

Who are the Mugdock Makkers?
Mugdock Makkers are a community of local artists who work together co-operatively to run and manage a gallery to sell their products. There are around 30 artists making a variety of arts and crafts, paintings, ceramics, wood turning, jewellery, cards, silk painted scarves and much more. We were set up four years ago with assistance from Mugdock Country Park.

What did you apply to LEADER for?
We applied to LEADER for funding to help build up the team spirit by bringing in business planning and marketing skills to help us grow the business.

In what way has this helped the Mugdock Makkers?
LEADER has helped bring cohesion and a co-operative spirit into the organisation. We have a clear idea of how to improve the business and we have set up three working groups to help build our business.

Did it all turn out the way you hoped it would?
In more ways than one. The team is working together and there is a better spirit. Continued investment is proving difficult due to the economic circumstances, however, sales are still ok and the organisation is breaking even!

Was there anything about the support you got from LEADER that made it different to other funding streams?
The LEADER team were very helpful and made the process of applying relatively easy. Stirling Council were also very supportive. It would not have happened without the LEADER funding and the innovative approach we ended up taking.

What are you planning for the future?
Future plans? At this point stay solvent! Improve the marketing as we have a great product and need to tell people about it. Open up other selling opportunities and better use of the internet. And maybe even another outlet? www.mugdockmakkers.org.uk
Stirling Council produces recommendations on rural business space

Stirling Council has completed a study on rural business space and produced a set of recommendations to enable better provision of business premises in rural parts of the Stirling Council area.

The study was conducted in association with the Loch Lomond and the Trossachs National Park, and included a survey with rural businesses and consultation with local property agents and development agencies. Stirling Council would like to thank everyone who contributed to the study, including the 200 businesses that participated in the survey.

The study found that there is unmet demand for business space in rural Stirling, particularly in the Callander / Doune / Thornhill area and Stirling’s south-western settlements.

The headline recommendations from the study are:

- Planning policy to support business space development in appropriate locations in the rural area, particularly the reuse of land and buildings.
- Allocate sites in the rural area that are serviceable and available for employment uses and/or a mix of uses including business. Safeguard and/or enhance good quality marketable existing employment sites in rural Stirling, to prevent development for unrelated uses.
- Safeguard provision for local services in village centres for retail and other appropriate business uses.
- Explore opportunities to develop business space in key rural locations to meet local demand.
- Identify publicly owned land or assets in rural Stirling suitable for business space development and explore opportunities to enable appropriate use.

Stirling Council has included the planning-related recommendations within its Draft Proposed Plan. The National Park’s recently adopted Local Plan also reflects the recommendations.

Kevin Robertson, Head of Economy, Planning & Regulation at Stirling Council, said: “It is important to the local economy that appropriate and affordable business space is provided within rural communities to address the needs of local businesses. There are challenges that must be overcome to enable development of additional business space in suitable locations within rural Stirling, particularly in terms of funding. To move this forward, the Council is working with partners, including the National Park, Stirling Development Agency and Stirling Enterprise, to identify opportunities, which through collaboration could provide additional rural business space. A review has also begun to identify publicly-owned land and assets in rural Stirling with potential for use by local businesses.”

The study report and the full recommendations are available at www.stirling.gov.uk/projects. Please contact Joelle Russell (Stirling Council) on 01786 442778, email russelljl@stirling.gov.uk if you require further information.

Latest LEADER Awards

<table>
<thead>
<tr>
<th>Applicant</th>
<th>Project</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forth Valley &amp; Lomond Local Action Group</td>
<td>Forth Valley &amp; Lomond Review</td>
<td>£16,000</td>
</tr>
<tr>
<td>Stirling Council</td>
<td>McLaren Multi-User Synthetic Pitch</td>
<td>£150,000</td>
</tr>
<tr>
<td>Brig o’ Turk Tearoom</td>
<td>Restoration of Brig o’ Turk Tearoom</td>
<td>£8,500</td>
</tr>
<tr>
<td>Kilmadock Development Trust</td>
<td>Our Community Our Future</td>
<td>£6,500</td>
</tr>
<tr>
<td>Fankerton Village Hall</td>
<td>Parking Fank Made Swanky</td>
<td>£35,432</td>
</tr>
<tr>
<td>Lomond Gathering Association</td>
<td>Lomond Writers Gathering</td>
<td>£3,200</td>
</tr>
</tbody>
</table>

More information on the Forth Valley & Lomond LEADER programme is available on the website www.fvl.org.uk where you can also download an enquiry form.
### Economic facts

#### Population and Households

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Population</strong></td>
<td>86,370</td>
<td>86,370</td>
<td>86,930</td>
<td>87,810</td>
<td>88,190</td>
<td>88,350</td>
<td>88,740</td>
<td>89,850</td>
</tr>
<tr>
<td><strong>Working Age Population</strong></td>
<td>53,667</td>
<td>53,268</td>
<td>53,588</td>
<td>54,310</td>
<td>54,367</td>
<td>54,341</td>
<td>54,530</td>
<td>55,361</td>
</tr>
<tr>
<td><strong>Total Number of Households</strong></td>
<td>36,454</td>
<td>36,658</td>
<td>36,958</td>
<td>37,164</td>
<td>37,328</td>
<td>37,555</td>
<td>37,789</td>
<td>38,048</td>
</tr>
</tbody>
</table>

Source: National Records of Scotland

#### Employment Rate

<table>
<thead>
<tr>
<th>Year</th>
<th>Stirling</th>
<th>Scotland</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006/2007</td>
<td>67.5%</td>
<td>67.0%</td>
</tr>
<tr>
<td>2010/2011</td>
<td>69.0%</td>
<td>69.5%</td>
</tr>
</tbody>
</table>

Source: Annual Population Survey (Nomis)

#### Unemployment Rate

<table>
<thead>
<tr>
<th>Year</th>
<th>Stirling</th>
<th>Scotland</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2007</td>
<td>4.5%</td>
<td>4.0%</td>
</tr>
<tr>
<td>January 2012</td>
<td>4.0%</td>
<td>3.5%</td>
</tr>
</tbody>
</table>

Source: Claimant Count with Rates and Proportions (Nomis)

#### Employment

<table>
<thead>
<tr>
<th>Year</th>
<th>Stirling</th>
<th>Scotland</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>47,400</td>
<td>2,604,600</td>
</tr>
<tr>
<td>2009</td>
<td>46,500</td>
<td>2,530,700</td>
</tr>
<tr>
<td>2010</td>
<td>46,200</td>
<td>2,451,800</td>
</tr>
</tbody>
</table>

Source: Business Register and Employment Survey (Nomis)

#### Enterprise

<table>
<thead>
<tr>
<th>Year</th>
<th>Stirling</th>
<th>Scotland</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>534</td>
<td>21,468</td>
</tr>
<tr>
<td>2004</td>
<td>460</td>
<td>20,808</td>
</tr>
<tr>
<td>2005</td>
<td>452</td>
<td>21,383</td>
</tr>
<tr>
<td>2006</td>
<td>474</td>
<td>23,468</td>
</tr>
<tr>
<td>2007</td>
<td>480</td>
<td>25,041</td>
</tr>
<tr>
<td>2008</td>
<td>351</td>
<td>20,028</td>
</tr>
<tr>
<td>2009</td>
<td>272</td>
<td>15,726</td>
</tr>
<tr>
<td>2010</td>
<td>329</td>
<td>15,439</td>
</tr>
</tbody>
</table>

Source: The Committee of Scottish Clearing Bankers

#### Business Survival Rates

<table>
<thead>
<tr>
<th>Year</th>
<th>Stirling</th>
<th>Scotland</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>62.5%</td>
<td>63.5%</td>
</tr>
<tr>
<td>2007</td>
<td>66.0%</td>
<td>65.5%</td>
</tr>
</tbody>
</table>

Source: Business Demography (Office for National Statistics)

#### Business Density

<table>
<thead>
<tr>
<th>Year</th>
<th>Stirling</th>
<th>Scotland</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>360</td>
<td>370</td>
</tr>
<tr>
<td>2010</td>
<td>350</td>
<td>360</td>
</tr>
</tbody>
</table>

Source: Business Demography (Office for National Statistics)

Notes: Active businesses cover PAYE and VAT registered businesses only.
Active Businesses, Business Births and Business Deaths

Figure 8: Businesses in 2010 – Percentages based on Stock of Active Businesses

<table>
<thead>
<tr>
<th></th>
<th>Stirling – Number</th>
<th>Stirling - %</th>
<th>Scotland - %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Births</td>
<td>355</td>
<td>10.2%</td>
<td>10.3%</td>
</tr>
<tr>
<td>Business Deaths</td>
<td>425</td>
<td>12.2%</td>
<td>12.6%</td>
</tr>
<tr>
<td>Stock of Active Businesses</td>
<td>3,485</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

Source: Business Demography (Office for National Statistics) Notes: Active businesses cover PAYE and VAT registered businesses only

Industry

Figure 9: Employment by Industrial Sector (%), Stirling, 2010

<table>
<thead>
<tr>
<th>Industry</th>
<th>Stirling</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture, forestry &amp; fishing</td>
<td>0.7%*</td>
</tr>
<tr>
<td>Mining, quarrying &amp; utilities</td>
<td>0.6%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>5.8%</td>
</tr>
<tr>
<td>Construction</td>
<td>6.5%</td>
</tr>
<tr>
<td>Motor trades</td>
<td>2.5%</td>
</tr>
<tr>
<td>Wholesale</td>
<td>2.8%</td>
</tr>
<tr>
<td>Retail</td>
<td>11.0%</td>
</tr>
<tr>
<td>Transport &amp; storage (inc postal)</td>
<td>2.4%</td>
</tr>
<tr>
<td>Accommodation &amp; food services</td>
<td>9.2%</td>
</tr>
<tr>
<td>Information &amp; communication</td>
<td>1.6%</td>
</tr>
<tr>
<td>Financial &amp; insurance</td>
<td>5.2%</td>
</tr>
<tr>
<td>Property</td>
<td>0.9%</td>
</tr>
<tr>
<td>Professional, scientific &amp; technical</td>
<td>4.8%</td>
</tr>
<tr>
<td>Business administration &amp; support services</td>
<td>7.0%</td>
</tr>
<tr>
<td>Public administration &amp; defence</td>
<td>9.1%</td>
</tr>
<tr>
<td>Education</td>
<td>9.1%</td>
</tr>
<tr>
<td>Health</td>
<td>37.1%</td>
</tr>
<tr>
<td>Arts, entertainment, recreation &amp; other services</td>
<td>3.7%</td>
</tr>
</tbody>
</table>

Source: Business Register and Employment Survey (Nomis) Notes: * data excludes farm agriculture

Qualifications

Figure 11: % People Aged 16-64 Qualified to SVQ Level 4+ (or equivalent) and % with No Qualifications, 2010

<table>
<thead>
<tr>
<th>% of Working Age Population</th>
<th>Stirling</th>
<th>Scotland</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of Population</td>
<td>45</td>
<td>40</td>
</tr>
<tr>
<td>% of Population</td>
<td>35</td>
<td>30</td>
</tr>
<tr>
<td>% of Population</td>
<td>25</td>
<td>20</td>
</tr>
<tr>
<td>% of Population</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>% of Population</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>% of Population</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Source: Annual Population Survey (Nomis)

Occupational Distribution

Figure 10: Occupational Distribution of Workers (%), Stirling, 2010

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Stirling</th>
<th>Scotland</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managers and senior officials</td>
<td>14.5</td>
<td>13.4</td>
</tr>
<tr>
<td>Personal service occupations</td>
<td>12.4</td>
<td>11.3</td>
</tr>
<tr>
<td>Professional occupations</td>
<td>11.3</td>
<td>10.3</td>
</tr>
<tr>
<td>Sales and customer service occupations</td>
<td>9.4</td>
<td>10.4</td>
</tr>
<tr>
<td>Process, plant and machine operatives</td>
<td>9.6</td>
<td>8.0</td>
</tr>
<tr>
<td>Administrative and secretarial occupations</td>
<td>11.1</td>
<td>14.5</td>
</tr>
<tr>
<td>Elementary occupations</td>
<td>13.4</td>
<td>13.4</td>
</tr>
<tr>
<td>Skilled trades occupations</td>
<td>15.3</td>
<td>15.3</td>
</tr>
</tbody>
</table>

Source: Annual Population Survey - Workplace Analysis (Nomis)

Visitors to the Stirling Area

Figure 12: Visitors to Key Attractions in the Stirling Council Area

<table>
<thead>
<tr>
<th>Visitors</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Argyll’s Lodging</td>
<td>32,439</td>
<td>28,530</td>
</tr>
<tr>
<td>Bannockburn Heritage Centre</td>
<td>50,861</td>
<td>50,143</td>
</tr>
<tr>
<td>Blair Drummond Safari &amp; Adventure Park</td>
<td>397,369</td>
<td>393,225</td>
</tr>
<tr>
<td>Mugdock Country Park</td>
<td>585,288</td>
<td>585,132</td>
</tr>
<tr>
<td>National Wallace Monument</td>
<td>126,237</td>
<td>110,809</td>
</tr>
<tr>
<td>Old Town Jail</td>
<td>17,503</td>
<td>18,224</td>
</tr>
<tr>
<td>Stirling Castle</td>
<td>383,293</td>
<td>377,204</td>
</tr>
<tr>
<td>Stirling Smith Art Gallery and Museum</td>
<td>39,408</td>
<td>35,110</td>
</tr>
</tbody>
</table>

Source: Moffat Centre Visitor Attraction Monitor; Mugdock Country Park; Blair Drummond Safari & Adventure Park

Earnings

Figure 13: Median Gross Weekly Earnings of People Working Full Time

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>£479.9</td>
<td>£440.9</td>
<td>£434.1</td>
<td>£441.7</td>
</tr>
<tr>
<td>2008</td>
<td>£496.9</td>
<td>£462.9</td>
<td>£454.1</td>
<td>£462.6</td>
</tr>
<tr>
<td>2009</td>
<td>£499.2</td>
<td>£471.2</td>
<td>£460.2</td>
<td>£472.8</td>
</tr>
<tr>
<td>2010</td>
<td>£529.1</td>
<td>£486.9</td>
<td>£499.1</td>
<td>£488.2</td>
</tr>
<tr>
<td>2011</td>
<td>£508.5</td>
<td>£490.6</td>
<td>£512.4</td>
<td>£488.8</td>
</tr>
</tbody>
</table>

Source: Annual Survey of Hours and Earnings (Nomis)

www.stirling.gov.uk/stirlingeye
NEW City of Stirling Discount leaflets

Following the success of last summer’s award-winning discount vouchers, Stirling Council is producing a new leaflet for this season with even more local offers.

The Council is looking for key partners to offer discounts in the leaflet. There is no charge for inclusion; all that’s required is that your business provides quality offers that add value for visitors. For example £1 off entry, 20% off, kids go free. You will be able to measure redemption of your offer via the vouchers. It’s a great way to promote your business.

For more information please contact Jason Clark (Tourism Executive, Stirling Council) on 01786 442532, email clarkj@stirling.gov.uk.

Forthcoming events/training

Free Business Gateway training events:

**April 2012**
- 3rd evening – Stirling – Marketing your business.
- 4th evening – Stirling – Advertising & promotion.
- 4th afternoon – Falkirk – Customer care.
- 11th all day – Alloa – Improve your search engine ranking part 1 & 2.
- 17th morning – Alloa – Advertising & promotion.
- 18th morning – Stirling – Improve your search engine ranking.

**May 2012**
- 9th all day – Falkirk – Book keeping part 1 & 2.
- 23rd morning – Falkirk – Mastering selling.

To book your free place, call 0845 609 6611 or check www.bgateway.com for up-to-date listings.

**Business start-up workshops**

Stirling Enterprise (STEP) run free training and awareness sessions specifically for people looking to start up their own business. Forthcoming training dates are:

**May 2012**
- 1st evening – Stirling – Start-up awareness seminar.

For more information on the business start-up workshops, please contact Denise Mallinson on 01786 463416.

Service contacts

- **Building Standards, Stirling Council**
  Joyce Wighton, Tel: 01786 432032, email: eoadmin@stirling.gov.uk
- **City Centre Management, Stirling Council**
  Andy Kennedy, Tel: 01786 442534, email: kennedya2@stirling.gov.uk
- **Culture and Adult Learning, Stirling Council**
  Lynne Gibbons, Tel: 01786 432360, email: gibbonsla@stirling.gov.uk
- **Economic Support & Tourism, Stirling Council**
  Deborah Murray, Tel: 01786 442467, email: murrayd@stirling.gov.uk
- **Employability Service, Stirling Council**
  Gordon Wright, Tel: 01786 442866, email: wrightg@stirling.gov.uk
- **Environmental Health & Trading Standards, Stirling Council**
  Leslie Fisher, Tel: 01786 432180, email eoadmin@stirling.gov.uk
- **Planning, Stirling Council**
  Peter Morgan, Tel: 01786 442914, email: morgamp@stirling.gov.uk
- **Rates Team, Stirling Council**
  Alison McLean, Tel: 01786 443236, email: rates@stirling.gov.uk
- **Waste Services, Stirling Council**
  David Hopper, Tel: 01786 443038, email hopperd@stirling.gov.uk

Useful web links

- **Active Stirling** – www.activestirling.org.uk
- **Business Gateway** – www.bgateway.com
- **Forth Valley College** – www.forthvalley.ac.uk
- **Forth Construction Club** – www.forthconstruction.co.uk
- **Forth Valley and Lomond LEADER** – www.fvl.org.uk
- **Funding Search Facility** – www.stirling.gov.uk/funding
- **The Loch Lomond and the Trossachs National Park** – www.lochlomond-trossachs.org
- **Lottery Fund** – www.biglotteryfund.org.uk/scotland
- **Property Search Facility** – www.stirling.gov.uk/property
- **Public Contract Scotland** – www.publiccontractscotland.gov.uk
- **Raploch Urban Regeneration Company** – www.raploch.com
- **Scottish Chambers of Commerce** – www.scottishchambers.org.uk
- **Scottish Enterprise** – www.scottish-enterprise.co.uk
- **Scottish Government** – www.scotland.gov.uk
- **Scottish Parliament** – www.scottish.parliament.uk
- **Stirling Business Directory** – www.stirling.gov.uk/directory
- **Stirling Business Panel** – www.stirlingbusinesspanel.org
- **Stirling Council Business Pages** – www.stirling.gov.uk/business
- **Stirling Enterprise (STEP)** – www.stepstirling.co.uk
- **Stirling Eye** – www.stirling.gov.uk/stirlingeye
- **Stirling University Innovation Park** – www.suip.co.uk
- **Trossachs Rural Mentoring Scheme** – www.ruralmentoring.co.uk
- **University of Stirling** – www.stir.ac.uk
- **VisitScotland** – www.visitscotland.org
- **VisitStirling** – www.visitstirling.org

Economic Support & Tourism, Stirling Council, Viewforth, Stirling FK8 2ET phone: 01786 442778
email: russelljl@stirling.gov.uk web: stirling.gov.uk/stirlingeye