



Ambitions for New Urban Quarter

Falkirk Council has released ambitious plans to create a new, environmentally friendly urban quarter at the eastern entrance to Falkirk under its multi-million pound Tax Incremental Finance (TIF) initiative.

The proposed £17m package of infrastructure works aims to stimulate a mix of business, learning and leisure development over 376 acres to regenerate the gateway entrance into Falkirk and create better connections between the town centre, Grangemouth and the rest of Scotland's Central Belt.

The area takes in sites that encompass the Gateway, Falkirk Community Stadium, land earmarked for the new £70m Forth Valley College campus and the home of the iconic Kelpies; Helix Park, recognising that, together, there is potential for major job creation and place making in this vicinity.

One additional element of infrastructure works is an eye-catching feature to create the UK's first circular elevated pedestrian and cycle crossing, which will support the upgrade of the road network connecting each of the Gateway sites. Another feature is the development of waterways along landscaped pedestrian pathways that will add character to the area whilst providing a sustainable urban drainage.

Funding from Falkirk Council's £67 million TIF scheme and other external sources will fund the programme of infrastructure by borrowing against future business rate income expected to be generated by the resulting regeneration and development around the Gateway area.

The first phase of the programme of infrastructure works around the Gateway area is planned to start in 2017 and will focus on enabling works to form an extension of the town towards Helix Park and the Stadium, within a zone that

supports the new college works, due to commence in 2017.

Leader of Falkirk Council, Councillor Craig Martin said: "These exciting plans for a new sustainable urban quarter signal another step in the transformation of Falkirk's economic fortunes. The Gateway is a prime site to attract jobs, investment and development for our area. With the huge and growing appeal of the Kelpies, the Community Stadium facility and the forthcoming College campus there's huge investment potential for developers across tourism, business and leisure. Through the Falkirk Tax Incremental Finance initiative, we have the lever to prepare the site for development and create the connections needed to support expected traffic flow and the footfall."



Grangemouth Energy Project

In the last issue we provided an update on the background and plans for the Grangemouth energy project. Since then there has been significant progress on the demand analysis and options appraisal work which has been carried out in conjunction with Scottish Enterprise, Scottish Government and our energy project partners. This work has now completed and has made recommendations for the way forward.

The outcome of the report was the identification of three potential energy networks across Grangemouth and Falkirk. Each of the networks are at different states or readiness and we are proceeding immediately with two of the three with plans to return to the third as the environment improves and the project develops.

These two networks will now proceed to development of a business case supported by the Scottish Government's Low Carbon Infrastructure Transition Fund. The Eastern network includes substantial parts of the Grangemouth Industrial complex and a number of public sector buildings. The Western network is focussed around the Falkirk Gateway sites including Falkirk Stadium and the new Forth Valley College campus development.

The work on the business case will proceed over the next few months with the results shared at our annual conference in November.

If you would like more information contact business@falkirk.gov.uk



TIF Initiative Enabling Development as Construction Commences at Abbotsford Business Park

Falkirk Council has commenced construction of four new speculative industrial units at Abbotsford Business Park at a cost of £1.3m.

JB Bennett was appointed as the design and build contractor and has started the construction preparation works, including establishing the site and its boundaries and starting to lay foundations.

The units each comprise 2,500 sq ft of high quality industrial space and are due for completion in August 2016, providing a welcome boost to the area's popular industrial and logistics market. Benefiting from a modern, low carbon specification, the units have insulated roof panels, high quality finishes throughout and galvanised steel cladding. There is a service yard spanning 14,600 sq ft, five dedicated car parking spaces per unit and an additional ten visitors spaces.

Whilst Abbotsford Business Park overall is owned by Scottish Enterprise, the Council purchased the development site for the units in 2015. After receiving assistance from European Regional Development Funding, the Park was cleared, remediated and new access routes and services provided. External infrastructure improvements to three roundabouts, undertaken through £0.5m funding from the local authority's Tax Incremental Finance scheme, will improve transport routes and accessibility for the area.

Councillor Dennis Goldie, Economic Development at Falkirk Council, said: "Through our property strategy we've identified the need for new high

quality facilities that we know are in demand, so it's with confidence we're investing in this new development. With Abbotsford specifically we want to create a successful business park that enables us to attract commercial and industrial tenants, and therefore jobs, to the local area."



From Left to right: Debbie Sanders, Scottish Enterprise, John Smith, Falkirk Council, Pete Reid, Falkirk Council & Tom Fitzsimmons, JB Bennet

Falkirk Council's in-house team are marketing the industrial units alongside Colliers International which is the letting agent for the overall Abbotsford Business Park.

If you'd like more information regarding the units available at Abbotsford Business Park, please contact: property@falkirk.gov.uk or call 01324 504999



Falkirk Delivers Gears Up for the Next Bid Vote

Falkirk Delivers has successfully served town centre businesses over the past 8 years, by delivering an array of award winning projects and initiatives. The Falkirk Delivers team once again are looking for business support to ensure the safe keeping of the well-established and much loved projects to continue over the next 5 years, for example the Safer Streets Taxi Marshal Service, and the popular Pirate & Princess Parade.

Scotland's Towns Partnership chief executive Phil Prentice, fully supports the BID in Falkirk and said 'Falkirk is one of the most - if not the most - successful BID in the country. It's held up as being a national exemplar of excellence. The tangible benefits the Falkirk BID has delivered are too many to mention.'

For more information on the BID ballot visit www.falkirkdelivers.com/business/what-we-deliver



Falkirk Fashion Week

Falkirk Delivers and local town centre businesses have joined forces and launched the first Falkirk Fashion Week, the week will be packed with great offers and a wonderful selection of events that will be running in the town centre from the 19th to the 29th May 2016. The aim of Falkirk Fashion Week is to encourage people to support and rediscover local businesses, independent or national and our town. Falkirk is renowned around the country for its family-run and award winning businesses that offer high quality goods and service second to none, so please take advantage of the many offers and events that will be running throughout Falkirk Fashion Week.

To keep up to date visit www.falkirkdelivers.com or follow them on social media - facebook.com/falkirkdelivers & [Twitter - @FalkirkDelivers](https://twitter.com/FalkirkDelivers)

If you would like any more information on Falkirk Delivers, please email info@falkirkdelivers.com or call 01324 611293.

Howgate Centre Scoop 5 Ace Awards

Staff at Falkirk's Howgate Shopping Centre swept the board at a recent awards ceremony that recognizes excellent customer service.

The centre beat off stiff competition from much larger shopping centres to be crowned the overall winner for the second year running.

As well as being named the country's top mall in the Achieving Customer Excellence Awards (ACE), cleaning supervisor Helen McIvor lifted a Super Star accolade for the second year in a row.

Howgate general manager Suzanne Arkinson was delighted to win the category for smaller centres under 40,000 square metres, but was stunned when the Howgate was named the overall winner.

More than 100 centres were entered from across Britain and Ireland, including Westfield in London, the Arndale Centre Manchester and the Bluewater complex in Kent.

Suzanne said: "We have just about returned to earth now. We aren't the UK's biggest shopping centre, but now we can genuinely say we offer the best customer service. To have come through such a rigorous judging process as top centre for customer excellence two years in a row is tremendous.

The ACE awards are run by British Council of Shopping Centres and hosted by Shopping Centre Magazine.

The Howgate Centre won the following awards:

- Security Officer Stuart Watson - ACE Award
- Security Officer Ryan Young - ACE Award
- Cleaning Supervisor Helen McIvor ACE Superstar Award for the second year running
- Best Centre under 40,000 sqm and
- Top Ace Award as the overall winner, second year running.

Falkirk Business Loan Fund

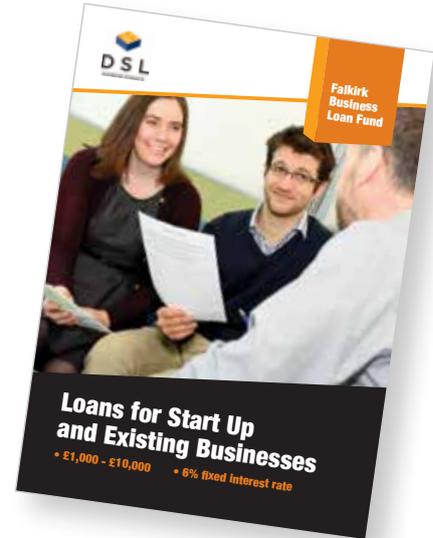
The Falkirk Business Loan Fund (formerly BP Loan Fund) can now be accessed via DSL Business Finance Ltd.

The Falkirk Business Loan Fund can provide loans of up to £10,000 with a 6% fixed interest rate and no arrangement fee and is available to start up and existing businesses with very few sectoral restrictions - the company does have to be located within the Falkirk Council local authority area to be eligible.

The Falkirk Business Loan fund can be used by businesses for the purchase of new plant and equipment, vehicles, working capital and for the refurbishment or purchase of new premises

Since taking over the Loan Fund DSL has approved 3 loans of which 2 have been paid out.

One of the successful businesses is Ice Artisan Ice Cream based in Falkirk:



Kyle Gentleman recently set up his own business producing and retailing homemade gelato ice cream from premises in Falkirk.

Kyle is looking to make fresh unique ice cream on a daily basis and sell it direct to the public. The product will be free from preservatives. He will offer a wide range of flavours and will also sell milkshakes, smoothies, crepes, hot cookies and waffles.

As a new start-up, the business found it difficult in securing funding from mainstream sources and a funding package was therefore put together involving investments from Kyle, Falkirk Business Loan Fund and the Start Up Loans Company (both these funds were administered by DSL Business Finance Ltd).

George and the team were extremely helpful and made sure I was looking at the right funding package for my start up business. The help and support I received from George was fantastic and it gave me the confidence to apply for the funding, which if I hadn't been able to source, would have resulted in me not being able to go ahead with my business idea. I would thoroughly recommend DSL as a funding option, it's worth going through to ensure you have thought of everything

To discuss a loan or to apply companies are asked to contact DSL on 0141 425 2930 or email info@dsl-businessfinance.co.uk

Hot Topics the Focus for Falkirk Business Community

Summer is almost here and it's the perfect time for Falkirk businesses to refresh their skills or allow new ones to blossom.

Business Gateway's fully funded workshop programme is specially designed to cover the topics that local business owners are interested in regardless of their experience.

From marketing and HR to social media and creating a business plan, the free seminars can help you achieve your long term aims.

Running throughout the year, the workshops compliments the expert one

to one support that Business Gateway's advisers provide.

Carron Smith, Business Gateway Falkirk, said: "As spring turns into summer, our wide range of events focus on the hot topics facing the local business community, and allows them networking opportunities which can prove beneficial on both a personal and business level. Whilst our workshops provide budding entrepreneurs the chance to learn new skills and knowledge, they also allow existing business owners to refresh on what they may already know."

Business Gateway Falkirk's workshop programme takes place in The Falkirk Stadium and covers topics including:

- Business Start-up: Awareness seminar, Finance, Taxation, Business Planning and Marketing
- Employment Law & Small Business
- Negotiation Skills
- Mastering Selling Skills

To book a place on a workshop and to find out more about how Business Gateway can help your venture call 01324 808266.

Falkirk Company Helps Create Replica of Iconic Book

A world-famous library and a Falkirk printing and binding company combined forces to produce a new copy of one of the world's first-ever printed books - the Gutenberg Bible.

Helix Binders, who have been supported by Business Gateway Falkirk, won the contract to work with the John Rylands Library in Manchester last October to create a 'handling' copy of the original book which was first published in the 15th Century.

Formed in 2007, the company, which is based in West Mains Industrial Estate, Grangemouth, has a reputation for producing high-quality, limited edition books that have been sent to royalty throughout the world.

Counting renowned publisher Collins Debden as a client, Helix Binders is also a leading name in university dissertation and thesis print and binding and provides binding services to local authority, university and private libraries throughout the UK.

Iain said: "Over the years we've had a lot of support from Business Gateway, including help to secure funding, training and strategic advice. Most recently we've worked with a business mentor to help us improve our profile and update our digital image. We have four separate websites for each branch of the business and with our adviser's help we've applied for funding that will allow us to create one website to house them all. The site will be highly functional and will help us increase efficiencies."

Douglas Duff, Head of Economic Development and Environmental Services said: "Over the years, Helix Binders has been quick to adapt and add new strings to their bow. Iain and Robert engaged with Business Gateway right at the start and we are delighted that they came back to us for further advice when they were looking to expand their services."

For more information on Helix Binders visit www.helixbinders.co.uk

HR Service Gives Falkirk Businesses A Boost

If your business is growing and you need to take on your first employee or more staff to cope with demand, Business Gateway Falkirk is on hand to lead you through the employment maze.

Led by HR specialist, (Alison Melville, of Grieg Melville Associates), the comprehensive HR Advisory Service provides a range of information, advice and support on a broad range of employment matters including:

Support includes:

- Recruitment support: We can help you decide what kind of staff you may need to recruit to suit your business circumstances.
- Employer Toolkit: A short guide to help businesses who want to employ someone - perhaps for the first time.
- Employment documentation: We can provide you with assistance in the preparation of terms & conditions, employee handbooks, contracts for service, equal opportunities, recruitment selection, internet and drug & alcohol policies.
- Employing people workshops: Our series of HR workshops are tailored to the needs of small businesses and include, HR for the Small Business, Employment Law, Managing Performance and Managing Discipline and Grievance Procedures.

Alison Melville , HR Adviser, Business Gateway said: "Whether you already employ people, or are looking to hire someone for the first time, let us help you ensure you meet legislation and have the right staff for the job. With my advice, helpful guide, templates and workshops, you can select the method which suits you to ensure your staff are happy and your business can be a success."

To find out how Business Gateway Falkirk can help your business visit www.bgateway.com/falkirk or call 01324 808266.



Business is Blooming for Falkirk Chocolatier

When Michael Maley saw how his grandma, who suffered with dementia, reacted to the smell of fresh fruit he decided to make something special for her - a hand-dipped chocolate fruit bouquet.

After learning how to work with chocolate and fruit, the 40-year-old spotted a gap in the market for the edible bouquets, tapped into advice from Business Gateway Falkirk and launched Strawberry Blooms in 2013.

Having given up his job with a global blue chip company in 2014 to concentrate on growing his business, which is based in Newhouse Business Park, Grangemouth, Michael, saw an opportunity to add individual products, such as chocolate bars and truffles to his offering, and launched chocolate making workshops for adults and children.

He said: "Strawberry Blooms as a brand name didn't make sense for people wanting to buy individual products so I introduced Maley's Artisan Chocolates in June 2015, I then added workshops at the end of that year. Having attended Business Gateway Falkirk's seminars, and worked with an adviser,

when I first launched, I went back to see what assistance was available to me. They helped secure funding that allowed me to work with a web developer to revamp both my websites, including adding product sizing options and a booking system that will save a lot of administration headaches."

Pete Reid, Manager of Falkirk Council's Growth & Investment Unit said: "Michael's business has grown apace, moving from his own kitchen into Newhouse Business Park earlier this year which created two part time jobs. With each new development he has turned to the Business Gateway team for support. Their assistance has given him additional confidence and guidance which has helped him establish two brands that put Falkirk firmly on the artisan food map."

For more information visit www.strawberryblooms.co.uk and www.maleys.co.uk



at a glance falkirk council services for business



Business Gateway	01324 590960
Business Continuity	01324 501002
Business Property	01324 504999
Development Services	01324 504950
Eco Stars Fleet Recognition Scheme	01324 506070
Employment and Training Unit	01324 504400
Enterprise & Education	01324 501975

Environmental Health Unit	01324 504982
<ul style="list-style-type: none"> Food Safety Trading Standards 	<ul style="list-style-type: none"> Health & Safety
Growth & Investment Unit	01324 590960
Licensing	01324 501239
Non Domestic Rates	01324 506966
Procurement	01324 590788
Trade Waste Team	01324 504422

falkirk.gov.uk • business@falkirk.gov.uk • [@falkirkbiz](https://twitter.com/falkirkbiz) • [Linked in](#)

If you want to received our monthly ezine and want additional copies of the Business Falkirk magazine for your reception areas simply email business@falkirk.gov.uk

Falkirk Business Provides Easy Way to Enjoy Celebrity Pastime

A top sailing coach and his wife have launched a new business which makes it easy for people to take up a pastime loved by celebrities - stand up paddle-boarding (SUP).

Duncan Hepplewhite, RYA Scotland Topper Coach, and his wife, Emma, aim to turn www.paddlefast.co.uk into Scotland's leading voice on Britain's fastest growing watersport.

Selling and renting inflatable SUPs, that cost from £400 to £1.5k to buy, the site, which was part funded by a £5k Digital Voucher secured through Business Gateway Falkirk, also offers advice on all aspects of the sport loved by the likes of Jennifer Aniston, Pippa Middleton and Matt Damon.

Emma, from Standburn, said: "Our Business Gateway adviser has been brilliant; recognising from the off our desire to become market leaders. Social media is going to be key to success, so attending their free seminars on Facebook, Twitter, YouTube etc. has proved extremely valuable.

Our adviser also secured funding that allowed us to work with two different consultants to ensure our branding was spot on and that our website works hard for us."

Carron Smith Principal Officer Business Support added "We are delighted that Business Gateway's assistance has played a significant part in helping Emma and Duncan fine tune their business goals. Falkirk is the perfect location for SUP so I look forward to seeing enthusiasts who have purchased and rented their boards from Paddlefast traverse our local waterways."

For more information about Paddlefast go to www.paddlefast.co.uk



Falkirk Scoops Top Tourism Award for the Third Time

Falkirk has taken a prestigious accolade for its efforts to promote itself nationally and internationally after it received the 'best destination' stand award at the 2016 VisitScotland Expo in April.

The Expo, a gathering of more than 200 businesses and organisations that represent the best in Scottish tourism, is the most important business to business marketing event and allows different areas to highlight what they have to offer to national and international group tourism operators.

This is the third year that a team led by VisitFalkirk has picked up an award and competition is intense for the hundreds of tourism buyers who visit each year.

Falkirk Council's Economic Development Officer Tracey Martin said: "Promoting the Falkirk area is important as we pull in tens of thousands of visitors from the UK and abroad who in turn, support the local economy.

"For the first time this year we extended the range of businesses exhibiting alongside us and the Falkirk display showed the many attractions we have to offer and highlights how attractive a destination Falkirk is for tourism operators.

"Picking up an award for the third year running shows that our approach is working and we can compete amongst the best Scottish tourism has to offer.

Judges said that the stand had clear signage and branding; demonstrated a good interaction and collaboration between partners; showed a good display of information and; representatives were knowledgeable and professional.

VisitFalkirk is a partnership between Falkirk Council and local tourism operators and businesses and helps to deliver the Falkirk Area Tourism Strategy that aims to boost visitor numbers to the local area as well as expenditure.

Companies exhibiting included Falkirk Council, The Helix, Falkirk Community Trust, Falkirk Delivers, Bo'ness and Kinneil Railway, The Falkirk Wheel, Xtreme Karting, Macdonald Inchyra Hotel & Spa and Mannerstons Farm Shop and Café

You can find out more about tourist attractions in the area at www.visitfalkirk.com

Tourism Strategy Report Puts Falkirk Firmly on the Map

A year since the launch of Tourism Falkirk 2020, Falkirk Council published a progress report on its tourism strategy, revealing a rise in visitors and major investment from attractions and local businesses.

The report, which was included in an information bulletin to committee members on 23 February, revealed a rise in visitor footfall and bookings in 2014/15 at the VisitScotland Visitor Information Centre at the Falkirk Wheel. The mid-year report on Falkirk tourism from VisitScotland for the period April - September also shows continued growth in 2015, with footfall at the Centre up by 11.19%.

The report also highlights a rise in visitors over 2014/15 for The Falkirk Wheel, Bo'ness & Kinneil Railway, Blackness Castle as well as an increase in visitors for open days at Kinneil House.

Awareness of the area as a destination was boosted through a series of Visit Falkirk marketing campaigns throughout the year, which reached millions across the UK and led to over 300 business referrals.

The impact of the growth in Falkirk's tourism has also been recognised by the private sector. The report highlights investment by a number of businesses including Mannerstons, Carr's Hill and the Corbie Inn. The Premier Inn has also created an additional 66 beds and introduced 'Falkirk Tourism Attractions' promotion in all four of its hotels.

The development of information to attract visitors to the Falkirk area has led to nearly 45,000 views of the Visit Falkirk website since its launch in February 2015. There has also been over 74,000 views of the Kinetic Falkirk time-lapse film, and the Visit Falkirk Social Media Channels have all grown significantly over this period.

Tracey Martin, Economic Development Officer said "The introduction of Helix Park and the Kelpies have helped to reinforce the Falkirk area as a tourist destination and this report shows that there has been a huge effort by the Council, attractions and businesses to capitalise on this and encourage more investment and visitors to the area."



Modern Apprentices bring NI break for local employers

Falkirk Council Employment and Training Unit (ETU) has some good news to share with local employers! From 6 April 2016, if you employ an apprentice you may not need to pay employer Class 1 National Insurance Contributions (NICs)*. So, in addition to gaining a new member of the team, this announcement means that it's even more cost effective to go down the apprenticeship route.

In official guidelines issued by HMRC, it states that employers of under-25s who are following an approved apprenticeship framework may be eligible for these savings on the apprentice's earnings below £827 a week (£43,000 a year).

The saving relates to employers only, not employees and needs to be evidenced back to HMRC**.

Julieann Airens, Principal Officer with the ETU explains: "The announcement relating to NICs for local businesses employing modern apprentices is a welcome one. The ETU team understands that businesses must consider all costs relating to the employment and training of a young person, so any further assistance in reducing these costs is good news."

Julieann continues: "Falkirk Council ETU works hand-in-hand with local employers to facilitate high quality modern apprenticeship opportunities, across all business sectors. In addition, the Unit continually seeks to source and distribute any additional funding, e.g. European Social Funds, to assist with wages costs for eligible clients. We hope that employers will see this announcement by HMRC as an added incentive to consider a modern apprenticeship opportunity when next recruiting."

For further information on recruiting a Modern Apprentice, contact the Employment and Training Unit via 01324 504400 or etu@falkirk.gov.uk

*This is in addition to the abolition of employers National Insurance contributions for under 21s (6 April 2015)

**Further information is available: <https://www.gov.uk/government/publications/national-insurance-contributions-for-under-25s-employer-guide>

Scottish Business Resilience Centre

Would you like to know more about really trading safely on line? How much do you know about the key vulnerabilities and threats that are impacting on other companies? Would it help you to have someone test how easy it is to get in to your system? If so, you should be speaking to us at SBRC. We offer a full range of discounted and easily understood cyber services for small businesses through ethical hacking students trained to look for weaknesses in your system. We are the business delivery arm for the Scottish Government, Police Scotland and Scottish Fire and Rescue and have established ourselves as a hub of innovation and improvement in support of partners, members and the business community. As a not for profit organisation, we aim to support business, whether you are startup or business growth or new entrepreneurial ideas - if you need friendly advice on keeping yourself resilient whether this be in premises or transport security or on any of the cyber services, then you should be speaking to us.

Please direct all enquiries to enquiry@sbrcentre.co.uk or 01786 447441.

 **Scottish Business Resilience Centre**
Creating a secure Scotland for business to flourish in



Falkirk Tech Business Uploads New Clients

A Falkirk business which counts the US Navy and Cancer Research UK among its 230 clients has added another 10 customers to its books after attending a leading international conference in the USA.

Inprisys owner Dave Waddell secured the deals to provide the company's state-of-the-art software to a range of institutes after speaking at the Association of University Technology Managers AGM earlier this year.

After turning to Business Gateway Falkirk for advice on taking on his first employee, Mr Waddell, whose business is based in Earls Road, Grangemouth, has now created a job for a data migration specialist and is looking to hire a software developer to free up his time to secure larger contracts.

He said: "In the past two years the business has grown apace. It's been a fantastic journey, as I'd always wanted to

be in business and be my own boss, but when I realised I needed to take on staff I went to Business Gateway for advice. It's been a very positive experience. As well as helping me secure match funding to buy IT equipment for my new staff, my adviser has referred me to Business Mentoring Scotland and for HR Expert Help. She will also work with me over the coming months to help put in place a strategy to manage the business' continued growth."

Councillor Dennis Goldie, Falkirk Council's spokesperson for Economic Development said: "Inprisys is the perfect example of a small business which had the potential to scale up so long as it was able to access the right support. With Business Gateway's help, Mr Waddell was able to confidently take on staff and secured a grant to buy equipment. Now that he has engaged with the service, he is set to benefit from a range of support that will hopefully help Inprisys continue to flourish."

For more information on Inprisys visit www.inprisys.com

whats on for business

Export Clinic

Wednesday 25th May
Falkirk Stadium

Get advice on sourcing new markets, plan and develop your strategy in preparation for exporting, access market reports and find out what training could be beneficial to you.

To book a place call 010324 808266

Procurement Clinics

Wednesday 25th May & 29th June
The Forum, Callendar Road, Falkirk

To book a 30 minute slot with Falkirk Council's Procurement Team - email purchasing@falkirk.gov.uk or for more info call James King on 01324 590817

Meet the Buyer Exhibition

Thursday 2nd June - 10:00 - 16:00
BT Murrayfield Stadium, Edinburgh

The public sector in Scotland spends £10billion annually. Can you afford to miss out?

Now in its 8th year, Supplier Development Programme's "Meet The Buyer" is Scotland's largest FREE public procurement event. Bringing together buyers from local Councils, NHS, universities and colleges, transport and more, the event offers you the chance to speak directly to some of country's biggest purchasers and decision-makers. This year we have partnered with the Scottish Government and Business Gateway to make this year's event the biggest and best we've ever held!

As well as a unique networking opportunity, Meet The Buyer 2016 will feature presentations and seminars from key buyers and procurement experts.

Visit the SDP Website
www.sdpscotland.co.uk

SR Low-Carbon Heat Conference

Tuesday 7th June 2016
Perth Concert Hall

Investment in renewable and low-carbon heat is essential not only to meet our energy targets but also to achieve our ambitions to decarbonise our heat supply, improve energy security and tackle fuel poverty. The 2016 conference will take a look at the challenges in the sector on the way to 2050 and explore the following key issues:

- What role is low-carbon heat expected to play in the Scottish Government's energy strategy?
- What does the future hold for the Renewable Heat Incentive?
- What changes can we expect to regulations and standards to encourage more low-carbon heating?
- Where will investment come from and how can the market be more attractive?
- How do we integrate storage into our heating systems?

Visit Scottish Renewables website www.scottishrenewables.com

Back to School Events

Tuesday 30th August/Wednesday 31st
August/Thursday 1st September

Join fellow businesses and Falkirk Council colleagues for our Back To School Events. This is your chance to meet, network and reconnect with your local industry sector. A must for the business community of Falkirk and a great way to kick start your work post summer.

For more information email
business@falkirk.gov.uk

Falkirk Business Day

Thursday 8th September

Falkirk Business Day 2016 is your story. Showcase your products, services and business ideas. Join others to network with your business community within Falkirk, learn tips and tricks that can be applied into your business, buy directly from local businesses and sell your products and services to new and existing customers.

For more information email
business@falkirk.gov.uk

World Canal Conference

Monday 19 September, 09.00 -
Thursday 22 September 2016, 15.00

Hosted in Inverness, the gateway to the majestic Caledonian Canal, the conference will showcase the many attractions of the nation's 137-mile canal network, from the incredible Kelpies - the largest equine sculptures on the planet - and The Falkirk Wheel to the innovative projects in surface water management, asset monitoring and repair and place-making.

The four-day event will see international waterway experts, business leaders and global professionals celebrate innovative thinking and cutting-edge delivery in a range of disciplines including sustainable tourism development, regeneration, heritage management, climate change and engineering within the iconic landscape of the Scottish Highlands.

Find out more at www.scottishcanals.co.uk/events/world-canal-conference-2016

Business Tourism Scotland Conference

Tuesday 6th December
The Technology and Innovation Centre,
University of Strathclyde

The 2016 Conference will build on the Success of a collaborative, thought provoking and highly interactive Conference for meetings and events professionals in Scotland. If you are interested in networking, engaging with your peers and being part of an ambitious, forward thinking and successful meeting and events industry in Scotland then why not join us for Business Tourism Scotland: Conference 2016.

Find out more at
www.businesstourismscotland.co.uk

Plus remember Falkirk Council Business Gateway deliver a whole range of free courses and workshops to help your business grow - for more information go to bgateway.com/falkirk

falkirk in numbers

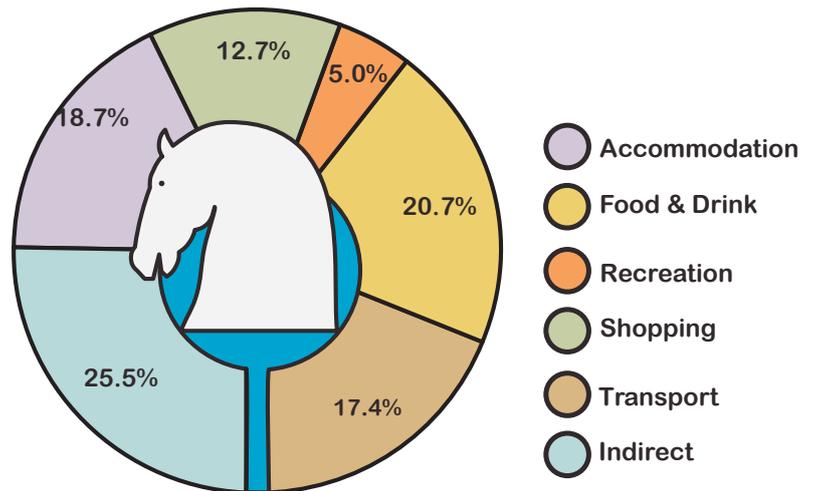
Number of visitors to the Falkirk area



Unemployment in Falkirk



Economic Impact of Tourism in the Falkirk area



Falkirk Council Business Gateway start up's supported



Falkirk Council Business Gateway

