

# Industrial Development Act 1982

An Annual Report  
by

**The Secretary of State for Business,  
Enterprise and Regulatory Reform,  
the First Minister of Scotland,  
and the First Minister of Wales**

**For the year ended 31 March 2008**

**BERR**

Department for Business  
Enterprise & Regulatory Reform



# Industrial Development Act 1982

## Annual Report

The Secretary of State for Business,  
Enterprise and Regulatory Reform,  
the First Minister of Scotland  
and the First Minister of Wales

For the year ended 31 March 2008

*Presented to Parliament, the Scottish Parliament and the  
National Assembly for Wales pursuant to sections 11 and 15  
of the Industrial Development Act 1982*

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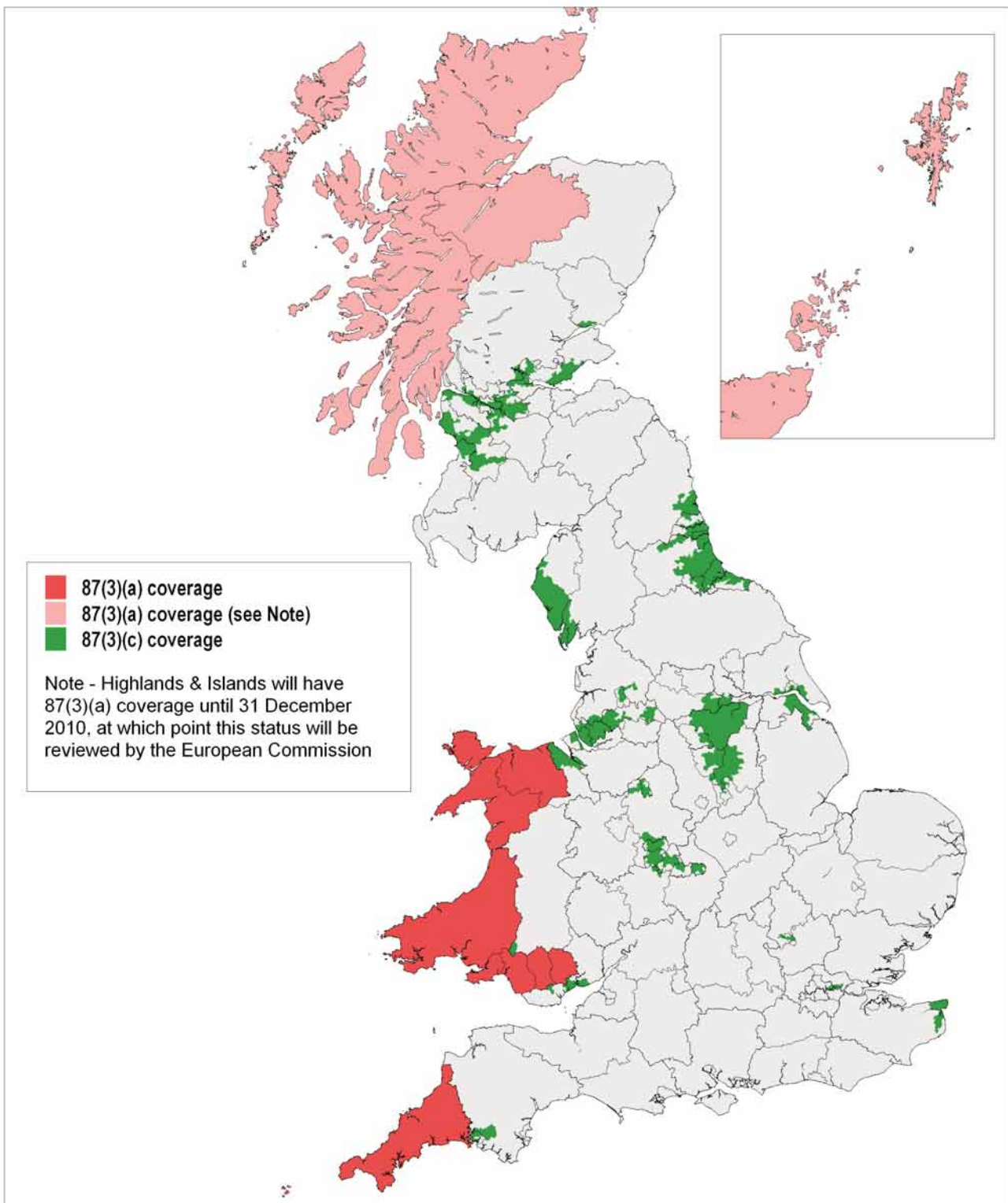
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## Abbreviations

AIGS	Assembly Investment Grant Scheme
BERR	Business, Enterprise and Regulatory Reform
BIDF	Business Incubation Development Fund
CDFIs	Community Development Finance Institution
CDVF	Community Development Venture Fund
CIA	Coal Investment Aid
DTI	Department of Trade and Industry
ECSC	European Coal and Steel Community
ED	Enterprise Directorate
EEDA	East of England Development Agency
ECF	Enterprise Capital Funds
EGF	Early Growth Funding
EGS	Enterprise Grant Scheme
EMDA	East Midlands Development Agency
IA	Intellectual Assets Centre
IDAB	Industrial Development Advisory Board
IDB	Industrial Development Board
LDA	London Development Agency
NWDA	North West Development Agency
ONE	One NorthEast
POL	Post Office Limited
R&D	Research and Development
RDA	Regional Development Agency
RIDB	Regional Industrial Development Board
RSA	Regional Selective Assistance Scheme
RVCF	Regional Venture Capital Fund
SE	Scottish Executive
SEEDA	South East England Development Agency
SFIE	Selective Finance for Investment in England
SFLGS	Small Firms Loan Guarantee Scheme
SIPBP	Support to Implement Best Business Practise
SIDAB	Scottish Industrial Development Advisory Board
SI	Statutory Instrument
SMEs	Small and Medium Sized Enterprises
SWRDA	South West Regional Development Agency
UK	United Kingdom
UKHTF	United Kingdom High Technology Fund
WIDAB	Welsh Industrial Development Advisory Board
White Paper	Competitiveness White Paper (CM 4176) December 1998

## Assisted Areas in Great Britain, 2007-2013

Northern Ireland will have full 87(3)(c) coverage



# Industrial Development Act 1982

*Joint Report by the Secretary of State for Trade and Industry, the First Minister of Scotland and the First Minister of Wales*

## Introduction

1. As required by Sections 11 and 15 of the Industrial Development Act 1982, this Report for the year ended 31 March 2008 describes the exercise of powers under the Act, including the powers under past legislation which the Act consolidated. Sections 11 and 15 of the Act are reproduced at **Appendix 1**.

2. As a result of the devolution legislation (the Scotland Act 1998, the Government of Wales Act 1998 and S.I. 1999/672), from 1 July 1999 some powers under the Act have been exercised in Scotland by the First Minister of Scotland, in Wales by the First Minister of Wales and, concurrently throughout the UK, by the Secretary of State for Business, Enterprise and Regulatory Reform.

## Assistance Under Section 7

4. Section 7 of the IDA 1982 provides for financial assistance to industry to be given in the Assisted Areas of Great Britain. The purpose of providing assistance under Section 7 was to encourage sound projects, which will improve employment opportunities in the Assisted Areas (see map on page vi).

5. Assistance under Section 7 is currently provided thorough the Selective Finance for Investment in England (SFIE) scheme in England, and by the Regional Selective Assistance (RSA) scheme in Scotland and Wales.

6. Applications for both RSA and SFIE were assessed against the following criteria:

- **Location** – Projects were located within Assisted Areas;
- **Need (additionality)** – Applicants had to demonstrate that the SFIE support was necessary to enable the project to proceed.
- **Eligible investment** – The project had to involve capital expenditure on fixed assets, such as property, plant and machinery, or expenditure related to the creation of new jobs. Expenditure had to be related to a project that expanded or modernised an existing company or established a one;
- **Jobs** – If the level of SFIE support was greater than £100,000 the project had to create or safeguard sustainable jobs. Projects which were likely to create overcapacity in the market, or which simply displaced jobs from another Assisted Area elsewhere in the UK were not eligible for assistance;
- **Viability** – Businesses and projects had to be viable and supported projects were judged to have a good chance of becoming self-sustaining within three years; and
- **National and Regional benefit** – Projects only received SFIE support if the business case for the project indicated that it would make a positive contribution to both the regional and national economies.



7. Applications for SFIE additionally focused on delivering growth in productivity and improvements in the skills base, using the following criteria:

- **Productivity** – supported projects had to deliver an improvement in productivity based on the value of Gross Value Added (GVA) per Full Time Equivalent (FTE) employee compared with the sector and national averages; and
- **Skills** – the majority of jobs associated with a supported project had to be at NVQ level 2 (or equivalent) or above.

8. However an allowance of up to 10% of the SFIE budget may have been used to support projects in particularly deprived areas, which did not meet these skills and productivity criteria.

9. The powers to provide SFIE in England were exercised by the Secretary of State for Business, Enterprise and Regulatory Reform. In Scotland and Wales, the First Minister of Scotland and the First Minister of Wales exercised powers to provide RSA. SFIE replaced RSA in England from 1 April 2004.

10. Set out below are brief details of financial assistance to industry applications received and offers accepted during 2007/2008. Offers may relate to applications received in previous years.

## Regional Selective Assistance

**Table 1**

	Applications Received		Offers Accepted	
	No.	Value £('000)	No.	Value £('000)
England	-	-	-	-
Scotland	107	54,329	155	86,039
Wales	102	58,472	109	61,623
Great Britain	209	112,801	264	147,662

## Selective Finance for Investment in England

**Table 2**

	Applications Received		Offers Accepted	
	No.	Value £ ('000)	No.	Value £ ('000)
	352	136,631	279	74,822

## **Assistance Under Section 8**

### **Section 8 Financial Limit**

11. Section 8(5) of the Industrial Development Act 1982 initially limited to £1,900 million the sums paid, and liabilities under any guarantees given, by the Secretary of State under section 8, and provided that the limit may be increased on not more than four occasions by tranches of up to £200 million each. Authority to increase the statutory limit for the fourth and final time from £2,500 million to £2,700 million was obtained on 10 March 2003<sup>1</sup> through an Affirmative Resolution of the House of Commons. The Financial Assistance For Industry (Increase of Limit) Order 2003 came into effect on 25 March 2003<sup>2</sup>. (The limit was first increased to £2,100 million by S.I. 1996/569, to £2,300 million by S.I. 2000/995, and to £2,500 million by S.I. 2002/151.)

12. As a limit of £2,700 million was the maximum possible under the 1982 Act, a bill to amend the limits in Section 8(5) was introduced into Parliament during the reporting year 2002/2003 and the Industrial Development (Financial Assistance) Act 2003 received Royal Assent in May 2003. This Act amended Section 8(5) of the 1982 Act by increasing the initial ceiling on financial assistance from £1,900 million to £3,700 million, and the subsequent four tranches from up to £200 million each to up to £600 million each.

13. As at 31 March 2008 the amount of uncommitted spend under the Section 8(5) limit was £192 million.

### **Section 8 Schemes**

14. Assistance to regional industrial development continued to be given under a number of measures during the year.

### **Regional Selective Assistance (Scotland) – “Tier 3”**

15. On 1 January 2007, the Scottish Executive introduced a new tier of Regional Selective Assistance (“Tier 3”) for SMEs. Operating under Section 8 of the Act and the EC block exemption regulation for regional aid and SMEs, it is available across large parts of Scotland outwith the Assisted Areas (“Tier 1” and “Tier 2”). It is a discretionary grant and operates along the same lines as RSA. During the year to end of March 2008, 15 applications were made. There were 9 offers accepted totalling £1.3 million. These projects involved planned capital investment of £6.5 million and aimed to create 192 jobs and safeguard a further 9.

### **Enterprise Grant Scheme**

16. The Enterprise Grant Scheme (EGS) in England began on 1 January 2000. It was a simplified discretionary scheme for Small and Medium Enterprises (“SMEs”) in the Assisted Areas (“Tier 1” and “Tier 2”) and in specified non-Assisted Areas (“Tier 3”). Those three tiers were referred to collectively as Enterprise Grant Areas. The total amount paid out in England during 2007/2008 was £156,000. The Enterprise Grant Scheme closed for new applications on 31 March 2004, and was replaced by the SFIE (SME) scheme. This is available at the discretion of the RDAs in Tier 3 Areas.

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<sup>1</sup> Hansard (2002/03) No 401, c130-131.

<sup>2</sup> SI No 2003/849.

## Assembly Investment Grant Scheme

17. The Assembly Investment Grant (AIG) was launched in Wales on 1 April 2002. This streamlined scheme operates along similar lines to RSA, although there are some major differences. Operating under Section 7 of the Act in the Assisted Areas and Section 8 in the non-assisted areas, it is available only to SMEs and addresses the needs of smaller businesses throughout Wales by providing easier and less costly access to grant assistance, with simpler procedures and faster turnaround times for applications and claims. Like RSA, capital investment is a prerequisite, but unlike RSA, an AIG project does not necessarily need to create new jobs – the objective being to encourage indigenous businesses to set up or become more competitive by carrying out eligible investment projects. From 1 April 2006 to 31 December 2006, grants of between £5,001 and £50,000 were available; from 1 January 2007 the upper limit was raised to £75,000. Table 3 provides details for 2007/2008.

Further details are at **Appendix 4**

**Table 3**

### 2007/2008

Number of applications received	307
Value of applications £'000	14,775
Number of offers accepted	187
Value of offers accepted £'000	7,503
Associated project costs £'000	25,560
Payments £'000	6,139

## Enterprise Fund

18. The Enterprise Fund was established following the publication of the Competitiveness White Paper (CM 4176) in December 1998, to ensure that entrepreneurs have access to appropriate forms of finance. The £180 million fund was created to provide both debt and equity finance to UK SMEs with growth potential. All elements of the Enterprise Fund are administered through Capital for Enterprise Limited, a new arms length body set up to deliver the Department's venture capital and loan activity from 1 April 2008. The budget provides flexible support for innovative proposals from the finance industry that meet particular SME financing needs. The main elements of assistance are:

### *Small Firms Loan Guarantee*

19. The Small Firms Loan Guarantee (SFLG) guarantees loans on commercial terms to small firms with viable business proposals but which are unable to obtain conventional finance because they do not have the collateral required by the lender to secure the borrowing. By providing a Government-backed guarantee against default, the SFLG encourages lenders to lend in cases where they would not otherwise do so.

20. BERR and the participating lenders have now had over two year's experience of operating the new form of SFLG introduced on 1 December 2005 to reflect the recommendations of the independent Graham Review. Annual Report to Parliament was published on 25 July 2007 and details the impact of the scheme over the last year. The report can be accessed at the following link: <http://www.berr.gov.uk/files/file40539.pdf>

21. Six new lenders joined the SFLG during the year, including one high street bank, an invoice finance provider and four community development finance institutions (CDFI), thus increasing the number and broadening the range of channels through which eligible businesses may be assisted to borrow. The new lenders are Alliance & Leicester Commercial Bank, Cattles Invoice Finance, DSL Business Finance, Enterprise Loan Fund, Foundation East and the South West Investment Group.

22. BERR's Enterprise Strategy, Enterprise: Unlocking the UK's Talent, published on 12 March 2008 announced further changes to strengthen SFLG, particularly in a climate of global financial market disruption, including a 20 per cent increase to the banks SFLG lending allocations for 2008/2009, and the extension of the eligibility of SFLG to businesses with growth ambitions that are more than five years old.

**Table 4**

**Guarantees Issued<sup>3</sup> from Inception in June 1981 to 31 March 2008 by Country/Region.**

Country/Region	Number	Value (£m)
Scotland	9,191	510,337
Wales	5,398	224,969
Northern Ireland	998	65,986
East Midlands and East	14,737	702,722
London and the South East	31,998	1,519,533
North East	4,375	177,654
North West	10,933	505,510
Yorkshire and the Humber	8,290	374,659
West Midlands	9,494	409,022
South West	12,804	528,944
<b>Total</b>	<b>108,218</b>	<b>5,019,336</b>

**Table 5**

**Guarantees Issued from 1 April 2007 to 31 March 2008<sup>4,5</sup> by Country/Region**

Country/Region	Number	Value (£m)
Scotland	259	22,333
Wales	208	8,961
Northern Ireland	27	2,806
East Midlands	176	13,457
East of England	223	16,776
London	370	32,160
South East	321	25,328
North East	110	8,350
North West	326	27,170
Yorkshire and the Humber	186	15,170
West Midlands	231	16,777
South West	212	17,047
<b>Total</b>	<b>2,542</b>	<b>204,959</b>

<sup>3</sup> Changes to SFLG eligibility criteria and operational processes arising in response to the Graham Review were introduced with effect from 1 December 2005. As part of those changes the point at which a Guarantee is recorded as having been issued has changed from the date of issue of guarantee by SBS to the lender to the date on which a borrower draws down a guaranteed loan from the lender.

<sup>4</sup> Changes to SFLG eligibility criteria and operational processes arising from the Graham Review were introduced with effect from 1 December 2005. As part of those changes the point at which a Guarantee is recorded as having been issued has changed from the date of issue of guarantee by SBS to the lender to the date on which a borrower draws down a guaranteed loan from the lender.

<sup>5</sup> Correct to 4 April 2007. Lenders have 10 working days to record a Guaranteed loan and therefore a small number of loans from late March 2007 may be excluded.

### *UK High Technology Fund*

23. The UK High Technology Fund (UKHTF) was established to encourage institutions to invest in early stage, high technology venture capital and to increase the amount of finance available for investment in early stage technology based businesses. The 1998 Competitiveness White Paper announced the creation of the £180 million Enterprise Fund to stimulate more finance for small businesses and address market weakness in the provision of that finance.

24. The fund was also set up to address the lack of investment available to early-stage, technology-focused businesses, critical for their growth. £106.1 million has been raised from private sector investors alongside £20 million of Government cornerstone investment. This surpassed the original target of a total fund of £125 million.

25. As at 30 June 2007, £124 million of the £126.1 million raised had been committed to 9 specialist venture capital funds. These venture capital funds have in turn made investments in 243 technology-based companies.

### *Regional Venture Capital Funds*

26. The Regional Venture Capital Funds (RVCFs) were set up to address the “equity gap” encountered by SMEs seeking small scale (£500,000 and below) investment. There are 9 RVCFs, one in each English region, and all are managed by experienced venture capital professionals, on commercial terms.

27. All of the 9 regional funds are operational. All Funds will be closed by 2015.

28. In the year 2007/2008 £2.8 million was drawn down by the RVCFs from BERR. As at 31 March 2008, and since the launch of the first RVCFs in 2002, a total of £73.7 million had been drawn down from BERR.

### *Early Growth Funding*

29. The Early Growth Fund (EGF) programme was established to encourage risk funding for start-ups and growth firms. The objective of the programme is to increase the availability of small amounts of risk capital (averaging around £100,000) for innovative and knowledge intensive businesses, as well as for other growth businesses.

30. All EGFs were operational by March 2004. As at 31 March 2008 the Early Growth Funds had drawn down £27 million.

## **Enterprise Capital Funds**

31. Enterprise Capital Funds (ECFs) were established in 2006. They are designed to be commercial funds, investing a combination of private and public money in small high-growth businesses that are seeking up to £2 million of equity finance. The Government will provide up to two thirds of the capital in each ECF, in return for a preferred return at or close to Gilt rate (4.5%), and a limited share in any profits of the fund. The preferred return is intended to cover the Government’s cost of capital, and the profit share from successful funds should offset any losses on unsuccessful funds.

32. To date two rounds of ECFs have been launched and from these six funds are now operational. BERR commitment to these funds totals £101.2 million. As at 31 March 2008, a total of £17.5 million had been drawn from BERR.

33. BERR's Enterprise Strategy announced that the newly created Capital for Enterprise Limited will launch a third round of ECFs in April 2008. The Government has also asked Capital for Enterprise Limited to work with the major Banks and Fund Managers to seek to stimulate the delivery of mezzanine finance through both the SFLG and ECF programmes. As part of the Government's development of investment readiness support, the Government will invest £12.5 million in an investment fund with the aim of securing a total of £25 million investment, focusing primarily on investment in women-led businesses. The fund, which will be developed and will test the market for focused investment funds, will make links with providers of investment readiness support, who will aim to provide increased networking support for women-led businesses to other sources of finance.

## **The Phoenix Fund**

34. The Phoenix Fund was established to encourage entrepreneurship in disadvantaged areas and within disadvantaged groups. Such disadvantaged communities often experience a shortage of jobs and relevant services. By encouraging entrepreneurship, the fund helps to overcome these shortages and promotes social inclusion. The Phoenix Fund currently comprises:

- support for Community Development Finance Institutions;
- the Community Development Venture Fund;
- the Business Incubation Development Fund (see Assistance Under Section 11).

35. Support for Community Development Finance Institutions and the Community Development Venture Fund have Section 8 as their statutory basis.

### *Support for Community Development Finance Institutions (CDFIs)*

36. The aim of this programme is to support Community Development Finance Institutions (CDFIs) in their role as intermediaries that exist to improve the availability of business finance to SMEs operating within disadvantaged communities. In particular CDFIs seek to lend money to SMEs and social enterprises who are unable to access finance from traditional sources because they are unable to offer the track record or security generally required by lenders.

37. From 1 April 2006 RDAs have been responsible for supporting CDFI activity in their regions. In 2007/2008 £760,000 was paid to support national activities to develop the Community Development Finance sector.

### *Community Development Venture Fund (CDVF)*

38. The Community Development Venture Fund (CDVF) was created in response to a recommendation from the Social Investment Taskforce. The CDVF, also known as "Bridges", is a £40 million fund that is a source of venture capital to small and medium-sized enterprises which are capable of substantial growth and which are located in the 25% most deprived wards in England.

39. In the year 2007/2008 £1 million was drawn down from BERR by 'Bridges'. As at 31 March 2008 and since the launch of the Fund a total of £17.3 million has been drawn from BERR.

## **UK Coal Investment Aid Scheme (CIA)**

40. The Coal Investment Aid Scheme (“the Scheme”) was approved by the European Commission on 24 June 2003 as “aid for initial investment” under Article 5(2) of the European Council Regulation No. 1407/2002 on State aid to the coal industry (“the Regulation”).

41. The aim of the Scheme has been to create or safeguard jobs in the UK coal industry within socially and economically disadvantaged areas by encouraging coal producers to enter into commercially realistic investment projects which maintain access to coal reserves which would otherwise not go ahead.

42. Approved projects were to be reimbursed up to 30% of eligible costs with the mine operators maintaining the balance themselves. Awards would be payable as expenditure was incurred and defrayed up to 31 December 2008, subject to satisfactory progress being made and confirmed by independent technical consultants.

43. The scheme was launched on 16 June 2003, with a budget of up to £60 million to be allocated in three application periods and spent by 31 December 2008. Application Period 1 closed on 31 July 2003. Period 2 closed on 1 June 2004.

44. A third application period was provisionally set to close on 31 May 2005, subject to official confirmation, but in October 2005, the Minister for Energy, Malcolm Wicks, confirmed that as almost £58.5 million had already been awarded in the first two application rounds, and allowing for project monitoring costs, the whole of the CIA fund had already been committed and the planned third application period would not take place. Eligible claims under awards in the first two periods would continue to be paid until these awards were exhausted.

45. A total of £40,963,621 was offered to 12 applicants in the first application period. A further £17,359,100 was offered to period 2 applicants. As at 31 March 2008, £51,364,108 had been paid to reimburse eligible project expenditure. Details of accepted awards and payments made to this date, and latest available employment figures, are given on a consolidated basis for both application rounds in Table 6 below.

**Table 6**

Applicant	Production Unit	CIA P1 Accepted £	CIA P2 Accepted £	Total CIA Accepted £	Jobs Created/ Secured	Total CIA Paid £
Eckington Colliery Partnerships	Eckington, Derbyshire	63,000	98,825 + 14,346 <sup>6</sup>	176,171	26	176,171
Energybuild	Aberpergwm, South Glamorgan	1,083,302	2,418,675	3,501,977	94	2,053,995
Flack & Son	Hay Royds, Yorkshire	137,300	0	137,300	13 <sup>7</sup>	135,841
Tower Colliery Ltd	Tower, Mid Glamorgan	2,215,166	842,138	3,057,304	227	2,991,764 <sup>8</sup>
UK Coal plc	Daw Mill, Warwickshire	9,600,000	1,260,000	10,860,000	673	10,860,000
UK Coal plc**	Ellington, Northumberland	2,167,853	0	2,167,853	0	849,620 <sup>9</sup>
UK Coal plc	Harworth, Nottinghamshire	4,648,000	1,717,800	6,365,800	37	4,201,555 <sup>10</sup>
UK Coal plc	Kellingley, Yorkshire	7,231,000	2,269,653	9,500,653	732	9,500,653
UK Coal plc	Maltby, Yorkshire	2,439,000	2,709,254	5,148,254	494	5,148,254 <sup>11</sup>
UK Coal plc	Rossington, Yorkshire	3,253,000	1,395,229	4,648,229	0	2,687,075 <sup>12</sup>
UK Coal plc	Thoresby, Nottinghamshire	2,882,000	2,091,282	4,973,282	509	4,973,282
UK Coal plc	Welbeck, Nottinghamshire	5,244,000	2,541,898	7,785,898	528	7,785,898
		<b>40,963,621</b>	<b>17,359,100</b>	<b>58,322,721</b>	<b>3,333</b>	<b>51,364,108</b>
<b>All Deep Mines</b>					<b>3,724</b>	

## Urban Post Office Reinvention Programme

46. On 15 October 2002, the Government was authorised by Parliament to provide up to £210 million to Post Office Limited (POL) to implement its programme to restructure the network of urban sub-post offices<sup>13</sup>.

47. The requirement for funding of POL's programme was borne from the Performance and Innovation Unit's report of 2000, which recommended that, if the Post Office decided that fewer offices were needed in some urban areas, the Government should provide financial assistance to the Post Office to ensure that sub-postmasters affected would be compensated for the loss of value of their business.

<sup>6</sup> Additional award was made exceptionally to support investment to recover second access to the mine following a geological problem.

<sup>7</sup> The colliery has been restructured and now operates as a partnership with a smaller number of participants than the original payroll total.

<sup>8</sup> Total investment was lower than forecast, so the award could not be drawn down in full.

<sup>9</sup> The original offer (£1.1 million) was revised to £2.2 million following completion of a Review. Ellington closed following an ingress of water before the award had been drawn down in full.

<sup>10</sup> Workings in the Deep Soft seam were abandoned owing to geological problems and UKC were unable to maintain funding to access the Top Hard seam to keep the mine in operation. Harworth was put into care and maintenance in August 2006.

<sup>11</sup> Maltby was sold to Hargreaves Group Ltd in February 2006.

<sup>12</sup> Rossington closed for geological reasons in March 2006.

<sup>13</sup> See Official Report: Session 2001-02, Volume 390, Column 228-256



48. Up to £180 million was made available to meet the costs of compensation to sub-postmasters whose offices closed under the terms of the programme. A further £30 million was made available on a broadly matched-funding basis, for modernising and adapting those offices which remain.

49. The programme, which is administered by POL, is UK-wide but relates only to the urban network of post offices located in communities of more than 10,000 inhabitants.

50. POL completed public consultation on all closure proposals by the end of 2004 and a total of 2,486 urban sub-post offices closed under the programme. Almost 4,000 offices have received investment grant funding.

51. The spend profile for the programme below has been adjusted to show the cumulative actual spend in 2002/2003, 2003/2004, 2004/2005, 2005/2006 and 2006/2007. No additional funding has been allocated to the programme since 2006/07.

**Table 8**

	Actual	Actual	Actual	Actual	Actual	Actual	Forecast
	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08	2008/09
Compensation	£14.57m	£63.23m	£149.6m	£154.99m	£154.37m <sup>14</sup>	£0.00	£0.00
Investment Grant	£0.02m	£5.48m	£7.0m	£23.79m	£25.82m	£0.00	£0.00
<b>Total</b>	<b>£14.59m</b>	<b>£68.71m</b>	<b>£156.6m</b>	<b>£178.78m</b>	<b>£180.19m</b>	<b>£0.00</b>	<b>£0.00</b>

52. BERR will monitor the take up of residual investment grant funding. There is no set end date for the scheme, though it is now expected that any remaining funds will not be made available beyond 2008/2009.

## **Assistance Under Section 11**

### **Enterprise Directorate (ED)**

53. From April 2007, the Small Business Service ceased to be an Agency of the Department of Trade and Industry and is now a strategic policy directorate (Enterprise Directorate) within BERR's Enterprise and Business Group. ED works across Government and the regions to develop and influence policies to strengthen the UK's enterprise culture and environment, and to simplify business support, to enable more SMEs to start and grow.

54. Following completion of the "Government Action Plan for Small Business" in July 2007, Government announced its intention to renew its Enterprise Strategy. Following Ministerial consultations with small business owners and entrepreneurs from across the country, Government published a new Enterprise Strategy "Enterprise: Unlocking the UK's talent" alongside the Budget on 12 March 2008. The Government's vision is to make the UK the most enterprising economy in the world and the best place to start and grow a business. As well as considering the wider benefits of enterprise, the Strategy identifies five key enablers for enterprise: A culture of enterprise; Knowledge and skills; Access to finance; Regulatory framework; and Business innovation. The Strategy can be accessed at [www.berr.gov.uk/enterprisestrategy](http://www.berr.gov.uk/enterprisestrategy).

<sup>14</sup> The total amount of spend has reduced due to POL refunding unused payments during 2006/07.

55. During 2007/2008, ED has sponsored a fourth “Enterprise Week” in November 2007 with 500, 000 participants at 5, 000 events to raise enterprise awareness in young people, led the national search to find the UK’s most enterprising place, through the Enterprising Britain Competition, launched the Ethnic Minority Business Task Force to help foster growth among black and minority ethnic firms, recruited 1000 women ambassadors to inspire women to start up in business, strengthened the Small Firms Impact Test to continue to further embed the “think small first principle” into all new and amended policy development, improved the way business understands regulation through better communication of change around the two Common Commencement Dates, continued focus on SME access to finance through an enhanced SFLG, new ECF funding and the creation of Capital for Enterprise Limited.

## **Business Link Operators**

56. The Business Link service is a crucial part of the Government’s campaign to promote enterprise and to make the UK the best place to start and grow a business. Business Link provides the information, advice and support needed to start, maintain and to grow a business. The service exists to help anyone who is thinking of starting a business; to help small and medium-sized enterprises to grow; and to help businesses to deal with problems, challenges and opportunities.

57. Business Link is available to all businesses – whether a private company, public company, a partnership, sole trader, a community interest company, a co-operative, or a social enterprise.

58. Business Link helped a total of 798,000 customers during the twelve month period ending March 2008, which represents 43% of the Inter Departmental Business Register of economically active businesses. 538,626 of these were existing businesses seeking advice on how to maintain and grow their business.

59. Customer satisfaction with Business Link services remains high at 90%, with 97% of customers being willing to recommend the service to others. 92% of customers said that they would use the service again.

60. Responsibility for the Business Link brand policy remains with BERR, though operational responsibilities have been transferred to the Regional Development Agencies.

61. To find out more about Business Links, visit the websites at [www.businesslink.gov.uk](http://www.businesslink.gov.uk)

## **Business Incubation Development Fund (BIDF)**

62. The 2005 budget made financial provision for enhancing the supply of quality business incubation, primarily in disadvantaged areas and communities. Grant support was available for business incubator running costs linked to the provision of business advice.

63. Under BIDF, managed by UK Business Incubation, the Department for Business, Enterprise and Regulatory Reform (BERR), and its predecessor the DTI, provided £2 million in grants over 2006/2008.

## **The Intellectual Assets Centre**

64. In December 2003 Scottish Ministers announced the set up of a new Intellectual Assets (IA) Centre to help Scottish businesses identify, protect and exploit their intangible and often highly valuable assets. These included brands, employee know how, trade secrets and technical information as well as formally protected intellectual property such as patents, designs and trademarks.

65. The centre was funded by the Scottish Government’s Business Growth and Innovation Division (New Initiatives Unit) and was operated by Scottish Intellectual Asset Management Ltd, a company set up for that purpose jointly by Scottish Enterprise and Highlands and Islands Enterprise.

66. The Glasgow based Centre was the first of its kind in Europe and its main activities were:
- To raise awareness of IA through events, seminars and information provision;
  - To identify gaps in the provision of IA support to businesses and identify appropriate solutions; and
  - To provide signposting and advice to companies seeking IA management services.
67. For the period 1 April 2007 to 31 March 2008 the Centre received £1,350,000 of assistance.

## **Assistance Under Section 13**

### **Improvement of Basic Services**

68. Section 13 provides grant where adequate provision has not been made for the needs of any Assisted Area in respect of a basic service. Basic service means the provision of facilities for transport (whether by road, rail, water or air), or of power, lighting, heating, water, sewerage, sewage disposal, or any service or facility on which the development of the area in question and in particular of industrial undertakings therein, depends.

69. During the year, 3 applications for grant towards improvement of basic services in the Assisted Areas were received and 1 brought forward from 2006/2007. 1 grant was approved in the year to 31 March 2008. Further details are at **Appendix 5**.

70. Following a Review by Ministers of Defra funded schemes, from 1 September 2007 grants under section 13 towards the provision of water and sewerage infrastructure are no longer available.

## **Assistance Under Part III Of The Industry Act 1972**

### **The Home Shipbuilding Credit Guarantee Scheme**

71. The Home Shipbuilding Credit Guarantee Scheme closed to new applications on 1 October 2004 (with 5 April 2005 being the final date for signature on guarantee contracts). The scheme guaranteed loans provided by commercial banks for the building, completion or alteration of ships, and mobile offshore installations. It allowed banks to provide ship-owners with loans at floating rates or fixed Commercial Interest Reference Rates for individual borrowing up to a maximum repayment period of 12 years. Loans were made in pounds sterling, US dollars, euros or a combination of these currencies. The Scheme was based on OECD understandings.

72. The Statement of Guarantees for the year to 31 March 2008 was as follows (2006/2007 figures in brackets):

	No. Of Guarantees	Amount of Principal Guaranteed (£)
Guarantees offered in 2007/2008	Nil (1)	Nil (16,800,000)
Repayments in year 2007/2008	4 (3)	1,678,456 (11,443,605)
Guarantees current on 31 March 2008	9 (13)	22,185,776 (26,744,263)

In the year to 31 March 2008 payments of interest equalisation to the banks totalled £50,687 (previous year -£54,000). These were paid by BERR under the authority of the Industry Act 1975 (section 25).

## Commentary on Scotland, Wales, and the English Regions

### Scotland

#### *Government Assistance – Under Section 7*

73. During the year, 107 applications for RSA were received and 155 offers accepted to the total value of £86 million. These projects were associated with £318.1 million of capital investment, and were forecast to create 8,805 jobs and safeguard 3,398 jobs, at an average cost per job of £7,051. These figures compared to 301 applications in 2006/2007, with 134 offers accepted to the value of £92.4 million, towards capital investment of £416.9 million and the creation of 5,628 jobs and the safeguarding of 3,608, at an average cost per job of £10,005.

#### *Government Assistance – Under Section 8*

74. In the year, there were also 15 applications made for “Tier 3” RSA type grant aimed solely at SMEs outside the Assisted Areas. 9 offers were accepted totalling £1.3 million for projects that involved planned capital investment of £6.5 million and aimed to create 192 jobs and safeguard 9 jobs at an average cost per job of £6,542. There were 2 applications the previous year but no offers had been made by the end of the last financial year.

#### *Report by the Chairman of the Scottish Industrial Development Advisory Board*

75. The Scottish Industrial Development Advisory Board (SIDAB) was set up under section 20 of the Scottish Development Agency Act 1975, to advise on applications (made under Section 7 of the Industrial Development Act 1982) for RSA where the level of assistance is in excess of £250,000.

76. During the year SIDAB met on 10 occasions. The Board considered a total of 31 cases and recommended that RSA of £41.9 million be offered. These offers were associated with planned capital investment of £203.5 million and the forecast creation and safeguarding of almost 5,900 jobs. The average cost per job for these projects was £7,136.

77. Since the last report, Chairman, Vikram Lall CBE, and three members, Professor Brian Ashcroft, Dr Dominic McKay and Mr John Quigley completed their terms of appointments and have left the Board. I would like to thank them for their valuable input.

78. I accepted the position of Chairman and Mr Bryan Buchan, Mr Jackson Cullinane, Mr Ian Macdonald and Mr Owen Quinn were appointed to the Board. Dr Brendan McGuckin, whose previous appointment had come to an end, was appointed again and Mrs Lynne Cadenhead accepted a one year extension to her current term of appointment.

A full list of current Board members can be found at **Appendix 6**.

DR ROBERT CRAWFORD  
Chairman

## Wales

### *Government Assistance*

79. During the year, 102 applications for RSA were received and 109 offers accepted to the total value of £61.6 million. These projects were associated with £380 million capital investment and were forecast to create 4,270 new jobs and safeguard a further 1,971 jobs, at an average cost per job of £9,874. These figures compared to 129 applications in 2006/2007, with 102 offers accepted to the value of £63.6 million and the creation of 4,155 jobs and the safeguarding of 2,408, at an average cost per job of £9,698.

80. During the year, 307 applications for Assembly Investment Grant were received and 187 offers accepted to the total value of £7.5 million, towards capital expenditure of £25.6 million. This compares to 295 applications in 2006/2007, with 196 offers accepted to the total value of £6.3 million, towards capital expenditure of £23.5 million.

### *Report by the Chair of the Welsh Industrial Development Advisory Board*

81. The Welsh Industrial Development Advisory Board was set up under section 13 of the Welsh Development Agency Act 1975, to advise Welsh Ministers on applications for RSA where the level of assistance is in excess of £500,000 (raised from £350,000 with effect from 1 April 2006).

82. The Board met on 12 occasions during the year and advised on 20 applications for Regional Selective Assistance. The Board recommended that RSA of just under £38 million be offered to assist nearly £261 million of capital investment which was expected to create 2,620 new jobs and safeguard 204 others, at an average cost per job of £13,320.

83. During the year, Mr G Long was awarded an MBE for services to manufacturing industry in Wales in Her Majesty the Queen's Birthday Honours List and retired from the Board having served for 10 years. During the year Ms K Diamond and Mr. D W Williams were re-appointed to the Board.

VALERIE BARRETT

Chair

## The English Regions

### *Industrial Development Advisory Board and the Regional Industrial Development Boards*

84. The Industrial Development Advisory Board (IDAB) is appointed under section 10 of the Industrial Development Act 1982, to advise the Secretary of State on the exercise of his/her functions under sections 7 and 8 of that Act. The main work of the Board was to advise on individual company applications for SFIE, which was available in the Assisted Areas in England, where the grant sought was £2million or over (prior to 1 April 2004 its work was to advise on applications for RSA of £2million or over).

85. There are 7 non-statutory Regional Industrial Development Boards (RIDBs), which have been set up in the English Regions to advise on individual company applications for SFIE between £250,000 and £1.99 million, except the East of England RIDB, which advises on applications between £100,000 and £1.99 million.

A full list of all Board members can be found at **Appendix 6**.

## **Industrial Development Advisory Board**

*Report by the Chairman of the Industrial Development Advisory Board.*

86. The Board met five times during the year and appraised five applications for support under section 7 of the Act. The Board found that three applications satisfied the SFIE criteria and recommended to Ministers that they should be supported.

87. The total number of employment associated with the three supported projects is 915 of which 126 are new jobs and 789 are safeguarded jobs. The total private sector capital investment in Assisted Areas leveraged by these projects is expected to be approximately £103 million.

88. In addition to the SFIE cases the Board was asked by the Secretary of State for Business, Enterprise and Regulatory Reform to examine two large regional investment projects and provide advice to Ministers. The projects were (a) a £100m investment by Advantage West Midlands in the redevelopment of Birmingham New Street Station; and (b) a £18m investment by the South East of England Development Agency in the redevelopment of Brighton Convention Centre.

89. The Board welcomed two new members: Prof Chris Higson (London Business School) and Charles Lochrane (Strutt & Parker). Both were appointed in December 2007. Mr Iain Robertson CBE retired from the Board in December 2007 after five years of valuable service. Three board members were reappointed: myself, Dr Brian Count and Karen Jones CBE.

GORDON PAGE CBE DL  
Chairman

## **East of England**

90. During the year, 31 full applications were received and 14 offers accepted to the total value of £1.6 million. These projects were associated with £17 million capital investment, and were forecast to create 144 jobs and safeguard 11 jobs, at an average cost per job of £10,322. These figures compared to 39 applications in 2006/2007 with 20 offers accepted to the value of £7 million, towards capital investment of £46 million and the creation of 466 jobs and the safeguarding of 628 jobs, at an average cost per job of £6,398.

91. 3 applications were withdrawn by the applicants. 6 further applications are in the process of being appraised.

*Report by the Acting Chair of the East of England Industrial Development Board.*

92. The East of England Industrial Development Board met 3 times during 2007/2008. Of the 3 applications which came forward, 2 were supported to the total value of £983,000. These projects were associated with £10.6 million capital investment, and were forecast to create 86 jobs and safeguard 39 jobs, at an average cost per job of £7,864.

93. 1 was supported immediately; the second was supported following the provision of further information.

94. These figures compared to 7 applications in 2006/2007 with 5 offers accepted to the value of £4.8 million, towards capital investment of £29.6 million and the creation of 280 jobs and the safeguarding of 621 jobs, at an average cost per job of £5,410.

95. More applications are being received from SMEs since EEDA took the decision to extend tier 3 support region wide. Many of these cases are being filtered out of the system due to the fact many smaller businesses cannot reach the required job creation criteria required on applications over £100,000 and therefore do not reach the stage where they are submitted to the board for decisions. It was still generally felt that this criterion was necessary.

96. During the year, the Board welcomed Alan Davies appointment as Chairman and the re-appointment of Sian Fytche. A successful recruitment campaign led to the appointment of 8 new members; Lee Allen, Graham Hind, Sureya Landini, Atul Shah, Paul Southward and Murray Stewart. An induction session was held to familiarise the new members with the BERR product and the processes concerned. Marilyn Martin and Geoff Lambert were not re-appointed, and we thank them for their contribution to the Board.

A DAVIES  
Chairman

## London

97. During the year, 19 applications for SFIE were received and 16 offers accepted to the value of £2.23 million. These projects were associated with £34.46 million capital investment, and were forecast to create 333 jobs and safeguard 386 jobs, at an average cost of £3,102.

98. These figures compared to 25 applications in 2006/2007, with 17 offers accepted to the value of £3.947 million, towards capital investment of £50 million and the creation of 476 jobs and the safeguarding of 443 jobs at an average cost per jobs of £4,295.

## South East

### *Government Assistance*

99. During the year, 12 applications for SFIE were received, 12 offers made to the value of £3.4 million and 11 offers accepted to the value of £3.3 million. These projects were associated with £62.2 million capital investment, and were forecast to create 773 jobs and safeguard 696 jobs, at an average cost per job of £2,335.

100. These figures compared to 46 applications in 2006/07, with offers accepted to the value of £3.6 million, towards capital investment of £86.8 million and the creation of 400 jobs and the safeguarding of 63 jobs at an average cost per job of £7,775.

101. In 2007/2008 SEEDA have continued to operate the pre-application service to advise whether it was worthwhile to make a full application based on a short project summary. Alongside this, SEEDA implemented an application checklist, which has improved the completeness of full application submissions received. Due to both these initiatives, there has again been an increase in the quality of full applications submitted to, and supported, by SEEDA.

### *Report by the Chairman of the London and South East Industrial Development Board*

102. During the year, the Board held 3 meetings to consider 1 case from London and 2 cases from the South East, for SFIE. Assistance of £2.7 million was approved, promising to lever capital investment of £57.4 million and safeguard/create 910 jobs at an average cost of £2,990.

103. It became increasingly apparent as the year progressed that the global problems in the banking markets were beginning to affect business confidence and potentially mark the end of the recent long cycle of sustained growth. The Board is aware that it is at times like this it is important to continue to support entrepreneurial flair, particularly in disadvantaged areas, for it is entrepreneurship which will help to restore growth again.

104. It is for this reason that the Board is able to look back on some of the past cases with a sense of achievement. In London, preparations for the 2012 Olympic Games continue to move forward apace bringing with them opportunity and regeneration. It is pleasing to see that many of the companies who applied for assistance to relocate from the Olympic site are now thriving in their new locations and helping to provide further employment opportunities. We look forward to more cases from this area as the regeneration benefits spread throughout the surrounding communities.

105. The story is similar throughout the wider South-East. In the past, the Board has seen some interesting cases from areas which were economically disadvantaged and it is good to see how the level of economic activity is beginning to develop in those areas which have been targeted for investment. A little support can make a big difference.

106. During the year, we were pleased to welcome three new Board members, Alistair Stokes, Bridget Taxy and Tim Sherwood, who bring with them a wealth and breadth of business experience . The Board also welcomed the re-appointment of Helen Sasson, Thomas Cohen, Peter Croucher, Wendy Hyde and Mei Sim Lai all of whose contribution and support has been greatly valued in the past.

107. I would also like to thank Bryan Davies and Shahzad Khan for their contributions to the Board before their retirements this year.

108. The Board could not function without the regular attendance of its members nor the careful preparation of case papers by officers from the LDA and SEEDA. I would like to pass on my sincere personal thanks to both my fellow Board members and to the officers who support us for helping to make this another year of success and achievement

JOHN McCREADY  
Chairman

## North East

### *Government Assistance*

109. During the year 166 applications for SFIE were received and 116 offers made to the total value of £20.6 million. These projects were associated with £130 million capital investment, and were forecast to create 4,393 jobs and safeguard 864 jobs, at an average cost per job of £3,919. These figures compared to 140 applications in 2006/2007, with 109 offers made to the value of £27.1 million, capital investment of £340.4 million and the creation of 3,031 jobs and the safeguarding of 2,421 jobs at an average cost per job of £4,974.

110. The SFI scheme continues to play an important and effective part in the economic development of the North East in line with One NorthEast's Regional Economic Strategy.

111. By focusing on quality aspects of the grants scheme we have been able to secure high value and exciting investment projects for the region.

### *Report of the Chairman of the North East Industrial Development Board*

112. There has been a significant drop in the number of cases handled by the North East Industrial Development Board during the past year with the Board holding 6 meetings and considering a total of 8 SFI applications, compared with 14 cases and 8 meetings in the previous year. The 8 approved projects involved grant support of £9.5 million, capital investment of £51.9 million and the creation of 2,443 new jobs and the safeguarding of 232 jobs at an average cost per job of £3,570.



113. The cases considered by the Board were mainly from the manufacturing sectors, including a number of Inward Investments. A number are involved in the Offshore sector which helps to achieve the skills, productivity and other quality aspects of the scheme for the region.

114. I would like to thank Lucy Winskell for her important contribution to the Board over many years. Lucy retired as Chairperson during the year and will be badly missed. I would also like to thank Bill Graham who retired during the year.

115. In addition, I would like to pay tribute to the conscientious hard work of the SFIE team.

LUCY ARMSTRONG  
Acting Chairperson

## North West

### *Government Assistance*

116. During the year, 81 applications for SFIE were received and 55 offers accepted to the total value of £10 million. These projects were associated with £102.6 million capital investment, and were forecast to create 1103 jobs and safeguard 374 jobs, at an average cost per job of £6,768. These figures compared to 91 applications in 2006/2007, with 72 offers accepted to the value of £17.4 million, towards capital investment of £138.9 million and the creation of 2,240 jobs and the safeguarding of 1,424 jobs, at an average cost per job of £4,749.

117. As a result of the new SFIE guidelines and Assisted Areas map, the Northwest Regional Development Agency has decided to offer SFIE support to small and medium sized companies across the region, and it is hoped that this will result in an increase in the number of applications the NWDA deals with in subsequent years. The SFIE scheme continues to make a major contribution to the Regional Economic Strategy for the Northwest, and helps to drive improvements in GVA and Skills in the region.

### *Report by the Chair of the North West Industrial Development Board*

118. This year has been quieter than the previous year for the Northwest Industrial Development Board with the Board meeting on 5 occasions when it considered 7 applications – down from the 14 cases considered in the previous year. 5 of the applications were offered assistance totalling £5 million including major investments by Trelleborg CRP Limited, Zen Internet Limited and Baxter Healthcare Limited. These 5 projects have the potential to lever in capital expenditure totalling £52.5 million whilst creating 428 jobs and safeguarding a further 118 jobs at an average cost per job of £9,163.

119. The Board supported a variety of projects in the composites, pharmaceutical, food and digital & creative industries. It continues to support the quality approach adopted by the Northwest Regional Development Agency, and the Board's ability to support the majority of the cases presented to it reflects this approach. As in previous years the cases considered by the Board were mainly from manufacturing companies in the region, which remains a positive indicator of the regional economy. There was some concern earlier in the year that business confidence in the region was declining, when the Board didn't meet to consider a case for 5 consecutive months. However, the end of the year saw a flurry of cases and the development of a substantial pipeline of potential applications, which the Board is looking forward to considering.

120. I would like to thank Eva Wisemark and George Verghese for their long standing contribution to the Board. Having sat on the Board for 10 and 9 years respectively they were not re-appointed.

MARCUS WOOD  
Chairman

## South West

### *Government Assistance*

121. During the year, 23 applications for SFIE were received and 14 offers accepted to the total value of £2,047,462. These projects were associated with £10,352,819 capital investment, and were forecast to create 213 jobs and safeguard 156 jobs, at an average cost per job of £5,549. These figures compared to 16 applications in 2006/2007, with 13 offers accepted to the value of £3.4 million towards capital investment of £16.1 million and the creation of 309 jobs and the safeguarding of 497 jobs at an average cost per job of £4,268.

122. With the focus on high quality projects, all supported applications have passed the skills and productivity tests as part of SFIE. Emphasis has continued to be placed on the need for projects to demonstrate the presence of innovation, one of the key drivers of productivity improvement, along with evidence demonstrating the project's alignment with the Regional Economic Strategy. Increased emphasis is also now being placed on sustainable development.

### *Report by the Chairman*

123. During the year the Board met on 5 occasions to consider 5 cases for support. The Board recommended all of the cases for support.

124. The total amount of grant recommended was £2,396,707, with capital investment of £11,335,689. This represents an increase compared to the previous year when the total grant approved was £1,206,125 resulting in £7,974,175 of capital expenditure.

125. One application presented to the board was supported subject to additional information and a company guarantee being obtained by officials at SWRDA. The application was later withdrawn by mutual consent, reducing the total amount of grant to £1,437,575, with capital investment of £7,339,305.

126. The projects supported this year will result in 145 jobs being created and 95 being safeguarded at an average cost per job of £5,990 compared to an average of £3,295 in the previous year.

127. The applications supported during the year were in the areas of Advanced Engineering, Creative Industries and Food & Drink.

128. The officials at SWRDA have continued to emphasise the quality features required of successful applications to both companies and their advisers. Emphasis continues to be placed on innovation as a driver of productivity improvement in the South West.

129. During the year, the Board welcomed new members; Gerry Brame and Jeremy Knight. We would also like to record our sincerest thanks to retiring members Ruth Bagley, Denise Major and Ian Douglas.

130. I would like to take this opportunity to thank the Board for their continued commitment throughout the year and for bringing a wealth of experience to the assessment of the cases, and the officials of SWRDA for the high quality of the support they provide.

TERENCE SLATER

Chairman

## West Midlands

### *Government Assistance*

131. During the year, 123 applications for SFIE were received and 91 offers accepted to the total value of £12.4 million. The projects in respect of which offers were accepted were associated with £81.3 million of capital investment, and were forecast to create 870 jobs and safeguard 599 jobs, at an average cost per job of £8,470. These figures compared to 120 applications in 2006/2007, with 88 offers of SFIE accepted to the value of £12.6 million, towards capital investment of £89.4 million and the creation of 1,281 jobs and the safeguarding of 765 jobs, at an average cost per job of £6,179.

### *Report by the Chairman of the West Midlands Industrial Development Board*

132. During the year, 3 meetings of the West Midlands Industrial Development Board were held and 3 cases considered. These resulted in 3 offers being made to the total value of £3.64 million on projects associated with capital expenditure of £21.1 million, which were forecast to create 316 jobs and safeguard 138 jobs at an average cost per job of £8,018. The two manufacturing projects supported have principally comprised investment in established businesses to capitalise on new opportunities.

133. Despite the few Board sized cases in the year, applications and offers in total have been at similar levels to last year. I am grateful to all members for their valuable contribution to the work of the Board.

DAVID GROVE  
Chairman

## Yorkshire and the Humber

### *Government Assistance – Assistance under Section 7*

134. During 2007/2008, a total of 60 applications for SFIE located in Tier 2 Assisted Areas were received and 37 offers accepted to the total value of £9.61 million. These projects were associated with £90.33 million capital investment, and were forecast to create 1,707 jobs and safeguard 1,019 jobs; at an average cost per job of £6,229 (The cost per job excludes grants less than £100,000).

135. During 2007/2008, a total of 53 SFIE claims were processed resulting in £3.054 million grant released with 491 jobs created and safeguarded.

136. In addition during 2007/2008, a total of 14 RSA claims were processed resulting in £1.13 million grant released with 164 jobs created and safeguarded

137. The projects supported by SFIE are forecast to lead to increased productivity against industry averages, and employ people skilled to NVQ level 2 or above. However the number of applications and acceptances went down due to various external factors such as the increased costs of energy and raw material prices and increased competition from low labour cost countries.

### *Government Assistance – Assistance under Section 8*

138. During the year, 13 applications for SFIE located in Tier 3 Areas were received and 9 offers accepted to the total value of £0.53 million. These projects were associated with £6.32 million capital investment, and were forecast to create 39 jobs.

139. During 2007/2008, a total of 14 SFIE claims were processed resulting in £0.244 million grant released with 33 jobs created and safeguarded.

140. In addition during 2007/2008, a total of 2 EGS claims were processed resulting in £0.023 million grant released.

## East Midlands

### *Government Assistance – Assistance under Section 7*

141. During 2007/2008, a total of 12 applications for SFIE in the East Midlands' Assisted Area were received by emda and 12 offers made to a value of £1.5 million. These projects were associated with £10.6 million of capital investment, and were forecast to create 71 jobs and safeguard 120 jobs, at an average cost per job of £7,840.

142. Included in these figures was one grant offer to a value of £350,000 agreed by the Yorkshire and the Humber and the East Midlands Industrial Development Board.

143. During 2007/2008, a total of 34 claims from projects in the Assisted Area were processed by emda. Final spend on these claims was £3.984 million. The number of jobs created and safeguarded totaled 835 jobs.

144. The East Midlands' Assisted Area for the period 2007 - 2013 reduced in size by a third following the review of the UK's Assisted Areas and lost a number of significant employment centres. Therefore, comparison with previous years is not appropriate.

### *Government Assistance – Assistance under Section 8*

145. emda's Board approved the region-wide delivery of the SFIE scheme to small and medium-sized enterprises across the whole of the East Midlands on 25 January 2007, as well as small and medium-sized enterprises and large businesses in the region's Assisted Area. The rest of the region (outside of the Assisted Area) effectively represents the East Midlands' Tier 3 area.

146. During 2007/2008, a total of 28 applications for SFIE in the East Midlands' Tier 3 area were received by emda and 26 offers made to a value of £2.2 million. These projects were associated with £24.7 million of capital investment, and were forecast to create 300 jobs and safeguard 74 jobs, at an average cost per job of £5,978.

147. Again, during 2007/2008, a total of 28 claims from projects in the Tier 3 area were processed by emda. Final spend on these claims was £658,167. The number of jobs created and safeguarded totalled 268 jobs.

148. Following the introduction of the SFIE scheme on 1 April 2004, emda have continued to place a greater emphasis on the strategic and quality aspects of applications, rigidly applying both the productivity and skills tests.

### *Report by the Chairman of the Yorkshire and the Humber and the East Midlands Industrial Development Board.*

149. The Board was of the opinion that SFIE had played a significant role in securing additional capital investment and in creating and safeguarding jobs in the region this year, despite the continuing difficult business climate for the region's key manufacturing markets. During the year the Board met on 7 occasions and considered a total of 10 SFIE applications, agreeing conditions that would protect public funds. A total of 10 offers of grant totaling £7.4 million were approved in support of projects expected to result in £97.0 million capital expenditure and the creation/safeguarding of 1,038 jobs. The average cost per job was £7,128 on cases considered by the Board.

150. This year, the Board saw Zulfi Hussain, Martin Pick, Bill Newcomb and Chris Fitzpatrick re-appointed as members. We welcomed these re-appointments. Mike Sharp retired from the Board after 6 years of valuable contributions; we thank him for his contribution to the Board.

ZULFI HUSSAIN  
Chairman

APPENDIX 1

**Statistics relating to the Regional Selective Assistance Scheme:**

TABLE 1 RSA SCHEME – PROJECT GRANTS BY ASSISTED AREAS  
 APPLICATIONS RECEIVED IN SCOTLAND AND WALES (1) FROM 1 APRIL 2007  
 TO 31 MARCH 2008  
 CUMULATIVE APPLICATIONS RECEIVED FROM 1 APRIL 1998 to 31 MARCH 2008

Country:	Applications Received 01.04.07 to 31.03.08		Cumulative Applications Received 01.04.98 to 31.03.08	
	No.	Value (£000)	No.	Value (£000)
<b>Scotland<sup>(2)</sup></b>				
Development Area	-	-	604	383,646
Intermediate Area	-	-	-	-
Tier 1 <sup>(3)</sup>	-	-	-	-
Tier 2 <sup>(3)</sup>	107	54,329	1,746	985,667
<b>Total</b>	<b>107</b>	<b>54,329</b>	<b>2,350</b>	<b>1,369,313</b>
<b>Wales</b>				
Development Area	-	-	113	46,561
Intermediate Area	-	-	189	93,004
Tier 1 <sup>(3)</sup>	88	46,330	837	561,983
Tier 2 <sup>(3)</sup>	14	12,143	613	432,159
<b>Total</b>	<b>102</b>	<b>58,473</b>	<b>1,752</b>	<b>1,133,707</b>
<b>Total:<sup>(4)</sup></b>				
Development Area	-	-	717	430,207
Intermediate Area	-	-	189	93,004
Tier 1 <sup>(1)</sup>	88	46,330	837	561,983
Tier 2 <sup>(1)</sup>	121	66,472	2,359	1,417,826
<b>Total</b>	<b>209</b>	<b>112,802</b>	<b>4,102</b>	<b>2,503,020</b>

<sup>(1)</sup> RSA Scheme closed to new applications in England from 31 March 2004.

<sup>(2)</sup> Scottish figures incorporate data for the Invest for Growth Scheme.

Cumulative Scottish figures no longer available split by DAs and IAs due to changes in data storage.

<sup>(3)</sup> Tier 1 and 2 Areas effective from January 2000.

<sup>(4)</sup> Until 31 December 1999, the Assisted Areas (AAs) were known as Development Areas (DA) and Intermediate Areas (IA).

TABLE 2 RSA SCHEME – PROJECT GRANTS BY ASSISTED AREA  
OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 2007 TO 31 MARCH 2008  
CUMULATIVE OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 1998<sup>(1)</sup>  
TO 31 MARCH 2008

Country	Offers Accepted 1.4.07 to 31.3.08						Cumulative Offers Accepted 1.4.98 to 31.3.08					
	No.	Value (£000)	Associated Project Costs (£000)	Forecast Employment <sup>(2)</sup>		Payments 1.4.07 to 31.3.08 (£000)	No.	Value (£000)	Associated Project Costs (£000)	Forecast Employment <sup>(2)</sup>		Payments 1.4.98 to 31.3.08 <sup>(3)</sup> (£000)
				New	Safeguarded					New	Safeguarded	
<b>Great Britain:</b>												
Development Area	-	-	-	-	-	-	1,441	352,682	2,096,256	42,091	19,839	333,535
Intermediate Area	-	-	-	-	-	-	1,038	149,550	2,157,138	34,183	13,777	210,438
Tier 1 <sup>(4)</sup>	82	40,609	116,398	3,113	1,465	39,962	881	450,002	1,921,998	35,807	20,971	323,073
Tier 2	182	107,053	581,696	9,962	3,904	77,522	2,684	1,376,976	9,193,456	123,150	76,219	981,783
<b>Total</b>	<b>264</b>	<b>147,662</b>	<b>698,094</b>	<b>13,075</b>	<b>5,369</b>	<b>117,484</b>	<b>6,044</b>	<b>2,329,210</b>	<b>15,368,848</b>	<b>235,231</b>	<b>130,806</b>	<b>1,848,829</b>
<b>Scotland:</b> <sup>(5, 6)</sup>												
Development Area	-	-	-	-	-	-	399	155,920	899,914	15,838	6,634	109,356
Intermediate Area	-	-	-	-	-	-	-	-	-	-	-	-
Tier 1	-	-	-	-	-	-	-	-	-	-	-	-
Tier 2	155	86,039	318,128	8,805	3,398	38,558	1,355	584,913	2,606,589	52,458	29,253	380,215
<b>Total</b>	<b>155</b>	<b>86,039</b>	<b>318,128</b>	<b>8,805</b>	<b>3,398</b>	<b>38,558</b>	<b>1,754</b>	<b>740,833</b>	<b>3,506,503</b>	<b>68,296</b>	<b>35,887</b>	<b>489,571</b>
<b>Wales:</b>												
Development Area	-	-	-	-	-	-	101	34,895	119,517	3,743	1,537	83,338
Intermediate Area	-	-	-	-	-	-	185	77,244	1,002,627	13,887	3,465	119,231
Tier 1	82	40,609	116,398	3,113	1,465	37,932	641	345,068	1,073,502	23,164	12,419	199,104
Tier 2	27	21,014	263,568	1,157	506	23,187	510	284,432	1,585,295	22,641	7,698	160,994
<b>Total</b>	<b>109</b>	<b>61,623</b>	<b>379,966</b>	<b>4,270</b>	<b>1,971</b>	<b>61,119</b>	<b>1,437</b>	<b>741,639</b>	<b>3,780,941</b>	<b>63,435</b>	<b>25,119</b>	<b>562,667</b>
<b>England:</b> <sup>(7)</sup>												
Development Area	-	-	-	-	-	-	941	161,867	1,076,825	22,510	11,668	140,841
Intermediate Area	-	-	-	-	-	-	853	72,306	1,154,511	20,296	10,312	91,207
Tier 1	-	-	-	-	-	2,030	240	104,934	848,496	12,643	8,552	121,969
Tier 2	-	-	-	-	-	15,777	819	507,631	5,001,572	48,051	39,268	440,574
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>17,807</b>	<b>2,853</b>	<b>846,738</b>	<b>8,081,404</b>	<b>103,500</b>	<b>69,800</b>	<b>796,591</b>

<sup>(1)</sup> Information prior to 1998-99 can be obtained from earlier Annual Reports of the Industrial Development Act.

<sup>(2)</sup> Forecast employment figures are based on company forecasts for the project at the time of the offer.

<sup>(3)</sup> Payments made in period shown; includes payments on prior projects for which offer was accepted in an earlier year.

<sup>(4)</sup> Tier 1 and 2 Areas effective from 1 January 2000.

<sup>(5)</sup> Scottish figures incorporate data for the Invest For Growth Scheme.

<sup>(6)</sup> Scottish figures no longer available split by DAs and IAs due to changes in data collection.

<sup>(7)</sup> English data refers to offers accepted on applications received before the scheme closure in England on 31 March 2004.

**TABLE 3 RSA SCHEME – PROJECT GRANTS – EMPLOYMENT  
CUMULATIVE OFFERS ACCEPTED FROM 1 APRIL 1998 TO 31 MARCH 2006  
PAYMENTS AND EMPLOYMENT CREATED OR SAFEGUARDED FROM 1 APRIL 1998  
TO 31 MARCH 2008**

Country:	Offers Accepted 1.4.98 to 31.3.06			Offers Accepted 1.4.98 to 31.3.06 where some payment made up to 31.3.07			Total Payments to 31.3.08 (£000)	Employment created and safeguarded to 31.3.08
	No.	Value (£000)	Forecast <sup>(1)</sup> Employment	No.	Value (£000)	Forecast <sup>(1)</sup> Employment		
Great Britain:	5,504	2,008,342	330,374	4,324	1,508,782	247,138	1,280,879	252,218
Scotland:	1,467	563,048	82,783	1,070	405,118	58,952	329,426	48,469
Wales:	1,230	614,937	75,839	1,034	509,971	61,319	391,942	55,681
England: <sup>2</sup>	2,807	830,357	171,752	2,220	593,693	126,867	559,511	148,068

(1) Forecast employment figures are based on company forecasts for the project at the time of offer.

(2) English data refers to offers accepted on applications received before the scheme closure in England on 31 March 2004.

**TABLE 4 RSA SCHEME – PROJECT GRANTS IN GREAT BRITAIN<sup>(1)</sup> BY TYPE OF INDUSTRY  
CUMULATIVE OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 1998<sup>(2)</sup>  
TO 31 MARCH 2008**

Standard Industrial Classification (SIC) 1992		Cumulative Offers Accepted 1.4.98 to 31.3.08					Payments 1.4.98 to 31.3.08 <sup>(4)</sup> (£000)
Class/Description		No.	Value (£000)	Associated Project Costs (£000)	New	Forecast <sup>(3)</sup> Employment Safeguarded	
01-05	Agriculture, hunting, forestry and fishing	27	3,164	9,911	626	104	4,624
10-14	Mining & Quarrying	11	2,145	14,343	121	190	1,732
15-37	Manufacturing:						
15-16	Food, beverages & tobacco	455	155,523	994,797	15,796	14,072	141,123
17-19	Textiles, clothing, leather & footwear	236	31,230	171,377	4,614	3,829	30,833
20-22	Wood, paper, printing & publishing	517	138,922	1,258,194	10,499	8,911	100,860
23-25	Coke, petroleum, nuclear fuels, chemicals, m.m.fibres, rubber & plastic	632	326,962	2,552,142	19,193	20,062	221,343
26	Non-metallic mineral products	158	53,898	874,287	4,573	4,054	36,658
27-28	Metals & fabricated metal products	908	149,072	995,774	14,667	12,073	137,183
29	Machinery & equipment nes	411	127,517	719,711	10,442	10,614	111,057
30-33	Electrical & optical equipment	602	426,090	2,698,719	34,499	18,205	308,919
34-35	Transport equipment	275	324,983	2,456,751	17,319	21,340	385,663
36-37	Other manufacturing	348	63,225	333,089	6,659	4,025	43,636
40-41	Electricity, gas & water supply	7	6,738	39,540	357	815	6,087
45	Construction	143	17,874	102,867	2,580	617	14,383
50-52	Wholesale & retail trade, repairs	227	49,725	273,530	8,181	2,451	42,305
55	Hotels & restaurants	7	706	2,753	236	62	8,788
60-64	Transport, storage & communication	144	75,675	357,852	19,781	1,705	45,057
65-67	Financial intermediation	80	96,710	424,136	20,869	413	62,586
70-74	Real estate, renting & business activities	701	236,565	879,848	38,876	5,881	123,244
75-99	Other Services	154	42,486	209,227	5,343	1,383	22,748
Total		6,044	2,329,210	15,368,848	235,231	130,806	1,848,829

(1) English data relates to offers accepted of applications received before the scheme closure in England on 31 March 2004.

(2) Information on closed schemes and on Project Grants prior to 1998-99 can be obtained from earlier Annual Reports of the Industrial Development Act.

(3) Forecast employment figures are based on company forecasts for the project at the time of offer.

(4) Payments made in period shown; includes payments on prior projects for which offer was accepted in an earlier year.

**TABLE 5 RSA SCHEME – PROJECT GRANTS BY COUNTRY  
APPLICATIONS, OFFERS ACCEPTED AND PAYMENTS MADE 2004-05 TO 2007-08**

Country:	Applications			Offers Accepted <sup>(1)</sup>			Forecast <sup>(2)</sup>		Payments <sup>(3)</sup> (£'000)
	Financial year of application, acceptance or payment	No.	Value (£'000)	No.	Value (£'000)	Associated Project Costs (£'000)	Employment		
							New	Safeguarded	
<b>Great Britain:</b>	2004-05	376	220,153	395	191,636	1,274,032	16,958	13,279	207,401
	2005-06	318	174,773	264	149,222	869,601	12,351	4,756	168,477
	2006-07	431	421,270	236	157,844	631,337	9,939	6,018	155,570
	2007-08	209	112,802	264	147,662	698,094	13,075	5,369	117,484
<b>Scotland:</b>	2004-05	223	125,707	164	65,651	225,015	6,696	2,977	45,482
	2005-06	196	91,291	152	58,971	245,156	6,121	2,215	35,995
	2006-07	302	324,768	134	94,195	418,904	5,784	3,610	51,546
	2007-08	107	54,329	155	86,039	318,128	8,805	3,398	38,558
<b>Wales:</b>	2004-05	153	94,446	116	49,610	154,970	4,029	2,751	75,324
	2005-06	122	83,482	109	89,679	620,748	6,178	2,488	57,353
	2006-07	129	96,502	102	63,649	212,433	4,155	2,408	52,434
	2007-08	102	58,473	109	61,623	379,966	4,270	1,971	61,119
<b>England:<sup>(4)</sup></b>	2004-05	-	-	115	76,375	894,047	6,233	7,551	86,595
	2005-06	-	-	3	572	3,697	52	53	75,129
	2006-07	-	-	-	-	-	-	-	51,590
	2007-08	-	-	-	-	-	-	-	17,807

<sup>(1)</sup> Accepted in period shown; includes projects for which the application was received in an earlier year. Revisions to offers in the year of initial acceptance.

<sup>(2)</sup> Forecast employment figures are based on company forecasts for the project at the time of offer.

<sup>(3)</sup> Payments made in period shown; includes payment on projects for which offer was accepted in an earlier year.

<sup>(4)</sup> English data relates to offers accepted of applications received before the scheme closure in England on 31 March 2004.



**TABLE 6 RSA SCHEME – PROJECT GRANTS BY UK AND FOREIGN OWNED COMPANIES  
OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 2007 TO 31 MARCH 2008  
CUMULATIVE OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 1998 TO 31 MARCH 2008**

Country:	Offers Accepted 1.4.07 to 31.3.08						Cumulative Offers Accepted 1.4.98 to 31.3.08					
	No.	Value (£'000)	Associated Project Costs (£'000)	Forecast Employment <sup>(1)</sup> New Safeguarded	Payments 1.4.07 to 31.3.08 (£'000)		No.	Value (£'000)	Associated Project Costs (£'000)	Forecast Employment <sup>(1)</sup> New Safeguarded		1.4.98 to 31.3.08 <sup>(2)</sup> (£'000)
<b>Great Britain:</b>												
UK Owned	205	76,141	326,232	6,923	2,584	52,591	5,023	1,252,040	7,356,245	144,843	71,788	906,476
Foreign Owned	59	71,521	371,862	6,152	2,785	64,893	1,021	1,077,170	8,012,603	90,388	59,018	942,353
<b>Total</b>	<b>264</b>	<b>147,662</b>	<b>698,094</b>	<b>13,075</b>	<b>5,369</b>	<b>117,484</b>	<b>6,044</b>	<b>2,329,210</b>	<b>15,368,848</b>	<b>235,231</b>	<b>130,806</b>	<b>1,848,829</b>
<b>Scotland:</b>												
UK Owned	116	37,298	149,772	3,466	1,367	16,017	1,390	367,903	1,782,455	34,013	20,285	239,763
Foreign Owned	39	48,741	168,356	5,339	2,031	22,541	364	372,930	1,724,048	34,283	15,602	249,808
<b>Total</b>	<b>155</b>	<b>86,039</b>	<b>318,128</b>	<b>8,805</b>	<b>3,398</b>	<b>38,558</b>	<b>1,754</b>	<b>740,833</b>	<b>3,506,503</b>	<b>68,296</b>	<b>35,887</b>	<b>489,571</b>
<b>Wales:</b>												
UK Owned	89	38,843	176,460	3,457	1,217	26,403	1,182	360,797	1,445,922	38,106	12,371	254,093
Foreign Owned	20	22,780	203,506	813	754	34,716	255	380,842	2,335,019	25,329	12,748	308,574
<b>Total</b>	<b>109</b>	<b>61,623</b>	<b>379,966</b>	<b>4,270</b>	<b>1,971</b>	<b>61,119</b>	<b>1,437</b>	<b>741,639</b>	<b>3,780,941</b>	<b>63,435</b>	<b>25,119</b>	<b>562,667</b>
<b>England:<sup>(3)</sup></b>												
UK Owned	-	-	-	-	-	10,171	2,451	523,340	4,127,868	72,724	39,132	412,620
Foreign Owned	-	-	-	-	-	7,636	402	323,398	3,953,536	30,776	30,668	383,971
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>17,807</b>	<b>2,853</b>	<b>846,738</b>	<b>8,081,404</b>	<b>103,500</b>	<b>69,800</b>	<b>796,591</b>

(1) Forecast employment figures are based on company forecasts for the project at the time of offer.

(2) Payments made in period shown; includes payments on prior projects for which offer was accepted in an earlier year.

(3) English data relates to offers accepted of applications received before the scheme closure in England on 31 March 2004.

**TABLE 7 RSA SCHEME – APPLICATIONS REJECTED AND WITHDRAWN FROM 1 APRIL 2007  
TO 31 MARCH 2008  
CUMULATIVE APPLICATIONS REJECTED AND WITHDRAWN FROM 1 APRIL 1998  
TO 31 MARCH 2008**

Country:	Applications Rejected and Withdrawn 1.4.07 to 31.3.08			DA	Cumulative Applications Rejected and Withdrawn 1.4.98 to 31.3.08			
	Tier 1 <sup>(1)</sup>	Tier 2 <sup>(1)</sup>	Total		IA	Tier 1 <sup>(1)</sup>	Tier 2 <sup>(1)</sup>	Total
<b>Great Britain:</b>	10	60	70	420	446	103	572	1,541
<b>England:</b>	-	-	-	297	446	23	97	863
<b>Scotland:<sup>(2)</sup></b>	-	57	57	68	-	-	450	518
<b>Wales:</b>	10	3	13	55	-	80	25	160

(1) Tier 1 and 2 Areas effective from January 2000.

(2) Scottish figures no longer available split by DAs and IAs due to changes in data collection.

APPENDIX 2

**Statistics Relating to the Selective Finance for Investment in England Scheme:**

TABLE 1 SELECTIVE FINANCE FOR INVESTMENT IN ENGLAND – TIER 1 AND 2 AREAS  
 APPLICATIONS RECEIVED FROM 1 APRIL 2007 TO 31 MARCH 2008  
 CUMULATIVE APPLICATIONS RECEIVED FROM 1 APRIL 2004 TO 31 MARCH 2008

Country/Region	<i>Applications Received from 01.04.07 to 01.03.08</i>						<i>Cumulative Applications Received from 01.04.04 to 31.03.08</i>					
	<i>Tier 1 Areas</i>		<i>Tier 2 Areas</i>		<i>Total Areas</i>		<i>Tier 1 Areas</i>		<i>Tier 2 Areas</i>		<i>Total Areas</i>	
	<i>No.</i>	<i>Value (£000)</i>	<i>No.</i>	<i>Value (£000)</i>	<i>No.</i>	<i>Value (£000)</i>	<i>No.</i>	<i>Value (£000)</i>	<i>No.</i>	<i>Value (£000)</i>	<i>No.</i>	<i>Value (£000)</i>
<b>England:</b>	11	1,814	341	134,817	352	136,631	356	110,925	1,572	544,653	1,928	655,578
<b>East:</b>	-	-	8	7,496	8	7,496	-	-	68	21,693	68	21,693
<b>East Midlands:</b>	-	-	15	4,724	15	4,724	-	-	122	33,499	122	33,499
<b>London:</b>	-	-	3	570	3	570	-	-	51	30,392	51	30,392
<b>North East:</b>	-	-	123	34,676	123	34,676	-	-	520	129,644	520	129,644
<b>North West:</b>	1	165	32	9,995	33	10,160	124	37,477	235	70,653	359	108,130
<b>South East:</b>	-	-	3	659	3	659	-	-	35	25,143	35	25,143
<b>South West:</b>	9	1,419	3	2,385	12	3,804	50	14,713	23	28,712	73	43,425
<b>West Midlands:</b>	-	-	91	37,995	91	37,995	-	-	339	148,857	339	148,857
<b>Yorkshire and Humberside:</b>	1	230	63	36,317	64	36,547	182	58,735	179	56,060	361	114,795

**TABLE 2 SELECTIVE FINANCE FOR INVESTMENT IN ENGLAND – TIER 1 AND 2 AREAS  
OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 2007 TO 31 MARCH 2008  
CUMULATIVE OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 2004 TO 31 MARCH 2008**

Country/Region	No.	Associated Project		Forecast Employment <sup>(1)</sup>		Payments	No.	Associated Project		Forecast Employment <sup>(1)</sup>		Payments
		Value (£000)	Costs (£000)	New	Safeguarded	1.4.07 to 31.3.08 (£000)		Value (£000)	Costs (£000)	New	Safeguarded	1.4.04 to 31.3.08 (£000)
<b>ENGLAND:</b>												
Tier 1	26	4,995	37,157	904	304	5,029	251	46,759	370,707	4,632	4,130	20,276
Tier 2	253	69,827	897,860	8,843	5,813	39,352	1,056	246,720	2,466,978	25,495	23,695	85,804
<b>TOTAL</b>	<b>279</b>	<b>74,822</b>	<b>935,017</b>	<b>9,747</b>	<b>6,117</b>	<b>44,381</b>	<b>1,307</b>	<b>293,479</b>	<b>2,837,685</b>	<b>30,127</b>	<b>27,825</b>	<b>106,080</b>
<b>East:</b>												
Tier 1	-	-	-	-	-	-	-	-	-	-	-	-
Tier 2	6	4,176	33,398	160	414	1,387	39	10,798	85,335	951	891	2,458
<b>TOTAL</b>	<b>6</b>	<b>4,176</b>	<b>33,398</b>	<b>160</b>	<b>414</b>	<b>1,387</b>	<b>39</b>	<b>10,798</b>	<b>85,335</b>	<b>951</b>	<b>891</b>	<b>2,458</b>
<b>East Midlands:</b>												
Tier 1	-	-	-	-	-	-	-	-	-	-	-	-
Tier 2	15	1,982	12,750	176	117	3,373	80	16,744	126,270	1,274	1,198	7,251
<b>TOTAL</b>	<b>15</b>	<b>1,982</b>	<b>12,750</b>	<b>176</b>	<b>117</b>	<b>3,373</b>	<b>80</b>	<b>16,744</b>	<b>126,270</b>	<b>1,274</b>	<b>1,198</b>	<b>7,251</b>
<b>London:</b>												
Tier 1	-	-	-	-	-	35	1	57	123	9	-	35
Tier 2	7	1,624	31,473	270	170	5,614	41	20,784	338,035	1,048	2,991	10,737
<b>TOTAL</b>	<b>7</b>	<b>1,624</b>	<b>31,473</b>	<b>270</b>	<b>170</b>	<b>5,649</b>	<b>42</b>	<b>20,841</b>	<b>338,158</b>	<b>1,057</b>	<b>2,991</b>	<b>10,772</b>
<b>North East:</b>												
Tier 1	-	-	-	-	-	-	-	-	-	-	-	-
Tier 2	95	22,561	374,448	3,711	1,459	13,978	373	64,401	684,326	10,409	5,723	27,469
<b>TOTAL</b>	<b>95</b>	<b>22,561</b>	<b>374,448</b>	<b>3,711</b>	<b>1,459</b>	<b>13,978</b>	<b>373</b>	<b>64,401</b>	<b>684,326</b>	<b>10,409</b>	<b>5,723</b>	<b>27,469</b>
<b>North West:</b>												
Tier 1	4	343	2,692	77	-	1,416	81	14,588	165,912	1,607	1,299	4,340
Tier 2	38	10,170	84,181	1,183	816	5,753	171	55,870	403,734	4,184	4,697	15,361
<b>TOTAL</b>	<b>42</b>	<b>10,513</b>	<b>86,873</b>	<b>1,260</b>	<b>816</b>	<b>7,169</b>	<b>252</b>	<b>70,458</b>	<b>569,646</b>	<b>5,791</b>	<b>5,996</b>	<b>19,701</b>
<b>South East:</b>												
Tier 1	-	-	-	-	-	-	-	-	-	-	-	-
Tier 2	5	2,627	56,835	718	629	703	20	9,372	211,961	1,432	2,064	1,035
<b>TOTAL</b>	<b>5</b>	<b>2,627</b>	<b>56,835</b>	<b>718</b>	<b>629</b>	<b>703</b>	<b>20</b>	<b>9,372</b>	<b>211,961</b>	<b>1,432</b>	<b>2,064</b>	<b>1,035</b>
<b>South West:</b>												
Tier 1	9	1,133	5,816	124	140	1,872	36	6,838	25,913	559	688	3,987
Tier 2	1	623	2,490	64	-	912	17	7,851	43,431	355	1,421	4,011
<b>TOTAL</b>	<b>10</b>	<b>1,756</b>	<b>8,306</b>	<b>188</b>	<b>140</b>	<b>2,784</b>	<b>53</b>	<b>14,689</b>	<b>69,344</b>	<b>914</b>	<b>2,109</b>	<b>7,998</b>
<b>West Midlands:</b>												
Tier 1	-	-	-	-	-	-	-	-	-	-	-	-
Tier 2	59	16,815	206,223	1,497	1,053	5,825	213	43,970	387,074	4,001	3,218	12,652
<b>TOTAL</b>	<b>59</b>	<b>16,815</b>	<b>206,223</b>	<b>1,497</b>	<b>1,053</b>	<b>5,825</b>	<b>213</b>	<b>43,970</b>	<b>387,074</b>	<b>4,001</b>	<b>3,218</b>	<b>12,652</b>
<b>Yorkshire and Humberside:</b>												
Tier 1	13	3,519	28,649	703	164	1,706	133	25,276	178,759	2,457	2,143	11,914
Tier 2	27	9,249	96,062	1,064	1,155	1,807	102	16,930	186,812	1,841	1,492	4,830
<b>TOTAL</b>	<b>40</b>	<b>12,768</b>	<b>124,711</b>	<b>1,767</b>	<b>1,319</b>	<b>3,513</b>	<b>235</b>	<b>42,206</b>	<b>365,571</b>	<b>4,298</b>	<b>3,635</b>	<b>16,744</b>

<sup>(1)</sup> Forecast employment figures are based on company forecasts for the project at the time of offer.

TABLE 3 SELECTIVE FINANCE FOR INVESTMENT IN ENGLAND BY TYPE OF INDUSTRY  
 – TIER 1 AND 2 AREAS CUMULATIVE OFFERS ACCEPTED AND PAYMENTS  
 FROM 1 APRIL 2004 TO 31 MARCH 2008

Standard Industrial Classification (SIC) 2003		No.	Value (£000)	Associated Project Costs (£000)	Forecast <sup>(1)</sup> Employment		Payments 1.4.04 to 31.3.08 (£000)
Class/Description	New				Safeguarded		
01-05	Agriculture, hunting, forestry and fishing	1	75	650	10	6	30
10-14	Mining & Quarrying	-	-	-	-	-	-
15-37	Manufacturing:						
15-16	Food, beverages & tobacco	84	20,163	362,978	3,680	1,605	5,282
17-19	Textiles, clothing, leather & footwear	20	2,691	19,940	319	192	1,367
20-22	Wood, paper, printing & publishing	87	17,159	145,108	1,174	1,703	7,141
23-25	Coke, petroleum, nuclear fuels, chemicals, m.m.fibres, rubber & plastic	117	28,342	237,946	1,493	2,915	10,193
26	Non-metallic mineral products	32	4,447	56,721	218	611	2,504
27-28	Metals & fabricated metal products	317	46,806	309,939	3,822	5,104	19,554
29	Machinery & equipment nes	63	12,050	82,912	646	1,960	5,106
30-33	Electrical & optical equipment	66	20,488	69,329	1,180	928	4,167
34-35	Transport equipment	52	40,592	632,841	1,753	5,381	12,259
36-37	Other manufacturing & recycling	99	18,164	185,821	2,013	1,780	5,634
40-41	Electricity, gas & water supply	3	1,800	52,082	652	499	99
45	Construction	51	6,345	43,184	1,069	284	2,107
50-52	Wholesale & retail trade, repairs	68	9,495	81,950	1,215	533	3,647
55	Hotels & restaurants	2	150	1,400	45	-	-
60-64	Transport, storage & communication	19	3,738	15,496	502	290	1,969
65-67	Financial intermediation	9	10,525	119,581	2,145	1,376	5,773
70-74	Real estate, renting & business activities	172	42,097	310,119	6,808	2,506	15,061
75-99	Other Services	45	8,352	109,688	1,383	152	4,187
Total		1,307	293,479	2,837,685	30,127	27,825	106,080

<sup>(1)</sup> Forecast employment figures are based on company forecasts for the project at the time of offer.

**TABLE 4 SELECTIVE FINANCE FOR INVESTMENT IN ENGLAND BY UK AND FOREIGN OWNED COMPANIES – TIER 1 AND 2 AREAS**  
**OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 2007 TO 31 MARCH 2008**  
**CUMULATIVE OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 2004 TO 31 MARCH 2008**

	Offers Accepted 1.4.07 to 31.3.08						Cumulative Offers Accepted 1.4.04 to 31.3.08					
	No.	Associated Project		Forecast Employment <sup>(1)</sup>		Payments	No.	Associated Project		Forecast Employment <sup>(1)</sup>		Payments
		Value (£000)	Costs (£000)	New	Safe-guarded	1.4.07 to 31.3.08 (£000)		Value (£000)	Costs (£000)	New	Safe-guarded	1.4.04 to 31.3.08 (£000)
<b>ENGLAND:</b>												
UK Owned	228	38,111	488,825	5,603	2,144	30,092	1,143	167,675	1,544,577	21,753	13,102	69,889
Foreign Owned	51	36,711	446,192	4,144	3,973	14,289	164	125,804	1,293,108	8,374	14,723	36,191
<b>Total</b>	<b>279</b>	<b>74,822</b>	<b>935,017</b>	<b>9,747</b>	<b>6,117</b>	<b>44,381</b>	<b>1,307</b>	<b>293,479</b>	<b>2,837,685</b>	<b>30,127</b>	<b>27,825</b>	<b>106,080</b>
<b>East:</b>												
UK Owned	6	4,176	33,398	160	414	1,240	36	9,432	74,873	834	780	2,281
Foreign Owned	-	-	-	-	-	147	3	1,366	10,462	117	111	177
<b>Total</b>	<b>6</b>	<b>4,176</b>	<b>33,398</b>	<b>160</b>	<b>414</b>	<b>1,387</b>	<b>39</b>	<b>10,798</b>	<b>85,335</b>	<b>951</b>	<b>891</b>	<b>2,458</b>
<b>East Midlands:</b>												
UK Owned	13	1,389	9,954	146	95	3,053	70	12,785	106,218	1,106	990	5,483
Foreign Owned	2	593	2,796	30	22	320	10	3,959	20,052	168	208	1,768
<b>Total</b>	<b>15</b>	<b>1,982</b>	<b>12,750</b>	<b>176</b>	<b>117</b>	<b>3,373</b>	<b>80</b>	<b>16,744</b>	<b>126,270</b>	<b>1,274</b>	<b>1,198</b>	<b>7,251</b>
<b>London:</b>												
UK Owned	5	1,305	19,948	191	170	1,166	34	8,443	95,403	893	985	3,596
Foreign Owned	2	319	11,525	79	-	4,483	8	12,398	242,755	164	2,006	7,176
<b>Total</b>	<b>7</b>	<b>1,624</b>	<b>31,473</b>	<b>270</b>	<b>170</b>	<b>5,649</b>	<b>42</b>	<b>20,841</b>	<b>338,158</b>	<b>1,057</b>	<b>2,991</b>	<b>10,772</b>
<b>North East:</b>												
UK Owned	81	14,534	291,593	2,933	666	8,420	321	41,143	501,405	8,113	2,819	16,195
Foreign Owned	14	8,027	82,855	778	793	5,558	52	23,258	182,921	2,296	2,904	11,274
<b>Total</b>	<b>95</b>	<b>22,561</b>	<b>374,448</b>	<b>3,711</b>	<b>1,459</b>	<b>13,978</b>	<b>373</b>	<b>64,401</b>	<b>684,326</b>	<b>10,409</b>	<b>5,723</b>	<b>27,469</b>
<b>North West:</b>												
UK Owned	33	5,860	52,442	894	269	5,541	221	29,713	228,108	4,143	2,020	11,937
Foreign Owned	9	4,653	34,431	366	547	1,628	31	40,745	341,538	1,648	3,976	7,764
<b>Total</b>	<b>42</b>	<b>10,513</b>	<b>86,873</b>	<b>1,260</b>	<b>816</b>	<b>7,169</b>	<b>252</b>	<b>70,458</b>	<b>569,646</b>	<b>5,791</b>	<b>5,996</b>	<b>19,701</b>
<b>South East:</b>												
UK Owned	3	228	1,607	2	18	540	14	5,218	144,480	580	1,313	872
Foreign Owned	2	2,399	55,228	716	611	163	6	4,154	67,481	852	751	163
<b>Total</b>	<b>5</b>	<b>2,627</b>	<b>56,835</b>	<b>718</b>	<b>629</b>	<b>703</b>	<b>20</b>	<b>9,372</b>	<b>211,961</b>	<b>1,432</b>	<b>2,064</b>	<b>1,035</b>
<b>South West:</b>												
UK Owned	9	1,506	7,255	188	45	2,133	47	10,328	46,694	805	832	6,525
Foreign Owned	1	250	1,051	-	95	651	6	4,361	22,650	109	1,277	1,473
<b>Total</b>	<b>10</b>	<b>1,756</b>	<b>8,306</b>	<b>188</b>	<b>140</b>	<b>2,784</b>	<b>53</b>	<b>14,689</b>	<b>69,344</b>	<b>914</b>	<b>2,109</b>	<b>7,998</b>
<b>West Midlands:</b>												
UK Owned	51	5,368	34,463	447	265	4,761	196	25,263	164,265	2,573	1,748	10,404
Foreign Owned	8	11,447	171,760	1,050	788	1,064	17	18,707	222,809	1,428	1,470	2,248
<b>Total</b>	<b>59</b>	<b>16,815</b>	<b>206,223</b>	<b>1,497</b>	<b>1,053</b>	<b>5,825</b>	<b>213</b>	<b>43,970</b>	<b>387,074</b>	<b>4,001</b>	<b>3,218</b>	<b>12,652</b>
<b>Yorkshire and Humberside:</b>												
UK Owned	27	3,745	38,165	642	202	3,238	204	25,350	183,131	2,706	1,615	12,596
Foreign Owned	13	9,023	86,546	1,125	1,117	275	31	16,856	182,440	1,592	2,020	4,148
<b>Total</b>	<b>40</b>	<b>12,768</b>	<b>124,711</b>	<b>1,767</b>	<b>1,319</b>	<b>3,513</b>	<b>235</b>	<b>42,206</b>	<b>365,571</b>	<b>4,298</b>	<b>3,635</b>	<b>16,744</b>

<sup>(1)</sup> Forecast employment figures are based on company forecasts for the project at the time of offer.

TABLE 5 SELECTIVE FINANCE FOR INVESTMENT IN ENGLAND – TIER 1 AND 2 AREAS  
 APPLICATIONS REJECTED AND WITHDRAWN FROM 1 APRIL 2007 TO 31 MARCH 2008  
 CUMULATIVE APPLICATIONS REJECTED AND WITHDRAWN FROM 1 APRIL 2004  
 TO 31 MARCH 2008

	<i>Applications Rejected and Withdrawn 01.04.07 to 31.03.08</i>			<i>Cumulative Applications Rejected and Withdrawn 01.04.04 to 31.03.08</i>		
	<i>Tier 1</i>	<i>Tier 2</i>	<i>Total</i>	<i>Tier 1</i>	<i>Tier 2</i>	<i>Total</i>
<b>England:</b>	9	60	69	96	302	398
East:	-	2	2	-	24	24
East Midlands:	-	2	2	-	34	34
London:	-	-	0	-	8	8
North East:	-	15	15	-	76	76
North West:	2	4	6	40	53	93
South East:	-	2	2	-	11	11
South West:	2	1	3	12	5	17
West Midlands:	-	15	15	-	49	49
Yorkshire and Humberside	5	19	24	44	42	86

APPENDIX 3

**Enterprise Grant Scheme<sup>(1)</sup>**

TABLE 1 OFFERS ACCEPTED AND PAYMENTS FROM  
1 APRIL 2007 TO 31 MARCH 2008  
CUMULATIVE OFFERS ACCEPTED AND PAYMENTS FROM 1 APRIL 2000 TO  
31 MARCH 2008

	<i>Offers accepted and payments 1.4.07 to 31.3.08</i>				<i>Cumulated offers accepted and payments 1.4.00 to 31.3.08</i>			
	<i>No.</i>	<i>Value (£000)</i>	<i>Associated Capital Costs (£000)</i>	<i>Payments 1.4.07 to 31.3.08 (£000)</i>	<i>No.</i>	<i>Value (£000)</i>	<i>Associated Capital Costs (£000)</i>	<i>Payments 1.4.00 to 31.3.08 (£000)</i>
East:	-	-	-	66	-	-	-	1,084
East Midlands:	-	-	-	-	-	-	-	6,186
London:	-	-	-	-	-	-	-	1,370
North East:	-	-	-	29	-	-	-	11,595
North West:	-	-	-	-	-	-	-	11,231
South East:	-	-	-	38	-	-	-	2,820
South West:	-	-	-	-	-	-	-	1,765
West Midlands:	-	-	-	-	-	-	-	5,749
Yorkshire and Humberside	-	-	-	23	-	-	-	11,024
<b>Total:</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>156</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>52,824</b>

<sup>(1)</sup> The scheme closed to new applications on 31 March 2004.

**APPENDIX 4**

**TABLE 1 ASSEMBLY INVESTMENT GRANT SCHEME<sup>(1)</sup> OFFERS ACCEPTED AND PAYMENTS  
1 APRIL 2007 TO 31 MARCH 2008 CUMULATIVE OFFERS ACCEPTED AND PAYMENTS  
1 APRIL 2002 TO 31 MARCH 2008**

<i>Country/Region</i>	<i>Offers Accepted 1.4.07 to 31.3.08</i>				<i>Cumulative Offers Accepted 1.4.02 to 31.3.08</i>			
	<i>No.</i>	<i>Value (£000)</i>	<i>Associated Project Costs (£000)</i>	<i>Payments 1.4.07 to 31.3.08 (£000)</i>	<i>No.</i>	<i>Value (£000)</i>	<i>Associated Project Costs (£000)</i>	<i>Payments 1.4.02 to 31.3.08 (£000)</i>
Great Britain:	187	7,503	25,560	6,139	1,751	56,055	190,178	43,927
Scotland:	-	-	-	-	-	-	-	-
Wales:	187	7,503	25,560	6,139	1,751	56,055	190,178	43,927
England:	-	-	-	-	-	-	-	-

<sup>(1)</sup> The Assembly Investment Grant Scheme was introduced on 1 April 2002 and is run solely by the National Assembly for Wales.

**TABLE 2 ASSEMBLY INVESTMENT GRANT<sup>(1)</sup> SCHEME APPLICATIONS REJECTED AND WITHDRAWN 1 APRIL 2007 TO 31 MARCH 2008 CUMULATIVE APPLICATIONS REJECTED AND WITHDRAWN 1 APRIL 2002 TO 31 MARCH 2008**

<i>Country/Region</i>	<i>Applications Rejected and Withdrawn 1.4.07 to 31.3.08 All Assisted Areas</i>	<i>Cumulative Applications Rejected and Withdrawn 1.4.02 to 31.3.08 All Assisted Areas</i>
Great Britain	110	615
Scotland	-	-
Wales	110	615
England	-	-

<sup>(1)</sup> The Assembly Investment Grant Scheme was introduced on 1 April 2002 and is run solely by the National Assembly for Wales.



APPENDIX 5

**Financial Assistance under Section 13 of the Industrial Development Act 1982**

IMPROVEMENT OF BASIC SERVICES IN THE ASSISTED AREAS

(The figures represent the position at 31 March 2008 for those applications approved during the year. Figures for previous assistance under Section 13 are available in earlier Annual Reports.)

	<i>Applications</i>					<i>Applications Approved</i>			
	<i>Service</i>	<i>Brought Forward from 2006/2007</i>	<i>Received in 2007/2008</i>	<i>Rejected</i>	<i>Withdrawn</i>	<i>Under Consideration</i>	<i>Number</i>	<i>Estimated Cost (£)</i>	<i>Estimated Grant (£)</i>
DTR <sup>(1)</sup>	Roads	0	1	0	0	0	1	1,318,032	395,410
DEFRA <sup>(2)(3)</sup>	Water and Sewerage	1	2	2	0	1	0	0	0
National Assembly for Wales	Roads	0	0	0	0	0	0	0	0
	Water and Sewerage	0	0	0	0	0	0	0	0
<b>Total</b>		<b>1</b>	<b>3</b>	<b>2</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>1,318,032</b>	<b>395,410</b>

<sup>(1)</sup> Department for Transport

<sup>(2)</sup> Department for Environment, Food and Rural Affairs

<sup>(3)</sup> Grants no longer available from September 2007.

<sup>(4)</sup> IDA Grant Scheme Section 13 operated by the Scottish Executive Transport Division and Environment Department closed with effect from 1 April 2005

## APPENDIX 6

# Chairmen and Members of the Industrial Development Advisory Boards and Regional Industrial Development Boards

During the year some changes were made to the membership of some of the Boards. The names below represent the position at 31 March 2008.

### Scottish Industrial Development Advisory Board

#### Chair

Dr R Crawford

*Executive Director, Glasgow Caledonian University*

#### Members

Professor R Beaty, OBE

*Managing Director, Glencon Ltd*

Mr B Buchan

*Director of Scottish Operations, Bausch and Lomb*

Mrs L Cadenhead

*Chief Executive Officer, 1745 Trading Company Ltd*

Mr J Cullinane

*Deputy Regional Secretary, T&G Scotland Section of UNITE*

Mr I Macdonald

*Chairman, Yakara plc*

Mr N MacDonald

*Director, LEADERS Management & Investment*

Miss J MacKenzie

*Investment Director, Electra Quoted Management Ltd*

Dr B McGuckin

*Director of Commercialisation and Knowledge Transfer, Napier University*

Mr Kevin Moore

*Managing Director, Business Therapies Ltd*

Mrs A Symeonides

*Sales & Marketing Director, Axios Systems Ltd*

Mr Owen Quinn

*Managing Director, Blairs Ltd*

### Welsh Industrial Development Advisory Board

#### Chairman

Mrs V Barrett

*Finance Director, Remploy Furniture.*

#### Members

Dr J Driscoll

*Management Consultant, Ex Partner,*

*PricewaterhouseCoopers, Cardiff*

Mr R Fowler

*Managing Director, Fugro Robertson Ltd*

Mr A Wright OBE

*Managing Director, TRB Ltd*

Mr D Fellows OBE, DL

*Former Regional Organiser, Transport and General Workers Union*

Ms K Diamond

*Finance Director, Continental Teves Ltd*

Mr D Williams

*Retired Area Director, HSBC Bank*

### Industrial Development Advisory Board

#### Chairman

Mr G Page CBE

*Chairman, Cobham plc*

#### Members

Mr P Allen

*Non-Executive Director, Chroma Therapeutics Ltd*

*Finance Director, Abacus Group plc*

Ms B Blow

*Chairman, Trustmarque*

Mr R Swannell

*Vice Chairman, Citi Europe*

Ms J Williams

*Chairman, South West of England Regional Development Agency*

Dr B Count

*Chairman, Ceres Power plc*

Ms K Jones

*Chairperson and Director, Food and Fuel Ltd*

Mr Dermot Mathias

*Senior Partner, BDO Stoy Hayward LLP*

Mr M Seligman

*Senior Advisor, Credit Suisse Securities (Europe) Ltd*

Professor Chris Higson

*Professor in Accounting, London Business School*

Mr Charles Lochrane

*Partner, Strutt & Parker Commercial Surveyors*

### East of England Industrial Development Board

#### Acting Chairman

Mr A Davies

*Project Director and General Manager, SLP Engineering Ltd*

#### Members

Mr L Allen

*Director of AW Group*

Mr D Burns

*Managing Director, Apollo Fire Detectors Ltd*

Mr D Baggott

*Managing Partner, Machins Solicitors*

Mrs S Fytche

*Commercial Director, Bakkavör Fresh Foods*

Mr G Hind

*Business angel*

Mr M Johnston

*Head of Business Development, GS1 UK Ltd*

Mrs S Landini

*Managing Director of Blue Donkey Ltd*

Mr A Shah

*CEO of Hy-Pro International Ltd*

Mr M Smith

*Retired. Ex Chair & MD of Binney & Smith (Europe)*

Mr P Southward

*Director of Tax Services of Keens Shay Keens Ltd*

Mr M Stewart

*Finance and investment professional*

## **London and South East Industrial Development Board**

### *Chairman*

Mr John McCready  
*Partner, Ernst & Young*

### *Members*

Mr Thomas Cohen  
*Retired Group Controller Orange plc*  
Mr Peter Croucher  
*Retired Divisional Managing Director, Royal & Sun Alliance Insurance Group plc*  
Ms Wendy Hyde  
*Business Consultant*  
Miss Mai Sim Lai OBE  
*Partner, Lai Peters & Co*  
Mrs Helen Sasson  
*Business Consultant*  
Mr Tim Sherwood  
*Non Executive Director, Redstone plc*  
Mr Alistair Stokes  
*Chairman, Ipsen Ltd and Ipsen Biopharm Ltd*  
Mrs Bridget Taxy  
*Director Service Transformation, Grosvenor Ltd*

## **North East Industrial Development Board**

### *Chairperson*

Miss L V W Armstrong  
*Consultant, The Alchemists Northern Ltd*

### *Members*

Mr D Armstrong  
*Executive Director, Armstrong David Associates Ltd*  
Mrs P Armstrong  
*Managing Director, Shared Interests Ltd*  
Mr P D Bartlett  
*Director, Artenius UK Ltd*  
Mr C Gill  
*Finance Director, Wellstream International Ltd*  
Dr R Hardy  
*Managing Director, Aesica Pharmaceuticals Ltd*  
Mr K Maw  
*Managing Director, Renham & Wade Ltd*  
Mr B Naylor  
*Managing Director, Naylor's Chartered Surveyors Ltd*  
Mr J Pike  
*Former Managing Director, Union Snack Ltd*  
Mr T Sharma  
*Finance Director, APL Technologies Group Ltd*

## **North West Industrial Development Board**

### *Chair*

Dr Marcus Wood  
*Managing Director, Echevin Ltd*

### *Members*

Mr Robin Cridland  
*Business Development and Finance Director, Renovo Ltd*  
Mrs Lorraine Edwards  
*Business Consultant, Edwards Consulting*  
Mr Richard Galloway  
*Controller, Cargill plc*  
Mr David Maughan  
*Purchase Director, Bentley Motors*  
Mr Duncan McLellan  
*Chief Financial Officer, Avecia Ltd*  
Mr Ray McManus  
*Senior Industrial Organiser, Transport and General Workers' Union*  
Professor Bill Mullarkey  
*Managing Director, dB Research Ltd*

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*Independent Consultant*  
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*Managing Director, Powrmatic Ltd*  
Mr K Burrows  
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Mr A Courts  
*Company Director, Rittal-CSM Ltd*  
Mr J Crownshaw  
*Partnership Director, Bond Pearce Solicitors*  
Mr A Hayman  
*Chairman, J&S Marine Ltd*  
Mr J Knight  
*Self employed Finance Consultant, First Consulting Group*  
Mr R Morgan  
*Project Development Manager, University of Plymouth*  
Mr R Nand-Lal CBE  
*Retired, formerly Director of Administration, Resources and Marketing, Cranfield University*  
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*Commercial Learning and Development Manager, BP International Ltd – Exploration and Production*  
Mr R Sutton  
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*Plant Manager, Eaton Aerospace*

Ms Stella Dorset\*\*

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Mrs L M Evans

*President, British Jewellery, Giftware & Finishing Federation*

Dr R D Jones

*Managing Director, Altair Engineering Limited*

Mr D Lovatt

*Chairman, The Potteries Die Company Ltd*

Mr A Manning-Cox

*Partner, Wragge & Co*

Mr P M Mathews\*

*Chairman and Managing Director, Black Country Metals  
Limited*

Mr M J Smith

*Chairman – West Midlands Manufacturing Consortium*

Professor P Stoneman

*Research Professor, Director of the Doctoral Programme,  
Warwick Business School*

Mr D J Waller

*Regional Chairman, PricewaterhouseCoopers*

Dr Pamela Waddell

*Deputy Director, Research and Enterprise Services.*

*\* Mr P M Mathews has not sought an extension of his term of  
membership beyond 31 December 2007.*

*\*\* Ms Stella Dorset has not had her term of membership  
extended beyond 31 December 2007.*

## **Yorkshire and the Humber and the East Midlands Industrial Development Board**

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Mr Z Hussain

*Programme Director, BT Global Services*

*Members*

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*Business Development & Marketing Consultant, Courage  
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*Managing Director, JAG Tachograph*

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*Director, Skillfast-UK*

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*Head of Retail and Small Business Banking, Yorkshire  
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*Chief Executive of ReNU Ltd*

Dr M Pick

*Consultant working with Universities on material sciences*

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