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**About Us**

**Bristol City Council's Economic Development Team works to build a thriving economy by:**

- **Marketing the City to potential inward investors**
- **Promoting and supporting investment**
- **Nurturing business and key growth sectors**
- **Providing a complete enquiry handling and commercial property search service**

**Contact the Council's Economic Development Team for further information on corporate relocation assistance:**

**Tel: +44(0)117 92 22928**

**Email: [investinbristol@bristol.gov.uk](mailto:investinbristol@bristol.gov.uk)**

**The Bristol-Hannover Green Energy Summit – The Bristol Hotel – June 10**

Bristol City Council, Hannover Stadt and Hannoverimpuls, in association with South West Environmental iNet, are organising The Bristol-Hannover Green Energy Summit (by invitation only) on Friday 10th June 2011 at The Bristol Hotel, Prince Street. This event will launch Bristol's Good Living Week (10-19 June).

The 'summit' brings together innovation-oriented energy companies, institutions and experts from both cities to address the challenges of both developing the new sustainable energy technologies and products, and accelerating and scaling up their commercial deployment to achieve greater diversity and security of local supply and much more efficient buildings and integrated infrastructure. The overall aim is to identify common issues and opportunities around which future R&D collaboration and trade links can be established between the two cities and

other partners, using EU funding and programmes and local university and research institutions to support the process.

The Hannover delegation comprises 12 energy businesses / institutes led by the Mayor.

The event format is a full day seminar at a high quality harbourside venue - opening and closing plenaries, facilitated thematic workshops in two sessions (delegates follow one topic only), 'meet the mayors' and ample networking time over coffee, lunch and post-event drinks.

**Speakers:**

- Dr Stephan Weil, The Mayor of Hannover, 'The Renaissance of Municipal Energy in Germany'
- Cllr Barbara Janke, Leader of Bristol City Council, 'The Bristol Sustainable Energy Strategy and Programme'
- Dr Fionnuala Costello, Technology Strategy Board, 'Outcomes from the Low Impact Buildings Innovation Platform - Retrofit for the Future and other programmes'
- Astrid Hoffmann-Kallen, Hannover Climate Protection Co-ordination Centre, 'Lessons from the EU CONCERTO programme (integrated urban energy systems)'
- Christian Peters, Hannoverimpuls, 'Passive House standards, district heating and cost efficiency - the Marienwerder Centre case study'

**Workshop Topics:**

- 1) Energy Efficiency in New Buildings and Low Carbon Retro-fit - including transfer of the Passiv Haus model and Micro CHP technologies to UK and heritage buildings.
- 2) Solar PV - the challenges of large-scale deployment across residential, public and commercial buildings and innovating to improve quality, performance and financing models
- 3) District Heating and Biomass - design / delivery of viable schemes at city-wide and/or neighbourhood levels; potential of new technologies for biomass and waste / AD systems including supply from urban fringe / rural areas and 'spin-off' production of hydrogen.
- 4) Wind Energy - some emerging technologies

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and products for on and off-shore arrays

Who should attend?

- innovation-oriented SMEs, academics and agencies in or linked to the Bristol and South West sustainable energy sector;
- low / zero carbon technology developers, manufacturers and installers especially in construction, retrofit, solar, biomass and renewable heat and offshore wind sectors

For more information please contact: Robin McDowell, Economic Development Co-ordinator, Bristol Futures Group, [robin.mcdowell@bristol.gov.uk](mailto:robin.mcdowell@bristol.gov.uk), tel: 0117 922 2931

**Low Carbon Technologies Exhibition**  
Lisbon, Portugal—30 June

UK Trade & Investment are launching a Low Carbon Technologies event that identifies opportunities for UK companies across the low carbon technologies sector. Key contacts from both the public and private sector in Portugal will be in attendance to source products and services that will enable them to meet their National Energy Plan for 2020. This strategy reflects an overall investment of €31billion. Opportunities for UK companies are diverse in the areas of low carbon technologies, these include:

- Renewable Energies and Environment
- ICT and Energy
- Sustainable Construction & Architecture
- Transport

This mission will cost £666 (Inclusive of VAT) per company, which will include:

- Exhibiting at the low carbon technologies event;
- Tailored meetings with potential buyers and partners;
- A networking lunch that will give access to Portuguese decision makers;
- Advertising of your company prior to and after the event;
- Hotel booking in Lisbon at a special rate;

- Possibility of interviews with local press.

For an additional £300 you may also benefit from an individual demo session - a 30 minute speaking slot to present and/or demonstrate your products and services, raising your company's profile further. This will be highlighted in the event programme that will be sent out to the Portuguese audience.

All UK delegates will need to cover the costs for their airfare, accommodation and all costs incurred during the mission. The deadline for applications is May 23rd.

For more information, please contact:  
Jeana Parmar  
Tel: 02476 236290  
Email: [jeana@btob.co.uk](mailto:jeana@btob.co.uk)

**Innovator's hope for city hi-tech hub**  
Evening Post—April 21

A business recently launched in Bristol is looking to expand and create a technology hub.

HolidayCrowd, a new website which aims to unite travellers and travel agents to make booking a holiday easier, generated £85,000 in its first week of trading.

It was founded in December last year by 20-year-old Southmead entrepreneur Ryan Pasco.

He is sharing borrowed office space in Southmead but would like to create an interactive office space that could be shared with other technology or IT based start-ups to form a technology hub for Bristol. He said: "The reaction we've had to HolidayCrowd, particularly from agents, has been overwhelming.

"My goal is to drive technological innovation in the South West. I want to create an interactive office space that could be shared with other technology or IT based start-up businesses.

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"Any new start-up, but especially technology driven businesses, benefits hugely from interaction with each other to drive innovation and development."

**Triodos Bank set to move into WestOne**  
**South West Business Insider—April 18**

Ethical bank Triodos is set to move into the WestOne office development in Bristol later in the year. It has acquired 26,500 sq ft over five floors at WestOne, which will become its new UK headquarters.

The bank is expected to move from its current premises in Clifton later this summer.

John Stacey, asset management director at Westmark, said: "We are delighted that Triodos Bank has chosen WestOne as its new national headquarters. This is a dynamic, ethical organisation that puts sustainability at the heart of all it does.

"The entire development is highly energy efficient and has been built with a view to setting a new benchmark in sustainable city centre offices.

"The letting to Triodos complements perfectly the approach we have taken throughout the project and demonstrates that sustainable development is commercially viable, even under difficult market conditions. We are now well placed to progress the letting of our last remaining suite on the ground floor and are in discussions with a number of interested parties."

WestOne, which is located on Deanery Road, is part of Westmark's sustainable development behind the Council House and includes the Environment Agency's new corporate office, plus Deanery Square, comprising of 55 eco-apartments.

**New 'top-end' hotel is nearly ready to welcome first guests**

**Evening Post (extract) - April 15**

A new hotel in the centre of Bristol is just a matter of weeks away from opening.

Teams of builders are still busy putting the finishing touches to the 155-bedroom Holiday Inn which overlooks the St James Barton roundabout.

The hotel, which has been built in the former Avon County Council building and above the NCP car park, has taken almost two years to complete and is due to open by the middle of June.

The hotel is expected to employ around 100 staff when it opens for business.

**£2m research grant to help create 30 jobs**  
**Evening Post—April 13**

Government minister Mark Prisk visited Bristol yesterday to announce a £2 million grant for a new research project in the city.

The Regional Growth Fund grant is helping to fund a project being run by Airbus and GKN at Filton and it is expected to create about 30 new jobs.

The Business and Enterprise Minister said: "Promoting innovation is vital if we are to drive growth in our local communities.

We received a large number of ambitious and highly competitive bids to the first round of the Regional Growth Fund and I am delighted to announce funding for this collaboration between EADS and GKN Aerospace.

Aerospace is one of Britain's international successes and one that we should be proud of.

We are number one in Europe and number two in the world with a 17 per cent global market

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share. I look forward to seeing the collaboration build further on this success, creating more jobs here in Bristol and providing an invaluable boost to the local economy."

Marcus Bryson, chief executive of GKN Aerospace, said: "This project will begin developing the skilled workforce and expertise needed in the UK to take technology forward."

**Former hostel now bursting with boutique luxury**  
**Evening Post—April 13**

A brand new guesthouse in the heart of Bristol city centre has opened for business.

Brooks Guesthouse is owned by husband and wife team Andrew and Carla Brooks.

The couple already own a guesthouse in Bath and aim to repeat the successful formula in Bristol.

The new "boutique" guesthouse has been opened in what was the Walkabout Hostel close to St Nicholas Market.

Steve Morris, the manager of the market, said: "We are delighted that Brooks Guesthouse has come to Bristol. The building was previously a backpackers hostel and had then been empty for 18 months and looked very unattractive, it is now a credit to the area and we are delighted to support it."

Carla Brooks said the key to the guesthouse was the luxury on offer.

She said: "Our rooms are all about enjoyment and comfort with a choice of double, twin and triple bedrooms – all serviced daily. Every bathroom is freshly refurbished with floor to ceiling travertine tiles, Hans Grohe power showers, heated towel rails, demister mirrors, electric shaver points and luxurious White Company toiletries.

What we hope sets us apart is these little touches which make all the difference for our guests."

**Chance to take up residence at mansion offices**  
**Evening Post—April 13**

Businesses looking to move into premises with a touch of class need look no further.

An office suite in the wing of a regency mansion house close to Bristol has come on to the market.

The 3,094 sq ft two-storey self-contained office is part of the Leigh Court Business Centre at Abbots Leigh.

The suite in the Hubbard Wing that adjoins the main house includes a kitchen, first-floor storage area and ample on-site parking.

This exceptional office is being marketed by property agents Colliers International to rent for £47,000 per annum exclusive.

"The office is in a beautiful location set in 25 acres of private woods and parkland," said Colliers International's James Preece.

"It would suit a small to medium-sized company and would be ideal for a financial services or legal firm.

The transport connections are excellent – with the Gordano junction onto the M5 just five minutes away and less than five miles from Bristol city centre."

Grade II-listed Leigh Court, built in 1814, is one of the city's top venues for corporate and private events and weddings. The building is also the headquarters of GWE Business West.

**SETsquared teams up with Logica**  
**Bristol University Press Release—11 April**

Business and technology services company, Logica, has formed a new partnership with the

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SETsquared Business Acceleration Centres in Bristol and Southampton, to explore how start-up businesses within the centres can gain access to Logica's client base and increase revenues.

The SETsquared Business Acceleration Centres are part of the SETsquared Partnership, a collaboration between the Universities of Bath, Bristol, Exeter, Southampton and Surrey that supports new business opportunities through spin-outs, licensing and incubation. The centres are designed to help provide practical growth and development services to transform start-ups into viable sustainable businesses.

The new arrangement with Logica will provide a commercial bridge between the new innovative technologies being developed and potentially interested parties under the umbrella of Logica's reputation. It is hoped that 10 early-stage technology businesses within the centres will benefit within the first year of the relationship.

Commenting on the arrangement, Nick Sturge, director of SETsquared in Bristol, said: 'We are delighted to be working with a major systems integrator such as Logica, to provide routes to market and exposure for our ventures. Getting early sales has become more important than seeking seed investment in the current climate and this type of partnership approach where all parties benefit is a real enabler.'

Danny Wootton, Logica's UK innovation director, added: 'It is vitally important that we support innovation wherever we find it, which is why we run a global innovation partners programme.'

Some of the ideas being explored by the teams at the SETsquared centres are genuinely exciting and I hope that with our help we will be able to bring real value not just to the start-up businesses but to our clients as well.'

**City's new science park is starting to take shape**

**Evening Post (extract) - April 09**

Bristol's long awaited science park is on course to be open by the end of the summer and the first buildings on the mammoth project are starting to take shape.

Between £200 and £300 million worth of investment has gone into the 90-acre Spark which will eventually create an estimated 6,000 highly skilled jobs.

Yesterday the site on former farmland in South Gloucestershire was a bustling hive of activity. The first four major buildings on the huge site are beginning to take shape.

Bonnie Dean, who is chief executive of the project, said: "The site is developing every day. Things are going up at a rapid pace and we should be open for business by the end of the summer.

The pace has really picked up and the site can completely change in the space of just a few weeks."

The first phase is nearing completion and includes three buildings.

The Innovation Centre is designed for small companies with up to 15 employees.

There is a second building for firms to move into once they have developed further and that is designed for companies of up to around 40 employees.

Finally the Forum, a glass fronted building, is designed as a public building where people working on the site can mingle and use facilities such as a canteen and an exhibition area.

Ms Dean said: "During the course of the building we discovered that the land was once the site of the biggest medieval iron foundries in the country.



The archeologists came up with plenty of artifacts and maybe we could do some thing with that."

The National Composite Centre, which will be at the centre for research into the materials used to build the next generation of aircraft is also rapidly taking shape.

The centre is a partnership between the universities and industry leaders such as Rolls-Royce and Airbus and was given a boost two weeks ago when the Government announced the scheme was to get extra funding of around £7 million a year.

The first phase of the Science Park and the Composite Centre is separated by a landscaped area which will be a public common.

Ms Dean said: "We are trying to create an area which will be used by people working in the Science Park and the public. The whole aim of what we are trying to do is to be as open as possible so people who live in the area feel they can just wander into the park.

We are not looking at one of those business parks which is just a collection of unfriendly offices."

There is plenty of land available to create office space for companies that are looking to relocate to Bristol.

Ms Dean added: "The recession has not really been an issue for us and we have been surprised by the amount of firms expressing an interest.

Obviously we will build on the strengths of Bristol, aerospace and technology, but we are looking for a spread of firms."

**Food firm's organic win**  
Evening Post—April 08

An award-winning organic food company in Bristol has enjoyed further success.

The Better Food Company, which has outlets in Clifton and St Werburghs was named in the top two organic retailers in this year's Soil Association's Best Organic Retailer Award.

The announcement was made at an award ceremony at the 2011 Natural and Organic Awards in London.

The Better Food's Company's Managing Director Phil Haughton said: "We've had an incredibly busy and productive year here at Better Food, so this achievement is marvellous recognition."

For more information see [www.betterfood.co.uk](http://www.betterfood.co.uk) or telephone 0117 935 1725.

**University know-how to help SW business grow**

UWE Press Release—April 07

Businesses in the South West are set to benefit from a new initiative to help their businesses grow by engaging with academics from Bristol Business School who will share their latest research, understanding and insights.

The Business Engagement initiative is an ESRC (The Economic and Social Research Council) funded project with the Institute of Directors (IoD) South West Region, that aims to develop greater understanding within businesses of what the University sector has to offer, while enhancing the academics understanding of the needs of the businesses who take part.

The project is led by Professor Nicholas O'Regan and Dr Glenn Parry of Bristol Business School (BBS), part of the University of the West of England.

A number of businesses which have the capacity for growth will be identified and academics will spend time finding out the business needs and their key challenges. People from the business will then be placed at the University so they can develop their awareness and understanding of what universities do. The aim is to develop mutual



understanding of processes and cultures and encourage further engagement between universities and businesses.

**UWE Ventures ® Wins UKBI Achievement in Business Incubation Award 2011**  
**UWE press Release (extract) - April 04**

The support that the University of the West of England, Bristol (UWE) provides its clients and the innovative services it offers has been recognised by UKBI, the leading professional body on the development and support of business incubation environments. UWE Ventures has been awarded the 2011 Achievement in Business Incubation Award at the UKBI annual conference.

Vice-Chancellor, Professor Steve West, said, “We are an enterprising university and it is excellent to see the investment we have made to support budding entrepreneurs from ideas conception through to business growth being recognised by UKBI. Universities have a crucial role to play in stimulating business development, job creation, learning, and prosperity in these challenging times. We hope that some of the methods we have developed may also be of use to other like-minded institutes.”

UWE Ventures, provides affordable and attractive incubation options for UWE students, graduates, staff and other clients starting and growing their own businesses and social enterprises. A high quality network of experienced business mentors, coaches, professional advisors and supporters enhances our support for clients.

Dr Dave Brennand, Head of UWE Ventures, said, “We aim to increase awareness and foster the spirit of enterprise, innovation and entrepreneurship amongst students, staff and alumni, and established our business incubator in 2009 to enable companies to be nurtured and grown in a professional and supportive environment. This is a huge honour for the UWE Ventures team, following our accreditation by UKBI, earlier in the year.”

Enterprise Managers Jill Burnett and Kim Jones said, “We are particularly pleased with this award which recognised innovation and quality of services for clients, especially in these challenging economic conditions where nurturing new companies is so vital. We are very grateful to our clients and in particular to Vashti Richards of DEKI who supported our application for this award.”

Case studies and further information on the Ventures offer can be found at <http://rbi.uwe.ac.uk/Internet/innovation>

**Bristol Port Wins Matthew Clark Wines NDC Contract**  
**Bristol Port Press Release—April 01**

The Bristol Port Company announced today that it has won the contract to become the National Distribution Centre (NDC) for Matthew Clark Wines, the award-winning on-trade drinks supplier.

Bristol Port, which is celebrating 20 years since the privatisation of the west coast deep water port, starts the NDC contract on Monday 4 April, distributing bottled wine to Matthew Clark’s 10 regional distribution centres (RDCs) throughout England and Scotland. From their RDCs Matthew Clark serves over 20,000 outlets putting over 21 million 9L cases into the on-trade.

Commenting on the contract win, Simon Bird, Chief Executive of The Bristol Port Company said: “Matthew Clark have an excellent reputation for offering a wide range of quality wines and ensuring their customers get the products they want on time, every time. We are delighted to be using our highly customer focused warehouse teams and IT systems to help Matthew Clark achieve their goals.”

Martin Grisman, Matthew Clark’s Service Director, welcomes this continued partnership with Bristol Port: “We are delighted to have signed a new deal with Bristol Port, offering a flexible and efficient National Distribution Centre (NDC) for our wine and spirit product ranges, strengthening our distribution network within the UK. Matthew Clark has been working closely with Bristol Port for



many years, and this competitive deal cements our already established business relationship moving forward.”

Bristol Port has installed new Link 51 racking throughout a 10,000 square metre warehouse, purchased three new Jungheinrich reach trucks and recruited 15 new operatives to support the new contract.

### **Blue Islands launches daily Bristol service from Jersey**

**Blue Islands Press Release—April**

Blue Islands airline today announced the launch of a twice-daily morning and evening service between Jersey and Bristol starting on Monday 23rd May.

Flights, operated by a 19 seat Jetstream, will depart from Jersey Monday to Friday at 0820, returning from Bristol at 0940, with an evening service from Jersey at 1620 departing Bristol in the evening at 1745. A further flight is scheduled for Sunday afternoons at the same times as the weekday service.

Managing Director of Blue Islands, Rob Veron, said “Bristol is an important city and one of the largest business centres in the south. This fits naturally within our philosophy to serve the business cities of Europe. The introduction of this Bristol service will also be attractive to the leisure visitor with the airport catchment area covering ten counties across the South West of England and South Wales.”

Mr Veron continued, “the onward connections for Jersey travellers are also good with a choice of 81 scheduled destinations (66 international and 15 domestic) served by direct flights from Bristol Airport across 22 countries.”

Shaun Browne, Bristol Airport, Aviation Director said: “We are delighted to welcome Blue Islands to Bristol Airport, and will work hard to help make their double daily service to Jersey a big success.

Building connectivity is not just about bringing in new destinations. Frequency on key routes such as this can deliver benefits for businesses, making a day trip more convenient and opening up onward travel options. For example, Blue Islands will be able to offer the quickest journey time from Bristol to Zurich by scheduling these new flights to connect to its Swiss services from Jersey.”

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