

# Convergence progress report

January 2012

## Convergence status as at 6 January 2012

We are 71% through the Convergence Programmes in terms of time and to date the ERDF and ESF Convergence Programmes have invested c £392m – c. 72% of the amount available. Approximately £291m of this has been invested through the ERDF Convergence Programme and c £101m in the ESF Convergence Programme. The actual amount spent to date is c £230m.

Both ERDF and ESF have met their spend targets for 2009, 2010 and 2011. The ESF Convergence Programme has also met its target for 2012.

All monetary figures are £ million	TOTAL	ERDF Programme	ESF Programme
Programme budget	544.2m	391.0m	153.2m
Value of investments contracted	392.0m	291.1m	100.9m
% (Value contracted / budget)	72%	75 %	66%
Number of investments contracted	123	101	22 *
Actual spend to date	229.7m	131.5m	98.2m
<b>Spend target by end 2011</b>		<b>Achieved</b>	<b>55.1m</b>

NB. During the life of the Programmes the monetary value of the Programmes will vary with the GBP/Euro exchange rates and hence figures and percentages will vary.

\* The 22 ESF Convergence contracts include:

- 3 co-financed prime contracts with the Department for Work and Pensions/Jobcentre Plus working with a range of delivery partners
- 2 co-financed contracts with the Skills Funding Agency which are delivered through 43 projects working with a range of delivery partners
- 17 contracts made directly with ESFD/Department for Work and Pensions.

For more detailed information about all Convergence investments visit

[www.convergencecornwall.com/convergence-investments](http://www.convergencecornwall.com/convergence-investments).

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[www.convergencecornwall.com/media-hub.php](http://www.convergencecornwall.com/media-hub.php).

# CONVERGENCE INVESTMENTS

## New investments

- **David Paull (CNC) Engineering Ltd**

Convergence investment will support David Paull (CNC) Engineering Ltd's growth through the acquisition of Parker Maxam's premises at Treleigh Industrial Estate and a contract to produce manufactured parts for delivery to the Parker Maxam facility in France. ERDF Convergence investment £150,000

## Strengthening Business

The accelerated growth of businesses across Cornwall and the Isles of Scilly, in particular higher value businesses which are better able to pay higher wages, will strengthen the commercial value of the economy and maximise the opportunities of change.

Support, specialist advice, quality modern workspace and capital for mainly small and medium-sized businesses, including focussed support for environmental goods and service businesses, will assist them with development and growth.

### Value of Strengthening Business investments: £83.4m

- **Barncoose Gateway**

Speculative and bespoke office, industrial and hybrid accommodation to be built at the entrance of the Barncoose Industrial Estate. ERDF Convergence investment: £6,615,522.

- **Bodmin Masterplan**

This investment will develop a Vision and Masterplan for Bodmin, to guide future development within the town. Key objectives include achieving a balance between housing, employment, community facilities and other infrastructure; providing a range of good quality, well-paid jobs; generating a higher level of investor interest, confidence and commitment to development in Bodmin; achieving high quality design and providing sustainable transport links. ERDF Convergence investment: £341,000.

- **Bromleighs Ltd**

Bromleighs manufactures and sells domestic period light fittings and switches. Convergence investment will help the business bring manufacturing of certain components in-house and reduce costs. ERDF Convergence investment: £48,022 (through the GBI SIF)

- **Business Collaboration Networks**

This investment aims to encourage collaboration between high growth potential businesses operating in Cornwall and the Isles of Scilly so businesses are able to come together to exploit opportunities that stimulate and accelerate economic growth. ERDF Convergence investment: £1,349,820.

- Calidus Engineering Ltd**  
Calidus specialises in downhole and subsea oil, gas and extreme geothermal engineering. Moving from 3 locations to a single, larger site with R&D, laboratory and manufacturing under one roof will give sufficient space for the business to grow. ERDF Convergence investment: £450,000 (through the GBI SIF).
- Caterlink Manufacturing Initiative**  
Construction of two buildings to provide 2,800 sq m of manufacturing and storage space with office accommodation which will allow Caterlink to move from several sites to one location and expand its business. ERDF Convergence investment: £364,995
- Chenoweth Business Park**  
The purpose of this project is to provide 5 modern, flexible, high quality business units built to high environmental standards at the centre of the Roseland Peninsula near Ruan Highlanes. This workspace will be available for new and expanding businesses to rent. ERDF Convergence investment: £291,595
- Coaching for High Growth**  
The aim of this investment is to assist small and medium-sized enterprises (SMEs) with high growth potential to realise their potential and improve their performance. ERDF Convergence investment: £4,798,800.
- Coastal Marine 2004 Ltd (Mashfords)**  
Investment to purchase a 12 tonne Sublift hoist which will allow Mashfords to use the space in its yard more effectively, lift a wider range of boats and work on an additional 4 boat refits at any one time. ERDF Convergence investment: £31,889 (through the GBI SIF).
- Community Energy Pilot Project, Tolvaddon**  
The South West RDA, CPR Regeneration and Cornwall Sustainable Energy Partnership have been working with EDF Energy to investigate the potential for developing a community-based sustainable energy heat and power supply pilot project in Pool. This investment will continue this work by supporting the design of a bio-oil fuelled combined heat and power plant, the development of an Energy Services Company (ESCO) structure and legal documentation and the completion of a feasibility study. ERDF Convergence investment: £150,000
- Cornish Crabbers**  
Cornish Crabbers, a boat building company based in Rock, North Cornwall, is receiving ERDF Convergence support to purchase the premises it currently occupies, to invest in production equipment. ERDF Convergence investment: £150,000 (through the GBI SIF).
- Cornwall Air Ambulance Trust - New Operations Facility**  
Convergence investment will help build a new base for Cornwall Air Ambulance Trust and its helicopter at Newquay Cornwall Airport, as part of the growing aviation business hub. The development includes a hangar and high quality office space, providing accommodation for both operating crews and the fundraising team. ERDF Convergence investment: £949,760.
- Cornwall Business Park**  
Site clearance, roads and infrastructure to service the proposed Cornwall Business Park at Hallenbeagle, Scorrier. ERDF Convergence investment: £3,909,299

- Cornwall Development Company SIF Delivery Team**  
 A Team of staff to implement and deliver the 6 Strategic Investment Frameworks in Priority 4 of the Convergence programme: St Austell, St Blazey and the Clay Area SIF, Truro SIF, Falmouth/Penryn SIF, Newquay and St Columb Major Area SIF, Bodmin SIF, Penzance SIF. ERDF investment: £6,418,243.
- Cornwall Enterprise Programme**  
 The Enterprise Programme focuses on improving business performance through learning. It will have three strands: a series of flagship events which will inspire and motivate people from the business and education communities; business performance improvement workshops and reviews; and enterprise research. ERDF Convergence investment: £1,996,602
- Cornwall Marketing**  
 A nationwide marketing campaign promoting Cornwall's business environment and products and activity to attract Foreign Direct Investment. ERDF Convergence investment: £1,440,000.
- CPR Delivery Support**  
 The aim of this investment is to establish a Convergence Programme co-ordination team within the Camborne Pool and Redruth Urban Regeneration Company to help deliver the Convergence Programme, particularly the Strategic Investment Framework for Camborne, Pool and Redruth. ERDF Convergence investment: £4,921,779.
- CPR Delivery Support (2011-12)**  
 This investment will maintain CPR Regeneration's delivery support functions and the development of robust ERDF proposals which have been prioritised for delivery in Camborne, Pool and Redruth. ERDF Convergence investment: £322,700.
- Cross Lane Offices, St Austell**  
 Bringing an historic building back into use and redeveloping the adjacent property, this investment will create high quality office space at the junction of High Cross St and Cross Lane in St Austell town centre. The scheme will restore historic features reflecting the buildings' location within a conservation area. ERDF Convergence investment: £934,901
- Design and Innovation for Business Sustainability**  
 Design and Innovation for Business Sustainability aims to increase small businesses' capacity to use design to boost productivity. ERDF Convergence investment: £561,399
- Eco Furniture International Ltd**  
 Eco Furniture International Limited designs and produces high quality environmental furniture, transforming waste consumer materials into sustainable products that are accredited by the Forest Stewardship Council and The Royal Horticultural Society. The company currently operates from two separate locations in Gloucestershire and plans to relocate its UK manufacturing to Launceston in Cornwall. The ERDF Convergence Programme will invest in a new facility in Cornwall, including plant and equipment, a capitalised lease and relocation costs. ERDF Convergence investment: £150,000 (through the GBI SIF)
- Environmental Management Centre**  
 By constructing new premises at United Downs Industrial Park, St Day this investment will allow Clear-flow Ltd to centralise its operations at one site, improving environmental and operational efficiency. ERDF Convergence investment: £426,218

- **Envision Phase 3**

This investment has been made to enable Envision to continue to help businesses improve their competitiveness and productivity by improving their resource efficiency. This is achieved through a tailored programme of audits, training and mentoring support. ERDF Convergence investment: £281,250.

- **Finance for Business**

The South West Loans Fund has received approval for £3.75 million investment from the European Regional Development Fund Convergence Programme and £1.25 million from the South West Regional Development Agency. It will deliver Small Loans for Business (up to £50,000) and Finance for Business (up to £250,000), focussing on businesses which have growth potential but have not been able to secure all their finance requirements from the private sector.

- **Globalisation**

This £2 million project, which includes £1.5 million from the European Regional Development Fund, aims to support 193 businesses with high growth potential in Cornwall and the Isles of Scilly to trade internationally. It will also be targeted at encouraging foreign business investment in Cornwall and the Isles of Scilly.

- **Goonvean Yard Industrial Units**

Provision of 11 modern, flexible, high quality industrial units near St Stephen in mid-Cornwall, which will be available for new and expanding businesses to rent. ERDF Convergence investment: £314,013

- **Hayle Workspace Infrastructure**

Convergence is investing in engineering works - including a new road bridge, construction of a new road, flood protection works and repair of the harbour walls - which are necessary to improve the harbour and provide access to a site for a Marine Renewables Business Park. ERDF Convergence investment: £4,999,896.

- **Heartlands**

Transforming 7 hectares of former mining land (designated as a World Heritage Gateway) this investment will provide high quality community space, heritage facilities and parkland as part of a wider regeneration programme in the centre of Pool. The project will create a unique setting for a range of activities that are essential for the area's economic and social regeneration. ERDF Convergence investment: £2,800,000.

- **Helston Cattle Market Workspce**

This investmet will deliver 608 sq m of dedicated busiess workspace built to BREEAM 'Excellent' standard at the former Helston Cattle Market site. ERDF Convergence investment: £538,393.

- **Improving Your Resource Efficiency - Capital Grant (Pilot)**

The aim of this project is to provide businesses with capital grant support to make changes which reduce their carbon footprint. For example, small scale equipment which will improve environmental efficiency, such as smart metering, power voltage correction, combined heat and power or smart lighting systems. ERDF Convergence investment: £578,860

- **Improving Your Resource Efficiency – Revenue**

IYRE – Revenue will provide specialist support for businesses wishing to improve their resource efficiency, including environmental audits, one to one support and workshops. The project will also

undertake marketing activity centred on awareness raising and climate change, including raising awareness of issues affecting businesses. ERDF Convergence investment: £949,424

- **Intensive Start Up Support**

An investment to support under represented entrepreneurs start their own businesses. ERDF Convergence investment: £2,044,495.

- **Investor Engagement**

CPR Regeneration will work to identify and capture the interest of commercial investors who are willing to respond to opportunities to finance and develop high quality workspace, primarily in Pool Sustainable Neighbourhood. ERDF Convergence investment: £178,091.

- **Isles of Scilly Strategic Investment Framework Delivery Team**

This project will create a team that will be responsible for the development and implementation of projects within the Isles of Scilly area as set out in the Strategic Investment Framework. ERDF Convergence investment: £813,893.

- **myCornwall.tv**

myCornwall.tv is an internet television channel highlighting Cornwall's commerce, history and heritage which has been established with support from the ERDF Convergence Programme. ERDF Convergence investment: £126,000 (through the GBI SIF).

- **My First Day Ltd**

My First Day sells photographs of sunrise over the Cornish coast as Christening gifts. Convergence investment will help the business increase turnover, maximise profit and move into other gift markets. ERDF Convergence investment: £52,000 (through the GBI SIF).

- **Pall (Europe) Redruth Ltd**

Convergence investment is supporting the initial cost of 58 full time equivalent jobs which are needed to manufacture a new product line. The investment has enabled the Redruth plant to secure the product line, resulting in the creation of 58 jobs and will deliver a step increase in productivity levels at the site. ERDF Convergence investment: £750,000 (through the GBI SIF).

- **Pall Manufacturing UK Ltd**

This investment will secure and grow manufacturing at Pall Newquay by investing in filter media modification technology and enhancing manufacturing capacity to enable the plant to produce a new generation of breathing filters. ERDF investment: £1,410,000 (through the GBI SIF).

- **Pendennis Shipyard Ltd**

The extension of facilities at Pendennis has created an opportunity for further growth and the company would like to employ 35 additional staff to market this additional capacity. ERDF Convergence investment will support 35 new jobs over their first 2 years of employment. ERDF Convergence investment: £500,000 (through the GBI SIF)

- **Penzance and Newlyn Masterplan**

The Penzance and Newlyn Area Masterplan will set out a vision, a comprehensive development strategy and an urban design framework to guide future regeneration activity and attract new investment to the area. ERDF Convergence investment: £260,000

- **Port of Falmouth Masterplan and Economic Assessment**

This investment will support the creation of a Masterplan consisting of a framework designed to ensure the future sustainability and viability of the Harbour and Docks operations in Falmouth. ERDF Convergence investment: £166,709

- **Porthmeor Studios**

Renovation of the Grade II\* listed Porthmeor Studios in St Ives, safeguarding existing workspace and enabling the creation of an additional 53m<sup>2</sup>. ERDF Convergence investment: £643,901

- **RMD House**

The development of bespoke workspace at Plot 10 United Downs Industrial Estate will create a headquarters for RM Developments Ltd and an administration and training base for the Four Cornwall consortium. It will include industrial, factory and office workspace. ERDF Convergence investment: £307,397.

- **Rustler Yachts Ltd**

Convergence investment will support the development of two new products, the Rustler 33 and 37. The investment will include mould tooling for both boats, the construction of an external insulated tent for moulding one of the boats and modifications to the existing premises to allow the products to be developed. ERDF Convergence investment: £190,000 (through the GBI SIF)

- **Seasalt Ltd**

Seasalt, a clothing business based in Falmouth, is the largest producer of Soil Association certified clothing in the world, including its own Seasalt brand of ethical products. This investment aims to grow the Head Office function to support a step change in the business and achieve growth in wholesale and internet based sales. ERDF Convergence investment: £230,000 (through the GBI SIF)

- **Sector Networks Transition**

The government's Business Support Simplification Programme (BSSP) has been implemented to make accessing business support more straight forward. ERDF Convergence investment in sector networks aims to help them, as providers of business support, to make the transition to the new business support environment. ERDF Convergence investment: £300,000.

- **South West Manufacturing Advisory Service**

The SW Manufacturing Advisory Service will deliver a range of lean manufacturing services that enable small and medium sized enterprises to improve their competitiveness, productivity and performance. ERDF Convergence investment: £200,000.

- **South West Manufacturing Advisory Service 2011-12**

This additional Convergence investment will enable the continuation of lean manufacturing services aimed at improving the efficiency of operations within small and medium sized enterprises across Cornwall and the Isles of Scilly. ERDF Convergence investment: £160,174.

- **Spinnaker International Ltd**

Provision of additional high quality office and industrial accommodation within an existing business unit. ERDF Convergence investment : £196,979.

- Spiral Construction Ltd**  
Helston-based Spiral Construction Ltd, which manufactures staircases, has outgrown its existing workspace. This investment will construct a 585m sq extension, to high environmental sustainability standards, allowing the business to meet increased demand for its products. ERDF Convergence investment: £265,650.
- Starting a High Growth Business**  
Starting a High Growth Business programme will assist potential entrepreneurs to start up businesses as well as helping entrepreneurs in start-up firms to develop their businesses. ERDF Convergence investment: £3,285,630.
- St Austell Printing Company Limited**  
This investment will create two new buildings at St Austell Enterprise Park: bespoke workspace for St Austell Printing Co Ltd and a speculative development of flexible, high quality workspace/office accommodation. St Austell Printing Co Ltd will be relocating to the new premises from their existing base in St Austell. ERDF Convergence investment: £3,162,757
- Targeted Business Support from Business Link**  
Specialist business support to boost business productivity and competitiveness on a national and international level and to help increase the economic prosperity of Cornwall and the Isles of Scilly. Support will be accessed through Business Link and will receive investment of £4.6 million from the ERDF Convergence Programme.
- Targeted Business Support from Business Link (continuation)**  
This project will extend the existing specialist business support provided by Business Link, in particular providing support for new and existing businesses with high growth potential in Cornwall and the Isles of Scilly. ERDF Convergence investment: £2,801,604
- The Dairy**  
The historic Dairy Knights building in Penzance is to be converted to provide high spec, flexible, office accommodation. ERDF Convergence investment: £89,036 (through the GBI SIF).
- The Elms**  
Located in Redruth, The Elms will be a voluntary, community and social enterprise hub for Cornwall. ERDF Convergence investment: £947,231.
- Tolvaddon Employment Infrastructure**  
This investment is being made to prepare the site of the new Tolvaddon Business Park, near Pool. It will include the construction of a spine road to give access to the business park, the installation of connection points for power, water, drainage and communications, site remediation/decontamination and landscaping. ERDF Convergence investment: £ 2,879,624
- Treleigh Industrial Estate Plots 2 and 5**  
Through this investment Convergence is supporting the construction of a range of high quality business units at Treleigh Industrial Estate near Redruth. ERDF Convergence investment: £2,102,900

- Treleigh Industrial Estate Plots 7 and 8**  
Four flexible factory units totalling 2,806 square metres will be built to a BREEAM excellent standard, making them among the greenest commercial buildings in Cornwall. The developer is Priority Sites. ERDF Convergence investment: £881,576
- TutorPro Ltd**  
TutorPro Ltd develops software products that large organisations use to train their workers on IT applications. The company wishes to set up a satellite operation in Truro or Falmouth, creating twelve additional IT Developer posts, to help target further growth in the US. They plan to use this base to attract talented graduates emerging from the Combined Universities in Cornwall's IT courses. ERDF Convergence investment: £120,000 (through the GBI SIF).
- Watson-Marlow Pumps Group**  
Falmouth pump manufacturer Watson-Marlow has announced a £7.3 million expansion having secured £768,737 of investment from the ERDF Convergence Programme and £256,246 from the South West Regional Development Agency. The company is building a new silicone tubing plant to support its core pump business and a growing global market for food, beverage and biopharm tubing.
- Westland Helicopters Ltd**  
Global helicopter giant AgustaWestland has based its new helicopter training programme at Newquay Cornwall Airport. AgustaWestland Training Organisation will run the helicopter flight training programme for up to 50 students a year. It will initially employ approximately 30 highly skilled staff. ERDF Convergence investment: £303,000.

## Investing in our Future

Higher education opens up opportunities for the individual and can also produce business development through appropriate business-orientated research and innovation.

The development of much stronger links in Cornwall and the Isles of Scilly between Higher and Further Education and business will help grow businesses, encourage graduates and academics into business or start their own businesses and attract new and different types of business – all helping to build and broaden the business base of Cornwall and the Isles of Scilly.

### Value of Investing in our Future investments: £141.4m

- Academy of Innovation and Research (AIR)**  
A trans-disciplinary Research & Development lab and creative facilitation space designed to raise levels of business innovation, competitiveness and productivity.  
ERDF Convergence investment: £6,740,000
- Combined Universities in Cornwall Central Team Interim Funding**  
Supported the continuation of Combined Universities in Cornwall's Central Team, pending a review of the role of the team by CUC partners. ERDF Convergence investment: £345,216.

- Combined Universities in Cornwall Research Programme**  
This investment aims to increase high quality research and strengthen links between businesses and the Combined Universities in Cornwall. ESF Convergence investment: £4,685,492.
- Combined Universities in Cornwall Phase 3 Central Team**  
Following a review by Combined Universities in Cornwall (CUC) partners, a team of seven was identified to support CUC 's Convergence activities, through three main functional areas - Executive support and co-ordination, Business support and PR and Communications. ERDF Convergence investment: £2,008,335.
- Dunheved House**  
The investment at Dunheved House, Launceston, will establish a Learning Centre which will deliver Higher Education programmes using the latest video conference and IT-based learning techniques to allow learners to fit their studies around their work and domestic commitments. ERDF Convergence investment: £462,439.
- Entrepreneurship and Enterprise**  
The aim of this investment is to train teachers, lecturers and trainers to enable them to teach enterprise and entrepreneurship skills more effectively in all settings, including schools, colleges, the community and work place. ESF Convergence investment: £937,500.
- Environment and Sustainability Institute**  
This investment will enable the University of Exeter to build a world-leading Environment and Sustainability Institute at the Combined Universities in Cornwall Tremough Campus, Penryn. The institute will concentrate on two core areas: making good commercial use of the environmental and sustainability knowledge in Cornwall and the Isles of Scilly, and creating a world-class research and teaching institution increase that knowledge. ERDF Convergence investment: £22,899,000
- European Centre for the Environment and Human Health**  
The investment will enable the ECEHH to establish and develop international research into the complex and two-way relationships between the environment and human health. ERDF Convergence investment: £3,053,620.
- Higher Education Expansion: Penwith**  
An £8 million expansion of Higher Education in Penzance as part of the Combined Universities in Cornwall initiative has had approval for £4 million from the ERDF (European Regional Development Fund) Convergence Programme and £2 million from the South West RDA. The expansion, being led by Truro and Penwith College, will involve new and refurbished buildings. It is part of a £32 million master plan to support Further and Higher Education in Penwith.
- Higher Education for Business**  
Building on previous work that made training more accessible to employees and employers, this investment will continue to widen the variety of higher level training available, based on business needs, and will work with businesses to develop tailored higher level provision. It will also develop mechanisms for reaching rural businesses. ESF Convergence investment: £1,312,500.
- Infrastructure Design and Sustainability Strategy**  
The purpose of the Infrastructure Design and Sustainability Strategy is to carry out detailed design and specialist work to implement Combined Universities in Cornwall's masterplan for the Tremough Campus. ERDF Convergence investment: £967,682.

- **Infrastructure Design and Sustainability 2**

Following on from the Infrastructure Design and Sustainability this investment will provide essential services to the Tremough Innovation Centre and the Performance Centre to enable both buildings to open for business. ERDF Convergence investment: £1,121,462.

- **Knowledge Escalator**

An initiative to encourage businesses and Higher Education institutes in Cornwall to work more closely together, this scheme has been approved for more than half a million pounds worth of investment from the ERDF (European Regional Development Fund) Convergence Programme, matched by £167,000 from the South West RDA. It is part of a South West wide initiative and aims to support business growth and stimulate new enterprise.

- **Pool Innovation Centre**

Pool Innovation Centre will provide high quality workspace and business support to start-up businesses with potential for growth, and is forecast to create 130 jobs by 2015. The project, which is led by Cornwall Council, is backed by £9 million of ERDF Convergence investment, and almost £3 million from the South West RDA.

- **Peninsula Dental School – capital build**

The Peninsula Dental School - the first new dental school in the UK for 40 years - will widen education and research opportunities in Cornwall and the Isles of Scilly. ERDF Convergence is investing in the construction of a four storey extension at the Knowledge Spa, Truro, to accommodate the School. ERDF Convergence investment: £3,545,000.

- **Peninsula Dental School – research facilities**

The Convergence Programme is supporting the development of research facilities at the Peninsula Dental School. ERDF Convergence investment: £1,244,000.

- **Peninsula Research Institute for Marine Renewable Energy - PRIMaRE**

Investment in PRIMaRE will support academic staff, researchers and a dedicated technology transfer team which works with businesses to support high quality job creation across the South West, as well as allowing for substantial investment in new equipment. The ERDF Convergence Programme has contributed £4.2m to this investment.

- **Performance Arts Centre**

An expansion project which will significantly boost the capacity of University College Falmouth has been approved for ERDF Convergence investment of £12m. The bulk of the investment will be used to provide new, specialist buildings including multi-purpose studios and performance venues for theatre, choreography and music at the Tremough Campus.

- **South West Innovation Accelerator**

Transfer of specialist technical knowledge from the Further Education sector to the region's SMEs to help them to improve production processes and help sustain and grow their operations, focusing on advanced marine composites, advanced engineering, environmental technologies and food manufacturing. ERDF Convergence investment: £562,500.

- **The Exchange (Shared Spaces)**

Construction of an extension to the existing Learning Resources Centre and associated infrastructure as part of the expansion of facilities at the Combined Universities in Cornwall's Tremough Campus. ERDF Convergence investment: £3,000,000

- Tremough Innovation Centre**  
 The Tremough Innovation Centre is a new three storey building to be built next to the Combined Universities in Cornwall Tremough Campus in Penryn. It will provide high quality offices for incubating start-up and high growth potential businesses in knowledge based sectors.  
 ERDF Convergence investment: £9,841,626.
- Unlocking Cornish Potential (graduate placement programme)**  
 This investment, which places graduates with businesses in Cornwall and the Isles of Scilly, has received investment from the European Social Fund Convergence Programme of £4,873,959.
- Wave Hub Construction Costs**  
 The Wave Hub is a groundbreaking renewable energy project that aims to create the world's first large scale wave energy farm by constructing an electrical 'socket' on the seabed off Hayle, on the Cornwall coast. ERDF Convergence investment: £18,000,000.
- Wave Hub Development Costs**  
 This investment covers the costs associated with developing the Wave Hub which will provide a demonstration site for the development and testing of wave energy devices off the coast at St Ives Bay, Cornwall. ERDF Convergence investment: £1,950,000.
- Wellbeing Innovation Centre**  
 Consisting of high quality office, laboratory and meeting accommodation, the Wellbeing Innovation Centre will be located in Truro, close to the Royal Cornwall Hospital Trust, the Peninsula College of Medicine and Dentistry, the European Centre for Environment & Health and the Health Institute Incubation Units at the Knowledge Spa. This investment aims to bring together business, higher education and the NHS to generate an internationally significant cluster of health and wellbeing-focussed companies and organisations. ERDF Convergence investment: £9,993,000
- Widening Participation in Higher Education**  
 This project will deliver a range of awareness and aspiration raising activities to help increase access to higher education. ESF Convergence investment: £187,500.

## Making Connections

The economy of Cornwall and the Isles of Scilly increasingly connected, particularly at a global scale, through trade, future-proof digital technology and knowledge networks is better able to compete.

The investment in the roll-out of improved broadband technology and, as importantly, support and training for businesses to maximise its use, will provide the opportunities for new forms of business and markets across the world.

**Value of Making Connections investments: £81.2m**

- CPR Transport Infrastructure**  
 CPR Transport Infrastructure will provide planning, design work and a series of studies required to support the major road construction scheme. It also includes a second package of work to construct an access road at Trevenson Park South to open up land for commercial use.  
 ERDF Convergence investment: £5,334,958.

- East Hill Junction**

This project will improve access to brownfield development sites in Pool, by taking all traffic generated by both Cornwall College's Camborne campus and Pool Innovation Centre off the local roads, and help bring forward planning consents for new economic development. ERDF Convergence investment: £119,817.
- Finding a Digital Infrastructure Investor for Cornwall**

This investment covers the development phase of Cornwall and the Isles of Scilly's Digital Infrastructure programme. ERDF Convergence investment: £630,000.
- Mid-Cornwall Rail Infrastructure Development**

The programme is investing in a feasibility study and the production of a pre-feasibility report to identify potential Convergence investments in the mid-Cornwall rail network that will provide an enhanced north-south rail service between key towns in mid-Cornwall. ERDF Convergence investment: £ 153,750.
- Newquay Airport Hangars Development**

This project aims to refurbish Newquay Airport's existing hanger and construct another to open up business opportunities at the airport. This is part of a wider investment to improve facilities at airport. ERDF Convergence investment: £390,000.
- Newquay Airport Infrastructure and Airport Development Package**

This project aims to enhance facilities at Newquay Cornwall Airport to provide a better service to business passengers and support sustainable economic growth in Cornwall. ERDF Convergence investment: £10,777,500.
- Next Generation Broadband Delivery Management**

Providing the capacity to manage the delivery of the £132.5m Next Generation Broadband project, this investment supports the NGB Delivery Management team which will contract manage the selected investor and providers of NGB business support, and undertake activities to stimulate demand for superfast broadband. ERDF Convergence investment: £3,339,528.
- Next Generation Broadband Infrastructure for Cornwall and the Isles of Scilly**

The aim of this project is to transform Cornwall and the Isles of Scilly, economically and socially, by providing a next generation broadband network, including the infrastructure across the whole of the area. BT is providing £78.5 million and there will be ERDF Convergence investment of up to £53.5 million.
- Newquay Airport Treloy Waterfront Phase 1**

This investment will construct an access route to allow vehicles to reach Treloy Waterfront which will make possible the development of military land surrounding the airport which will support the commercial sustainability of the airport's operations. ERDF Convergence investment: £1,825,350.
- Penzance Harbour Options**

Convergence is investing in the development of 2 options for improved passenger and freight facilities at Penzance Harbour. This forms part of the Isles of Scilly Sea Link project, a major scheme to improve quay infrastructure at Penzance and St Mary's and to commission a combined passenger and freight vessel. The Convergence investment will focus on the revision and preparation of planning applications for the two options. ERDF Convergence investment: £450,000

- **Truro Falmouth Branch Line**

£4.67 million ERDF Convergence investment in improved public transport giving access to work and Combined Universities in Cornwall at Falmouth, Penryn and Truro. An opening ceremony on 18 May 2009 marked the completion of this work.

## Developing our People

The people of Cornwall and the Isles of Scilly are at the core of economic regeneration. Giving people the right support, in the right place, at the right time can help them into training and work.

Better skills for those in work helps meet the needs of businesses now and in the future. Both offer greater opportunities for the individual.

### Value of Developing our People investments: £80.9m

- **ACE - Apprenticeships, Curriculum Developments and Enterprise**

Developing and delivering vocational teaching and learning resources and personalised programmes ACE is enabling young people who are not in education, employment or training to access learning, training and /or employment. Skills Funding Agency co-financed ESF Convergence investment: £2,765,000.

- **Adult Learner Responsive – Cornwall College**

Cornwall College will deliver a range of qualifications (in basic skills and at Levels 1-3) to learners who are economically inactive or unemployed to help them progress into sustainable employment. ESF Convergence investment: £597,541

- **Adult Learner Responsive – Truro and Penwith College**

Truro and Penwith College will deliver a range of qualifications at Level 2 and 3 to learners who are economically inactive or unemployed to help them progress into sustainable employment. ESF Convergence investment: £227,158

- **Adult Learner Responsive – V Learning Net**

V Learning Net will deliver a range of qualifications that will improve literacy, numeracy and English communication skills to remove barriers to employment, together with specific low level qualifications directed at employability. They will work with learners who are economically inactive or unemployed. ESF Convergence investment: £56,020

- **Apprenticeship Support for Employers**

To enable young people to access a career with training and formalised qualifications. ESF Convergence investment: £595,000.

- **Capacity Building Works**

Enhancing the ability of voluntary/community sector organisations and social enterprises to contribute to the Convergence Programme. It will carry out organisational 'health checks', encourage employees to gain skills for life qualifications and promote volunteering. Skills Funding Agency co-financed ESF Convergence investment: £2,280,000.



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- Convergence Apprenticeship Programme**

The Convergence Apprenticeship Programme will encourage employers (particularly small and medium- sized enterprises) with an incentive payment to engage or remain engaged with the Apprenticeship Programme. Employers will be rewarded for starting new apprentices or retaining apprentices who are at risk of redundancy. ESF Convergence investment: £500,002
- Cornwall Clusters**

This project aims to develop sustainable cluster groups that are responsive to local circumstances, promote the benefits of training to employers and upskill the workforce. It is particularly focussed on Penwith; Camborne, Pool and Redruth; St Austell and the Clay Country; North Cornwall/Caradon; and Newquay. Skills Funding Agency co-financed ESF Convergence investment £3,814,400.
- Cornwall and Isles of Scilly Community Grants Programme**

The Community Grants Programme will help small third sector organisations support disadvantaged people within their communities through a wide variety of activities such as confidence building, basic skills, work experience, and mentoring. Skills Funding Agency co-financed ESF Convergence investment: £600,000.
- Cornwall and Isles of Scilly Community Grants Programme Phase 2**

The second phase of the Community Grants Programme will provide grants of up to £12,000 per annum for small third sector organisations to support disadvantaged individuals within their communities. A wide variety of activities can be supported, for example confidence building, basic skills, taster work experience, mentoring or support. ESF Convergence investment: £698,488.
- Cornwall Works 50+**

Will pilot a series of innovative ideas to overcome barriers to work faced by older people. Innovation and Transnationality ESF Convergence investment: £645,583.
- Cornwall Works 50+ Cares**

Will develop skills that will meet the long term care needs of an ageing population. Innovation and Transnationality ESF Convergence investment: £199,999
- Cornwall Works for Learning Disabilities (a DWP/JCP co-financed prime contract)**

This scheme supports participants with learning disabilities to find work. ESF Convergence investment: £1,499,441.
- Cornwall Works for Social Enterprise (a DWP/JCP co-financed prime contract)**

Cornwall Works for Social Enterprise aims to engage, inspire and upskill participants through activities delivered by range of social enterprise partners including Cornwall School for Social Entrepreneurs which provides support and training for people who want to use their entrepreneurial skills for social benefit. ESF Convergence investment: £4,200,000.
- Cornwall Works Plus (a DWP/JCP co-financed prime contract)**

A package of investments to support people into work. ESF Convergence investment: £8,297,728.
- CRUNCH (Countering Recession through Union Networking, Co-operation and Help)**

Unionlearn Cornwall will lead a joint trade union project which will work with key partners to improve the skills and knowledge of union reps, learning reps and members so they can better support fellow workers affected by the risk of redundancy. Skills Funding Agency co-financed ESF Convergence investment: £570,000.

- Design and Innovation**

This project will help to develop a package of relevant skills for the flexible workforce required in the future and will enable the workforce to take advantage of the new employment opportunities arising from infrastructure transformation funded by ERDF Convergence through the Strategic Investment Frameworks. ESF Convergence investment: £398,400
- EMBARK - equality and diversity positive action programmes**

This investment focuses on raising aspirations and participation levels among employees in Cornwall and the Isles of Scilly, who, as members of minority groups, face multiple barriers to education and employment opportunities. It also aims to increase employers' awareness of the needs of the target groups. Skills Funding Agency co-financed ESF Convergence investment: £1,140,000.
- Empowering Smart Women**

Training for women in business including mentoring, start-up support, personal development and management qualifications. Skills Funding Agency co-financed ESF Convergence investment: £400,000.
- Endeavour**

An exciting new project offering people who are out of work the chance to improve their ICT skills. It will support skills development through community based taster sessions enabling people to use technology to get involved more fully in their communities and to support entry into volunteering or paid work. Skills Funding Agency co-financed ESF Convergence investment: £300,000
- Equator - Equality and Diversity**

Provision of training based on individuals' requirements with the aim of moving towards further training, voluntary work or employment. Skills Funding Agency co-financed ESF Convergence investment: £900,000.
- FLAG - Families Learning and Growing Together**

FLAG offers opportunities for parents and children to learn together, improving literacy, numeracy and IT skills, building self confidence and motivation for further learning. Skills Funding Agency co-financed ESF Convergence investment: £570,000.
- Freestyle: Best Start for Young People**

Provision of activities and specialist support for young people who are not in education, employment or training, or are at risk of becoming so, to support them into individually tailored learning with a view to moving towards employment, training or further education. Skills Funding Agency co-financed ESF Convergence investment: £2,080,000.
- Freestyle: ELF (Extended Learner Fund)**

The Extended Learner Fund will provide financial assistance for young people a range of target groups to make it possible for them to continue their learning. Skills Funding Agency co-financed ESF Convergence investment: £500,000.
- Freestyle: Equality and Diversity**

This project aims to provide activities and specialist support to young people within disadvantaged and hard to reach groups to remove barriers to learning to help them engage with and remain in learning. It also aims to raise awareness of equality and diversity issues. Skills Funding Agency co-financed ESF Convergence investment: £500,000.

- Freestyle: My Future**  
Young people aged 14-16 who are at risk of not being in education, employment or training will be provided with flexible learning opportunities, in a variety of settings. Skills Funding Agency co-financed ESF Convergence investment: £1000,000.
- Freestyle Plus**  
Building on earlier Freestyle projects, Freestyle Plus will further develop and embed a personalised, learner-led approach for young people who are 'at risk' or not in employment, education or training (NEET). The investment will deliver personalised learning programmes to help young people progress from disengagement to employment, further learning or voluntary work. ESF Convergence investment: £6,750,039.
- Higher Education Interventions**  
Managed by Cornwall College in partnership with Truro and Penwith Colleges, this investment will provide working people with opportunities to gain higher level qualifications. Skills Funding Agency co-financed ESF Convergence investment: £3,419,400.
- Higher Education Routeways**  
A Higher Education Community Development Worker will work within disadvantaged communities to encourage unemployed individuals to participate in higher level courses with a view to progressing into training or employment. Skills Funding Agency co-financed ESF Convergence investment: £300,000.
- Involve**  
Building the capacity of the Voluntary and Community Sector to work with young people and help them move into mainstream provision, training or employment. Skills Funding Agency co-financed ESF Convergence investment: £700,000.
- Key Sectors**  
This partnership project works with thirteen sector organisations, the Skills Brokerage Service and providers to engage businesses in workforce development activity. Skills Funding Agency co-financed ESF Convergence investment: £8,434,500.
- Partnership Works**  
The aim of this investment is to support adults into work. Skills Funding Agency co-financed ESF Convergence investment: £2,164,998
- Programmes for the Unemployed**  
The aim of this investment is to up-skill people to help them fulfil their aspirations and achieve sustained employment, self-employment or an apprenticeship. ESF Convergence investment: £1,965,450.
- Public Sector Leadership and Management**  
This programme will pump prime the development of a transformational leadership and management programme across the Public Sector within Cornwall and the Isles of Scilly. ESF Convergence investment: £1,000,000.
- Rapid Response to Redundancy – Working Links Ltd**  
This project will offer participants practical help to overcome redundancy and get back to work quickly. Skills Funding Agency co-financed ESF Convergence investment: £1,418,295.

- Response to Redundancy – Cornwall College**  
 Through Response to Redundancy Cornwall College is able to offer a range of innovative, flexible and personalised training and skills programmes to people who are under notice of redundancy, newly redundant or unemployed but ready for employment after receiving this support. Skills Funding Agency co-financed ESF Convergence investment: £2,051,392.
- Response to Redundancy – Truro and Penwith College**  
 The Beating Redundancy project provides a programme of support boosting people back into work or sustainable self-employment. Skills Funding Agency co-financed ESF Convergence investment: £1,807,987.
- Rural Land Based**  
 Focussing on people working in the rural land based sector, this investment aims to widen participation in relevant vocational, management and leadership qualifications. Skills Funding Agency co-financed ESF Convergence investment: £1,140,000.
- Skills for Climate Change**  
 The key objective of this investment is to increase understanding within the workforce of carbon's role in climate change so that organisations and individuals can contribute to creating a lower carbon economy in Cornwall and the Isles of Scilly. ESF Convergence investment: £799,581.
- Skills for Work**  
 This programme will provide training for adults in English, maths and English for speakers of other languages leading to Skills for Life qualifications. Skills Funding Agency co-financed ESF Convergence investment: £4,395,000.
- Skills Support for Redundancy**  
 To support people newly made redundant back into work through up-skilling or retraining. ESF Convergence investment: £1,000,800.
- Strengthening the Environmental Sector**  
 Supporting business growth in the environmental goods and services sector by offering higher level skills training and advice to more than 200 employees and managers. Skills Funding Agency co-financed ESF Convergence investment: £499,999.
- Train to Gain – Cornwall College**  
 An ESF Convergence investment to support 505 additional level 2 and 3 Train2Gain places. ESF Convergence investment: £499,999
- Train to Gain – PSC**  
 This ESF Convergence investment will support 70 additional Level 2 and 3 Train2Gain places. ESF Convergence investment: £67,821
- Train to Gain - South West Regional Assessment Centre**  
 This investment will deliver NVQs at Level 2 and 3 in skills essential to a sustainable waste management industry, the transport industry, construction industry and other associated organisations in Cornwall and the Isles of Scilly. The programme will be delivered at or very near the workplace by South West Regional Assessment Centre. ESF Convergence investment: £124,990

- The Progressive Isles**

The Progressive Isles investment focuses on enabling individuals, organisations and businesses to fulfil their ambitions and potential on the Isles of Scilly by offering Level 2, Level 3 and Basic Skills qualifications. Skills Funding Agency co-financed ESF Convergence investment: £570,000.
- Vocational Routeways**

Vocational Routeways aims to deliver tailored vocational training and support to people who are not in work, equipping them to enter employment. Skills Funding Agency co-financed ESF Convergence investment: £1,140,000.
- Workforce Cornwall**

Workforce Cornwall is designed to improve the knowledge and skills of people working with children and young people in Cornwall to help transform services and working practices, and improve outcomes for children and young people. Skills Funding Agency co-financed ESF Convergence investment: £1,410,500.
- Workforce led programme**

Eleven partners will combine to address the development of individuals within the workforce. Through raising aspirations, widening access to training and empowering individuals to contribute at higher levels, employees will be more productive and have the skills to contribute to workforce success. Skills Funding Agency co-financed ESF Convergence investment: £4,245,000

## Strategic Investment Frameworks

In addition to investments, a number of Strategic Investment Frameworks have been established to help guide future Convergence investment.

- Grant for Business Investment SIF**

This investment framework has been put in place to support the expansion, modernisation and diversification of businesses - typically through supporting the acquisition of key assets such as buildings, plant and machinery – creating jobs, raising business productivity and raising skills levels. Fifteen businesses have benefited so far:

  - Bromleighs Ltd - manufactures and sells domestic period light fittings and switches
  - Calidus Engineering Ltd – subsea oil, gas and geothermal engineering
  - Coastal Marine 2004 Ltd (Mashfords) - boatyard and repairs
  - Cornish Crabbers - manufactures sailing boats
  - DP Engineering Ltd – precision engineering
  - Eco Furniture International Ltd – manufacture of environmentally sustainable furniture
  - myCornwall.tv - an online television channel about Cornwall
  - My First Day Ltd – photography
  - Pall (Europe) Redruth Ltd – supplies fine and ultra fine filters and filter systems to the industrial and aerospace markets
  - Pall Manufacturing UK Ltd, Newquay - produces filtration products for the healthcare and aerospace industries
  - Pendennis Shipyard Ltd – ship-repairer based in Falmouth
  - Rustler Yachts Ltd – construction of high quality cruising yachts
  - Seasalt Ltd - clothing business producing and selling Soil Association certified clothing

- TutorPro Ltd – develops software products for the IT training industry
  - Westland Helicopters Ltd – helicopter flight training programme at Newquay Airport
- **Workspace provision**  
Investments in workspace to date:
    - Barncoose Gateway - speculative and bespoke office, industrial and hybrid accommodation to be built at the entrance of the Barncoose Industrial Estate.
    - Caterlink Manufacturing Initiative – construction of manufacturing, storage and office space to allow Caterlink to move from several sites to one and expand the business.
    - Chenoweth Business Park - 5 modern, flexible, high quality business units at the centre of the Roseland Peninsula, near Ruan Highlanes.
    - Cornwall Air Ambulance Trust – office space and hangar at Newquay Cornwall Airport as part of the growing aviation business hub.
    - Cornwall Business Park – site preparation for the proposed business park at Hallenbeagle, Scorrier.
    - Cross Lane Offices, St Austell - high quality office space at High Cross St and Cross Lane, St Austell bringing an historic building back into use and redeveloping another.
    - DP Engineering Ltd – purchase of Parker Maxam premises at Treleigh Industrial Estate, Redruth.
    - Environmental Management Centre – construction of premises at United Downs Industrial Estate, St Day to enable Clear-flow Ltd to centralise operations and increase efficiency.
    - Goonvean Yard Industrial Units - 11 modern, flexible, high quality industrial units near St Stephen, mid-Cornwall, for new and expanding businesses.
    - Helston Cattle Market Workspace – 608 sq m of business workspace at the former Helston cattle Market site.
    - Hayle Workspace Infrastructure – engineering works to improve the harbour and provide access to a site for the Marine Renewables Business Park.
    - Pall Manufacturing UK Ltd, Newquay - investment in technology and manufacturing capacity to enable the plant to produce a new generation of breathing filters.
    - Pool Innovation Centre - high quality workspace and business support for start-up businesses with potential for growth.
    - Porthmeor Studios – renovation of the Grade II\* listed studios, safeguarding 856m<sup>2</sup> of existing workspace and creating an additional 53m<sup>2</sup>.
    - RMD House – development of an HQ for RM Developments Ltd and an admin/training base for the Four Cornwall consortium at United Downs Industrial Estate.
    - Rustler Yachts – includes construction of an external insulated tent for moulding a new product and modifications to the existing premises.
    - Spinnaker International Ltd - additional high quality office and industrial accommodation within an existing business unit.
    - Spiral Construction Ltd – a factory extension which will allow the Helston-based firm to meet increased demand for the staircases it manufactures.
    - St Austell Printing Co Ltd – two new buildings at St Austell Enterprise Park: bespoke premises for St Austell Printing Co Ltd and speculative workspace/office accommodation.
    - The Dairy - the historic Dairy Knights building in Penzance is to be converted to provide high spec, flexible, office accommodation.
    - The Elms - located in Redruth, The Elms will be a voluntary, community and social enterprise hub for Cornwall.
    - Tolvaddon Employment Infrastructure – site preparation for Tolvaddon Business Park.

- Treleigh Industrial Estate Plots 2 and 5 - construction of a range of high quality business units at Treleigh Industrial Estate near Redruth.
  - Treleigh Industrial Estate Plots 7 and 8 - four flexible factory units totalling 2,806 square metres to be built to high environmental sustainability standards.
  - Tremough Innovation Centre – incubation space for business start ups
  - Watson-Marlow Pumps Group – construction of a new silicone tubing plant to Watson Marlow's pump manufacturing business in Falmouth.
  - Wellbeing Innovation Centre –office, laboratory and meeting space for health and wellbeing-focussed businesses and organisations.
- **Camborne Pool and Redruth Strategic Investment Framework**  
This SIF provides a framework for investments which would help increase the number and range of jobs, support business growth, stimulate innovation and enterprise, and boost skills levels in Camborne, Pool and Redruth.
  - **Bodmin Strategic Investment Framework**  
The overall aim for the Bodmin Strategic Investment Framework is to develop Bodmin as an economic growth pole while retaining its distinctive heritage.
  - **Falmouth / Penryn Strategic Investment Framework**  
Outlines a range of potential Convergence investments for Falmouth and Penryn.
  - **Newquay and St Columb Major Strategic Investment Framework**  
The framework includes proposals for employment and business site based options, sustainable transport and accessibility improvements, public realm enhancements as well as non site based initiatives such as digital infrastructure, business support and skills development.
  - **Penzance and the Isles of Scilly Strategic Investment Framework**  
Looking to create on a more sustainable and competitive future for Penzance and the Isles of Scilly, this SIF focuses on developing new and existing workspace, investing in infrastructure, sustainable energy initiatives, good quality public space and skills training.
  - **St Austell, St Blazey and the Clay Area Strategic Investment Framework**  
This Strategic Investment Framework outlines economic development priorities including workspace, business support, skills development and public realm improvements.

#### Areas for which SIFs are being developed:

- Truro

## Associated Programmes - Rural Development and Fisheries

Further information about the European Fisheries Fund Programme can be found at the Marine Management Organisation's website, [www.marinemangement.org.uk](http://www.marinemangement.org.uk).

Information about the Rural Development Programme for England is available at: [www.defra.gov.uk/rural/rdpe/](http://www.defra.gov.uk/rural/rdpe/).



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