

SURF: sharing experience: shaping practice

Football and Regeneration -

A place for community football?



A SURF Event Summary Report

This paper is a summarised report of a Scottish Urban Regeneration Forum (SURF) conference that explored the relationship between community football clubs and social & economic regeneration.

The conference took place in Rugby Park Stadium, Kilmarnock, on Wednesday 20th August 2008.

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SURF is grateful to PMR Leisure, one of our newer members, for their help in making this a successful conference



1 Event Summary

Purpose:

To bring community football clubs and relevant regeneration organisations together in a mutually supportive exchange of experience, plans and ideas.

Format:

A one-day conference consisting of presentations from key speakers and an exchange of views and comments in a plenary panel session and workshop discussion groups.

Intended Outcomes:

- Increased shared understanding of existing activity, structures, policies, resources and opportunities
- **Enhanced networking** across community level football and regeneration organisations
- Improved intelligence on best practice models and processes
- Wider governmental awareness of the role and potential of community football in helping to meet regeneration goals
- Increased collective action building on the above.

Key Speakers:

- Colin Campbell, Network Development Manager, SenScot
- Andy Gould, Regional Coordinator, Scottish Football Association
- Stewart Harris, Chief Executive, SportScotland
- Alan Miller, Senior Consultant, PMR Leisure
- Mel Young, Chief Executive, Homeless World Cup

Chair:

 Andy Milne, Chief Executive, Scottish Urban Regeneration Forum

Additional Input:

- **Sheila Begbie**, Head of Women's and Girl's Football, Scottish Football Association
- **Kenny Cameron**, Sport Project Worker, Muirhouse Youth Development Group
- Penny Lochhead, Director, PMR Leisure
- Jim Pegg, Chairman, Broxburn United Sports Club
- **Dougie Samuel**, Development Manager, Spartans Community Football Academy

2 Seminar Context

The Scottish Urban Regeneration Forum (SURF) is the independent regeneration and inclusion network, sharing information and promoting discussion so as to help shape, policy, opinion and the delivery of successful regeneration efforts in Scotland.

SURF held a successful "Football and Regeneration" conference in August 2007. That event focused on the relationship between professional football clubs and social and economic regeneration. It was supported financially by the Co-operative Group – Scottish Co-op, with active participation from the Scottish Football Association, the Scottish Premier League and Supporters Direct, among others.

The report from that event highlighted the positive role that football can play in regeneration and suggested some ways in which this might be further promoted and built upon. The report is available from the SURF website at www.scotregen.co.uk (navigate to: Knowledge Centre > Event Reports > Seminars > August 2007).

SURF committed itself at that time to organising a 'second leg' event, in which we would showcase the important role of voluntary and community based football activity in the same regard.

The main objectives of the 'second leg' was to:

- Promote 'football for life', health and wellbeing, and social interaction – demonstrating that youth/community football activity can be more than just a tool for identifying potential professional players.
- Link community football into regeneration related support without bureaucratic overload.
- Find a 'pathway' for linking up youth and adult football initiatives with their geographical communities and through shared facilities.



3 Main Points From Key Speakers

SURF Chief Executive, Andy Milne, provided a general welcome and introduced the key speakers.

3.1 Football in the Community – an international perspective

Mel Young, President, Homeless World Cup

Mel, a renowned social entrepreneur, gave some insight into his own project, the highly successful Homeless World Cup annual international football tournament. During the course of his presentation, the following points were made:

- There are 100m homeless people in the world today, and that figure is going up all the time. We need to create change from the grassroots upwards, and tackle things at the front door as best we can.
- One novel, bottom-up approach to explore solutions was the idea of a Homeless World Cup. This would use the internationally popular and accessible sport of football to help homeless participants grow confidence and tackle attitudes in wider society.
- There were three main outcomes from the first Homeless World Cup (HWC) in Graz, Austria, in 2003:
 - ° Players changed out of all recognition.
 - ° Crowds as the first tournament went on, the stands began filling up more and more. Children were asking players for autographs. There was a fundamental change in attitudes towards homeless people.
 - Media Attention the media projected a positive image of homeless people in their coverage of the tournament.
- As more tournaments were organised in the years following, the number of partner organisations and competing countries and grew steadily. Tournaments have since taken place in Scotland, Sweden, Denmark, South Africa and Australia. Future tournaments are intended to take place in Asia and Latin America. The overall ambition is to have 1m participants by 2012.
- Over 70% of players between 2003 and 2007 reported that the HWC changed their lives significantly. Around 29% of

- HWC participants moved into employment following tournaments, while 32% chose to pursue education.
- The players are, of course, more than statistics. Individual participants include a homeless 18yr old from Liberia who won a four-year scholarship in the United States, and a 17yr old from Brazil later selected to play in Brazil's Under 18s Women's National Squad. Many other players address drug/alcohol dependency and successfully change their housing situation.



The first Homeless World Cup took place in Austria in 2003

- Countries have different methods of selecting teams for the HWC. Some organise high-profile, government-funded national competitions, such as the Netherlands, that are supported by comprehensive grass-roots projects and initiatives.
- Similarly, Kenya's qualifying tournament had 3,000 players and 500,000 spectators. There are now 120 community leaders that roll-out football related projects across the country. Zimbabwe has a similar large-scale project in place – political persecution once led organisers to flee to Zambia, but they have now returned and are continuing their good work.



A grass-roots HWC project in Zimbabwe

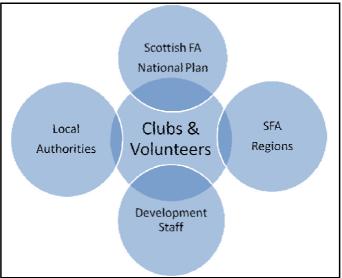
- There is also intense competition between cities/countries to host the competition. The Australian government was very enthusiastic about the 2008 tournament in Melbourne, and contributed several million Australian dollars to fund complementary projects in 30 sites across the country.
- Despite this success, the HWC has a low media profile in Scotland and the UK. Even after Scotland won the tournament in 2007, there was a lack of coverage – by comparison, the less successful Nigerian team received a welcome from thousands at the airport when they arrived home following their exit at an earlier stage of the competition.
- Football is an international language. People are beginning to realise that the potential for using sport to improve communities across the globe is enormous. Echoing the slogan of Nike, a major HWC sponsor, establishing antipoverty projects can be simple – 'just do it'.

3.2 National to Local Support

Andy Gould, Head of Regional Development, Scottish Football Association

Andy focused on the current activities and future plans that the Scottish Football Association (SFA) are delivering and developing to improve support for non-professional football activity in Scotland. During the course of his presentation, the following points were made:

 The SFA has a national football development plan for taking the game forward across the country. This places emphasis on assisting volunteers, identifying the role of football clubs in community participation, and making a long-term commitment to help resource clubs and volunteers.



The SFA National Plan in context

- The SFA works in partnership with a number of organisations to provide the necessary levels of resources and investment in community football. Major partners include the Big Lottery Fund in Scotland, McDonalds, the Bank of Scotland, and the Coalfields Regeneration Trust. Another major partner is the Scottish Government, who work with the SFA on a 'Cash Back' initiative that uses money seized from criminals for providing youth football coaching. Partnerships with local authorities have also worked well and are ongoing.
- Investment from these, and other, sources are diverted into channels and regions. The SFA operates in six broad regions, using staff and volunteers to bring stakeholders together, improving links across youth football and womens' football

organisations. There are still challenges ahead, but the infrastructure is growing fast – the SFA now has 24 full-time regional staff compared with none three years ago.

- Club development is at the heart of regional plans.
 Volunteers, those working with the SFA and with clubs, are essential. The SFA have long recognised that the game won't survive without people willing to give up time for free.
- In supporting grassroots clubs, the SFA run a Quality Mark scheme for accreditation and development. This helps to build capacity, creating access to coach development programmes and inspiring people to get involved. The SFA also aim to use the scheme to provide a better understanding of community football needs.
- The Quality Mark has proved popular and successful:
 - o 300 clubs are working towards Quality Mark
 - o 80+ clubs have achieved accreditation
 - o 5 have Accredited Community Club status
 - 20,000 coaches have taken coach development programmes
 - 1000+ volunteers are supported directly via Quality Mark
- The SFA work very closely with schools. By creating a link between schools and community clubs, the SFA has developed a player pathway into long-term involvement in football. The SFA has also helped create 1200 new primary schools football teams and 400 new secondary schools football teams.
- The SFA encourages community clubs to continually change and improve. Football provides a huge opportunity to positively change lives and the SFA will continue to support the central role played by community clubs.



The SFA/Scottish Government 'Cash Back' scheme

3.3 Football as a Sustainable Social Enterprise

Colin Campbell, Network Development Manager, SenScot

SenScot is a national network of social entrepreneurs. In his presentation, Colin outlined the potential and actual contribution of social enterprises to community football activities:

- The real purpose of SenScot is to provide support for social enterprises, which are businesses that have a social purpose.
 SenScot helps these businesses to develop sustainably so that they are not dependent on grants.
- Social enterprises often deliver services in areas that the public and private sectors are not able or willing to reach.
 They combine good business practice with community benefits and bring people and communities together for economic and social gain. Social enterprises are growing in importance in the UK.
- Social enterprises contribute to:
 - o Organisational independence and sustainability
 - Productivity and competitiveness
 - o Wealth creation through sustainable economic activity
 - Neighbourhood, urban and rural renewal and regeneration
 - Public service delivery and reform
 - Social and financial inclusion
- According to Small Business Service research, social enterprises:
 - o Generate £18 billion in annual turnover
 - o Employ over 775,000 people
 - Generate over 82% of turnover from trading income.
 Around half of social enterprises receive grants,
 donations and subsidies (which account for 12% of income).
 - Tend to be located in the 40% most deprived areas and play a role in urban regeneration
- Unlike charitable bodies, "following the wind" like ships, social enterprises can work through lack of wind (grants) – like steamboats.

- SenScot network services include providing an e-bulletin, maintaining a website and contacts database, and developing new assistance mechanisms with partner organisations.
 SenScot also supports 18 local social enterprise networks across Scotland.
- SenScot also help to clarify Scottish Government programmes that support social enterprises, such as the £12m Third Sector Enterprise Fund and the £30m Scottish Investment Fund.
- Prominent social enterprise in the UK include Jamie Oliver's Fifteen, The Big Issue and Aberdeen Foyer. Penicuik Community Sports & Leisure Centre in Midlothian is also a good example – the local council operated it on a £260K turnover, and it now runs on a £90K turnover as a social enterprise, generating a small profit and record participation levels.



Penicuik Community Sports & Leisure Centre

- Football can benefit from social enterprise activities in a number of ways, for examply by:
 - Cross subsidising sport by setting up income generating businesses reducing the need for grant funding
 - o Delivering sport to suit local needs in a sustainable way
 - Making sport accessible to people on low or fixed incomes
 - Encouraging people who do not usually exercise into physical activity

- Providing coaching qualifications for unemployed people to assist them into work
- o Connecting with the community
- Football clubs can also benefit by developing complementary social enterprises, such as:
 - Café
 - o Healthy Living Programmes
 - o Football & Learning activities
 - o Parents & Toddlers classes
 - Social Hotel/Conferencing facilities
 - o Business (social enterprise) Incubators

3.4 Working Together – linking regeneration targets with community football

Alan Miller, Senior Consultant, PMR Leisure

Alan has 24 years experience in junior football. In the course of his presentation he made the following points:

- Junior football is most effective where people gather: work, school, former mining communities, modern housing estates.
- There are 168 junior football clubs in Scotland. In addition, there are a number of clubs in Scotland's three senior nonleagues (Highland, East of Scotland, South of Scotland). Most, if not all, of these clubs have a strong history, a clear identity, and play a valuable role in their respective communities.
- Community football clubs provide a place for people to let off steam. They provide stress relief in a modern age, are affordable and accessible, and help people to build and maintain social networks in their local neighbourhood.
- Clubs can contribute to regeneration and economic development efforts through land transfer. By selling their ground, they can breathe new life into their communities and encourage inward investment. Broxburn United Sports Club, for example, sold their land for £1.25m and used the capital to develop a community managed sporting hub with support from West Lothian Council.
- The regeneration potential of community clubs is considerable:

- Skills development opportunities to develop young footballers, coaches, administrators etc
- o Opportunities to rehabilitate and influence behaviour
- o Providing role models for young people
- o Engendering community spirit
- o Education, health, crime, jobs
- Providing facilities for community football can be an excellent cost-effective. For example, in Craigmillar, Edinburgh, the PARC Urban Regeneration Company plan to provide a pitch that can be used as a new home for football clubs in the area. This minor outlay brings many regeneration benefits.
- The current Scottish Government has five key policy themes and ten national framework objectives, but there is no mention of sport. Sport is often seen as only being important in contributing to other agendas; it should be seen as more than just a conduit.
- Sport is about more than just ticking boxes. Forming friendships, feeling good after winning a game, camaraderie and enjoyment are all less tangible elements that policymakers should take into account.
- Regeneration companies/organisations need to be proactive in taking the agenda forward in partnership with community football to achieve joint outcomes.



Broxburn United Sports Club

3.5 Community Football - A national perspective

Stewart Harris, Chief Executive, SportScotland

Stewart has been Chief Executive since 2005. His presentation included the following points:

- SportScotland is adjusting to make the most of the new Scottish Government objectives.
- Sport is a "dynamic product". The upcoming Commonwealth Games and Olympic Games provide a once in a lifetime opportunity to make a step change in the development of Scottish sport.
- Scotland needs a sports legacy, which will help improve lives and contribute to making Scotland a better place. Community football clubs can play a lead role.
- The word "partnerships" is used too often. Real partnerships require something you have in common, clear direction, investment, honesty, integrity. Partners will celebrate success and deal with failure together.
- SportScotland has a small number of such partnerships. One such partner is the SFA, and the partnership operates particularly well in the realm of women's football.
- SportScotland is funded mainly for sports' own sake. Other agendas need good partnership working and investment in communities – schools, community clubs.
- Access to facilities is crucial; recreating things done successfully in the past rather than inventing new ideas can often be a better approach when looking at shared facilities.
- SURF's manifesto, that the intended beneficiaries of any regeneration efforts must be meaningfully involved in the process, should also inform the goals of any community football club.
- When everyone is moving forward together to improve Scottish sport, success will take care of itself.

N.B. Copies of the presentation slides used by all five key speakers are available from the SURF web site at http://www.scotregen.co.uk (in Knowledge Centre> Event Reports> Seminars> August 2008)

4 Questions and Comments

Throughout the conference, there were regular opportunities for delegates to put questions and comments to the key speakers. Some of the points made are as follows:

- Question/Comment: There is a constant problem of project sustainability as Local Authorities priorities have a tendency to shift priorities. A clear vision at strategic level is needed – why do we try to change what already works?
 - ▶ Response: (Andy Gould) Funding parameters are subject to change but we must support and sustain relevant projects, and take them out of isolation. Delivery partners must come together with a clear view of where they are going.
- The cost involved in coaching courses is substantial and it is a real problem for community football clubs to find the money to progress and improve skills. How do we change this?
 - (Andy Gould) There are different levels of courses, and volunteers are not always expected to proceed to the full football coaching license. There are some opportunities available through the SFA, who are sympathetic to the problem and try to find ways to reduce costs to run training courses – e.g. by using a community club's own coaching facilities instead of more costly alternatives.
- Football Development Departments are helpful. Is the panel aware of any specific community football initiatives aimed at ethnic minorities?
 - (Andy Gould) Yes, such projects are mostly provided by local authorities and are encouraged by the SFA. There is a need to address equality, and this can perhaps be done most effectively by being built directly into the development of community clubs rather than by running separate projects.
- Can it be seen as a good thing that sport presently occupies different agendas, and can take funding from a range of different sources?
 - (Alan Miller) There is no reason why sport should not have its own agenda, its own Government theme/objective. It has less status when it falls under health and wellbeing.

- Everyone in the room is comfortable with the concept of 'shared goals' but there is disagreement on how to get there. What do we need to do to ensure that we get to the finishing position?
 - ▶ (Stewart Harris) There is no substitute for direct, open conversation. Often in Scotland there is "review after review after review." Less process and more action is desirable.
- For groups with a project, support from Local Authorities and SportScotland can be in principle or in kind or financial. Further clarity is needed.
 - ▶ (Stewart Harris) Totally agree but applying for funds is a time intensive process.
- Is private finance more desirable than top-level funding?
 - ▶ (Stewart Harris) Sponsorship is only viable at a high-profile level. Public funding is therefore required. Public/private ventures can also be used.
 - ▶ (Colin Campbell) Investment from individuals has less attachment and is "more free." There are opportunities from the dormant bank account pot and elsewhere.
 - (Mel Young) Nike and Vodafone are the major sponsors of the Homeless World Cup. People are often too quick to look at public sector funding when bigger companies are, in fact, looking to get involved. Nike built up its support of the HWC over time – it started with sponsorship coming from their general Corporate Social Responsibility budget, later shifted to Marketing department and then to their Headquarters.

5 Themed Discussion Groups

The afternoon discussion groups offered delegates a chance for open, reflective, discussion in more focused areas of interest.

Each group was led by a facilitator, who helped manage the discussion, and included a special guest 'expert'.

The open discussion in each of the four groups focused on positive proposals for improving the links between football and regeneration efforts in the specific field of interest.

The facilitator helped each group reach agreement on up to four positive proposals on how the positive links between professional football clubs and community regeneration aims can be developed and replicated more widely. The proposals put forward included:

- There should be a greater political understanding of possibilities for community football clubs via Scottish Government.
- There are huge opportunities for asset transfer
- Progress towards governmental agenda on sport and development
- Connect up active sport/community football social enterprises with those who are interested – e.g. study visits/conferences.
 This could be developed into a social enterprise sport network.
- Leadership political support to raise awareness, ensuring support, resources and cooperation.
- Need for improved access to existing space and facilities to match supply and demand
- We need to take all opportunities to make the case for community football via Community Planning Partnerships etc.
- There have been big improvements in cross-club cooperation.
 We should build up these forums without losing local knowledge and diversity.

6 Concluding Remarks – Shared Goals

The chair for the afternoon session of the conference, SURF Chief Executive Andy Milne, thanked the contributors for their frank and constructive inputs.

He followed with his summary of the main points:

- Football clubs have much to gain from greater involvement in the development of their communities.
- The role of volunteers is central to the provision of community football activities, and should be supported accordingly.
- Asset transfer is a potentially useful option for community football clubs looking to encourage local regeneration and economic development efforts.
- Football clubs could also consider the development of social enterprises to complement their existing community activities.
- Regeneration bodies should be proactive in looking at community football clubs as partners with which joint outcomes can be acheived.
- Partnerships must be real and meaningful; shared goals and strong commitments are vital.
- In its ongoing role of linking information, views and experiences towards better policies and practice, SURF will work with others to promote and consolidate the positive contribution that football plays in social, economic and cultural regeneration.

Andy concluded by thanking all the participants and guest speakers who had given their time freely to the days useful presentations and constructive discussions.

SURF appreciates the support of all of its member organisations, in particular its thirteen sponsoring members for 2008, who are:



























APPENDIX A: FOOTBALL AND REGENERATION - THE TEAMS

Highlands and Islands Enterprise (HIE)

HIE's activities include: provision of business support services, delivery of training and learning programmes, assistance for community and cultural projects and measures for environmental renewal.

HIE website: www.hie.co.uk

Homeless World Cup (HWC)

The Homeless World Cup is a unique international football tournament changing lives. The 5th annual Homeless World Cup took place in Denmark in July-August 2007.

The Homeless World Cup exists to be a catalyst for lasting change through the development of street soccer worldwide in a way that that creates a maximum social impact for the players involved – socially excluded, homeless people and people living in poverty.

This is accomplished firstly by creating a top quality, well-recognised annual Homeless World Cup flagship event and secondly, by a continuous Homeless World Cup grass roots development programmes around the world to ensure that many more people benefit.

HWC website: www.homelessworldcup.org

Local Authorities

Local Government in Scotland is divided into 32 unitary authorities, which were established by the Local Government (Scotland) Act 1994. They are represented by the Convention of Scotlish Local Authorities (CoSLA).

CoSLA website: www.cosla.gov.uk

PMR Leisure

PMR Leisure is a specialist Community Sports and Leisure Consultancy established in 1999. They specialise in club development; taking established sporting organisations and helping them become investment ready.

PMR Leisure website: www.pmrleisure.co.uk

Scottish Enterprise

Scottish Enterprise is Scotland's main economic development agency, funded by the Scottish Executive. Their mission is to help the people and businesses of Scotland succeed. In doing so, they aim to build a world-class economy.

Scottish Enterprise website: www.scottish-enterprise.com

Scottish Government

The Scottish Government is the devolved government for Scotland. It is responsible for most of the issues of day-to-day concern to the people of Scotland, including health, education, justice, rural affairs, and transport. It manages an annual budget of more than £27 billion in the financial year 2005-2006 which is due to rise to over £30 billion in 2007-2008.

The Government was established (as the Scottish Executive) in 1999, following the first elections to the Scottish Parliament. The current administration was formed after elections in May 2007. The Government is led by a First Minister who is nominated by the Parliament and in turn appoints the other Scottish Ministers who make up the Cabinet. Executive civil servants are accountable to Scottish Ministers, who are themselves accountable to the Scottish Parliament.

Scottish Government website: www.scotland.gov.uk Sport section: http://www.scotland.gov.uk/topics/sport

Scottish Football Association (SFA)

The Scottish Football Association (SFA) is the governing body of football in Scotland and has the ultimate responsibility for the control and development of football in Scotland. Members of the SFA include clubs in Scotland, affiliated national associations and local associations. It was formed in 1873, making it the second oldest national football association in the world.

To achieve its objectives, the principal services offered by the SFA are:

- providing assistance on football matters to its member clubs;
- the organisation of domestic and international competitive events at all levels;
- the training, selection and appointment of referees;
- · football education and development;
- the continued improvement of coaching methods, courses and initiatives;
- liaise with other appropriate national and international organisations.

SFA website: www.scottishfa.co.uk

Scottish Football League (SFL)

The Scottish Football League is a member clubs' organisation which administers several major football competitions in Scotland, including the CIS Cup, Scottish First Division, Scottish Second Division, Scottish Third Division and the Challenge Cup.

SFL website: www.scottishfootballleague.com

Scottish Premier League (SPL)

The objectives of the SPL are to:

- Build a league competition with standing and recognition throughout Europe;
- · Represent and safeguard the interests of its members;
- Modernise the league structure and support system;
- Maximise the commercial value of Scottish Premier League football by fully exploiting commercial rights and properties;
- Organise a league competition, adhering to rules and regulations set down by the governing bodies of the game and - encouraging attractive and entertaining football;
- Provide leadership in the development of key initiatives to improve the quality of the game in Scotland, particularly youth development, and to set a pace and direction for the whole of Scottish football:
- Liaise with other organisations to ensure effective co-ordination between the Scottish Premier League and other football organisations across the country and across the borders.

SPL website: www.scotprem.premiumtv.co.uk

Scottish Urban Regeneration Forum (SURF)

The Scottish Urban Regeneration Forum is the independent regeneration and inclusion network, sharing information and promoting discussion so as to help shape, policy, opinion and the delivery of successful regeneration efforts in Scotland.

SURF utilises its position as a truly independent forum for its cross-sectoral membership to explore current practice and experience. Through its close links with the Scottish Executive and its agencies SURF acts as a constructive channel for information, consultation and policy proposals based on the knowledge and experience of its membership and the wider networks it connects with.

SURF website: www.scotregen.co.uk

Social Enterprise Institute (SEI)

Heriot-Watt University has established a Social Enterprise Institute (SEI) located at its Edinburgh Campus. The business of the institute is the provision of research, training,

business planning, education and consultancy services for all stakeholders in the social economy.

Social Enterprises are sustainable businesses that exist to achieve some form of social mission or objective. In order to succeed, they need to trade successfully in markets. Social Enterprises can be identified through three common characteristics: enterprise orientation, explicit social aims and some form of social ownership.

Social enterprises re-invest their profits/surpluses in the business or in the community, rather than being driven by the need to maximise profit for shareholders and owners.

As part of the School of Management and Languages, the SEI is concerned with the dissemination of best practice relating to these "not for profit" businesses and their leadership. In order to achieve this, the SEI will organize an annual programme of conferences and seminars

SEI website: www.sml.hw.ac.uk/socialenterprise

SportScotland

SportScotland is the national agency for sport in Scotland, working with partners to develop sport and physical recreation. Their mission is to encourage everyone in Scotland to discover and develop their own sporting experience, helping to increase participation and improve performances in Scotlish sport.

SportScotland website: www.sportscotland.org.uk

Supporters Direct

Supporters Direct exists to: Promote and support the concept of democratic supporter ownership and representation through mutual, not-for-profit structures; promote football clubs as civic and community institutions; and work to preserve the competitive values of league football in the United Kingdom and promoting the health of the game as a whole.

Supporters Direct website: www.supporters-direct.org/scotland/

APPENDIX B: FUNDING SOURCES FOR COMMUNITY FOOTBALL

Social enterprise consultants Firstport provide an 'early warning' email update system on available funding streams for community football activity as they become available through various Scottish Government programmes. They can also provide business support for potential funding applicants.

As Firstport is funded by the Scottish Government, the service is provided free of charge. For further information, contact Norman Hill at Firstport on 0131 220 0511 or email norman@firstport.org.uk.

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Glasgow City Council, Clasgow Hossing Association, Highlands & Bindle Enterprise Royal Bank of Scottand, Scottafis Enterprise and the Scottafi Executive.

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