

Meeting with DG MARE Director Bernhard Friess

“Public- Private sector support for SMEs in Maritime areas”

Location Carnegie Conference Centre, Dunfermline
Thursday 5 July 2018 1pm to 5.30pm (lunch included)

13.00 Lunch

14.30 **Public- Private sector joint support for SMEs in Maritime areas**

- Introductions and Welcome: George Sneddon and Cllr Altany Craik
- DG MARE Perspectives:
 - Director Berhard Friess
- Southwest Finland and CPMR Perspectives
 - Tiina PERHO , Member of Managing Board, Regional Council of Southwest Finland
- Presentation: Co-investment with angel syndicates
 - Scottish Investment Bank [Michelle Howell](#)
 - Archangels, [David Ovens \(TBC\)](#)

15.30

- Co-investment Successes:
 - Jeremy Smith, QED Naval
 - Ian Cunningham, Lending Crowd

Round Table discussion: Co-investment and New Technology funding platforms

Objective: Lessons Learned and Pointers for the Future

- Jim Millard, Scottish Government
- [David Pratt](#), Marine Scotland
- Joanne Scobie, Crowdfund Angus
- [Nigel Ellis](#), [Ian Marchant](#), Dunelm Angel Investor
- Andrew Dickson, Business Loan Scotland

17.00

- Gerard Kelly, Former Managing Director of Scottish Investment Bank

17.15

- Andrew Smith, Former Head of Renewable Energy Infrastructure Fund

Concluding remarks

Meeting Close

PARTICIPANT SUMMARIES

Andrew Dickson

Andrew is employed as the Fund Manager of the West of Scotland Loan Fund and has been with the company for over 14 years. Currently, Andrew is responsible for the delivery and roll out of a new Scotland wide loan Fund, namely Business Loans Scotland. Andrew has worked in both the private and public sectors initially in the food sector after graduating with an Honours degree in Business Studies and laterally in local government in economic development, specialising in access to finance for new and growing small and medium sized businesses.

Gerard Kelly

Between 2000 and 2012, Gerard was Managing Director of The Scottish Investment Bank. By 2012 SIB had, raised some £500m of capital from numerous private and public sources and invested in over 250 of Scotland's most exciting young companies.

Following on from SIB, Gerard was interim Operations Director of the Advanced Forming Research Centre, a £100m joint venture between global aerospace companies (Rolls Royce, Boeing, etc.), the University and Government.

He has also been Director of Funding Operations for Creative Scotland (Scotland's national Arts Agency) and has extensive corporate governance experience previously serving on the Boards of several public and private organisation including, Vice Chair of the West College Scotland (WCS) Board, Chair of the WCS Finance and General Purposes Committee, Chair of the Scottish Investment Bank Investment Committee, Chair of the Intermediate Technology Institute Scotland, Board Member of the Chemical Industry Advisory Board for Scotland.

Andrew Smith

Andrew is the former Head of the £103m Renewable Energy Investment Fund managed by the Scottish Investment Bank - investing debt and equity in a range of marine, low carbon and community owned renewable energy projects. He was also Head of Investment for DP Energy - a renewable energy and sustainable development specialist operating in sites across the world. Andrew now runs his own consultancy - Deja Blue Consulting - helping shape projects & businesses and raising finance for them and their projects. He is an Associate of Greenbackers Investment Capital specialising in raising -finance for low-carbon, cleantech and climate change businesses.

Andrew is also Chairman of Our Community Energy, a community benefit company seeking to use renewables to alleviate fuel poverty. Andrew has been invited onto the Innovation Fund Expert Group by the European Commission Directorate-General Climate Action.

Jim Millard

Jim Millard, Senior Policy adviser, Scottish Government, Branch Head European Structural Funds Division. More than 20 years on Structural Funds policy and implementation. Previously also responsible for INTERREG and other programmes. Current remit includes Sustainable Growth portfolio.