



The best move of your life...



Our Scottish Borders
Your opportunity

A place to do business: over 16% of the workforce in the Scottish Borders is self-employed, a higher proportion than the rest of Scotland and the UK.

Welcome to the Scottish Borders

Have you ever dreamed about a new life in the country but don't think it's possible to combine a perfect lifestyle with running a successful business?



In the Scottish Borders you can. More and more people are locating to the area and discovering what a fantastic place it is to live, work and play.

Locating to the Scottish Borders will allow you to leave the overcrowding, overpricing and congestion behind and manage a successful business with a quality of life that is second to none. Life is better in the Scottish Borders.

The Scottish Borders is in a key location for Scotland's central belt and the North of England. In an area of 1,800 square miles and just over 110,000 people there is certainly plenty of space to enjoy our beautiful unspoilt countryside. And with good transport links, a wide range of property options and an excellent education system, there is also a compelling financial case to locate your business here.

The Scottish Borders has a strong tradition and heritage of agriculture, textiles manufacturing and trade. This entrepreneurial legacy has carried right through to the modern industries of today and the area is home to a range of growing businesses in creative industries, design, pharmaceuticals, food and drink and telecoms. And what these entrepreneurs share is making a huge success out of growing their business here and selling into global markets.

This brochure tells the story of why companies are locating to the Scottish Borders.





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37% of school leavers progress to higher education and 32% to further education, a higher proportion than for Scotland as a whole (Scottish Government School Leaver Destination Data, 2009).

Why have so many talented people decided to locate their businesses and lives here?



Everyone's situation is unique, but the feeling amongst business people who have located to the Scottish Borders is that living and working here offers the best of both worlds: this area provides the ideal combination of a modern, vibrant place to do business and an enviable quality of life for you and your family.



Distinctive towns with populations of 3,000-12,000 people offer a wide choice of housing opportunities, access to magnificent countryside, world class outdoor activities and are home to friendly communities. From Eyemouth on the coast, to Hawick in the south and Peebles in the west, this is one of the best places to live and work, surrounded by a stunning natural environment.

We are also proud of the quality of our schools in the Scottish Borders and qualifications attained by our young people are amongst the highest in Scotland. There are 65 primary schools and nine secondary schools, making it easier to secure places for your children at the school of your choice. And as well as the excellence of our schools, primary healthcare services are widely accessible through a network of hospitals, GP and dental surgeries.

Whatever your individual or business interests, locating to the Scottish Borders really could be the best move of your life.

Why we came here



case study

BRIAN HINNIGAN

Hinnigan Fabrics

The move to the Scottish Borders was a really good one, both professionally and personally. Our business has been allowed to grow – It has taken us to another level that we wouldn't have realised where we had been based before. You really do get the best of both worlds in the Borders and we wouldn't want to be anywhere else.

The business premises are excellent and offer a fantastic location to bring customers to. The skills base can really take our product forward and we have the Scottish School of Textiles & Design on our doorstep. On a personal level, locating here offers a nice balance between a good education, more choice and running my business.





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When you locate to the Scottish Borders you will benefit from a choice of excellent properties and sites at significantly lower rates than anywhere else. Whatever your plans are we are here to help companies find exactly the right property solution. A full list of available sites is available at www.ourscottishborders.com/invest/property

Whatever the circumstances, we recognise that making the decision of where to locate your business is a big one. Whether you have dreams of starting up an exciting new venture, want to locate an existing business or plan to expand, the case for choosing the Scottish Borders is a compelling one.

The Scottish Borders has seen major investment in creating the best infrastructure and now has a broad range of excellent business accommodation. There is also an increasing supply of serviced development land available in key locations across the area.

The Scottish Borders offers competitively-priced business accommodation. Rental values range from £3-5 per square foot for industrial sites, £8-14 per square foot for office accommodation: significantly below those in the central belt of Scotland and in the north of England.

We have property to suit all business types here – companies like Plexus, ProStrakan, Farne Salmon and Trout, EBS Europe and GB Telecom have all located to new customised premises in the Scottish Borders. New starts and growth companies continue to develop from managed SME units at Ettrick Riverside in Selkirk and Tweed Horizons in Newtown St Boswells and we are currently extending our serviced land portfolio to deliver bespoke premises for new locating or expanding businesses.



Why we came here



case study
KENNY WALKER
Inspired by Technology

Although it was never a conscious decision to locate our business in the Scottish Borders I can't now imagine being anywhere else. With a view of the stunning Berwickshire coastline from our Eyemouth offices we believe we have found the perfect location, both for work, and for family life. We have great access to our key markets throughout the Scottish Borders, Edinburgh and across the central belt of Scotland. From Berwick Station, we can be half way to London in the time it takes an Edinburgh commuter to get through airport check-in.

And to cap it all I can be on the great Blue Flag surfing beach at Coldingham within ten minutes of leaving the office.





Our Scottish Borders
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The Scottish Borders is a perfect base from which to develop your business. It offers a distinct competitive advantage to companies based here – from lower rents, competitive wages and salaries, a loyal and skilled workforce. With good information and communications technology you can do business anywhere.

The Scottish Borders is an area made famous by textiles and knitwear manufacture. It has a track record of providing employers with a highly skilled and loyal workforce. Our labour market continues to respond to the needs of our businesses and we ensure that they have access to the expertise they need – from pre-employment training to workforce development across a range of companies and sectors including Food and Drink, Pharmaceuticals, Software and E-Business, Tourism and Leisure and Textiles.



2010 Business Awards

The Scottish Borders offers a good pool of labour with a wide variety of flexible skill sets. Employers report staff commitment and loyalty, evidenced by low staff turnover rates in value added jobs to be amongst the lowest in Scotland. Labour costs are also more competitive than other parts of Scotland and the UK.

Data from the Office of National Statistics Annual Survey of Hours and Earnings shows that median annual pay for full-time workers in the Scottish Borders has been operating at 7% and 12% below Scotland and UK levels respectively, since 2004.

The Scottish Borders is also home to Heriot Watt University's world class Scottish School of Textiles and Design, and Borders College. Higher and Further Education are offered in a unique co-location at the Scottish Borders Campus in Galashiels, which

is an important resource for businesses – both in terms of the research it undertakes and the steady stream of well-qualified people it provides.

When you do decide to locate to the Scottish Borders a complete package of support is available. We offer personal location help and advice covering everything from the initial research to finding the right property, advice on broadband and telecoms, financial support, pre-employment skills and training, to fact-finding trips. We will assign a single point of contact who will deal with all matters relating to your business development. We also undertake to deliver an eight-week turnaround for planning applications.

When you do make the decision to locate you know where to get assistance – the business case for moving to the Scottish Borders is a very attractive one.

Why we came here



case study

GORDON BROWN

GB Telecom

Our biggest asset is our people. There is an abundance of quality people here and I've never seen loyalty like it. It's one of the reasons our company has flourished. The way technology allows you to do things means you can enjoy the benefits of a better quality of life, cheaper infrastructure, a lower cost of living and you've got the people and the loyalty. There is nothing that attracts me to locating in the city.





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There is so much else to do in the Scottish Borders. From biking at one of Britain’s best mountain biking centre in Glentress, to the country’s best salmon fishing on the River Tweed, or diving off the Berwickshire coast to playing golf at Eyemouth, home to Britain’s Most Extraordinary Golf Hole. “Glentress is a giant adventure playground and classic example of how a state-owned forest should be used – timber production coexisting easily with recreation.”

(The Independent – 50 Days Out).

The Scottish Borders offers a quality of life that is second-to-none - it's easy to see why people make this their base.

Living and working in the Scottish Borders is an exceptional experience – no crowds or congestion, superb sporting, leisure and cultural attractions and a real sense of community, people taking time to enjoy the good things in life.

Known as the Gateway to Scotland, the Scottish Borders is the country's natural playground. We are home to the internationally famous salmon-fishing River Tweed. We are continually developing mountain bike trails throughout the area at the internationally renowned famous trails 7 Stanes trails at Glentress, and Newcastleton and Innerleithen. Our uncongested roads offer a series of perfect loops for road cyclists and recently hosted the Tour of Britain.

Walkers can also take to the hills with 1,500 miles of beautiful routes to discover. Or if diving is your passion, there is world class diving at St Abbs and Eyemouth in the east. The area is also known as Scotland's horse country and this comes to life splendidly at the annual Common Ridings where hundreds of riders join whole communities to proudly celebrate each town's individual heritage. And not forgetting 21 golf courses, being the heartland of rugby in Scotland, and the original home of rugby sevens, we really are spoilt for choice.

Wherever you go in the Scottish Borders you will be struck by the warmth of the welcome and the genuine pride people have in living in this special part of the world.



Why we came here



case study

ROS DE LA HEY

The Main Street Trading Company
Children's Independent Bookseller of the year.

When we first moved to the Borders I was still commuting to London to my old publishing job, never a long term plan. Little did we know that St Boswells would prove the perfect location for starting a new business. We went with the theory 'if you build it, they will come' and so far, it's working. People in the Borders value quality and, importantly, in the age of Amazon, they do shop local. One of the best things about running our bookshop/café is feeling part of the community on every level.





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Location, Location, Location: average house prices in the Scottish Borders are 22% lower than in Edinburgh, and 30% lower than in London.



The Scottish Borders is a very special place to live, and with property here much more affordable than in other parts of the country, you can achieve a high quality of life for you and your family – a bigger home in a desirable location and at the same time benefit from really good schools and healthcare.

The choice of housing in the Scottish Borders ranges from small cottages through to country estates. Regardless of your budget, you'll be close to stunning scenery and the highest quality lifestyles.

Average property prices in the Scottish Borders are amongst the lowest in the UK, enabling people locating to the area to obtain a higher standard of property than in city areas, while self-build land is also widely available. In the Scottish Borders you'll get a much bigger home to go with your bigger views.

Property Type	Average Sale Price – 2009
Detached House	£242,707
Bungalow	£214,142
Semi Detached House	£140,002
Terraced House	£127,953
Flat	£83,330

Source: BSPC, 2009

As a quality place to live, the lifestyle opportunities that are on offer in the Scottish Borders are second to none, and there is an exceptional eating out experience, with a number of restaurant and pubs offering the very best quality of local produce across the area.

The agricultural heritage and tradition of quality produce is at the heart of Borders life. The Scottish Borders Food Network (www.bordersfoodnetwork.co.uk) was set-up in 2006 and involves local food businesses (producers, hoteliers, restaurateurs and food shops), committed to developing and showcasing the region's food. Unsurprisingly, given the natural environment and commitment to quality, there are many organic and rare-breed producers across the Borders supplying local shops and restaurants.

Why we came here



case study

GILES ETHERINGTON

Fruitful Advertising & Design

We actually stumbled upon the Scottish Borders by accident. I got a job in Edinburgh after working in London for most of my career. We sold our two-bedroom flat in London and thought we could buy something nice in Edinburgh but realised prices were pretty similar to London. So we just put Edinburgh plus 40 miles into Google and Selkirk popped up, with a nice Victorian house.

The decision was then made that we'd be moving to the Borders, which to be honest we haven't looked back on. The job in Edinburgh was no fun at all so I sat down with my wife who also has an advertising background and we decided that we'd set up on our own.



We find that it's just such a fantastic place to bring up children. On the drive to nursery every day they see cows, sheep, horses and even alpacas which they certainly wouldn't have done if we were still living in Shepherd's Bush! People who live in the Borders enjoy their lifestyle much more than those who live in the city do. Our future is in the Scottish Borders.

What surprises me about the Borders is just how pleasant life is. Someone described it as being 40 years behind and 40 years ahead of the rest of the world. They just seem to have it right – the work/life balance is virtually perfect and everywhere you look is beautiful scenery.

Business is done at a level and a speed that makes sense, it's not madly rushed and come evenings and weekends there's just so much to do, to see and to eat! It's a much better way of living than anywhere else I've found.

Well connected

The Scottish Borders is closer than you think and is located within a transport and ICT infrastructure that makes the movement of people, goods and services easy.

By road, the main routes of the A7, A68 and A1 enable easy travel from the Scottish Borders to Edinburgh, Glasgow, Newcastle and Carlisle.

	Peebles	Hawick	Melrose	Galashiels	Eyemouth
Edinburgh	45mins	1hr 20mins	1hr	55mins	55mins
Glasgow	1hr 20mins	2hrs 10mins	1hr 40mins	1hr 40mins	1hr 50mins
Carlisle	1hr 50mins	50mins	1hr 20mins	1hr 35mins	2hrs 30mins
Newcastle	2hrs 30mins	1hr 40mins	1hr 40mins	1hr 50mins	1hr 40mins

By rail, regular train services connect the Scottish Borders to all main UK destinations. The travel time from Berwick-Upon-Tweed to London on the East Coast Main Line is under four hours; from Carlisle to London on the West Coast Main Line to London is just over three hours; Manchester is within two hours and Birmingham within three hours.

By air, the Scottish Borders is within easy distance major airports and the network of international destinations they offer, including New York, Dubai, Toronto, Brussels, Paris, Berlin and Geneva. The typical drivetime from Galashiels in the central Borders to Edinburgh Airport is 60 minutes, and around 90 minutes to Newcastle and Glasgow airports.

The Scottish Borders has a long-term goal to make sure that advances in broadband technologies benefit the area and maintain its reputation as a highly-competitive location for businesses. Telecoms companies are upgrading the bandwidth capability of exchanges in the area.



case study
FIONA DRANE
President of Scottish Borders Chamber of Commerce

"You might think that a rural area would have less opportunities for networking than a city. Having come here from Edinburgh ten years ago, I have found the reverse to be true. It is easy to quickly establish yourself and build your network. The Scottish Borders offers a lot and a chance to meet other businesses via the Chamber of Commerce and other business groups."

Whatever business sector you are in, it is vital to make the right connections – we are here to provide you with the support to make things happen and there is a thriving business network in the Scottish Borders.

The Scottish Borders Chamber of Commerce is the platform for business engagement and the national voice for local business in the area, providing networking events, seminars, mentoring workshops. A number of sectoral groups operate providing a number of business-to-business links to companies operating in the food and drink, agriculture, creative industries and tourism and leisure sectors, and also exporters.

Scottish Borders Council is committed to improving the economic development of the area and offers a full range of support services to businesses and entrepreneurs. Typically this includes information on:

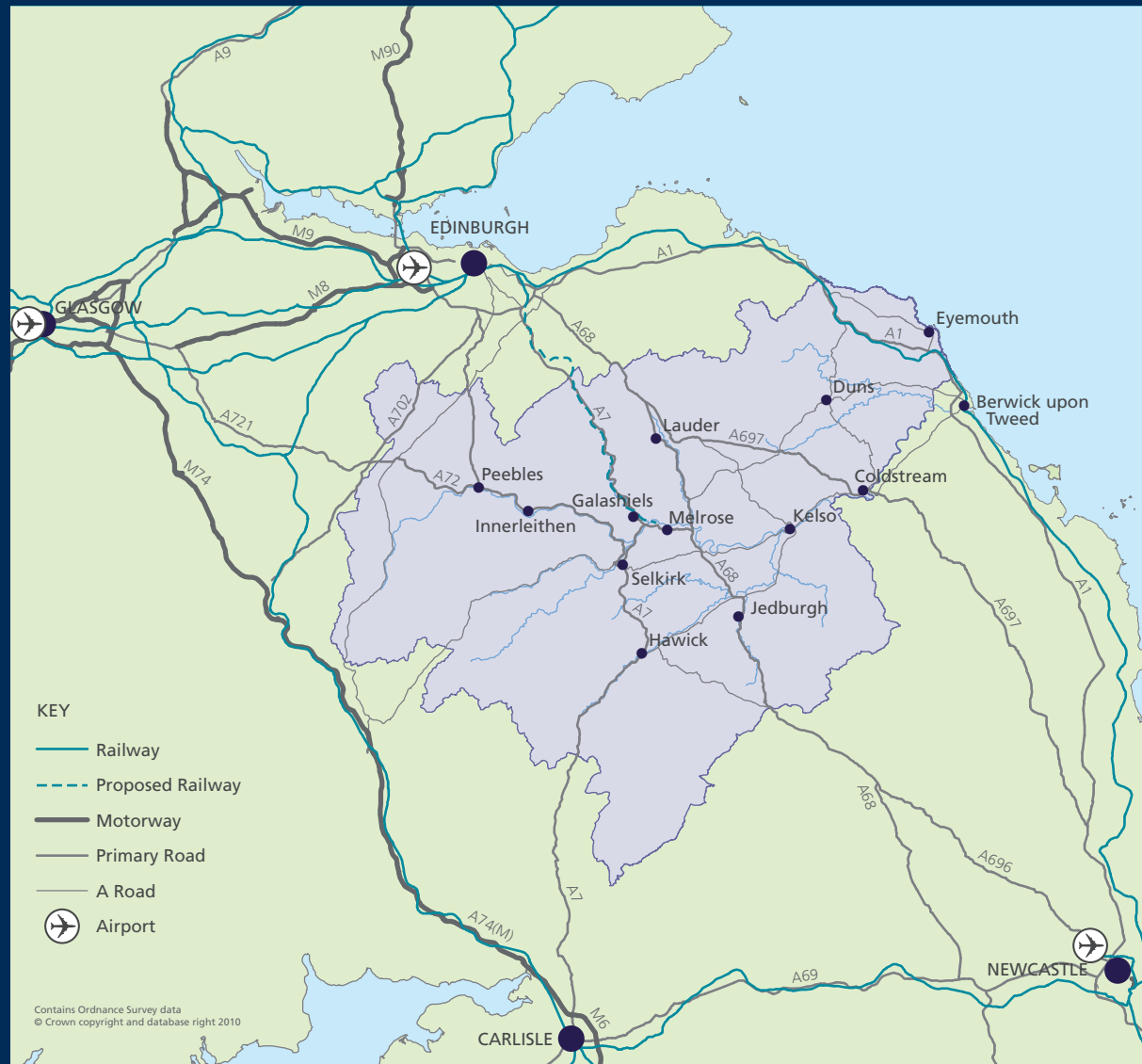
- the area and markets, including export
- developing supply chain opportunities
- sites and premises
- planning
- licensing
- skills and training
- funding
- lifestyle – education, housing and leisure

We will provide familiarisation visits to the area to potential investors so that they can see for themselves what the Scottish Borders has to offer as a location. **Call us on 01835 825 069 or email us on invest@ourscottishborders.com for more information.**



We are closer than you think - 4.5m people live within a two-hour drive time of the central Scottish Borders. Nearly 8m people live within a three-hour drive time.

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Make the best move of your life...

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Find out how we can help you locate your
business to the Scottish Borders. Contact us on:

E invest@ourscottishborders.com

T **01835 825 069**

W www.ourscottishborders.com/invest