

**Economy, Energy and Fair Work Committee
Business Support inquiry - Inverness
3 December 2018**

Proterra Energy Ltd

Meeting hosted by: Terry Stebbings

Members in attendance: Jamie Halcro-Johnson, John Mason and Gordon MacDonald

A range of topics were discussed with Proterra, including:

- Proterra Energy Ltd is a family-run organisation which was established in May 2012
- The company designs and installs hydro renewable schemes specialising in off grid systems.
- They have found that there is greater access to business support services for businesses looking to export rather than operating internally in Scotland.
- Proterra has found recruitment in the highlands particularly challenging. The remote geography makes staff attraction and retention difficult.
- They have benefitted from the Graduate Support Scheme which provided a 50% grant to recruit a graduate. This was accessed through BG. Proterra Energy Ltd currently have a Scot Grad.
- Access to an innovation grant from HIE has also been very beneficial for product development.
- They have found some assistance overly bureaucratic, particularly reimbursement of receipts. In some cases Proterra have waited up to 6 months for payment. In some instances the criteria for reimbursement changes post agreement.