

FALKLAND ISLANDS DEVELOPMENT BOARD**FOR PUBLIC DISTRIBUTION**

Title: Review of Business Development Team and Green Business Programme:
July – December 2025

Author: Deputy Managing Director

Date of Meeting: 18th March 2026

1.0 PURPOSE

- 1.1 To inform the FIDC Board of the activity within the Business Development Team; and
To review the Green Business Programme grant and loan schemes to date.

2.0 RECOMMENDATIONS

- 2.1 The Falkland Islands Development Corporation Board is recommended to;
- i. Note the content of this paper.

3.0 STRATEGY

- 3.1 The FIDC Corporate Plan 2024-2029 states that the purpose of FIDC is to:

1. *To advise on and implement the economic strategies of the Falkland Islands Government;*
2. *To take what further steps are required to ensure the successful development of businesses and a positive business environment in the Falkland Islands.*

- 3.2 The Corporate Plan also contains the following objectives that are relevant to the work of the Business Development Team and the Green Business Programme:

1. *Lead in supporting and facilitating a Green Economy for the Falkland Islands;*
2. *Stimulate capital investment and build resilience in key sectors by providing assistance, incentives, and projects;*

3. *Lead in identifying new opportunities and removing barriers to economic growth;*
4. *Focus on supporting the development of a sustainable Camp economy;*
5. *Maintain a positive and collaborative relationship with FIG and key business associations to ensure coordination and a common purpose, acting as an advocate for the private sector;*
6. *Ensure FIDC is a credible, productive, capable, and effective economic delivery vehicle for the Falkland Islands; and*
7. *Provide excellent business support, advice and mentoring across traditional, emerging, and new industries of the economy.*

4.0 SUMMARY OF IMPLICATIONS

- 4.1 Financial: None for the purposes of this paper.
- 4.2 Legal: None for the purposes of this paper.
- 4.3 Human Resource: None for the purposes of this paper.

5.0 BACKGROUND

- 5.1 The Green Business Programme was first launched on the 1st July 2023 alongside a streamlined client intake and application process.
- 5.2 The total environmental grant and loan budget for 2025-2026 is £253,794, with £204,127 in the Green Grant budget and £49,667 in the Green Loan budget. This was the remaining funds carried over from the 2024-2025 financial year.
- 5.3 In November 2025, it was agreed that £60,000 would be moved from the Green Loan budget to the Green Grant budget, due to funds in the Green grant Budget being close to being exceeded.

6.0 REVIEW OF BUSINESS DEVELOPMENT TEAM ACTIVITY JULY-DECEMBER 2023

- 6.1 The Business Development Team report on activity for every FIDC Board meeting, which covers the previous two (2) month period. For the purpose of this paper, a review of the period from July – December 2025 was conducted.
- 6.2 In the period July – December 2025, FIDC received a total of 143 new enquiries, of which 68% of these were Stanley-based, and the remaining 32% from rural (Camp) clients. These represented 113 new clients with 30 returning with secondary and/or tertiary enquiries as of the 1st July 2025.
- 6.3 Of the total new enquiries to FIDC, 100% of all enquiries received a response within 1-2 working days, and 85% had a same day response.

6.4 The following indicates current client activity and progress (note these include packages of support):

- 5 client enquiries successfully moved to loan and approved
- 51 client enquiries successfully moved to grants and approved
- 33 clients fully paid out
- 1 approved application withdrawn by client as no longer needed
- 26 clients are within drawdown period of loan or grant funding
- 53 clients are considered active
- 90 clients are considered closed
- 3 clients withdrew their applications for finance

6.5 The types of enquiry received from July – December 2025 is detailed in the table below. This table includes packages of support where appropriate. In total there were 203 types of support enquired about over the period.

Domestic Thermal Efficiency Grant	23/203	11%
Commercial Thermal Efficiency Grant	3/203	1%
Rural Energy Grant	21/203	10%
Water Grant	5/203	2%
Rural Energy Additional Generation	0/203	0%
Domestic Thermal Energy Grant	5/203	2%
Commercial Thermal Energy Grant	2/203	1%
Domestic Electric Safety Grant	9/203	4%
Professional Fees Grant	22/203	11%
Electrical Vehicle (EV) Grant	1/203	1%
Green Loan – Commercial	0/203	0%
Green Loan – Personal	2/203	1%
Business Development Grant	0/203	0%
Business Advice	45/203	22%
Business Plan Assistance	11/203	5%
Business Loan	13/203	6%
Small Business Support Grant	14/203	7%
EV Charging Infrastructure Grant	1/203	1%
Environmental Consultancy Grant	0/203	0%
Social Media and Marketing Advice	20/203	10%
Trade Delegation Grant	6/203	3%

6.6 42% of all client enquiries (60/143) over the period related to the Green Business Programme with 3 clients returning with secondary or tertiary enquiries. 71 individual green loans and grants were enquired about in total by 60 clients. The types of enquiries related to the Green Business Programme are detailed in the below table:

Domestic Thermal Efficiency Grant	23/71	35%
Commercial Thermal Efficiency Grant	3/71	2%
Rural Energy Grant	21/71	30%
Water Grant	5/71	7%
Rural Energy Additional Generation Grant	0/71	0%
Domestic Thermal Energy Grant	5/71	7%
Commercial Thermal Energy Grant	2/71	3%
Domestic Electric Safety Grant	9/71	13%
Electric Vehicle (EV) Grant	1/71	1%
Green Loan – Commercial	0/71	0%
Green Loan – Personal	2/71	3%
EV Charging Infrastructure Grant	1/71	1%
Environmental Consultancy Grant	0/71	0%

6.7 Of these enquiries relating to the Green Business Programme, 25 clients progressed onto successful applications for financial support, which related to 33 grants and loans (due to combination funding).

- 9 x Domestic Thermal Efficiency Grant
- 2 x Commercial Thermal Efficiency Grant
- 1 x Commercial Thermal Energy Grant
- 1 x Domestic Thermal Energy Grant
- 8 x Rural Energy (phase 1 & 2) Grant
- 5 x Domestic Electricity Safety Check & Improvement Grant
- 1 x Electric Vehicle (EV) Grant
- 3 x Developing Camp Water Systems Grant
- 3 x Green Loan

6.8 As of the 31st December 2025, 65% of the environmental grants and loans budget has been allocated. This is £145,156 in allocated grant funding (71% of the Green Grant budget) and £19,413 in loans (39% of the Green Loan budget).

6.9 The Business Development Team have progressed 60 individual grant, loan and extension to existing terms applications over the first 6 months of the financial year to the relevant approval body. With 34 (57%) related to the Green Business Programme.

6.10 The Business Development Team has continued to see an increase in the number of clients seeking business advice often leading to assistance with business planning and accessing finance.

- 6.11 There are currently 53 clients still considered active, where the Business Development Team is continuing to work with the clients on developing proposals, providing continued support or awaiting quotes from suppliers to advance applications.
- 6.13 Of the 71 Green Business Programme enquiries, one (1%) withdrew their approved application for finance.
- 6.14 59% of enquiries related to the Green Business Programme were from businesses and individuals living in Camp, and 41% were from Stanley.
- 6.15 The Business Development Team are working on a schedule of rural visits in the first quarter of 2026, with visits to businesses operating on East and West Falklands, and the Outer Islands. Any rural businesses looking to have a Business Development Officer visit in the near term, please contact FIDC directly either at reception@fidc.co.fk, or by calling +500 27211.

7.0 CLIENT SATISFACTION SURVEY

- 7.1 The FIDC Client Satisfaction Survey ran from 6 – 20 January 2025, and was targeted at all clients who had engaged with FIDC over the period January – December 2025. The full results are published in the Open section of this FIDC Board meeting.