

From: Surya Iacono [mailto:s.iacono@guardhouseproductions.com]
Sent: 10 October 2016 13:34
To: fiona.hyslop.msp@parliament.scot; Allan McQuade; [redacted];
Paul.lawrence@edinburgh.gov.uk; frank.ross@edinburgh.gov.uk; [redacted]@creativescotland.com
[redacted]
Subject: Film and Television Studios- Guardhouse Studios

10.10.2016

Dear Minister Hyslop,

On behalf of our entire Guardhouse Studios team around the world, thank you for your time and consideration on this matter.

We have attached a letter with regards to our proposed international film studios that we would like to build in Scotland, within Edinburgh's jurisdiction.

Very Kind Regards,

Ms. Iacono

--

Surya Iacono
President
Guardhouse Productions
s.iacono@guardhouseproductions.com
Mobile [redacted]
SKYPE: [redacted]
Guardhouse Productions on Facebook/LinkedIn
Guardhouse Pro on Twitter @guardhouse

* * *

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Fiona Hyslop MSP
Cabinet Secretary for Culture, Tourism and External Affairs
59 West Main Street
Whitburn
West Lothian
EH47 0QD

7 October 2016

Dear Minister,

I am an Executive Director of Guardhouse Studios, a company established to develop and operate a world-class film & television production facility in Scotland. We have recently incorporated in Scotland as Guardhouse Studios Ltd (reg. no. 545285). In recognition of your role as the Minister for Culture, Tourism and External Affairs and your publicly stated aim to attract, evaluate, and secure a major Film and TV production facility in Scotland, we thought it appropriate to write to you formally and introduce ourselves and our plans for fulfilling this exciting opportunity. You likely are already aware of our requirement and ongoing dialogue via both City of Edinburgh Council and Scottish Enterprise.

First and foremost, our motivation is to build a thriving operation that is competitive with any studio in the world, and which serves as an anchor for the future growth of Scotland's already strong, but underserviced creative sector.

But why us, and why Scotland, you might ask? Simple. We are committed exclusively to the creative enterprise of film & TV. Perhaps in contrast to other initiatives currently seeking statutory consents and ministerial approval, we are not real estate developers randomly exploiting a film studio initiative to enable more profitable land deals in other sectors. Our core team consists of an accomplished mix of US-based film, television, and global business professionals whose sole goal is to empower the making of on-screen magic. We have significant equity and debt backers to our operation, all of which has been presented in detail to Scottish Enterprise. The success of the studio, with its resultant direct and indirect economic benefits, is our only priority and will receive our full attention. Scotland offers a tremendous array of strategically and intrinsically desirable qualities that make it ideal for a studio location. It's quite a wonderful place, and after a considerable due

diligence review, we are satisfied that a full service film and television production facility should come here to compliment and benefit from the people, incredible scenery, and hopefully support of local and national Government. Our investors are very keen on seeing evidence of the latter.

We are prepared to invest roughly US\$70 million (circa £50 million) to establish the facilities in Edinburgh, and we are prepared to begin development immediately upon approval from the relevant statutory bodies. To date, we have received a strong letter of support for our proposal from the City of Edinburgh Council.

We have a strategic plan that we and our investors are confident will make Edinburgh a strong competitor to the other production centers around the world, with positive knockon effects for the local economy including job creation, tax revenue, and the stimulating benefits of a thriving creative economy.

While we are exploring several site options, the most promising is at Heriot Watt University. The site is highly suitable for film production, and has no obvious development constraints. Furthermore it affords an interesting partnership opportunity with the University, of creating a film program to help develop the local skilled creative labor force. Speaking of the labor force, conservatively estimated, our project will create between seventy to eighty full-time permanent jobs in the first two to three years of operations, with an additional estimated sixty or so full-time contract positions. Add to these estimates potentially one to two hundred more part-time and/or temporary positions (annualized basis) servicing the third-party productions utilizing the facilities, and it becomes an increasingly attractive jobs-creation opportunity. It is also worth noting that large proportion of these jobs will be of middle to senior-level roles, including executive-level positions.

I understand the demands on your time are great, so I will close by offering to make myself available to answer questions or provide more detailed information to you about our business plans, investor backing, educational cooperation with the university, or any other details that may aid in your evaluation- and decision-making processes.

On behalf of the entire Guardhouse Studios team, I thank you for your consideration and I very much look forward to discussing the proposal with you in more detail.

Yours faithfully,

Matthew B. Murrell

Chief Business Officer & Head of Government Relations

[redacted]

m.murrell@guardhousestudios.com

CC Allan McQuade, Director of Business Infrastructure, SE

[redacted], Scottish Enterprise

Councillor Frank Ross, City of Edinburgh Council

Paul Lawrence, Executive Director of Place

From: [redacted] <[redacted]@gov.scot>

Sent: 26 October 2016 17:51

To: Bowman K (Katy) <Katy.Bowman@gov.scot>

Cc: [redacted] <[redacted]@gov.scot>; [redacted] <[redacted]@gov.scot>; [redacted] <[redacted]@gov.scot>; Cabinet Secretary for Culture, Tourism and External Affairs <CabSecCTEA@gov.scot>

Subject: C20160033552

Katy

PS minute and letter attached, which I forwarded to PO from MACCS.

[redacted] Happy to amend as you see fit though.



C20160033552.rtf



F20160033552 -
Guardhouse Res...



S20160033552 -
Guardhouse.pdf

Thanks

[redacted]

From: [redacted] <[redacted]@gov.scot>
Sent: 07 November 2016 16:38
To: [redacted] '<[redacted]@scotent.co.uk>; 'Allan McQuade (allan.mcquade@scotent.co.uk)' <allan.mcquade@scotent.co.uk>
Cc: [redacted] <[redacted]@gov.scot>; [redacted] <[redacted]@gov.scot>
Subject: RE: Guardhouse

Hi [redacted], Allan,

Here is the signed copy which went to Matthew Murrell's email address:



Letter - Ms
Hyslop - Guardh...

Kind regards
[redacted]

From: [redacted] [mailto:[redacted]@scotent.co.uk]
Sent: 07 November 2016 16:28
To: [redacted]
Subject: Guardhouse

Hi [redacted]

For our records could you please forward a copy of the final version of the letter as sent to Guardhouse? Allan McQuade keen to see.

Kind Regards
[redacted]

From: [redacted] @gov.scot
Sent: 26 October 2016 17:09
To: [redacted]
Cc: [redacted] @gov.scot
Subject: F20160033552

Hi [redacted]

As discussed, grateful if you can take a look and advise if anything's amiss?

<< File: F20160033552.doc >>
Thanks

[redacted]

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Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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A Sunday Times 100 Best Not-For-Profit Organisation to Work for 2016

Head office and contact details:

Atrium Court
50 Waterloo Street
Glasgow
G2 6HQ
Tel: [redacted]
Fax: [redacted]

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T: 0300 244 4000
E: scottish.ministers@gov.scot

Mr Matthew Murrell
Email: m.murrell@guardhousestudios.com

Our ref: 2016/0033552

28th October 2016

Dear Mr Murrell

Thank you for your letter on the 11th of October in which you offer to provide more detailed information in terms of Guardhouse Productions' business plans and investor backing.

I understand that you have engaged with officials from Scottish Enterprise concerning the development of a business plan for your proposed new venture. I also understand from Scottish Enterprise officials that you are considering applying for Regional Selective Assistance, which is of benefit to inward investment in Scotland. I am sure that Scottish Enterprise have already outlined the requirements of the process and the requirement for any public sector support to comply with EC rules on State Aid. At this stage, Scottish Enterprise is best placed to support you to deliver on your ambitions.

We and our public bodies, including Scottish Enterprise and Creative Scotland, are working hard to deliver effective support to the screen industry in Scotland and fully understand the benefits that this can bring in terms of investment in our economy, building new skills and creating jobs.

I wish you well in the development of your business plan with the support of Scottish Enterprise and look forward to hearing more about your progress in the future.

Kind regards
Fiona Hyslop

FIONA HYSLOP

From: [redacted]
Sent: 11 October 2016 10:29:57
To: Ministerial Correspondence Unit
Subject: FW: Film and Television Studios- Guardhouse Studios
Attachments: Guardhouse Studios Introduction to Fiona Hyslop 10.10.16.pdf
MCU,

Can this go on the MACCS system please?

Regards,

[redacted]

Office of Fiona Hyslop, Cabinet Secretary for Culture, Tourism and External Affairs
Scottish Government, Room 2N.15, St Andrew's House, Regent Road, Edinburgh,
EH1 3DG | 0131 244 1653 | www.gov.scot<<http://www.gov.scot>>

From: Hyslop F (Fiona), MSP [<mailto:Fiona.Hyslop.msp@parliament.scot>]
Sent: 11 October 2016 09:20
To: Cabinet Secretary for Culture, Tourism and External Affairs
Subject: FW: Film and Television Studios- Guardhouse Studios
From: Surya Iacono [<mailto:s.iacono@guardhouseproductions.com>]
Sent: 10 October 2016 13:34
To: Hyslop F (Fiona), MSP; McQuade Allan; [redacted];
Paul.lawrence@edinburgh.gov.uk<<mailto:Paul.lawrence@edinburgh.gov.uk>>;
frank.ross@edinburgh.gov.uk<<mailto:frank.ross@edinburgh.gov.uk>>;
[redacted][@creativescotland.com](mailto:[redacted]@creativescotland.com)<[mailto:\[redacted\]@creativescotland.com](mailto:[redacted]@creativescotland.com)>
[redacted]
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Surya Iacono

President

Guardhouse Productions

s.iacono@guardhouseproductions.com<<mailto:s.iacono@guardhouseproductions.com>>

>

Mobile [redacted]

SKYPE: [redacted]

Guardhouse Productions on Facebook/LinkedIn
Guardhouse Pro on Twitter @guardhouse

* * *

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Fiona Hyslop MSP
Cabinet Secretary for Culture, Tourism and External Affairs
59 West Main Street
Whitburn
West Lothian
EH47 0QD

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Yours faithfully,

Matthew B. Murrell
Chief Business Officer & Head of Government Relations
[redacted]
m.murrell@guardhousestudios.com
CC Allan McQuade, Director of Business Infrastructure, SE
[redacted], Scottish Enterprise
Councillor Frank Ross, City of Edinburgh Council
Paul Lawrence, Executive Director of Place