

Tel: 01685 352739  
Fax: 01685 352742  
enquiries@mitchellmeredith.co.uk  
www.mitchellmeredith.co.uk



The Orbit Business Centre  
Rhydycar Park  
Merthyr Tydfil  
CF48 1DL

Our Ref: IRM/KW

18<sup>th</sup> January 2011

Private and Confidential  
Mr Phil Burkhard  
Heads of the Valleys Innovation Programme Manager  
Orbit Business Centre  
Rhydycar Business Park  
MERTHYR TYDFIL  
CF48 1DL

Dear Phil

I am writing in response to your proposals for continued funding of HOVIP and the application which is currently being considered.

As you know, we have been closely involved with HOVIP for the last two years and have been actively involved in many of its programmes, business awards and seminars.

It is safe to say that without the initiative and encouragement of HOVIP, our business would not have settled and prospered within the Merthyr Tydfil community as much as it has done.

As you are aware, we decided to establish an entirely new arm to our business in April 2009. This was a new venture requiring new initiative and skills, and all of my colleagues depended heavily upon the support provided by HOVIP.

The impact which HOVIP has had on our business is far more wide ranging than this though. We are in constant contact with a wide ranging cross section of businesses throughout the Valleys, all of whom to a lesser or greater extent require the services and skills provided by HOVIP. This is not a short term initiative, and only now are our clients beginning to realise the benefits that are offered by HOVIP and the very real impetus it can bring to the increasing profitability of their businesses.

As a company, HOVIP has our whole hearted support. As an initiative, it would be a crying shame to see the rug pulled from underneath so many enterprising ventures who are working with, and putting their faith in, HOVIP. We have had a presence in the South Wales Valleys for over twenty years. For too long businesses expected help, encouragement, and handouts to establish themselves. This attitude has now changed, and whilst businesses flourish from the help provided by HOVIP, they are no longer so dependant on free hand outs and are learning to help themselves. Businesses in the Valleys realise that they need to help themselves to flourish, but the added discipline and direction which HOVIP provides is invaluable in making sure that these businesses stand on their own two feet.

Offices also at:  
Brecon  
Llandrindod Wells  
Newtown

Mitchell Meredith is the trading name of Mitchell Meredith Business Support Services Limited  
Company No 06822828. Vat. Reg No: 972 9766 55  
Registered in England and Wales.  
Registered Office:  
The Exchange, Fiveways, Temple Street, Llandrindod Wells, Powys, LD1 5HG

We cannot emphasize enough how important we feel the presence of HOVIP in the South Wales Valleys is to the continued support and success of Welsh businesses. There is no realistic alternative, and to reduce this support after devoting so much time, money and energy would send out all the wrong messages to businesses who are investing in the future.

I do hope that your application is dealt with the respect and encouragement that it deserves, and I look forward to working along side you in the future, and for years to come.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Ian Mitchell', written in a cursive style.

Ian Mitchell  
For and on behalf of Mitchell Meredith

