

Response to the Green Paper 'Building our Industrial Strategy'

The National Heritage Science Forum (NHSF) welcomes the opportunity to respond to the Government's proposals to build a modern industrial strategy for the UK. The NHSF brings together 20 of the leading heritage science organisations in the UK. These organisations are heritage organisations, universities and conservation bodies (www.heritagescienceforum.org.uk/members); they include both producers and users of heritage science research. NHSF was established in 2013 in response to a House of Lords Science and Technology Committee inquiry into Science and Heritage. NHSF represents research and practice. It is currently working to formalise its relations with companies and SMEs with the potential to become the industry's special interest group, a term used here to describe non-governmental groups with a special interest in areas or issues in which government is involved.

Q1 Does this document identify the right areas of focus: extending our strengths; closing the gaps; and making the UK one of the most competitive places to start or grow a business?

NHSF supports the view that the focus on extending our strengths, closing the gaps and making the UK one of the most competitive places to start or grow a business, provides a sound framework for the development of policy to achieve economic growth and improved living standards.

However, NHSF is also of the view that the Strategy would benefit from additional focus on how to achieve join-up across government departments, and subsequently cross-industry policy that is developed to deliver the Strategy.

The heritage industry contributes £21.7 billion or 2% of national GVA (Historic England, *Heritage and the Economy*, September 2016). The heritage industry is geographically distributed, spreading the value of skills, jobs, investment, innovation and engagement across the UK to both rural and urban communities. The heritage industry is also diverse in its composition, encompassing organisations that are responsible for historic buildings, archaeology, collections, landscapes and intangible and digital heritage; consultants, practitioners and businesses that provide services (e.g. protection, interpretation, management, conservation, restoration, advice, maintenance, skills development and training); manufacturers and producers that create products (used to deliver services) and researchers and developers involved in research and innovation. Many heritage businesses are SMEs that contribute particularly to the resilience of the UK economy.

The heritage industry is of particular value to international diplomacy, policy and relationship building, especially post-Brexit. The Portland Soft Power index (in which the UK was ranked second in 2016) includes heritage and culture as strengths of the UK, stating "there is no dearth of soft power strengths in the UK's assets, strong government, vibrant culture, considerable heritage and history, and strong digital capacity make the UK one of the most admired nations in the world". The UK's knowledge and expertise is highly regarded and sought after overseas as evidenced by the partnership between UKTI (now the Department of International Trade) and Museums Association to help UK companies promote their business internationally.

For the heritage industry to maximise its contribution to the UK's economic growth and prosperity, government will need to ensure universal agreement across all Whitehall departments and a commitment to work together on policy development and implementation.

Q2 Are the ten pillars suggested the right ones to tackle low productivity and unbalanced growth? If not, which areas are missing?

NHSF is not responding to this question

Q3 Are the right central government and local institutions in place to deliver an effective industrial strategy? If not, how should they be reformed? Are the types of measures to strengthen local institutions set out here and below the right ones?

Government will need to put in place the infrastructure for Whitehall departments to work together effectively to deliver policies that provide cross-departmental support for the heritage industry.

The Department for Culture Media and Sport, Department for Business Energy and Industrial Strategy, Department for Environment Food and Rural Affairs, Department of Education, Department for Communities and Local Government and the Department of Health all have roles to play. A model we recommend is the August 2015 consultation paper on the government's new strategy for sport

(https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/450712/1619-F_Sports_Strategy_ACCESSIBLE.pdf). Led by DCMS, it was endorsed by Ministers from across government, including the Department for Culture Media and Sport, Department of Health, Department for Education, HM Treasury, Department for Business Innovation and Skills (now BEIS), Department for Communities and Local Government, Government Equalities Office, Department for Work and Pensions and the Foreign & Commonwealth Office.

For research and innovation, the establishment of the UKRI is a crucial opportunity that must be grasped to rethink the value of cross-disciplinary research and innovation, particularly how it can contribute to the development of STEM skills and knowledge in the challenging non-STEM application domain of heritage.

Maximising the contribution of the heritage industry to the economy across the UK will require cross-government working and policy support. Non-departmental public bodies some of which are also recognised as Public Sector Research Establishments such as Historic England, can also play a vital role in helping government departments the Industrial Strategy for the heritage industry.

Q4 Are there important lessons we can learn from the industrial policies of other countries which are not reflected in these ten pillars?

NHSF is not responding to this question.

- Pillar 1: Investing in science, research and innovation
- Q 5 What should be the priority areas for science, research and innovation investment?

The heritage industry includes organisations that are responsible for historic buildings, archaeology, collections, landscapes and intangible and digital heritage; consultants, practitioners and businesses that provide services (e.g. protection, interpretation, management, conservation, restoration, advice, maintenance, skills development and training); manufacturers and producers that create products (used to deliver services) and researchers and developers involved in research and innovation.

Heritage science is the application of science, engineering and technology to cultural heritage to improve understanding, management and engagement. Heritage science research and innovation is carried out across the heritage industry in research institutions, heritage institutions particularly those recognised as Public Sector Research Establishments or Independent Research Organisations, universities and in industry.

Heritage science is a priority area for investment in research and innovation. It is an area in which the UK is world-leading and, as with many other sectors of the economy, the heritage economy is dependent on investment in science, research and innovation to grow and prosper.

Heritage science research benefitted from EU funding of €121.27 million between 1998-2014 (FP5, FP6, FP7). Between 2008-2013 the EU contribution to UK institutions was €4,877,197 and funding from UK research councils was £21,944,730. From 2014 to date the EU Horizon 2020 contribution to heritage science research has been €104,681,011 of which UK institutions have been awarded €14,812,822. Post-Brexit there is considerable risk that investment in heritage science research will fall dramatically as a consequence of lack of access to EU funded programmes. This is a particular concern given a direction of travel in the UK towards a reduced Research Council pot with funding channelled towards Grand Challenge funding, and given the limited absorption capacity of heritage science for large projects.

NHSF welcomes the protection of the public science budget. We recommend also that government demonstrates it support for heritage research by buying into EU Horizon 2020 Framework Programme 9 and their successors after withdrawal from the EU to enable continuing access for UK research institutions to EU funded transnational projects. There is also the need to develop capability/infrastructure where the UK has, to date, depended on access to European equipment.

Furthermore, heritage science should be a priority area of research in future joint research programmes established with non-EU countries, not least because it delivers STEM skills and expertise in an area of application that also builds international relationships (cultural diplomacy). A pertinent example is the Norway grants scheme, where the country has selected cultural heritage research as a priority field of research. By prioritising heritage science research in the UK, the UK would build on world-leading strength in the field and develop the opportunities to become the goto partner to gain access to knowledge and expertise in heritage science in non-EU countries.

Q6 Which challenge areas should the Industrial Challenge Strategy Fund focus on to drive maximum economic impact?

Heritage science should be a challenge area for focus by the Industrial Challenge Strategy Fund. The other Challenge areas are all intensely science and engineering led, while heritage science provides an efficient link with arts, humanities and social science, which is essential to grow important UK industries such as heritage industries, creative and arts industries.

Drawing on the (UK) National Heritage Science Strategy

(http://www.heritagescienceforum.org.uk/what-we-do/national-heritage-science-strategy) and the Strategic Research Agenda of the JPI Cultural Heritage (http://www.jpi-culturalheritage.eu/about-us-2/strategic-research-agenda/), the following are examples of key future heritage science research areas.

- Improving understanding of cultural heritage through collaborations and the development of new and better investigative methods.
- Improving preservation of the historic environment and conservation practice, identifying sustainable measures such as low energy methods of environmental control.
- > Supporting research into mechanisms and rates of material decay to feed cost benefit management of the heritage sector and, export sector knowledge to other industrial contexts and create synergies that benefit other industries.
- Addressing the impact of climate change on cultural heritage (including the UK's historic building stock) and research into how to understand vulnerabilities as well as protect and support heritage (tangible, intangible and digital).
- Connecting people with heritage through research that enables people and communities to connect to heritage, with implications for the creative, tourism and transport industry, the social and cultural capital generated, issues of sustainability and addressing developments in technology and cultural heritage in a digital age.
- Research into safeguarding against, and addressing, loss of heritage due to armed conflict. Through research the UK has also developed world leading practice and application of technologies and are considered leaders in this field (see projects being supported by the recently established DCMS/British Council Cultural Protection Fund https://www.britishcouncil.org/arts/culture-development/cultural-protection-fund).

Q7 What else can the UK do to create an environment that supports the commercialisation of ideas?

The proposals in the Green Paper for increased R&D funding to expand Higher Innovation Funding and Knowledge Transfer Partnerships are welcome, as is the suggestion that funding streams could be created that could be accessed by clusters that are led by business or universities. In each case it is important that these funding streams are accessible by both large and small organisations.

Secondly, we suggest that publicly funded bodies should be encouraged to make their data more open and accessible (see also the UK Digital Strategy published recently by DCMS). Museums and other publicly funded heritage and research organisations should receive policy support to open up assets such as images and research datasets. Although public bodies are increasingly reliant on supplementing diminishing core funding through commercialisation of assets, increasing the opportunities and appetite for commercialisation through partnerships with companies, SMEs and other models would serve well the holders of such assets, the research community and business.

Thirdly, open data repositories need to be built that are suitable for highly diverse data sets such as that produced by heritage science. There is currently no provision for effective sharing of highly heterogeneous research data that would support commercialisation and heritage science could be used as a test-bed to develop such repositories.

Finally, the importance of the mobility of scientists and engineers across Europe is of exceptional importance to support the commercialisation of ideas and the UK needs to create and environment that maintains this. For the UK to be able to maintain its Global Talent Index

(https://www.slideshare.net/Management-Thinking/global-talent-index-2011-2015) mobility of researchers is crucial. This is especially important in view of the UK punching well above its weight in relation to its research activity and comparatively low investment into R&D (https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/263729/bis-13-1297-international-comparative-performance-of-the-UK-research-base-2013.pdf).

Q8 How can we best support the next generation of research leaders and entrepreneurs?

Just as today's research and entrepreneurship is connected and cross-disciplinary, so too must policy be developed across disciplines and Whitehall departments.

Government is recognised as a powerful enabler of research and innovation when it develops the right policies such as the DCMS-led *Sporting Future: A New Strategy for an Active Nation* (December 2015). Siloed polices cannot serve cross-disciplinary fields such as heritage science. Even in those departments leading on heritage science in different ways (DCMS, BEIS) there is separation, disconnect and an all too comfortable familiarity with working independently. We wish to applaud again the support within Whitehall department of *Sporting Future* as an example of how government can work together on strategy development and policy.

Q9 How can we best support research and innovation strengths in local areas?

Many heritage conservation companies are based locally. Supporting such companies, through building local research and innovation strengths not only builds resilience in the heritage industry but also contributes to a fairer distribution of wealth in the UK. National and regional universities of standing can be enabled to act as local hubs of knowledge and skills drawing together all aspects of the heritage industry: research, innovation and practice for which an appropriately distributed scientific, engineering and technological infrastructure is needed to give strength to local, regional and national networking thus extending the UK's leadership in the global heritage economy.

Pillar 2 Developing Skills

Q10 What more can we do to improve basic skills? How can me make a success of the new transition year? Should we change the way that those resitting basic qualifications study, to focus more on basic skills excellence?

NHSF is not responding to this question

Q11 Do you agree with the different elements of the vision for the new technical education system set out here? Are there further lessons from other countries' systems?

The strategy to develop skills through technical education would be particularly suitable for the heritage industry as heritage science, as the underpinning disciplines, are science, engineering and technology leading a field of applied research that is focussed on social science questions.

We do not recommend the German model of vocational education and training as it is too rigid and thus not suitable to grow skills in the UK, where training relies on a freer choice of career pathways.

Q12 How can we make the application process for further education colleges and apprenticeships clearer and simpler, drawing lessons from the higher education sector?

NHSF is not responding to this question

Q13 What skills shortages do we have or expect to have, in particular sectors or local areas, and how can we link the skills needs of industry to skills provision by educational institutions in local areas?

The National Heritage Science Strategy evidence report 'Understanding capacity in the heritage science sector' highlights skills shortages in materials analysis, materials degradation mechanisms, and in understanding how historic buildings operate and perform (with respect to energy efficiency), digital skills and the use of data (large or complex data sets), as well as a range of niche technical skills and those that support working beyond disciplinary boundaries.

Of equal concern to specific areas of skills shortage is the reported difficulty in recruiting people to positions (such as conservation scientists or materials analyst posts) who have the mix of analytical and experimental competence, combined with suitable experience and knowledge of heritage issues.

It is the need to develop people with cross-disciplinary skills and with the ability to apply those skills in practical contexts and in business that is essential now to the heritage industry.

The Icon National Conservation Education & Skills Strategy (https://icon.org.uk/what-is-conservation/ncess), which underpins the development of skills required in conservation SMEs and the conservation industry, more specifically has a part to play – addressing skills development from the novice to expert scale.

Professional workplace Apprenticeships and formalised placements within industry and the wider industry are other methods of helping to address the requisite skills and knowledge. Some work needs to be done on developing formalised Accreditation routes here – but there is much opportunity and appetite for this, as evidenced by the Trailblazer work in progress (for example, the Historic Environment Practice Trailblazer led by Historic England and a consortium of other employers).

A third model of how we can link the skills needs of the heritage industry to the provision by universities exists in SEAHA (the EPSRC Centre for Doctoral Training in Science and Engineering in Arts, Heritage and Archaeology, http://www.seaha-cdt.ac.uk/). Working with heritage and industry partners, SEAHA students create, innovate or use sensors, instrumentation, imaging, digital and creative technologies to improve our understanding of heritage, to develop science and engineering capabilities and to benefit the economy.

Q14 How can we enable and encourage people to retrain and upskill throughout their working lives, particularly in places where industries are changing or declining? Are there particular sectors where this could be appropriate?

'Heritage' is everywhere in the UK. Taking just one sub-section of the heritage industry, over 99% of the population (of England) live within one mile of a listed heritage building or place (Historic England, *Vital Statistics*, 2015 – 99.3% of England's population live within one mile of a designated asset).

The heritage industry provides opportunities for people to retrain and upskill throughout their working lives.

Heritage employers are working together on the development of the Historic Environment Practitioner (apprenticeship standard), (see the newly established Institute for Apprenticeships for further information on Trailblazers https://www.gov.uk/government/organisations/institute-for-apprenticeships). But there is a need also to recognise that most of the people who will be in work in ten years' time are already in work, so if we want to make a quantum leap in our capacity for science and innovation, the key short and medium term questions revolve around the adaptability of the existing workforce. This Green Paper says relatively little about the existing workforce. We should not focus all of our efforts on long-term initiatives to address basic skills in the future workforce but must accept that even highly educated and skilled people need to retrain if the Industrial Strategy is to be delivered. Abolishing the cap on HE funding to allow people to obtain funding for second and third degrees would enable and encourage this latter group to retrain.

Volunteering is another opportunity. It is a significant area of growth and one that can attract funding. National Trust volunteer numbers in England, Wales and Northern Ireland have nearly doubled since 2002, increasing from 34,480 in 2002/03 to over 62,000 in 2014/15 (National Trust, *National Trust Annual Report. 2014/15*, 2015). Heritage is an ideal field to engage with formalised volunteering initiatives and associated training throughout the UK in rural and urban areas.

Pillar 3 Upgrading infrastructure

Q15 Are there further actions we could take to support private investment in infrastructure?

NHSF is not responding to this question

Q16 How can local infrastructure needs be incorporated within national UK infrastructure policy most effectively?

The UK must create and develop new infrastructure as well as upgrade infrastructure in order to continue to be world leading and competitive. Furthermore, if that infrastructure is to support industrial growth in sectors across the UK including novel industries such as heritage science, it should be thought of more broadly than traditional built infrastructure such as road and rail.

The UK heritage industry is itself an infrastructure that requires investment (e.g. into heritage assets) so that it can continue to attract heritage tourism to the UK. Over 10 million holiday trips are made by overseas visitors to the UK each year, with 4 in 10 leisure visitors citing heritage as the primary motivation for their trip to the UK – more than any other single factor (Heritage Lottery Fund, *Investing in Success*, March 2010). Heritage tourism is a £12.4 billion a year industry. This is the annual amount spent not just at heritage attractions (for example the cost of entrance to a historic site or in a museum shop) but also the broader amount of spending that can be reasonably said is 'motivated' by the desire to visit heritage attractions (for example visiting a restaurant or staying at accommodation in heritage sites, (Heritage Lottery Fund, *Investing in Success*, March 2010). In 2013, research by Deloitte estimated that UK tourism would grow by 3.8% a year until 2018 – faster than manufacturing, construction and retail; one third of the value of tourism in the UK relates to heritage (Visit Britain TNS, *Valuing Activities*, October 2015; Historic England, *Heritage and the*

Economy, 2016). A strong local (regional) infrastructure for heritage will be of particular value to regions where there is not just economic hardship but loss of social cohesion.

The heritage science sector of this heritage industry, needs to be supported by infrastructure that is a mechanism for bringing distributed systems and resources together, be they physical centres, skills and knowledge, or technological. The emerging European Research Infrastructure for Heritage Science is an example to be built on in future years. The preparatory phase of this eight year initiative was launched at the end of March 2017 (http://www.e-rihs.eu/). Participants from 16 European countries, including a UK National Hub, will develop the scientific, organisational, training and legal aspects of the distributed infrastructure to support heritage science research. Good geographical distribution (regional) of the heritage science research infrastructure will be critical to heritage industry SMEs who need access to research but do not have the means to develop or maintain research groups.

Q17 What further actions can we take to improve the performance of infrastructure towards international benchmarks? How can government work with industry to ensure we have the skills and supply chain needed to deliver strategic infrastructure in the UK?

NHSF is not responding to this question

Pillar 4 Supporting businesses to start and grow

Q18 What are the most important causes of lower rates of fixed capital investment in the UK compared to other countries, and how can they be addressed?

NHSF is not responding to this question

Q19 What are the most important factors which constrain quoted companies and fund managers from making longer term investment decisions, and how can we best address these factors?

NHSF is not responding to this question

Q20 Given public sector investment already accounts for a large share of equity deals in some regions, how can we best catalyse uptake of equity capital outside the South East?

NHSF is not responding to this question

Q21 How can we drive the adoption of new funding opportunities like crowdfunding across the country?

NHSF is not responding to this question

Q22 What are the barriers faced by those businesses that have the potential to scale-up and achieve greater growth, and how can we address these barriers? Where are the outstanding examples of business networks for fast growing firms which we could learn from or spread?

Recognition of, and policy support for, the heritage industry will strengthen its elements i.e research, innovation and practice, build on existing links and enable them to scale-up and achieve greater growth.

Examples of links across the heritage industry exist. Within heritage science the SEAHA programme alone has 37 industrial partners whose technologies and services are being tested in research environments and who are not only developing expertise within their own businesses but also contributing to the development of new research talent. Our challenge is to uncover more of these links across the heritage industry, develop relationships and move beyond the long standing successful partnerships to recognition of the 'heritage industry' in which heritage science research and innovation can more readily be developed and exploited by businesses and where businesses contribute to increased productivity and growth.

The UK has an opportunity – post-Brexit – to establish a wider, more global reach for its heritage industry, particularly with the numerous significant Anglophone countries. Given the high level of cultural connectivity that exists, inward investment into the UK heritage industry may be relatively straightforward.

Pillar 5 Improving procurement

Q23 Are there further steps that the Government can take to support innovation through public procurement?

The UK led some very innovative procurement practices in the 2012 Olympics, and much of this good practice, available through the Olympic Learning Legacy, should be embedded wherever possible in different sectors.

The Industrial Strategy sees science and industry working more closely together, and for that reason the procurement policies the public sector adopts outside the EU will be critical for how science is commissioned, undertaken and delivered.

Of particular relevance to the heritage science sector is procurement in the built environment (most of which predates the second world war). Public procurement of construction cannot in future be narrowly confined to tenders for the provision of works or of services but should also support the inclusion of research elements if the objective of integrating research and industry more closely is to be given effect.

Good procurement is often hampered by a lack of detailed technical specification (due to lack of technical knowledge and expertise) and this could be improved through better engagement/integration of research and industry.

Q24 What further steps can be taken to use public procurement to drive the industrial strategy in areas where government is the main client, such as healthcare and defence? Do we have the right institutions and policies in place in these sectors to exploit government's purchasing power to drive economic growth?

Pillar 6 Encouraging trade and inward investment

Q25 What can the Government do to improve our support for firms wanting to start exporting? What can the Government do to improve support for firms in increasing their exports?

Government support for heritage as an industry, including recognition by the Department for International Trade and associated policy development will improve knowledge of the potential to export and the practical support to do so.

The UK has world-leading heritage expertise which is sought by governments and industry worldwide. The British Council has been supportive in promoting the role of culture in UK commerce (for example the recent (March 2017) British Council delegation of museum and conservation representatives to China to build stronger cultural links). Growth of the potential to export knowledge, expertise, techniques, services and equipment would be improved by Government promoting heritage itself as a sector. The heritage industry has a lot to offer both as a wealth creator, but also because of its existing global-leadership. In heritage science, engineering and technology, and associated skills training and knowledge exchange, our expertise is routinely sought internationally.

Q26 What can we learn from other countries to improve our support for inward investment and how we measure its success? Should we put more emphasis on measuring the impact of Foreign Direct Investment (FDI) on growth?

Whilst the UK is strong in heritage and heritage science human capital (and heritage assets, i.e. those underpinning UK tourism), it is less strong at producing the necessary scientific equipment and consumables.

Our large heritage market will need competitive access to goods produced overseas. Government recognition of the heritage industry and policy support will help to profile it as a place for continued inward investment. The list of SEAHA industry partners gives a flavour of global inward investment into heritage science studentships (of 33 industrial partners listed, 18 are based outside of the UK) which range from specialist companies producing sensors to global brands such as Philips.

Pillar 7 Delivering affordable energy and clean growth

Q27 What are the most important steps the Government should take to limit energy costs over the long term?

NHSF is not responding to this question

Q28 How can we move towards a position in which energy is supplied by competitive markets without the requirement for ongoing subsidy?

NHSF is not responding to this question

Q29 How can the Government, business and researchers work together to develop the competitive opportunities from innovation in energy and our existing industrial strengths?

NHSF is not responding to this question

Q30 How can the Government support businesses in realising cost savings through greater resource and energy efficiency?

NHSF is not responding to this question

Pillar 8 Cultivating world-leading sectors

Q31 How can the Government and industry help sectors come together to identify the opportunities for a 'sector deal' to address – especially where industries are fragmented or not well defined?

The heritage industry is already coming together and has had success at identifying, bringing together and working with business (industry) partners.

The role that government can play is to recognise heritage as an industry with a substantial economy and to devise policies that support the opportunities that exist for different parts of this industry to work together; a heritage sector deal would be a welcome development.

Following on from this, Government could, for example, organise trade fairs focusing on the heritage industry (akin to the recent event held for the Qatari delegation focused on the UK sport industry).

Q32 How can the Government ensure that 'sector deals' promote competition and incorporate the interests of new entrants?

NHSF is not responding to this question

Q33 How can the Government and industry collaborate to enable growth in new sectors of the future that emerge around new technologies and new business models?

NHSF is not responding to this question

Pillar 9 Driving growth across the whole country

Q34 Do you agree the principles set out above are the right ones? If not what is missing?

NHSF is not responding to this question

Q35 What are the most important new approaches to raising skill levels in areas where they are lower? Where could investments in connectivity or innovation do most to help encourage growth across the country?

NHSF is not responding to this question

Q36 Recognising the need for local initiative and leadership, how should we best work with local areas to create and strengthen key local institutions?

NHSF recommends building on the strengths of outstanding universities to act as the focus of regional hubs working with local institutions on innovation and enterprise. This could be linked to the European Research Infrastructure for Heritage Science.

Q37 What are the most important institutions which we need to upgrade or support to back growth in particular areas?

NHSF's response to this Green Paper has already made reference to the establishment of the UK Hub of the European Research Infrastructure for Heritage Science. Post 2020 (when the current EU funding comes to an end) it is critical for the heritage industry that UK Government provides the ongoing support for the infrastructure that has been developed.

It is crucially important to stress that the UK Research Infrastructure for Heritage Science Hub needs to be established as the infrastructure underpinning primarily the UK heritage industry, which only stands to gain from continued access to the European partner infrastructures. Therefore, governmental support is essential to build the UK hub. This will enable the UK heritage industry to have access to the infrastructure it needs to develop new and improved services, and particularly, it will enable, for the first time, SMEs to have regular access to research.

Q38 Are there institutions missing in certain areas which we could help create or strengthen to support local growth?

NHSF is not responding to this question

The consultation response has been prepared by the NHSF policy group, with additional input from the Icon Heritage Science Group. NHSF agrees to this response being made public.

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17 April 2017