

South and East Yorkshire

# Enterprise Express

The definitive small business e-newsletter



Volume 422

Circulation: 2808

9 October 2015

## FSB NEXTWORKING



**NEXTWORKING**  
Together we can achieve more

Would it benefit your business if you were connected to an economy turning over £34,755,000,000? If so read on.....

The economy is Greater Manchester and is exceeded in the UK only by London.

**FSB NEXTWORKING** is forging a VIRTUAL business group that will talk online monthly with leading-edge Manchester small businesses and we are holding a preparation event at 6.30 for 7.00pm on Wednesday 21 October at the Freedom Centre, Preston Road, Hull, HU9 3QB for those that wish to help form this alliance. This free event is to determine the value of our Group so that we can market it to the Manchester economy with a view to holding the first online Hull/Manchester conference in January 2016.

During this meeting you will get the opportunity to talk with local businesses, receive training at our expense and be part of a team looking to build a network of commercial connections in Manchester.

To book visit: <https://www.eventbrite.co.uk/e/fsb-nextworking-tickets-18899706531>

### Enterprise Hub workshops at Hull Central Library

Hull Libraries are offering workshops for those wanting to start their own business or those wanting to develop an existing business. The workshops in October are:

Wednesday 14 October (2.00 – 4.00pm): Marketing and Promoting Your Business  
Monday 19 October (11.00am – 1.00pm): Money Management in Business  
Thursday 22 October (11.00am – 1.00pm): Time Management

The workshops are held in the James Reckitt Reading Room, Hull Central library.

To book places on these workshops contact the reference library on 01482 223344 or email: [reference.library@hcandl.co.uk](mailto:reference.library@hcandl.co.uk)

## Businesses waging war against crime



The Federation of Small Businesses is working with South Yorkshire Police on a project to help tackle one of the most pressing issues of crime in South Yorkshire.

We are hosting an event to secure the support of local businesses in the battle to put a stop to child sexual exploitation. This will take place at 6.00pm on Wednesday 21 October at the Legends suite, Oakwell Stadium, Grove Street, Barnsley, S71 1ET. A buffet tea will be served, followed at 6.30pm by the presentations, questions and networking.

Special guest speakers will include Dr. Alan Billings, South Yorkshire Police and Crime Commissioner, John Allan, National Chairman of the Federation of Small Businesses and Monica Green, Head of Barnsley Safeguarding Board.

To book, visit: <https://www.eventbrite.co.uk/e/businesses-waging-war-against-crime-tickets-18760654623>

## Shaping the future of your business



*Rob Brown*

Successful business owners need great people around them to help and advise, to support and sustain, to encourage and motivate, and to share good and bad times.

The FSB has teamed up with Barnsley College, the Skills Funding Agency and Rotherham and Barnsley Business Incubator to deliver an informative event at 9.30am to 1.30pm on Tuesday 17 November at Barnsley College, Church Street, Barnsley, S70 2AX, designed to equip business owners with practical advice and guidance

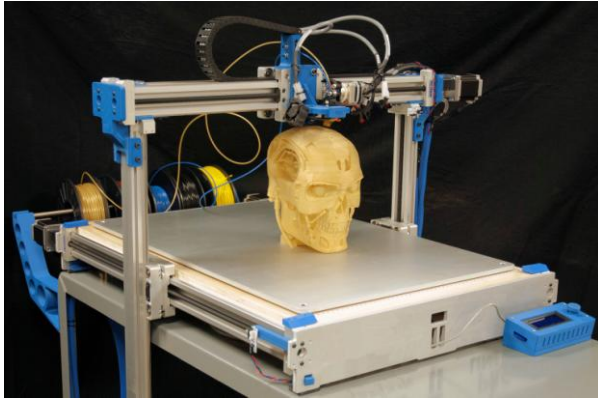
to help drive growth and development.

This motivational talk from top speaker and networking expert **Rob Brown** will help you identify the 12 kinds of people you need around you to launch and run a successful business! Whatever your business needs to grow – whether it's attracting new talent, re-skilling existing staff, tackling skill shortages or taking on an apprentice – there is practical help and funding available which will be accessible on the day.

The event will offer solutions to help you reduce costs, increase productivity and improve your bottom line, as well as developing a skilled, qualified and motivated workforce. We know that for sole-traders and small businesses, not knowing where to start is a barrier. Join us at this event and we promise to help simplify the steps required to get you on the way to business growth.

To book visit: <https://www.eventbrite.co.uk/e/shaping-the-future-of-your-business-tickets-18933964999>

### 3D Printing - the reality and the hype



The next meeting of the Sheffield Inventors Group will feature a talk by Greg Lewin from Jet Cubed, a local 3D printing and design bureau.

Delegates will find out the truth behind 3D printing; the ability to design and print something on the same day is a powerful one. The event will explore the fact that desktop printers are now available for home use, but will ask the question of whether they are any good and what people should look out for when buying one. It will explore what

materials can be used, what is the stage of the technology and where the future is. Delegates will learn when it is best to use 3D printing and when to use something different.

Greg Lewin will talk about the above and more, focusing on where the technology will be useful for designers, artists and inventors, using examples from his printing experience.

The event takes place at 6.00 - 7.30pm on Wednesday 4 November on the first floor, Sheffield Central Library, Surrey Street, Sheffield, S1 1XZ.

---

### Landlords offered insight into changes in the law



*Andy Steele*

Landlords are being given the opportunity to find out from the experts how to manage the changes whilst continuing to grow their profits.

Hull and East Yorkshire-based 360 Chartered Accountants have announced they will be headlining a special landlord seminar alongside AJD Properties and Peacock Finance on Tuesday 13 October at the Cheval Café, Willerby Hill.

Designed not only for landlords, but also for those people who plan to become one, there will be a series of talks on funding, property management and the tax implications this Summer's budget has had for both landlords and tenants. Exactly how landlords have been affected will be one of the main topics up for discussion on the night. Top tips will also be given on how to overcome teething issues if you're a start-up as well as how to turn things around to suit you if you're an established landlord.

360's Director Andy Steele says it's a real opportunity for like-minded individuals within the industry to meet and swap stories and learn from each other in what is a very fast-changing sector.

The seminar will start at 6.30pm with refreshments at 7.00pm, followed by an in-depth presentation ending at 8.30pm

More at: <http://www.blmforum.net/en/blm/Legislation/9210#sthash.464HI6UT.dpuf>

---

## Heathrow business summit north



Heathrow has 1,200 suppliers from all regions across the UK. To encourage SMEs across the country to connect with the airport and its supply chain, a one day event is to be held in Leeds on 15 October. Heathrow is committed to procure with

SMEs in all regions, so local businesses are invited to attend this event where they will be able to promote their services to businesses within Heathrow's supply chain.

Appointments will be pre-booked with buyers, all matched to the business services on offer. There will be opportunities to meet and network with partners and attend short seminars offering the latest business guidance.

To find out more, visit:

[http://www.heathrowbusinesssummit.co.uk/Portals/25/Documents/2957\\_Heathrow\\_Business%20Summit%20SME%20Brochure\\_V14.pdf](http://www.heathrowbusinesssummit.co.uk/Portals/25/Documents/2957_Heathrow_Business%20Summit%20SME%20Brochure_V14.pdf)

## Local devolution could boost economy by £80bn

The Local Government Association has suggested that the growing economic gap across England could be significantly reduced if devolution proposals from English cities are accepted ahead of November's Spending Review. Devolution proposals from 34 counties, cities and towns in England have been submitted to the Government in September.

If the devolution proposals are accepted, the LGA believes that it would allow local leaders to remove the barriers currently restricting local firms and improve local growth, productivity and business development in each local area.

For further information about the devolution proposals, go to:

[http://www.local.gov.uk/web/guest/media-releases/-/journal\\_content/56/10180/7490592/NEWS](http://www.local.gov.uk/web/guest/media-releases/-/journal_content/56/10180/7490592/NEWS)

## 40% of SMEs at risk of under-insurance



Sheffield chartered broker IFM Insurance today warned small business owners in South Yorkshire to ensure their business is properly insured and not at risk.

This follows latest research by AVIVA which revealed that up to 40% of SMEs have not reviewed their level of insurance coverage in the last 12 months. Research also found that 1 in 5 SMEs were not confident that they have the right insurance cover and that's a situation that could leave them out of pocket. Aviva's

survey team found 177 cases where customers had been underinsured on average, by £486,000.

Examples of where insurance needs might have changed for a local business, which can result in under-insurance include:

1. the property hasn't been professionally valued for 'insurance purposes' in the last three years;
2. the property has been altered or extended;
3. insurance cover has been based on the market value of the building instead of what it would cost to rebuild the property;
4. no factoring in of costs for gates/fences, car parking areas;

5. property is a listed building (because the time and cost of repairs/rebuilds are likely to be far greater);
6. no factoring in of costs of professional fees such as an architect or surveyor;
7. no factoring in of costs such as site clearance or access, particularly where remedial work may require the help of, say, a crane;
8. more stock is being carried than when original insurance policy was taken out;
9. the business is now VAT registered;
10. new plant or equipment has been installed.

John Leigh, Director of IFM Insurance said, "Underinsurance is a real problem for small firms and cutting the cost of their insurance can be a false economy. In the event of a major claim this degree of underinsurance can be devastating, especially as the majority of businesses never recover from a major loss such as a fire. That's why it's important to speak with a broker to make sure you have the right amount of insurance cover for your business."

### UK firms owed billions in unpaid invoices



According to research by the Asset Based Finance Association, the extent of overdue payments to smaller firms in the UK is increasing.

Unpaid invoices now amount to more than £67 billion, a rise of 8% compared to 2014 figures, and 36% more than in 2011. The manufacturing and construction sectors are among those with the highest levels of unpaid invoices. Construction firms typically wait

107 days for invoices to be paid, and are owed more than £7 billion, equivalent to 16% of the sector's annual turnover.

However, Jeff Longhurst, Chief Executive of the Asset Based Finance Association, said that firms need to recognise that their unpaid invoices are an asset and can be the key to unlocking critical and affordable funding.

Read more about the research at: <http://www.abfa.org.uk/news/101/UK-SMEs-owed-GBP-67bn-in-unpaid-invoices>

### Small firms expect to slow hiring and increase prices in response to National Living Wage

Following the announcement of a new National Living Wage for the over 25s, a survey of employers has found significant numbers of small firms concerned about the impact the new wage rate will have on their businesses. Many are planning to slow job creation, raise prices or postpone or cancel planned investments to compensate for the higher statutory rate.

Micro-firms can expect an average wage increase of 1.5%, while larger firms are likely to see an increase of only 0.6%. Private sector employers can expect their wage bill to increase by an average of 0.8%, compared to 0.4% for third sector employers, and 0.2% in the public sector.

FSB research found well over a third of small employers expect the new National Living Wage of £7.20 an hour to negatively impact their business when it comes into force in April 2016. When asked to consider the projected rise in the National Living Wage to at

least £9 an hour by 2020, over half said it will have a negative impact. Just six percent of businesses thought the policy would have a positive impact on their business when it is implemented next April.

Gordon Millward, FSB Regional Chairman, says: "The UK economy has been performing well, but we should not allow this to make us complacent. Businesses worked hard to weather the financial crisis, keeping on staff despite pressure to cut headcounts. Now times are better we know members are beginning to raise wages and take on new staff.

"Over half of our members already pay their staff above the voluntary Living Wage, but those that don't are often operating in highly competitive sectors with very tight margins. In many of these industries, the only sustainable way to deliver real long term wage growth is to improve productivity. Without improved productivity there is a real risk that higher enforced statutory wages will lead to fewer jobs being created, fewer hours for existing staff and, unfortunately in some cases, to job losses."

---

### **Consumer Rights Act 2015 comes fully into force**

The Consumer Rights Act 2015 came fully into force on 1st October. The Act consolidates most existing laws relating to business-to-consumer contracts for goods and services, such as the Sale of Goods Act, the Supply of Goods and Services Act, and the Unfair Terms in Consumer Contracts Regulations.

The Act covers consumer rights when goods (including digital content) are faulty, how services should match up to contractual information provided to the consumer by the trader, and unfair terms in business-to-consumer contracts.

For more information about the Act, go to:

<https://www.gov.uk/government/publications/consumer-rights-act-2015>

---

### **New smoke alarm laws: advice for landlords**



From Thursday 1st October all landlords in England must, by law, install smoke and carbon monoxide alarms in rented properties for all new and existing tenancies. The regulation states that a smoke alarm must be fitted on each floor of the property and a carbon monoxide alarm needs to be provided where there is a solid fuel

burning appliance (where there is a log burning stove or open fire, for example) or face a fine of up to £5,000.

Under the new rules, landlords must also ensure adequate checks are made by or on behalf of the landlord to ensure that each alarm is in proper working order on the day the tenancy begins if it is a new tenancy or a renewal. The government's delay in passing this law (it was only passed in the House of Lords two weeks ago) has meant that landlords and their agents have little time to meet their new safety obligations. Some industry bodies have called for an extension of the timeframe allowed to ensure all properties meet the new safety measures. Furthermore, in the view of some industry experts, the new legislation has been poorly worded, causing confusion for agents and landlords and allowing for misinterpretation which might leave landlords at risk of a fine.

Read more at: <https://goo.gl/ugg1Gk>

---

### **BIS outlines measures under the Enterprise Bill**

The Department for Business has published a series of policy papers that outline various measures which will be introduced under the Enterprise Bill. The measures include the appointment of a Small Business Commissioner to intervene on behalf of small firms in disputes over late payment with larger commercial customers, further powers to enable funding of new broadband projects, and a requirement that insurance companies make payments for undisputed claims to firms within a reasonable time.

The measures also provide for an extension of red-tape-cutting targets to include the actions of regulators, quality control of apprenticeship training programmes, and the simplification of regulatory advice for business.

Read more about the Enterprise Bill at:

<https://www.gov.uk/government/collections/enterprise-bill>

---

### **Reforms to insolvency process introduced**

Changes that will reform the insolvency process, improving transparency and strengthening the regulation of insolvency practitioners by the Insolvency Service, were introduced from 1st October 2015.

The reforms are being introduced under the Deregulation Act 2015 and the Small Business, Enterprise and Employment Act 2015. Under the changes, the way in which insolvency practitioners are authorised to practice will be reformed, and the process for reporting to creditors about the appointment and release of administrators will also be simplified. In addition, insolvency practitioners who intend to charge fees on a 'time-and-rate' basis will have to agree their fees (and any subsequent fee alterations) with creditors in advance of carrying out any work.

Other changes to be introduced relate to the process for disqualification of company directors. The threshold at which creditors in England and Wales can commence bankruptcy proceedings against individuals will rise from £750 to £5,000.

Read more about the reforms at: <https://www.gov.uk/government/news/modernising-and-strengthening-insolvency-processes>

And: <http://www.out-law.com/en/articles/2015/september/insolvency-law-changes-will-bring-more-transparency-for-creditors/>

---

### **Typical HMRC tax investigations take over a year**

According to research by city law firm RPC, a quarter of all tax compliance cases against individuals and firms in the UK that are investigated by HM Revenue & Customs take more than a year to complete.

At any one time there are around 115,000 tax compliance investigations under way, and RPC has found that almost 4,000 of these had taken in excess of three years to conclude. However, according to HMRC, only 2.5% of cases take longer than a year to complete. Tax gathering from compliance investigations has led to HMRC collecting more than £26 billion in unpaid tax, and compliance investigation work is due to be extended after further resources totalling £750 million were granted to HMRC by the Chancellor.

Read more about the research at:

<http://www.accountancyage.com/aa/news/2426762/tax-probes-take-more-than-year-to-conclude-finds-law-firm>

---

### **New fund to develop cyber security skills**



The Department for Culture, Media and Sport has revealed that three quarters of small firms experienced a cyber security breach over the last year and is urging them to protect themselves against the most common threats by adopting the government-backed Cyber Essentials scheme.

Digital Economy Minister Ed Vaizey said: "Trust and confidence in UK online security is crucial for consumers, businesses and investors. We want to make the UK the safest place in the world to do business online and Cyber Essentials is a great and simple way firms can protect themselves." The minister has also announced a new £500,000 fund for universities and colleges to develop the cyber security skills needed to protect the UK in the future.

For more information about the fund, go to: <https://www.gov.uk/government/news/uk-businesses-urged-to-protect-themselves-from-growing-cyber-threat>

To read more about Cyber Essentials, go to: <http://www.cyberstreetwise.com/cyberessentials>

### **Retailers urged to promote local foods**



Defra is urging food producers and retailers to provide more information on food labels about where in the UK the food has originated from. This follows a survey carried out in June 2015 on behalf of East of England Co-op.

The survey revealed that 79% of adults believe it is important to buy . Vegetables and meat were the products which survey respondents were most likely to buy if a locally sourced alternative was available.

To read more about the research, go to: <https://www.gov.uk/government/news/new-call-for-food-labels-to-meet-growing-consumer-demand-for-local-produce>

### **ACS warns Government not to relax Sunday trading rules**



The Association of Convenience Stores has revealed that half of local authority chief executives believe that a relaxation of Sunday trading rules would benefit out-of-town shopping centres rather than local high streets.

The ACS carried out a survey of local authority chief executives as part of its response to a government consultation on Sunday trading laws. The survey also revealed that 64% of survey respondents were concerned about the confusion that devolved Sunday trading hours would cause consumers. ACS chief executive James Lowman said: "Allowing large stores to open 24/7



will not create any more trade, but will simply displace it from local shops to large superstores. As a net impact, this will lead to job losses."

For more information about the ACS response, go to: <http://www.acs.org.uk/sunday-trading-plans-would-harm-high-street-cost-jobs-and-threaten-local-shops>

---



Enterprise Express is edited by

**Neville Martin**  
**Development Manager – South and East Yorkshire**  
**Federation of Small Businesses**

<http://www.fsb.org.uk/070>

Tel: 0114 261 7132

Mobile: 07917 628922

send your stories to him at:

[neville.martin@fsb.org.uk](mailto:neville.martin@fsb.org.uk)

*This free newsletter is for information only. The content is believed to be accurate at the time of publication, but you should make suitable checks before acting upon it. Content does not necessarily reflect the views of the FSB. Reproduction or copying of the information in this bulletin is strictly forbidden without prior written permission.*

*To unsubscribe from the newsletter, [send an email here.](#)*