

South and East Yorkshire

Enterprise Express

The definitive small business e-newsletter



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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, Rotherham and Barnsley Business Incubator and Enterprising Barnsley 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>

Business in the Spotlight is back!



After a break of two years, by popular demand we are back at Costco Wholesale to relive the most successful networking event in the north of England.

For years our "Business in the Spotlight" events drew massive support from the local business community and became a legendary bi-monthly highlight of the business calendar.

At 4.30 – 6.30pm on Wednesday 18 November - for one night only – we're doing it again! Come along and meet your fellow-networkers; talk about business, buy, sell and seek out that all-important joint trading collaboration.... you just never know what

surprises the event may have in store. There are limited free spaces for those wanting a stand: these are offered on a first come, first served basis and when they're gone they're gone. Otherwise bring a bagful of brochures and a pocketful of business cards.... and **go for it**. You may never get the chance again!

To book visit: <https://www.eventbrite.co.uk/e/business-in-the-spotlight-tickets-19142014280>

In-procurement live

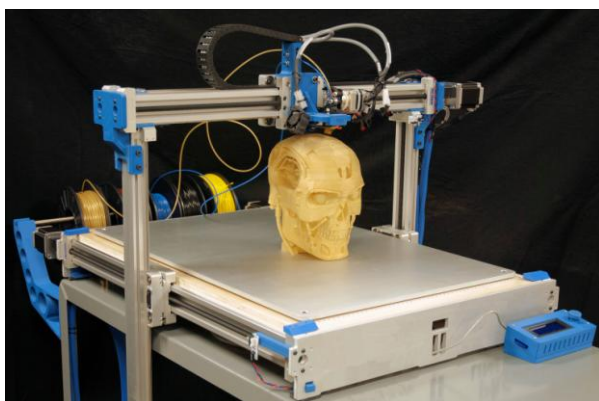


In-tend is hosting an event, In-procurement live, at Magna, Rotherham, on 20 January 2016. The event is a conference and exhibition event, with topical procurement seminars and a supplier exhibition. The theme of the event is 'Yorkshire', bringing together suppliers and buyers from this region. It's a fantastic opportunity for all types of suppliers to showcase their products and services directly to public and private sector buyers.

In-Tend is in the process of inviting public sector buyers from the region and is also wanting to invite private sector suppliers and buyers. They have three different exhibition packages available.

For further details contact: exhibition@in-tend.co.uk

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.

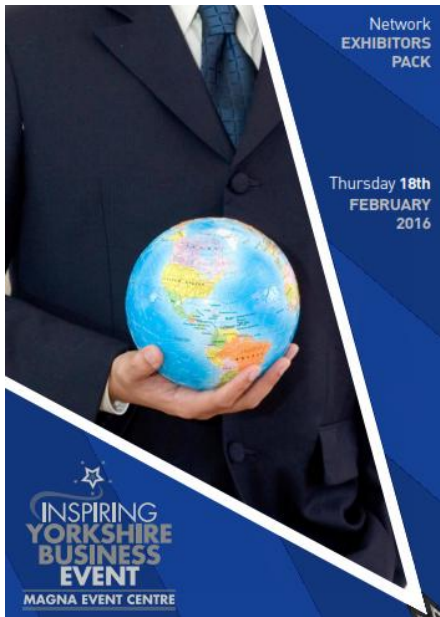
Delegates will find out the truth behind 3D printing; the ability to design and print something on the same day is a powerful one. The event will explore the fact that desktop printers are now available for home use, but will ask the

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.

Inspiring Yorkshire business event



Magna has a proud history of hosting major trade shows and exhibitions regularly attracting thousands of people to each of its events. Now, as part of Magna's expanding events calendar, they have decided to launch their very own business networking exhibition which will take place on 18 February 2016.

They aim to make this event one of the biggest in the region and it will take place in Magna's big hall, which can hold over 100 exhibitors, making this one of the biggest networking events available to businesses in our region. Magna is putting together a major marketing campaign targeting tens of thousands of businesses across the Yorkshire region. The event will be free to enter for pre-registered and on-the-day delegates and there will be free goody bags for all visitors. The full exhibition style event means every exhibitor has a 'pop up shop' for the day. There will be several high profile event

speakers.

Magna is looking for businesses to take part in this fantastic one day event. Full details for potential exhibitors can be gained by calling 01709 723118.

Do you dream of being your own boss?



Are you self motivated and searching for an exciting career? Do you possess an entrepreneurial drive and mind set? Are you looking for a flexible or freelance role? Want to turn your hobby, passion or side project into a career? Would you like to take your product or service to the next level? Are you unsure of how to turn your business idea into reality?

Hull University Enterprise Centre is hosting an Introduction to Enterprise, a student event that will provide invaluable real world business insight from successful entrepreneurs.

Repeated on 11 November and 2 December from 1.00-3.00pm, delegates will learn the basics about starting a business, have the chance to get involved in a Q&A, and

generate business ideas in a hands-on interactive session. By the end of the event,

delegates will be armed with specialist knowledge to help them take their ideas forward and make their entrepreneurial dreams a reality.

More details at:

<http://www2.hull.ac.uk/administration/theenterprisecentre/eventsworkshops.aspx>
[X](#)

Beverley Road Townscape Heritage Scheme: Meet the Buyers



Businesses are invited to the project launch and free Meet the Buyers event for the new Beverley Road Townscape Heritage Scheme. This is a chance for local contractors to find out more about a £2.7million scheme of funded conservation works that will take place along the south end of Beverley Road over the next five years.

The event will take place at 10.00am-1.00pm on Thursday 29 October at the Endeavour Learning and Skills Centre, Beverley Road, Hull, HU3 1UR.

Book your place online at: <https://www.eventbrite.co.uk/e/beverley-road-townscape-heritage-scheme-meet-the-buyers-tickets-19011570118?aff=es2>

Does size matter?

SMALL BUSINESS
SATURDAY
5TH DECEMBER

Well the answer is a resounding 'yes!' if you're a business.

To celebrate the city's dynamic, energetic and growing small business community, Business Sheffield is embracing Small Business Saturday on 5 December, which is

designed to promote everything our small local businesses have to offer.

To find out how your small business can get involved, join us at the Town Hall on Wednesday 4 November at 8.00am for a free breakfast launch which includes:

- Breakfast!
- An introduction to Small Business Saturday given by Councillor Lee Bramall
- Hear about the FSB's Small Business Saturday Challenge
- Free joiners pack
- Chance to discover what other help is available to small businesses in Sheffield
- Opportunity to network with other small business owners

To reserve your place please call 0114 224 5000.

Sheffield business ambassadors deliver local workshops

Business Sheffield, the business facing arm of Sheffield City Council, has teamed up with five small business ambassadors to deliver a series of workshops in five densely populated 'small business districts' within the city in the month ahead of Small Business Saturday.

The workshops, which will cover topics such as marketing and using social media well, are to be held in the business premises of the ambassadors. By hosting the workshops in their premises, the Small Business Ambassadors are raising awareness of Small Business Saturday, enhancing the existing relationships and strengthen their local business communities.

- Wednesday 11 November - Strip the Willow, 226b South View Road, S7 1DH.
- Thursday 12 November - Eyefinity, 1st Floor, 243-245 Chesterfield Road, Woodseats, S8 ORT.
- Tuesday 17 November - Firehouse Fitness Ltd, Units 1-5 White Rose Business Park, Meadowbrook Park, Halfway, S20 3PJ.
- Wednesday 18 November - Full Monte, 783-787 Attercliffe Road, S9 3RF.
- Thursday 19 November - Cupola Contemporary Art, 178a Middlewood Road, Hillsborough, S6 1TD.

For further information call Rowan Hall on 0114 223 2345.

Free 3 hour mental health training for businesses in Barnsley



Poor mental health impacts negatively on a businesses productivity, absence rates and staff moral. Stress, depression and anxiety are estimated to be the cause of more working days lost than any other work related illness

Barnsley Council is presenting a course to enable businesses to identify the discrimination surrounding mental health issues and define mental health and some common mental health issues. Delegates will learn to relate to people's experiences, look after their own mental health and identify and support others in the workplace.

The course also introduces ALGEE - a unique memory tool that you can use to provide mental health first aid. You'll also receive a certificate of attendance and a manual with further information and resources.

The course takes place at 9.30am – 12.30pm on Thursday 12 November 2015 at Room 1, Barnsley Town Hall.

For more information or to book a place email: juliasykes@barnsley.gov.uk

Ignite your career - employment training and advice event



Coast and Vale Community Action have an event taking place in association with Hull Training on 5 November which aims to enable young learners to engage with local businesses.

The event is aimed towards helping young people develop their skills and knowledge of different aspects that are in business and the local trades around today. It is also aimed at giving

opportunities for them to speak directly to actual business owners on a one to one basis. From this it is hoped it helps attendees to decide which business career or further training they may wish to move into.

Local businesses will be on hand to offer support and guidance on what they need to do to obtain their desired choice of career.

The event is being held between 10.00am – 12.00pm and 12.30 – 2.00pm on 5 November at the KC Lightstream Stadium, with workshops taking place on CV building, job searching and applications, interview preparation and portfolio building and interview techniques.

Book now at: <https://www.eventbrite.co.uk/e/ignite-your-career-employment-training-advice-event-tickets-18838334967?ref=ecal>

Work-Wise Get Up to Speed with Engineering and Manufacturing 2016



The date is now announced for GUTS 2016: Wednesday 20th April (please put in your diaries.)

'Get up to Speed' is designed to be a highly interactive event showcasing the manufacturing, engineering & technology sectors, demonstrating its employers and employment opportunities to school children, students, parents and educators. Expanding the knowledge and understanding of

the modern technologies and wider career prospects here in Sheffield but also worldwide that comes with the sector.

There are over 4000 businesses in the Engineering and Manufacturing sector. Most will have experienced over recent years skills gaps or are struggling to obtain skills from the small pools of labour in the area. GUTS aims to demonstrate opportunities and develop key skills to ensure the future successes of our businesses. GUTS is a key contributor to this education process.

2015 saw the 5th anniversary of GUTS and holding the event at Magna was pivotal to increasing the event's success. There are plans to expand again for the 2016 event. The event provides opportunities for schools, individuals, families and community groups to attend (10.00am to 6.30pm) and a business to business event (5.30 to 8.30pm).

To register your attendance or book a stand (exhibitor stands booked before 1st November will receive an early bird discount) or simply find out more, visit:

<http://www.getuptospeed.org.uk/>

£4m fund to help businesses make capital investments



Humber businesses have received a major boost due to a £4m grant programme using money secured by the Humber Local Enterprise Partnership from the Government's Local Growth Fund. "Growing the Humber" follows on from the success of a £30m Regional Growth Fund scheme, which supported more than 190 businesses with grants.

The re-launched programme runs until 2017 providing business investment grants to small and medium enterprises in the Humber. The £4m fund is expected to create 275 jobs and leverage an additional £20m in private sector funding.

Designed to help businesses make capital investments that lead directly to job creation within a year, the programme may include buying equipment and machinery or extending and refurbishing premises to enable a business to grow. Grants of between £5K and £200K are available. The deadline for completion of grant aided projects is 31 October 2016 and the full value of the grant allocated must be claimed by 31 December 2016.

Businesses interested in applying for a grant can find out more by visiting:
www.humberlep.org

Free publicity for your business!



Would you like an opportunity to get some free publicity for your business, and an endorsement from your local councillor? Well now's your chance...

Small Business Saturday is a national campaign to raise the profile of the UK's small businesses, and falls on 5th December. The FSB is promoting a campaign in Sheffield, under the chairmanship of Sheffield Central MP Paul Blomfield, and will culminate on 5th December with a celebratory event in the Sheffield Moor Market.

We have engaged Sheffield councillors in showing support for small businesses and helping to remind the public to make use of the national treasure which resides within the small business sector. We have set them a challenge which calls for them to visit as many small businesses as they can between now and 20th November.

The challenge involves printing off a copy of the "We're supporting Small Business Saturday" flyer (at <http://www.fsb.org.uk/uploads/sbsflyer.pdf>), taking it to a local small business, posing with the proprietor of the business, holding up the flyer and taking a photograph (just like the one with Paul Blomfield MP and our chairman Gordon Millward, above). They will then have to write a short statement of why they would support YOUR business and email the photograph and their statement to the FSB. We will then undertake to produce a "Small Business Saturday Challenge Compendium", consisting of ALL the contributions made by councillors. The full compendium will be published on the FSB website and a link will appear in all our newsletters. An edited version, featuring the most interesting contributions, will be circulated to the local and regional press for publication.

Now here's a tip: don't wait for your councillor to come knocking (they may never appear!).... Jump the gun by inviting them!

(If you don't know who your councillor is you can click the following link and insert your postcode: <http://sheffielddemocracy.moderngov.co.uk/mgFindMember.aspx>)

City deals are not the solution for 2020

Following the Government's announcement that it had concluded a 'devolution deal' with leaders of South Yorkshire Councils covering the Sheffield City Region, the FSB has expressed deep concern that a localised deal between George Osborne and local council leaders does not match up to the promises made in relation to the vision for a Northern Powerhouse.

Devolution for English regions was promised in the aftermath of the Scottish referendum, when the Prime Minister is on record as saying the additional powers given to the Scottish Parliament should be matched by similar powers for the English Regions. Doing local deals with cities such as Sheffield and Manchester delivers very little by way of devolutionary powers and does not meet the expectations of local businesses.

Gordon Millward, Regional Chairman of the FSB, said: "This is bad news for the north. This backroom deal has delivered an arrangement which breaks up Yorkshire and does nothing to suggest an empowerment of the northern economy. Rather than giving power to the regions, it appears to be more of a 'divide and conquer' policy to ensure decision-making powers remain firmly in Whitehall.

"The political climate reflects a rapacious appetite for decisions about the north to be made in the north. This top down arrangement between Westminster politicians and the local council hierarchy will not deliver the solutions for 2020 and beyond. We need a devolution settlement which transcends the boundaries of local councils and is based on fulfilling the vision of building a genuine northern powerhouse, about which much rhetoric has been expressed but little action has been undertaken.

Recent analysis by Sheffield Political Economy Research Institute reveals that London is set to receive more public funding than all the other English regions combined. Infrastructure investment in London is about to reach £5,305 per head of population, compared with just £851 per head in Yorkshire and Humberside. City deals will have no means of correcting this colossal imbalance in regional investment.

"A powerhouse needs direction and orchestration and we do not see the potential of that being forthcoming from northern councils acting independently in their own local interests, competing for the scraps thrown down by a London-centric political elite."

Eco friendly shipping container complex coming to Sheffield



A £500k eco friendly concept in architectural design has been approved by planners in Sheffield. Krynkl is a new development from Crossbow Investments, created by architectural design experts Coda Studios, which will form a new mini creative industries hub for the growing Shalesmoor area of the city.

The development, which will provide a range of mixed-use flexible workspaces, will be constructed completely from previously used shipping containers. Even before construction work begins, the ground floor of the complex has been pre-let to Milestone Group, which will be launching a new dining and drinking venue created specifically for the site.

David Cross, Coda managing director, said: "The closest you will find to this exciting new environmentally friendly design development is Box Park in London, which has been an enormous success. We are very pleased to be at the forefront of this fresh approach to

architecture which provides a green solution to making the most of limited space. It's flexible, an easy in easy out approach to property that should prove particularly attractive to smaller start up businesses and we believe it will be popular with creative industries, especially with its location close to Sheffield's historic Kelham Island industrial quarter."

Read more at: <https://goo.gl/yLx4yV>

Wizz Air marks major passenger milestone with new Doncaster Sheffield route



Low cost airline Wizz Air has announced a new route from Doncaster Sheffield Airport, in the midst of reaching a major milestone in passenger numbers. The new route will see Wizz Air fly passengers to Cluj, Romania, with two flights a week from Doncaster Sheffield Airport starting from July 22nd 2016.

This will be the 11th Wizz route connecting Yorkshire with Central and Eastern European destinations from the airport and the news comes as Wizz Air sees its two millionth passenger fly from the airport. Chris Harcombe, head of aviation development at Doncaster Sheffield Airport said: "This is fantastic news for the region. It is great that Wizz Air have reached this major milestone with two million passengers using their services from Doncaster Sheffield airport. With the new Finningley and Rossington Regeneration Route Scheme on track to connect the M18 to the airport, we believe demand in European destinations will continue to increase."

Read more at: <https://goo.gl/uR0I1g>

Entrepreneurial spark is alive and well

The Business Population Estimates released by the Department for Business, Innovation and Skills show an annual boost of 146,000 new small businesses to the UK economy, bringing the total number to a record 5.35 million. It underlines the importance of small businesses as creators of employment and growth. They make up 99.3% of all businesses in the UK, generating £1.2 trillion in turnover and accounting for 48% of private sector employment.

The increase in small business numbers shows that the entrepreneurial spark is alive and well in the UK. The key is to continue to encourage people to take the plunge and set up their own business by providing business support that will help them grow and meet their aspirations. Small business confidence will be crucial in driving the economy and job creation. To do this, they need further reassurance from Government and policymakers that they will back them, rewarding their risk taking while minimising the burdens that will hinder their growth.

See the statistics at:

https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/467443/bpe_2015_statistical_release.pdf

Shared parental leave to extend to working grandparents



Chancellor George Osborne has announced plans to extend shared parental leave and pay to working grandparents. The Government intends to bring forward legislation to enable it to introduce a more flexible shared parental leave and pay policy by 2018. The announcement follows the publication of evidence indicating that almost two million grandparents have given up work or taken time off to care for grandchildren.

More than 50% of mothers rely on grandparents for childcare, and over 60% of working grandparents with grandchildren under the age of 16 provide some childcare. More details regarding the plans are expected in the first half of 2016.

For further information, go to: <https://www.gov.uk/government/news/chancellor-announces-major-new-extension-of-shared-parental-leave-and-pay-to-working-grandparents>

New local government powers announced

Local government powers have been boosted following Chancellor George Osborne's announcement of plans to make significant changes to devolve Whitehall responsibility to local areas with the aim of improving economic growth and prosperity. The changes, which are due to be completed by the end of this parliament, include allowing local government to keep 100% of the money raised from local taxes (rather than the current 50%). This will include £26 billion from business rates, and will be used to finance local services. The Uniform Business Rate will also be abolished, and local government will be empowered to cut rates in order to promote local business growth.

Areas with elected mayors will be granted even wider powers to increase business rates for spending on infrastructure, as long as this approach is supported by local firms. However, the core grant local government receives from Whitehall will be phased out.

Read more about the devolution of power at:
<https://www.gov.uk/government/news/chancellor-unveils-devolution-revolution>

Tax changes may force personal service companies to close

Up to 45,000 personal service companies may be forced out of business as a result of proposals by HM Revenue and Customs to introduce legislation preventing contractors from claiming tax relief on travel and subsistence expenses.

From April 2016, contractors working through employment agencies will no longer be able to claim tax relief on these expenses, as they will be deemed to be working under the supervision, direction or control of the agency. Ambiguities in the definition of SDC have also led to concerns that all temporary contractors will potentially fall under the supervision, direction or control rules.

According to a members' poll by the Association of Independent Professionals and the Self-Employed, around 20% of contractors fear that the new rules will damage their business, while 75% believe that accepting contracts outside their local area will not be viable if they cannot claim for travel expenses in future.

Read more about the tax changes at:
http://www.contractoruk.com/news/0012245contractor_tax_relief_ban_sink_45000_psc_s.html

Survey reveals employers struggling with auto-enrolment



A survey of firms with 49 or fewer employees has indicated that many are still struggling with pension auto-enrolment. One in four employers questioned by Moorepay in September 2015 said they were unaware of or unclear about their auto-enrolment duties, even though the staging dates for firms with between 30 and 49 employees have passed. Of the employers already planning for auto-enrolment, more than half had still not decided on a provider and one third were finding it difficult to identify eligible employees.

Read more about the Moorepay survey at:

<http://www.payandbenefitsmagazine.co.uk/pab/article/businesses-risk-missing-ae-staging-date-12352638>

Alternative finance market predicted to reach £5 billion

Alternative lender Fleximize has predicted that by November the alternative finance market could have lent over £5 billion to UK firms. It has also estimated that the sector is lending on average £211 million a month. This represents a significant increase in the value of the alternative finance market, which was worth £267 million in 2012 and had risen to £1.74 billion in 2014.

Fleximize has attributed market growth to a decrease in lending by mainstream banks and an increasing number of alternative finance providers.

Read more about the guide and Fleximize's market analysis at:

<http://www.the suite.co.uk/CFO/index.php/finance/412-alternative-funding-market-5453>

British shoppers remain loyal to local stores

A survey carried out by AXA Business Insurance has revealed that more than 60% of British shoppers have long-standing relationships with their local stores. Of those surveyed, 25% said that they knew their local retailers by name, and 18% considered the staff in high street shops to be 'friends'.

More than half of survey participants felt that by supporting their local retailers, they were supporting the local community as a whole. Hairdressers have the most loyal customers, with 55% of participants saying they are committed to their usual stylist. However, 88% of shoppers said that they are not as loyal to their local supermarket. Better value products would tempt 64% of shoppers elsewhere, and 25% admitted that they would switch if a different supermarket opened closer to their home.

For further information, go to: <http://www.axa.co.uk/newsroom/media-releases/2015/Brits-stay-loyal-to-local-stores/>

Strategic partnership to help small businesses harness cloud technology

A strategic alliance between two forward-thinking South Yorkshire-based technology companies is helping to make the sky the limit for small organisations wanting to operate more effectively.

Sheffield-based tech specialist Arkom has teamed up with Holbrook-based FSB member HA Hosting in a bid to help charities and small businesses harness powerful Microsoft-developed software. Microsoft Dynamics is a powerful cloud-based customer relationship management system which has over 3.9 million users worldwide and used by over 40,000 businesses. The powerful technology is fully customised by Arkom and tailored to

help organisations track and monitor interactions with clients, as well as helping to manage new business leads and plan future marketing activity more effectively.

For smaller businesses one of the greatest barriers to accessing the technology is the standard license fee arrangements, which usually requires a minimum of five licenses to be sold. The partnership arrangement between HA Hosting and Arkom means that smaller numbers and even single licenses can be sold, making the technology suitable for smaller businesses.

Under the partnership arrangement, the fully customised systems will be stored using HA Hosting's Data Centre, allowing information to be accessed from the office, home and via mobile devices and Alan Easter, Managing Director Arkom believes that SMEs could be well placed to benefit: "The partnership is good news for smaller organisations as it means they can compete on a level playing field when it comes to managing their businesses effectively, as well as being able to access the powerful Microsoft technology. It also means SME's are not at a disadvantage when it comes to recruiting new members of staff - as they will be able to use a system which is commonly used and so reduces the amount of training time needed."



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