

South and East Yorkshire

Enterprise Weekly

The definitive small business e-newsletter

fsb³
Experts in Business

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Enterprise Weekly FORTHCOMING EVENTS

Business event offers chance to inspire next generation of apprentices



Organisers of a popular business event are inviting companies from across the Sheffield City Region to inspire this year's school leavers and give them an opportunity to build their future career.

'Apprenticeships: Be Inspired' returns to Sheffield next March, the event will give businesses thinking of recruiting apprentices over the summer months in 2016,

a chance to meet school Y11s, Y12s and Y13s from across the Sheffield City Region. Organised by Skills Made Easy, a unique programme funded by the Sheffield City Region Local Enterprise Partnership, the popular event saw more than 500 school leavers attend this year's event, with more than 200 apprenticeship vacancies on offer from local and national employers.

Taking place at Ponds Forge on Wednesday 2 March 2016 between 1.30 and 4.30pm, businesses thinking of recruiting an apprentice in 2016 can apply for a free exhibition stand at the event and a fantastic opportunity to meet a very high standard of candidate. For the first time the event will be open to employers from across the whole of the Sheffield City Region, with school leavers from Sheffield, Rotherham, Barnsley, North East Derbyshire, Bolsover, Bassetlaw and Chesterfield also attending.

Over the past three years, Skills Made Easy has helped more than 1300 young people into an apprenticeship, whilst helping employers to overcome skills shortages. One company which benefitted directly from the last event was regional accountancy practice BHP Chartered Accountants.

To book a stand please contact the Skills Made Easy team on 0114 273 6559 or email apprenticeshipready@sheffield.gov.uk.

Event to boost Hull tourism



Visit Hull and East Yorkshire and HullBID are working together to help businesses across Hull city centre to package the visitor offer.

A free event has been arranged for retail, food and beverage, visitor attractions and accommodation providers which will focus on cross-selling, to encourage visitors to move around the city, meaning they stay longer and ultimately spend more!

Dr. Xavier Font from Leeds Beckett University will be the keynote speaker

and delegates will hear about marketing their business to visitors, offering added value to increase customer spend and boost return business and working with other businesses in the city to encourage visitors to stay longer.

The event will take place at 2.30 - 5.30pm on Wednesday 27 January at the Mercure Hull Royal Hotel. Tea and coffee will be provided. Places are free but limited, so booking is essential.

To register contact Ellie on 01482 391535 or email: ellie.garmston@vhey.co.uk

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REGIONAL AND LOCAL NEWS

Sheffield councillors compete to become Small Business Champion ...and the winner is...



Councillor Nikki Bond with her winner's trophy

Sheffield Councillors entered the spirit of the Small Business Saturday Challenge, set for them by the experts in business FSB. In recent weeks the councillors have been demonstrating their commitment to the city's small business community by visiting small firms in their respective wards and recording their visits by taking photographs. The Challenge is part of the national 'Small Business Saturday' campaign to encourage the public to make greater use of the UK's small traders.

The FSB set the Challenge in order to identify the councillor who was prepared to go furthest in supporting small businesses. Sheffield Central MP Paul Blomfield agreed to be the independent adjudicator. In a very close-run race, the decision went to Nether Edge councillor Nikki Bond. Nikki was presented with the Small Business Saturday Champion Trophy by Paul Blomfield MP during the FSB's celebration of Small Business Saturday at a pop-up shop in the city's Fargate Christmas Market.

The Vice-chairman of the FSB's South Yorkshire Branch, Steve Bradwell, commented: "We are delighted by the response of Sheffield's councillors to the Challenge we set them and they certainly delivered the goods and turned out in force to help us celebrate 'Small Business Saturday'. Thanks to the council's easing of parking restrictions to allow shoppers to park free after 2.00pm in all the Council's city centre parking zones on Saturdays until Christmas, the town centre was buzzing. We hope this will boost trade for small businesses in the coming fortnight and beyond.

"We would congratulate Nikki Bond on becoming Small Business Saturday Champion, but we would add that all the councillors were winners in this Challenge, inasmuch as the aim was to build stronger relationships between councillors and the small business community. We hope that the exercise has proved beneficial in getting small firms talking to their councillors."

The photographs collected by the councillors have been compiled into a photographic compendium which can be viewed at: <http://www.fsb.org.uk/docs/default-source/emerald-fallback/sbs-compendium.pdf?sfvrsn=2>

International speedway star seeks business sponsorship



Richard Hall has signed for the Sheffield Tigers speedway team for the 2016 season in the British Premier League and is on the lookout for business sponsors.

Richard started racing at the age of seven. As a junior he won the British Championships three years in succession. At 17 he made his debut in the Premier League riding for Newcastle and won a league champion's medal. In 2006 he moved to Peterborough, once again helping the team to become league champions. Richard's knack of riding for league championship-winning teams may well continue in 2016, when a new-look Sheffield team is much fancied to be pressing for silverware.

As well as his speedway activities, Richard also competes in the World Longtrack Series where he finished third in 2013 and in this year's World Team Cup scored maximum points for his country to help

Great Britain become World Team Champions for the first time.

Any business wishing to sponsor Richard in 2016 would see their logo on his vans and race gear and would have entry to Sheffield's speedway matches for themselves and a guest whenever they want a night of exciting speedway action.

Richard is a great sponsorship prospect for any business owner who wants to gain a sporting profile and potential sponsors should ring Richard on 07702 496088. If you want to know how good he is, watch this:

<https://www.youtube.com/watch?v=vqogJAPDL8c>

Huge changes promised for rail services in Yorkshire and the Humber

Rail journeys across Yorkshire and the Humber will undergo a £1.2billion transformation in decades, thanks to an package of improvements being delivered in new franchise deals, the government has announced.



Pennine Express Limited.

More than 500 brand-new carriages, the removal of outdated and unpopular Pacer trains, room for 40,000 extra passengers at the busiest times, and more than 2,000 extra services a week will be delivered across the north. The government has announced it intends to award the Northern franchise to Arriva Rail North Limited, and the TransPennine Express franchise to First Trans

As part of the government's commitment to ensure local passengers are at the heart of the rail network and devolve power to those that know their economies and customers best, the franchises will be jointly managed from Leeds by the Department for Transport and Rail North Limited – which represents 29 local authorities across the north.

Transport Secretary Patrick McLoughlin said: "We promised passengers across Yorkshire and the Humber a world class rail service that would make the Northern Powerhouse a reality – and I'm delighted that we have found two operators that will deliver exactly that. As a one nation government we are committed to closing the economic gap between north and south. This deal, and the joint management of the franchises, will bring the Northern Powerhouse to life."

Read more at: <http://blmforum.net/mag/huge-changes-promised-rail-services-yorkshire-humber/>

Rotherham's High Street is the best in Britain.... official!



Rotherham town centre is celebrating after beating off stiff competition to win the best town category in the Great British High Street competition.

Rotherham was one of just three towns to be shortlisted in this section, and online voting took place throughout October and November. Public votes contributed to 50 percent of the selection of the category winners, with the other 50 percent coming

via the judging panel, made up of industry leaders from across retail, property and business. Rotherham was visited by Judge Alana Renner, Deputy Communications Director at The Post Office, on 5 November.

Rotherham Council's Advisory Cabinet Member for Housing and the Local Economy Councillor Denise Lelliott said the win was wonderful news for the town. She said: "We are delighted that the efforts to regenerate the town have been recognised in this national competition - having seen the other entries this is a huge honour. A number of partners have come together to make a real difference to the town centre and their hard work and belief in the High Street is paying off."

"A combination of restoring the town's historic core, creating high quality public spaces and supporting independent retailers to help differentiate our offer has been a winning formula. The response from shoppers and residents has been fantastic, our success in this competition is thanks to their support and the fact that so many people voted for the town is a huge boost to everyone working and running a business in the town centre."

Rotherham's win means a share of a prize pot worth £80,000, alongside expert training and tailor-made tips from Google's training taskforce – the Digital Garage on Tour – for 100 of their shops, bars and restaurants.

Read more at: http://www.rotherham.gov.uk/towncentre/info/7/news_and_events/

South Yorkshire's Community Foundation seeks new Chair



South Yorkshire's Community Foundation is seeking to appoint a new Chair. The future of vital community projects in South Yorkshire relies on the generosity of local people and, under the guidance of its Chief Executive and a high profile, committed and talented board of Trustees, the Foundation's work has become renowned for its importance and impact through a diverse range of projects across the whole of South Yorkshire.

In order to continue and further develop its work, the Foundation is now seeking a new Chair who can take over from the inspirational leadership and commitment shown by Giles Bloomer OBE DL who will be retiring as a Trustee in 2016 after a decade of service.

Further details at: <http://www.sycf.org.uk/wp-content/uploads/2015/12/Candidate-Information-SYCF-Chair.pdf>

Tour de Yorkshire – Saturday finish for Doncaster



Doncaster has been chosen to host both the Saturday finishes of the 2016 Tour de Yorkshire, one of the most prized events in the global cycling calendar. As well as holding the finish of the men's race, the town will also be hosting the finish of the inaugural women's race, featuring the world's leading female riders.

The route will encompass some of the most well-known and important landmarks in Doncaster, meandering through the beautiful village of Hooton Pagnell before passing close to the beautiful Brodsworth and Cusworth Halls, looping round the historic Conisbrough castle and flying through Tickhill and Bawtry. Elite riders will then race through Austerfield before a high speed charge along Bawtry Road, past the racecourse to finish at the top of Bennetthorpe in the town centre.

This event will give fantastic opportunities to local businesses, and local communities want to work together so Doncaster makes the most of this amazing spectacle, creating a carnival atmosphere which shows exactly what is great about Doncaster to a worldwide audience.

Welcome to Yorkshire has estimated that this year's event generated £50million for the Yorkshire region. Doncaster is in a prime position to make next year's event bigger and better, having been selected to host such world class racing on a Saturday. This is a fantastic opportunity for Doncaster's businesses to grab a big piece of the action.

Doncaster Council will be organising a meeting in January to which representatives from local businesses will be invited, along with parish councils and schools, to set out the some of the ways communities can get involved. From street parties to other local events, all local people will be supported and encouraged to celebrate such a renowned international sporting event.

Full details of January's event will follow soon but in the meantime any questions or ideas can be emailed to: tdy@doncaster.gov.uk

Lots of information, including the route through the borough, is available on: <http://letour.yorkshire.com/> and www.doncaster.gov.uk/tdy

Made in Hull club kicks off at KC Stadium



Following on from the success of the Made in Hull Awards 2015, which took place during Humber Business Week, Streets Chartered Accountants officially hosted their first Made in Hull Club event on Monday 7 December. Hosted at the KC Stadium and featuring business owners and leaders from across the city, the event celebrated the achievements of manufacturers who have found success in Hull.

With an opening discussion from UKTI on how more businesses in the region can benefit from exporting, as well as speeches from Hull-based manufacturers Atom Beers and Aunt Bessie's, the event was a great opportunity for business leaders to network and pool expertise.

The Made in Hull Club is open to previous entrants, finalists and winners of the Made in Hull Awards, other Hull based manufacturing businesses that are interested in entering the awards next year, along with those who have and who would like to support the Made in Hull concept.

James Pinchbeck, Marketing Partner at Streets Chartered Accountants, commented: "Building on this year's Made in Hull celebration, we are delighted to have created the Made in Hull Club. Membership or participation in the club is not only open to all Made in Hull entrants but also to all those involved in manufacturing in Hull. The club will seek to further promote manufacturing in the city and seek to provide support especially to smaller and early years businesses."

To celebrate Hull's well earned reputation for innovation and manufacturing, Made in Hull will return as part of Humber Business Week 2016. The Made in Hull Awards 2016 will be launched on Friday 11 March at St Stephens Shopping Centre in Hull.

Hull based manufacturing businesses wishing to be a part of the Made in Hull Club should email: madeinhull@streetsweb.co.uk

Business Sheffield supporting start-ups and business growth in the city



Rob King, Charlie King and Andy Bunn at the National Enterprise awards Ceremony

One year on from the launch of 'Business Sheffield' and the team of business support and growth advisors are building a solid reputation locally and nationally as one of the leading business support services in the UK.

Business Sheffield has supported 600 pre-start businesses in the city, is delivering business advice and guidance to over 1000 clients each year and is working on growth projects with 200 key businesses.

The team also work closely with partners like the FSB, backing national campaigns such as Small Business Saturday held last Saturday to raise the profile of small businesses and encourage

the public to shop locally.

Business Sheffield recently received national recognition when they became a finalist and ultimately were highly commended in the Enterprise Team of the Year category at the National Enterprise Network Annual Awards ceremony in London.

Business Sheffield is part of Sheffield City Council's economic development agency, Creative Sheffield, and is responsible for supporting businesses in Sheffield to set up and grow. This covers everything from supporting local people with a new business idea, to large foreign owned companies invested in the city as well as established businesses wanting to export for the first time.

More details at: <http://www.welcometosheffield.co.uk/business>

Team Humber to lead Northern Powerhouse offshore wind trade mission to USA



Mark O'Reilly, CEO Team Humber Marine Alliance.

Team Humber Marine Alliance, in partnership with UK Trade & Investment, is to lead a Northern Powerhouse offshore wind-focused mission to the USA next spring. Working alongside UKTI, Team Humber and regional businesses will head for the east coast of the US from 6-12 March, to build on increasingly close ties.

THMA and UKTI will be hosting NovaVis and the Virginia Offshore Wind Coalition with directors Chuck Decuir and Jeff Keever, who will be speaking at the event and be available for one-to-one business meetings.

Mark O'Reilly, CEO Team Humber Marine Alliance, said: "We have been working with UKTI on the idea for a Northern Powerhouse visit to the US for some time, so we're delighted to make this announcement.

"Offshore wind in the US is transitioning from early development to commercial viability but has almost unbelievable potential. It has an estimated potential offshore wind

capacity of 4,200GW – roughly the equivalent of 1,050 Drax power stations. That is a staggering opportunity, and the Humber and the North wants to be a part of it.

“As a region we have developed an enviable expertise in the offshore wind supply chain from construction to operations and maintenance, from vessel operation to blade repair and subsea services to port operation and logistics.”

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

Revealed: one fifth of Yorkshire firms owed overdue invoices



New research from insolvency trade body R3 has revealed that 21% of businesses across Yorkshire and the Humber and the North East are awaiting payment for invoices that are more than 30 days past due.

Nationally, manufacturing saw the highest percentage of businesses owed late payments, at 27%, followed by services at 22% and distribution and retail at 13%.

R3’s Yorkshire chair Adrian Berry said of the discovery: “The late payment problem is a persistent one and not only for businesses in Yorkshire but across the UK and puts unnecessary strain on the finances of businesses. Businesses having to wait too long to receive money owed can have a harmful knock-on effect not only on their own business but further down their supply chain too.”

FSB Regional Chairman Gordon Millward said: “The impact of late payment on SMEs is catastrophic and can drive many out of business. They can’t pay their workforce and they spend a lot of time having to negotiate with suppliers. Late payment ties up working capital and makes it impossible for small businesses to invest and expand.”

Read more at: <https://goo.gl/CYi9BT>

Enterprise Weekly NATIONAL NEWS ROUND-UP

Small businesses can reduce average energy bills by almost a quarter



Experts in business, the FSB, is launching a new service to help its members reduce their gas and electricity bills. Members using the service could cut approximately a quarter off their annual energy bill.

FSB’s new Energy service is part of a concerted drive by FSB to help smaller businesses reduce their energy costs. The organisation is also representing the interests of smaller businesses by responding to the Competition and Markets Authority’s

investigation into the energy market and creating a resource hub on its new website offering advice on energy efficiency measures.

The new service enables FSB members to obtain advice on competitive rates for their

utilities, identify the annual saving achievable by switching tariffs and even have new contracts arranged for them if requested. It is born out of research suggesting that smaller businesses are being failed by the energy market, with 70 per cent of these businesses experiencing difficulty comparing energy tariffs and 43 per cent saying they have never switched supplier.

The new service will be run on behalf of FSB by business cost saving champion Make it Cheaper. It could generate annual average savings of 23 per cent for new customers switching their gas and electricity provider, equivalent to £973 off the £4,243 average annual energy bill of an FSB member. FSB Energy will also take care of the paperwork involved in switching - such as terminating existing contracts on behalf of members - saving them time and hassle in the process. And the service reminds members when their fixed price periods end to make sure they never 'default' on to more expensive rates.

Further details at: <http://www.fsb.org.uk/benefits/advice/fsb-energy>

Feasibility study funding for small firms

Innovate UK has launched a competition whereby small and micro firms can apply for a share of up to £2 million to assist in financing feasibility studies for certain technology projects.

In order to be eligible to apply for the competition, the total project cost of the feasibility study should be no more than £33,000 and the study should last no longer than four months. Successful applicants could receive up to 70% of their project costs. The study must be in the field of either advanced materials, biosciences, electronics or ICT.

The competition opens on 18 January 2016 and closes on 9 March 2016.

For further information about the competition, go to:

<https://www.gov.uk/government/news/innovation-in-key-technologies-apply-for-business-funding>

Business Growth Service to be wound down

Speaking at the National Enterprise Network annual conference last week, Adam Hardy from the Department for Business confirmed that the Business Growth Service, including Growth Accelerator and the Manufacturing Advisory Service, would be wound down as a result of the Spending Review.

BIS has contacted Business Growth Service providers instructing them not to enter into any further contracts with clients after midnight on Monday 30th November 2015, and confirming that "all contractual commitments should be honoured, as long as all support and related activity is completed by 31st March 2016".

For further information on the Business Growth Service, go to:

<http://www.ga.businessgrowthservice.greatbusiness.gov.uk>

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LEGAL UPDATES

Consultation on deregulation of partnerships

A consultation on proposed deregulatory changes for Qualifying Partnerships and Limited Liability Partnerships has been announced by the Department for Business.

The proposed changes relate to financial reporting processes for partnerships, and follow similar changes made to the financial reporting framework for companies after the introduction of the EU Accounting Directive. The changes include raising the size threshold for LLPs classified as 'small' and the introduction of a new 'micro-entity regime' for Qualifying Partnerships and the smallest LLPs. These are intended to provide consistency in relation to financial reporting across business structures and ensure partnerships benefit from the same reporting processes as companies.

Read more about the consultation at:

<https://www.gov.uk/government/consultations/limited-liability-partnerships-llps-and-qualifying-partnerships-deregulatory-changes>

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TAX AND MONEY

No announcement on future of IR35

Organisations representing freelancers and contractors were expecting an announcement on the future of IR35 and personal service companies in the Chancellor's Autumn Statement, after certain details were leaked to the press. The leaks involved proposals to introduce a cap on how long freelance contractors could work for a single client, with a test to assess whether the contractor should be put on a client's payroll.

However, the only reference in the Autumn Statement to contractors that operate under personal service companies was to confirm changes to travel and subsistence expenses tax relief, which are currently under consultation and are due to be introduced from April 2016.

Samantha Hurley, Head of External Relations and Compliance at the Association of Professional Staffing Companies, said: "The lack of an announcement in the Autumn Statement doesn't mean that the Government won't go forward with this proposal in the future, but it does almost certainly mean that it won't come into effect in April 2016, which is what we feared."

For further information, go to:

http://www.contractoruk.com/news/0012320osborne_omits_plan_payroll_psc_contractors.html

Small business rate relief to be extended

Chancellor George Osborne announced in his Autumn Statement that the Small Business Rate Relief scheme has been extended until 31 March 2017. The scheme was due to end on 31 March 2016.

The announcement follows the publication of new figures from the Department for Communities and Local Government in November 2015 that reveal local authorities granted £1,061 million in relief under the Small Business Rate Relief scheme in 2014/15, which is a 7.7% increase over the previous tax year. The figures also reveal that the amount of relief granted for empty premises fell by 4.2% to £947 million.

James Lowman, Chief Executive of the Association of Convenience Stores, said: "We welcome the Chancellor's commitment to extending small business rate relief in 2016; this is a measure that helps businesses to the tune of over £1bn each year and is essential in giving local shops the opportunity to invest in their staff, property and services."

For further information about the figures, go to: <http://www.talkingretail.com/category-news/independent-news/acs-calls-extension-rate-relief-scheme-small-businesses>

And: <http://www.acs.org.uk/press-releases/autumn-statement-reaction-uncertainty-over-future-of-business-rates>

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CONSTRUCTION NEWS

New guidance for the construction sector



New health and safety guidance has been published by the Construction Industry Advisory Committee Health Risks Working Group, to encourage better management of occupational health risks within the sector.

Figures from the Health and Safety Executive reveal that 100 people per week die from construction-related ill health in the UK. HSE figures also reveal that construction workers are 100 times more likely to die from an occupational disease than they are from a fatal accident.

The Construction Industry Advisory Committee believes that these figures demonstrate a lack of understanding of occupational health risks throughout the industry, and that compliance with the new guidance will lower the number of occupational ill health incidences throughout the industry.

For further information about the new guidance, go to:

<http://press.hse.gov.uk/2015/new-construction-guidance-to-stop-workers-dying-each-week-from-occupational-disease/>



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