

South and East Yorkshire

Enterprise Weekly

The definitive small business e-newsletter

fsb³
Experts in Business

Volume 433

Circulation: 5845

22 January 2016

Enterprise Weekly FORTHCOMING EVENTS

Doncaster networking event is open to all



Chief Superintendent Richard Butterworth

The FSB is joining forces with Doncaster Chamber of Commerce to present a free breakfast networking event to help local businesses share best practice, be inspired by others and build on their current network of contacts. There will also be a short info and discussion slot presented by special guest speakers Chief Superintendent Richard Butterworth – the man who has responsibility for tackling business crime across South Yorkshire – and his colleague Sergeant Katherine Wallis, who has special responsibility for dealing with child sexual exploitation. They will discuss the services they provide to help prevent small businesses from becoming the victims of crime.

The FSB will also update delegates on their campaign strategy to promote and protect the interests of the self-employed and small business owners.

For members and non-members wanting to create awareness of their business and build relationships with other business people, here's a prime opportunity to meet a number of key decision makers all in one room before the working day has begun. Chamber and FSB staff will be on hand as always to help with initial introductions, to put you at ease, and create a relaxed and informal atmosphere.

The event will take place at 8.00 - 9.30am on Wednesday 10 February 2016 at the Castle Park Rugby Club, Doncaster. It is free to attend, but booking is essential to help with catering arrangements.

To book, visit: <http://doncaster-chamber.co.uk/basket.asp?event=363>

Join FSB at Yorkshire's primary networking event



The FSB warmly invites you to join us at a major Yorkshire regional networking opportunity, the "*Inspiring Yorkshire Business*" event, which will take place at 9.00am – 3.00pm on Thursday 18 February 2016 at the Magna Centre, Rotherham.

Magna is bringing together 100 high-profile exhibitors, informative workshops and a wealth of main-stage presentations throughout the day from nationally-renowned speakers. The event is free to attend for all businesses.

Experts in Business FSB are proud to be major sponsors of the event and hope to see our members from across the region paying us a visit during the day.

For further information or to book a stand visit:

<http://www.mymagnaevent.co.uk/events-calendar/the-inspiring-yorkshire-business-event>

February 2016 is going to be a big month for Doncaster...



Business Month returns in Doncaster for the third time in February. Playing host to over 30 events that give you the chance to raise your business profile and make new contacts and do business in the Doncaster business community. It is the perfect forum to share great ideas, inspire new businesses, host some superb events, provide networking opportunities and improve business relationships.

So what's planned in 2016? Already scheduled is the return of the Doncaster Business Showcase, to be held on Thursday 25 February at Doncaster Racecourse. This one day event, now in its seventh year is the largest business expo in South Yorkshire and will play host to more than 1,000 visitors and over 180 exhibitors. It attracts a diverse audience drawn from new and established businesses as well as business support organisations, further education providers and professional services. It is the must attend event of the Doncaster business calendar bringing together businesses and individuals from across the borough and surrounding areas to promote their business, gain inspiration, learn the latest business skills and provide excellent networking opportunities.

For further information visit: <http://www.businessdoncaster.com/showcase/>

Free information sessions for Sheffield businesses

Business Sheffield will be presenting a programme of expert-delivered business information sessions throughout the first quarter of 2016.

27 January - *How to sell face to face*

2 February - *Retail insights course 1: marketing, media and customers*

5 February - *How to safely produce food*

- 16 February - *AdWords traffic that converts to business*
- 18 February - *Social media*
- 24 February - *Employing people for the first time*
- 2 March - *De-mystifying search engine optimisation*
- 4 March - *How to safely produce food*
- 8 March - *Basic book keeping*
- 15 March - *How to get low cost, positive and effective PR and media exposure for your business*
- 21st March - *Social media*
- 22nd March - *Landing pages – the cheaper and more effective alternative to a new website*
- 23 March - *Retail insights course*

All events are free of charge. For further information or to reserve yourself a place simply call the Gateway on 0800 043 55 22 or 0114 224 5000.

Join us online at the FSB Policy Conference 2016



Building on the success of our first Policy Conference in 2014, FSB is hosting its second Policy Conference “*Small Business 2020: inspiring growth, innovation and ambition*”. This event will be held on Tuesday 2 February and once again you have the opportunity to join and take part live in the debate via the Conference Website and Social Media.

In a rapidly changing business environment, the event will see key politicians, business leaders, policymakers and FSB members come together to set the small business policy agenda for the future. The day will be hosted by leading BBC business presenter, Steph McGovern. The conference will include three high level sessions which will focus on three key issues:

- Rebalancing the UK economy
- High-growth, global future for small businesses
- Growing tomorrow’s entrepreneurs - innovation and competition

Why wait to start discussing the key issues that the event will consider? Find out more and to register at: <http://www.fsb-policy-conference.co.uk/>. Join the debate now by following [#FSB2016](#) and tweeting [@fsb_policy](#).

Yorkshire Coast Expo 2016 - Scarborough Spa



Following on from the tremendous success of EXPO 2015, Scarborough Hospitality Association has joined forces with Bridlington Tourism Association to host this event at The Ocean Room, Scarborough Spa at 11.00am to 5.00pm on Wednesday 9 March. The event will feature a variety of both national and local supplier trade stands whose products and services have been especially chosen to create interest to

anyone who has an involvement in the Tourism sector.

There will be a cookery demonstration from the students at Yorkshire Coast College and Farrer's bar will be doing special offers for attendees on meals in the bar. Discover Yorkshire Coast and Welcome to Yorkshire will also be in attendance.

Free car parking at the underground car park near the Spa will also be available for ticket holders

So if you would like to come along and take a look at products and services that could help your business or just to meet like-minded business leaders, do come along. Admission is free and will be by ticket only.

Tickets can be downloaded from <https://www.eventbrite.co.uk/e/expo-2016-tickets-20830624960>.

The Profit of Good Health in Doncaster

Doncaster Council has adopted the national Workplace Wellbeing Charter and has organized a launch event to promote the Charter and the importance of workplace wellbeing to local businesses. It will be held at 8.30am – 2.30pm on Thursday 18 February at the Keepmoat Stadium, Doncaster.

The event is a great opportunity to find out more about workplace health and how your business can benefit. The day includes talks, presentations, workshops and a short play as well as an awards ceremony for businesses who have achieved the Workplace Wellbeing Charter.

Here's a snapshot of the event:

- Introduction to Workplace Health
- Workplace Wellbeing Charter Awards Ceremony
- The Ageing Workforce presentation
- 'Unlocking Dementia' – performance by DARTS
- The Fit For Work Service - a talk from Stephen Goodfellow from ACAS
- Workshops including Mental Health in the workplace, substance misuse in the workplace, how the fit for work service can support your business, Dementia Friends Awareness Session

To book a free place, visit: www.eventbrite.co.uk/e/the-profit-of-good-health-tickets-19740203480

Operation Makesafe training delivered at HR forums



Jay Bhayani

Child sexual exploitation and anti - terrorism measures are the hot topics for leading Yorkshire employment lawyers' popular HR forums. As part of South Yorkshire Police's continued efforts to raise awareness of the key warning signs of child sexual exploitation, Operation Makesafe training is to be delivered to HR workshops in South Yorkshire.

The HR Exchange Yorkshire, delivered by Brewster Pratap recruitment group and Bhayani HR & Employment Law, will host workshops in Sheffield on 27 January and in Doncaster on 24 February. The events will be held from 12.00 – 2.00pm and must be booked in advance.

Jay Bhayani, employment solicitor, said "We are in the 4th year of our HR forums which are well attended by local businesses and always strive to bring current information to our delegates. Sadly, this topic is essential for employers to understand in today's world."

At the workshops, specialist officers from South Yorkshire Police will be offering Operation Makesafe training: a South Yorkshire Police child sexual exploitation training package that has been delivered to a number of industries across the region, including hotels and bus companies. Businesses are taught about the warning signs of child sexual exploitation, how to spot potential perpetrators and how to report suspicions to police, as they continue to crack down on this crime.

Sergeant Katherine Wallis, who delivers the Makesafe training, said: "Everyone has a role to play in safeguarding children and vulnerable young people, which is why I'm pleased we have another opportunity to deliver this training to businesses across South Yorkshire.

"I hope that the attendees find this session useful and informative as we work together to prevent young people from harm."

To get further details call Bhayani HR & Employment Law on 0114 303 2300 or email: hello@bhayanilaw.co.uk

An opportunity to link your business with education



The world of work is changing. Small and medium size businesses account for the majority of employment opportunities in the UK. It's a time of great opportunity, yet many young people are not always in a position to take advantage of it. Youth unemployment remains high at the same time that many good jobs go unfilled.

In a recent survey 70% of companies said that students have inadequate business and customer awareness, and over half perceived weaknesses in school leavers' personal-management skills.

The Enterprise Adviser Network comprises volunteers drawn from business and other employers, both large and small. Supported by a full time Enterprise Coordinator, they work directly with the leadership of individual schools and colleges to develop effective employer engagement programmes.

Becoming an Enterprise Adviser offers you the chance to support the development of your future workforce. As an Enterprise Adviser you will become part of a local network: The Enterprise Adviser network provides a forum for employers to discuss and work together to resolve local skills issues.

An Enterprise Adviser Network launch event will be held at 7.45 – 9.00am on Friday 5 February at the AMRC Training Centre, Advance Manufacturing Park, Catcliffe, Rotherham, S60 5BL.

To book a place, email alex.regan@sheffield.gov.uk before 29 January.

How SME's can obtain public sector funding

Yorkshire, Humber and Lincolnshire based businesses are invited to attend a free funding focused event at 8.30 - 10.0am on Thursday 28 January at the Energy Technology Centre, Flemingate Centre, Armstrong Way, Beverley, HU17 0GH.

Join the Renewables Network for a breakfast briefing focused on how SME's can obtain public sector funding, which can be used to support capital investment and employment of new staff. Working in partnership with Bowen Consulting, Renewables Network is able to support businesses in obtaining this funding, which is available through a range of regional, national and European funding streams.

Special guest speakers will include Andrew Bowen and Gerald Earp from Bowen Consulting.

Attendance is free of charge. To book visit: <https://www.eventbrite.co.uk/e/funding-opportunities-tickets-20786032583>

Enterprise Weekly

REGIONAL AND LOCAL NEWS

FSB Calls for combined Hull and East Riding Authority



After an 18 month enquiry, the Hull Commission has submitted its final report which concludes that a combined authority covering the Hull and East Riding council areas will be necessary if the Humber area is to meet its fullest economic potential. The report states: "It will be disastrous for the area of Hull and the East Riding of Yorkshire if they miss out on this excellent opportunity because of historical problems of local animosity."

Following the Commission's report, the FSB has written to the leaders of

both councils calling on them to urgently begin the process of unification to secure the economic future of the Humber region.

The FSB has long been an advocate of economic unification of the north. In 2014 we published a report calling for the formation of a single 'Northern Gateway Super-region' stretching from the Mersey to the Humber and we contend that until this happens, no concept of a 'Northern Powerhouse' can possibly exist. We perceive that a Hull and East Riding combined authority will be the first phase in the formation of a Yorkshire Authority and ultimately a Northern Gateway Super-region.

In September 2015 an analysis by Sheffield Political Economy Research Institute (Speri) revealed 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 to £851 per head in Yorkshire and the Humber.

The awarding of City Deals as per the Manchester and Sheffield models is a mere sop to give the illusion of devolution whilst ensuring the levers of power remain firmly in Whitehall. It is clear from the Speri findings that until the north initiates its own

devolutionary process, no authority will possess the 'clout' to counterbalance the economic power of the south-east and the economy of the north will never have the transformational impact to become a world renowned hub of economic activity.

TIR launches Driver Match scheme to tackle driver shortage



An East Yorkshire training company is now offering a Driver Match scheme to tackle the national shortage of LGV drivers. Beverley-based TIR Training has introduced the scheme which aims to match local employers with newly-qualified drivers who are looking for a job as a truck driver.

Haulage firms face an uphill task finding enough drivers to keep their fleet on the road and often have to rely on agency drivers to plug gaps in their workforce. TIR aims to streamline this by encouraging employers to contact them when they are looking for a new driver with the aim of providing them with a quick and easy way of recruiting, saving them time and money and helping their businesses run more smoothly.

Shah Wright, Managing Director of TIR Training says of the scheme, "The driver crisis has been well documented for some time now, and here at TIR we have a steady stream of individuals who train with us looking to get in to logistics. While they are training with us, we will identify their key skills and match them with an employer looking for those specific skills. Throughout their training with us, drivers are assessed on their attitude and suitability. Only those who we feel are of a high standard are passed to companies who are feeling the strain through a lack of drivers."

For more information visit: www.tirtraining.co.uk

Cold weather advice from Sheffield broker



With a winter blast in full swing, Sheffield chartered broker IFM Insurance is reminding local businesses and householders to make sure that they are 'winter fit' to withstand any bad winter weather. The risk of expensive, disruptive and distressing damage can easily be reduced by taking a few simple steps before the cold weather sets in:

- Make sure that water pipes and water tanks in the loft are insulated with good quality lagging;
- Know where your stopcock is, and make sure that it works. One in six people do not know where their stopcock is;
- Repair any dripping taps. This will help prevent water from freezing;
- Leave any loft door open to allow heated air to circulate;
- Leave heating on at low setting to help heat pipes, especially if you are away from the home or the business premises for a period of time.

John Leigh, Director of IFM Insurance said, "With wintery weather forecast for South Yorkshire now is the time for homeowners and businesses to take a few simple steps to reduce the risk of facing the trauma of frozen or burst pipes this winter. Home insurance will pay for the often considerable damage caused by burst pipes, but it cannot compensate for the misery and inconvenience that they bring."

Enterprise Weekly

NATIONAL NEWS ROUND-UP

Business confidence falls back over fears of weaker demand



According to the latest Business in Britain report from Lloyds Bank, the business confidence index (an average of the report's respondents' expected sales, orders and profits over the next six months) has declined from 43% in January 2015 to 38% in January 2016.

However, this is still above the long-term average of 24%. Every sector other than retail and wholesale, saw a decline in business confidence with the largest being in manufacturing. Across all sectors, 31% of exporters considered weaker UK demand to be their main threat over the next six months.

To read more about the report, go to: <http://www.lloydsbankinggroup.com/Media/Press-Releases/2016-press-releases/lloyds-bank/business-confidence-falls-back-over-fears-of-weaker-uk-demand/>

Small and micro employers reminded about automatic enrolment

The Pensions Regulator has contacted up to half a million small and micro-employers to remind them that they will be subject to automatic enrolment duties over the next 12 months.

Employers who have received a letter are advised to start planning for these duties by using the Regulator's online duties checker, which is part of a new online step-by-step guide to automatic enrolment. Letter recipients with no staff should confirm in writing to the Regulator that they do not have any employees.

Read more about the reminders at:

<http://www.thepensionsregulator.gov.uk/press/pn16-01.aspx>

Young adults prefer bigger firms



A recent survey of people aged 16 to 25 suggests that young adults - particularly those in India, China, South Africa and Brazil - desire the predictability and stability of employment at a big company rather than working for a start-up.

Small firms held greater appeal for respondents in the U.S., France and Germany, but hardly anyone in India wanted to work for a smaller business. When asked to identify the five most vital skills for a successful career,

the respondents ranked so-called soft skills such as time management and verbal communication as among their top priorities.

Read more at: <http://www.forbes.com/sites/georgeanders/2016/01/18/is-startup-mania-a-global-desire-this-survey-finds-startling-schism/#5f4930f41e9d503a25211e9d>

Enterprise Weekly
LEGAL UPDATES

Calls for transparent business rates appeal process

The Department for Communities and Local Government has proposed changes to the business rates appeals system, which will mean a three-stage 'Check, Challenge, Appeal' process. In response to the Department for Communities and Local Government's consultation on the proposals, the Association of Convenience Stores has called on the Government to ensure that the system is transparent, simple and accessible for retailers.

Association of Convenience Stores chief executive, James Lowman, said: "We welcome the Government's intention to clarify the process for business rates appeals, but have concerns about the proposals to introduce further costs for retailers through fees and penalties for incorrect information."

For further information, go to: <http://www.acs.org.uk/acs-calls-for-simplicity-in-business-rates-appeal-process>

Enterprise Weekly
TAX AND MONEY

New digital tax rules will not mean quarterly tax returns

HM Revenue and Customs has responded to a petition that calls for the forthcoming requirement for digital personal tax accounts being updated at least quarterly to be scrapped. The petition states that this requirement will force small firms and the self-employed to do four tax returns yearly, meaning more red tape, accountancy fees and potential for fines.

However, according to HMRC, the updates will instead simply require checking data generated by accounting software and clicking 'send'.

The petition and HMRC's response is available at: https://petition.parliament.uk/petitions/115895?reveal_response=yes

Read more about the petition at: <http://www.accountingweb.co.uk/article/pta-petition-knocked-back-government/594820>

Over 100,000 firms owed money due to insolvent customers



According to R3's 2015 Business Distress Index, 113,000 firms (6% of all UK firms) were creditors in insolvency procedures. Up to 7% of small firms were owed money by another firm or an individual in an insolvency process. In addition, 4% of micro firms employing up to five staff were creditors in five or more insolvencies in 2015.

Phillip Sykes, President of R3 said: "Businesses need to take preventative measures and properly assess

risks before trading with individuals or other firms. Doing so will minimise the chance of being exposed to others' insolvencies in the first place."

For further information, go to:

<https://www.r3.org.uk/index.cfm?page=1114&element=26210&refpage=1008>

Enterprise Weekly

CONSTRUCTION NEWS

Builders welcome 13,000 starter homes plan



The Federation of Master Builders and the Home Builders Federation have welcomed Prime Minister David Cameron's announcement about releasing public land with planning permission already in place and the Government directly commissioning the building of 13,000 starter homes.

They are urging Mr Cameron that this initiative should be part of a wider set of measures. This includes that available packages of land need to be varied in size, skills shortages in the

sector need to be addressed and the release of brownfield land needs to be faster than under the current rules.

According to Nick Sanderson, Chief Executive Officer of Audley Retirement Villages, building more retirement properties could free up larger properties which would also help alleviate housing shortages.

For further information, go to: <http://www.propertywire.com/news/europe/uk-new-home-building-2016010511391.html>

Enterprise Weekly

AGRICULTURE NEWS

Only half of Basic Payment Scheme payments received

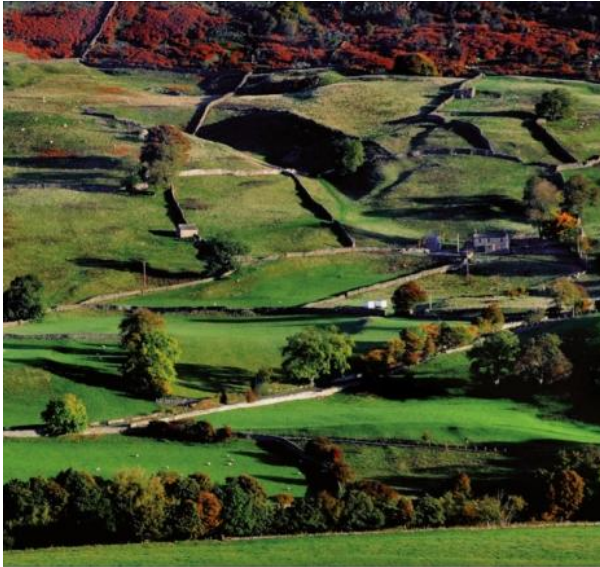


Only half of successful Basic Payment Scheme claims have been paid out by the Rural Payments Agency. Most outstanding claims should be paid by the end of January, and when this is not likely to be the case, claimants will receive an update on their claim and an estimated payment date to help them manage cash flow.

The Rural Payments Agency has also published online guidance to cross-compliance rules for 2016 and posted a guidance leaflet to 'offline' farmers.

Read more about the payments at: <https://www.gov.uk/government/news/majority-of-bps-2015-claimants-have-now-been-paid>

Rural businesses left behind



A new report from the Countryside Alliance has warned that Government policy is failing to ensure countryside communities prosper, leaving rural businesses cast as the “Cinderella” of the British economy.

The report says the key barriers for rural communities include digital connectivity, the planning system and a shortage of rural housing not being helped by a lack of completed Local Plans drawn up by local authorities. The Countryside Alliance adds that rural areas risk being ignored as part of Whitehall devolution deals.

Leah Swain, chief officer at regional charity Rural Action Yorkshire, said rural start-ups and existing businesses benefit from initiatives such as York, North Yorkshire and East Riding LEP’s pop-up business sessions in rural locations, but she believes more needs to be done. “We need more support for young people to develop entrepreneurial skills and start businesses that allow them to remain living and working in rural areas,” Ms Swain said.

Read more at: <http://www.yorkshirepost.co.uk/news/whitehall-policies-cast-rural-business-as-economic-cinderella-1-7684407>



Enterprise Weekly 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

fsb⁰³

Experts in Business

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.