

South and East Yorkshire

Enterprise Weekly

The definitive small business e-newsletter

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Enterprise Weekly FORTHCOMING EVENTS

Business in the Spotlight returns for a networking spectacular!



April 20 marks the date of our first "Business in the Spotlight" networking spectacular of 2016. We are back at Costco Wholesale for the latest event in the most successful networking forum in the north of England.

For years our "Business in the Spotlight" events have drawn massive support from the local business community and have become a legendary highlight of the business calendar.

At 4.30 – 6.30pm on Wednesday 20 April 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!

The event is absolutely **FREE** for exhibitors and attendees, but to assist our hosts Costco to plan the catering, booking is essential.

To book, visit: <https://www.eventbrite.co.uk/e/business-in-the-spotlight-tickets-23223882257>

Breaking Barriers - free export event

UKTI is hosting an event as part of Export Week on 20 April at The Deep, Hull. 'Breaking Barriers' is designed for companies who are relatively new to export or considering

exporting their products or services. The day will include two local case studies as well as seminars on the following topics:

- Deciding to go for it: Business support available from the LEP
- Deciding where to go: How to research export markets
- Getting out there: Identifying key contacts, agents and distributors
- Completing the deal: Making sure you get paid, documentation and litigation
- Growing your business further: How to increase your global presence

The event is FREE and will run from 9am to 2pm.

Booking a place is easy and can be done at: <http://www.eventbrite.co.uk/e/breaking-barriers-succeed-overseas-hull-tickets-21382846670>

STEM Employer Open Evening at Barnsley College



Barnsley College's Science, Technology, Engineering and Maths (STEM) Centre is holding an employer open evening at 5.00 – 7.00pm on Wednesday 6 April.

Attendees will have the opportunity to network with like-minded businesses, see the college's state-of-the-art facilities which are dedicated to the STEM industries, browse the exhibition stands from a range of employers and talk to staff and students about the range of training courses the college offers. Tours of the STEM Centre will be available throughout the evening and attendees will learn about the college's traineeship, apprenticeship and work experience opportunities.

The STEM Centre is situated on Old Mill Lane, Barnsley, S70 2LA. Refreshments will be served throughout the evening. Parking is available at the pay and display car park on County Way, Barnsley, S70 2JW.

To find out more about the event or to book a place ring 01226 216166, email: employer@barnsley.ac.uk or visit: www.barnsley.ac.uk.

Retail Matters Conference looks at economic growth



Sharron Lowe

The 8th Retail Matters Conference takes place at 1.00 – 4.00pm on Tuesday 12 April at The Source Skills Academy, and will focus on economic growth.

This is a free event and will be invaluable for anyone interested in hearing what experienced business leaders and retail industry experts believe will be crucial for future success in the retail industry.

The event will welcome back Randal Casson, Retail Audit Partner for PricewaterhouseCoopers LLP and the organizers are also delighted to welcome keynote speaker, Sharron Lowe. Born in Sheffield, Sharron has strong roots in the region and is delighted to joining the conference. Sharron began her retail beauty

career in Debenhams on The Moor and worked her way into International management for a cosmetics brand before becoming the go-to success coach for global luxury brands such as Chanel, Calvin Klein and Clinique, Parfums Christian Dior, Estée Lauder and Lancôme.

The conferences are organized as part of The Source Academy's involvement in the Local Enterprise Partnership and will provide a fantastic opportunity for delegates to network with retailers from across the Sheffield City Region.

To book visit: <https://www.eventbrite.co.uk/e/retail-matters-conference-growth-tickets-22772006685?aff=mcivte>

East Yorkshire Local Food Network's spring event: 'Feeding minds and bodies'



The East Yorkshire Local Food Network's spring event will take place at 9.30am - 3.30pm on Monday 18 April 2016 at Bishop Burton College

Highlights of this packed and varied day include a variety of inspirational speakers and the launch of the 'Enjoy Local Food and Drink Guide 2016-17', with supplies available to take away for your customers. The event provides an opportunity to meet local food and drink producers and other local exhibitors (including members of the East Riding of Yorkshire Rural Partnership, Visit Hull and East Yorkshire, farmers' markets, food festival & events organisers, suppliers of goods and services, business support & skills providers). There will be plenty of networking opportunities and a local food buffet lunch.

Attendance is free, but registration is required. Exhibitor stands are free to members of East Yorkshire Local Food Network and East Riding of Yorkshire Rural Partnership or £50 to non members.

To receive a booking form email: localfood@eastriding.gov.uk

April Breakfast Club Network at the Digital Media Centre

Spring into action with Enterprising Barnsley at the Digital Media Centre for hot coffee, healthy food options and good networking at 8.30 – 9.30am on Tuesday 12 April.

Meet with other businesses from inside the Digital Media Centre and beyond, make some new connections or just catch up with ones you already know! Hear more about upcoming events and the new start up programme launching soon at the Digital Media Centre from Director Tracey Johnson. Doors open at 8.30am so that you can squeeze that all important bit of networking into your busy workday! Bring a business card to share on our business card wall, and feel free to linger longer and work from our Enterprise Nation co-working hub for the rest of the day completely free of charge (usually £20 a day for non-members, £10 a day for members). Usual breakfast yummies will be available!

Book at: <https://www.eventbrite.co.uk/e/april-breakfast-club-network-at-the-digital-media-centre-tickets-24423526425>

Additional opportunity: Those lovely folks at Visualisedit will be running a FREE workshop straight after the network for anyone wanting to make video work for their business. Their 'Power of Video' workshop covers the video production planning process and runs from 9.30 to 11.30am in the Enterprise Nation Hub. Email with your name, company name and number of places to: admin@visualisedit.com

Sheffield conference: Making history for a successful city



A one day conference is taking place that aims to inspire and challenge those engaged with caring for Sheffield's heritage. It will be held at 9.30am to 4.30pm on Saturday 16 April at the Peak Lecture Theatre, Sheffield Hallam University, City Campus.

The event will feature discussion, dialogue and debate focused on exploring the four themes of economic Vitality and tourism, health and wellbeing, cohesion and community pride and a

quality heritage environment. The conference will consider how a joined-up and purposeful response to the opportunities and challenges of these themes can be created, and how an improved and well-communicated heritage offer that benefits Sheffield and the City Region can be delivered.

Conference attendees will gain an understanding of the contribution heritage makes to a successful city and a better awareness of the heritage players in Sheffield.

The conference is part of the Year of Making programme and is supported by the University of Sheffield and Sheffield Hallam University. The conference is organised by the Joined up Heritage group, a broad range of organisations and individuals representing the Sheffield City Region's very diverse heritage sector who have come together to explore ways to develop a better resourced, better connected and better communicated heritage offer for a wide range of audiences.

For further information and booking contact: heritageconference2016@gmail.com

Free Business Sheffield information sessions April – June

Please find below a list of upcoming expert-delivered business information sessions from Business Sheffield.

- 14 April – Terms and Conditions
- 20 April – Social Media
- 21 April – Retail Insights Course 1, Marketing, Media and Customers
- 5 May – Introduction to HR Processes
- 17 May – Creating a Brand
- 16 May – Social Media
- 19 May – Maximising your website
- 1 June – Retail Insights Course 2
- 13 June – Social Media
- 23 June – Basic Book Keeping
- 28 June – Employing People for the First Time

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.

Business leaders meet to discuss 'what's next for Doncaster'



On 22 April, the Doncaster Chamber will host its second annual Doncaster Business Conference. The flagship event will present the opportunity for the private sector and businesses of all sizes and sectors to engage at a strategic level with politicians, local decision makers and the public sector who influence what the local economy looks like now and in the future.

High profile panellists include Jo Miller, Chief Executive of DMBC, local MPs Ed Miliband and Dame Rosie Winterton, key agencies including the Sheffield City Region Local Enterprise Partnership, HS2 Ltd., Centre for Cities, UKTI, and Thinking Place.

The Doncaster Business Conference takes place at 8.00am – 1.00pm on 22 April at The Legacy Centre, Doncaster.

For further details please visit: <http://www.doncaster-chamber.co.uk/business-conference.asp>

Supersonic car to be star attraction



The Bloodhound supersonic car will be the headline attraction at this year's Get up to Speed with Engineering and Manufacturing (GUTS) event to be held at Magna Science Adventure Centre, Rotherham at 10.00am to 6.00pm on Wednesday 20 April.

The Bloodhound supersonic car is a four wheeled, 7.5 tonne, 135,000 bhp jet and rocket powered car which will challenge for the world land speed

record and is set to ultimately break the 1000mph barrier: faster than the speed of sound! Many of the parts for the car and engineering are designed and manufactured in the Sheffield City Region, with many of the companies exhibiting at the event.

This year GUTS is aiming to break a few records of its own too! Now in its 6th year this annual event is on target to outstrip its previous highest attendance last year and with over 1,500 bookings so far is on track to reach over 2,000 people during the day. Chairman of the Organising Committee and Co-founder of the work-wise Foundation John Barber says "This year is shaping up to be the biggest, best, most interactive yet. We have so many exhibitors and attractions that The Big Hall at Magna just can't house them all so we have had to extend into other parts of the building!"

GUTS is a free highly interactive event for students, parents and teachers showcasing the best of the engineering, manufacturing and technology sectors, its employers and employment opportunities in the region.

More details and registration can be at: www.getuptospeed.org.uk

Competition opens to host Great Exhibition of the North



Ed Vaizey

Towns and cities across the North are invited to bid to put on the two-month exhibition, celebrating the best of art, culture and design.

The Government is contributing £5 million towards the exhibition itself and a further £15 million into a legacy fund to attract further cultural investment in the Northern Powerhouse. The exhibition will showcase the great creative and cultural sectors across the North, to help boost the economy in the region.

Culture Minister Ed Vaizey said: "The Great Exhibition of North is a fantastic opportunity to promote the very best of Northern art, culture and design. Investment in our arts and culture not only benefits these sectors but, as we have seen from Hull being named UK City of Culture 2017, can drive regeneration of whole towns and cities."

The competition will close in June this year and the chosen venue will be announced in the Autumn.

Sir Gary Verity, chief executive of Welcome to Yorkshire, has been appointed by the Chancellor George Osborne to chair the Great Exhibition Board that will report to Ministers on the applications. Sir Gary said: "There are many towns and cities across the North of England that have what it takes to host the Great Exhibition of the North and I hope that many of them put in a bid.

"We will be showcasing our art, design and culture to the world in 2018 and high quality bids are an essential part of ensuring that we deliver an incredible Great Exhibition."

For more information visit: <https://www.gov.uk/government/news/competition-opens-to-host-great-exhibition-of-the-north>

BIS to pilot Innovation Audits

The Department for Business has announced the five areas which will pilot the new Science and Innovation Audits. The audits will identify and outline local research, innovation and infrastructure strengths to ensure that investment is targeted appropriately and to identify new business opportunities.

The five pilot areas include Sheffield. These will be joined by more regions taking part in Science and Innovation Audits over the summer and in the autumn.

Business Secretary Sajid Javid said: "Auditing the strengths in our regions will help us build a long-term strategy for global competitiveness and help ensure that hotspots generate more than the sum of their parts."

For further information, go to: <https://www.gov.uk/government/news/business-secretary-selects-5-pilot-areas-for-uks-first-innovation-audits>

Searching for the UK's brightest country businesses

My Country Business Awards

The seventh annual My Country Business Awards has been launched. The highly successful awards aims to scour the country in search of the UK's best and brightest country businesses.

The awards are designed to celebrate established country businesses and new trailblazers, as well as looking to empower a new generation of country-based, creative entrepreneurs to do what they love... and get paid for it. Entrants are judged in six categories, including a new division entitled, the Emerging Creative Talent Award, designed in partnership with the experts at Not on the High Street, who shares Country Homes and Interiors vision of encouraging new growth in the creative, rural, small business sector.

Along with this award, the other categories representing a wide array of sub-sectors are Home Accessory Crafters and Makers; Fabric, Furniture and Wallpaper Designers; Retailers; Food Producers; Hospitality and Leisure Providers.

This year's judging panel is spectacular, with experts in each category.

For information about how to enter the Awards visit: www.housetohome.co.uk/business

DCLG announces £1.8 billion for Growth Deals

England's 39 Local Enterprise Partnerships will be able to apply for a share of £1.8 billion funding from the latest round of Growth Deals to support local economic growth and job creation projects.

The Communities Secretary Greg Clark has said the deals will improve opportunities to secure significant investment from overseas for LEP areas. The Growth Deals are part of the Government's £12 billion Local Growth Fund to build vital infrastructure, improve skills and create new jobs. LEPs are able to apply for a share of the Local Growth Fund, including the Growth Deals, until summer 2016.

For further information, go to: <https://www.gov.uk/government/news/greg-clark-offers-communities-multi-billion-pound-offer-to-boost-local-growth>

Report reveals extent of business crime



Almost one in four small business owners do not report any crimes committed against their business to the police, according to FSB research. Almost half of firms also believe reporting the crime would not achieve anything positive, while 38% do not think it would lead to a prosecution.

In the last two years, 66% of FSB members have been victims of cyber crime and 48% have been victims of non-cyber crime. The research also identified that a

third of small firms believe business crime is increasing.

Gordon Millward, Regional Chairman at FSB said: "Crime affects all businesses, but it impacts smaller firms the hardest as they cannot absorb the unexpected costs. The fact that businesses are not reporting crimes shows a real breakdown in trust and confidence in the police".

For further information, go to: <http://www.fsb.org.uk/media-centre/press-releases/small-businesses-voice-crime-concerns>

Enterprise Weekly LEGAL UPDATES

BIS consulting on protections for small firms in non-regulated sectors

The Department for Business is consulting on whether further protections are needed for small and micro businesses, including sole traders, when purchasing goods and services from other businesses in non-regulated sectors.

The Department would like feedback on whether small firms have sufficient support and protection when negotiating contracts and whether they are aware of their current protections, or if further protections are needed. In particular, the Department is looking for feedback from individual firms, trade bodies and research and academic organisations.

The consultation closes on 9th June 2016.

For further information, go to:

<https://www.gov.uk/government/consultations/protections-for-small-and-micro-businesses-in-non-regulated-sectors>

New legislation for charities

The Charities (Protection and Social Investment) Act has been made law after it received Royal Assent on 16 March 2016. The Act applies in England and Wales only and introduces new powers for the Charity Commission, including a procedure to disqualify charity trustees, and also extends the circumstances when someone is automatically banned from acting as a trustee.

However, the majority of its provisions are not yet in force. The Commission is expected to publish guidance before certain provisions of the Act take effect, and those regarding disqualification are not expected to be implemented for at least a year.

Read more about the Charities (Protection and Social Investment) Act 2016 at:

http://www.civilsociety.co.uk/governance/news/content/21482/the_charities_act_becomes_law

Enterprise Weekly TAX AND MONEY

British Business Bank invests £5 million to support small business finance

The British Business Bank is to invest up to £5 million in its partnership with business loan provider Liberis.

Liberis claims the investment will help provide funding to more than 2,000 small firms in 2016 through its Business Cash Advance service. The service provides funding from

£4,000 to £300,000 to small firms based on their future credit and debit card sales, which is then paid back via a pre-agreed percentage of the firm's credit or debit card transactions.

For further information, go to: <http://british-business-bank.co.uk/british-business-bank-investments-limited-partners-with-liberis-to-support-funding-for-smaller-uk-businesses/>

Research reveals earnings gap between employed and self employed workers



Research from the Social Market Foundation has found a significant gap between the earnings of employed and self-employed workers in the UK. According to 'Tough Gig: Low-Paid Self-Employment in London and the UK', which was published in March 2016, around half of self-employed workers are earning no more than two thirds of the median UK wage. This compares to just 22% of employees.

The Social Market Foundation report also highlights the impact of the National Living Wage on the earnings gap. From 1st April 2016, employees aged 25 or over must be paid at least £7.20 per hour. However, the report estimates that 1.73 million self-employed workers will continue to receive less than the statutory minimum amount.

Read more about the report at: <http://www.smf.co.uk/publications/tough-gig-low-paid-self-employment-in-london-and-the-uk/>

Value of EFG loans continues to decline

The number of small and medium-sized firms receiving finance through Government-backed Enterprise Finance Guarantee loans has fallen year on year since 2009, according to figures from the British Business Bank.

In the last quarter of 2015 only 482 EFG loans worth £56.2 million were provided, in comparison to 2,030 loans worth £201.6 million in the second quarter of 2009. The EFG was designed to support small and medium-sized businesses that have been unable to access funding through the banks, by having the Government act as guarantor to the loan. Chancellor George Osborne announced in his Budget on 16 March 2016 that the EFG will be extended until at least 2018.

For further information, go to: <http://www.thisismoney.co.uk/money/smallbusiness/article-3500608/Sharp-fall-number-Government-backed-loans-taken-small-businesses-described-embarrassing-finance-experts.html>



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